

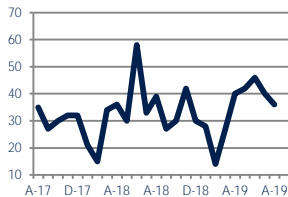
Focus On: Lincolnia Housing Market

August 2019

Zip Code(s): 22312

Units Sold

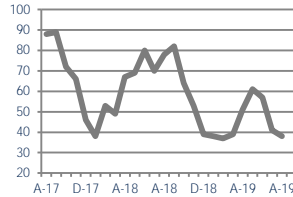
36



Down -8%
Vs. Year Ago

Active Inventory

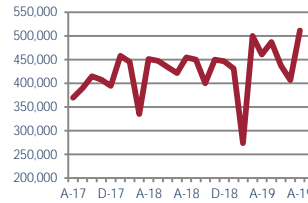
38



Down -51%
Vs. Year Ago

Median Sale Price

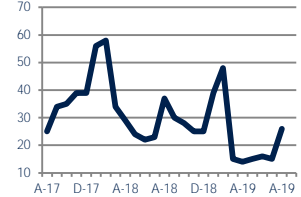
\$511,250



Up
Vs. Year Ago

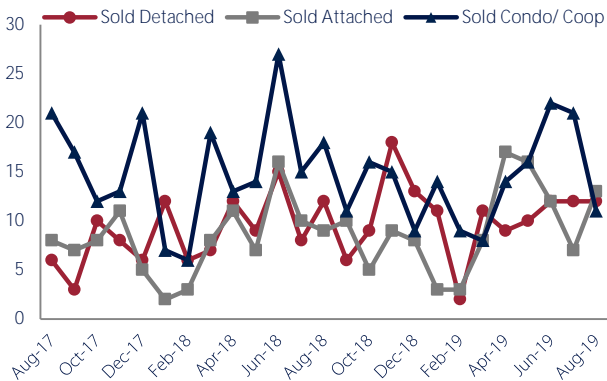
Days On Market

26



Down -30%
Vs. Year Ago

Units Sold*



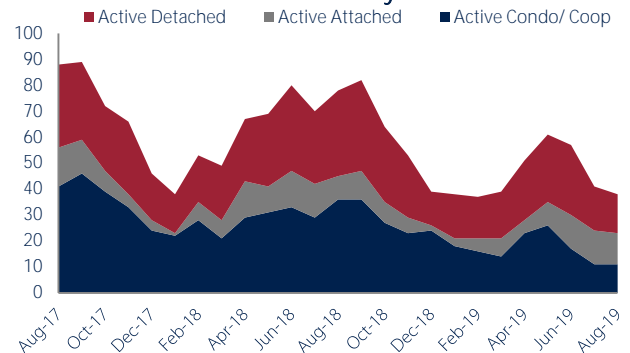
Units Sold

There was a decrease in total units sold in August, with 36 sold this month in Lincolnia versus 40 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 8% versus August 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 51%. The total number of active inventory this August was 38 compared to 78 in August 2018. This month's total of 38 is lower than the previous month's total supply of available inventory of 41, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last August, the median sale price for Lincolnia Homes was \$454,950. This August, the median sale price was \$511,250, an increase of \$56,300 compared to last year. The current median sold price is higher than in July.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Lincolnia are defined as properties listed in zip code/s 22312.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.



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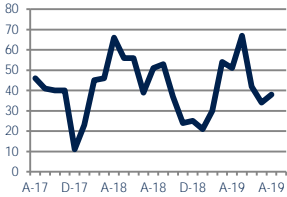
Focus On: Lincolnia Housing Market

August 2019

Zip Code(s): 22312

New Listings

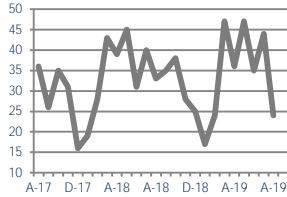
38



Down -25%
Vs. Year Ago

Current Contracts

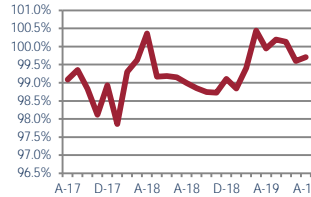
24



Down -27%
Vs. Year Ago

Sold Vs. List Price

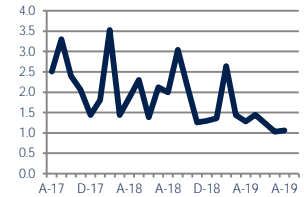
99.7%



Up 0.7%
Vs. Year Ago

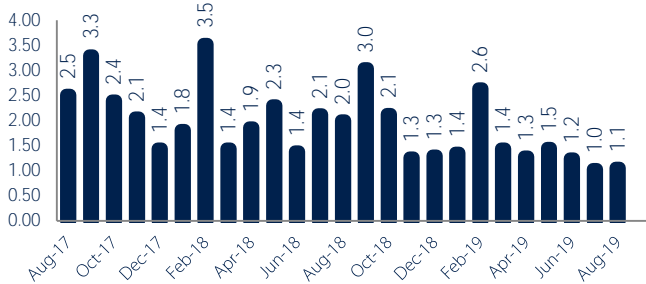
Months of Supply

1.1



Down -47%
Vs. Year Ago

Months Of Supply



Months of Supply

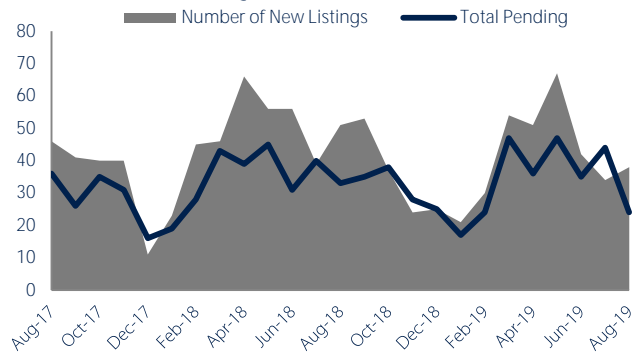
In August, there was 1.1 months of supply available in Lincolnia, compared to 2.0 in August 2018. That is a decrease of 47% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

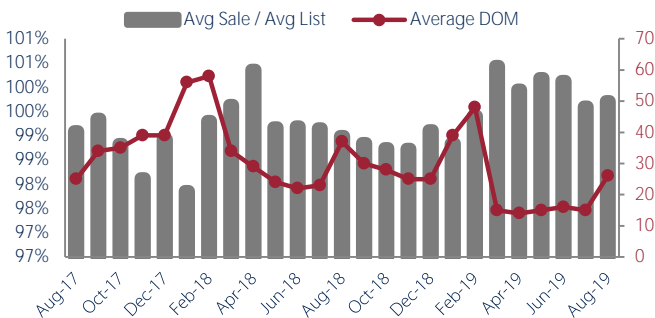
New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Lincolnia compared to 51 in August 2018, a decrease of 25%. There were 24 current contracts pending sale this August compared to 33 a year ago. The number of current contracts is 27% lower than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Lincolnia was 99.7% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 37, a decrease of 30%.



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