



The Long & Foster Market Minute™

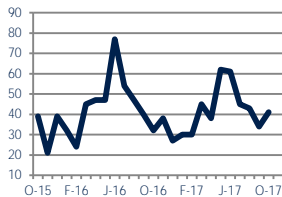
Focus On: Lorton, Mason Neck, and Fort Belvoir Housing Market

October 2017

Zip Code(s): 22079 and 22060

Units Sold

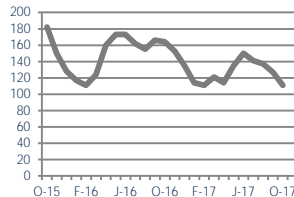
41



Up 28%
Vs. Year Ago

Active Inventory

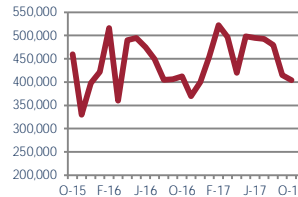
111



Down -32%
Vs. Year Ago

Median Sale Price

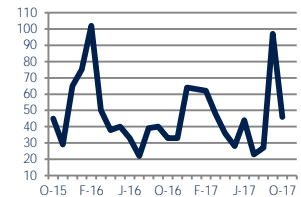
\$404,000



Down -2%
Vs. Year Ago

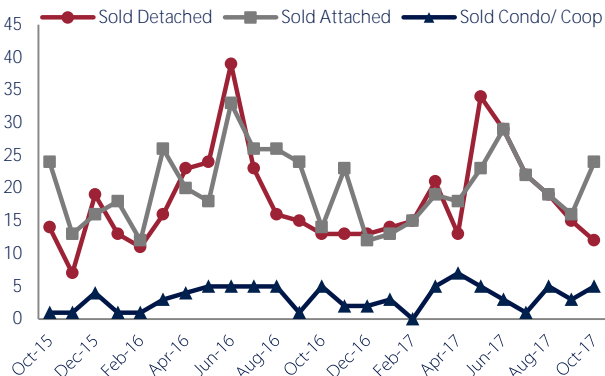
Days On Market

46



Up 39%
Vs. Year Ago

Units Sold*



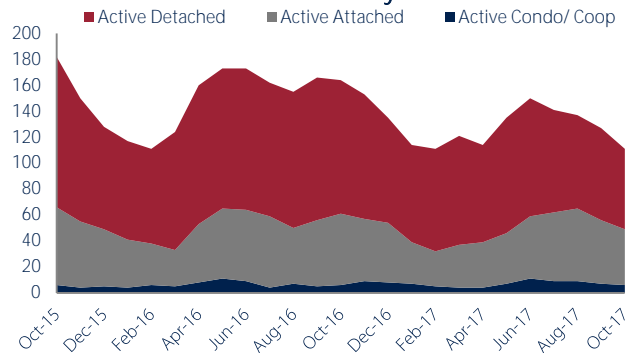
Units Sold

There was an increase in total units sold in October, with 41 sold this month in Lorton, Mason Neck, and Fort Belvoir versus 34 last month, an increase of 21%. This month's total units sold was higher than at this time last year, an increase of 28% versus October 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 53 units or 32%. The total number of active inventory this October was 111 compared to 164 in October 2016. This month's total of 111 is lower than the previous month's total supply of available inventory of 127, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Lorton, Mason Neck, and Fort Belvoir Homes was \$412,500. This October, the median sale price was \$404,000, a decrease of 2% or \$8,500 compared to last year. The current median sold price is 3% lower than in September.

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

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Lorton, Mason Neck, and Fort Belvoir are defined as properties listed in zip code/s 22079 and 22060.

*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.



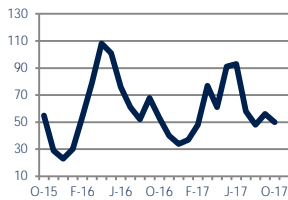
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New Listings

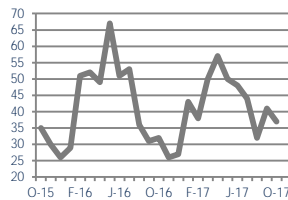
50



Down -6%
Vs. Year Ago

Current Contracts

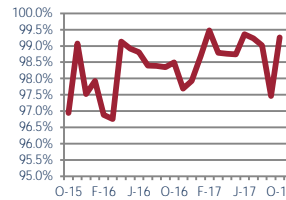
37



Up 16%
Vs. Year Ago

Sold Vs. List Price

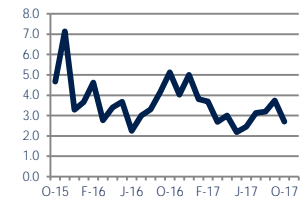
99.3%



Up 0.8%
Vs. Year Ago

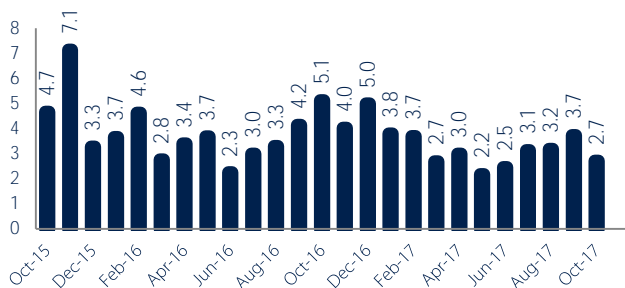
Months of Supply

2.7



Down -47%
Vs. Year Ago

Months Of Supply



Months of Supply

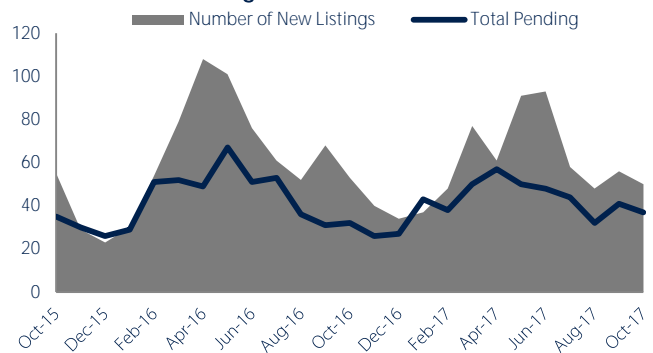
In October, there was 2.7 months of supply available in Lorton, Mason Neck, and Fort Belvoir, compared to 5.1 in October 2016. That is a decrease of 47% versus a year ago.

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.

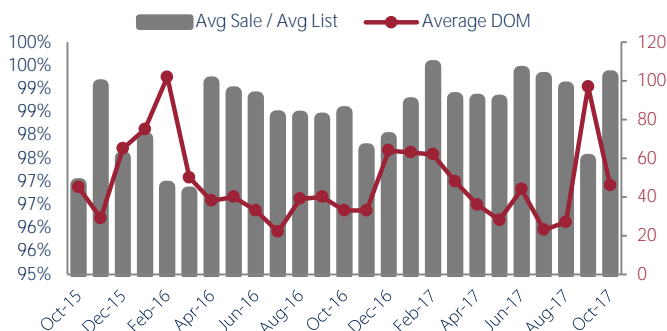
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Lorton, Mason Neck, and Fort Belvoir compared to 53 in October 2016, a decrease of 6%. There were 37 current contracts pending sale this October compared to 32 a year ago. The number of current contracts is 16% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Lorton, Mason Neck, and Fort Belvoir was 99.3% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 46, higher than the average last year, which was 33, an increase of 39%.