



# The Long & Foster Market Minute™

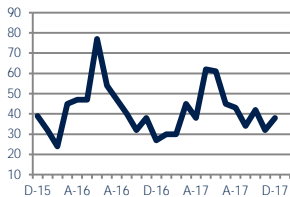
**Focus On:** Lorton, Mason Neck, and Fort Belvoir Housing Market

December 2017

Zip Code(s): 22079 and 22060

## Units Sold

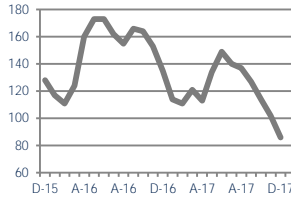
38



**Up**  
Vs. Year Ago

## Active Inventory

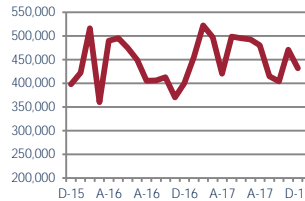
86



**Down -36%**  
Vs. Year Ago

## Median Sale Price

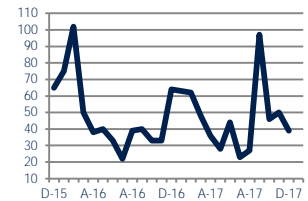
\$431,500



**Up 8%**  
Vs. Year Ago

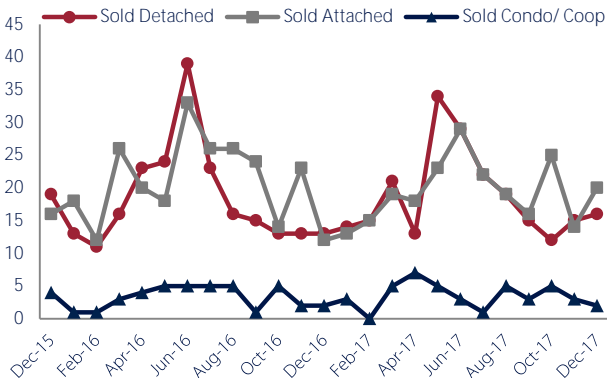
## Days On Market

39



**Down -39%**  
Vs. Year Ago

## Units Sold\*



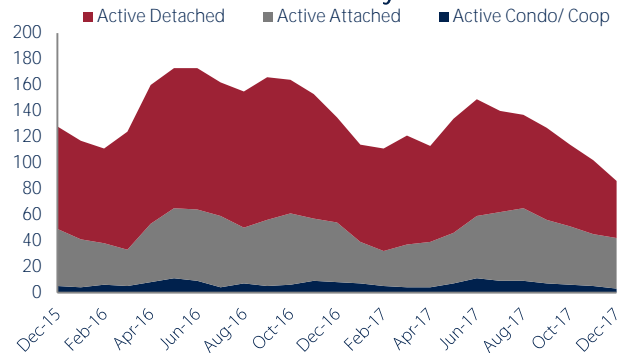
## Units Sold

With relatively few transactions, there was an increase in total units sold in December, with 38 sold this month in Lorton, Mason Neck, and Fort Belvoir. This month's total units sold was higher than at this time last year, an increase from December 2016.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 49 units or 36%. The total number of active inventory this December was 86 compared to 135 in December 2016. This month's total of 86 is lower than the previous month's total supply of available inventory of 102, a decrease of 16%.

## Active Inventory\*

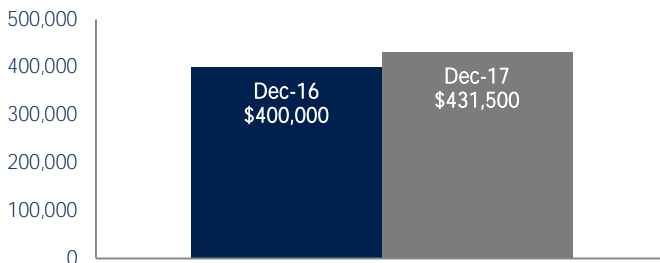


## Median Sale Price

Last December, the median sale price for Lorton, Mason Neck, and Fort Belvoir Homes was \$400,000. This December, the median sale price was \$431,500, an increase of 8% or \$31,500 compared to last year. The current median sold price is 8% lower than in November.

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

## Median Sale Price



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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INTERNATIONAL REAL ESTATE



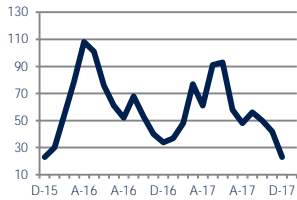
## Focus On: Lorton, Mason Neck, and Fort Belvoir Housing Market

December 2017

Zip Code(s): 22079 and 22060

### New Listings

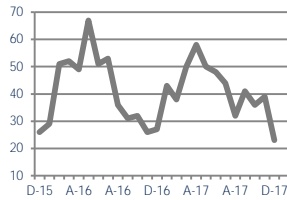
23



Down -32%  
Vs. Year Ago

### Current Contracts

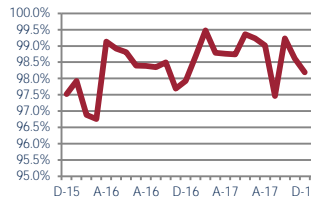
23



Down -15%  
Vs. Year Ago

### Sold Vs. List Price

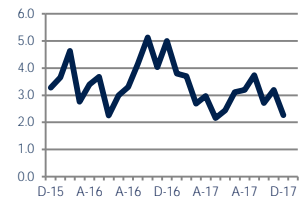
98.2%



No Change  
Vs. Year Ago

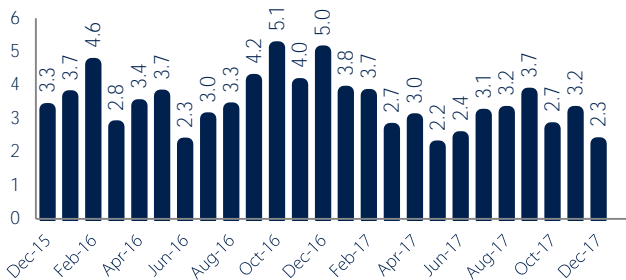
### Months of Supply

2.3



Down -55%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

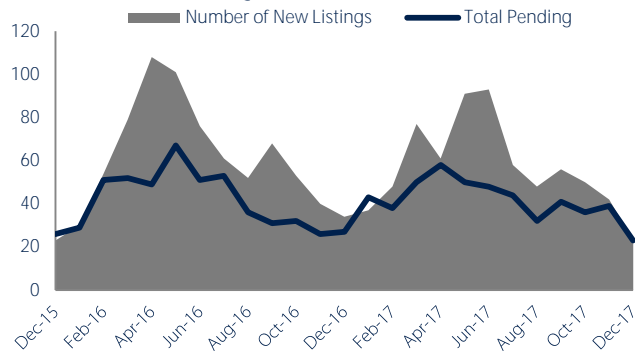
In December, there was 2.3 months of supply available in Lorton, Mason Neck, and Fort Belvoir, compared to 5.0 in December 2016. That is a decrease of 55% versus a year ago.

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.

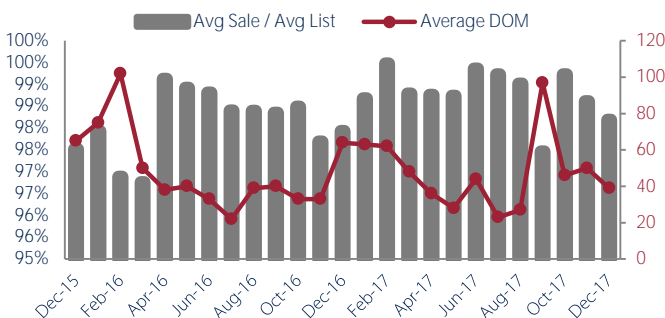
### New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Lorton, Mason Neck, and Fort Belvoir compared to 34 in December 2016, a decrease of 32%. There were 23 current contracts pending sale this December compared to 27 a year ago. The number of current contracts is 15% lower than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Lorton, Mason Neck, and Fort Belvoir was 98.2% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 39, lower than the average last year, which was 64, a decrease of 39%.



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