



The Long & Foster Market Minute™

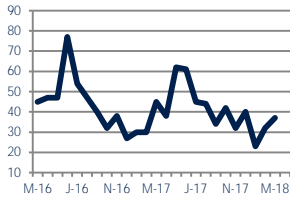
Focus On: Lorton, Mason Neck, and Fort Belvoir Housing Market

March 2018

Zip Code(s): 22079 and 22060

Units Sold

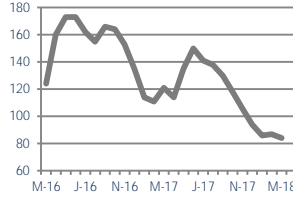
37



Down -18%
Vs. Year Ago

Active Inventory

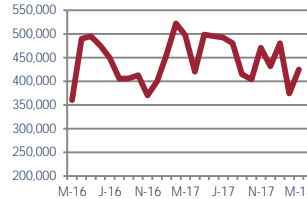
84



Down -31%
Vs. Year Ago

Median Sale Price

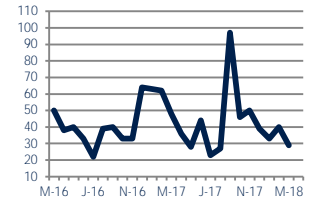
\$425,000



Down -14%
Vs. Year Ago

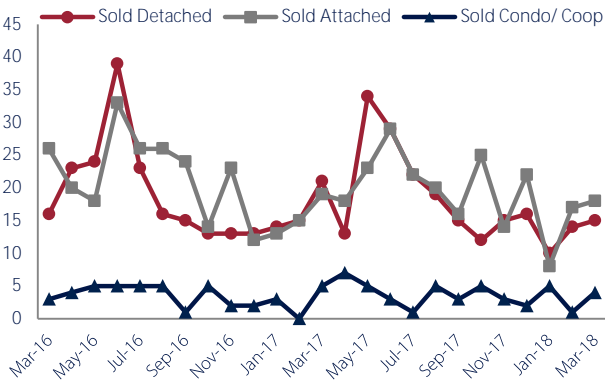
Days On Market

29



Down -40%
Vs. Year Ago

Units Sold*



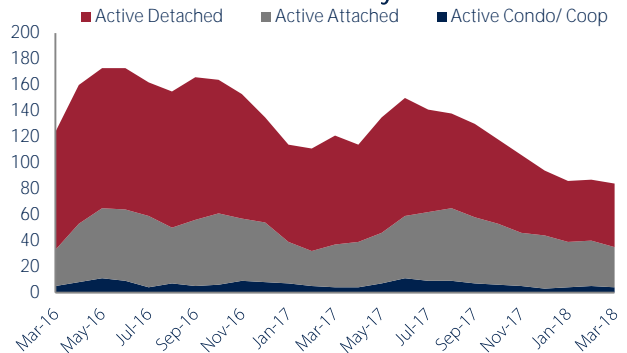
Units Sold

There was an increase in total units sold in March, with 37 sold this month in Lorton, Mason Neck, and Fort Belvoir versus 32 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 18% versus March 2017.

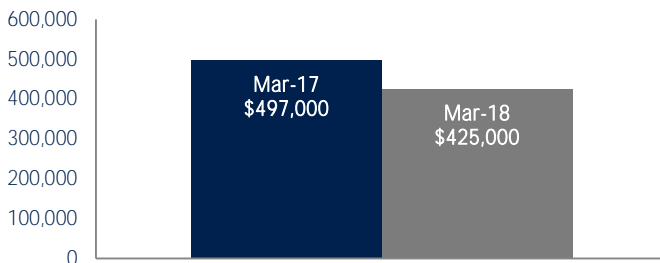
Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 31%. The total number of active inventory this March was 84 compared to 121 in March 2017. This month's total of 84 is lower than the previous month's total supply of available inventory of 87, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Lorton, Mason Neck, and Fort Belvoir Homes was \$497,000. This March, the median sale price was \$425,000, a decrease of 14% or \$72,000 compared to last year. The current median sold price is 13% higher than in February.

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

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



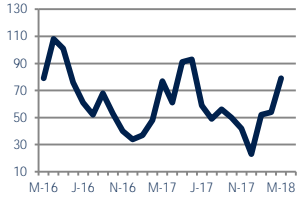
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March 2018

Zip Code(s): 22079 and 22060

New Listings

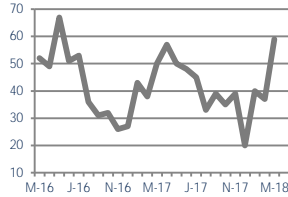
79



Up 3%
Vs. Year Ago

Current Contracts

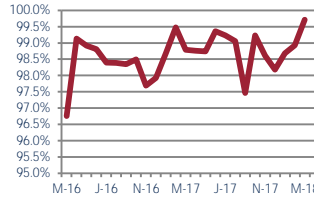
59



Up 18%
Vs. Year Ago

Sold Vs. List Price

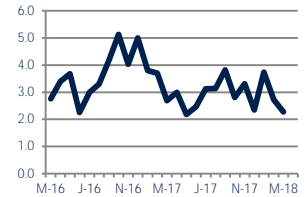
99.7%



Up 0.9%
Vs. Year Ago

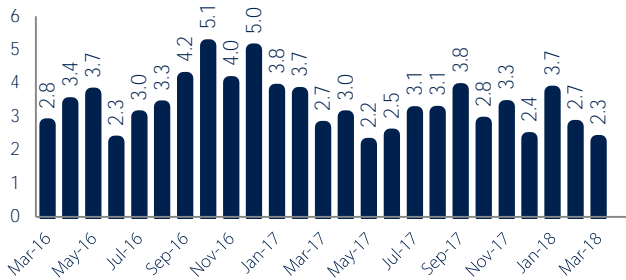
Months of Supply

2.3



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

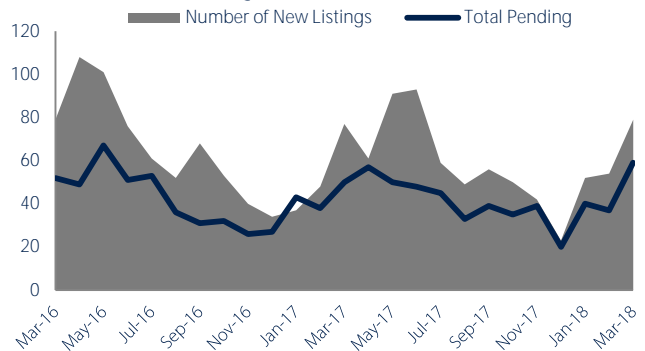
In March, there was 2.3 months of supply available in Lorton, Mason Neck, and Fort Belvoir, compared to 2.7 in March 2017. That is a decrease of 16% versus a year ago.

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.

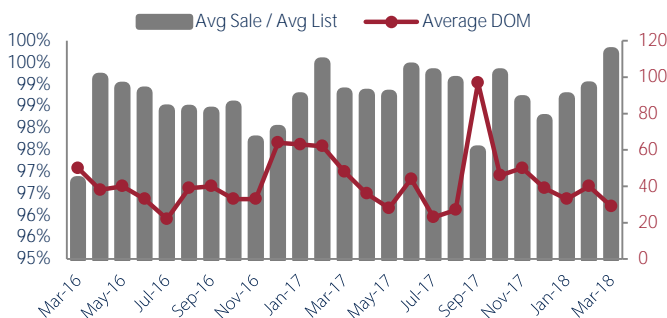
New Listings & Current Contracts

This month there were 79 homes newly listed for sale in Lorton, Mason Neck, and Fort Belvoir compared to 77 in March 2017, an increase of 3%. There were 59 current contracts pending sale this March compared to 50 a year ago. The number of current contracts is 18% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Lorton, Mason Neck, and Fort Belvoir was 99.7% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 29, lower than the average last year, which was 48, a decrease of 40%.



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