



The Long & Foster Market Minute™

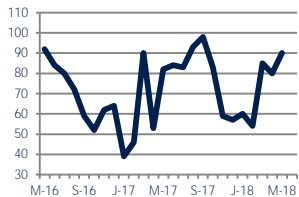
Focus On: Lynnwood, Lynn Shores, and Windsor Woods Housing Market

May 2018

Zip Code(s): 23452

Units Sold

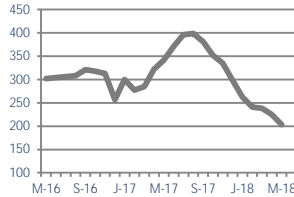
90



Up 10%
Vs. Year Ago

Active Inventory

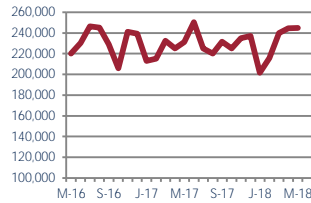
203



Down -41%
Vs. Year Ago

Median Sale Price

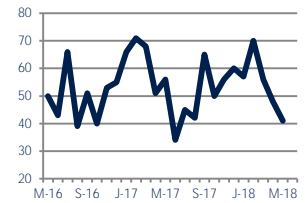
\$244,750



Up 6%
Vs. Year Ago

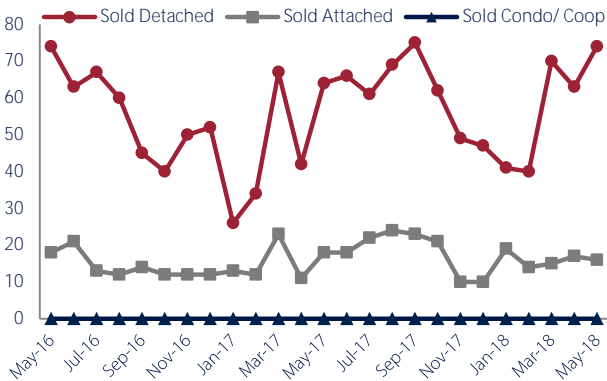
Days On Market

41



Down -27%
Vs. Year Ago

Units Sold*



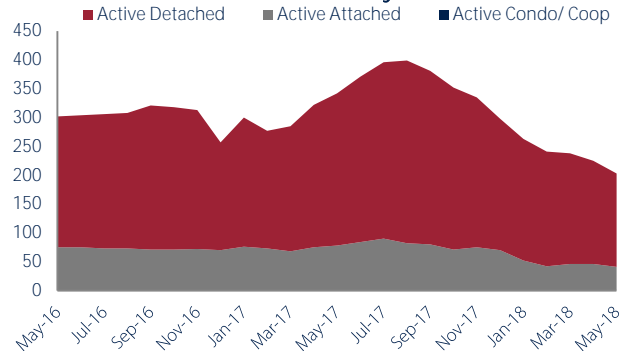
Units Sold

There was an increase in total units sold in May, with 90 sold this month in Lynnwood, Lynn Shores, and Windsor Woods versus 80 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 10% versus May 2017.

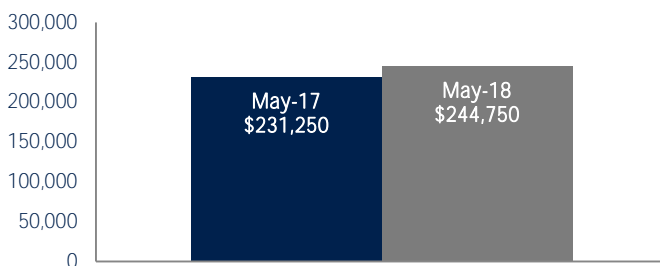
Active Inventory

Versus last year, the total number of homes available this month is lower by 139 units or 41%. The total number of active inventory this May was 203 compared to 342 in May 2017. This month's total of 203 is lower than the previous month's total supply of available inventory of 225, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Lynnwood, Lynn Shores, and Windsor Woods Homes was \$231,250. This May, the median sale price was \$244,750, an increase of 6% or \$13,500 compared to last year. The current median sold price is approximately the same as the median price in April.

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

Lynnwood, Lynn Shores, and Windsor Woods are defined as properties listed in zip code/s 23452.

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



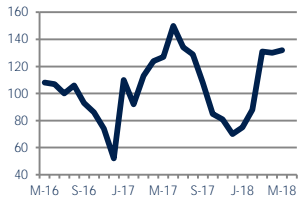
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23452

New Listings

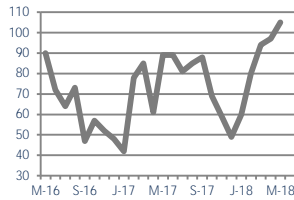
132



Up 4%
Vs. Year Ago

Current Contracts

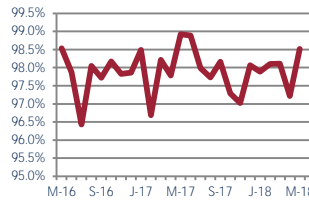
105



Up 18%
Vs. Year Ago

Sold Vs. List Price

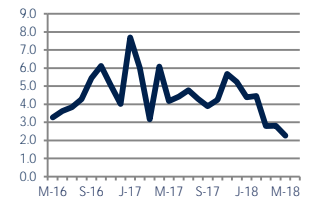
98.5%



No Change
Vs. Year Ago

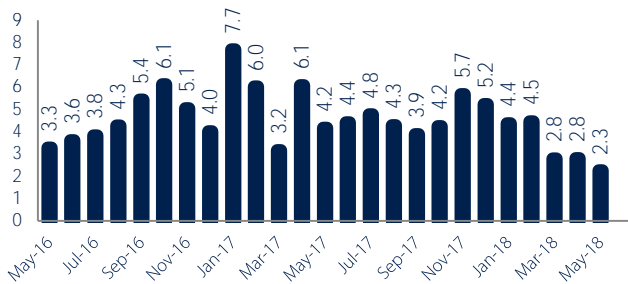
Months of Supply

2.3



Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

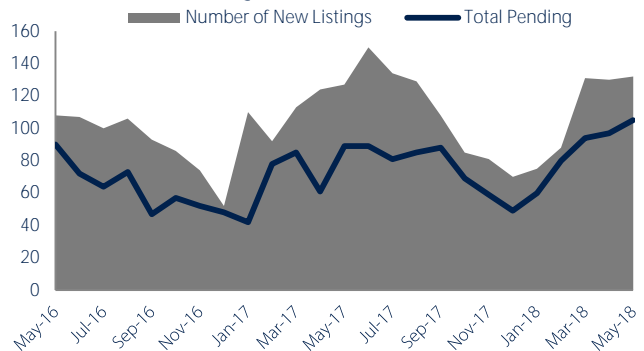
In May, there was 2.3 months of supply available in Lynnwood, Lynn Shores, and Windsor Woods, compared to 4.2 in May 2017. That is a decrease of 46% versus a year ago.

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.

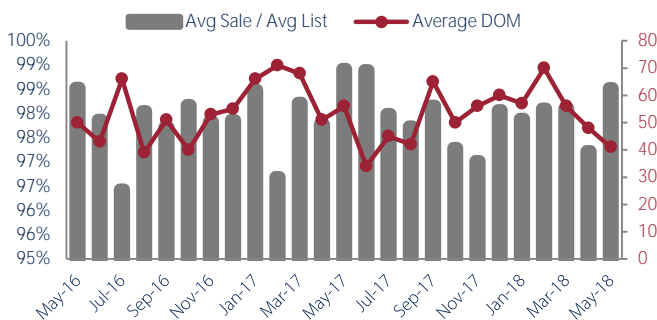
New Listings & Current Contracts

This month there were 132 homes newly listed for sale in Lynnwood, Lynn Shores, and Windsor Woods compared to 127 in May 2017, an increase of 4%. There were 105 current contracts pending sale this May compared to 89 a year ago. The number of current contracts is 18% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Lynnwood, Lynn Shores, and Windsor Woods was 98.5% 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 41, lower than the average last year, which was 56, a decrease of 27%.



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