



# The Long & Foster Market Minute™

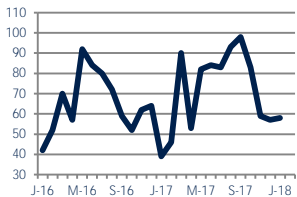
Focus On: Lynnwood, Lynn Shores, and Windsor Woods Housing Market

January 2018

Zip Code(s): 23452

## Units Sold

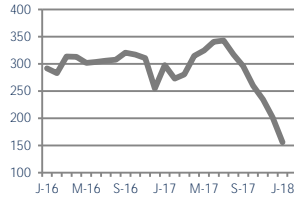
58



Up  
Vs. Year Ago

## Active Inventory

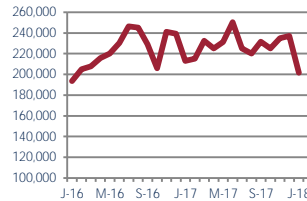
156



Down -48%  
Vs. Year Ago

## Median Sale Price

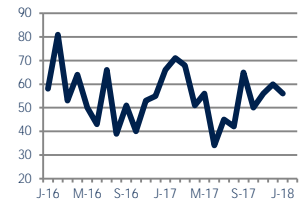
\$201,500



Down -5%  
Vs. Year Ago

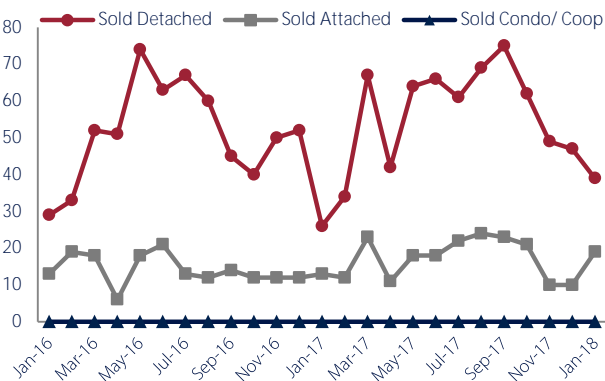
## Days On Market

56



Down -15%  
Vs. Year Ago

### Units Sold\*



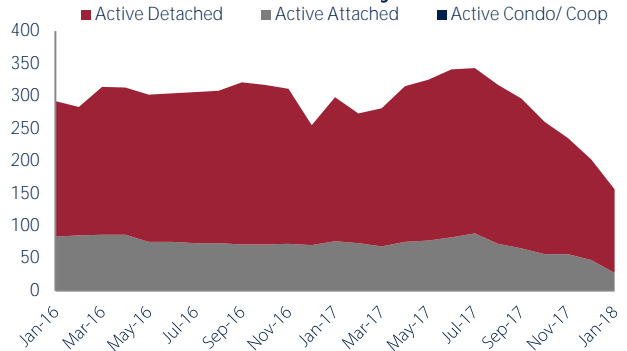
## Units Sold

There was an increase in total units sold in January, with 58 sold this month in Lynnwood, Lynn Shores, and Windsor Woods. This month's total units sold was higher than at this time last year.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 142 units or 48%. The total number of active inventory this January was 156 compared to 298 in January 2017. This month's total of 156 is lower than the previous month's total supply of available inventory of 202, a decrease of 23%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Lynnwood, Lynn Shores, and Windsor Woods Homes was \$212,900. This January, the median sale price was \$201,500, a decrease of 5% or \$11,400 compared to last year. The current median sold price is 15% lower than in December.

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.

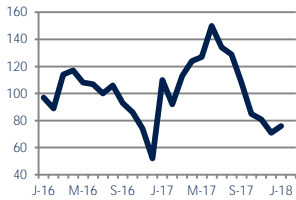
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 23452

### New Listings

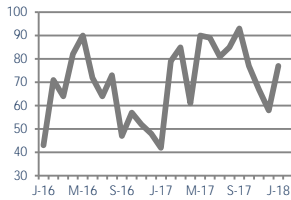
76



**Down -31%**  
Vs. Year Ago

### Current Contracts

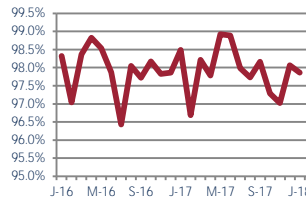
77



**Up 83%**  
Vs. Year Ago

### Sold Vs. List Price

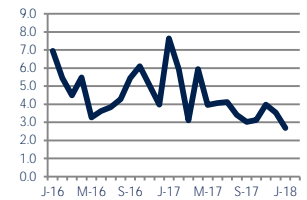
97.9%



**Down -0.6%**  
Vs. Year Ago

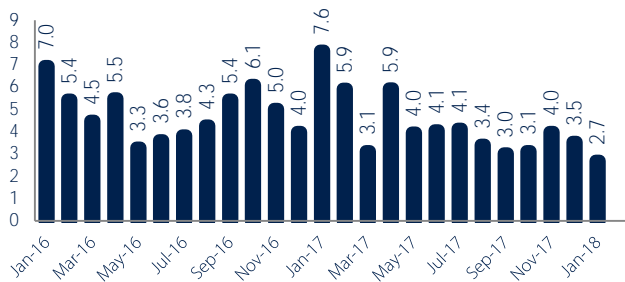
### Months of Supply

2.7



**Down -65%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

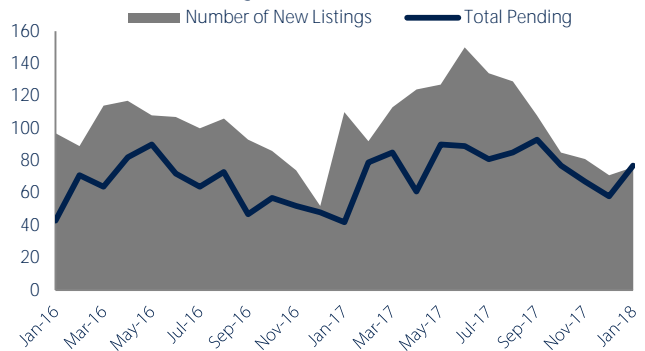
In January, there was 2.7 months of supply available in Lynnwood, Lynn Shores, and Windsor Woods, compared to 7.6 in January 2017. That is a decrease of 65% versus a year ago.

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.

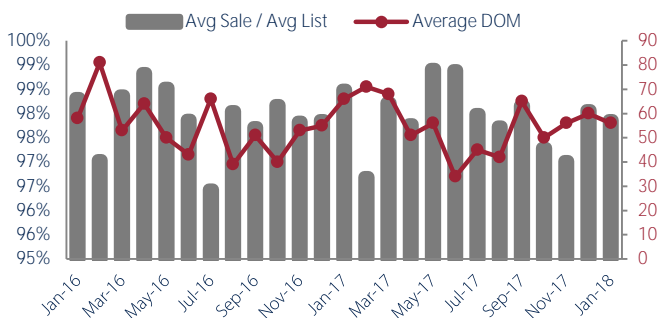
### New Listings & Current Contracts

This month there were 76 homes newly listed for sale in Lynnwood, Lynn Shores, and Windsor Woods compared to 110 in January 2017, a decrease of 31%. There were 77 current contracts pending sale this January compared to 42 a year ago. The number of current contracts is 83% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Lynnwood, Lynn Shores, and Windsor Woods was 97.9% of the average list price, which is 0.6% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 66, a decrease of 15%.



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.

