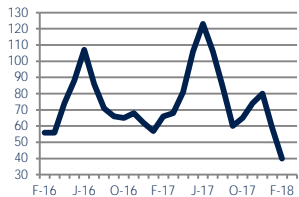




Zip Code(s): 22101 and 22102

Units Sold

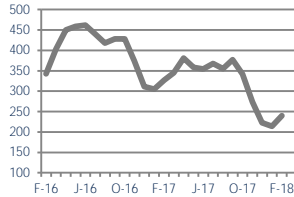
40



Down  
Vs. Year Ago

Active Inventory

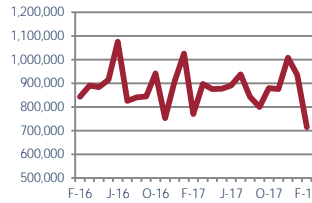
240



Down -27%  
Vs. Year Ago

Median Sale Price

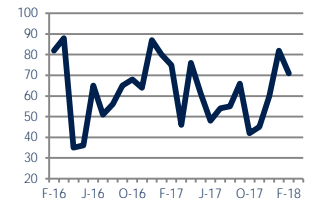
\$715,000



Down -7%  
Vs. Year Ago

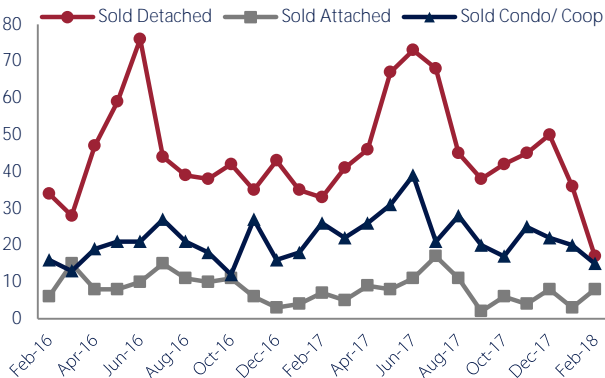
Days On Market

71



Down -5%  
Vs. Year Ago

Units Sold\*



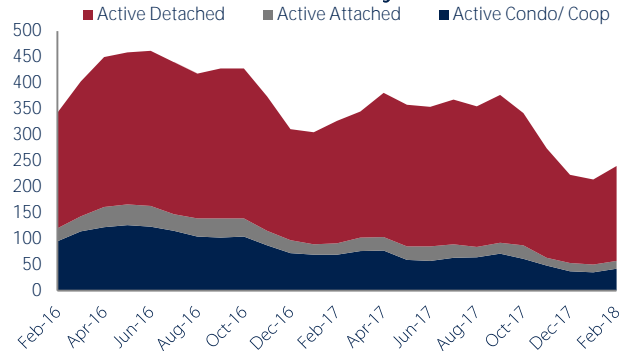
Units Sold

There was a decrease in total units sold in February, with 40 sold this month in McLean. This month's total units sold was lower than at this time last year.

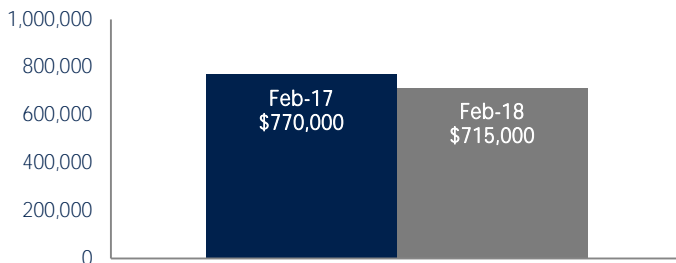
Active Inventory

Versus last year, the total number of homes available this month is lower by 87 units or 27%. The total number of active inventory this February was 240 compared to 327 in February 2017. This month's total of 240 is higher than the previous month's total supply of available inventory of 214, an increase of 12%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last February, the median sale price for McLean Homes was \$770,000. This February, the median sale price was \$715,000, a decrease of 7% or \$55,000 compared to last year. The current median sold price is 24% lower than in January.

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



McLean are defined as properties listed in zip code/s 22101 and 22102.

\*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.





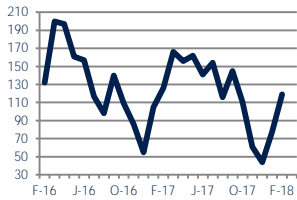
## Focus On: McLean Housing Market

February 2018

Zip Code(s): 22101 and 22102

### New Listings

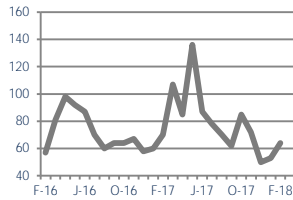
119



Down -6%  
Vs. Year Ago

### Current Contracts

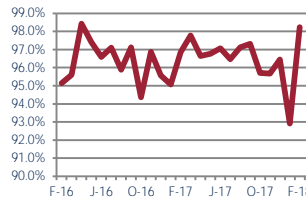
64



Down -9%  
Vs. Year Ago

### Sold Vs. List Price

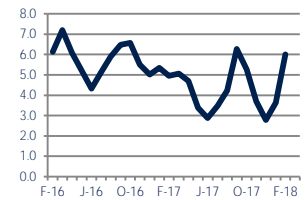
98.2%



Up 1.4%  
Vs. Year Ago

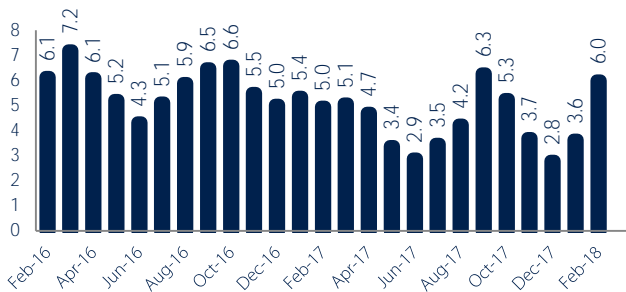
### Months of Supply

6.0



Up 21%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

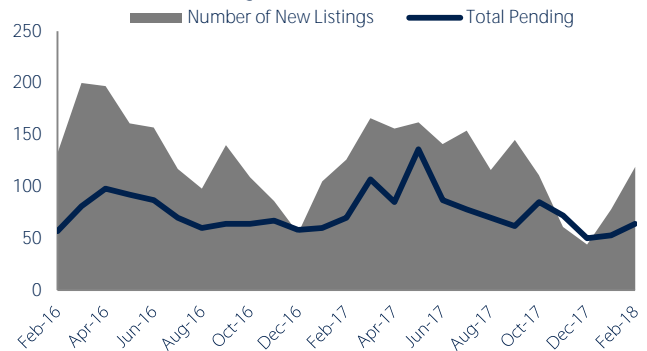
In February, there was 6.0 months of supply available in McLean, compared to 5.0 in February 2017. That is an increase of 21% versus a year ago.

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.

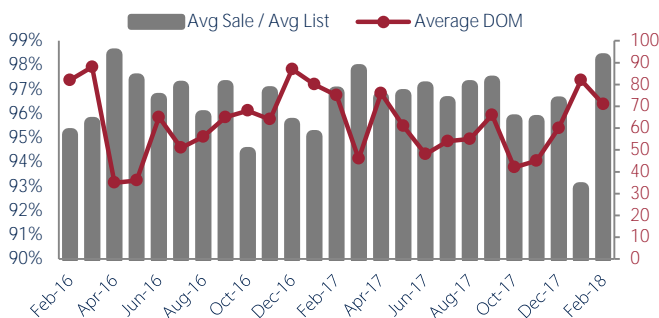
### New Listings & Current Contracts

This month there were 119 homes newly listed for sale in McLean compared to 126 in February 2017, a decrease of 6%. There were 64 current contracts pending sale this February compared to 70 a year ago. The number of current contracts is 9% lower than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in McLean was 98.2% of the average list price, which is 1.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 71, lower than the average last year, which was 75, a decrease of 5%.



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