

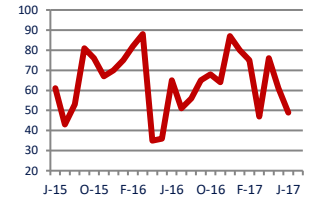
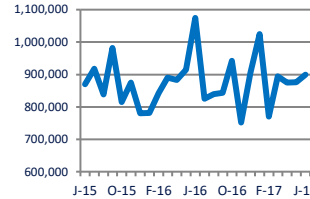
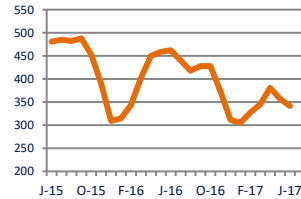
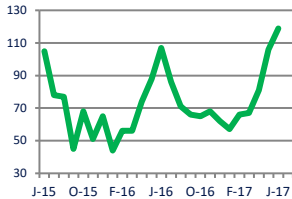


Focus On: McLean Housing Market

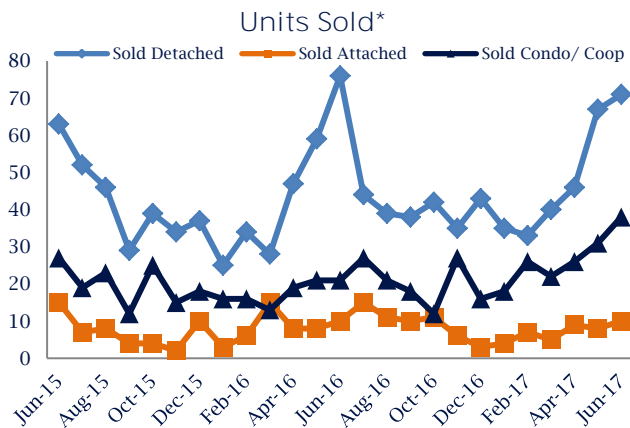
June 2017

Zip Code(s): 22101 and 22102

Units Sold 119	Active Inventory 341	Median Sale Price \$900,000	Days On Market 49
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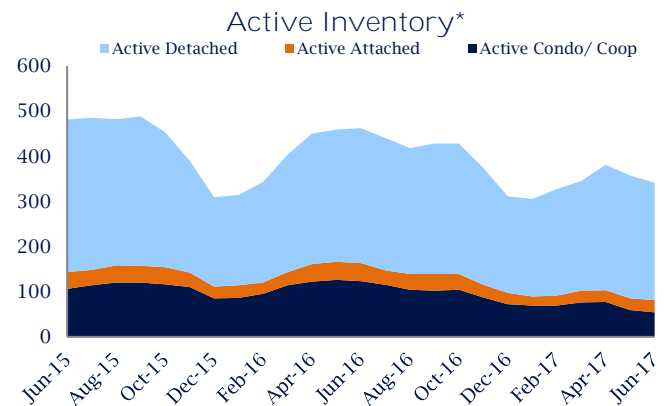


Up 11% Vs. Year Ago	Down -26% Vs. Year Ago	Down -16% Vs. Year Ago	Down -25% Vs. Year Ago
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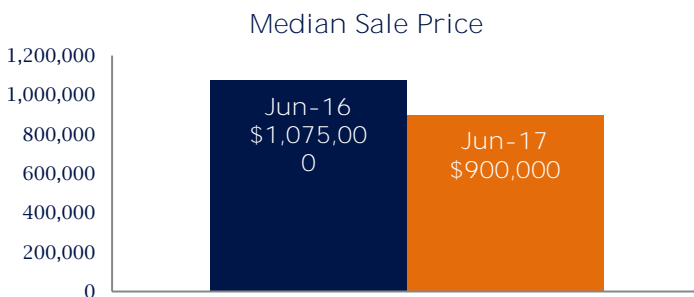
Units Sold

There was an increase in total units sold in June, with 119 sold this month in McLean versus 106 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 11% versus June 2016.



Active Inventory

Versus last year, the total number of homes available this month is lower by 121 units or 26%. The total number of active inventory this June was 341 compared to 462 in June 2016. This month's total of 341 is lower than the previous month's total supply of available inventory of 357, a decrease of 4%.



Median Sale Price

Last June, the median sale price for McLean Homes was \$1,075,000. This June, the median sale price was \$900,000, a decrease of 16% or \$175,000 compared to last year. The current median sold price is 3% higher than in May.

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.



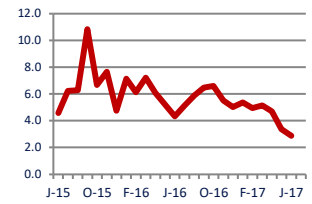
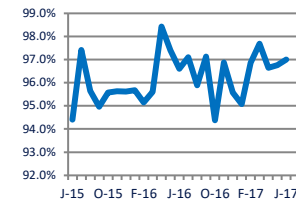
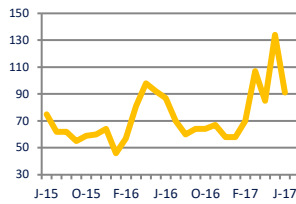
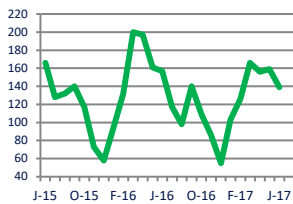


Focus On: McLean Housing Market

June 2017

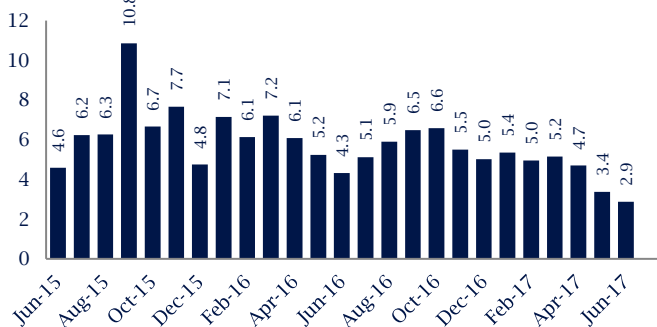
Zip Code(s): 22101 and 22102

New Listings 139	Current Contracts 91	Sold Vs. List Price 97.0%	Months of Supply 2.9
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Down -11% Vs. Year Ago	Up 5% Vs. Year Ago	No Change Vs. Year Ago	Down -34% Vs. Year Ago
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Months Of Supply



Months of Supply

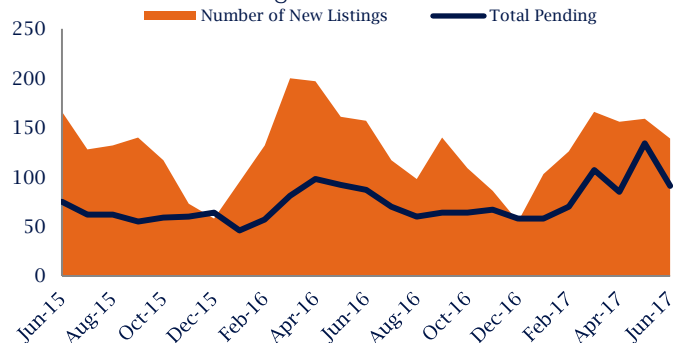
In June, there was 2.9 months of supply available in McLean, compared to 4.3 in June 2016. That is a decrease of 34% versus a year ago.

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 139 homes newly listed for sale in McLean compared to 157 in June 2016, a decrease of 11%. There were 91 current contracts pending sale this June compared to 87 a year ago. The number of current contracts is 5% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in McLean was 97.0% 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 49, lower than the average last year, which was 65, a decrease of 25%.

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