



The Long & Foster Market Minute™

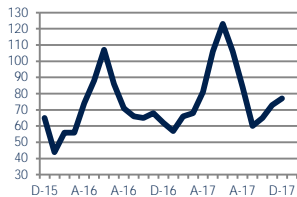
Focus On: McLean Housing Market

December 2017

Zip Code(s): 22101 and 22102

Units Sold

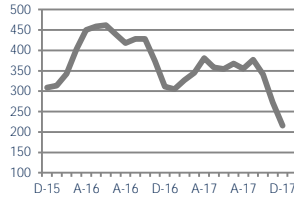
77



Up 24%
Vs. Year Ago

Active Inventory

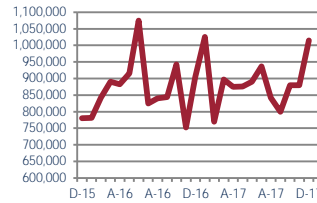
216



Down -31%
Vs. Year Ago

Median Sale Price

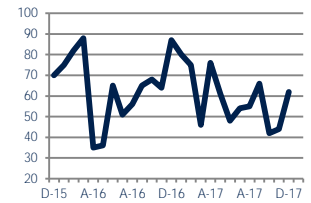
\$1,015,000



Up 12%
Vs. Year Ago

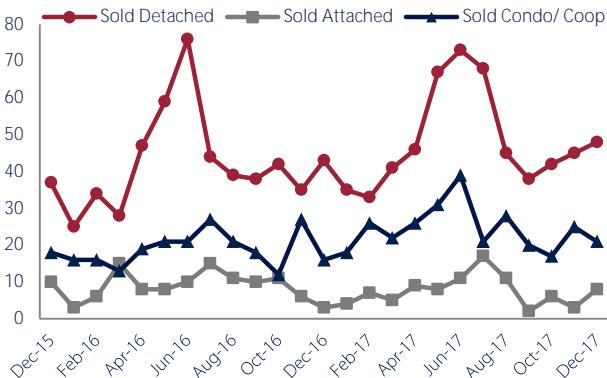
Days On Market

62



Down -29%
Vs. Year Ago

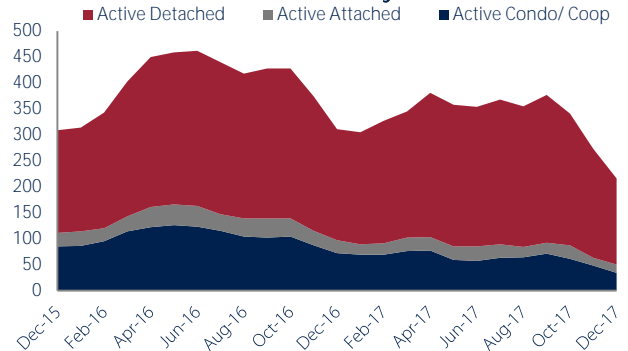
Units Sold*



Units Sold

There was an increase in total units sold in December, with 77 sold this month in McLean versus 73 last month, an increase of 5%. This month's total units sold was higher than at this time last year, an increase of 24% versus December 2016.

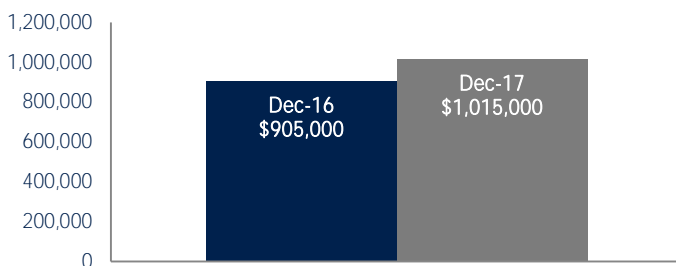
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 31%. The total number of active inventory this December was 216 compared to 311 in December 2016. This month's total of 216 is lower than the previous month's total supply of available inventory of 273, a decrease of 21%.

Median Sale Price



Median Sale Price

Last December, the median sale price for McLean Homes was \$905,000. This December, the median sale price was \$1,015,000, an increase of 12% or \$110,000 compared to last year. The current median sold price is 15% higher than in November.

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.





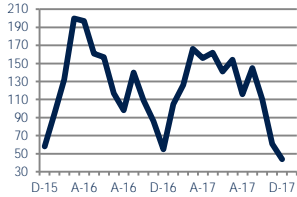
Focus On: McLean Housing Market

December 2017

Zip Code(s): 22101 and 22102

New Listings

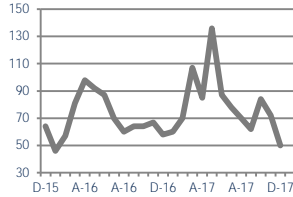
44



Down -20%
Vs. Year Ago

Current Contracts

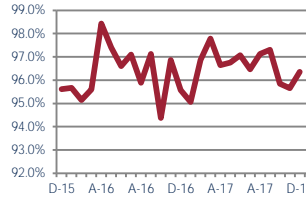
50



Down -14%
Vs. Year Ago

Sold Vs. List Price

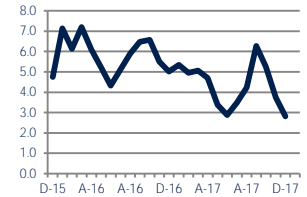
96.4%



Up 0.8%
Vs. Year Ago

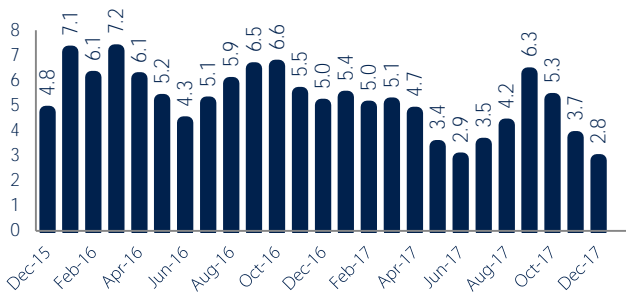
Months of Supply

2.8



Down -44%
Vs. Year Ago

Months Of Supply



Months of Supply

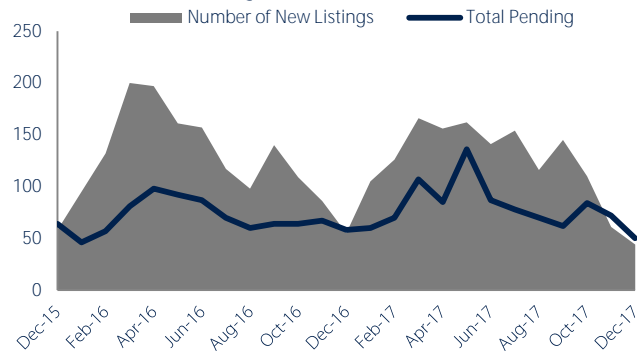
In December, there was 2.8 months of supply available in McLean, compared to 5.0 in December 2016. That is a decrease of 44% versus a year ago.

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.

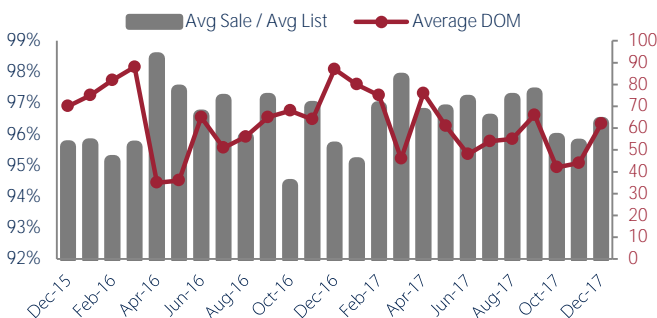
New Listings & Current Contracts

This month there were 44 homes newly listed for sale in McLean compared to 55 in December 2016, a decrease of 20%. There were 50 current contracts pending sale this December compared to 58 a year ago. The number of current contracts is 14% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in McLean was 96.4% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 62, lower than the average last year, which was 87, a decrease of 29%.



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