



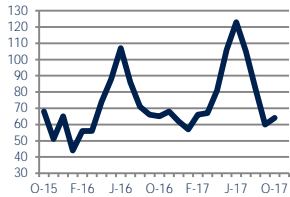
Focus On: McLean Housing Market

October 2017

Zip Code(s): 22101 and 22102

Units Sold

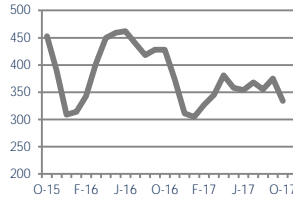
64



Down -2%
Vs. Year Ago

Active Inventory

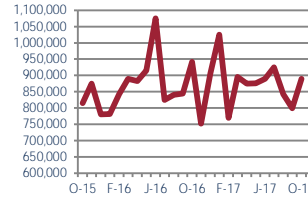
334



Down -22%
Vs. Year Ago

Median Sale Price

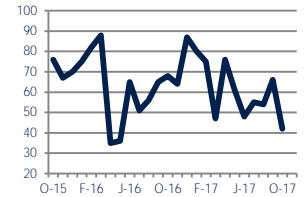
\$890,000



Down -6%
Vs. Year Ago

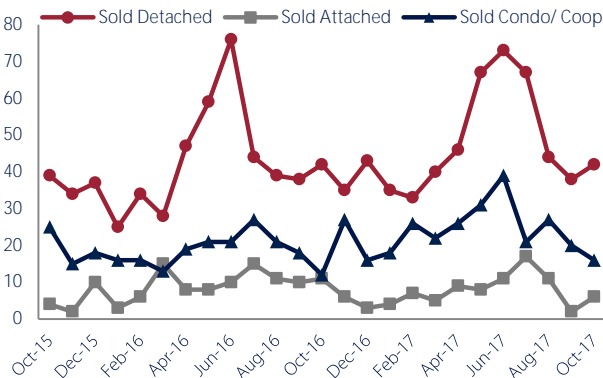
Days On Market

42



Down -38%
Vs. Year Ago

Units Sold*



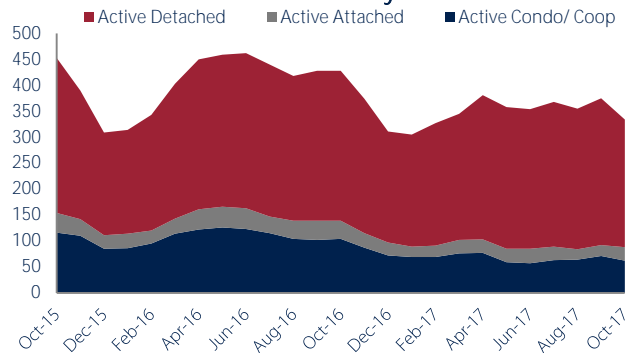
Units Sold

There was an increase in total units sold in October, with 64 sold this month in McLean versus 60 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 2% versus October 2016.

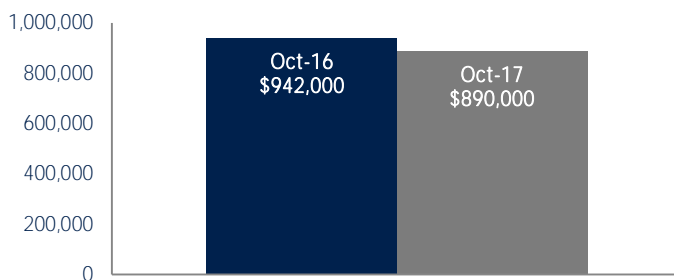
Active Inventory

Versus last year, the total number of homes available this month is lower by 94 units or 22%. The total number of active inventory this October was 334 compared to 428 in October 2016. This month's total of 334 is lower than the previous month's total supply of available inventory of 375, a decrease of 11%.

Active Inventory*



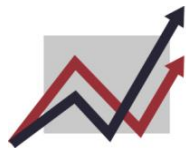
Median Sale Price



Median Sale Price

Last October, the median sale price for McLean Homes was \$942,000. This October, the median sale price was \$890,000, a decrease of 6% or \$52,000 compared to last year. The current median sold price is 11% higher than in September.

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



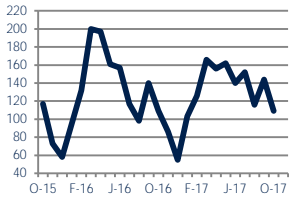
Focus On: McLean Housing Market

October 2017

Zip Code(s): 22101 and 22102

New Listings

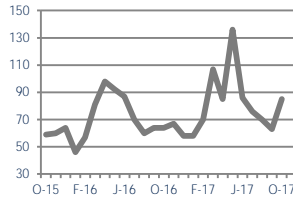
109



No Change
Vs. Year Ago

Current Contracts

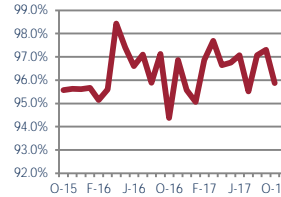
85



Up 33%
Vs. Year Ago

Sold Vs. List Price

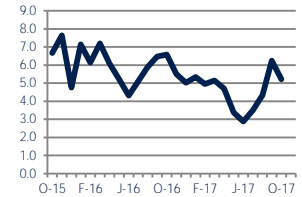
95.9%



Up 1.6%
Vs. Year Ago

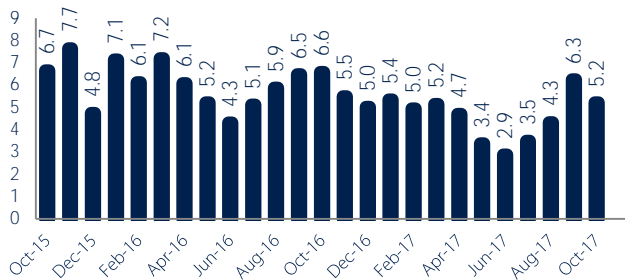
Months of Supply

5.2



Down -21%
Vs. Year Ago

Months Of Supply



Months of Supply

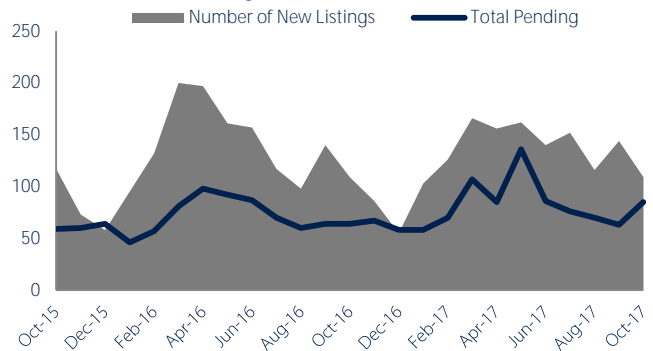
In October, there was 5.2 months of supply available in McLean, compared to 6.6 in October 2016. That is a decrease of 21% versus a year ago.

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.

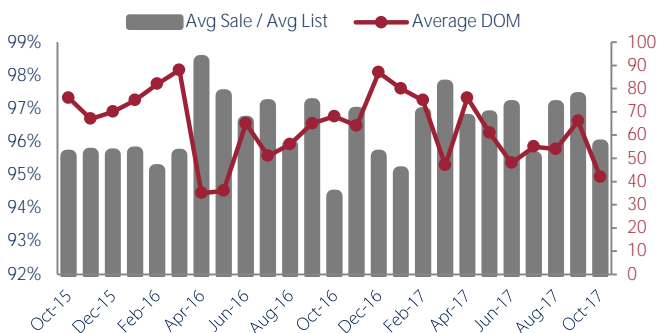
New Listings & Current Contracts

This month there were 109 homes newly listed for sale in McLean, which is similar to the amount in October 2016. There were 85 current contracts pending sale this October compared to 64 a year ago. The number of current contracts is 33% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in McLean was 95.9% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 42, lower than the average last year, which was 68, a decrease of 38%.