

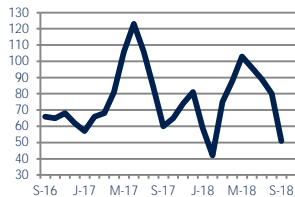
Focus On: McLean Housing Market

September 2018

Zip Code(s): 22101 and 22102

Units Sold

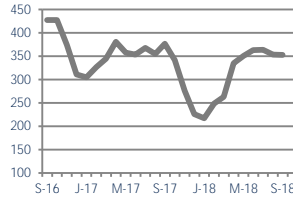
51



Down -15%
Vs. Year Ago

Active Inventory

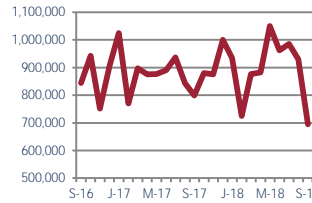
353



Down -6%
Vs. Year Ago

Median Sale Price

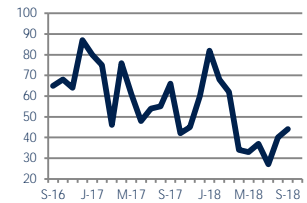
\$694,999



Down -13%
Vs. Year Ago

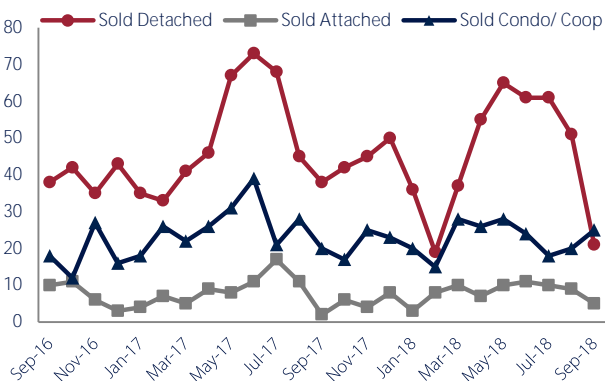
Days On Market

44



Down -33%
Vs. Year Ago

Units Sold*



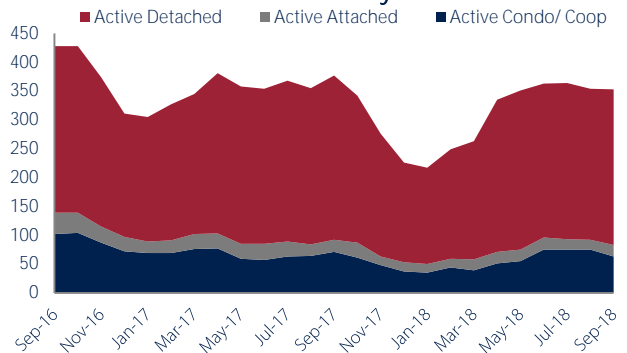
Units Sold

There was a decrease in total units sold in September, with 51 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 24 units or 6%. The total number of active inventory this September was 353 compared to 377 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for McLean Homes was \$799,500. This September, the median sale price was \$694,999, a decrease of \$104,501 compared to last year. The current median sold price is lower than in August.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





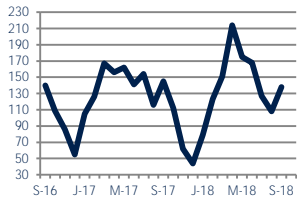
Focus On: McLean Housing Market

September 2018

Zip Code(s): 22101 and 22102

New Listings

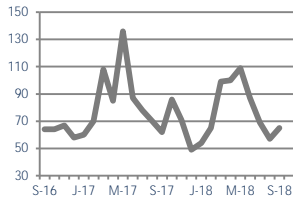
138



Down -5%
Vs. Year Ago

Current Contracts

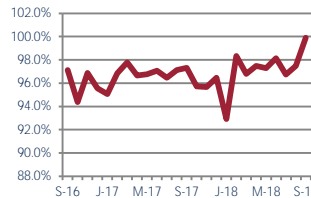
65



Up 5%
Vs. Year Ago

Sold Vs. List Price

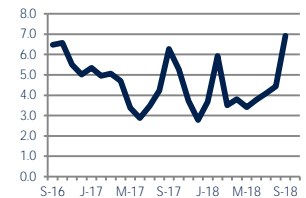
99.9%



Up 2.7%
Vs. Year Ago

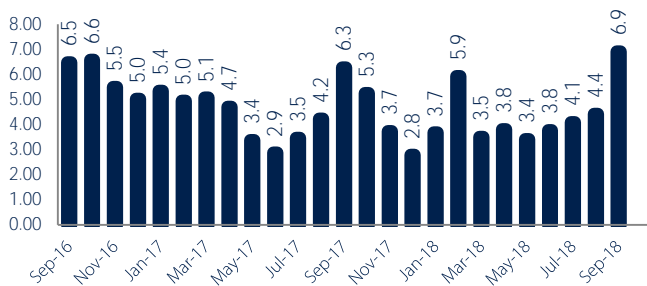
Months of Supply

6.9



Up 10%
Vs. Year Ago

Months Of Supply



Months of Supply

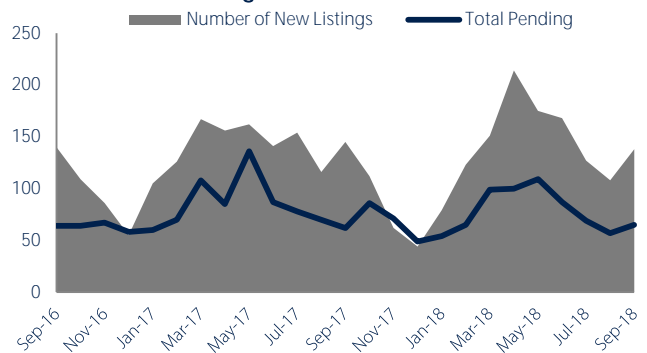
In September, there was 6.9 months of supply available in McLean, compared to 6.3 in September 2017. That is an increase of 10% versus a year ago.

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.

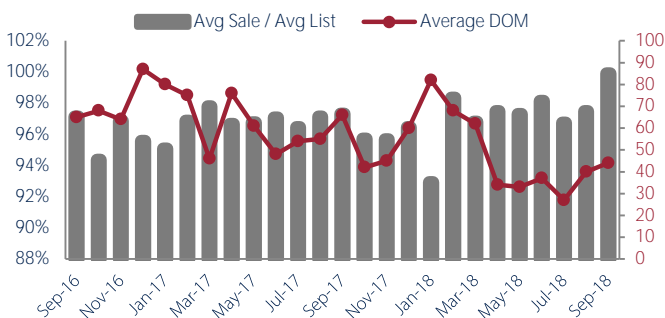
New Listings & Current Contracts

This month there were 138 homes newly listed for sale in McLean compared to 145 in September 2017, a decrease of 5%. There were 65 current contracts pending sale this September compared to 62 a year ago. The number of current contracts is 5% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in McLean was 99.9% of the average list price, which is 2.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 44, lower than the average last year, which was 66, a decrease of 33%.



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