



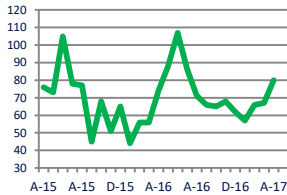
Focus On: McLean Housing Market

April 2017

Zip Code(s): 22101 and 22102

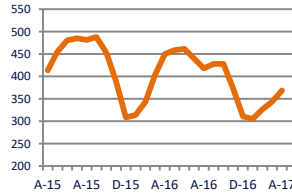
Units Sold

80



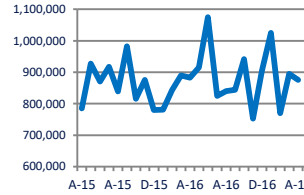
Active Inventory

369



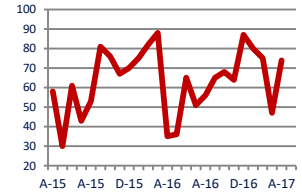
Median Sale Price

\$875,000



Days On Market

74

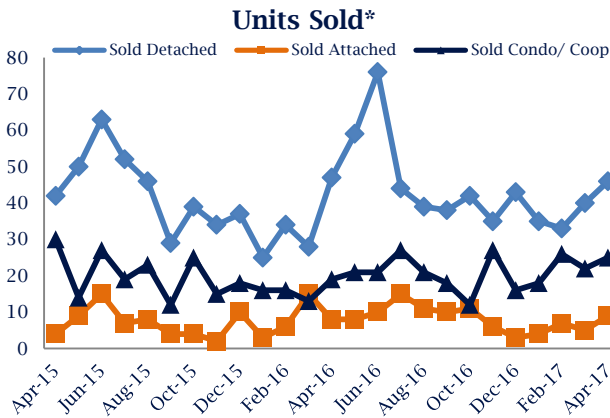


Up 8%
Vs. Year Ago

Down -18%
Vs. Year Ago

Down -1%
Vs. Year Ago

Up 111%
Vs. Year Ago

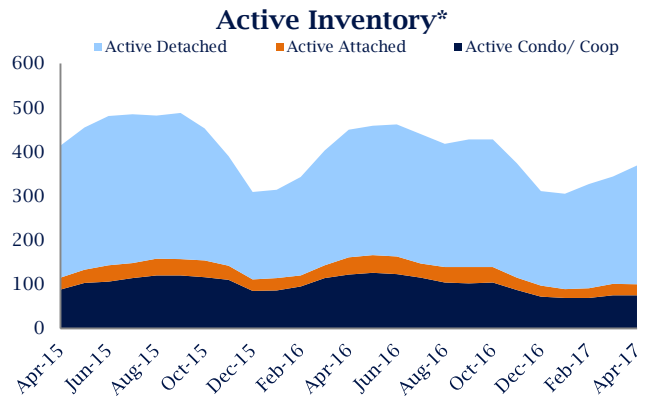


Units Sold

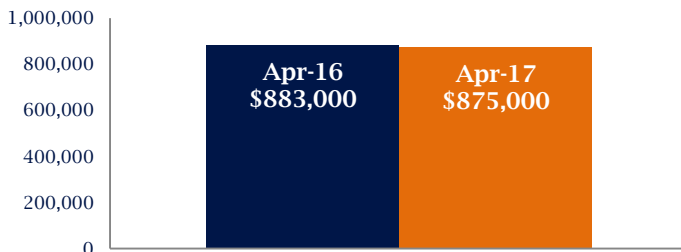
There was an increase in total units sold in April, with 80 sold this month in McLean versus 67 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 8% versus April 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 81 units or 18%. The total number of active inventory this April was 369 compared to 450 in April 2016. This month's total of 369 is higher than the previous month's total supply of available inventory of 344, an increase of 7%.



Median Sale Price



Median Sale Price

Last April, the median sale price for McLean Homes was \$883,000. This April, the median sale price was \$875,000, a decrease of 1% or \$8,000 compared to last year. The current median sold price is 2% lower than in March.

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.





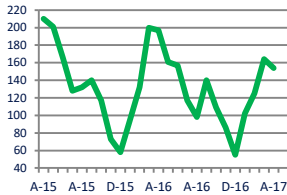
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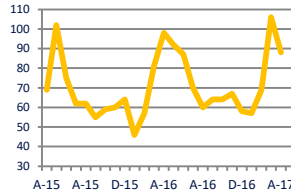
New Listings

154



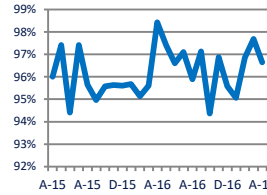
Current Contracts

88



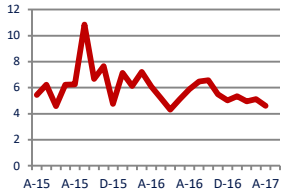
Sold Vs. List Price

96.7%



Months of Supply

4.6



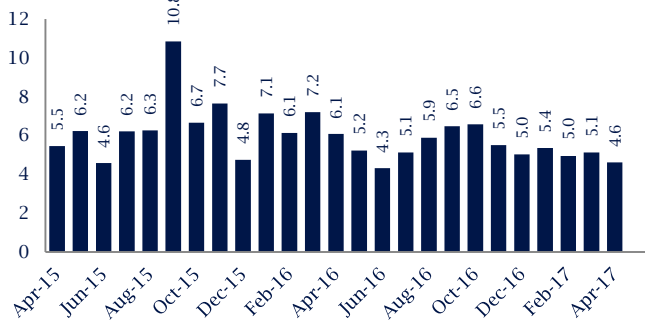
Down -22%
Vs. Year Ago

Down -10%
Vs. Year Ago

Down -1.8%
Vs. Year Ago

Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

In April, there was 4.6 months of supply available in McLean, compared to 6.1 in April 2016. That is a decrease of 24% versus a year ago.

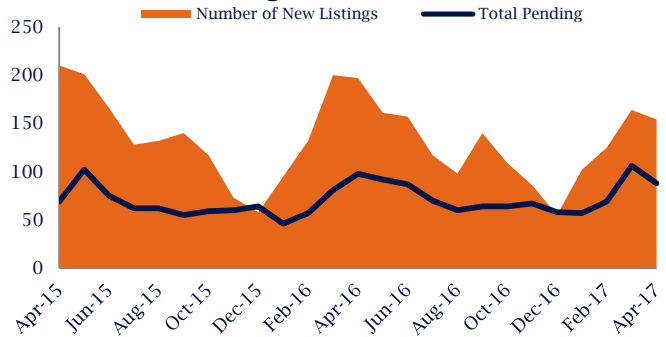
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 154 homes newly listed for sale in McLean compared to 197 in April 2016, a decrease of 22%.

There were 88 current contracts pending sale this April compared to 98 a year ago. The number of current contracts is 10% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in McLean was 96.7% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 74, higher than the average last year, which was 35, an increase of 111%.

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