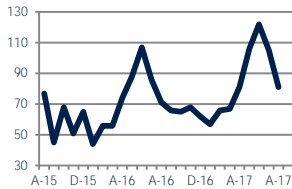


Focus On: McLean Housing Market

August 2017

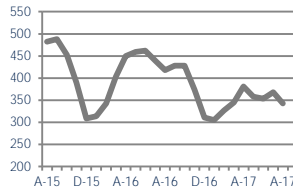
Zip Code(s): 22101 and 22102

Units Sold
81



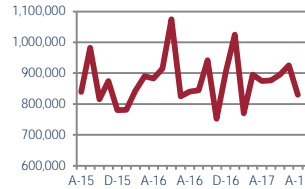
Up 14%
Vs. Year Ago

Active Inventory
343



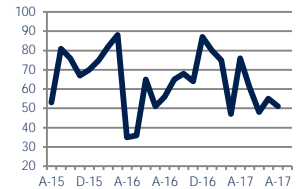
Down -18%
Vs. Year Ago

Median Sale Price
\$830,000



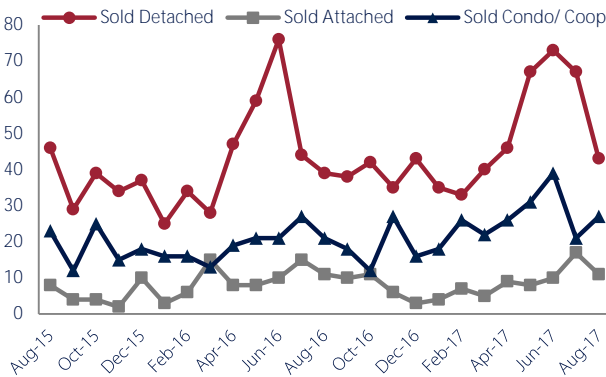
Down -1%
Vs. Year Ago

Days On Market
51



Down -9%
Vs. Year Ago

Units Sold*



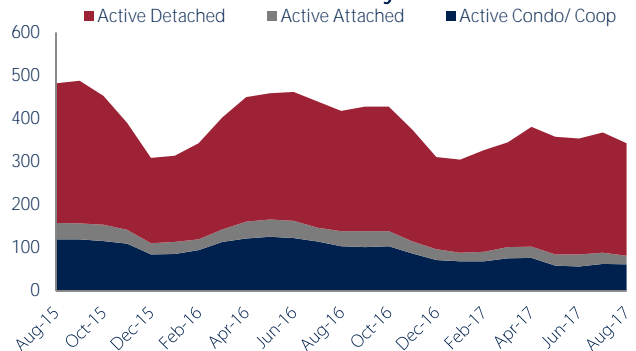
Units Sold

There was a decrease in total units sold in August, with 81 sold this month in McLean versus 105 last month, a decrease of 23%. This month's total units sold was higher than at this time last year, an increase of 14% versus August 2016.

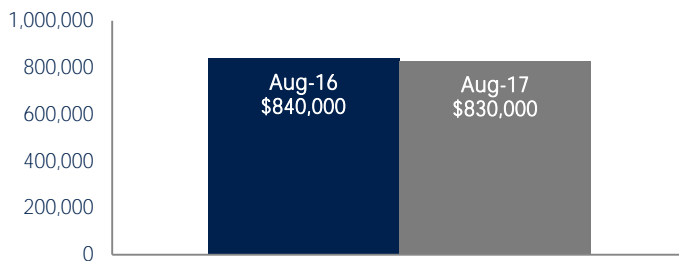
Active Inventory

Versus last year, the total number of homes available this month is lower by 75 units or 18%. The total number of active inventory this August was 343 compared to 418 in August 2016. This month's total of 343 is lower than the previous month's total supply of available inventory of 368, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for McLean Homes was \$840,000. This August, the median sale price was \$830,000, a decrease of 1% or \$10,000 compared to last year. The current median sold price is 10% lower than in July.

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



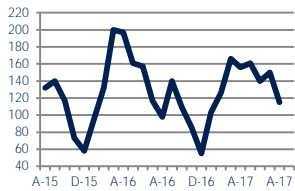
Focus On: McLean Housing Market

August 2017

Zip Code(s): 22101 and 22102

New Listings

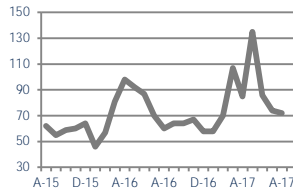
115



Up 17%
Vs. Year Ago

Current Contracts

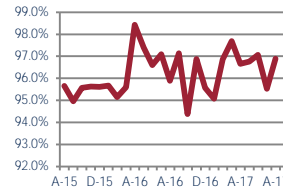
72



Up 20%
Vs. Year Ago

Sold Vs. List Price

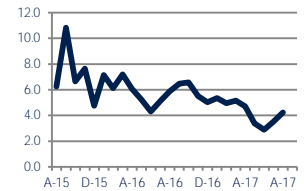
96.9%



Up 1%
Vs. Year Ago

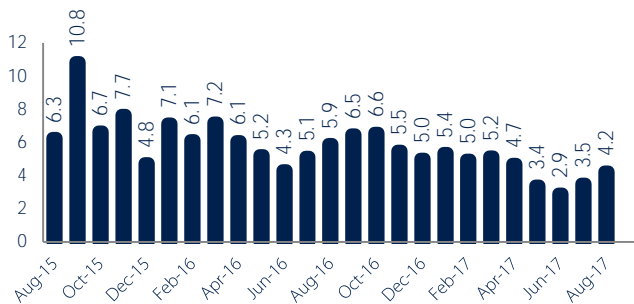
Months of Supply

4.2



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

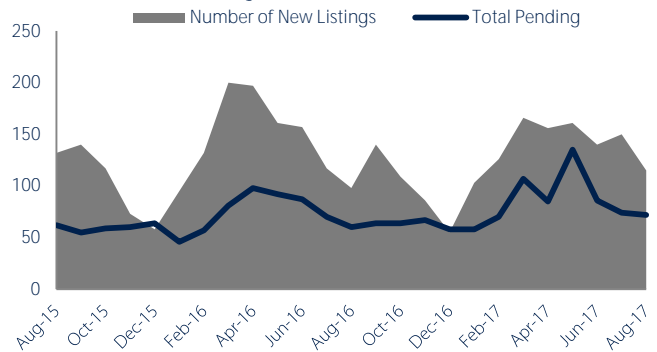
In August, there was 4.2 months of supply available in McLean, compared to 5.9 in August 2016. That is a decrease of 28% versus a year ago.

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.

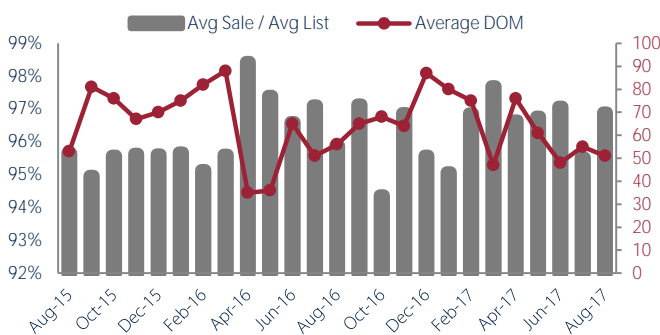
New Listings & Current Contracts

This month there were 115 homes newly listed for sale in McLean compared to 98 in August 2016, an increase of 17%. There were 72 current contracts pending sale this August compared to 60 a year ago. The number of current contracts is 20% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in McLean was 96.9% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 56, a decrease of 9%.