



The Long & Foster Market Minute™

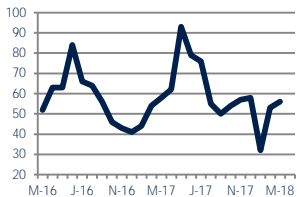
Focus On: Mount Vernon and Fort Hunt Housing Market

March 2018

Zip Code(s): 22308 and 22309

Units Sold

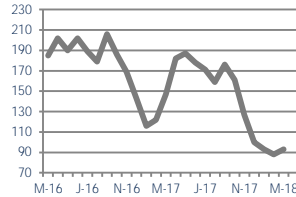
56



Down -3%
Vs. Year Ago

Active Inventory

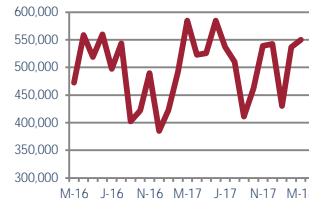
93



Down -37%
Vs. Year Ago

Median Sale Price

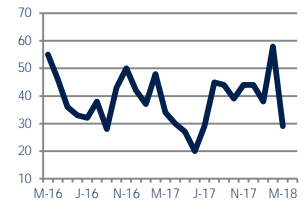
\$550,000



Down -6%
Vs. Year Ago

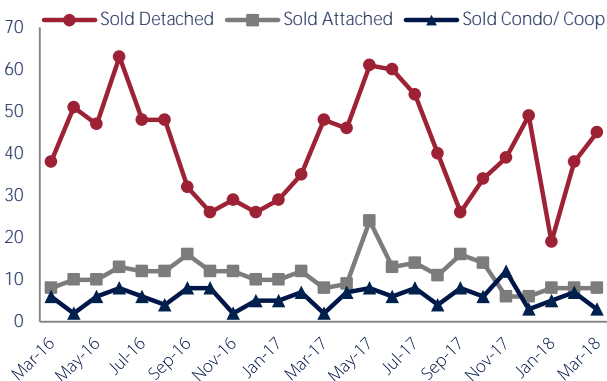
Days On Market

29



Down -15%
Vs. Year Ago

Units Sold*



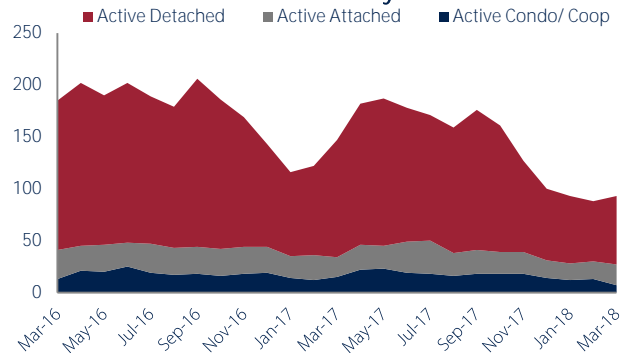
Units Sold

There was an increase in total units sold in March, with 56 sold this month in Mount Vernon and Fort Hunt versus 53 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 3% versus March 2017.

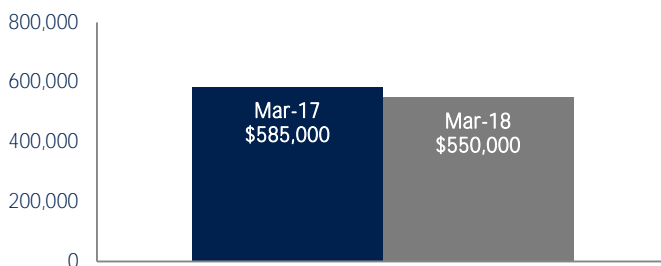
Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 37%. The total number of active inventory this March was 93 compared to 147 in March 2017. This month's total of 93 is higher than the previous month's total supply of available inventory of 88, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Mount Vernon and Fort Hunt Homes was \$585,000. This March, the median sale price was \$550,000, a decrease of 6% or \$35,000 compared to last year. The current median sold price is 2% higher than in February.

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

Mount Vernon and Fort Hunt are defined as properties listed in zip code/s 22308 and 22309.

*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

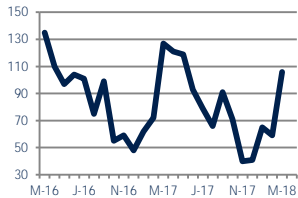




Zip Code(s): 22308 and 22309

New Listings

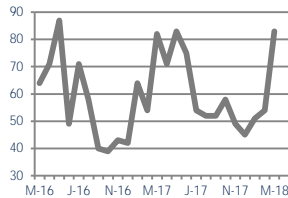
106



Down -17%
Vs. Year Ago

Current Contracts

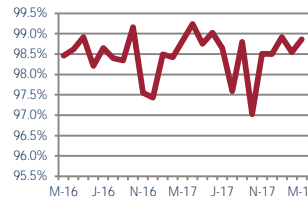
83



Up 1%
Vs. Year Ago

Sold Vs. List Price

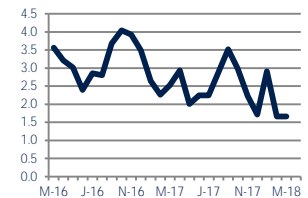
98.9%



No Change
Vs. Year Ago

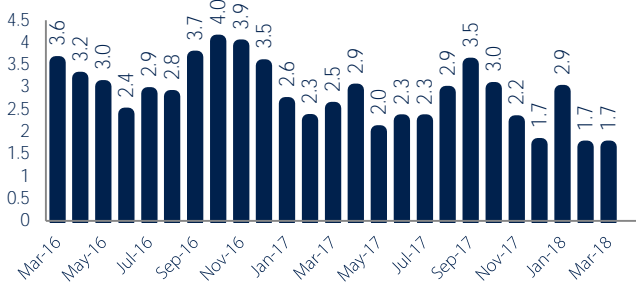
Months of Supply

1.7



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

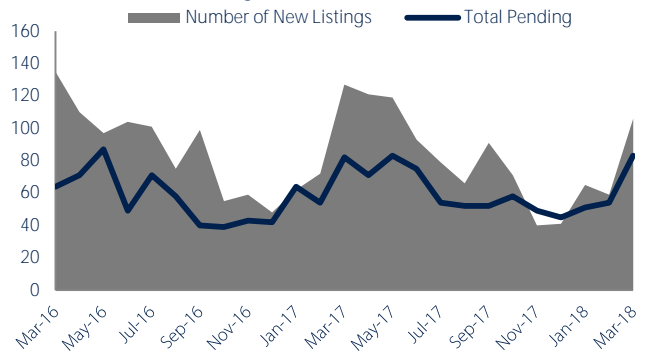
In March, there was 1.7 months of supply available in Mount Vernon and Fort Hunt, compared to 2.5 in March 2017. That is a decrease of 34% versus a year ago.

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.

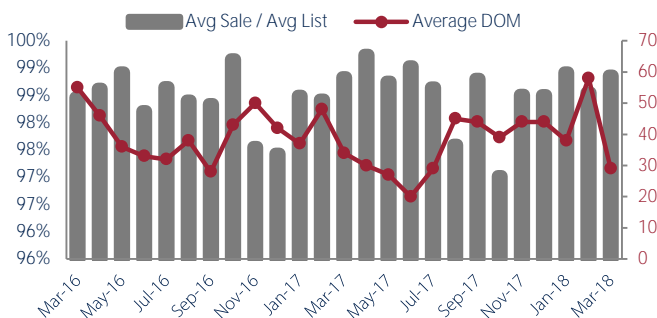
New Listings & Current Contracts

This month there were 106 homes newly listed for sale in Mount Vernon and Fort Hunt compared to 127 in March 2017, a decrease of 17%. There were 83 current contracts pending sale this March compared to 82 a year ago. The number of current contracts is 1% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Mount Vernon and Fort Hunt was 98.9% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 29, lower than the average last year, which was 34, a decrease of 15%.



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