



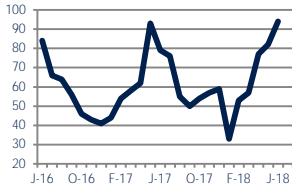
The Long & Foster Market Minute™

Focus On: Mount Vernon and Fort Hunt Housing Market

June 2018

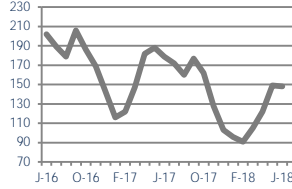
Zip Code(s): 22308 and 22309

Units Sold
94



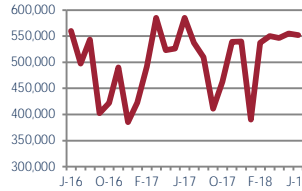
Up 19%
Vs. Year Ago

Active Inventory
148



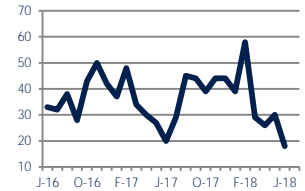
Down -17%
Vs. Year Ago

Median Sale Price
\$552,000



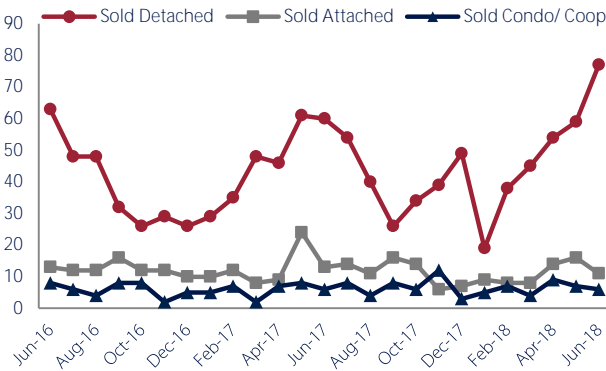
Down -6%
Vs. Year Ago

Days On Market
18



Down -10%
Vs. Year Ago

Units Sold*



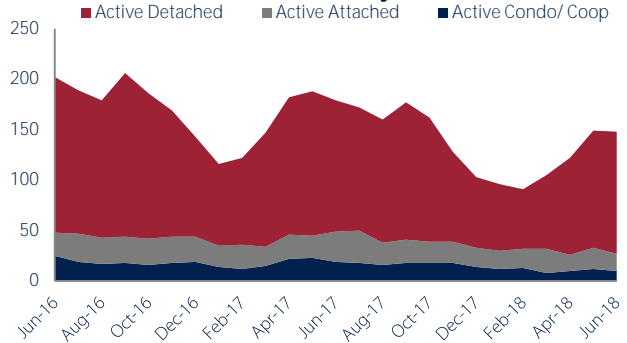
Units Sold

There was an increase in total units sold in June, with 94 sold this month in Mount Vernon and Fort Hunt versus 82 last month, an increase of 15%. This month's total units sold was higher than at this time last year, an increase of 19% versus June 2017.

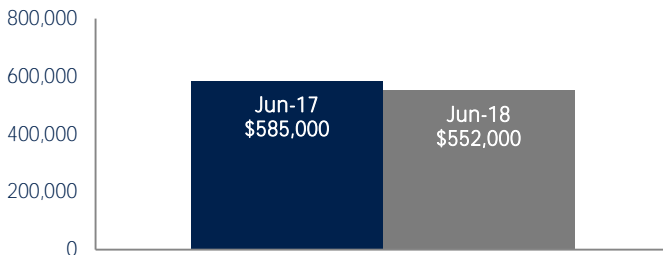
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 17%. The total number of active inventory this June was 148 compared to 179 in June 2017. This month's total of 148 is lower than the previous month's total supply of available inventory of 149, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Mount Vernon and Fort Hunt Homes was \$585,000. This June, the median sale price was \$552,000, a decrease of 6% or \$33,000 compared to last year. The current median sold price is 1% lower than in May.

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.



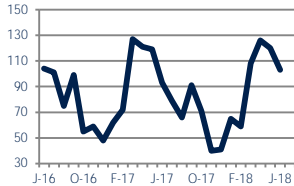
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22308 and 22309

New Listings

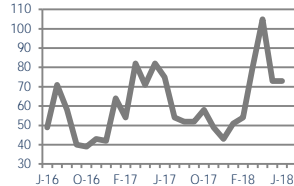
103



Up 11%
Vs. Year Ago

Current Contracts

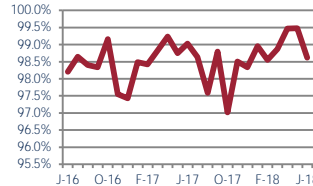
73



Down -3%
Vs. Year Ago

Sold Vs. List Price

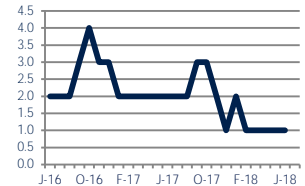
98.6%



No Change
Vs. Year Ago

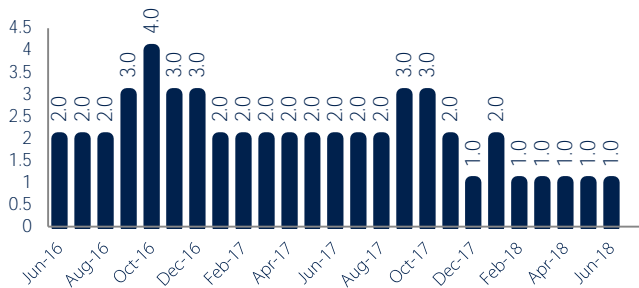
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

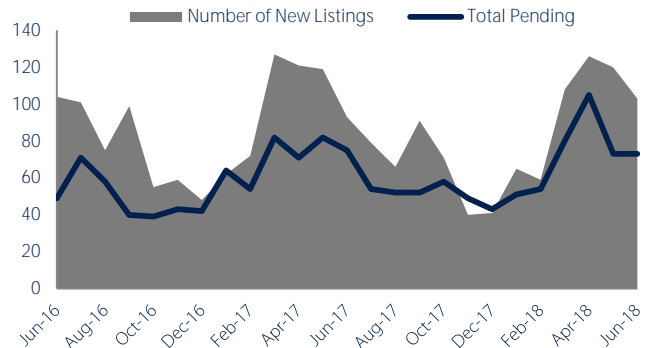
In June, there was 1.6 months of supply available in Mount Vernon and Fort Hunt, compared to 2.3 in June 2017. That is a decrease of 31% versus a year ago.

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.

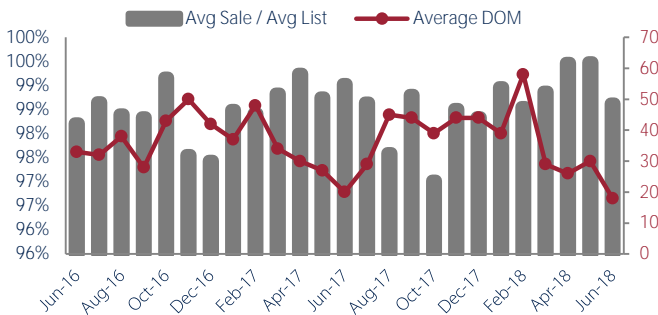
New Listings & Current Contracts

This month there were 103 homes newly listed for sale in Mount Vernon and Fort Hunt compared to 93 in June 2017, an increase of 11%. There were 73 current contracts pending sale this June compared to 75 a year ago. The number of current contracts remained stable as compared to last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Mount Vernon and Fort Hunt was 98.6% 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 18, lower than the average last year, which was 20, a decrease of 10%.



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