



The Long & Foster Market Minute™

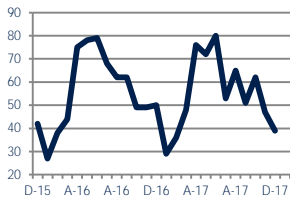
Focus On: Northern Centreville Housing Market

December 2017

Zip Code(s): 20120

Units Sold

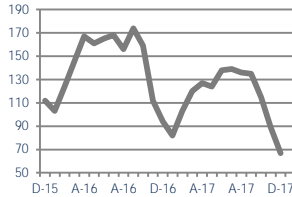
39



Down -22%
Vs. Year Ago

Active Inventory

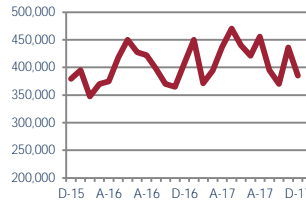
67



Down -29%
Vs. Year Ago

Median Sale Price

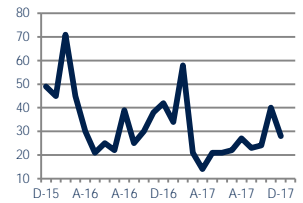
\$385,000



Down -6%
Vs. Year Ago

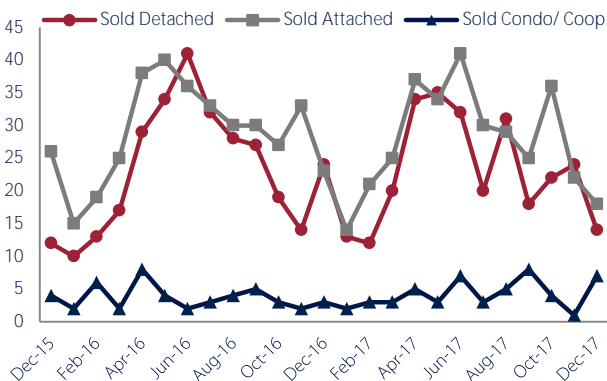
Days On Market

28



Down -33%
Vs. Year Ago

Units Sold*



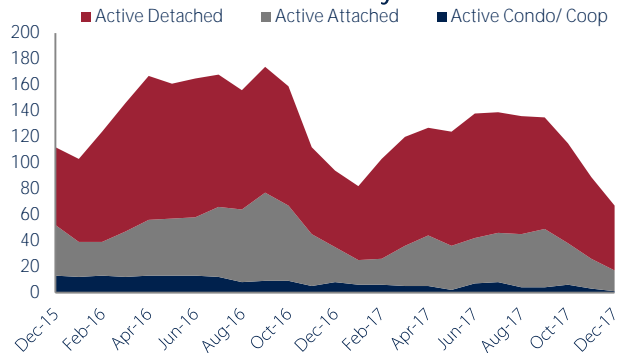
Units Sold

There was a decrease in total units sold in December, with 39 sold this month in Northern Centreville versus 47 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 22% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 29%. The total number of active inventory this December was 67 compared to 94 in December 2016. This month's total of 67 is lower than the previous month's total supply of available inventory of 89, a decrease of 25%.

Active Inventory*

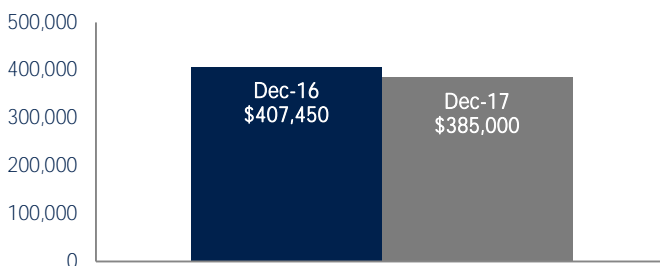


Median Sale Price

Last December, the median sale price for Northern Centreville Homes was \$407,450. This December, the median sale price was \$385,000, a decrease of 6% or \$22,450 compared to last year. The current median sold price is 12% lower than in November.

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

Median Sale Price



Northern Centreville are defined as properties listed in zip code/s 20120.

*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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INTERNATIONAL REAL ESTATE





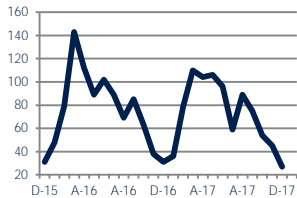
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Zip Code(s): 20120

New Listings

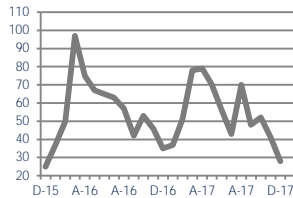
27



Down -13%
Vs. Year Ago

Current Contracts

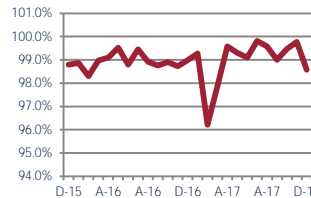
28



Down -20%
Vs. Year Ago

Sold Vs. List Price

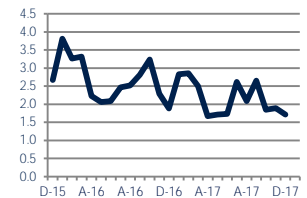
98.6%



No Change
Vs. Year Ago

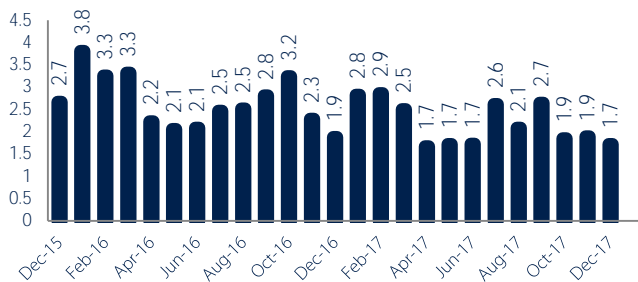
Months of Supply

1.7



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

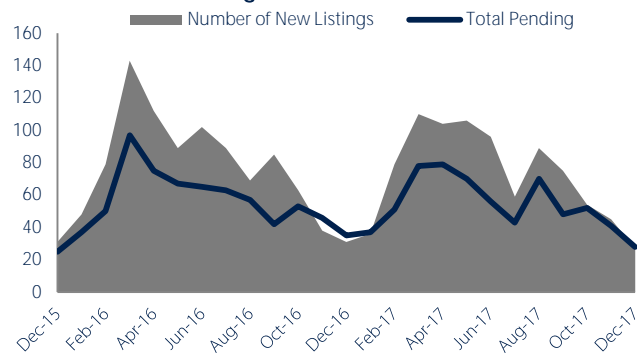
In December, there was 1.7 months of supply available in Northern Centreville, compared to 1.9 in December 2016. That is a decrease of 9% versus a year ago.

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.

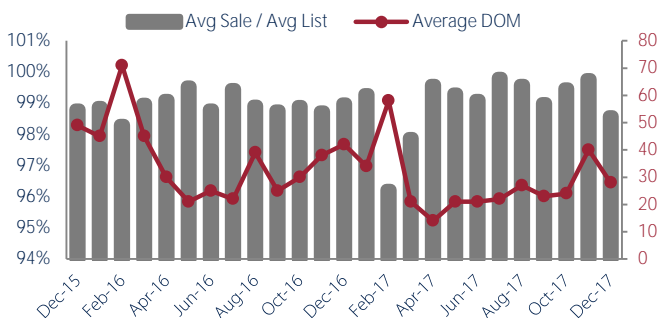
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Northern Centreville compared to 31 in December 2016, a decrease of 13%. There were 28 current contracts pending sale this December compared to 35 a year ago. The number of current contracts is 20% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Northern Centreville 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 28, lower than the average last year, which was 42, a decrease of 33%.



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