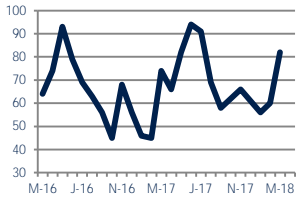


Zip Code(s): 22314

Units Sold

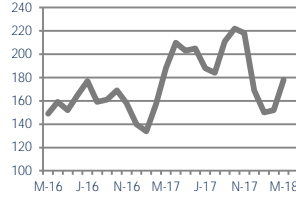
82



Up 11%
Vs. Year Ago

Active Inventory

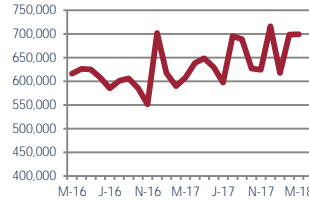
178



Down -5%
Vs. Year Ago

Median Sale Price

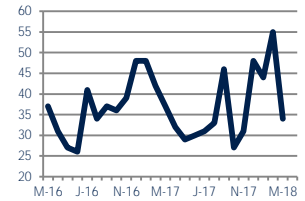
\$699,500



Up 15%
Vs. Year Ago

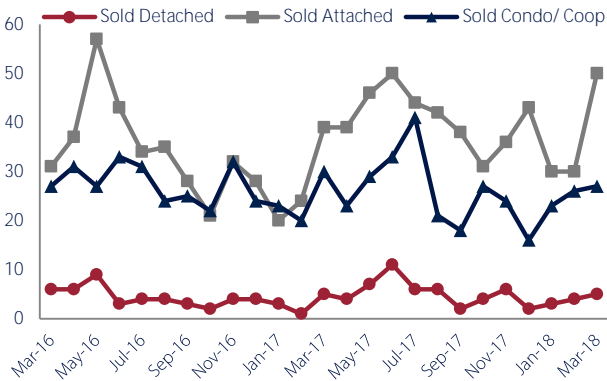
Days On Market

34



Down -8%
Vs. Year Ago

Units Sold*



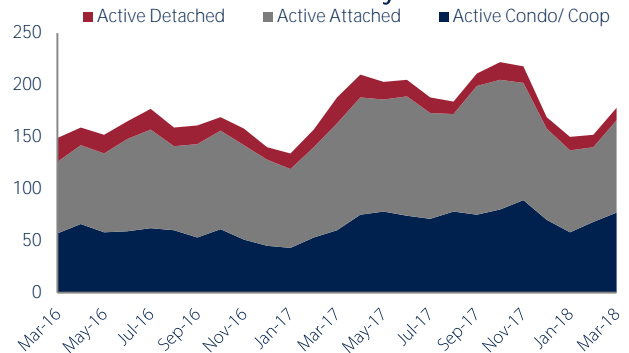
Units Sold

There was an increase in total units sold in March, with 82 sold this month in Old Town, Parker Gray, and Eisenhower Valley. This month's total units sold was higher than at this time last year.

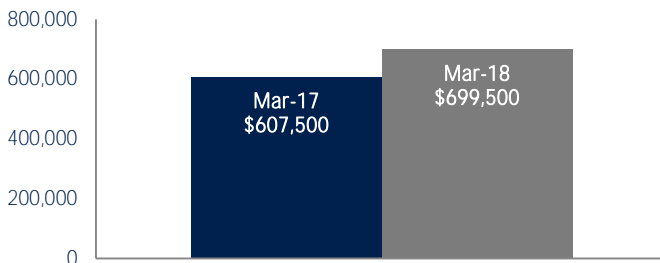
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 5%. The total number of active inventory this March was 178 compared to 188 in March 2017. This month's total of 178 is higher than the previous month's total supply of available inventory of 152, an increase of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Old Town, Parker Gray, and Eisenhower Valley Homes was \$607,500. This March, the median sale price was \$699,500, an increase of 15% or \$92,000 compared to last year. The current median sold price is approximately the same as the median price in February.

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

Old Town, Parker Gray, and Eisenhower Valley are defined as properties listed in zip code/s 22314.

*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.



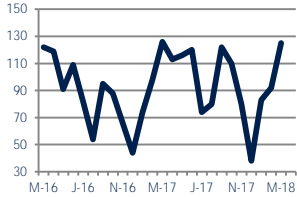
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22314

New Listings

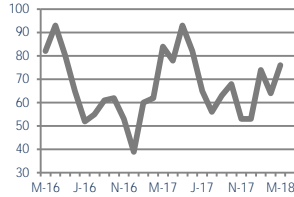
125



Down -1%
Vs. Year Ago

Current Contracts

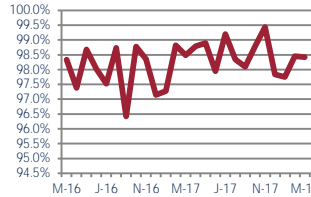
76



Down -10%
Vs. Year Ago

Sold Vs. List Price

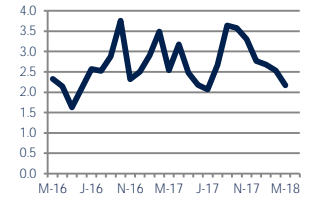
98.4%



No Change
Vs. Year Ago

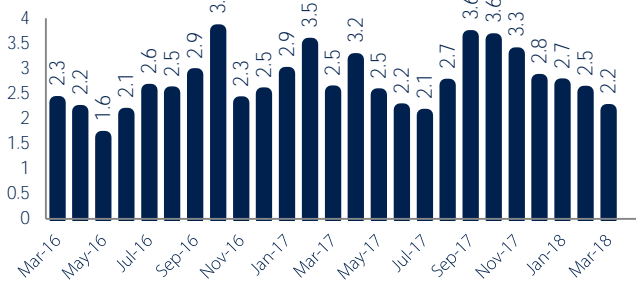
Months of Supply

2.2



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

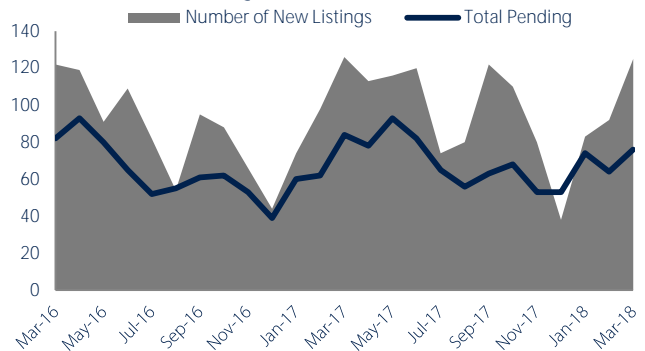
In March, there was 2.2 months of supply available in Old Town, Parker Gray, and Eisenhower Valley, compared to 2.5 in March 2017. That is a decrease of 15% versus a year ago.

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.

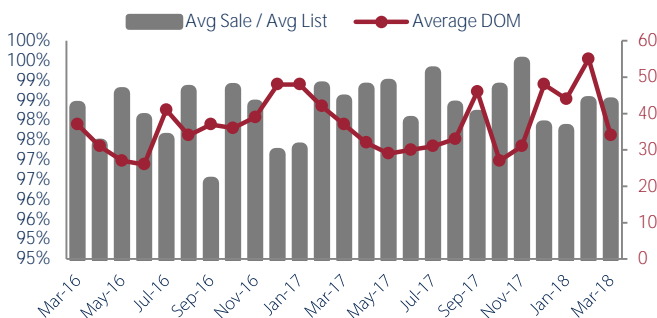
New Listings & Current Contracts

This month there were 125 homes newly listed for sale in Old Town, Parker Gray, and Eisenhower Valley compared to 126 in March 2017, a decrease of 1%. There were 76 current contracts pending sale this March compared to 84 a year ago. The number of current contracts is 10% lower 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 Old Town, Parker Gray, and Eisenhower Valley was 98.4% 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 34, lower than the average last year, which was 37, a decrease of 8%.



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