



The Long & Foster Market Minute™

Focus On: Vienna, Oakton, and Tyson's Corner Housing Market

June 2018

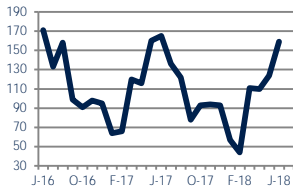
Zip Code(s): 22182, 22185, 22181, 22180, 22027 and 22124

Units Sold
159

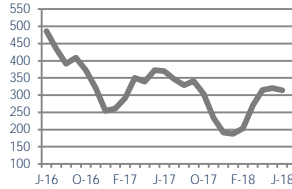
Active Inventory
314

Median Sale Price
\$769,000

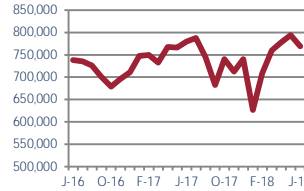
Days On Market
24



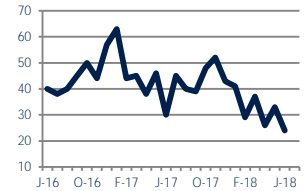
Down -4%
Vs. Year Ago



Down -15%
Vs. Year Ago

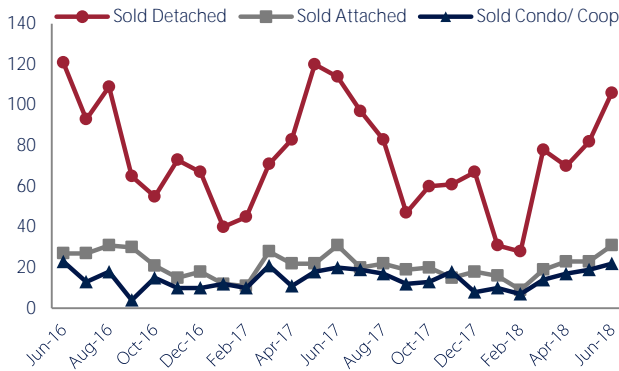


Down -1%
Vs. Year Ago



Down -20%
Vs. Year Ago

Units Sold*



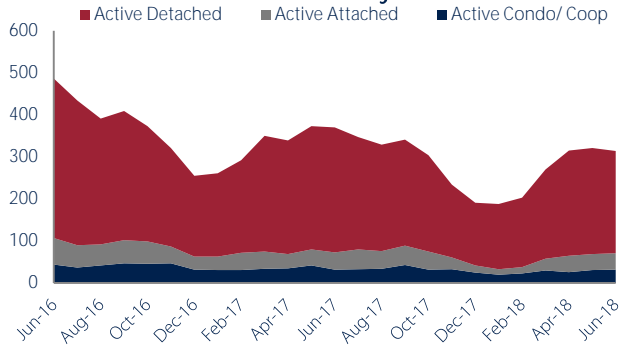
Units Sold

There was an increase in total units sold in June, with 159 sold this month in Vienna, Oakton, and Tyson's Corner versus 124 last month, an increase of 28%. This month's total units sold was lower than at this time last year, a decrease of 4% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 15%. The total number of active inventory this June was 314 compared to 370 in June 2017. This month's total of 314 is lower than the previous month's total supply of available inventory of 321, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Vienna, Oakton, and Tyson's Corner Homes was \$780,000. This June, the median sale price was \$769,000, a decrease of 1% or \$11,000 compared to last year. The current median sold price is 3% 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.

Vienna, Oakton, and Tyson's Corner are defined as properties listed in zip code/s 22182, 22185, 22181, 22180, 22027 and 22124.

*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



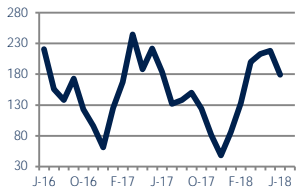


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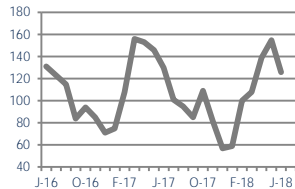
Zip Code(s): 22182, 22185, 22181, 22180, 22027 and 22124

New Listings
179



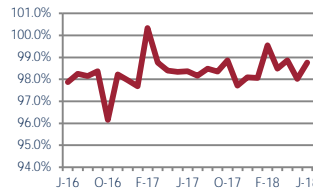
Down -3%
Vs. Year Ago

Current Contracts
126



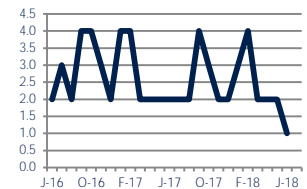
Down -3%
Vs. Year Ago

Sold Vs. List Price
98.8%



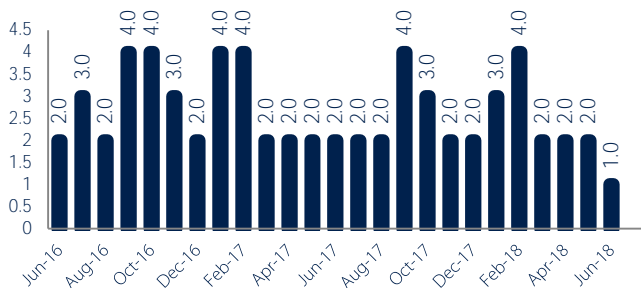
No Change
Vs. Year Ago

Months of Supply
1.0



Down -50%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

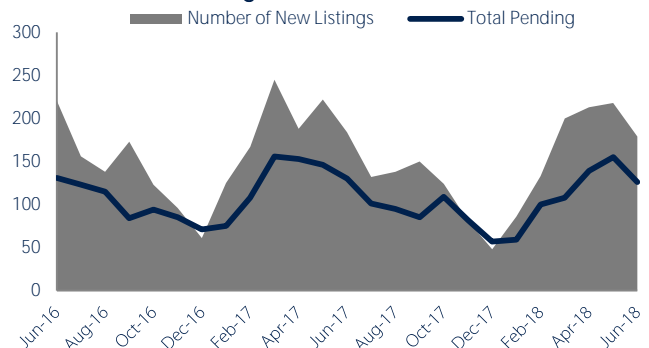
This month there were 179 homes newly listed for sale in Vienna, Oakton, and Tyson's Corner compared to 184 in June 2017, a decrease of 3%. There were 126 current contracts pending sale this June compared to 130 a year ago. The number of current contracts is 3% lower than last June.

Months of Supply

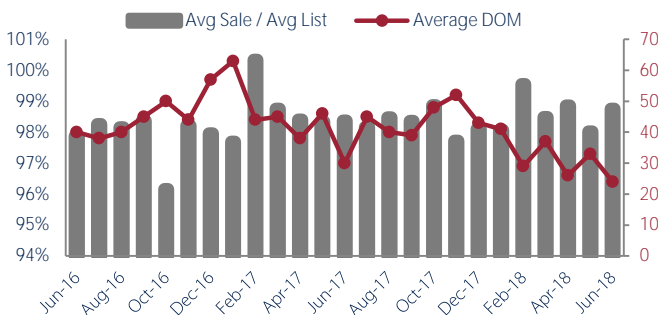
In June, there was 2.0 months of supply available in Vienna, Oakton, and Tyson's Corner, compared to 2.2 in June 2017. That is a decrease of 12% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Vienna, Oakton, and Tyson's Corner was 98.8% 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 24, lower than the average last year, which was 30, a decrease of 20%.



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