



The Long & Foster Market Minute™

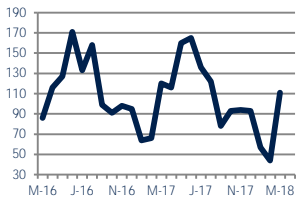
Focus On: Vienna, Oakton, and Tyson's Corner Housing Market

March 2018

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

Units Sold

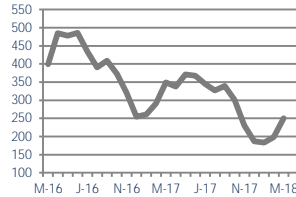
111



Down -7%
Vs. Year Ago

Active Inventory

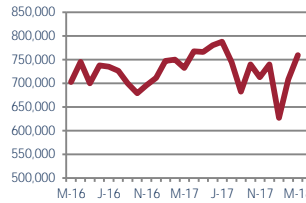
250



Down -28%
Vs. Year Ago

Median Sale Price

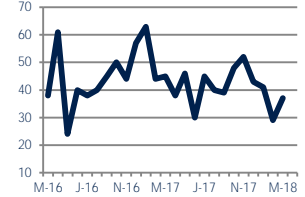
\$759,500



Up 4%
Vs. Year Ago

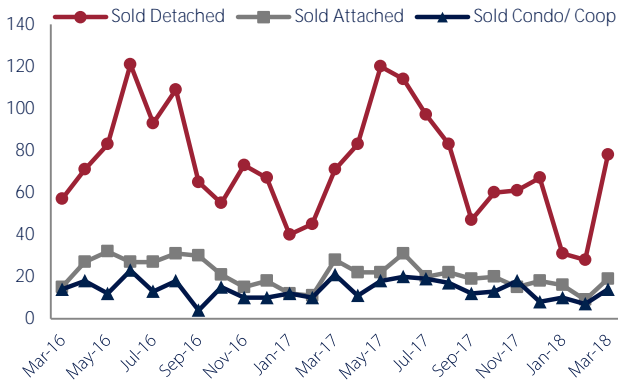
Days On Market

37



Down -18%
Vs. Year Ago

Units Sold*



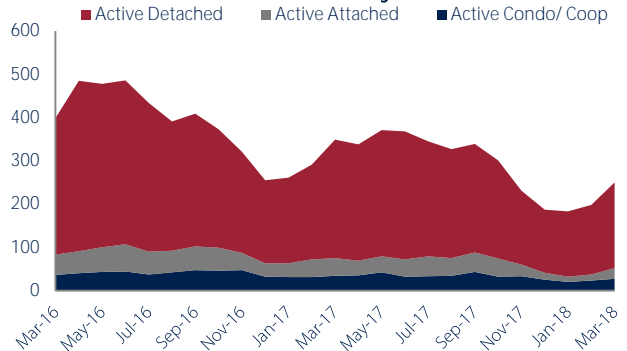
Units Sold

There was an increase in total units sold in March, with 111 sold this month in Vienna, Oakton, and Tyson's Corner. This month's total units sold was lower than at this time last year.

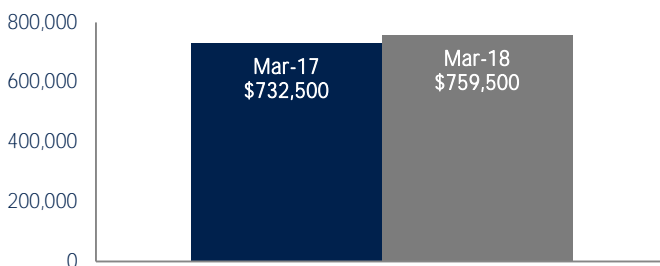
Active Inventory

Versus last year, the total number of homes available this month is lower by 99 units or 28%. The total number of active inventory this March was 250 compared to 349 in March 2017. This month's total of 250 is higher than the previous month's total supply of available inventory of 198, an increase of 26%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Vienna, Oakton, and Tyson's Corner Homes was \$732,500. This March, the median sale price was \$759,500, an increase of 4% or \$27,000 compared to last year. The current median sold price is 7% 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.

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



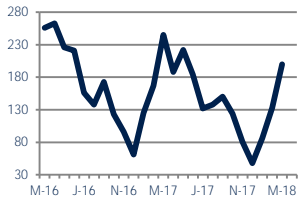
Focus On: Vienna, Oakton, and Tyson's Corner Housing Market

March 2018

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

New Listings

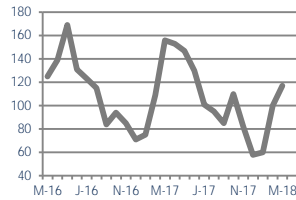
200



Down -18%
Vs. Year Ago

Current Contracts

117



Down -25%
Vs. Year Ago

Sold Vs. List Price

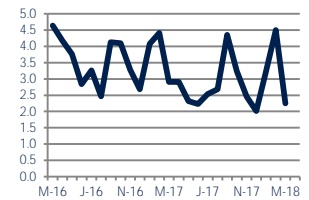
98.5%



No Change
Vs. Year Ago

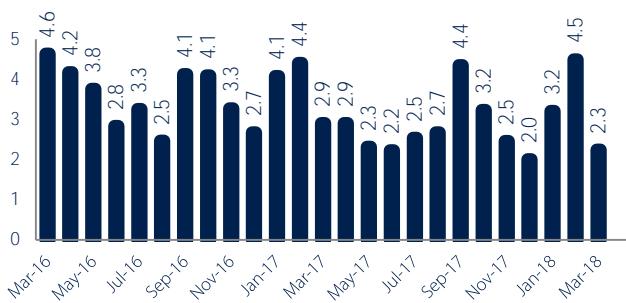
Months of Supply

2.3



Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

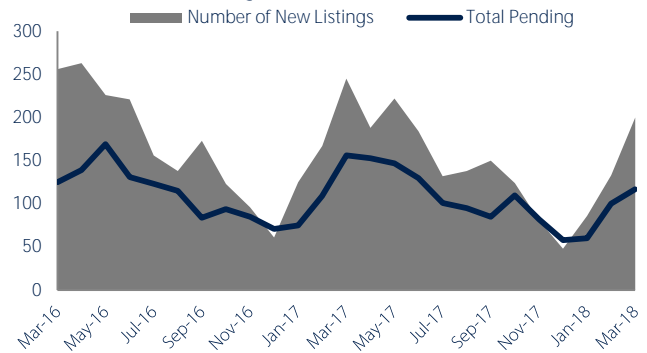
In March, there was 2.3 months of supply available in Vienna, Oakton, and Tyson's Corner, compared to 2.9 in March 2017. That is a decrease of 23% versus a year ago.

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.

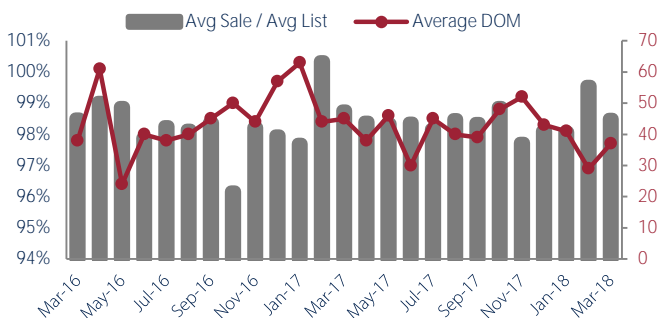
New Listings & Current Contracts

This month there were 200 homes newly listed for sale in Vienna, Oakton, and Tyson's Corner compared to 245 in March 2017, a decrease of 18%. There were 117 current contracts pending sale this March compared to 156 a year ago. The number of current contracts is 25% 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 Vienna, Oakton, and Tyson's Corner was 98.5% 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 37, lower than the average last year, which was 45, a decrease of 18%.



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.

