



# The Long & Foster Market Minute™

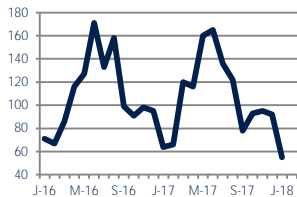
**Focus On:** Vienna, Oakton, and Tyson's Corner Housing Market

January 2018

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

## Units Sold

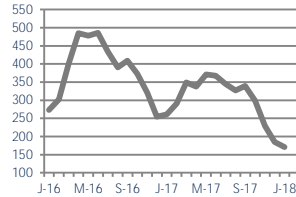
55



Down -14%  
Vs. Year Ago

## Active Inventory

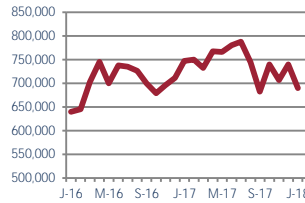
171



Down -34%  
Vs. Year Ago

## Median Sale Price

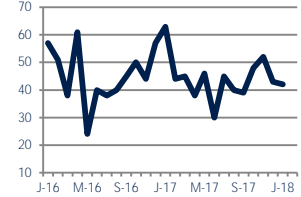
\$690,000



Down -8%  
Vs. Year Ago

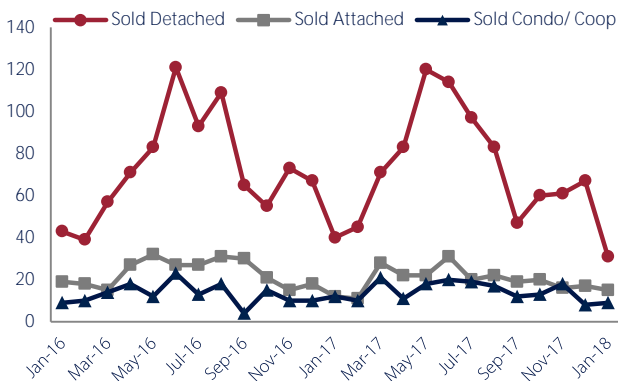
## Days On Market

42



Down -33%  
Vs. Year Ago

### Units Sold\*



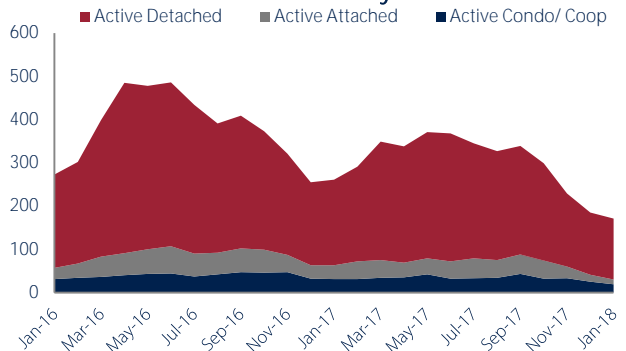
## Units Sold

There was a decrease in total units sold in January, with 55 sold this month in Vienna, Oakton, and Tyson's Corner. This month's total units sold was lower than at this time last year.

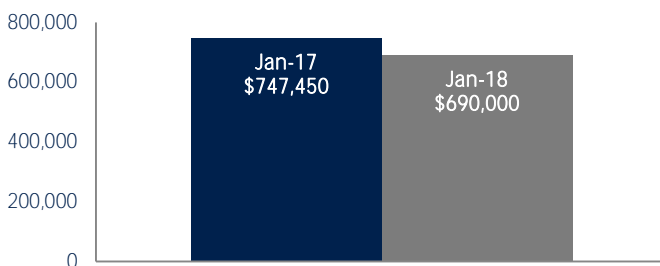
## Active Inventory

Versus last year, the total number of homes available this month is lower by 90 units or 34%. The total number of active inventory this January was 171 compared to 261 in January 2017. This month's total of 171 is lower than the previous month's total supply of available inventory of 185, a decrease of 8%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Vienna, Oakton, and Tyson's Corner Homes was \$747,450. This January, the median sale price was \$690,000, a decrease of 8% or \$57,450 compared to last year. The current median sold price is 7% lower than in December.

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.





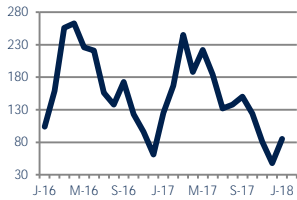
## Focus On: Vienna, Oakton, and Tyson's Corner Housing Market

January 2018

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

### New Listings

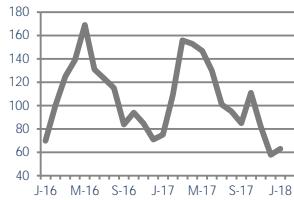
85



Down -32%  
Vs. Year Ago

### Current Contracts

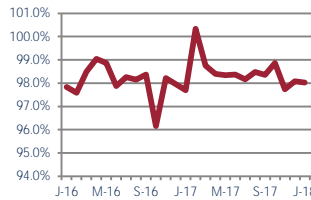
63



Down -16%  
Vs. Year Ago

### Sold Vs. List Price

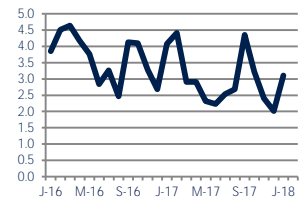
98.0%



No Change  
Vs. Year Ago

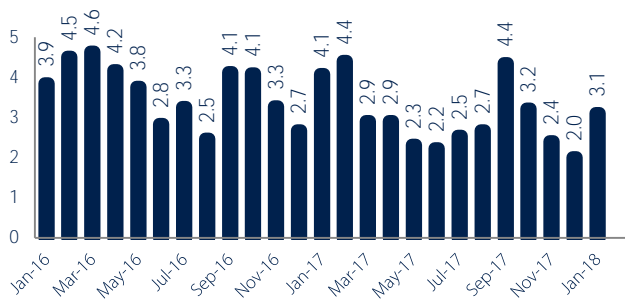
### Months of Supply

3.1



Down -24%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

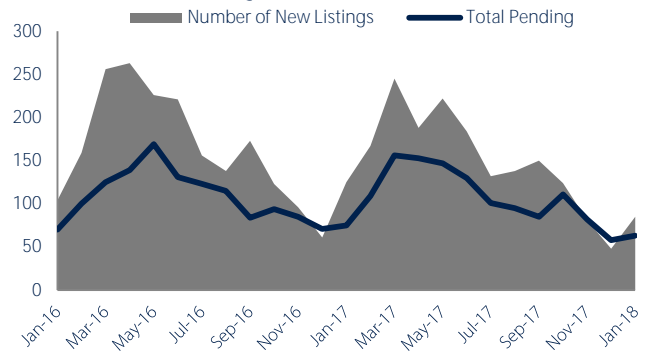
In January, there was 3.1 months of supply available in Vienna, Oakton, and Tyson's Corner, compared to 4.1 in January 2017. That is a decrease of 24% versus a year ago.

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.

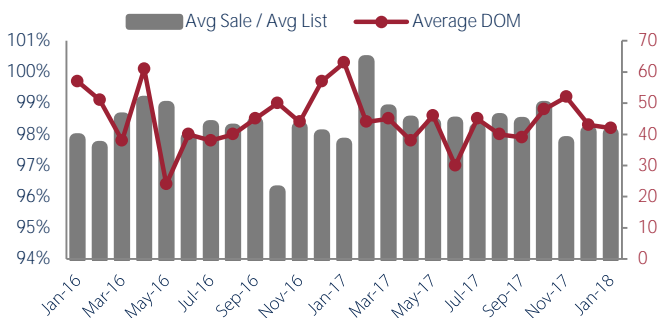
### New Listings & Current Contracts

This month there were 85 homes newly listed for sale in Vienna, Oakton, and Tyson's Corner compared to 125 in January 2017, a decrease of 32%. There were 63 current contracts pending sale this January compared to 75 a year ago. The number of current contracts is 16% lower than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Vienna, Oakton, and Tyson's Corner was 98.0% 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 42, lower than the average last year, which was 63, a decrease of 33%.



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