

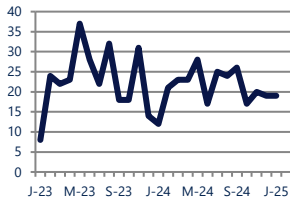
# THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **LINCOLNIA HOUSING MARKET**

JANUARY 2025

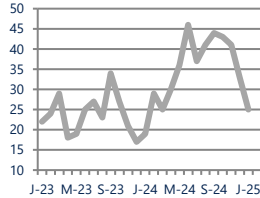
Zip Code(s): 22312

**Units Sold**  
19



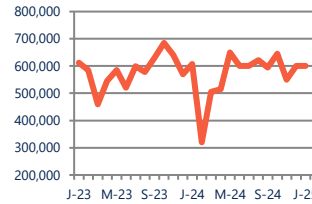
**Up 58%**  
Vs. Year Ago

**Active Inventory**  
25



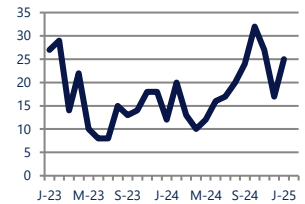
**Up 32%**  
Vs. Year Ago

**Median Sale Price**  
\$600,000



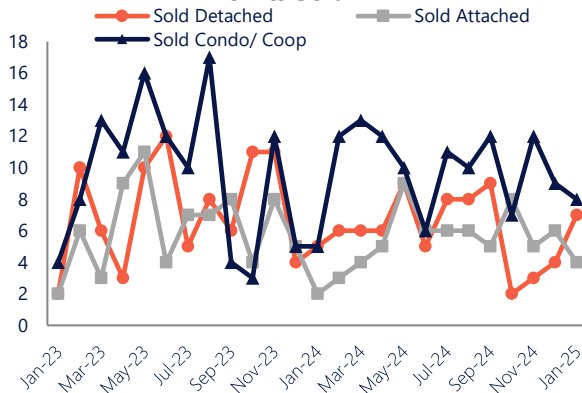
**Down -1%**  
Vs. Year Ago

**Days On Market**  
25



**Up**  
Vs. Year Ago

## Units Sold\*



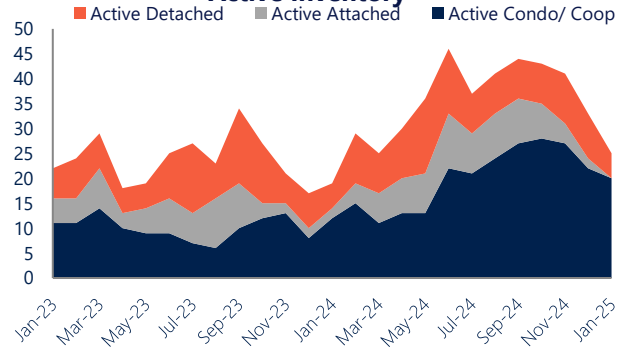
## Units Sold

The number of units sold remained stable in January, with 19 sold this month in Lincolnia. This month's total units sold was higher than at this time last year, an increase of 58% versus January 2024.

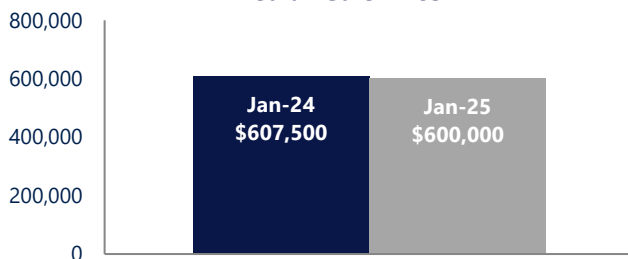
## Active Inventory

Versus last year, the total number of homes available this month is higher by 6 units or 32%. The total number of active inventory this January was 25 compared to 19 in January 2024. This month's total of 25 is lower than the previous month's total supply of available inventory of 33, a decrease of 24%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Lincolnia Homes was \$607,500. This January, the median sale price was \$600,000, a decrease of 1% or \$7,500 compared to last year. The current median sold price is approximately the same as the median price in December.

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

Lincolnia are defined as properties listed in zip code/s 22312.

\*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

# THE LONG & FOSTER MARKET MINUTE™

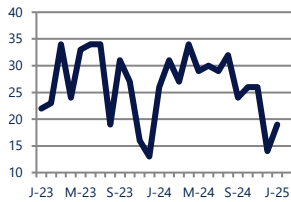
FOCUS ON: **LINCOLNIA HOUSING MARKET**

JANUARY 2025

Zip Code(s): 22312

### New Listings

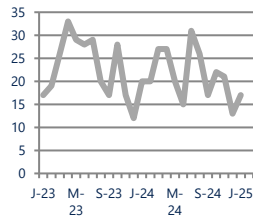
19



**Down -27%**  
Vs. Year Ago

### Current Contracts

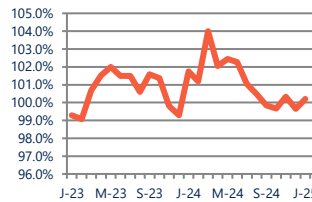
17



**Down -15%**  
Vs. Year Ago

### Sold Vs. List Price

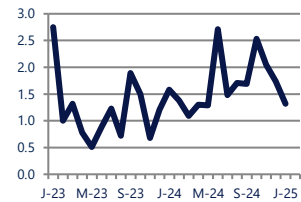
100.2%



**Down -1.5%**  
Vs. Year Ago

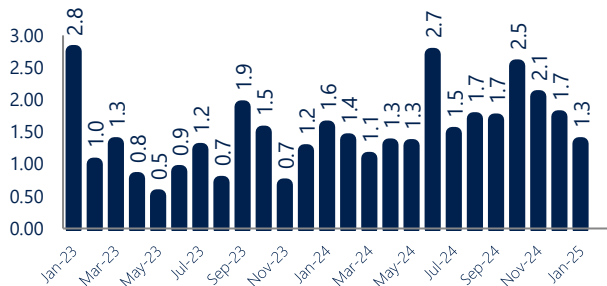
### Months of Supply

1.3



**Down -16%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

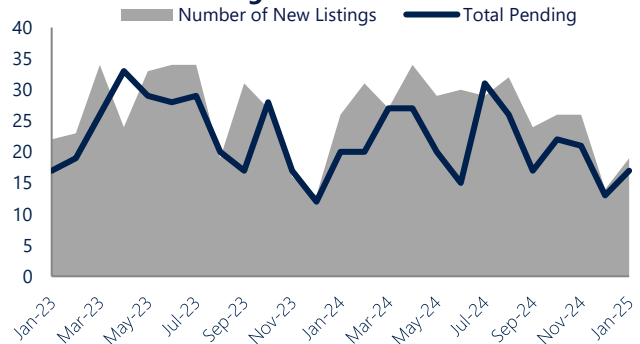
In January, there was 1.3 months of supply available in Lincolnia, compared to 1.6 in January 2024. That is a decrease of 17% versus a year ago.

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.

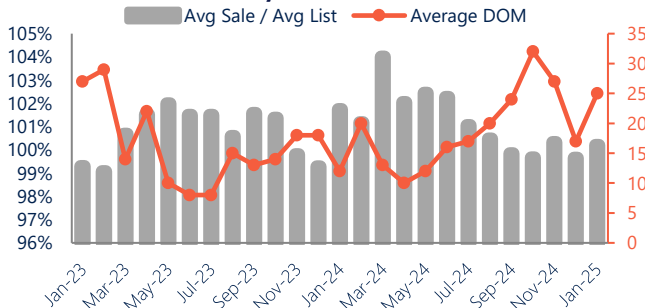
### New Listings & Current Contracts

This month there were 19 homes newly listed for sale in Lincolnia compared to 26 in January 2024, a decrease of 27%. There were 17 current contracts pending sale this January compared to 20 a year ago. The number of current contracts is 15% 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 Lincolnia was 100.2% of the average list price, which is 1.5% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 25, higher than the average last year, which was 12. This increase was impacted by the limited number of sales.

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