

THE LONG & FOSTER MARKET MINUTE™

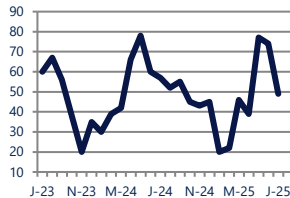
FOCUS ON: **GREAT FALLS AND WESTERN MCLEAN HOUSING MARKET**

JULY 2025

Zip Code(s): 22066 and 22102

Units Sold

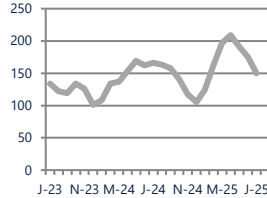
49



Down -14%
Vs. Year Ago

Active Inventory

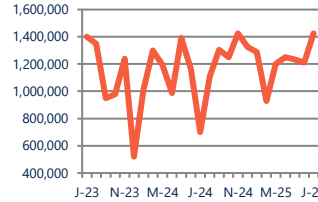
150



Down -10%
Vs. Year Ago

Median Sale Price

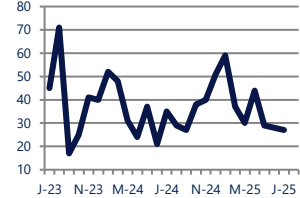
\$1,425,000



Up
Vs. Year Ago

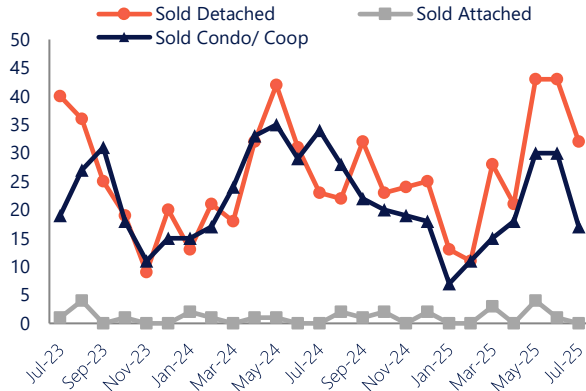
Days On Market

27



Down -23%
Vs. Year Ago

Units Sold*



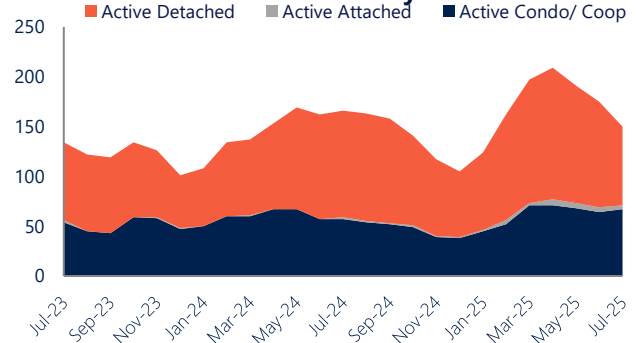
Units Sold

There was a decrease in total units sold in July, with 49 sold this month in Great Falls and Western McLean versus 74 last month, a decrease of 34%. This month's total units sold was lower than at this time last year, a decrease of 14% versus July 2024.

Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 10%. The total number of active inventory this July was 150 compared to 166 in July 2024. This month's total of 150 is lower than the previous month's total supply of available inventory of 175, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Great Falls and Western McLean Homes was \$699,999. This July, the median sale price was \$1,425,000, an increase of \$725,001 compared to last year. The current median sold price is higher than in June.

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

Great Falls and Western McLean are defined as properties listed in zip code/s 22066 and 22102.

*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.

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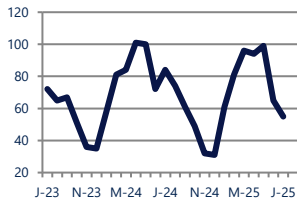
FOCUS ON: **GREAT FALLS AND WESTERN MCLEAN HOUSING MARKET**

JULY 2025

Zip Code(s): 22066 and 22102

New Listings

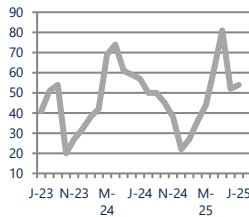
55



Down -35%
Vs. Year Ago

Current Contracts

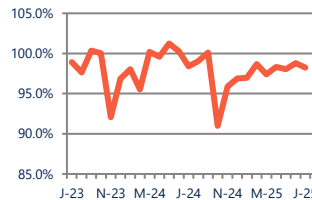
54



Down -5%
Vs. Year Ago

Sold Vs. List Price

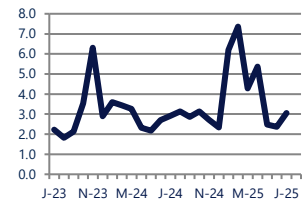
98.3%



No Change
Vs. Year Ago

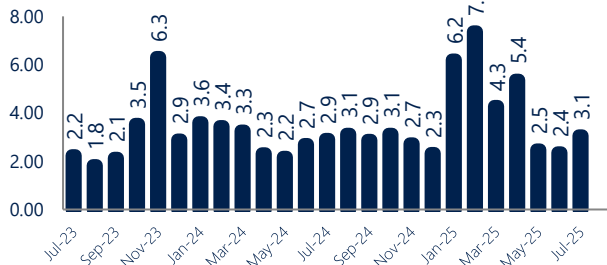
Months of Supply

3.1



Up 5%
Vs. Year Ago

Months Of Supply



Months of Supply

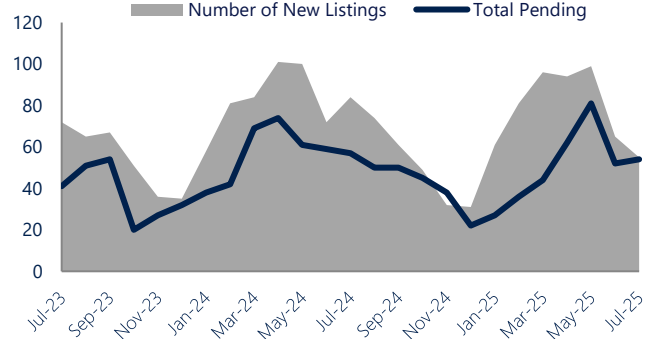
In July, there was 3.1 months of supply available in Great Falls and Western McLean, compared to 2.9 in July 2024. That is an increase of 5% versus a year ago.

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.

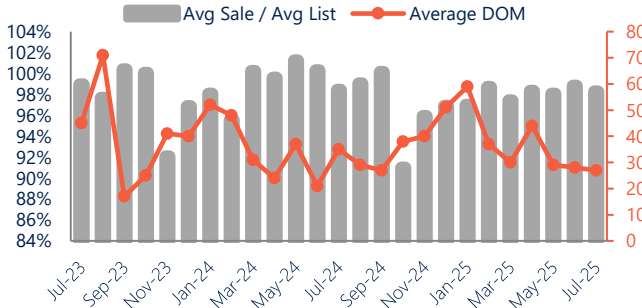
New Listings & Current Contracts

This month there were 55 homes newly listed for sale in Great Falls and Western McLean compared to 84 in July 2024, a decrease of 35%. There were 54 current contracts pending sale this July compared to 57 a year ago. The number of current contracts is 5% lower than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Great Falls and Western McLean was 98.3% 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 27, lower than the average last year, which was 35, a decrease of 23%.

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