



The Long & Foster Market Minute™

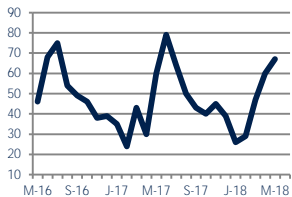
Focus On: Kingstowne and Hayfield Housing Market

May 2018

Zip Code(s): 22315

Units Sold

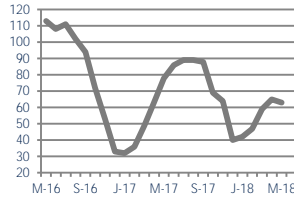
67



Up 12%
Vs. Year Ago

Active Inventory

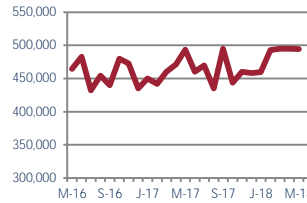
63



Down -19%
Vs. Year Ago

Median Sale Price

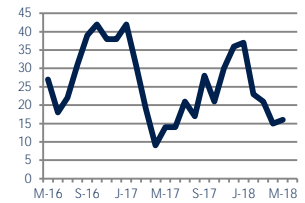
\$494,500



No Change
Vs. Year Ago

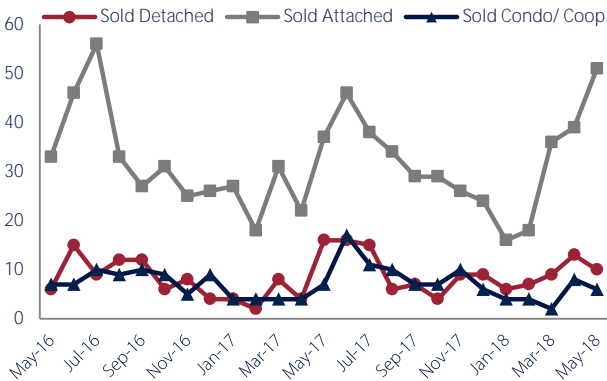
Days On Market

16



Up 14%
Vs. Year Ago

Units Sold*



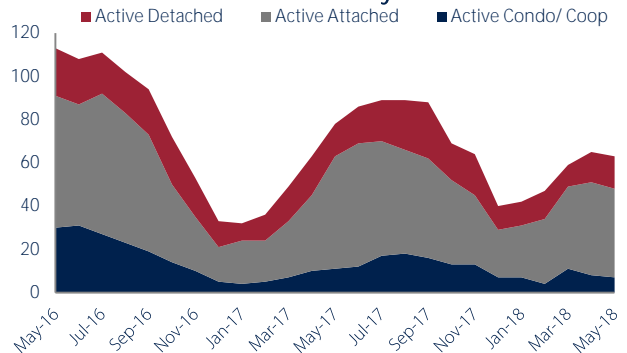
Units Sold

There was an increase in total units sold in May, with 67 sold this month in Kingstowne and Hayfield versus 60 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 12% versus May 2017.

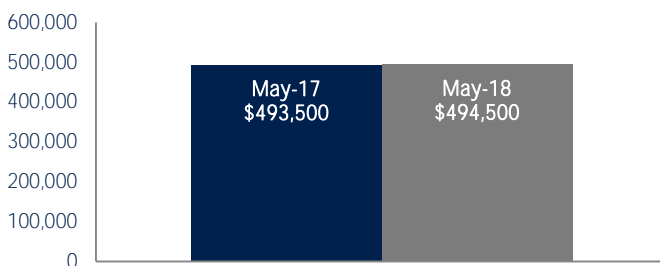
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 19%. The total number of active inventory this May was 63 compared to 78 in May 2017. This month's total of 63 is lower than the previous month's total supply of available inventory of 65, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Kingstowne and Hayfield Homes was \$493,500. This May, the median sale price was approximately the same at \$494,500. The current median sold price is also similar to the median price in April.

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



Kingstowne and Hayfield are defined as properties listed in zip code/s 22315.

*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.



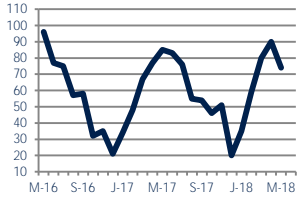
Focus On: Kingstowne and Hayfield Housing Market

May 2018

Zip Code(s): 22315

New Listings

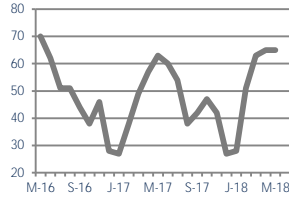
74



Down -13%
Vs. Year Ago

Current Contracts

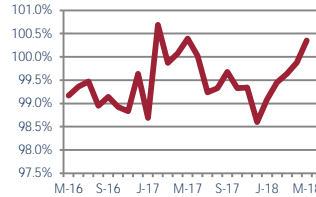
65



Up 3%
Vs. Year Ago

Sold Vs. List Price

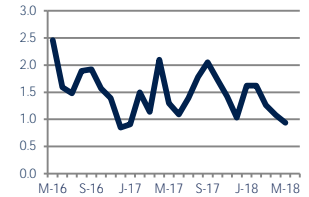
100.4%



No Change
Vs. Year Ago

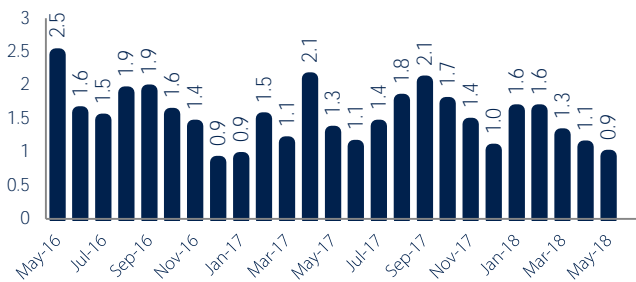
Months of Supply

0.9



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

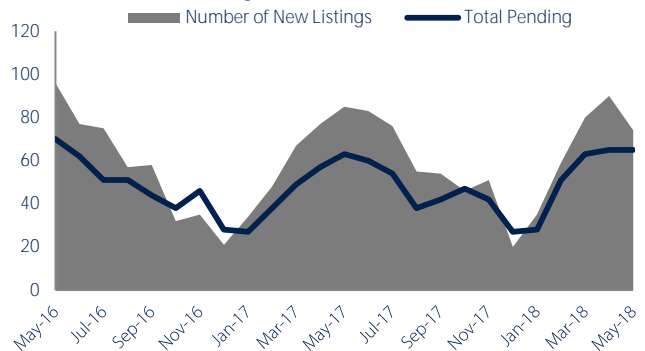
In May, there was 0.9 months of supply available in Kingstowne and Hayfield, compared to 1.3 in May 2017. That is a decrease of 28% versus a year ago.

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.

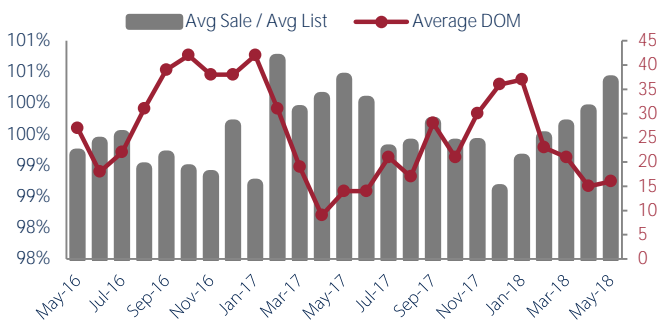
New Listings & Current Contracts

This month there were 74 homes newly listed for sale in Kingstowne and Hayfield compared to 85 in May 2017, a decrease of 13%. There were 65 current contracts pending sale this May compared to 63 a year ago. The number of current contracts remained stable as compared to last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Kingstowne and Hayfield was 100.4% 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 16, higher than the average last year, which was 14, an increase of 14%.



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