

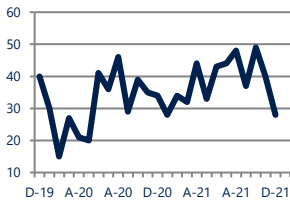


Focus On: Lincolnia Housing Market

December 2021

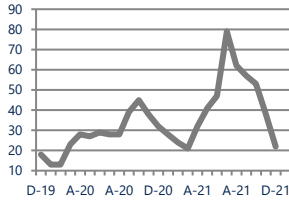
Zip Code(s): 22312

Units Sold
28



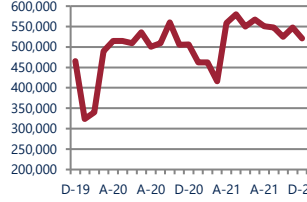
Down -18%
Vs. Year Ago

Active Inventory
22



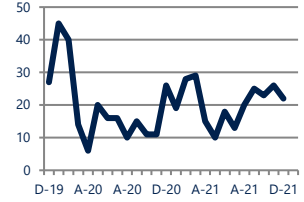
Down -31%
Vs. Year Ago

Median Sale Price
\$520,750

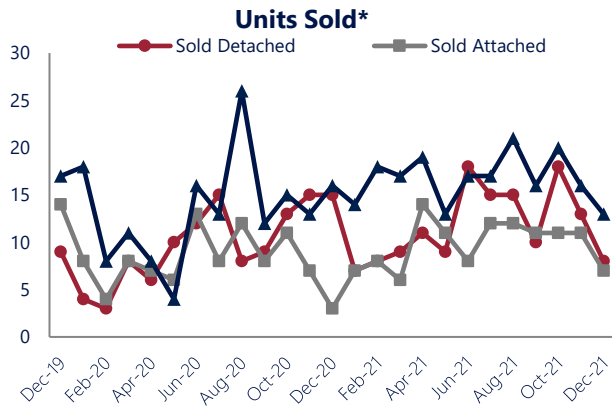


Up 3%
Vs. Year Ago

Days On Market
22

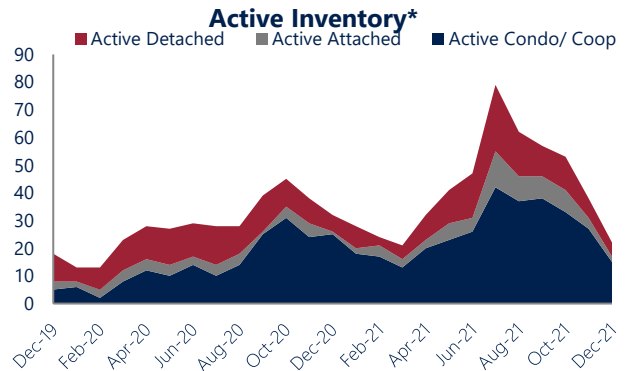


Down -15%
Vs. Year Ago



Units Sold

There was a decrease in total units sold in December, with 28 sold this month in Lincolnia versus 40 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 18% versus December 2020.



Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 31%. The total number of active inventory this December was 22 compared to 32 in December 2020. This month's total of 22 is lower than the previous month's total supply of available inventory of 38, a decrease of 42%.

Median Sale Price



Median Sale Price

Last December, the median sale price for Lincolnia Homes was \$506,000. This December, the median sale price was \$520,750, an increase of 3% or \$14,750 compared to last year. The current median sold price is 5% lower than in November.

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.





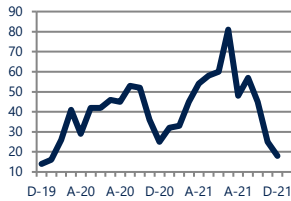
Focus On: Lincolnia Housing Market

December 2021

Zip Code(s): 22312

New Listings

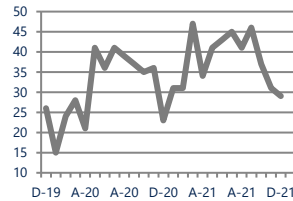
18



Down -28%
Vs. Year Ago

Current Contracts

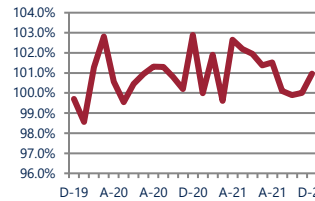
29



Up 26%
Vs. Year Ago

Sold Vs. List Price

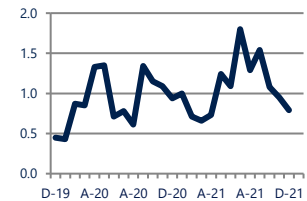
101.0%



Down -1.9%
Vs. Year Ago

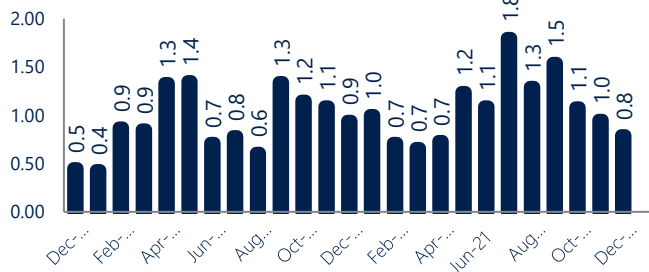
Months of Supply

0.8



Down -16%
Vs. Year Ago

Months of Supply



Months of Supply

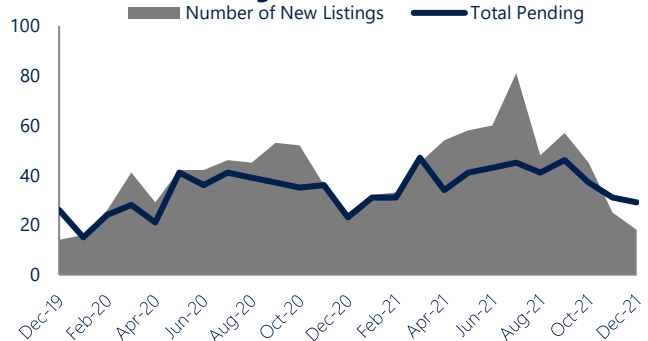
In December, there was 0.8 months of supply available in Lincolnia, compared to 0.9 in December 2020. That is a decrease of 17% versus a year ago.

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.

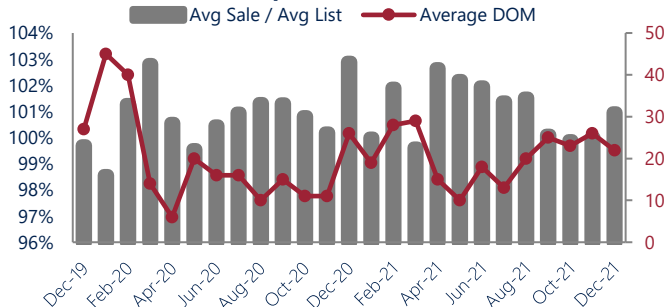
New Listings & Current Contracts

This month there were 18 homes newly listed for sale in Lincolnia compared to 25 in December 2020, a decrease of 28%. There were 29 current contracts pending sale this December compared to 23 a year ago. The number of current contracts is 26% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Lincolnia was 101.0% of the average list price, which is 1.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 26, a decrease of 15%.

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