

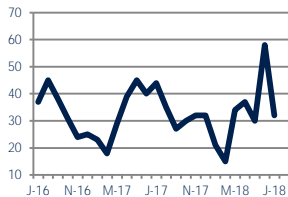
Focus On: Lincolnia Housing Market

July 2018

Zip Code(s): 22312

Units Sold

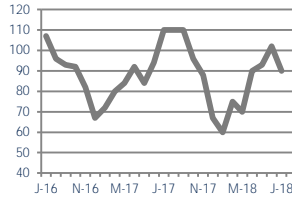
32



Down
Vs. Year Ago

Active Inventory

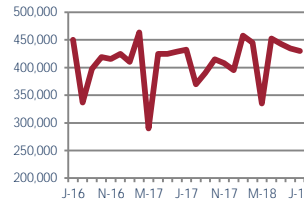
90



Down -18%
Vs. Year Ago

Median Sale Price

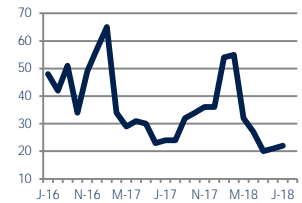
\$430,000



Down -1%
Vs. Year Ago

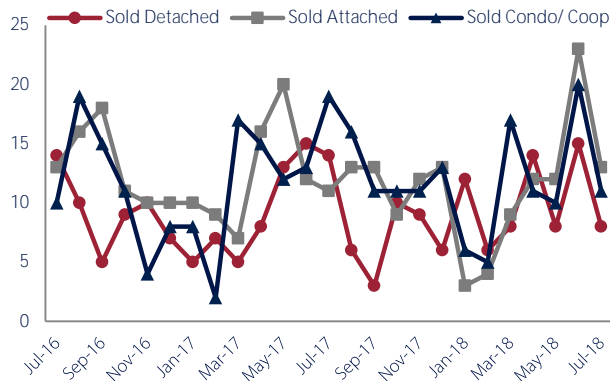
Days On Market

22



Down -8%
Vs. Year Ago

Units Sold*



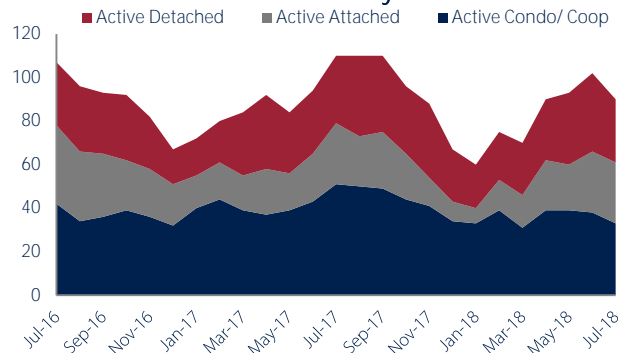
Units Sold

With relatively few transactions, there was a decrease in total units sold in July, with 32 sold this month in Lincolnia. This month's total units sold was lower than at this time last year, a decrease from July 2017.

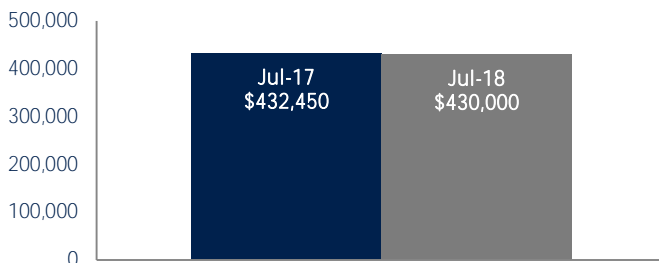
Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 18%. The total number of active inventory this July was 90 compared to 110 in July 2017. This month's total of 90 is lower than the previous month's total supply of available inventory of 102, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Lincolnia Homes was \$432,450. This July, the median sale price was \$430,000, a decrease of 1% or \$2,450 compared to last year. The current median sold price is 1% lower 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.

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 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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



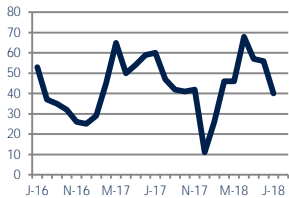
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Zip Code(s): 22312

New Listings

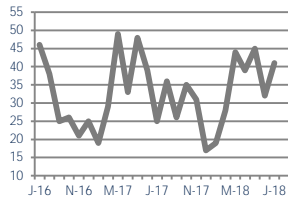
40



Down -33%
Vs. Year Ago

Current Contracts

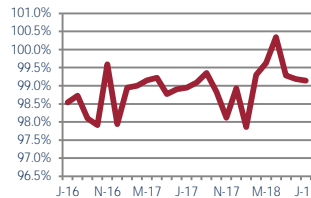
41



Up 64%
Vs. Year Ago

Sold Vs. List Price

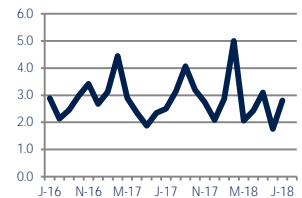
99.1%



No Change
Vs. Year Ago

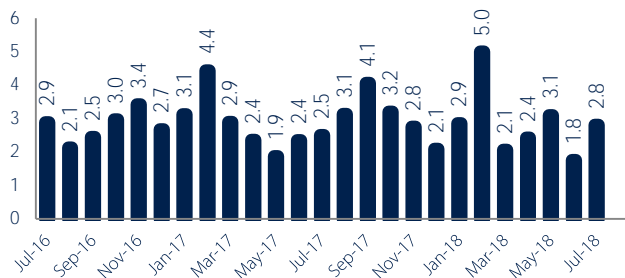
Months of Supply

2.8



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

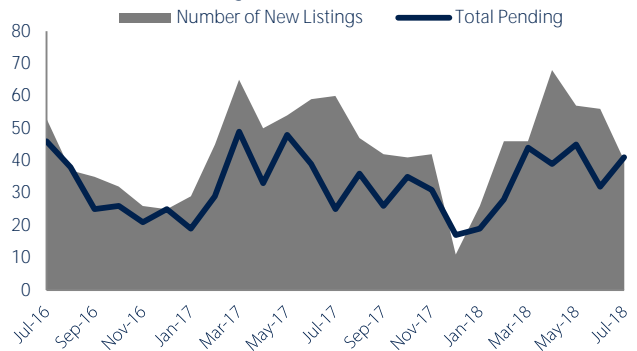
In July, there was 2.8 months of supply available in Lincolnia, compared to 2.5 in July 2017. That is an increase of 13% versus a year ago.

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.

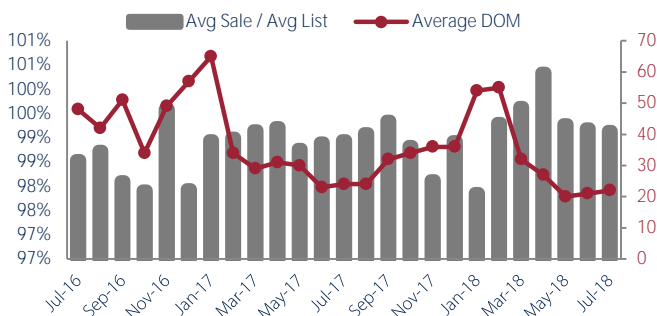
New Listings & Current Contracts

This month there were 40 homes newly listed for sale in Lincolnia compared to 60 in July 2017, a decrease of 33%. There were 41 current contracts pending sale this July compared to 25 a year ago. The number of current contracts is 64% higher 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 Lincolnia was 99.1% 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 22, lower than the average last year, which was 24, a decrease of 8%.



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