

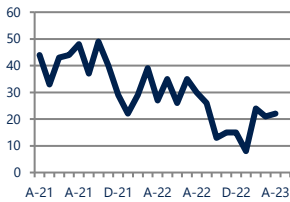


Focus On: Lincolnia Housing Market

April 2023

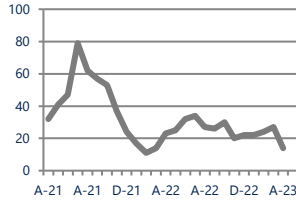
Zip Code(s): 22312

Units Sold 22



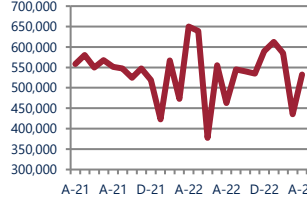
Down -19%
Vs. Year Ago

Active Inventory 14



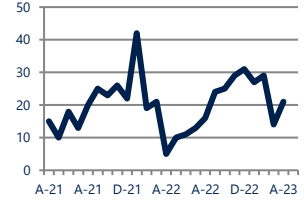
Down -39%
Vs. Year Ago

Median Sale Price \$532,500



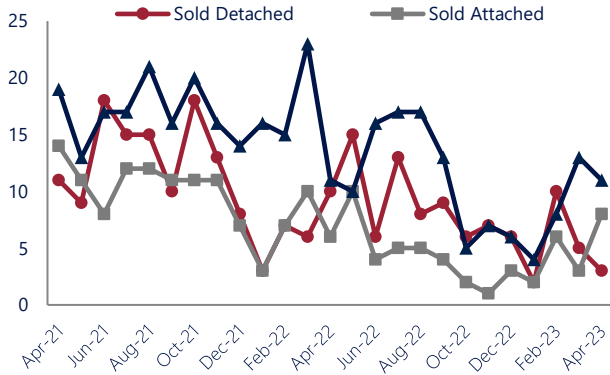
Down -18%
Vs. Year Ago

Days On Market 21



Up
Vs. Year Ago

Units Sold*



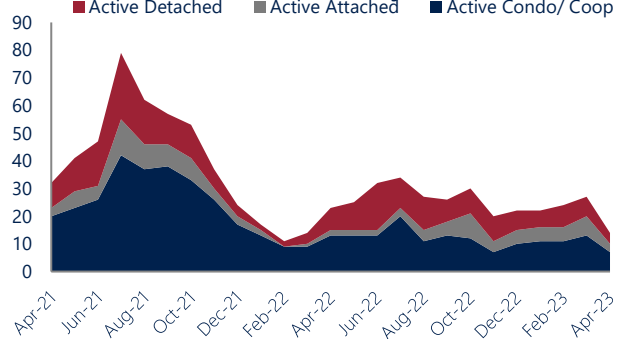
Units Sold

There was an increase in total units sold in April, with 22 sold this month in Lincolnia versus 21 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 19% versus April 2022.

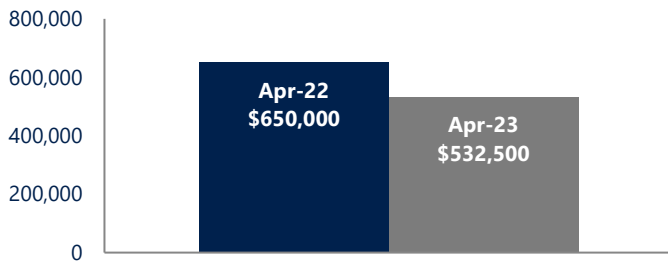
Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 39%. The total number of active inventory this April was 14 compared to 23 in April 2022. This month's total of 14 is lower than the previous month's total supply of available inventory of 27, a decrease of 48%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Lincolnia Homes was \$650,000. This April, the median sale price was \$532,500, a decrease of 18% or \$117,500 compared to last year. The current median sold price is 22% higher than in March.

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.





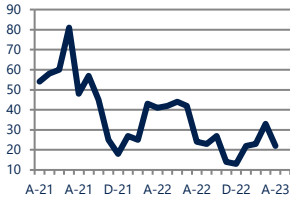
Focus On: Lincolnia Housing Market

April 2023

Zip Code(s): 22312

New Listings

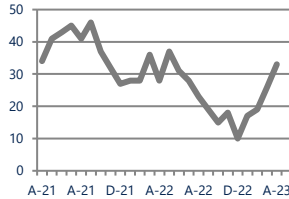
22



Down -46%
Vs. Year Ago

Current Contracts

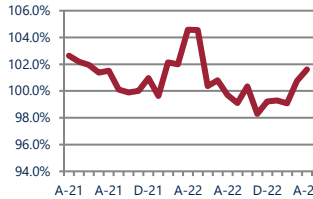
33



Up 18%
Vs. Year Ago

Sold Vs. List Price

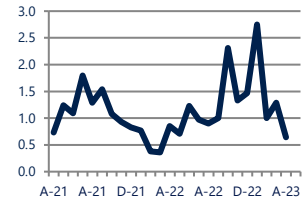
101.6%



Down -2.8%
Vs. Year Ago

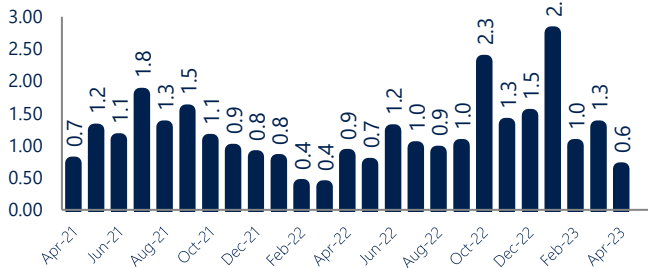
Months of Supply

0.6



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

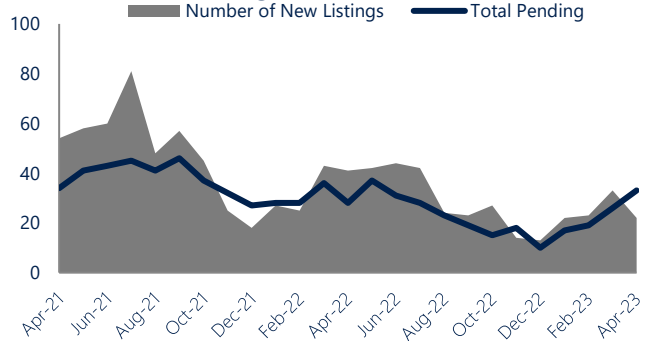
In April, there was 0.6 months of supply available in Lincolnia, compared to 0.9 in April 2022. That is a decrease of 25% versus a year ago.

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.

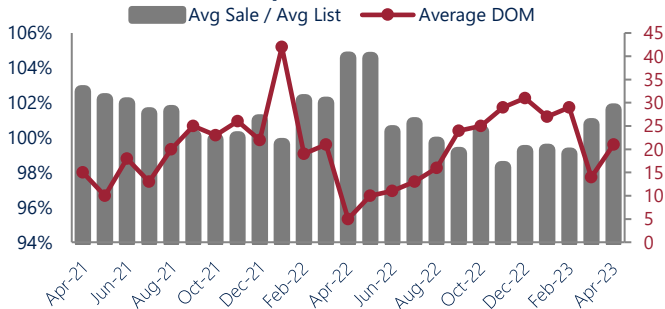
New Listings & Current Contracts

This month there were 22 homes newly listed for sale in Lincolnia compared to 41 in April 2022, a decrease of 46%. There were 33 current contracts pending sale this April compared to 28 a year ago. The number of current contracts is 18% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Lincolnia was 101.6% of the average list price, which is 3.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 21, higher than the average last year, which was 5. This increase was impacted by the limited number of sales.



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.

