

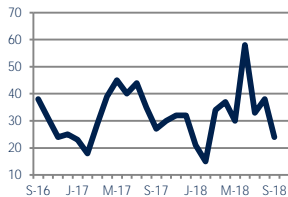
Focus On: Lincolnia Housing Market

September 2018

Zip Code(s): 22312

Units Sold

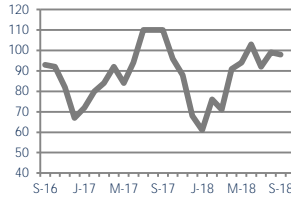
24



Down
Vs. Year Ago

Active Inventory

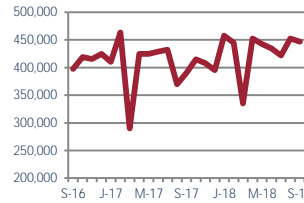
98



Down -11%
Vs. Year Ago

Median Sale Price

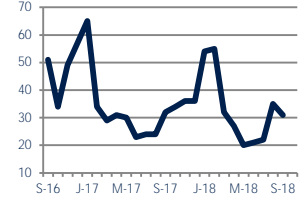
\$446,950



Up 15%
Vs. Year Ago

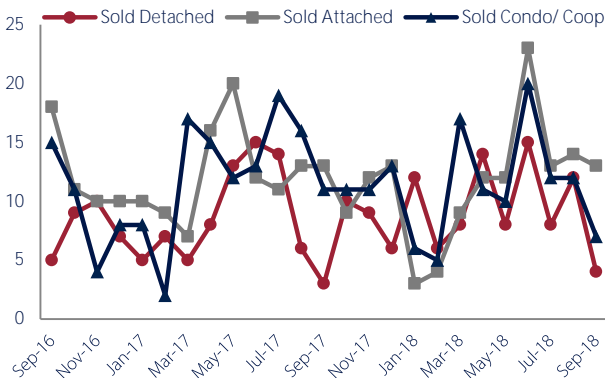
Days On Market

31



Down -3%
Vs. Year Ago

Units Sold*



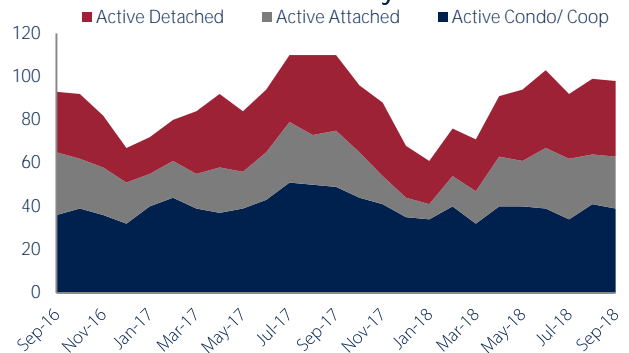
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 24 sold this month in Lincolnia. This month's total units sold was lower than at this time last year, a decrease from September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 11%. The total number of active inventory this September was 98 compared to 110 in September 2017. This month's total of 98 is lower than the previous month's total supply of available inventory of 99, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Lincolnia Homes was \$390,000. This September, the median sale price was \$446,950, an increase of 15% or \$56,950 compared to last year. The current median sold price is 1% lower than in August.

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.



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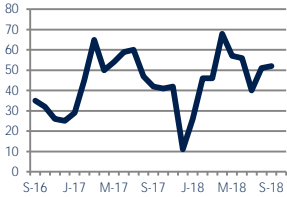
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September 2018

Zip Code(s): 22312

New Listings

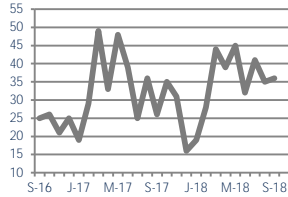
52



Up 24%
Vs. Year Ago

Current Contracts

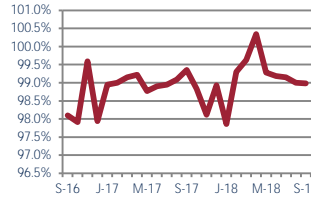
36



Up 38%
Vs. Year Ago

Sold Vs. List Price

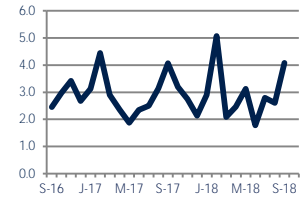
99.0%



No Change
Vs. Year Ago

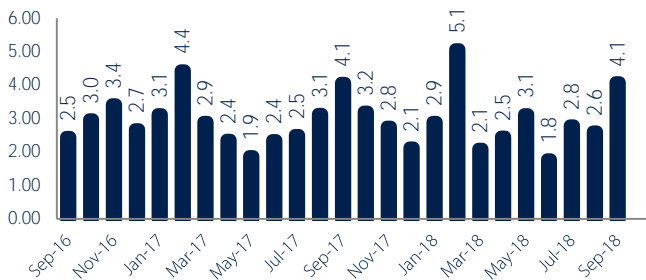
Months of Supply

4.1



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

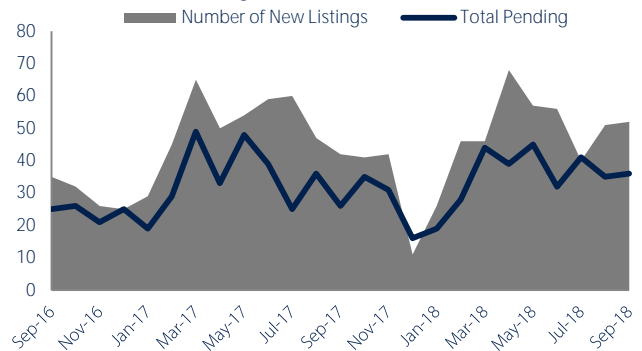
In September, there was 4.1 months of supply available in Lincolnia. The amount of supply is similar compared to a year ago.

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.

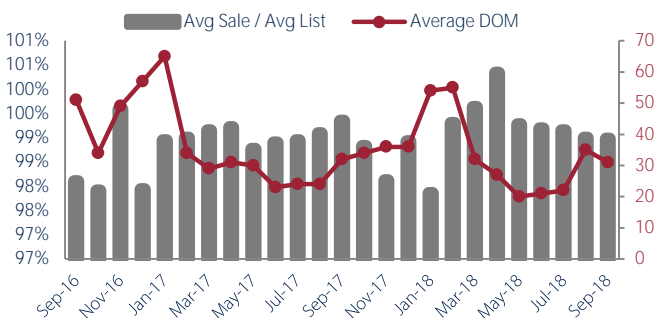
New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Lincolnia compared to 42 in September 2017, an increase of 24%. There were 36 current contracts pending sale this September compared to 26 a year ago. The number of current contracts is 38% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Lincolnia was 99.0% 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 31, lower than the average last year, which was 32, a decrease of 3%.



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