

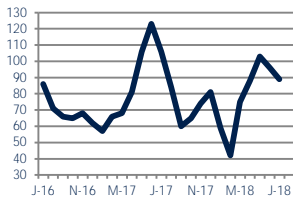
## Focus On: McLean Housing Market

July 2018

Zip Code(s): 22101 and 22102

### Units Sold

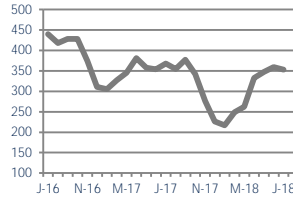
89



Down -16%  
Vs. Year Ago

### Active Inventory

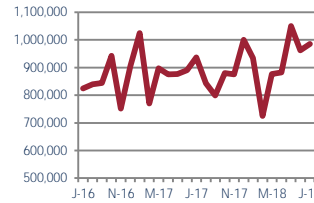
353



Down -4%  
Vs. Year Ago

### Median Sale Price

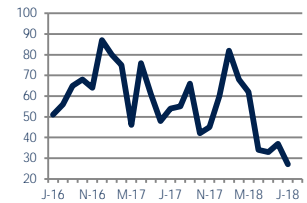
\$985,000



Up 5%  
Vs. Year Ago

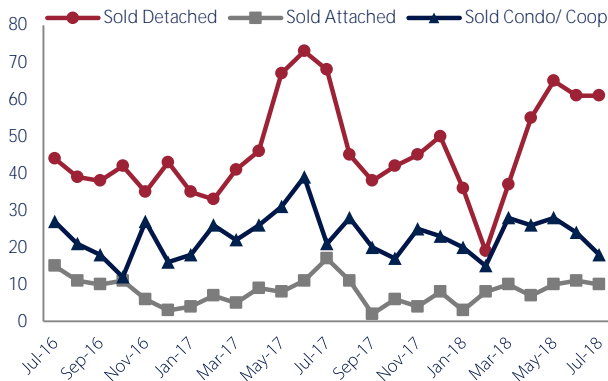
### Days On Market

27



Down -50%  
Vs. Year Ago

### Units Sold\*



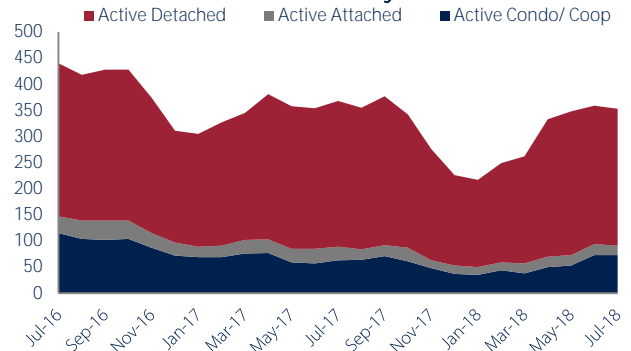
### Units Sold

There was a decrease in total units sold in July, with 89 sold this month in McLean versus 96 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 16% versus July 2017.

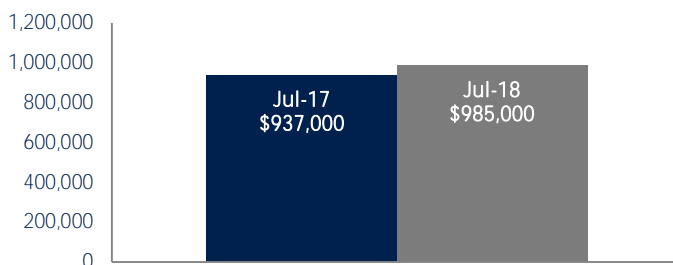
### Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 4%. The total number of active inventory this July was 353 compared to 368 in July 2017. This month's total of 353 is lower than the previous month's total supply of available inventory of 359, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for McLean Homes was \$937,000. This July, the median sale price was \$985,000, an increase of 5% or \$48,000 compared to last year. The current median sold price is 2% higher 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.

McLean are defined as properties listed in zip code/s 22101 and 22102.

\*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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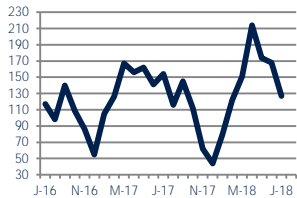
## Focus On: McLean Housing Market

July 2018

Zip Code(s): 22101 and 22102

### New Listings

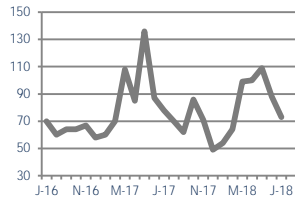
127



Down -18%  
Vs. Year Ago

### Current Contracts

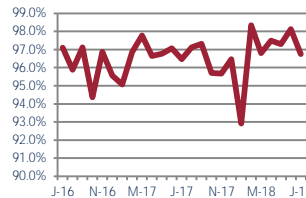
73



Down -6%  
Vs. Year Ago

### Sold Vs. List Price

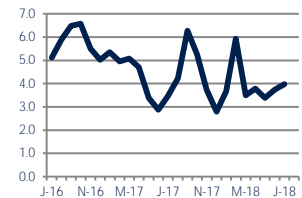
96.8%



No Change  
Vs. Year Ago

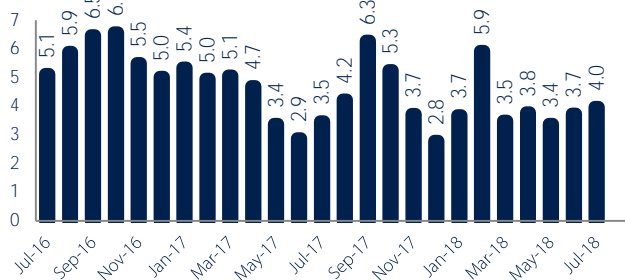
### Months of Supply

4.0



Up 14%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

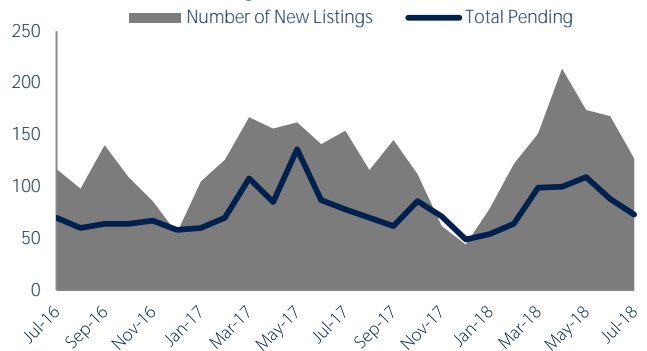
In July, there was 4.0 months of supply available in McLean, compared to 3.5 in July 2017. That is an increase of 14% versus a year ago.

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.

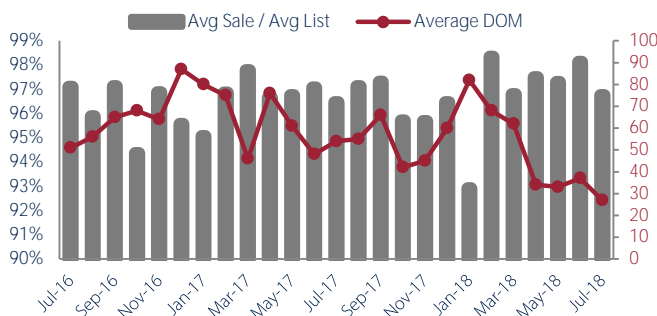
### New Listings & Current Contracts

This month there were 127 homes newly listed for sale in McLean compared to 154 in July 2017, a decrease of 18%. There were 73 current contracts pending sale this July compared to 78 a year ago. The number of current contracts is 6% lower 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 McLean was 96.8% 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 27, lower than the average last year, which was 54, a decrease of 50%.



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