



The Long & Foster Market Minute™

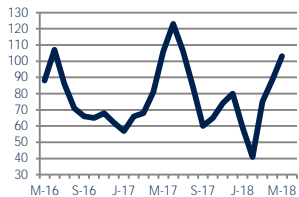
Focus On: McLean Housing Market

May 2018

Zip Code(s): 22101 and 22102

Units Sold

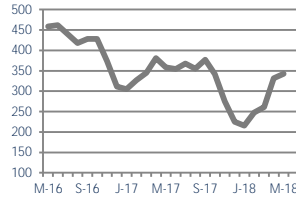
103



Down -3%
Vs. Year Ago

Active Inventory

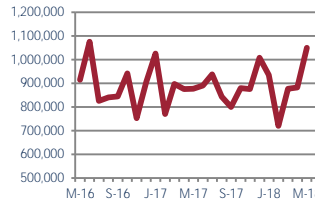
343



Down -4%
Vs. Year Ago

Median Sale Price

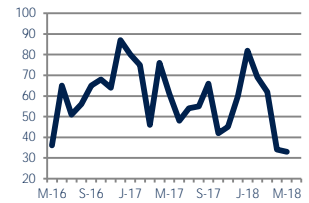
\$1,050,000



Up 20%
Vs. Year Ago

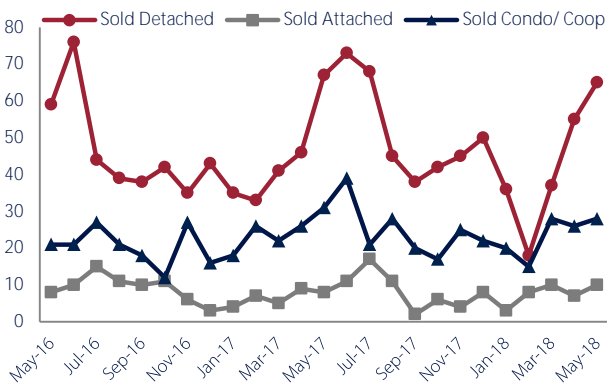
Days On Market

33



Down -46%
Vs. Year Ago

Units Sold*



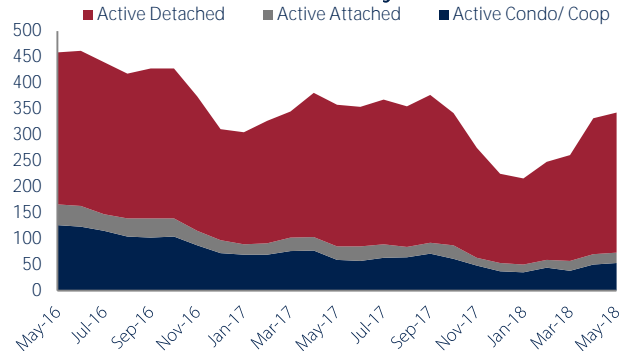
Units Sold

There was an increase in total units sold in May, with 103 sold this month in McLean versus 88 last month, an increase of 17%. This month's total units sold was lower than at this time last year, a decrease of 3% versus May 2017.

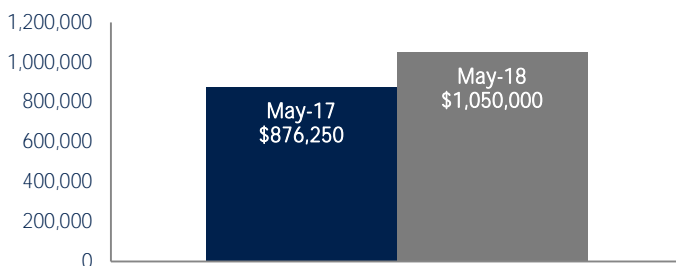
Active Inventory

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 May was 343 compared to 358 in May 2017. This month's total of 343 is higher than the previous month's total supply of available inventory of 332, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for McLean Homes was \$876,250. This May, the median sale price was \$1,050,000, an increase of 20% or \$173,750 compared to last year. The current median sold price is 19% higher than in April.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



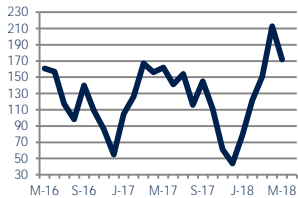
Focus On: McLean Housing Market

May 2018

Zip Code(s): 22101 and 22102

New Listings

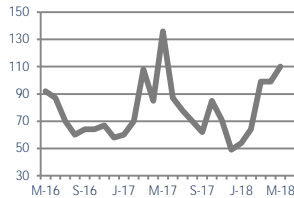
172



Up 6%
Vs. Year Ago

Current Contracts

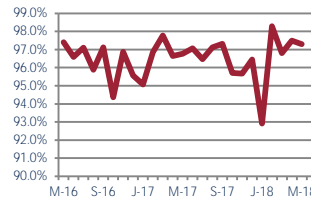
110



Down -19%
Vs. Year Ago

Sold Vs. List Price

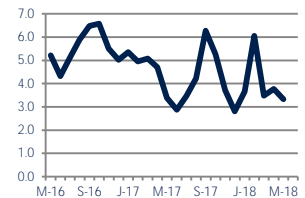
97.3%



Up 0.5%
Vs. Year Ago

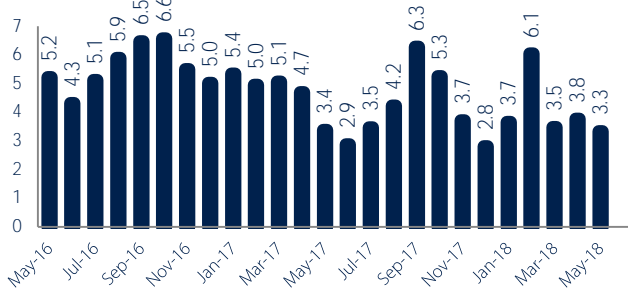
Months of Supply

3.3



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

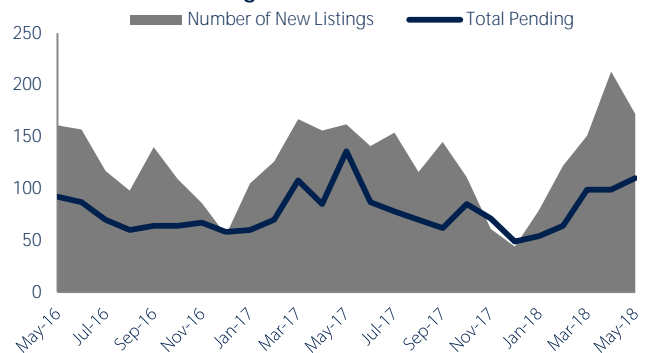
In May, there was 3.3 months of supply available in McLean. The amount of supply is similar compared to a year ago.

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.

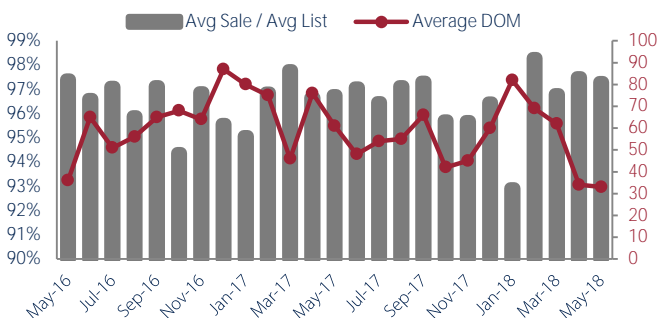
New Listings & Current Contracts

This month there were 172 homes newly listed for sale in McLean compared to 162 in May 2017, an increase of 6%. There were 110 current contracts pending sale this May compared to 136 a year ago. The number of current contracts is 19% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in McLean was 97.3% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 61, a decrease of 46%.



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