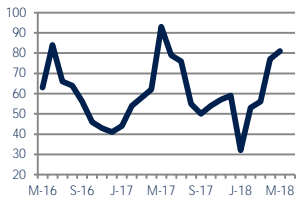


Zip Code(s): 22308 and 22309

Units Sold

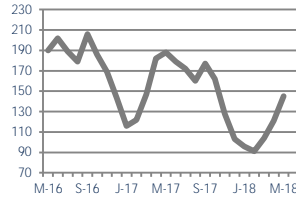
81



Down -13%
Vs. Year Ago

Active Inventory

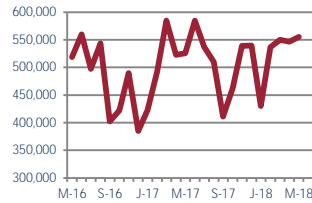
145



Down -23%
Vs. Year Ago

Median Sale Price

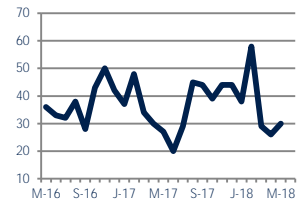
\$555,000



Up 6%
Vs. Year Ago

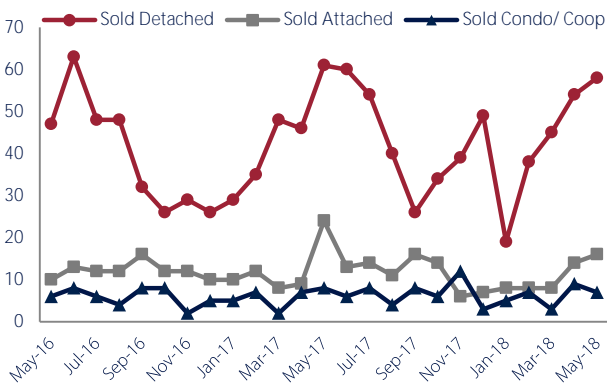
Days On Market

30



Up 11%
Vs. Year Ago

Units Sold*



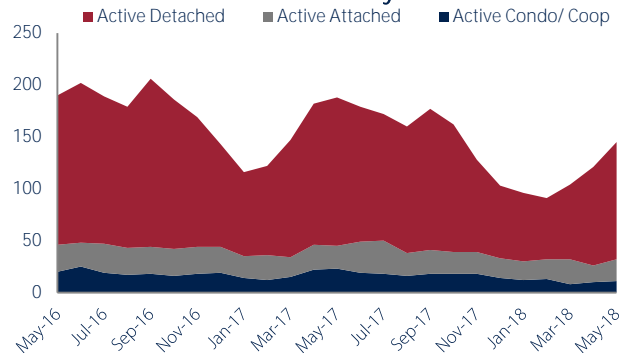
Units Sold

There was an increase in total units sold in May, with 81 sold this month in Mount Vernon and Fort Hunt versus 77 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 13% versus May 2017.

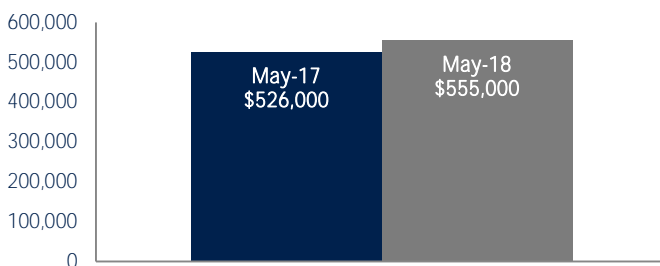
Active Inventory

Versus last year, the total number of homes available this month is lower by 43 units or 23%. The total number of active inventory this May was 145 compared to 188 in May 2017. This month's total of 145 is higher than the previous month's total supply of available inventory of 121, an increase of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Mount Vernon and Fort Hunt Homes was \$526,000. This May, the median sale price was \$555,000, an increase of 6% or \$29,000 compared to last year. The current median sold price is 2% 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.

Mount Vernon and Fort Hunt are defined as properties listed in zip code/s 22308 and 22309.

*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.



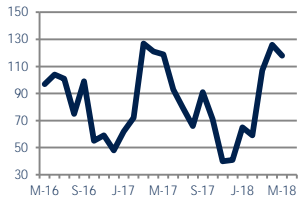
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22308 and 22309

New Listings

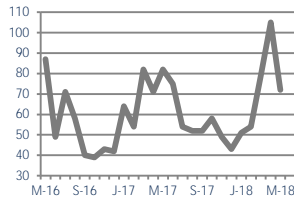
118



Down -1%
Vs. Year Ago

Current Contracts

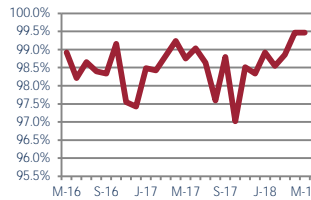
72



Down -12%
Vs. Year Ago

Sold Vs. List Price

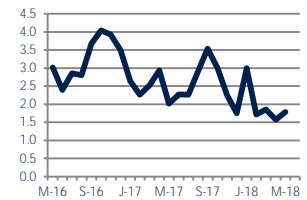
99.5%



Up 0.7%
Vs. Year Ago

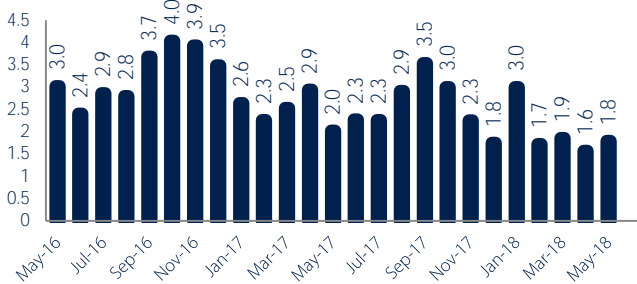
Months of Supply

1.8



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

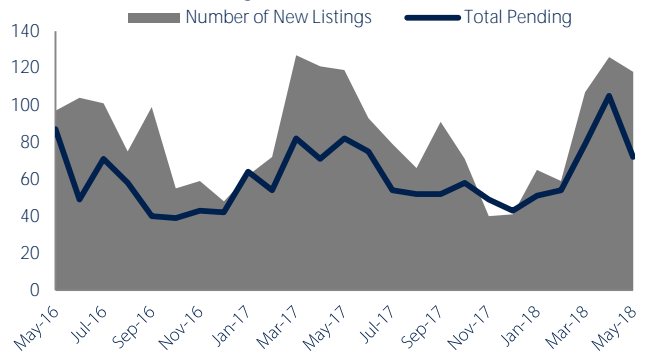
In May, there was 1.8 months of supply available in Mount Vernon and Fort Hunt, compared to 2.0 in May 2017. That is a decrease of 11% versus a year ago.

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.

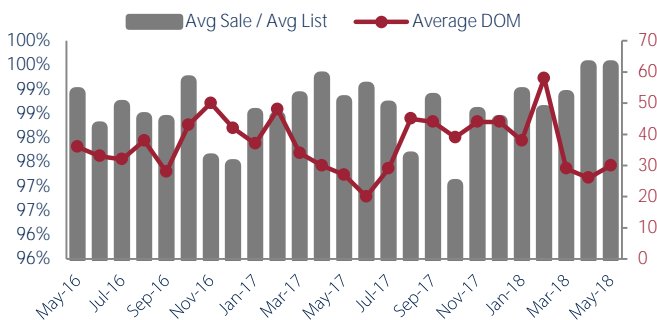
New Listings & Current Contracts

This month there were 118 homes newly listed for sale in Mount Vernon and Fort Hunt compared to 119 in May 2017, a decrease of 1%. There were 72 current contracts pending sale this May compared to 82 a year ago. The number of current contracts is 12% 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 Mount Vernon and Fort Hunt was 99.5% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 30, higher than the average last year, which was 27, an increase of 11%.



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