



The Long & Foster Market Minute™

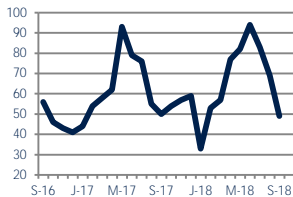
Focus On: Mount Vernon and Fort Hunt Housing Market

September 2018

Zip Code(s): 22308 and 22309

Units Sold

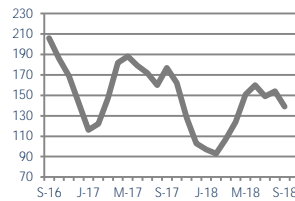
49



Down -2%
Vs. Year Ago

Active Inventory

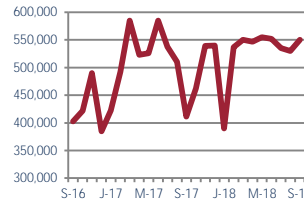
139



Down -21%
Vs. Year Ago

Median Sale Price

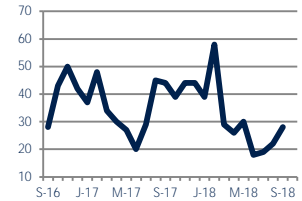
\$550,000



Up 34%
Vs. Year Ago

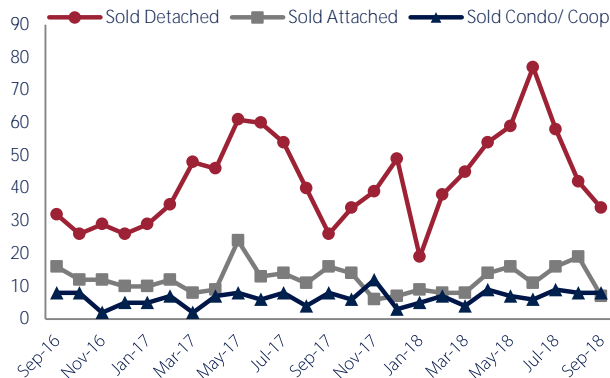
Days On Market

28



Down -36%
Vs. Year Ago

Units Sold*



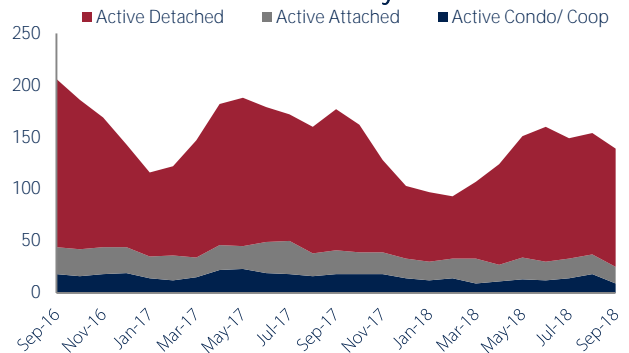
Units Sold

There was a decrease in total units sold in September, with 49 sold this month in Mount Vernon and Fort Hunt versus 69 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 2% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 21%. The total number of active inventory this September was 139 compared to 177 in September 2017. This month's total of 139 is lower than the previous month's total supply of available inventory of 154, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Mount Vernon and Fort Hunt Homes was \$411,250. This September, the median sale price was \$550,000, an increase of \$138,750 compared to last year. The current median sold price is higher 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.

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.



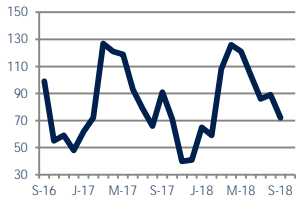
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22308 and 22309

New Listings

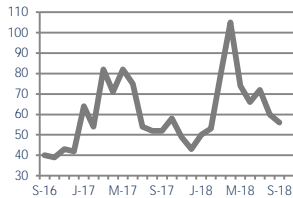
72



Down -21%
Vs. Year Ago

Current Contracts

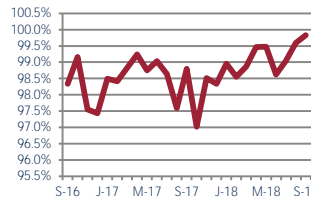
56



Up 8%
Vs. Year Ago

Sold Vs. List Price

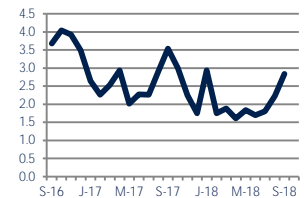
99.8%



Up 1%
Vs. Year Ago

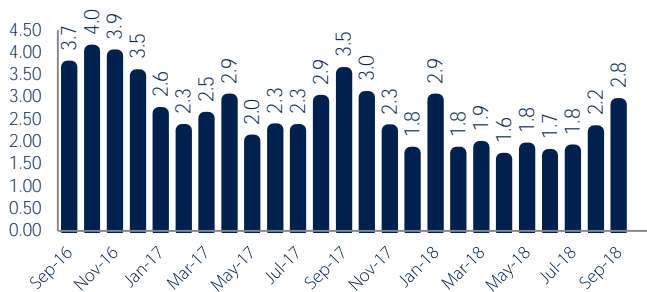
Months of Supply

2.8



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 2.8 months of supply available in Mount Vernon and Fort Hunt, compared to 3.5 in September 2017. That is a decrease of 20% versus a year ago.

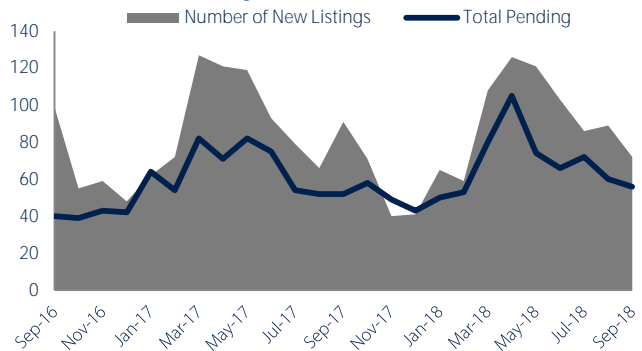
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

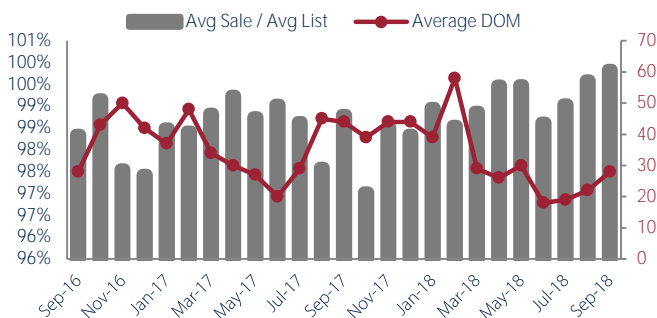
This month there were 72 homes newly listed for sale in Mount Vernon and Fort Hunt compared to 91 in September 2017, a decrease of 21%.

There were 56 current contracts pending sale this September compared to 52 a year ago. The number of current contracts is 8% 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 Mount Vernon and Fort Hunt was 99.8% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 44, a decrease of 36%.



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