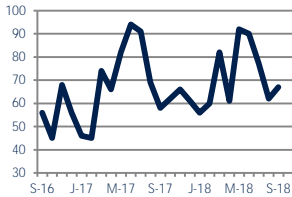


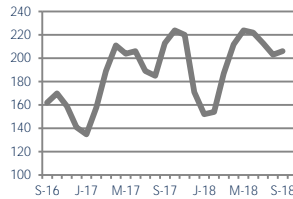
Zip Code(s): 22314

Units Sold
67



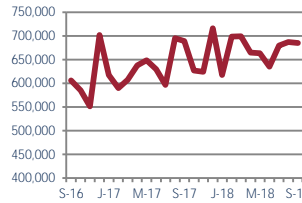
Up 16%
Vs. Year Ago

Active Inventory
206



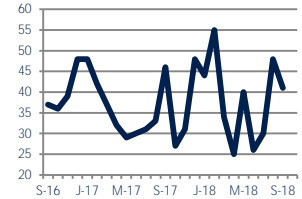
Down -3%
Vs. Year Ago

Median Sale Price
\$685,000

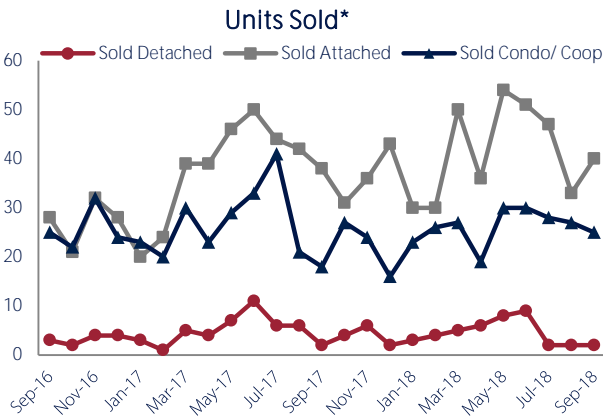


Down -1%
Vs. Year Ago

Days On Market
41



Down -11%
Vs. Year Ago

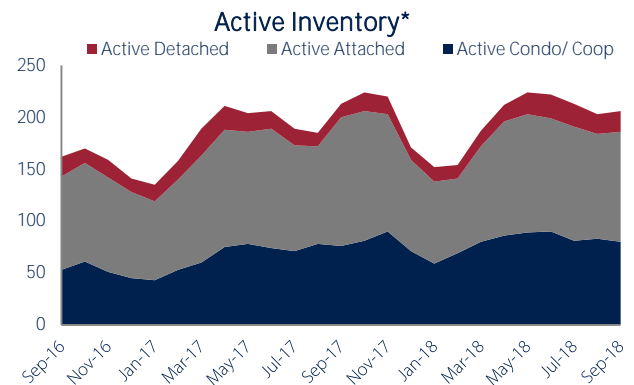


Units Sold

There was an increase in total units sold in September, with 67 sold this month in Old Town, Parker Gray, and Eisenhower Valley versus 62 last month, an increase of 8%. This month's total units sold was higher than at this time last year, an increase of 16% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 3%. The total number of active inventory this September was 206 compared to 213 in September 2017. This month's total of 206 is higher than the previous month's total supply of available inventory of 203, an increase of 1%.



Median Sale Price



Median Sale Price

Last September, the median sale price for Old Town, Parker Gray, and Eisenhower Valley Homes was \$689,000. This September, the median sale price was \$685,000, a decrease of 1% or \$4,000 compared to last year. The current median sold price is approximately the same as the median price in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Old Town, Parker Gray, and Eisenhower Valley are defined as properties listed in zip code/s 22314.

*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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The Long & Foster Market Minute™

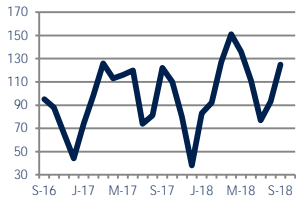
Focus On: Old Town, Parker Gray, and Eisenhower Valley Housing Market

September 2018

Zip Code(s): 22314

New Listings

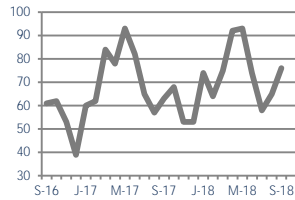
125



Up 2%
Vs. Year Ago

Current Contracts

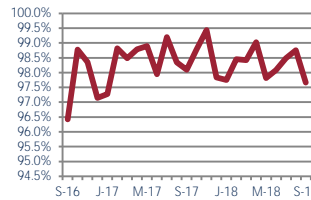
76



Up 21%
Vs. Year Ago

Sold Vs. List Price

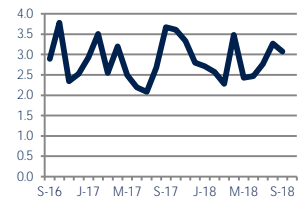
97.7%



No Change
Vs. Year Ago

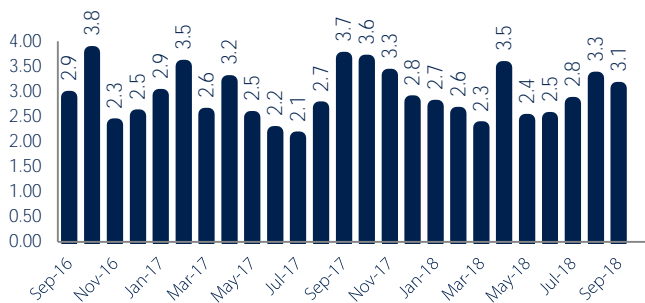
Months of Supply

3.1



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

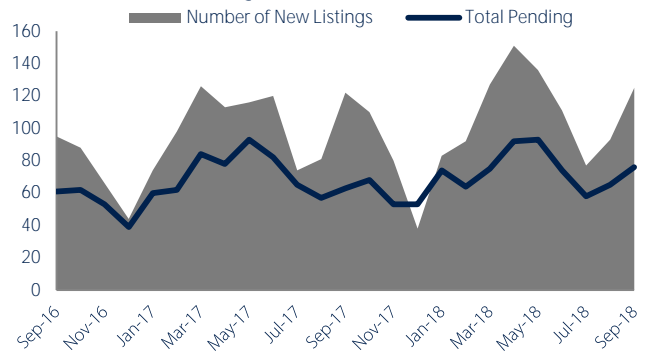
In September, there was 3.1 months of supply available in Old Town, Parker Gray, and Eisenhower Valley, compared to 3.7 in September 2017. That is a decrease of 16% versus a year ago.

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.

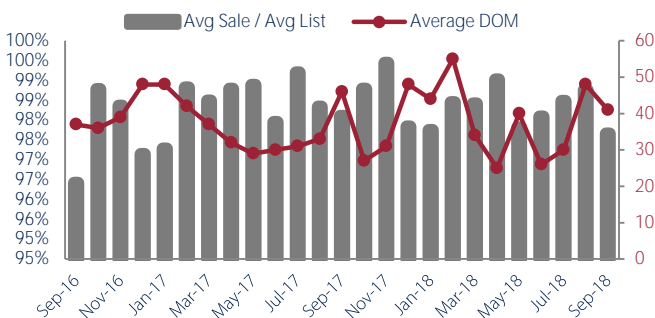
New Listings & Current Contracts

This month there were 125 homes newly listed for sale in Old Town, Parker Gray, and Eisenhower Valley compared to 122 in September 2017, an increase of 2%. There were 76 current contracts pending sale this September compared to 63 a year ago. The number of current contracts is 21% 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 Old Town, Parker Gray, and Eisenhower Valley was 97.7% 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 41, lower than the average last year, which was 46, a decrease of 11%.



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