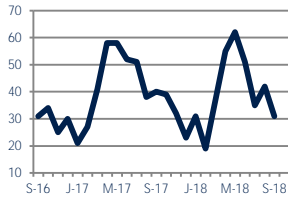


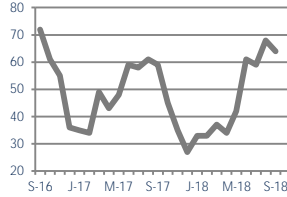
Zip Code(s): 20121

Units Sold
31



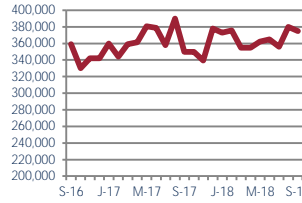
Down -22%
Vs. Year Ago

Active Inventory
64



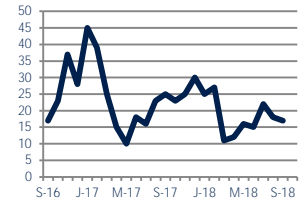
Up 8%
Vs. Year Ago

Median Sale Price
\$375,000



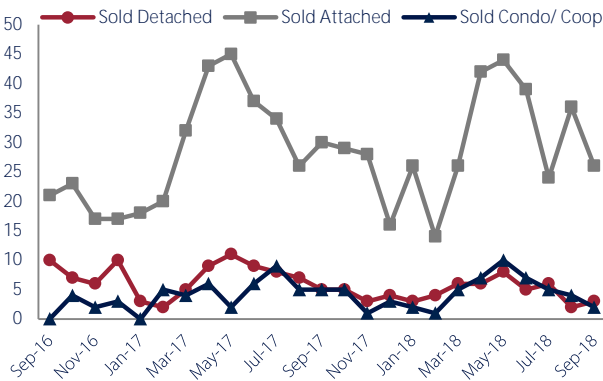
Up 7%
Vs. Year Ago

Days On Market
17



Down -32%
Vs. Year Ago

Units Sold*



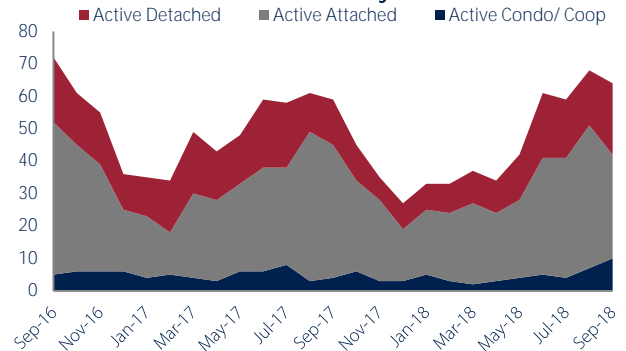
Units Sold

There was a decrease in total units sold in September, with 31 sold this month in Southern Centreville versus 42 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 23% versus September 2017.

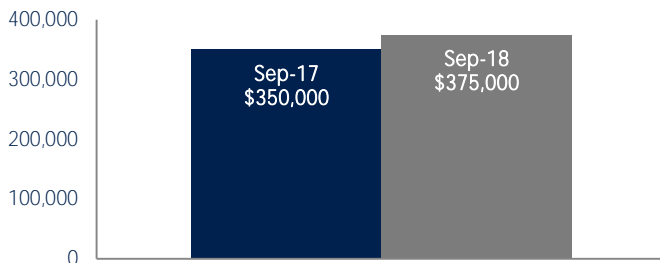
Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 8%. The total number of active inventory this September was 64 compared to 59 in September 2017. This month's total of 64 is lower than the previous month's total supply of available inventory of 68, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Southern Centreville Homes was \$350,000. This September, the median sale price was \$375,000, an increase of 7% or \$25,000 compared to last year. The current median sold price is 1% lower 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.



Southern Centreville are defined as properties listed in zip code/s 20121.

*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.

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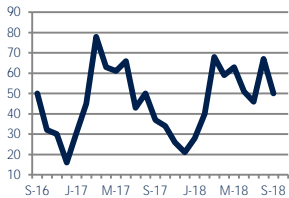
Focus On: Southern Centreville Housing Market

September 2018

Zip Code(s): 20121

New Listings

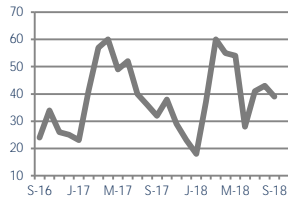
50



Up 35%
Vs. Year Ago

Current Contracts

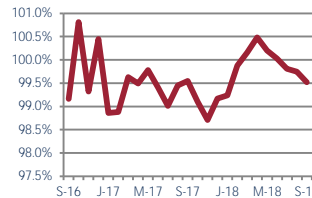
39



Up 22%
Vs. Year Ago

Sold Vs. List Price

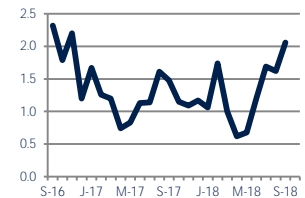
99.5%



No Change
Vs. Year Ago

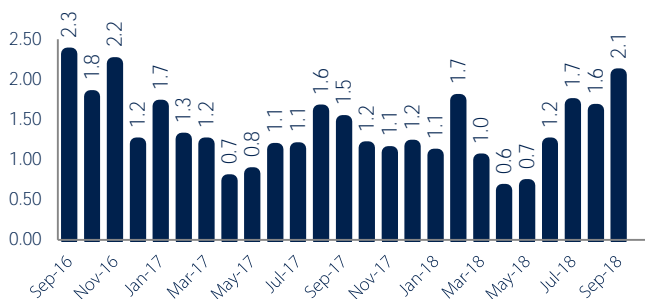
Months of Supply

2.1



Up 39%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 2.1 months of supply available in Southern Centreville, compared to 1.5 in September 2017. That is an increase of 40% versus a year ago.

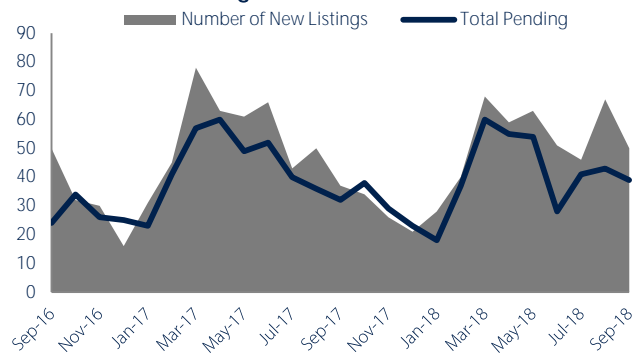
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

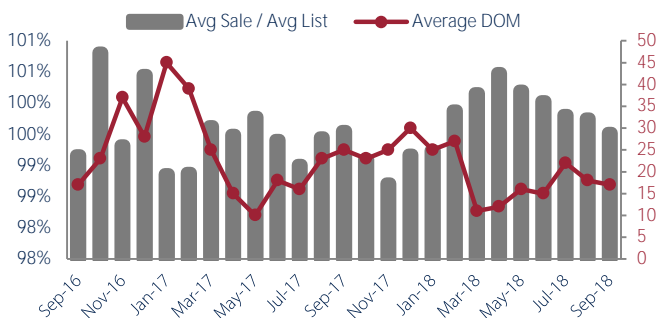
This month there were 50 homes newly listed for sale in Southern Centreville compared to 37 in September 2017, an increase of 35%.

There were 39 current contracts pending sale this September compared to 32 a year ago. The number of current contracts is 22% 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 Southern Centreville was 99.5% 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 17, lower than the average last year, which was 25, a decrease of 32%.



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