

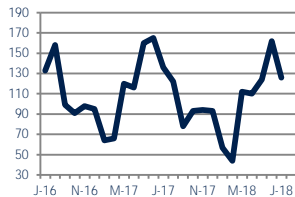
Focus On: Vienna, Oakton, and Tyson's Corner Housing Market

July 2018

Zip Code(s): 22182, 22185, 22181, 22180, 22027 and 22124

Units Sold

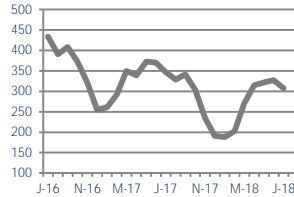
126



Down -7%
Vs. Year Ago

Active Inventory

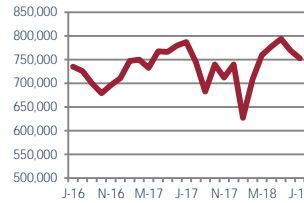
308



Down -11%
Vs. Year Ago

Median Sale Price

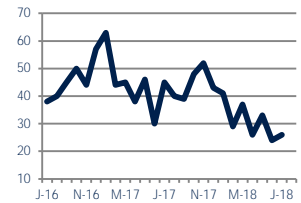
\$752,500



Down -4%
Vs. Year Ago

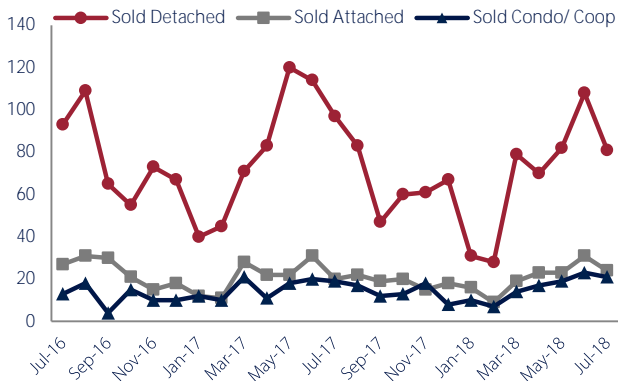
Days On Market

26



Down -42%
Vs. Year Ago

Units Sold*



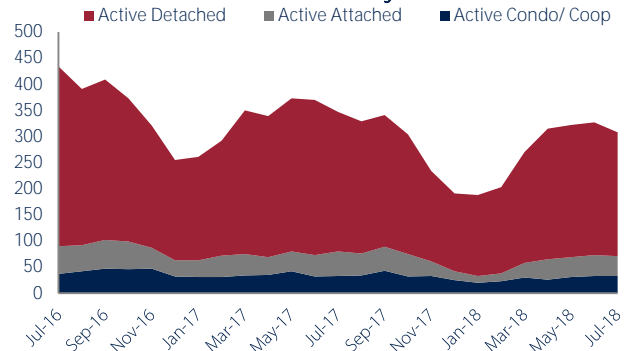
Units Sold

There was a decrease in total units sold in July, with 126 sold this month in Vienna, Oakton, and Tyson's Corner versus 162 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 7% versus July 2017.

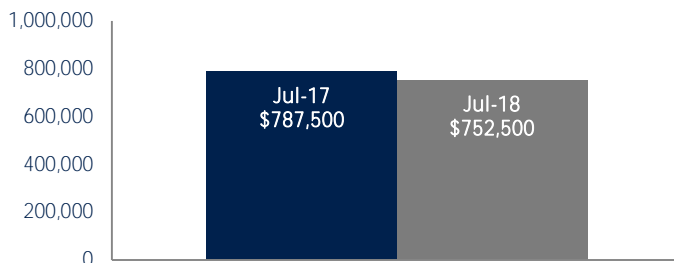
Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 11%. The total number of active inventory this July was 308 compared to 347 in July 2017. This month's total of 308 is lower than the previous month's total supply of available inventory of 327, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Vienna, Oakton, and Tyson's Corner Homes was \$787,500. This July, the median sale price was \$752,500, a decrease of 4% or \$35,000 compared to last year. The current median sold price is 2% lower than in June.

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

Vienna, Oakton, and Tyson's Corner are defined as properties listed in zip code/s 22182, 22185, 22181, 22180, 22027 and 22124.

*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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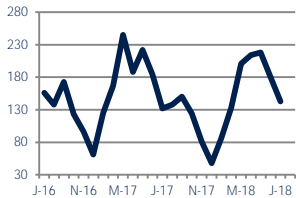
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July 2018

Zip Code(s): 22182, 22185, 22181, 22180, 22027 and 22124

New Listings

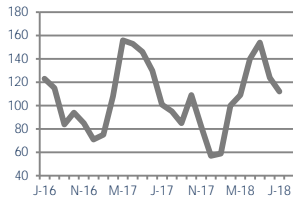
143



Up 8%
Vs. Year Ago

Current Contracts

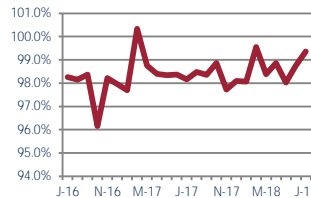
112



Up 11%
Vs. Year Ago

Sold Vs. List Price

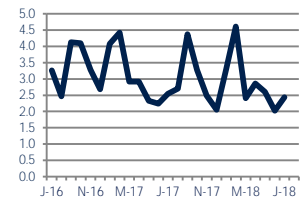
99.4%



Up 1.2%
Vs. Year Ago

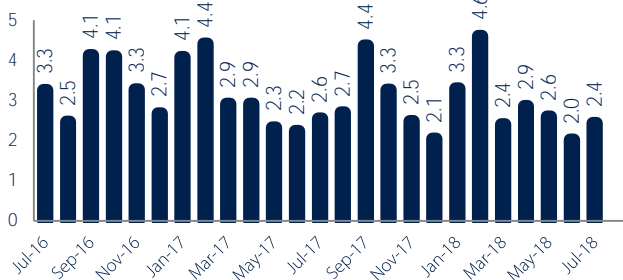
Months of Supply

2.4



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

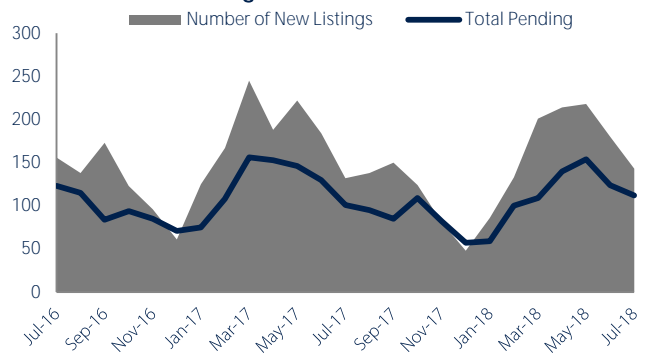
In July, there was 2.4 months of supply available in Vienna, Oakton, and Tyson's Corner, compared to 2.6 in July 2017. That is a decrease of 4% versus a year ago.

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.

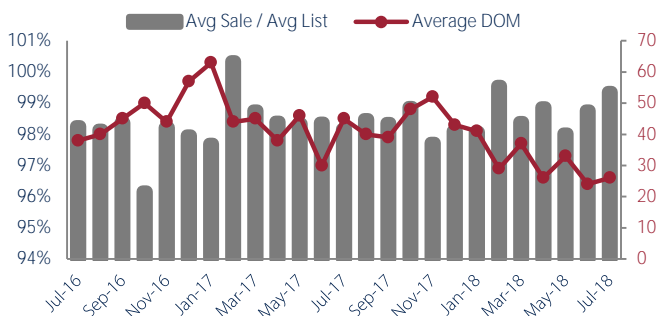
New Listings & Current Contracts

This month there were 143 homes newly listed for sale in Vienna, Oakton, and Tyson's Corner compared to 132 in July 2017, an increase of 8%. There were 112 current contracts pending sale this July compared to 101 a year ago. The number of current contracts is 11% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Vienna, Oakton, and Tyson's Corner was 99.4% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 45, a decrease of 42%.



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