

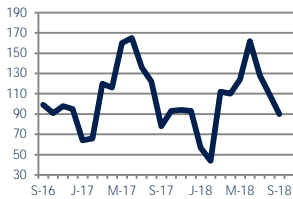
Focus On: Vienna, Oakton, and Tyson's Corner Housing Market

September 2018

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

Units Sold

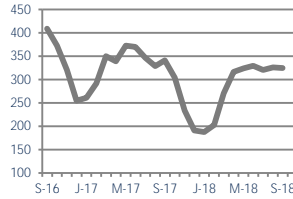
90



Up 15%
Vs. Year Ago

Active Inventory

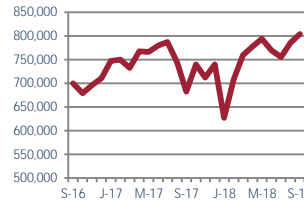
325



Down -5%
Vs. Year Ago

Median Sale Price

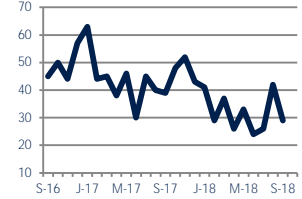
\$804,000



Up 18%
Vs. Year Ago

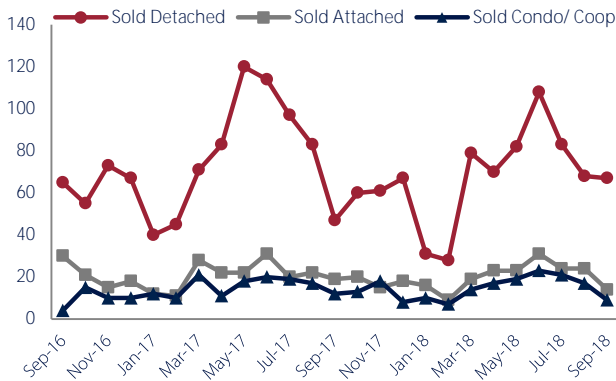
Days On Market

29



Down -26%
Vs. Year Ago

Units Sold*



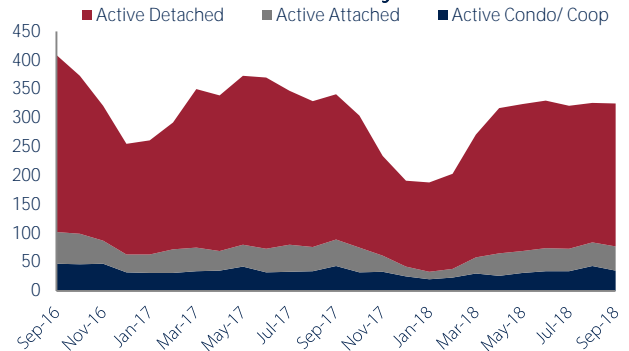
Units Sold

There was a decrease in total units sold in September, with 90 sold this month in Vienna, Oakton, and Tyson's Corner versus 109 last month, a decrease of 17%. This month's total units sold was higher than at this time last year, an increase of 15% versus September 2017.

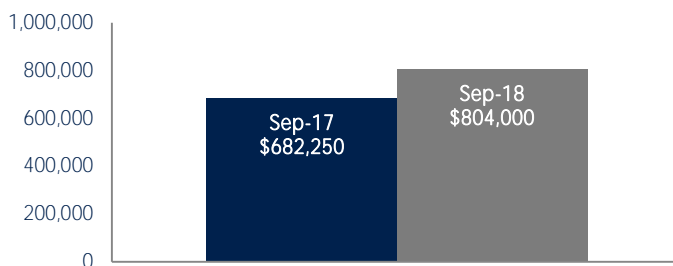
Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 5%. The total number of active inventory this September was 325 compared to 341 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Vienna, Oakton, and Tyson's Corner Homes was \$682,250. This September, the median sale price was \$804,000, an increase of 18% or \$121,750 compared to last year. The current median sold price is 2% 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.

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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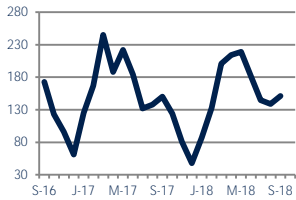
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September 2018

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

New Listings

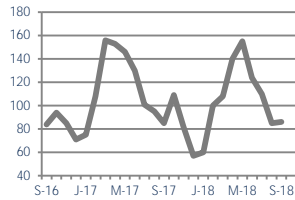
151



Up 1%
Vs. Year Ago

Current Contracts

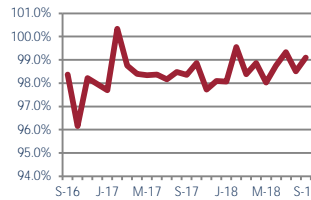
86



Up 1%
Vs. Year Ago

Sold Vs. List Price

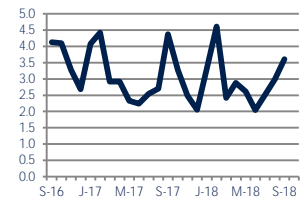
99.1%



Up 0.8%
Vs. Year Ago

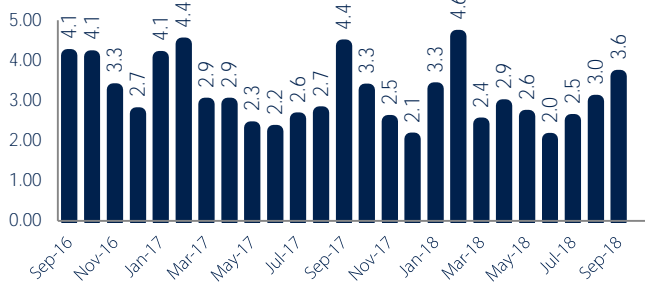
Months of Supply

3.6



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

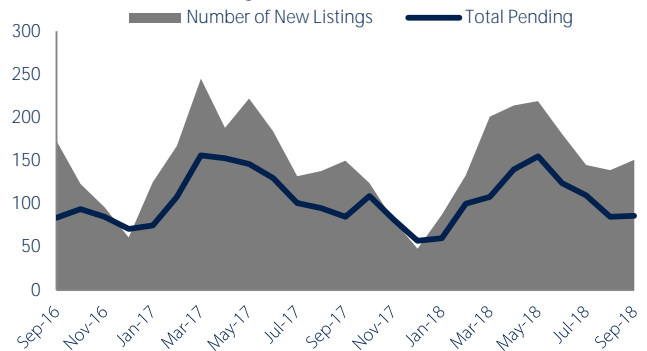
In September, there was 3.6 months of supply available in Vienna, Oakton, and Tyson's Corner, compared to 4.4 in September 2017. That is a decrease of 17% versus a year ago.

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.

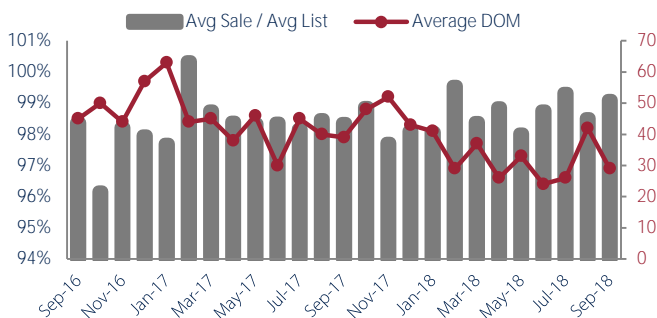
New Listings & Current Contracts

This month there were 151 homes newly listed for sale in Vienna, Oakton, and Tyson's Corner compared to 150 in September 2017, an increase of 1%. There were 86 current contracts pending sale this September compared to 85 a year ago. The number of current contracts is 1% 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 Vienna, Oakton, and Tyson's Corner was 99.1% 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 29, lower than the average last year, which was 39, a decrease of 26%.



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