



The Long & Foster Market Minute™

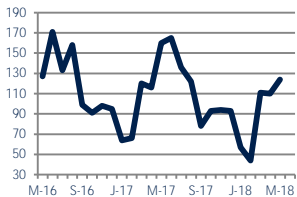
Focus On: Vienna, Oakton, and Tyson's Corner Housing Market

May 2018

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

Units Sold

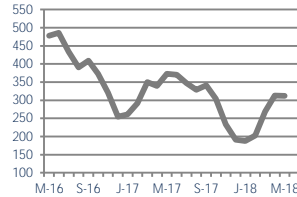
124



Down -22%
Vs. Year Ago

Active Inventory

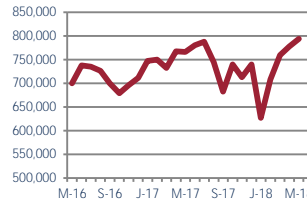
312



Down -16%
Vs. Year Ago

Median Sale Price

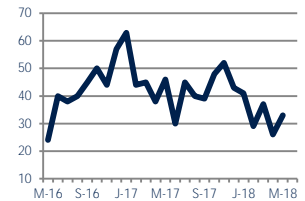
\$793,750



Up 4%
Vs. Year Ago

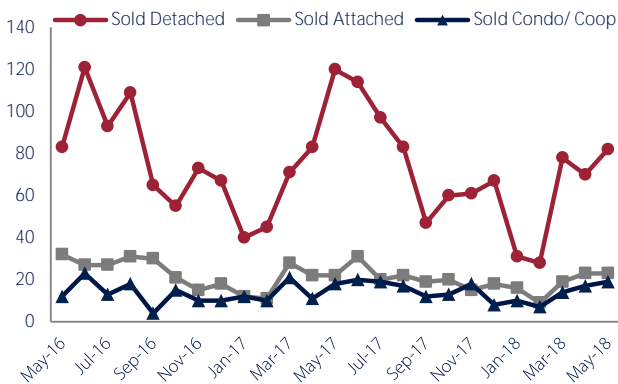
Days On Market

33



Down -28%
Vs. Year Ago

Units Sold*



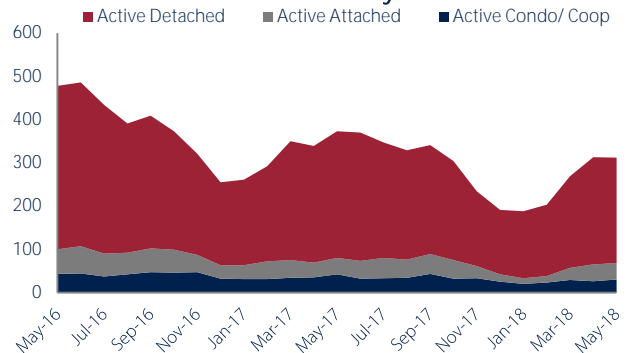
Units Sold

There was an increase in total units sold in May, with 124 sold this month in Vienna, Oakton, and Tyson's Corner versus 110 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 23% versus May 2017.

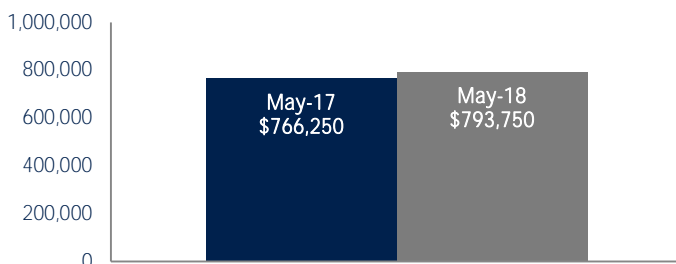
Active Inventory

Versus last year, the total number of homes available this month is lower by 61 units or 16%. The total number of active inventory this May was 312 compared to 373 in May 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Vienna, Oakton, and Tyson's Corner Homes was \$766,250. This May, the median sale price was \$793,750, an increase of 4% or \$27,500 compared to last year. The current median sold price is 2% higher than in April.

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.

CHRISTIE'S
INTERNATIONAL REAL ESTATE



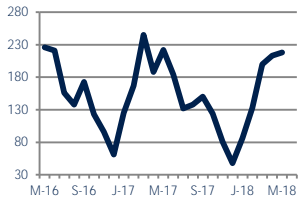
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May 2018

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

New Listings

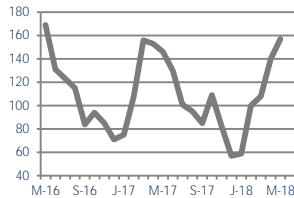
218



Down -2%
Vs. Year Ago

Current Contracts

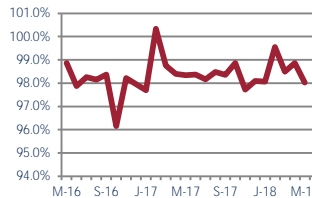
157



Up 8%
Vs. Year Ago

Sold Vs. List Price

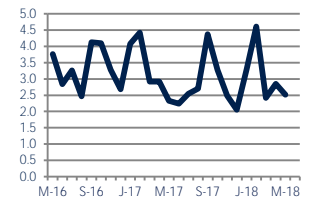
98.0%



No Change
Vs. Year Ago

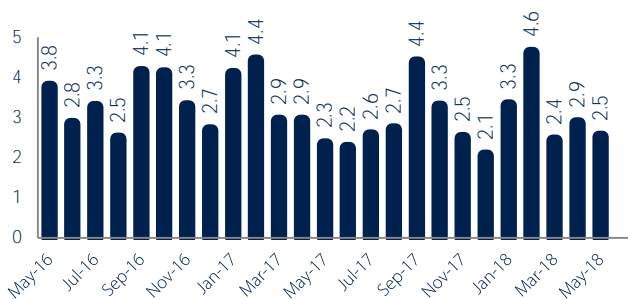
Months of Supply

2.5



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

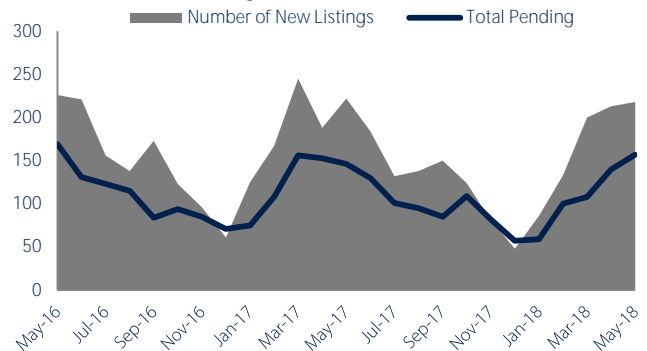
In May, there was 2.5 months of supply available in Vienna, Oakton, and Tyson's Corner, compared to 2.3 in May 2017. That is an increase of 8% versus a year ago.

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.

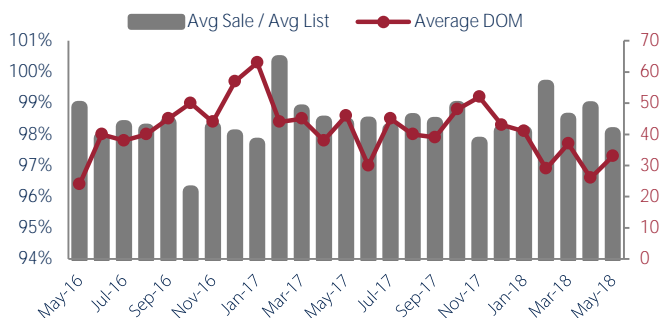
New Listings & Current Contracts

This month there were 218 homes newly listed for sale in Vienna, Oakton, and Tyson's Corner compared to 222 in May 2017, a decrease of 2%. There were 157 current contracts pending sale this May compared to 146 a year ago. The number of current contracts is 8% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Vienna, Oakton, and Tyson's Corner was 98.0% 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 33, lower than the average last year, which was 46, a decrease of 28%.



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