



THE LONG & FOSTER® MARKETMINUTE



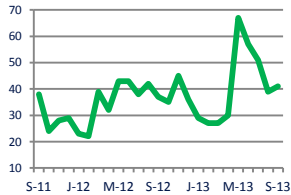
Focus On: Lorton, Mason Neck, and Fort Belvoir Housing Market

September 2013

Zip Code(s): 22079 and 22060

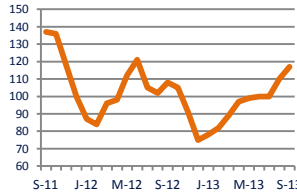
Units Sold

41



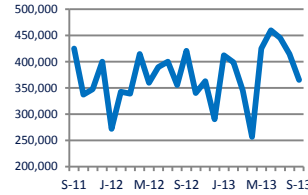
Active Inventory

117



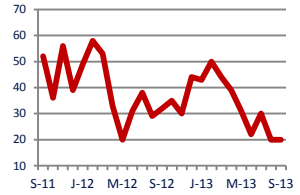
Median Sale Price

\$365,000



Days On Market

20

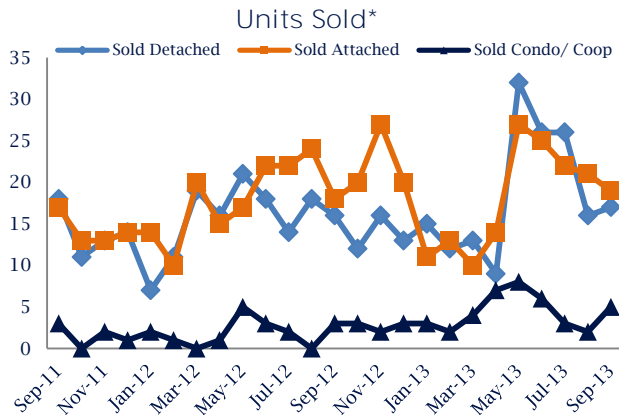


Up 11%
Vs. Year Ago

Up 8%
Vs. Year Ago

Down -13%
Vs. Year Ago

Down -38%
Vs. Year Ago

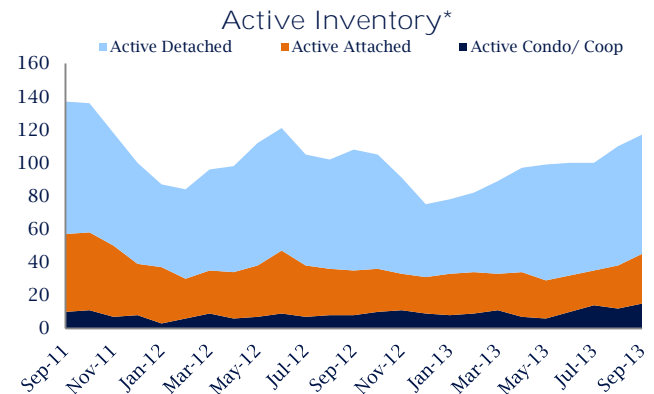


Units Sold

There was an increase in total units sold in September, with 41 sold this month in Lorton, Mason Neck, and Fort Belvoir versus 39 last month, an increase of 5%. This month's total units sold was higher than at this time last year, an increase of 11% versus September 2012.

Active Inventory

Versus last year, the total number of homes available this month is higher by 9 units or 8%. The total number of active inventory this September was 117 compared to 108 in September 2012. This month's total of 117 is higher than the previous month's total supply of available inventory of 110, an increase of 6%.



Median Sale Price



Median Sale Price

Last September, the median sale price for Lorton, Mason Neck, and Fort Belvoir Homes was \$421,000. This September, the median sale price was \$365,000, a decrease of 13% or \$56,000 compared to last year. The current median sold price is 12% 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.

Lorton, Mason Neck, and Fort Belvoir are defined as properties listed in zip code/s 22079 and 22060.

*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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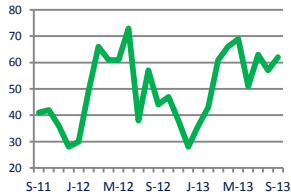
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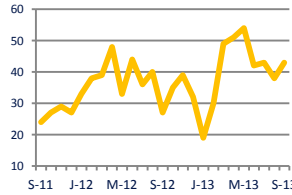
New Listings

62



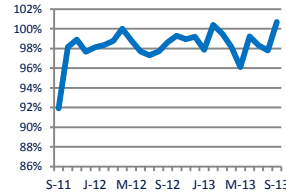
Current Contracts

43



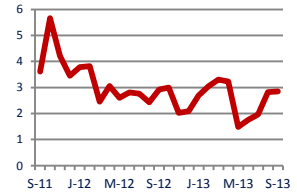
Sold Vs. List Price

100.7%



Months of Supply

2.9



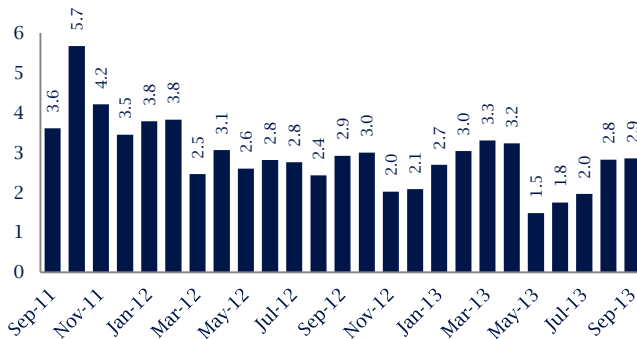
Up 41%
Vs. Year Ago

Up 59%
Vs. Year Ago

Up 2.1%
Vs. Year Ago

Down -2%
Vs. Year Ago

Months Of Supply



Months of Supply

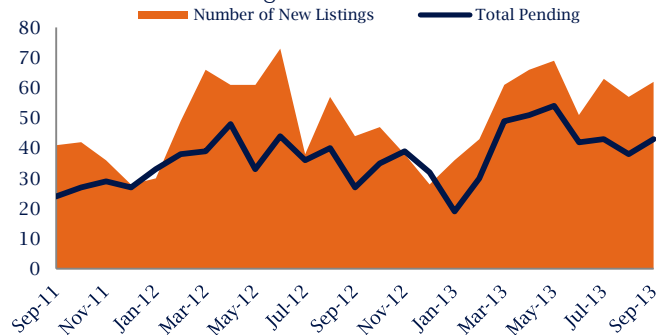
In September, there was 2.9 months of supply available in Lorton, Mason Neck, and Fort Belvoir, compared to 2.9 in September 2012. That is a decrease of 2% versus a year ago.

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.

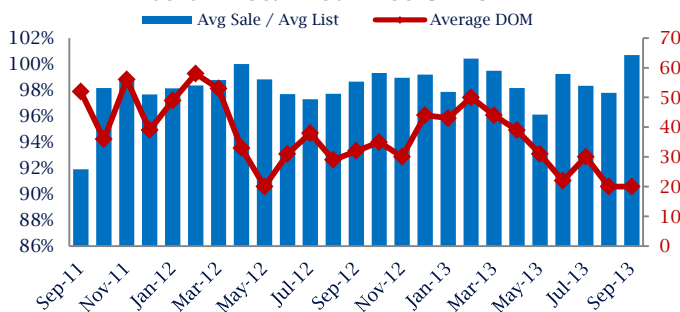
New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Lorton, Mason Neck, and Fort Belvoir compared to 44 in September 2012, an increase of 41%. There were 43 current contracts pending sale this September compared to 27 a year ago. The number of current contracts is 59% 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 Lorton, Mason Neck, and Fort Belvoir was 100.7% of the average list price, which is 2.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 32, a decrease of 38%.

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