

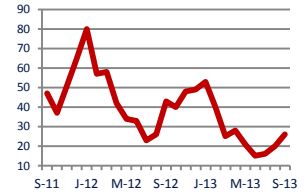
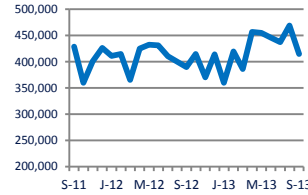
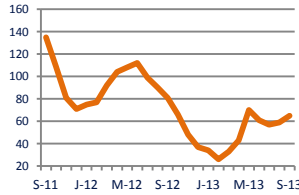
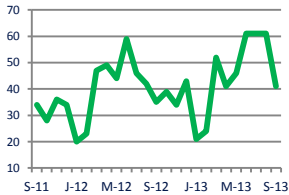


Focus On: Kingstowne and Hayfield Housing Market

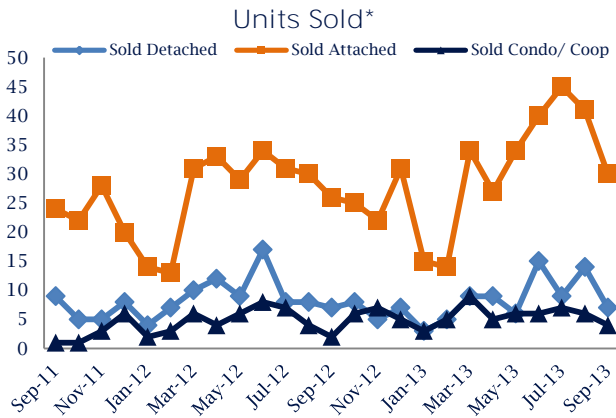
September 2013

Zip Code(s): 22315

<b>Units Sold</b> 41	<b>Active Inventory</b> 65	<b>Median Sale Price</b> \$415,000	<b>Days On Market</b> 26
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<b>Up 17%</b> Vs. Year Ago	<b>Down -20%</b> Vs. Year Ago	<b>Up 6%</b> Vs. Year Ago	<b>Down -40%</b> Vs. Year Ago
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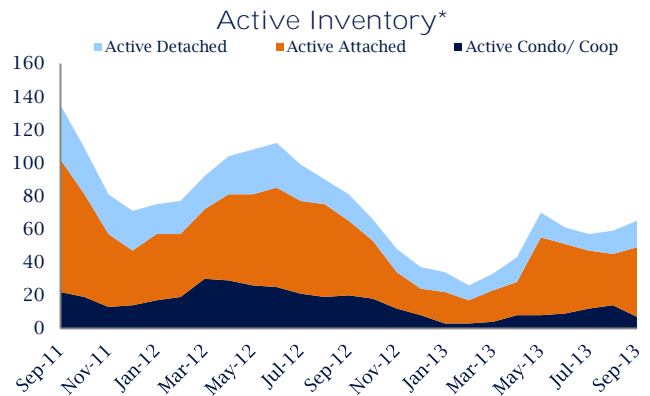


Units Sold

There was a decrease in total units sold in September, with 41 sold this month in Kingstowne and Hayfield versus 61 last month, a decrease of 33%. This month's total units sold was higher than at this time last year, an increase of 17% versus September 2012.

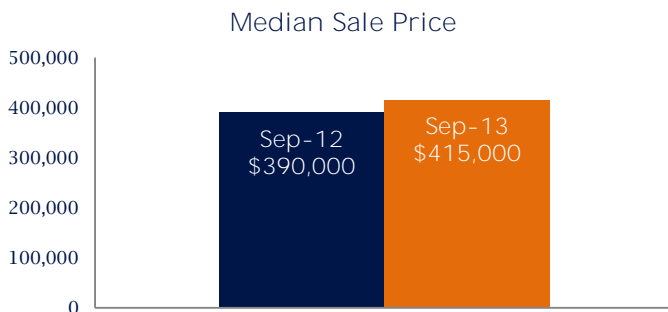
Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 20%. The total number of active inventory this September was 65 compared to 81 in September 2012. This month's total of 65 is higher than the previous month's total supply of available inventory of 59, an increase of 10%.



Median Sale Price

Last September, the median sale price for Kingstowne and Hayfield Homes was \$390,000. This September, the median sale price was \$415,000, an increase of 6% or \$25,000 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.

Kingstowne and Hayfield are defined as properties listed in zip code/s 22315.

\*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.





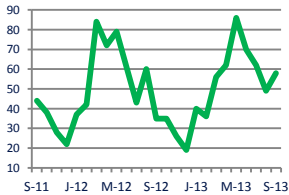
## Focus On: Kingstowne and Hayfield Housing Market

September 2013

Zip Code(s): 22315

### New Listings

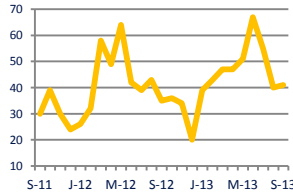
58



Up 66%  
Vs. Year Ago

### Current Contracts

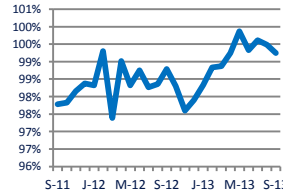
41



Up 17%  
Vs. Year Ago

### Sold Vs. List Price

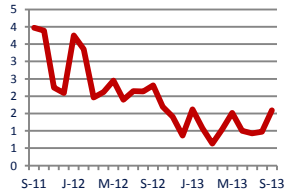
99.3%



No Change  
Vs. Year Ago

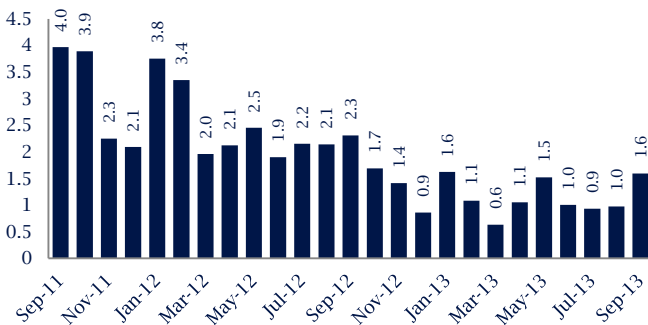
### Months of Supply

1.6



Down -31%  
Vs. Year Ago

### Months Of Supply



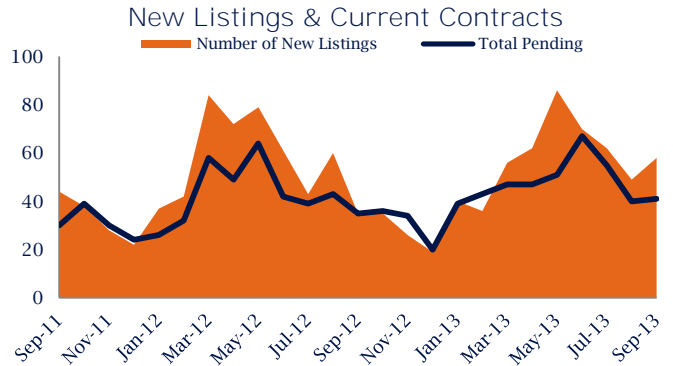
### Months of Supply

In September, there was 1.6 months of supply available in Kingstowne and Hayfield, compared to 2.3 in September 2012. That is a decrease of 31% versus a year ago.

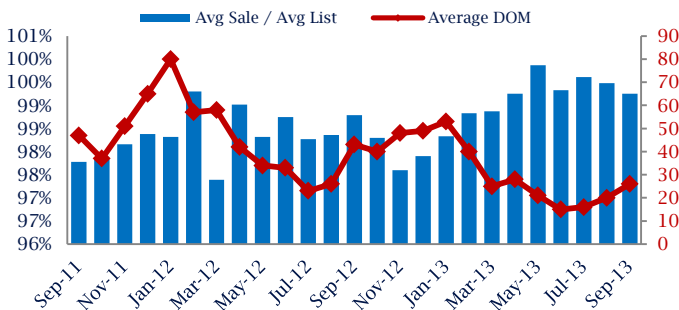
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

This month there were 58 homes newly listed for sale in Kingstowne and Hayfield compared to 35 in September 2012, an increase of 66%. There were 41 current contracts pending sale this September compared to 35 a year ago. The number of current contracts is 17% higher than last September.



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Kingstowne and Hayfield was 99.3% 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 26, lower than the average last year, which was 43, a decrease of 40%.

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