



THE LONG & FOSTER® MARKETMINUTE



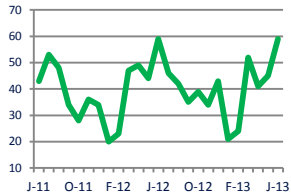
Focus On: Kingstowne and Hayfield Housing Market

June 2013

Zip Code(s): 22315

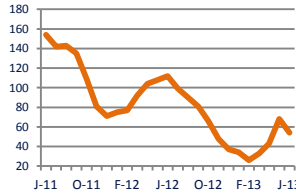
Units Sold

59



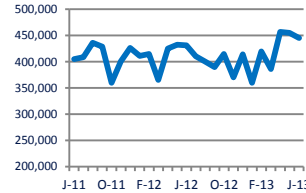
Active Inventory

54



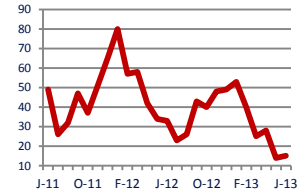
Median Sale Price

\$445,000



Days On Market

15



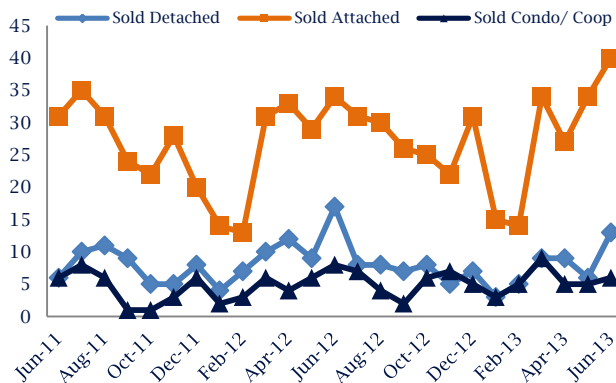
No Change
Vs. Year Ago

Down -52%
Vs. Year Ago

Up 3%
Vs. Year Ago

Down -55%
Vs. Year Ago

Units Sold*



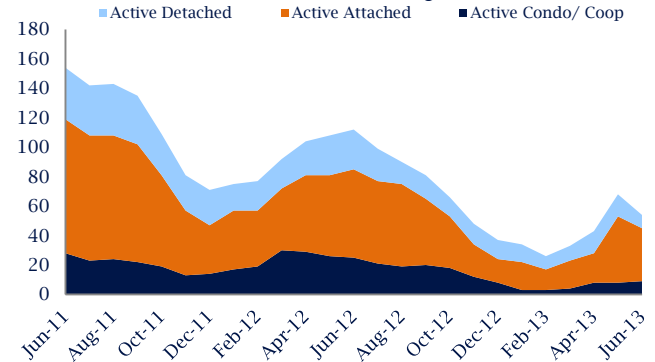
Units Sold

There was an increase in total units sold in June, with 59 sold this month in Kingstowne and Hayfield, an increase of 31%. This month's total units sold is similar compared to a year ago.

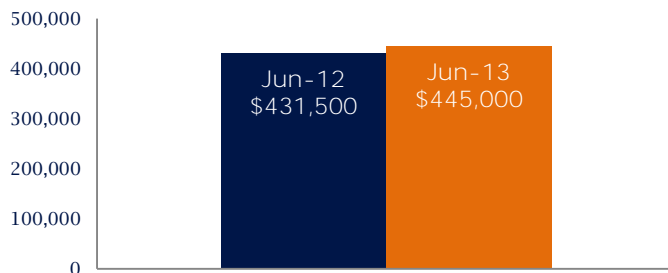
Active Inventory

Versus last year, the total number of homes available this month is lower by 58 units or 52%. The total number of active inventory this June was 54 compared to 112 in June 2012. This month's total of 54 is lower than the previous month's total supply of available inventory of 68, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Kingstowne and Hayfield Homes was \$431,500. This June, the median sale price was \$445,000, an increase of 3% or \$13,500 compared to last year. The current median sold price is 2% lower than in May.

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.





THE LONG & FOSTER® MARKETMINUTE



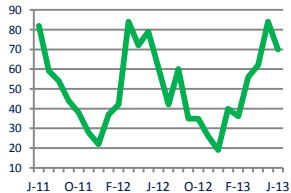
Focus On: Kingstowne and Hayfield Housing Market

June 2013

Zip Code(s): 22315

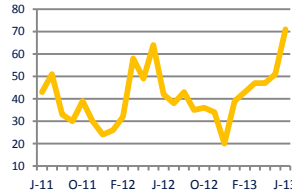
New Listings

70



Current Contracts

71



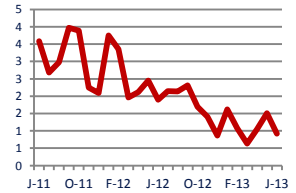
Sold Vs. List Price

99.3%



Months of Supply

0.9



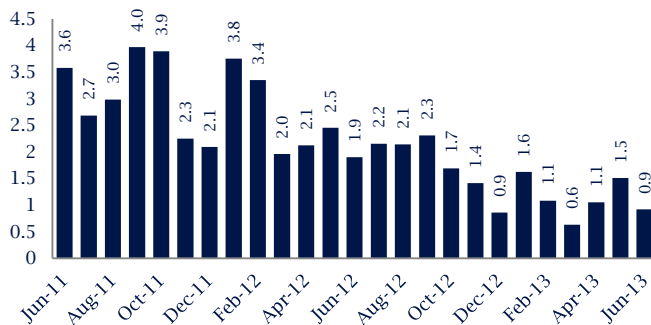
Up 15%
Vs. Year Ago

Up 69%
Vs. Year Ago

Up 0.6%
Vs. Year Ago

Down -52%
Vs. Year Ago

Months Of Supply



Months of Supply

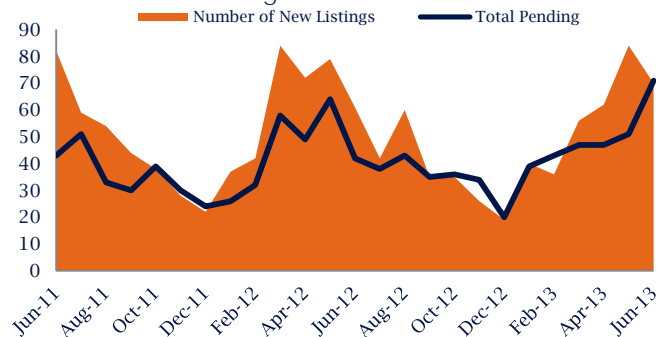
In June, there was 0.9 months of supply available in Kingstowne and Hayfield, compared to 1.9 in June 2012. That is a decrease of 52% versus a year ago.

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.

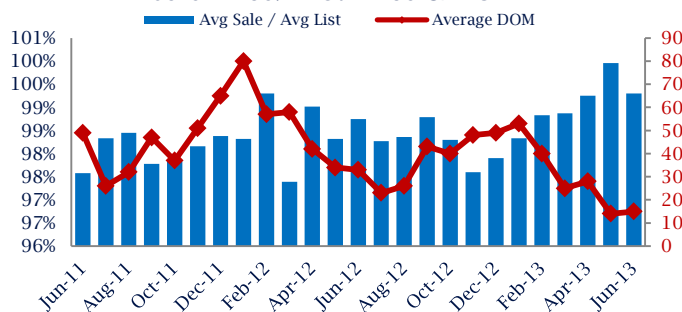
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Kingstowne and Hayfield compared to 61 in June 2012, an increase of 15%. There were 71 current contracts pending sale this June compared to 42 a year ago. The number of current contracts is 69% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Kingstowne and Hayfield was 99.3% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 15, lower than the average last year, which was 33, a decrease of 55%.

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.

