



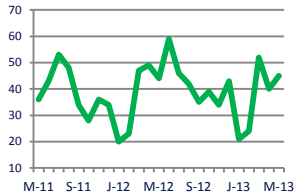
Focus On: Kingstowne and Hayfield Housing Market

May 2013

Zip Code(s): 22315

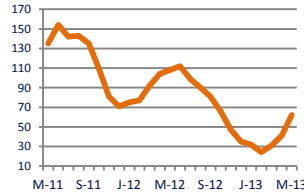
Units Sold

45



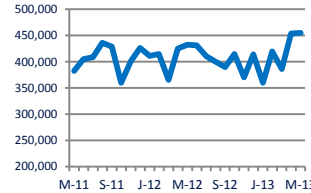
Active Inventory

62



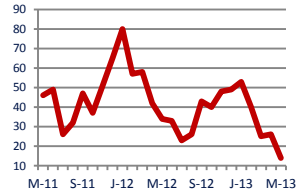
Median Sale Price

\$455,000



Days On Market

14

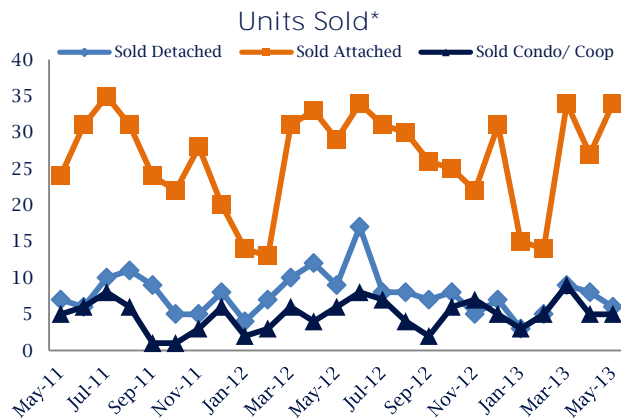


Up 2%
Vs. Year Ago

Down -43%
Vs. Year Ago

Up 5%
Vs. Year Ago

Down -59%
Vs. Year Ago

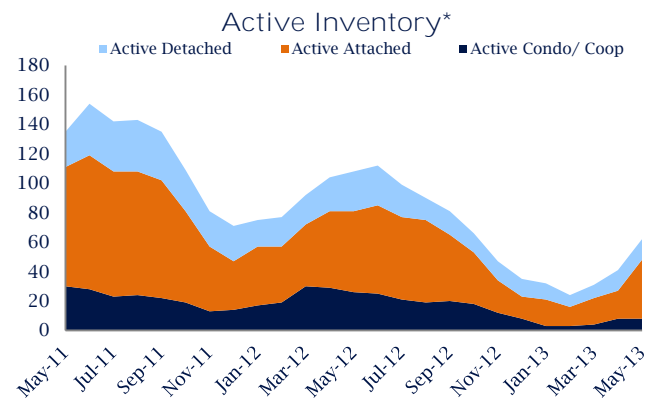


Units Sold

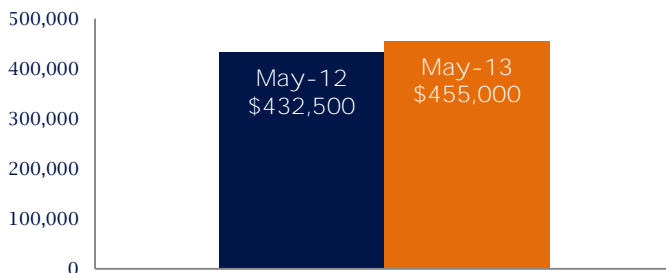
There was an increase in total units sold in May, with 45 sold this month in Kingstowne and Hayfield versus 40 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 2% versus May 2012.

Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 43%. The total number of active inventory this May was 62 compared to 108 in May 2012. This month's total of 62 is higher than the previous month's total supply of available inventory of 41, an increase of 51%.



Median Sale Price



Median Sale Price

Last May, the median sale price for Kingstowne and Hayfield Homes was \$432,500. This May, the median sale price was approximately the same at \$455,000. The current median sold price is 5% higher than in May 2012.

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.





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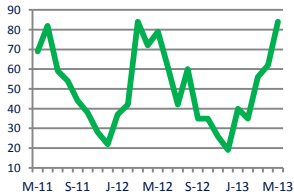
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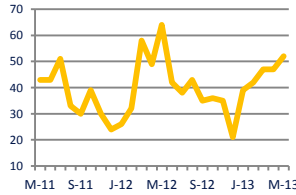
New Listings

84



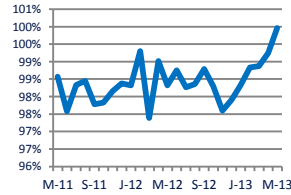
Current Contracts

52



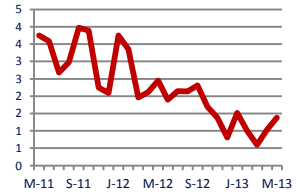
Sold Vs. List Price

100.0%



Months of Supply

1.4



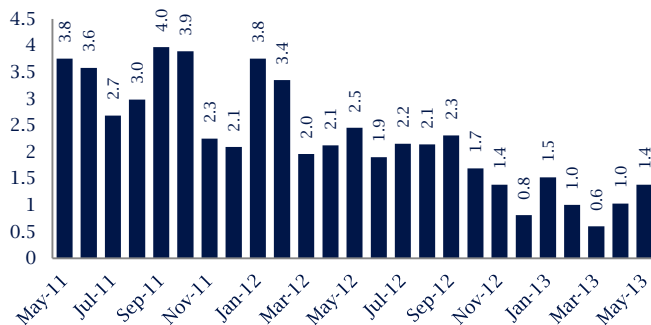
Up 6%
Vs. Year Ago

Down -19%
Vs. Year Ago

Up 1.7%
Vs. Year Ago

Down -44%
Vs. Year Ago

Months Of Supply



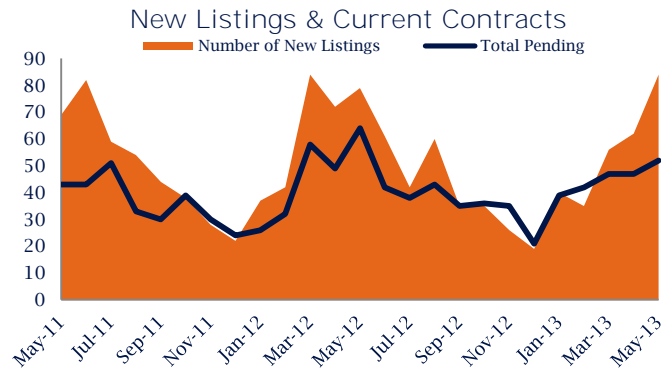
Months of Supply

In May, there was 1.4 months of supply available in Kingstowne and Hayfield, compared to 2.5 in May 2012. That is a decrease of 44% 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 84 homes newly listed for sale in Kingstowne and Hayfield compared to 79 in May 2012, an increase of 6%. There were 52 current contracts pending sale this May compared to 64 a year ago. The number of current contracts is 19% lower than last May.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Kingstowne and Hayfield was 100.0% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 14, lower than the average last year, which was 34, a decrease of 59%.

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