



THE LONG & FOSTER® MARKETMINUTE



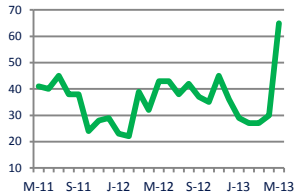
Focus On: Lorton, Mason Neck, and Fort Belvoir Housing Market

May 2013

Zip Code(s): 22079 and 22060

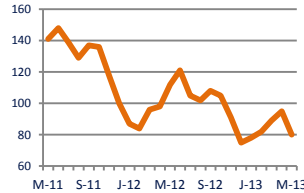
Units Sold

65



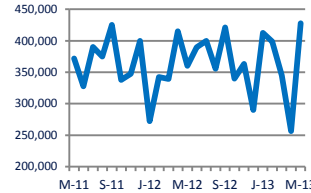
Active Inventory

80



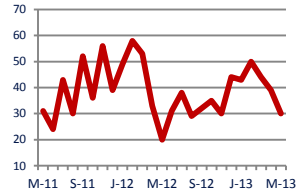
Median Sale Price

\$428,000



Days On Market

30

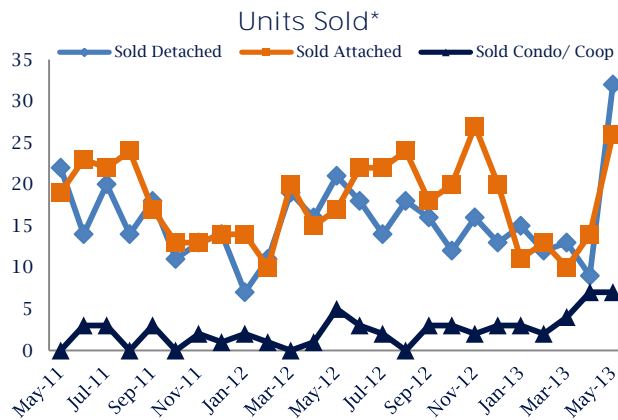


Up
Vs. Year Ago

Down -29%
Vs. Year Ago

Up
Vs. Year Ago

Up 50%
Vs. Year Ago

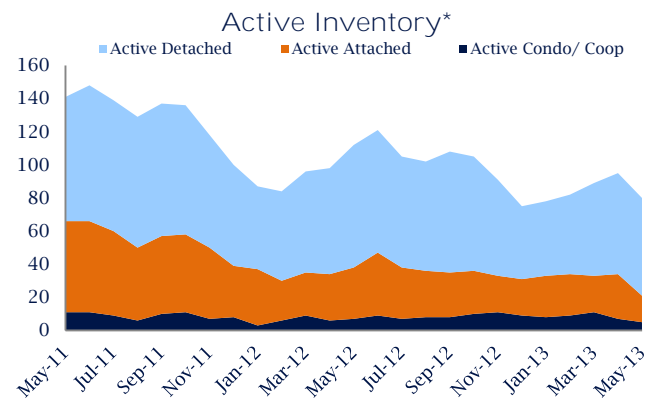


Units Sold

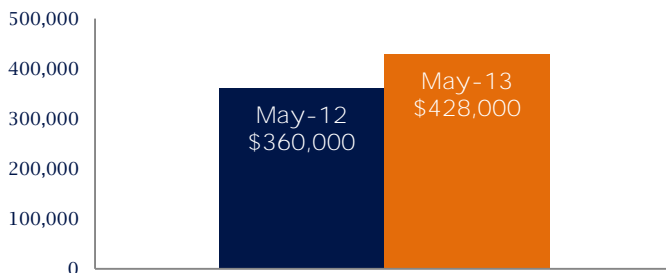
There was an increase in total units sold in May, with 65 sold this month in Lorton, Mason Neck, and Fort Belvoir. This month's total units sold was higher than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 29%. The total number of active inventory this May was 80 compared to 112 in May 2012. This month's total of 80 is lower than the previous month's total supply of available inventory of 95, a decrease of 16%.



Median Sale Price



Median Sale Price

Last May, the median sale price for Lorton, Mason Neck, and Fort Belvoir Homes was \$360,000. This May, the median sale price was \$428,000, an increase of \$68,000 compared to last year. The current median sold price is 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.

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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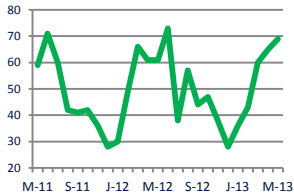
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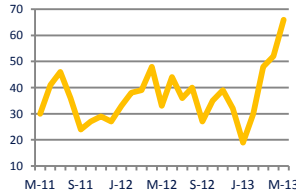
New Listings

69



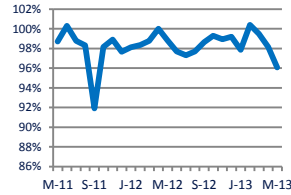
Current Contracts

66



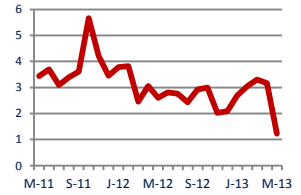
Sold Vs. List Price

96.1%



Months of Supply

1.2



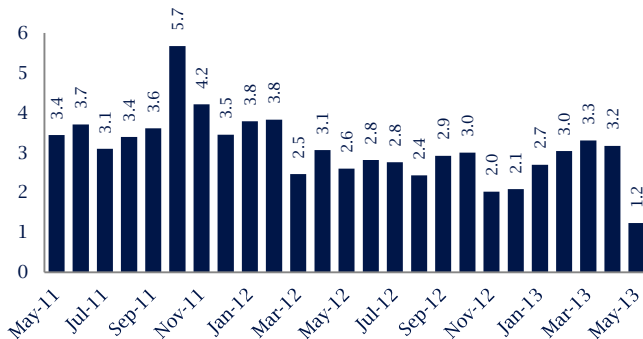
Up 13%
Vs. Year Ago

Up 100%
Vs. Year Ago

Down -2.8%
Vs. Year Ago

Down -53%
Vs. Year Ago

Months Of Supply



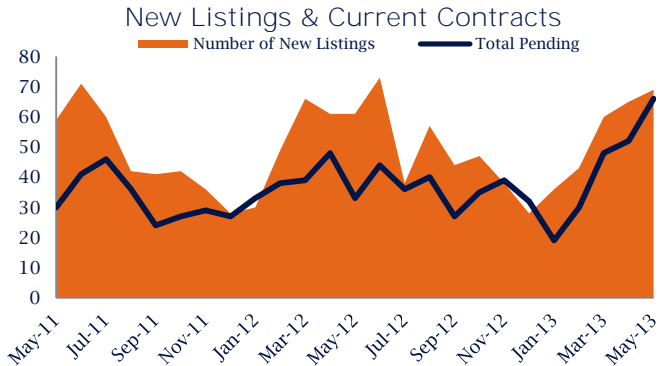
Months of Supply

In May, there was 1.2 months of supply available in Lorton, Mason Neck, and Fort Belvoir, compared to 2.6 in May 2012. That is a decrease of 53% versus a year ago.

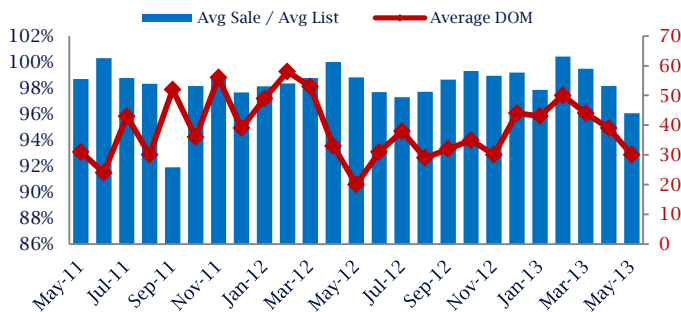
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 69 homes newly listed for sale in Lorton, Mason Neck, and Fort Belvoir compared to 61 in May 2012, an increase of 13%. There were 66 current contracts pending sale this May compared to 33 a year ago. The number of current contracts is 100% higher than last May.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Lorton, Mason Neck, and Fort Belvoir was 96.1% of the average list price, which is 2.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 30, higher than the average last year, which was 20, an increase of 50%.

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