

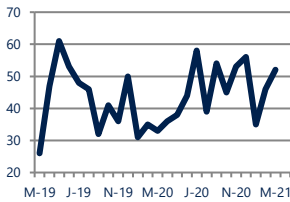


**Focus On: Eastern McLean Housing Market**

March 2021

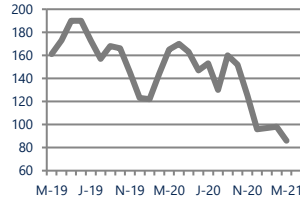
Zip Code(s): 22101

**Units Sold**  
52



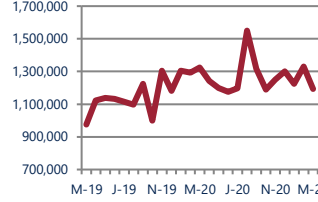
**Up**  
Vs. Year Ago

**Active Inventory**  
86



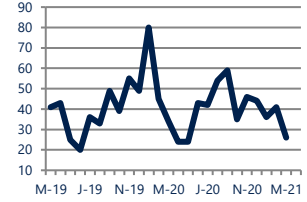
**Down -48%**  
Vs. Year Ago

**Median Sale Price**  
\$1,192,500



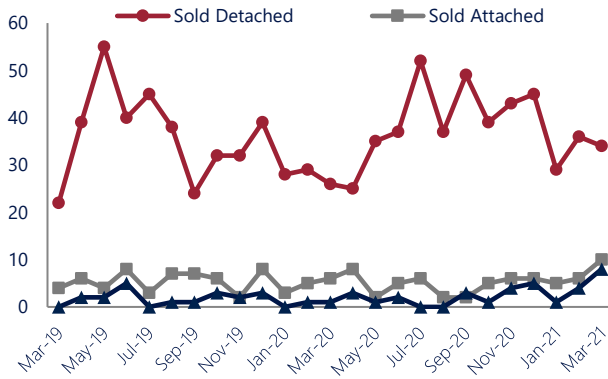
**Down -10%**  
Vs. Year Ago

**Days On Market**  
26



**Down -24%**  
Vs. Year Ago

**Units Sold\***



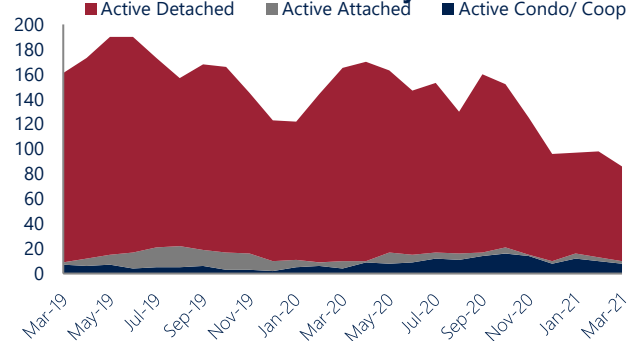
**Units Sold**

There was an increase in total units sold in March, with 52 sold this month in Eastern McLean. This month's total units sold was higher than at this time last year.

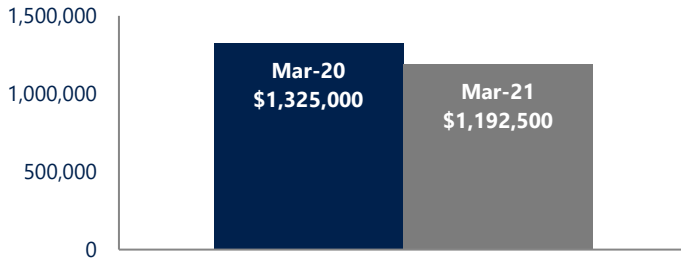
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 79 units or 48%. The total number of active inventory this March was 86 compared to 165 in March 2020. This month's total of 86 is lower than the previous month's total supply of available inventory of 98, a decrease of 12%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last March, the median sale price for Eastern McLean Homes was \$1,325,000. This March, the median sale price was \$1,192,500, a decrease of 10% or \$132,500 compared to last year. The current median sold price is 10% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Eastern McLean are defined as properties listed in zip code/s 22101.

\*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

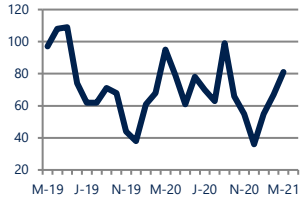




Zip Code(s): 22101

**New Listings**

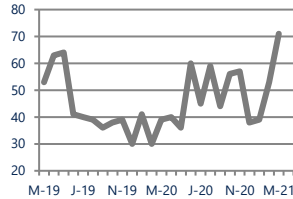
81



**Down -15%**  
Vs. Year Ago

**Current Contracts**

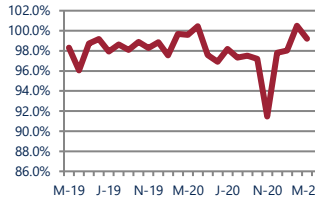
71



**Up 82%**  
Vs. Year Ago

**Sold Vs. List Price**

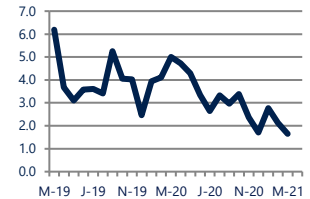
99.2%



**No Change**  
Vs. Year Ago

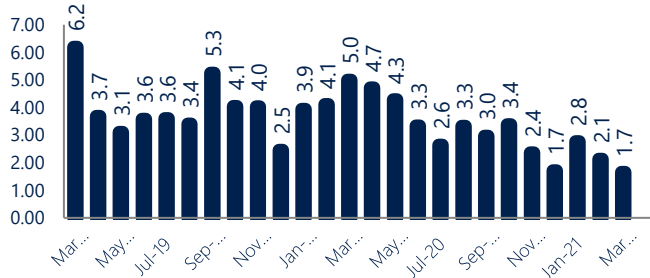
**Months of Supply**

1.7



**Down -67%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

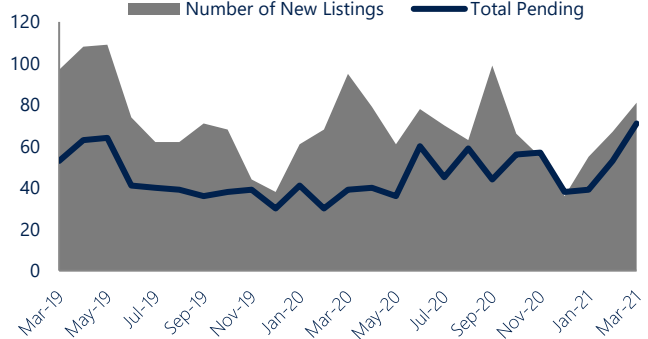
In March, there was 1.7 months of supply available in Eastern McLean, compared to 5.0 in March 2020. That is a decrease of 67% versus a year ago.

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.

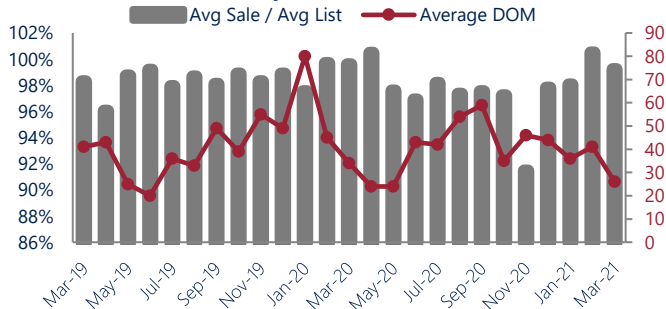
**New Listings & Current Contracts**

This month there were 81 homes newly listed for sale in Eastern McLean compared to 95 in March 2020, a decrease of 15%. There were 71 current contracts pending sale this March compared to 39 a year ago. The number of current contracts is 82% higher than last March.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In March, the average sale price in Eastern McLean was 99.2% 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 34, a decrease of 24%.



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