

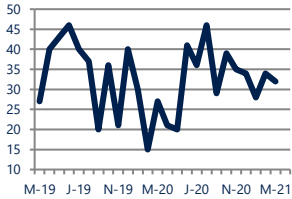


**Focus On: Lincolnia Housing Market**

March 2021

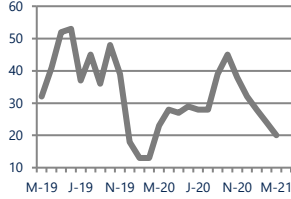
Zip Code(s): 22312

**Units Sold**  
32



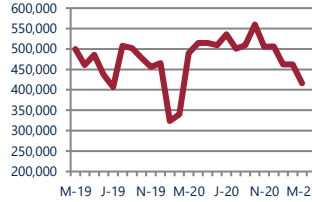
**Up 19%**  
Vs. Year Ago

**Active Inventory**  
20



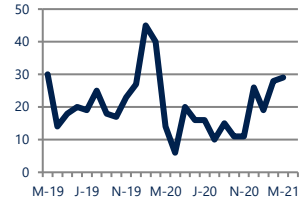
**Down -13%**  
Vs. Year Ago

**Median Sale Price**  
\$416,000



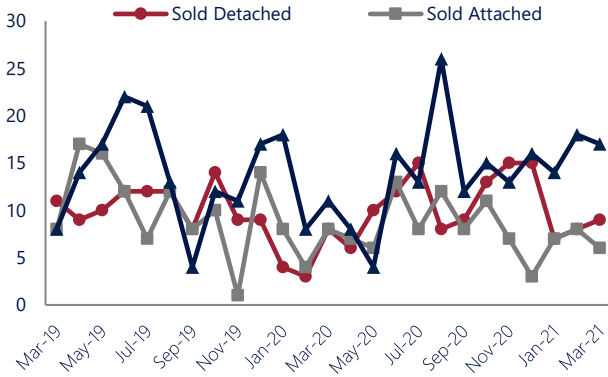
**Down -15%**  
Vs. Year Ago

**Days On Market**  
29



**Up**  
Vs. Year Ago

**Units Sold\***



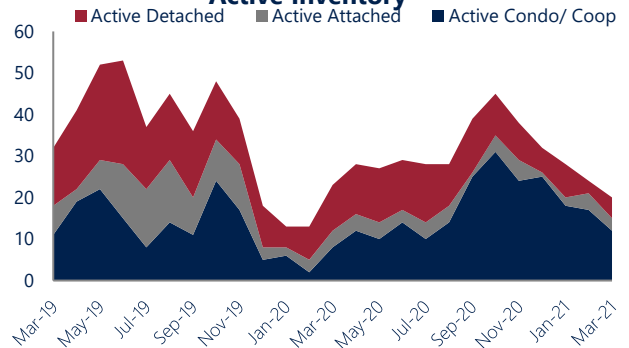
**Units Sold**

There was a decrease in total units sold in March, with 32 sold this month in Lincolnia versus 34 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 19% versus March 2020.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 3 units or 13%. The total number of active inventory this March was 20 compared to 23 in March 2020. This month's total of 20 is lower than the previous month's total supply of available inventory of 24, a decrease of 17%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last March, the median sale price for Lincolnia Homes was \$490,000. This March, the median sale price was \$416,000, a decrease of 15% or \$74,000 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.

Lincolnia are defined as properties listed in zip code/s 22312.

\*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.



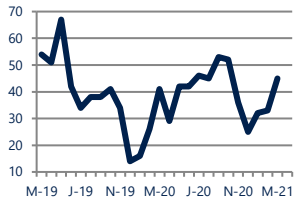
## Focus On: Lincolnia Housing Market

March 2021

Zip Code(s): 22312

### New Listings

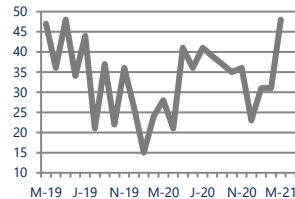
45



**Up 10%**  
Vs. Year Ago

### Current Contracts

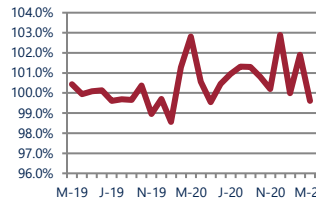
48



**Up 71%**  
Vs. Year Ago

### Sold Vs. List Price

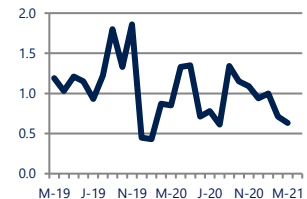
99.6%



**Down -3.1%**  
Vs. Year Ago

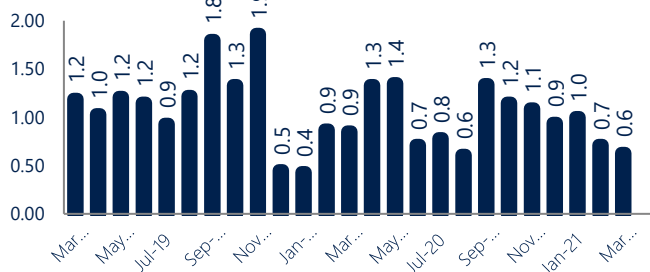
### Months of Supply

0.6



**Down -26%**  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

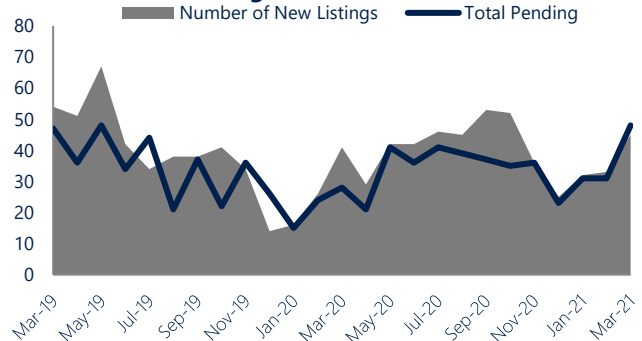
This month there were 45 homes newly listed for sale in Lincolnia compared to 41 in March 2020, an increase of 10%. There were 48 current contracts pending sale this March compared to 28 a year ago. The number of current contracts is 71% higher than last March.

### Months of Supply

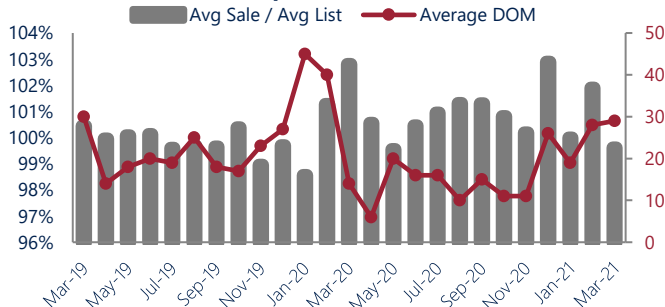
In March, there was 0.6 months of supply available in Lincolnia, compared to 0.9 in March 2020. That is a decrease of 27% versus a year ago.

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



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Lincolnia was 99.6% of the average list price, which is 3.2% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 29, higher than the average last year, which was 14. This increase was impacted by the limited number of sales.



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