



# The Long & Foster Market Minute™

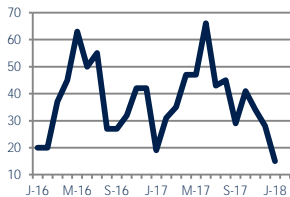
Focus On: Arlandria and Del Ray Housing Market

January 2018

Zip Code(s): 22305 and 22301

## Units Sold

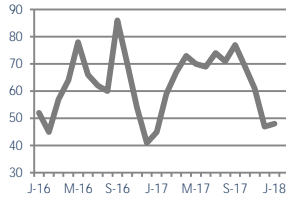
15



Down  
Vs. Year Ago

## Active Inventory

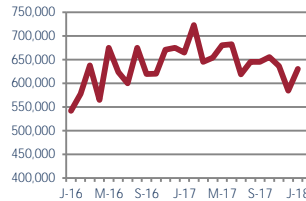
48



Up 7%  
Vs. Year Ago

## Median Sale Price

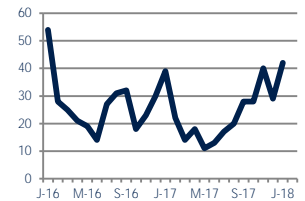
\$630,000



Down -5%  
Vs. Year Ago

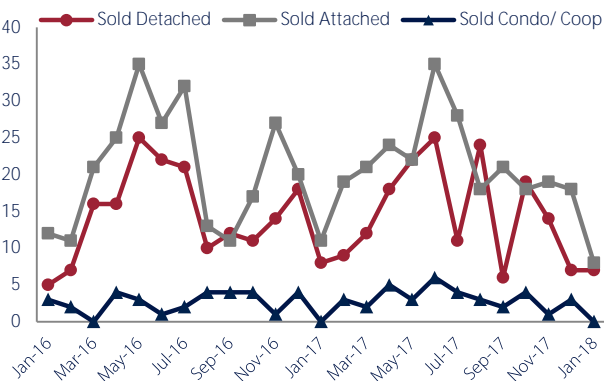
## Days On Market

42



Up 8%  
Vs. Year Ago

## Units Sold\*



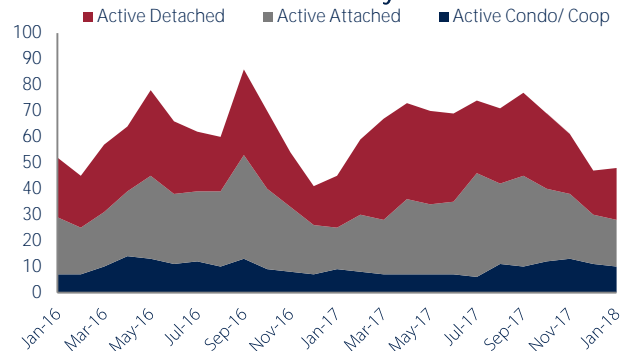
## Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 15 sold this month in Arlandria and Del Ray. This month's total units sold was lower than at this time last year, a decrease from January 2017.

## Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 7%. The total number of active inventory this January was 48 compared to 45 in January 2017. This month's total of 48 is higher than the previous month's total supply of available inventory of 47, an increase of 2%.

## Active Inventory\*

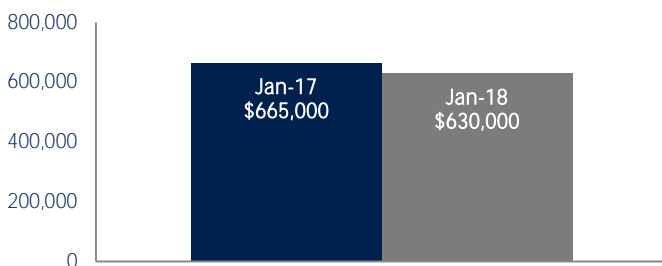


## Median Sale Price

Last January, the median sale price for Arlandria and Del Ray Homes was \$665,000. This January, the median sale price was \$630,000, a decrease of 5% or \$35,000 compared to last year. The current median sold price is 8% higher than in December.

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

## Median Sale Price



Arlandria and Del Ray are defined as properties listed in zip code/s 22305 and 22301.

\*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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INTERNATIONAL REAL ESTATE





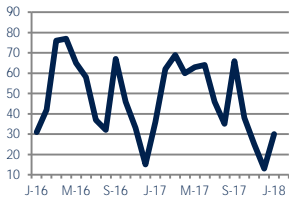
## Focus On: Arlandria and Del Ray Housing Market

January 2018

Zip Code(s): 22305 and 22301

### New Listings

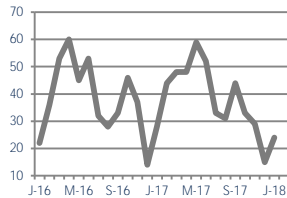
30



Down -17%  
Vs. Year Ago

### Current Contracts

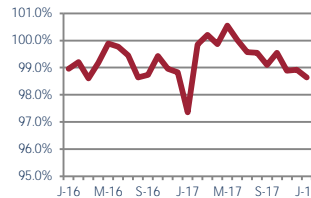
24



Down -14%  
Vs. Year Ago

### Sold Vs. List Price

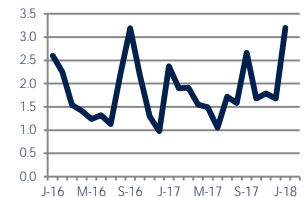
98.6%



Up 1.3%  
Vs. Year Ago

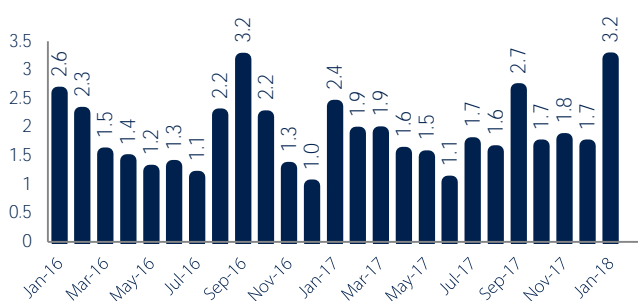
### Months of Supply

3.2



Up 35%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

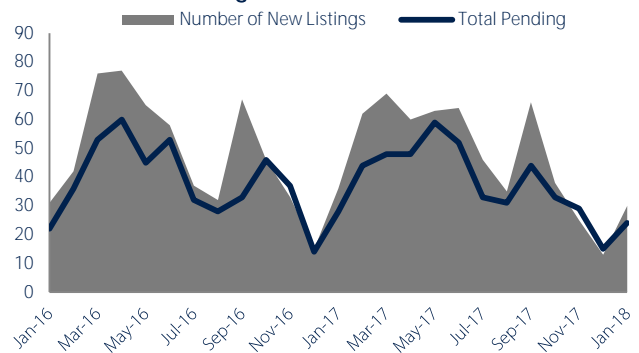
In January, there was 3.2 months of supply available in Arlandria and Del Ray, compared to 2.4 in January 2017. That is an increase of 35% versus a year ago.

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.

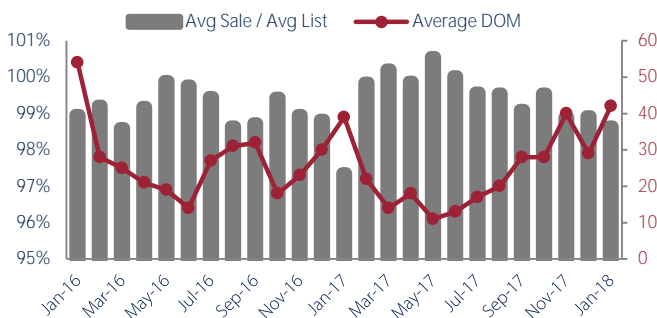
### New Listings & Current Contracts

This month there were 30 homes newly listed for sale in Arlandria and Del Ray compared to 36 in January 2017, a decrease of 17%. There were 24 current contracts pending sale this January compared to 28 a year ago. The number of current contracts is 14% lower than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Arlandria and Del Ray was 98.6% of the average list price, which is 1.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 42, higher than the average last year, which was 39, an increase of 8%.



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