



# The Long & Foster Market Minute™

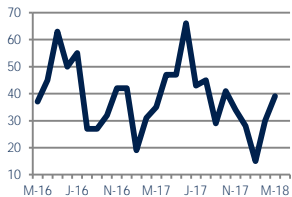
Focus On: Arlandria and Del Ray Housing Market

March 2018

Zip Code(s): 22305 and 22301

## Units Sold

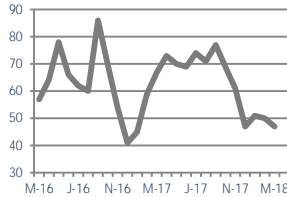
39



Up 11%  
Vs. Year Ago

## Active Inventory

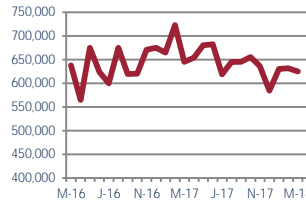
47



Down -30%  
Vs. Year Ago

## Median Sale Price

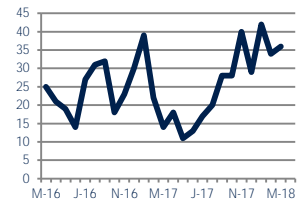
\$625,000



Down -3%  
Vs. Year Ago

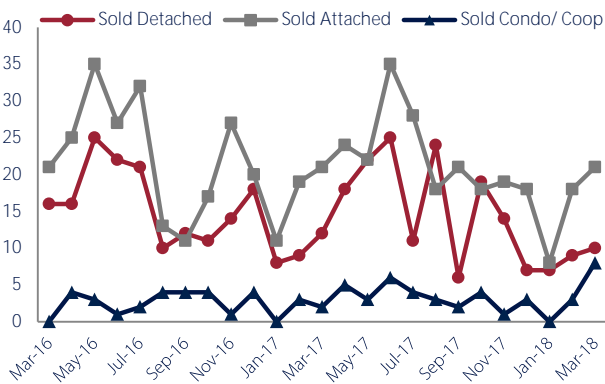
## Days On Market

36



Up  
Vs. Year Ago

### Units Sold\*



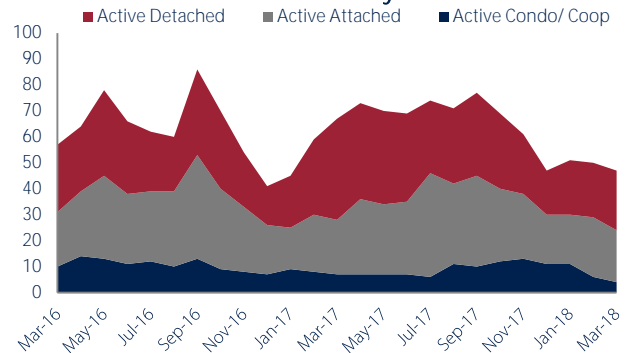
## Units Sold

There was an increase in total units sold in March, with 39 sold this month in Arlandria and Del Ray versus 30 last month, an increase of 30%. This month's total units sold was higher than at this time last year, an increase of 11% versus March 2017.

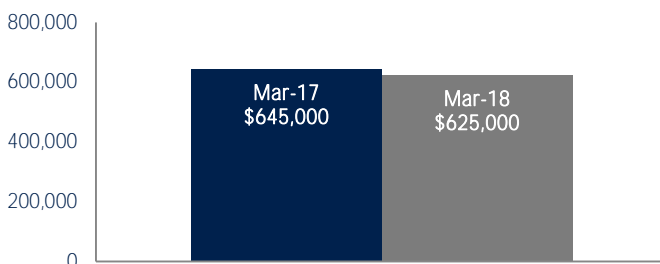
## Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 30%. The total number of active inventory this March was 47 compared to 67 in March 2017. This month's total of 47 is lower than the previous month's total supply of available inventory of 50, a decrease of 6%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Arlandria and Del Ray Homes was \$645,000. This March, the median sale price was \$625,000, a decrease of 3% or \$20,000 compared to last year. The current median sold price is 1% 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.

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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



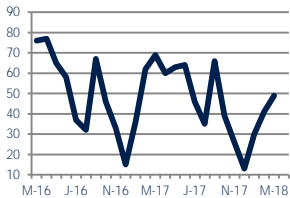
## Focus On: Arlandria and Del Ray Housing Market

March 2018

Zip Code(s): 22305 and 22301

### New Listings

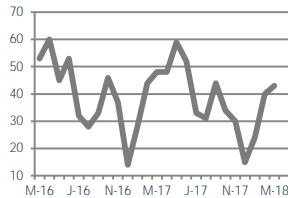
49



Down -29%  
Vs. Year Ago

### Current Contracts

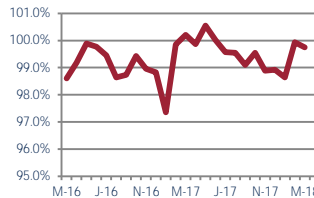
43



Down -10%  
Vs. Year Ago

### Sold Vs. List Price

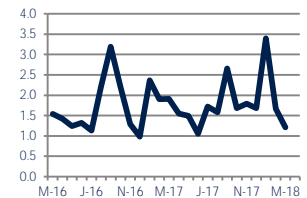
99.8%



No Change  
Vs. Year Ago

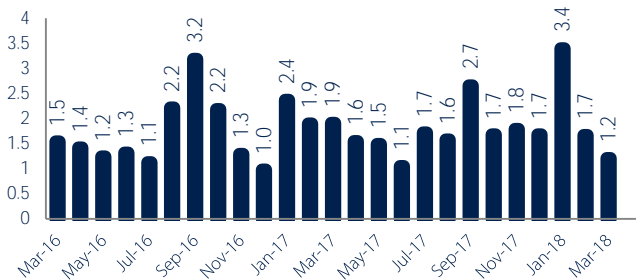
### Months of Supply

1.2



Down -37%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

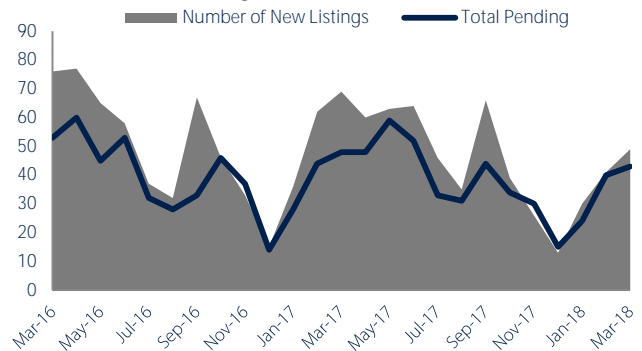
In March, there was 1.2 months of supply available in Arlandria and Del Ray, compared to 1.9 in March 2017. That is a decrease of 37% versus a year ago.

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.

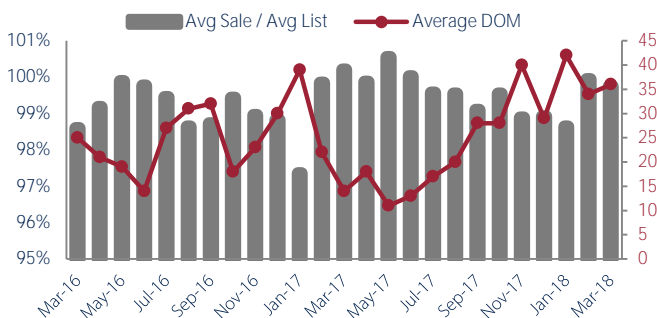
### New Listings & Current Contracts

This month there were 49 homes newly listed for sale in Arlandria and Del Ray compared to 69 in March 2017, a decrease of 29%. There were 43 current contracts pending sale this March compared to 48 a year ago. The number of current contracts is 10% lower 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 Arlandria and Del Ray was 99.8% 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 36, higher than the average last year, which was 14. This increase was impacted by the limited number of sales.



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.

