

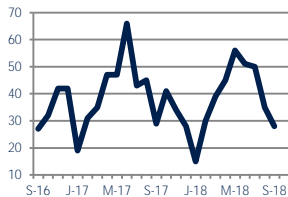
Focus On: Arlandria and Del Ray Housing Market

September 2018

Zip Code(s): 22305 and 22301

Units Sold

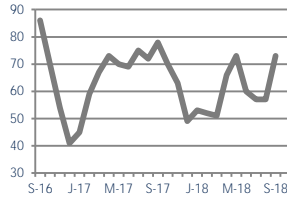
28



Down -3%
Vs. Year Ago

Active Inventory

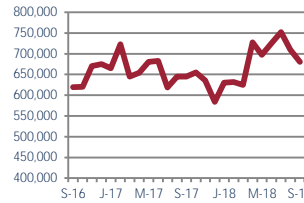
73



Down -6%
Vs. Year Ago

Median Sale Price

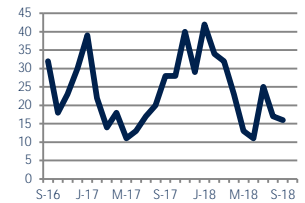
\$680,650



Up 6%
Vs. Year Ago

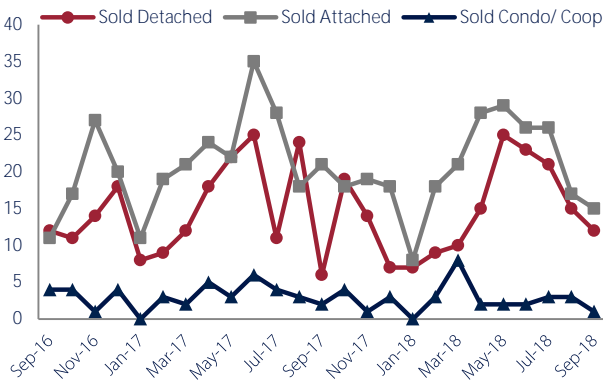
Days On Market

16



Down -43%
Vs. Year Ago

Units Sold*



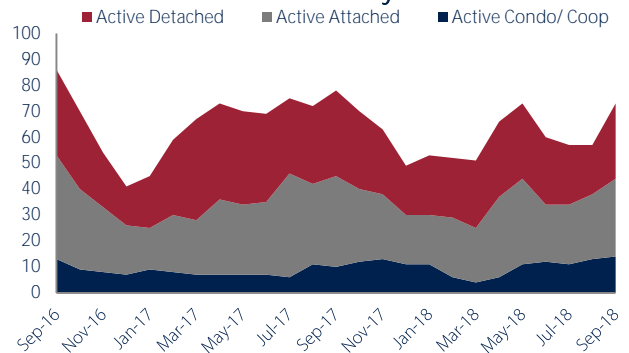
Units Sold

There was a decrease in total units sold in September, with 28 sold this month in Arlandria and Del Ray versus 35 last month, a decrease of 20%. This month's total units sold was lower than at this time last year, a decrease of 3% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 6%. The total number of active inventory this September was 73 compared to 78 in September 2017. This month's total of 73 is higher than the previous month's total supply of available inventory of 57, an increase of 28%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Arlandria and Del Ray Homes was \$645,000. This September, the median sale price was \$680,650, an increase of 6% or \$35,650 compared to last year. The current median sold price is 4% lower than in August.

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.



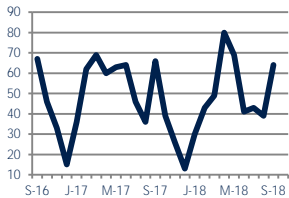
CHRISTIE'S INTERNATIONAL REAL ESTATE



Zip Code(s): 22305 and 22301

New Listings

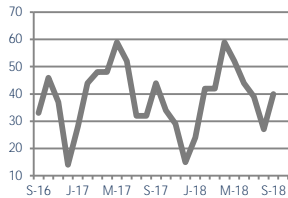
64



Down -3%
Vs. Year Ago

Current Contracts

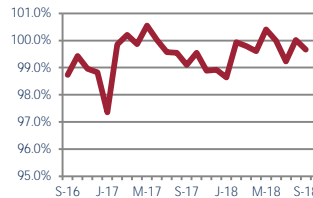
40



Down -9%
Vs. Year Ago

Sold Vs. List Price

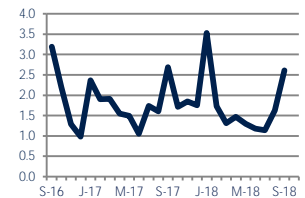
99.7%



Up 0.6%
Vs. Year Ago

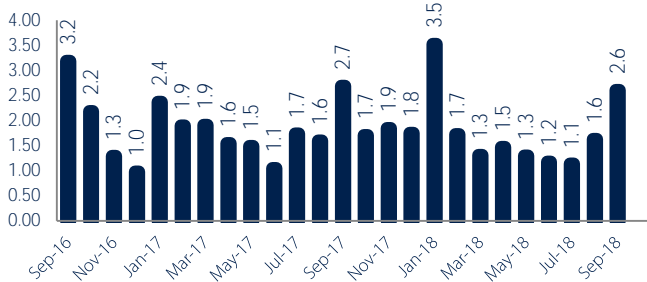
Months of Supply

2.6



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

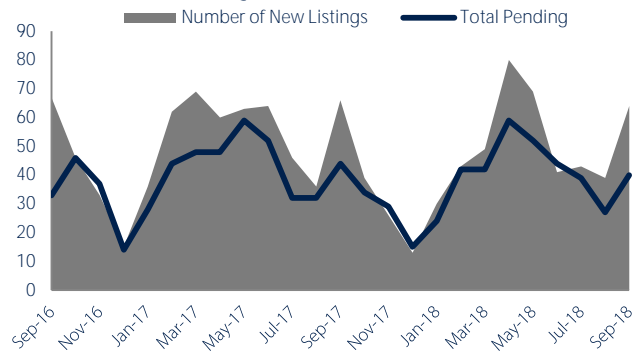
In September, there was 2.6 months of supply available in Arlandria and Del Ray. The amount of supply is similar compared to a year ago.

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.

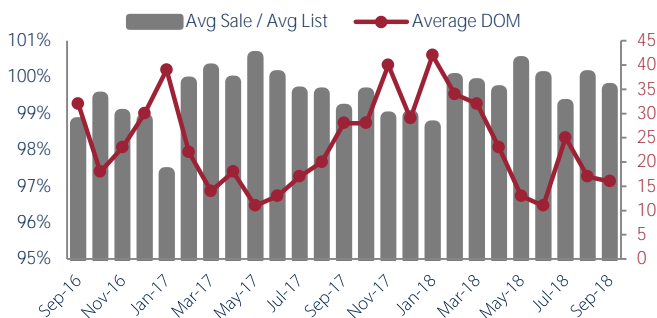
New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Arlandria and Del Ray compared to 66 in September 2017, a decrease of 3%. There were 40 current contracts pending sale this September compared to 44 a year ago. The number of current contracts is 9% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Arlandria and Del Ray was 99.7% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 28, a decrease of 43%.



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