



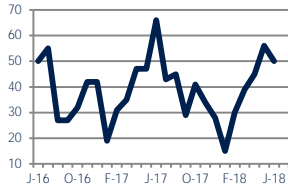
# The Long & Foster Market Minute™

## Focus On: Arlandria and Del Ray Housing Market

June 2018

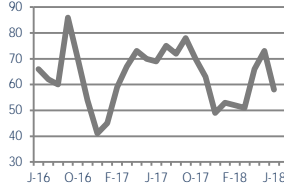
Zip Code(s): 22305 and 22301

**Units Sold**  
50



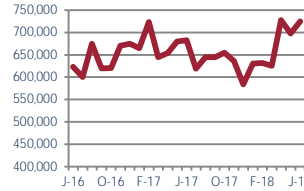
Down -24%  
Vs. Year Ago

**Active Inventory**  
58



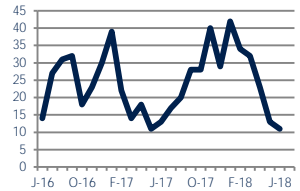
Down -16%  
Vs. Year Ago

**Median Sale Price**  
\$725,000



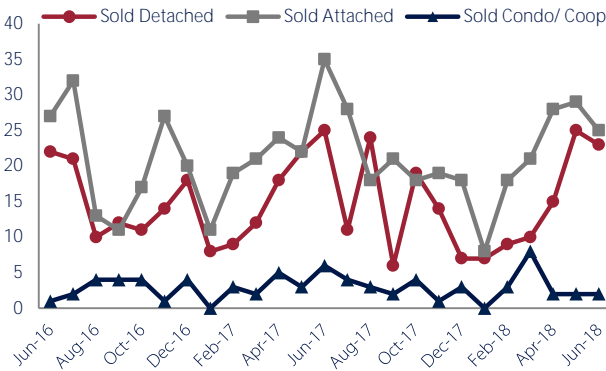
Up 6%  
Vs. Year Ago

**Days On Market**  
11



Down -15%  
Vs. Year Ago

### Units Sold\*



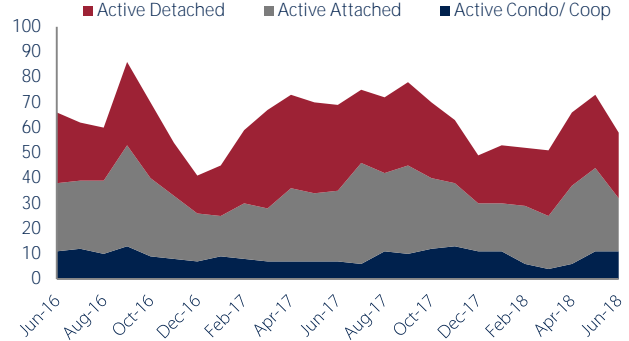
### Units Sold

There was a decrease in total units sold in June, with 50 sold this month in Arlandria and Del Ray versus 56 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 24% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 16%. The total number of active inventory this June was 58 compared to 69 in June 2017. This month's total of 58 is lower than the previous month's total supply of available inventory of 73, a decrease of 21%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Arlandria and Del Ray Homes was \$682,500. This June, the median sale price was \$725,000, an increase of 6% or \$42,500 compared to last year. The current median sold price is 4% higher than in May.

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





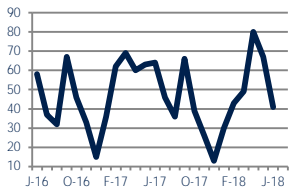
## Focus On: Arlandria and Del Ray Housing Market

June 2018

Zip Code(s): 22305 and 22301

### New Listings

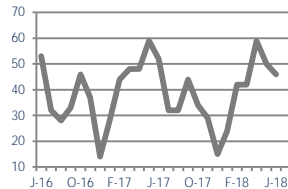
41



Down -36%  
Vs. Year Ago

### Current Contracts

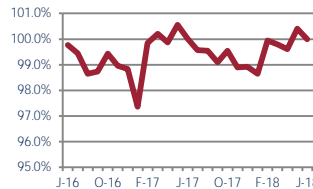
46



Down -12%  
Vs. Year Ago

### Sold Vs. List Price

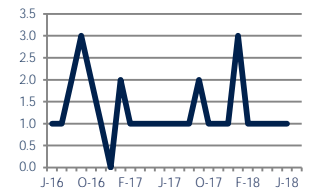
100.0%



No Change  
Vs. Year Ago

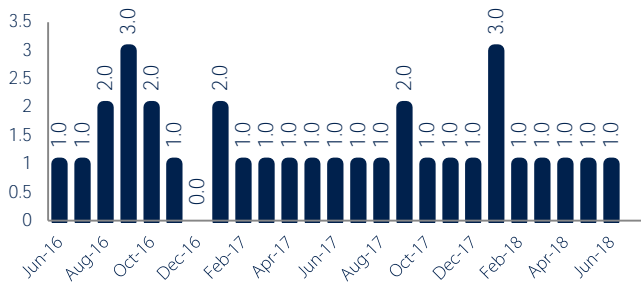
### Months of Supply

1.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

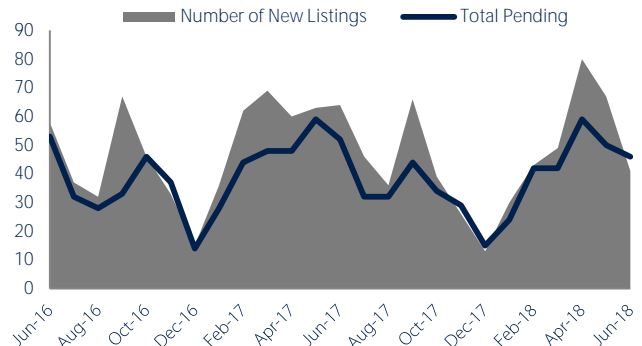
In June, there was 1.2 months of supply available in Arlandria and Del Ray, compared to 1.0 in June 2017. That is an increase of 11% versus a year ago.

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.

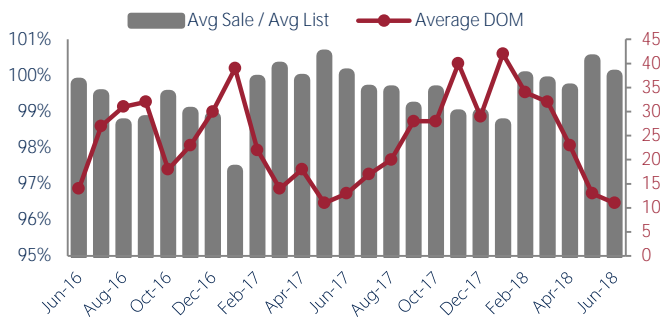
### New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Arlandria and Del Ray compared to 64 in June 2017, a decrease of 36%. There were 46 current contracts pending sale this June compared to 52 a year ago. The number of current contracts is 12% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Arlandria and Del Ray was 100.0% 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 11, lower than the average last year, which was 13, a decrease of 15%.



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