

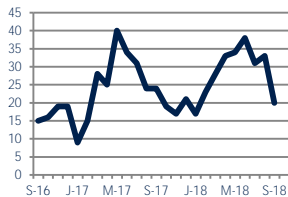
Focus On: North Hills Reston Housing Market

September 2018

Zip Code(s): 20194

Units Sold

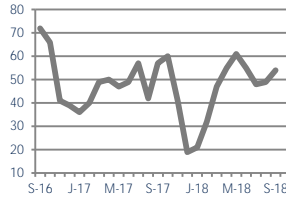
20



Down
Vs. Year Ago

Active Inventory

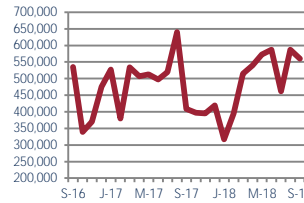
54



Down -5%
Vs. Year Ago

Median Sale Price

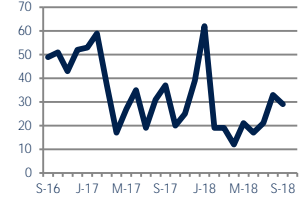
\$560,000



Up
Vs. Year Ago

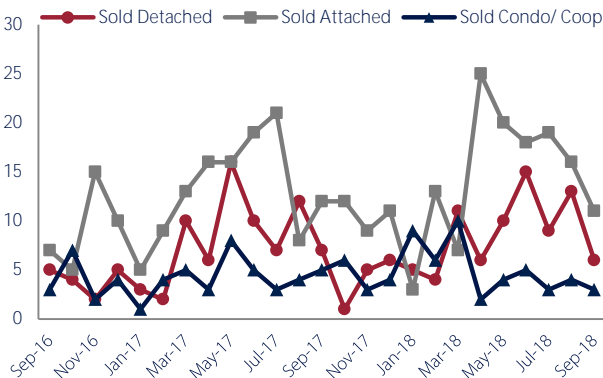
Days On Market

29



Down -22%
Vs. Year Ago

Units Sold*



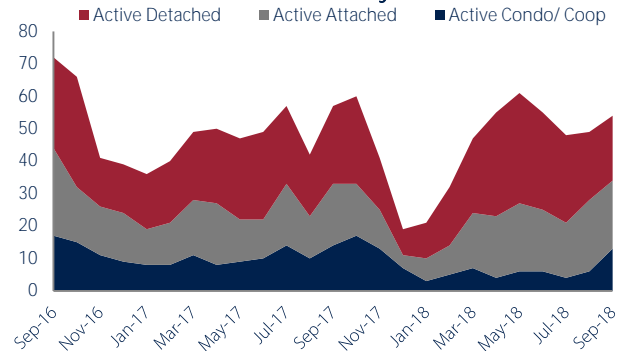
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 20 sold this month in North Hills Reston. This month's total units sold was lower than at this time last year, a decrease from September 2017.

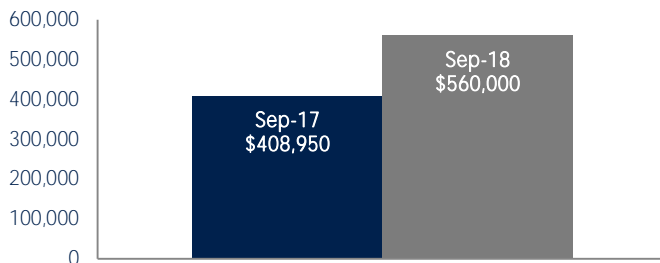
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 5%. The total number of active inventory this September was 54 compared to 57 in September 2017. This month's total of 54 is higher than the previous month's total supply of available inventory of 49, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for North Hills Reston Homes was \$408,950. This September, the median sale price was \$560,000, an increase of \$151,050 compared to last year. The current median sold price is 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.

North Hills Reston are defined as properties listed in zip code/s 20194.

*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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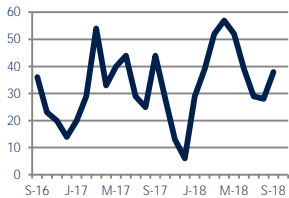
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New Listings

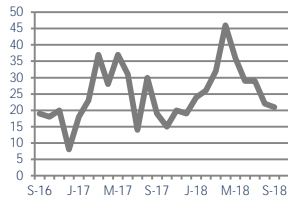
38



Down -14%
Vs. Year Ago

Current Contracts

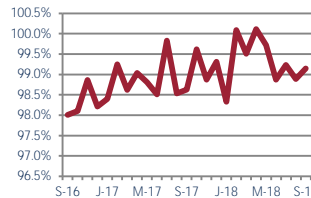
21



Up 11%
Vs. Year Ago

Sold Vs. List Price

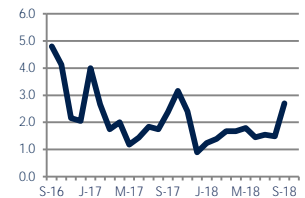
99.2%



Up 0.5%
Vs. Year Ago

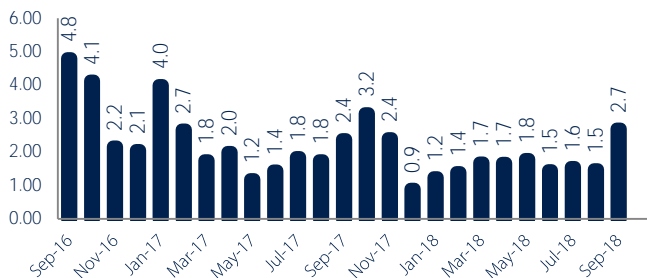
Months of Supply

2.7



Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

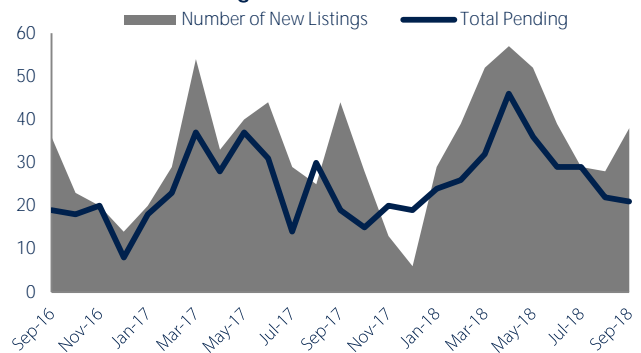
In September, there was 2.7 months of supply available in North Hills Reston, compared to 2.4 in September 2017. That is an increase of 14% versus a year ago.

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.

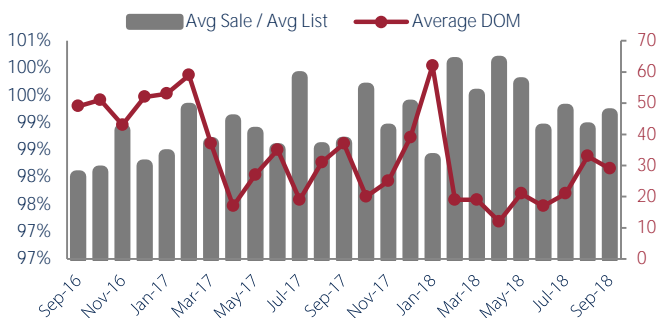
New Listings & Current Contracts

This month there were 38 new listings for sale in North Hills Reston compared to 44 in September 2017, a decrease of 14%. There were 21 current contracts pending sale this September compared to 19 a year ago. The number of current contracts is 11% higher 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 North Hills Reston was 99.2% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 29, lower than the average last year, which was 37, a decrease of 22%.



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