



The Long & Foster Market Minute™

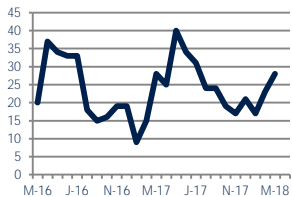
Focus On: North Hills Reston Housing Market

March 2018

Zip Code(s): 20194

Units Sold

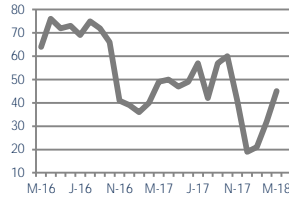
28



No Change
Vs. Year Ago

Active Inventory

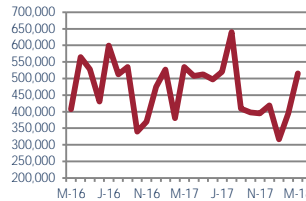
45



Down -8%
Vs. Year Ago

Median Sale Price

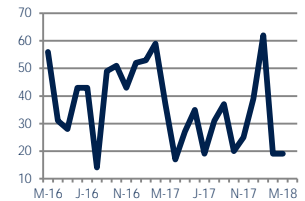
\$515,000



Down
Vs. Year Ago

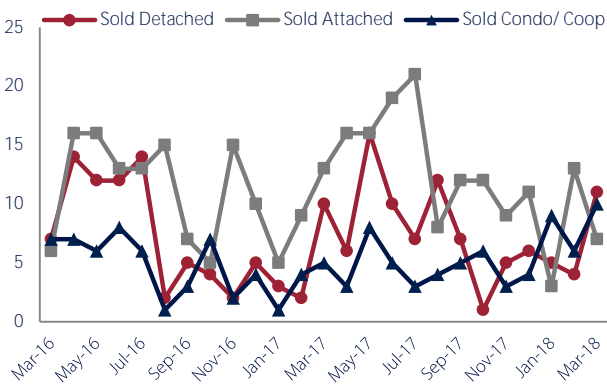
Days On Market

19



Down -49%
Vs. Year Ago

Units Sold*



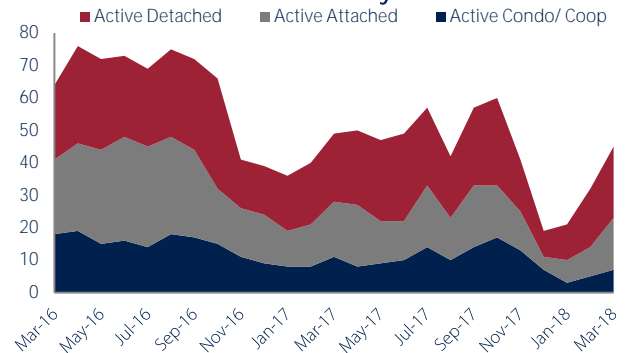
Units Sold

There was an increase in total units sold in March, with 28 sold this month in North Hills Reston, an increase of 22%. This month's total units sold is similar compared to a year ago.

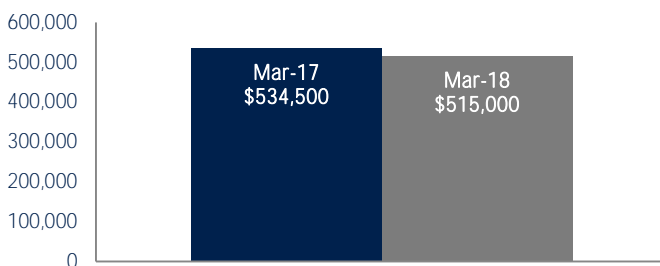
Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 8%. The total number of active inventory this March was 45 compared to 49 in March 2017. This month's total of 45 is higher than the previous month's total supply of available inventory of 32, an increase of 41%.

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 March, the median sale price for North Hills Reston Homes was \$534,500. This March, the median sale price was \$515,000, a decrease of \$19,500 compared to last year. The current median sold price is higher 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.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



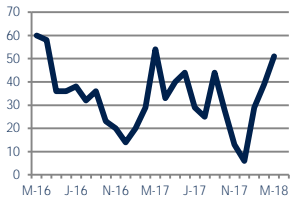
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Zip Code(s): 20194

New Listings

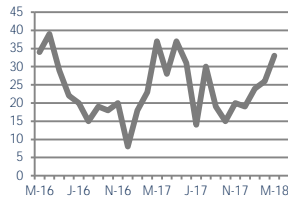
51



Down -6%
Vs. Year Ago

Current Contracts

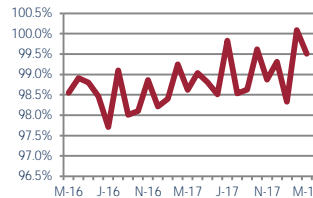
33



Down -11%
Vs. Year Ago

Sold Vs. List Price

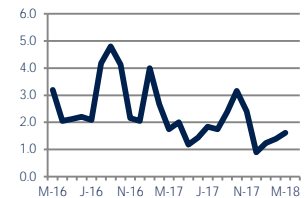
99.5%



Up 0.9%
Vs. Year Ago

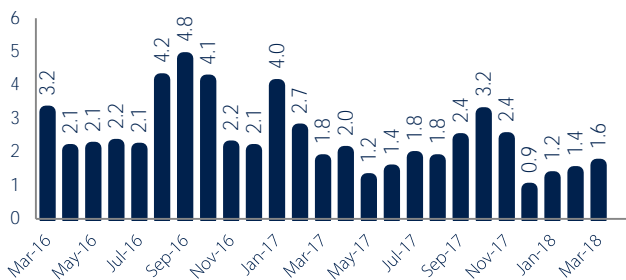
Months of Supply

1.6



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

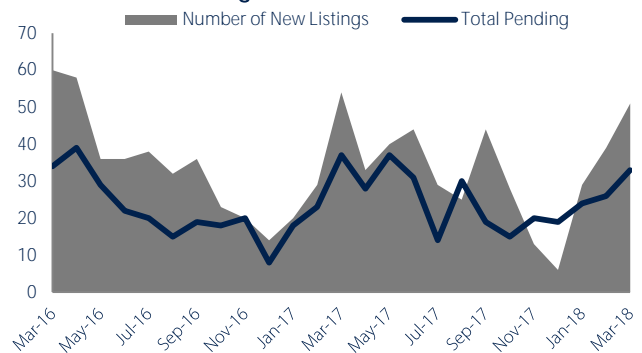
In March, there was 1.6 months of supply available in North Hills Reston, compared to 1.8 in March 2017. That is a decrease of 8% versus a year ago.

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.

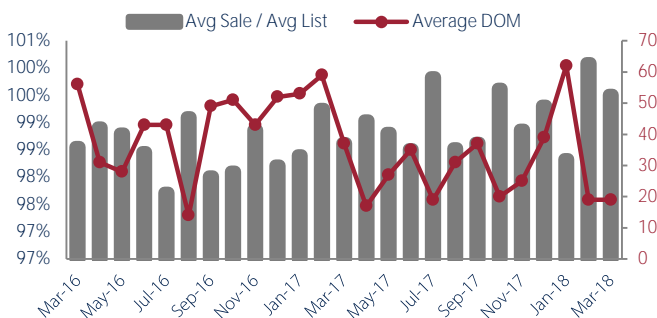
New Listings & Current Contracts

This month there were 51 homes newly listed for sale in North Hills Reston compared to 54 in March 2017, a decrease of 6%. There were 33 current contracts pending sale this March compared to 37 a year ago. The number of current contracts is 11% 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 North Hills Reston was 99.5% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 19, lower than the average last year, which was 37, a decrease of 49%.



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