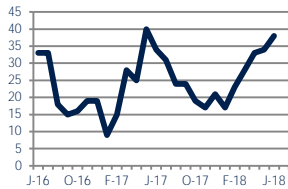


Focus On: North Hills Reston Housing Market

June 2018

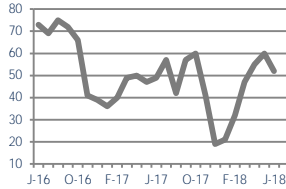
Zip Code(s): 20194

Units Sold
38



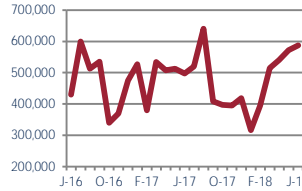
Up 12%
Vs. Year Ago

Active Inventory
52



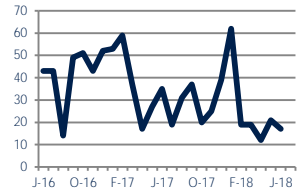
Up 6%
Vs. Year Ago

Median Sale Price
\$587,500



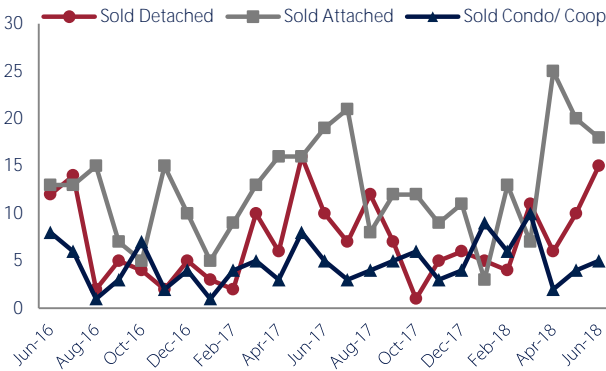
Up 18%
Vs. Year Ago

Days On Market
17



Down
Vs. Year Ago

Units Sold*



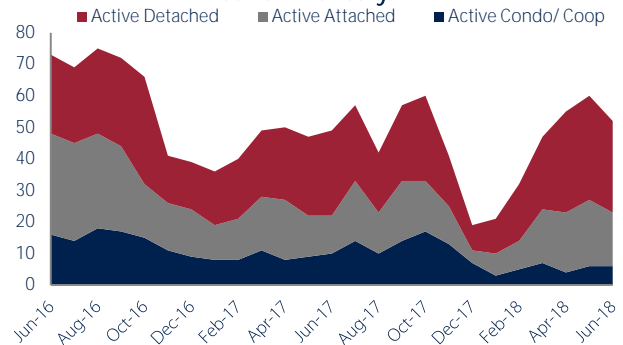
Units Sold

There was an increase in total units sold in June, with 38 sold this month in North Hills Reston versus 34 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 12% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 6%. The total number of active inventory this June was 52 compared to 49 in June 2017. This month's total of 52 is lower than the previous month's total supply of available inventory of 60, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for North Hills Reston Homes was \$497,500. This June, the median sale price was \$587,500, an increase of 18% or \$90,000 compared to last year. The current median sold price is 3% 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.

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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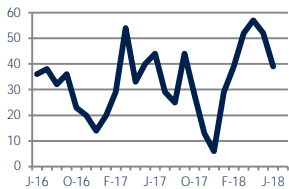
Focus On: North Hills Reston Housing Market

June 2018

Zip Code(s): 20194

New Listings

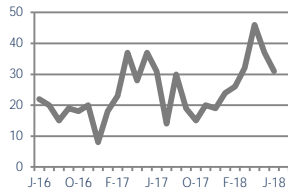
39



Down -11%
Vs. Year Ago

Current Contracts

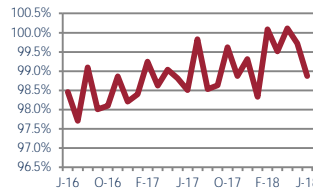
31



No Change
Vs. Year Ago

Sold Vs. List Price

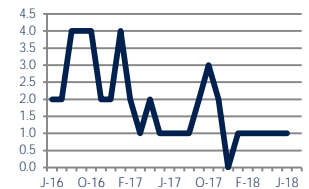
98.9%



No Change
Vs. Year Ago

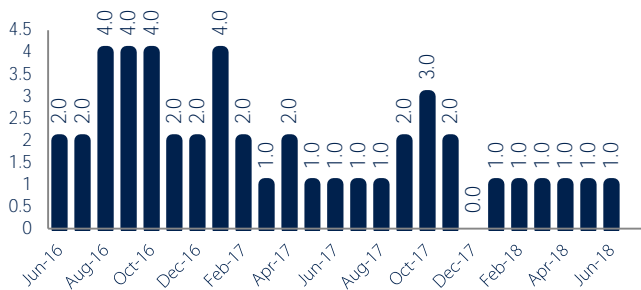
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

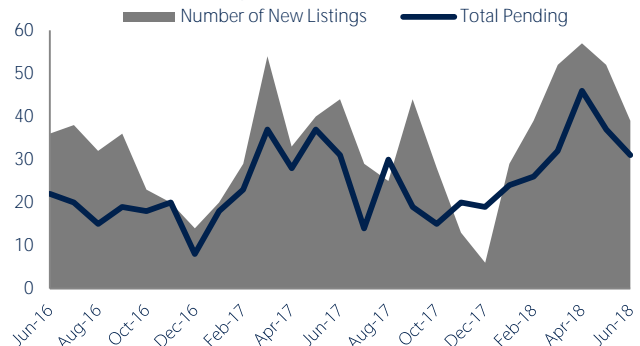
In June, there was 1.4 months of supply available in North Hills Reston. The amount of supply is similar compared to a year ago.

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.

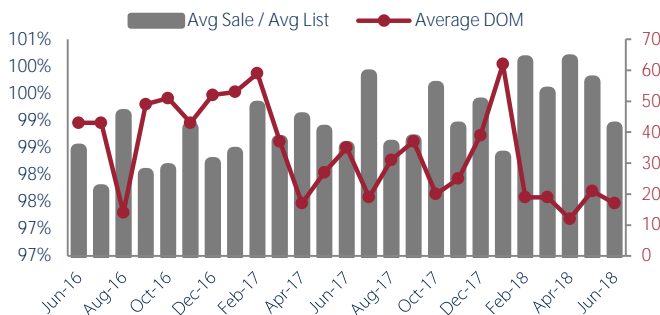
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in North Hills Reston compared to 44 in June 2017, a decrease of 11%. There were 31 current contracts pending sale this June, consistent with the volume a year ago. The number of current contracts is 16% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in North Hills Reston was 98.9% 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 17, lower than the average last year, which was 35. This decrease was impacted by the limited number of sales.



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