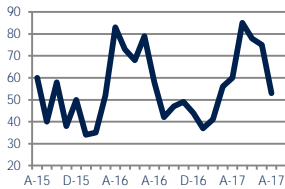


Focus On: North Reston Housing Market

August 2017

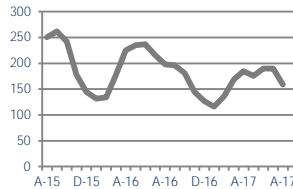
Zip Code(s): 20194 and 20190

Units Sold
53



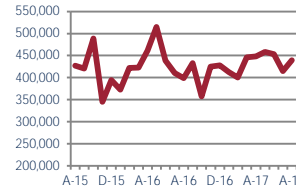
Down -9%
Vs. Year Ago

Active Inventory
159



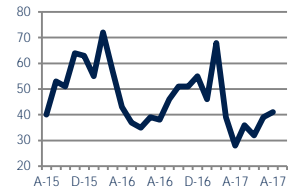
Down -20%
Vs. Year Ago

Median Sale Price
\$439,500

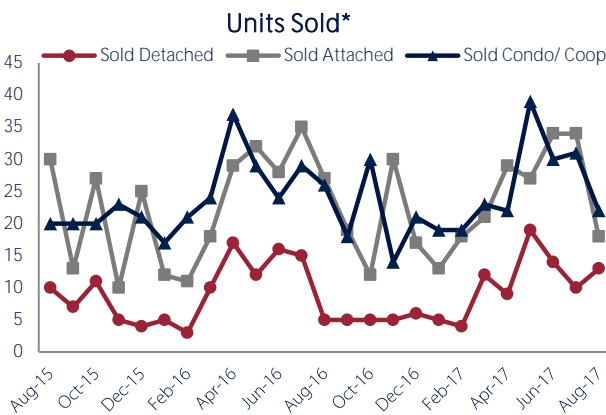


Up 10%
Vs. Year Ago

Days On Market
41



Up 8%
Vs. Year Ago

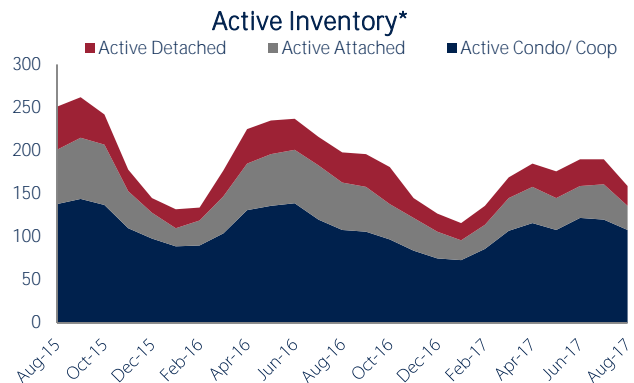


Units Sold

There was a decrease in total units sold in August, with 53 sold this month in North Reston versus 75 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 9% versus August 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 20%. The total number of active inventory this August was 159 compared to 198 in August 2016. This month's total of 159 is lower than the previous month's total supply of available inventory of 190, a decrease of 16%.



Median Sale Price



Median Sale Price

Last August, the median sale price for North Reston Homes was \$398,750. This August, the median sale price was \$439,500, an increase of 10% or \$40,750 compared to last year. The current median sold price is 6% higher than in July.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



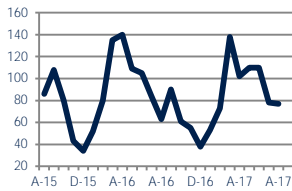
Focus On: North Reston Housing Market

August 2017

Zip Code(s): 20194 and 20190

New Listings

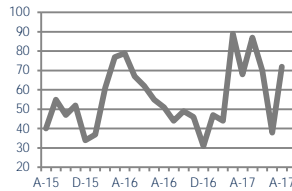
77



Up 22%
Vs. Year Ago

Current Contracts

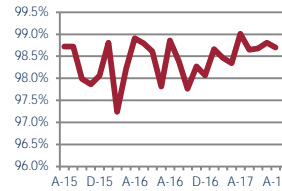
72



Up 41%
Vs. Year Ago

Sold Vs. List Price

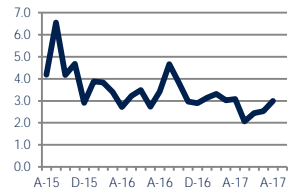
98.7%



No Change
Vs. Year Ago

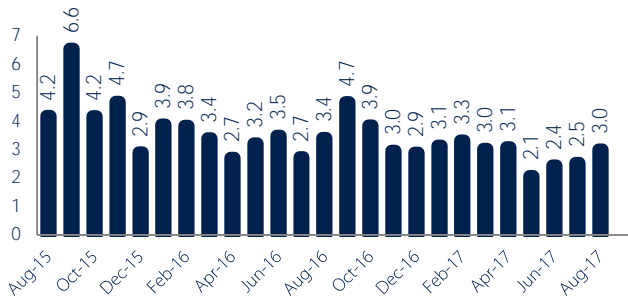
Months of Supply

3.0



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

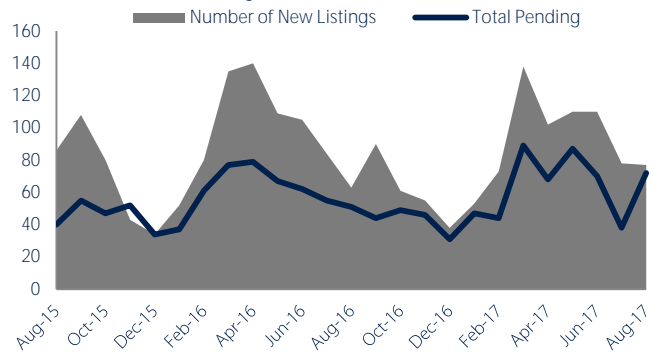
In August, there was 3.0 months of supply available in North Reston, compared to 3.4 in August 2016. That is a decrease of 12% versus a year ago.

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.

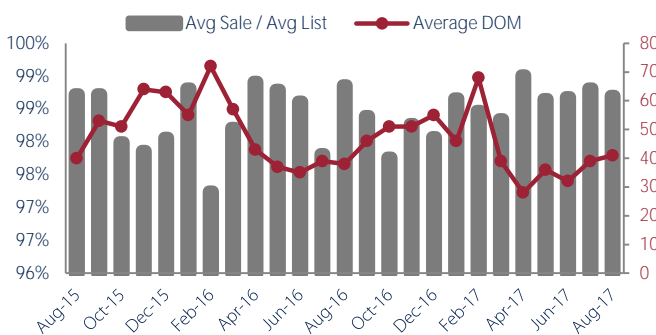
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in North Reston compared to 63 in August 2016, an increase of 22%. There were 72 current contracts pending sale this August compared to 51 a year ago. The number of current contracts is 41% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in North Reston was 98.7% 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 41, higher than the average last year, which was 38, an increase of 8%.