



The Long & Foster Market Minute™

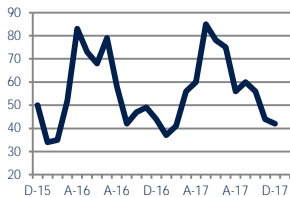
Focus On: North Reston Housing Market

December 2017

Zip Code(s): 20194 and 20190

Units Sold

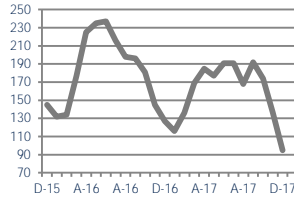
42



Down -5%
Vs. Year Ago

Active Inventory

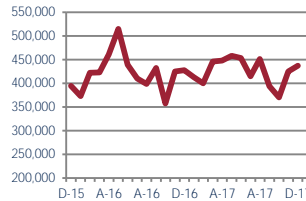
95



Down -25%
Vs. Year Ago

Median Sale Price

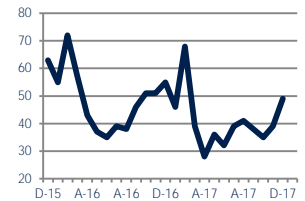
\$437,000



Up 2%
Vs. Year Ago

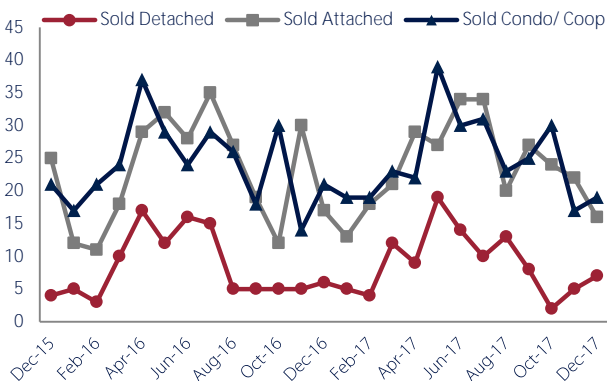
Days On Market

49



Down -11%
Vs. Year Ago

Units Sold*



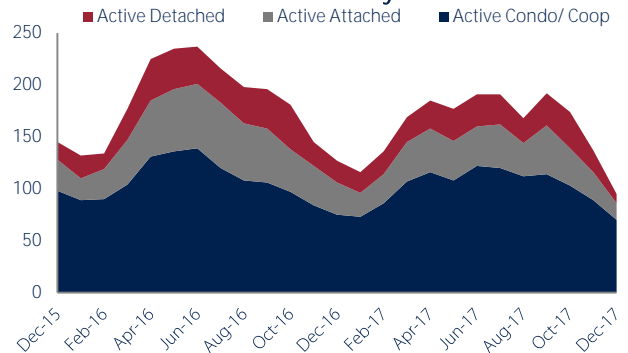
Units Sold

There was a decrease in total units sold in December, with 42 sold this month in North Reston versus 44 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 5% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 25%. The total number of active inventory this December was 95 compared to 127 in December 2016. This month's total of 95 is lower than the previous month's total supply of available inventory of 137, a decrease of 31%.

Active Inventory*

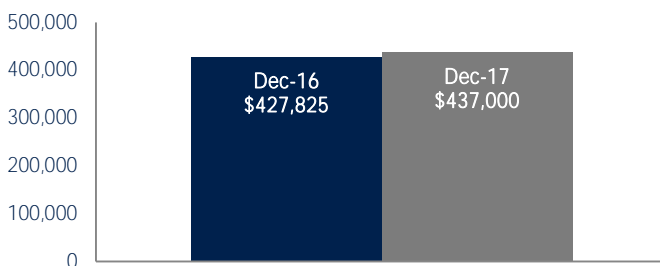


Median Sale Price

Last December, the median sale price for North Reston Homes was \$427,825. This December, the median sale price was \$437,000, an increase of 2% or \$9,175 compared to last year. The current median sold price is 3% higher than in November.

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

Median Sale Price



North Reston are defined as properties listed in zip code/s 20194 and 20190.

*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



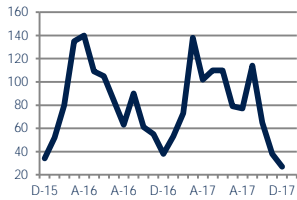
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New Listings

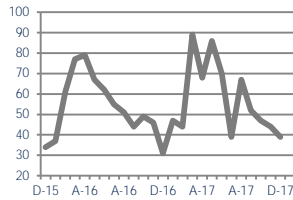
27



Down -29%
Vs. Year Ago

Current Contracts

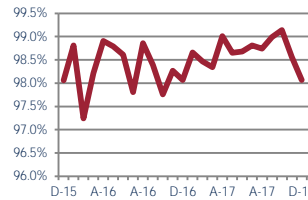
39



Up 26%
Vs. Year Ago

Sold Vs. List Price

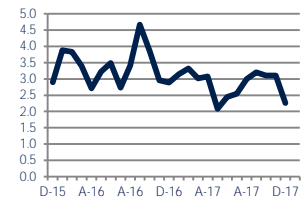
98.1%



No Change
Vs. Year Ago

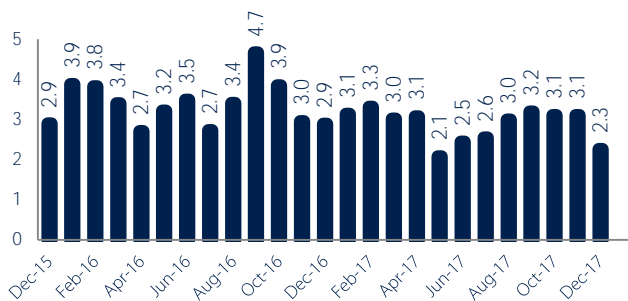
Months of Supply

2.3



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

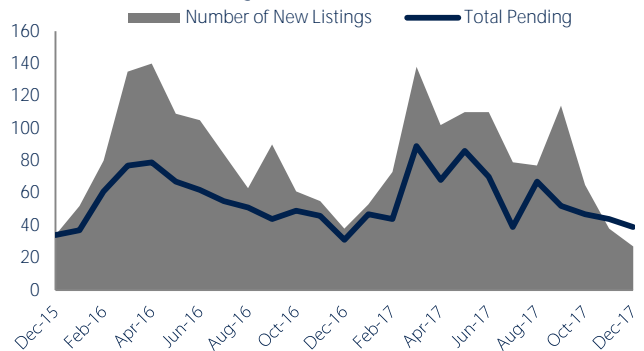
In December, there was 2.3 months of supply available in North Reston, compared to 2.9 in December 2016. That is a decrease of 22% versus a year ago.

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.

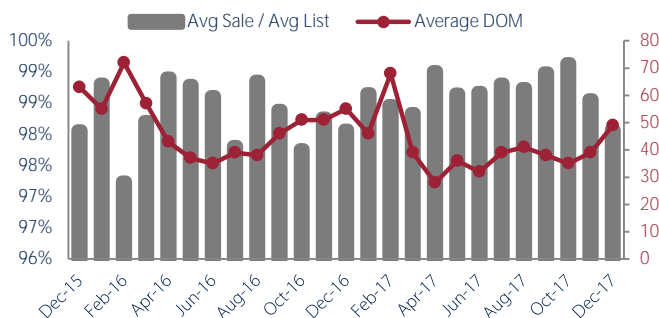
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in North Reston compared to 38 in December 2016, a decrease of 29%. There were 39 current contracts pending sale this December compared to 31 a year ago. The number of current contracts is 26% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in North Reston was 98.1% 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 49, lower than the average last year, which was 55, a decrease of 11%.



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