



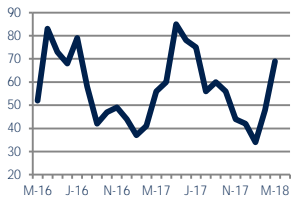
Focus On: North Reston Housing Market

March 2018

Zip Code(s): 20194 and 20190

Units Sold

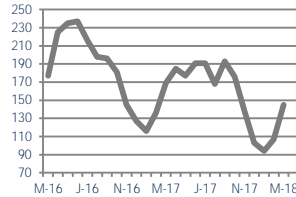
69



Up 23%
Vs. Year Ago

Active Inventory

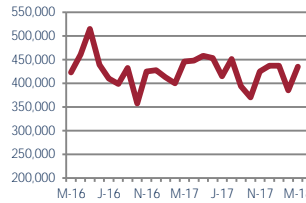
145



Down -14%
Vs. Year Ago

Median Sale Price

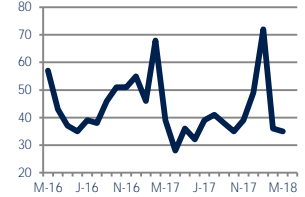
\$435,000



Down -2%
Vs. Year Ago

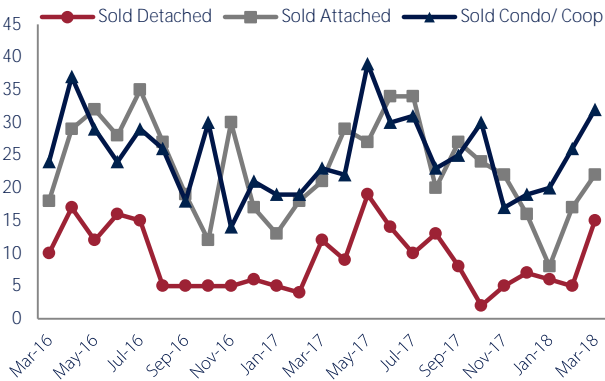
Days On Market

35



Down -10%
Vs. Year Ago

Units Sold*



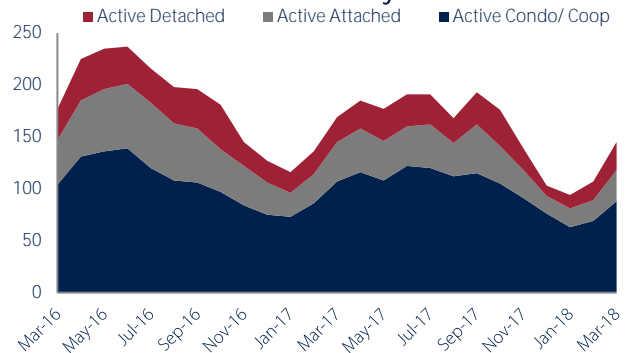
Units Sold

There was an increase in total units sold in March, with 69 sold this month in North Reston. This month's total units sold was higher than at this time last year.

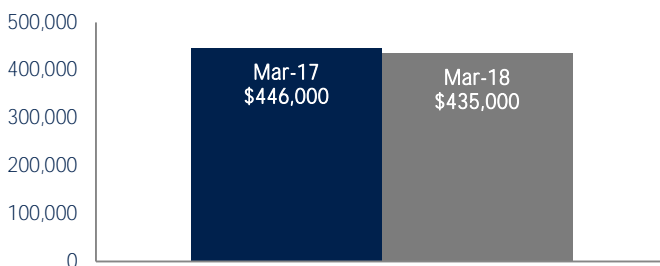
Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 14%. The total number of active inventory this March was 145 compared to 169 in March 2017. This month's total of 145 is higher than the previous month's total supply of available inventory of 107, an increase of 36%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for North Reston Homes was \$446,000. This March, the median sale price was \$435,000, a decrease of 2% or \$11,000 compared to last year. The current median sold price is 13% 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 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





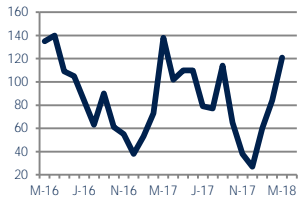
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Zip Code(s): 20194 and 20190

New Listings

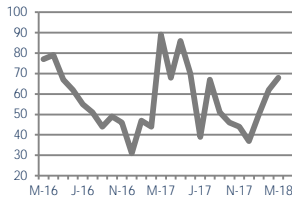
121



Down -12%
Vs. Year Ago

Current Contracts

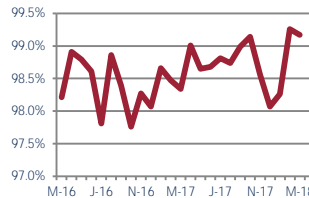
68



Down -24%
Vs. Year Ago

Sold Vs. List Price

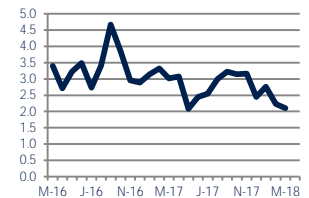
99.2%



Up 0.8%
Vs. Year Ago

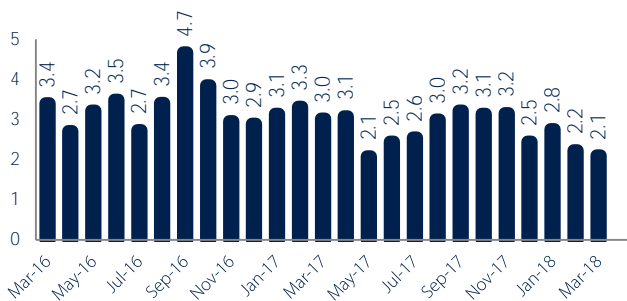
Months of Supply

2.1



Down -30%
Vs. Year Ago

Months Of Supply



Months of Supply

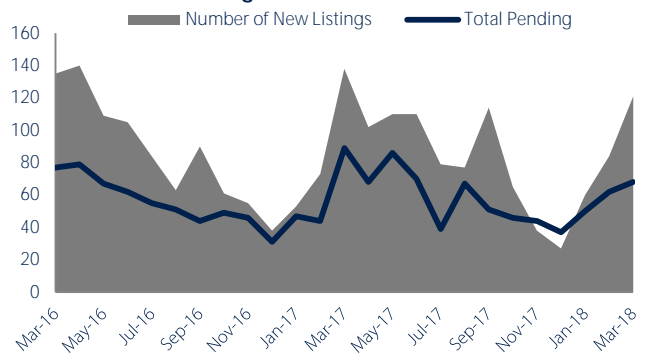
In March, there was 2.1 months of supply available in North Reston, compared to 3.0 in March 2017. That is a decrease of 30% versus a year ago.

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.

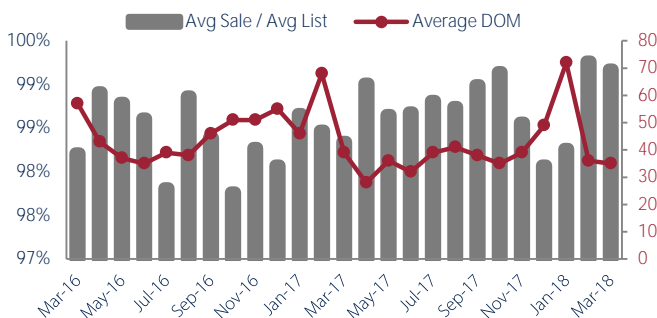
New Listings & Current Contracts

This month there were 121 homes newly listed for sale in North Reston compared to 138 in March 2017, a decrease of 12%. There were 68 current contracts pending sale this March compared to 89 a year ago. The number of current contracts is 24% 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 Reston was 99.2% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 39, a decrease of 10%.



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