



# The Long & Foster Market Minute™

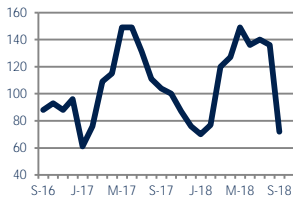
## Focus On: Reston Housing Market

September 2018

Zip Code(s): 20194, 20190 and 20191

### Units Sold

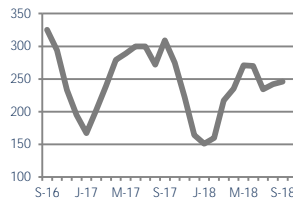
72



Down -31%  
Vs. Year Ago

### Active Inventory

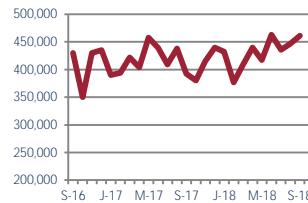
246



Down -20%  
Vs. Year Ago

### Median Sale Price

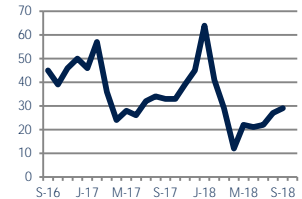
\$461,000



Up 17%  
Vs. Year Ago

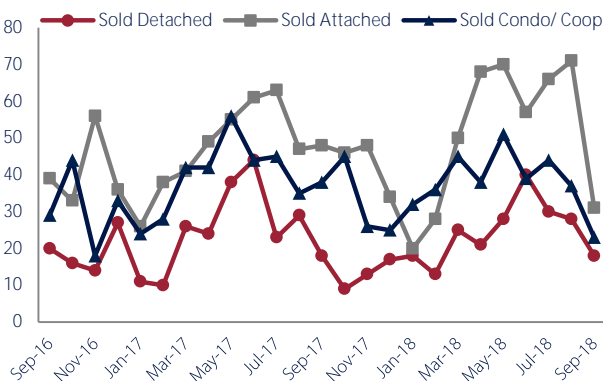
### Days On Market

29



Down -12%  
Vs. Year Ago

### Units Sold\*



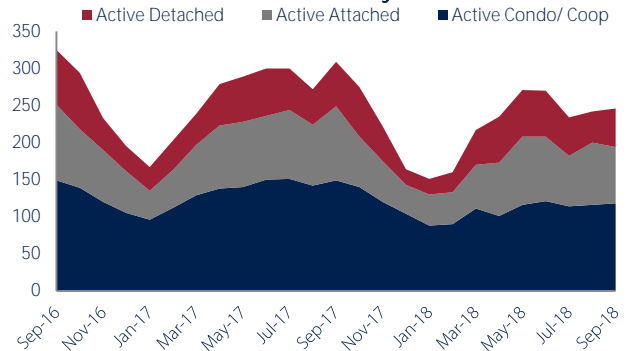
### Units Sold

There was a decrease in total units sold in September, with 72 sold this month in Reston. This month's total units sold was lower than at this time last year.

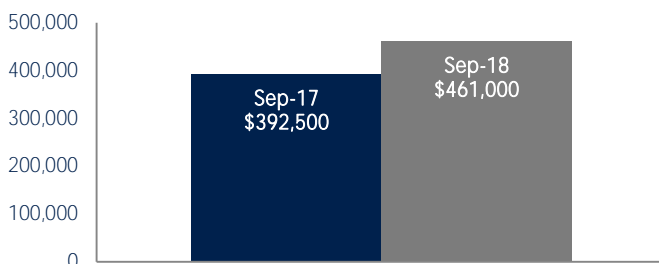
### Active Inventory

Versus last year, the total number of homes available this month is lower by 63 units or 20%. The total number of active inventory this September was 246 compared to 309 in September 2017. This month's total of 246 is higher than the previous month's total supply of available inventory of 242, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Reston Homes was \$392,500. This September, the median sale price was \$461,000, an increase of 17% or \$68,500 compared to last year. The current median sold price is 3% higher than in August.

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

Reston are defined as properties listed in zip code/s 20194, 20190 and 20191.

\*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



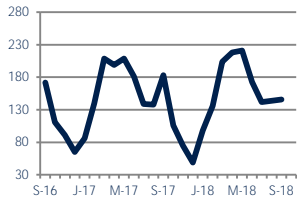
## Focus On: Reston Housing Market

September 2018

Zip Code(s): 20194, 20190 and 20191

### New Listings

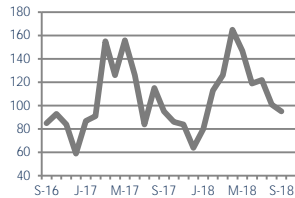
146



Down -20%  
Vs. Year Ago

### Current Contracts

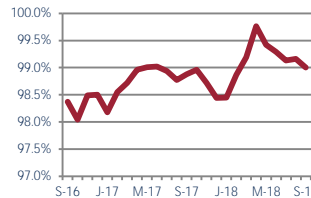
95



No Change  
Vs. Year Ago

### Sold Vs. List Price

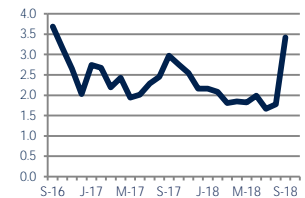
99.0%



No Change  
Vs. Year Ago

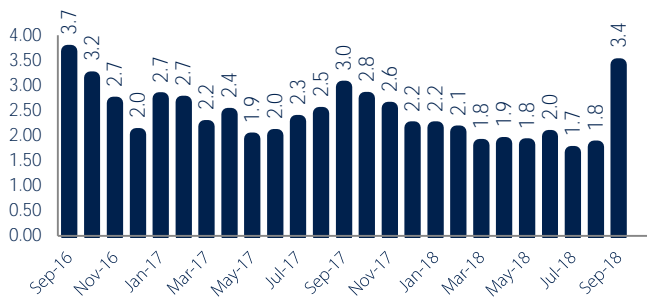
### Months of Supply

3.4



Up 15%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

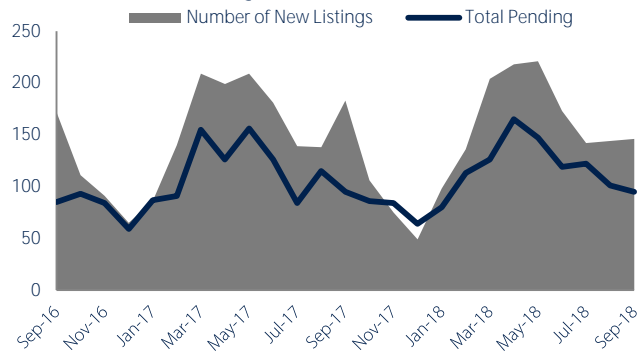
In September, there was 3.4 months of supply available in Reston, compared to 3.0 in September 2017. That is an increase of 15% versus a year ago.

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.

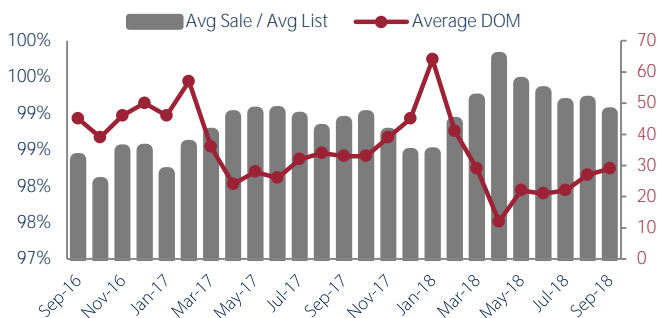
### New Listings & Current Contracts

This month there were 146 homes newly listed for sale in Reston compared to 183 in September 2017, a decrease of 20%. There were 95 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 6% lower than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Reston was 99.0% 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 29, lower than the average last year, which was 33, a decrease of 12%.



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