



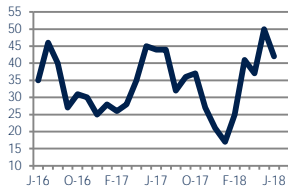
# The Long & Foster Market Minute™

Focus On: Reston Town Center, Lake Anne, and Tall Oaks Housing Market

June 2018

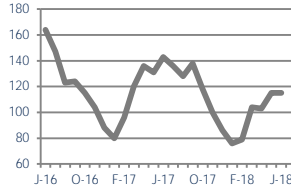
Zip Code(s): 20190

**Units Sold**  
42



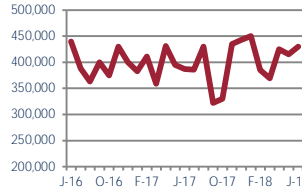
Down -5%  
Vs. Year Ago

**Active Inventory**  
115



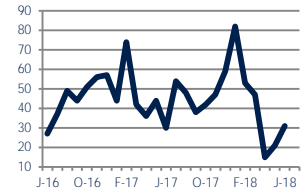
Down -20%  
Vs. Year Ago

**Median Sale Price**  
\$430,000



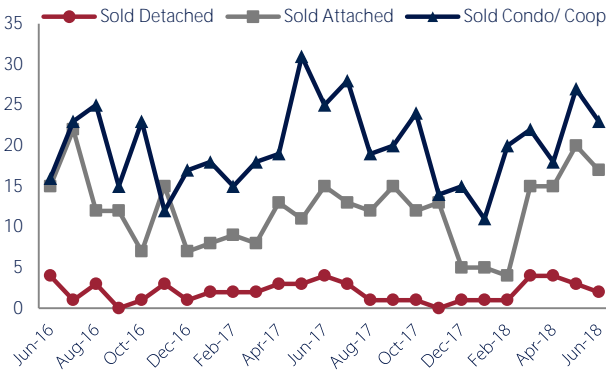
Up 11%  
Vs. Year Ago

**Days On Market**  
31



Up 3%  
Vs. Year Ago

## Units Sold\*



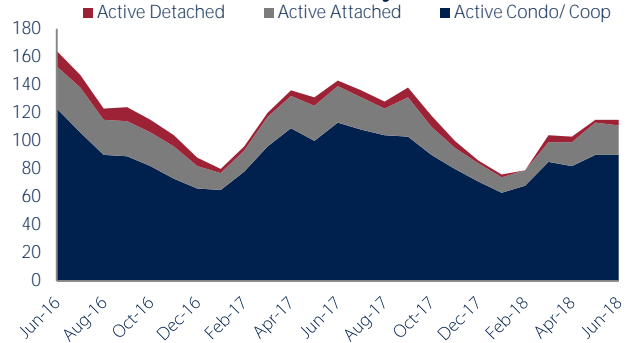
## Units Sold

There was a decrease in total units sold in June, with 42 sold this month in Reston Town Center, Lake Anne, and Tall Oaks versus 50 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 5% versus June 2017.

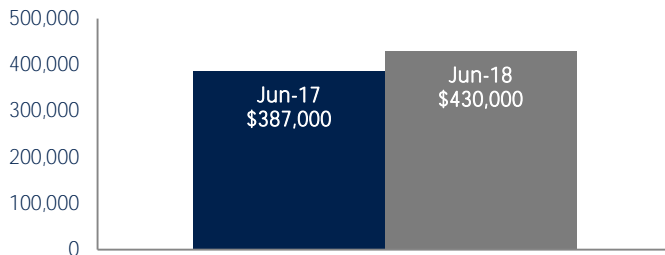
## Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 20%. The total number of active inventory this June was 115 compared to 143 in June 2017. This month's supply remained stable as compared to last month.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Reston Town Center, Lake Anne, and Tall Oaks Homes was \$387,000. This June, the median sale price was \$430,000, an increase of 11% or \$43,000 compared to last year. The current median sold price is 4% 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.

Reston Town Center, Lake Anne, and Tall Oaks are defined as properties listed in zip code/s 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

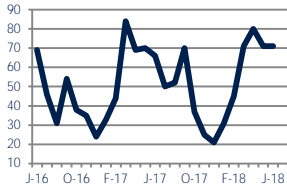




Zip Code(s): 20190

### New Listings

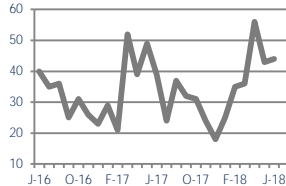
71



Up 8%  
Vs. Year Ago

### Current Contracts

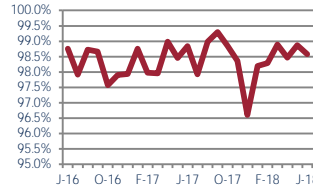
44



Up 13%  
Vs. Year Ago

### Sold Vs. List Price

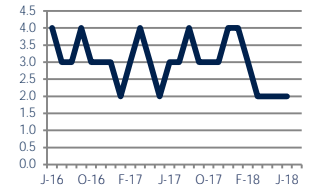
98.6%



No Change  
Vs. Year Ago

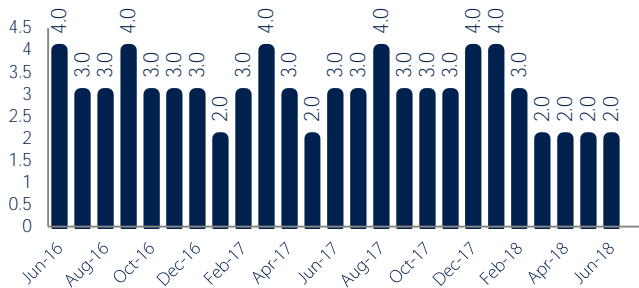
### Months of Supply

2.0



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

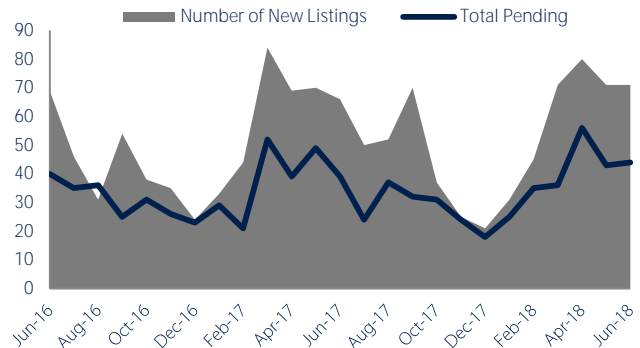
In June, there was 2.7 months of supply available in Reston Town Center, Lake Anne, and Tall Oaks, compared to 3.3 in June 2017. That is a decrease of 16% versus a year ago.

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.

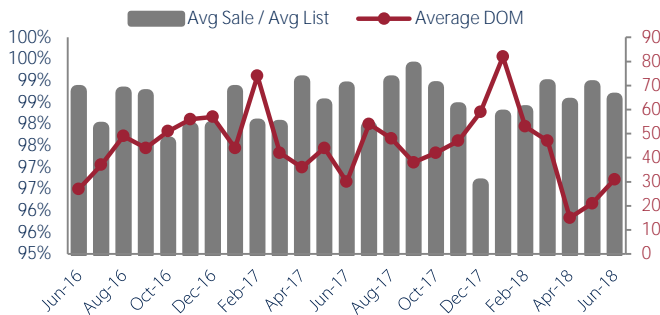
### New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Reston Town Center, Lake Anne, and Tall Oaks compared to 66 in June 2017, an increase of 8%. There were 44 current contracts pending sale this June compared to 39 a year ago. The number of current contracts is 13% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Reston Town Center, Lake Anne, and Tall Oaks was 98.6% 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 31, higher than the average last year, which was 30, an increase of 3%.



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