



The Long & Foster Market Minute™

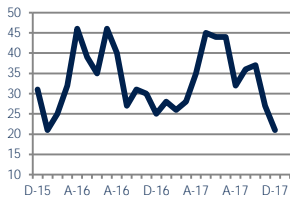
Focus On: Reston Town Center, Lake Anne, and Tall Oaks Housing Market

December 2017

Zip Code(s): 20190

Units Sold

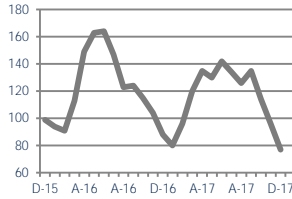
21



Down -16%
Vs. Year Ago

Active Inventory

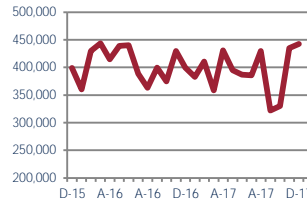
77



Down -13%
Vs. Year Ago

Median Sale Price

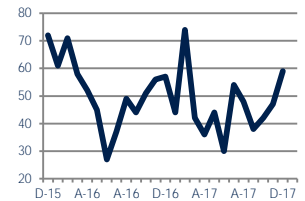
\$442,500



Up 11%
Vs. Year Ago

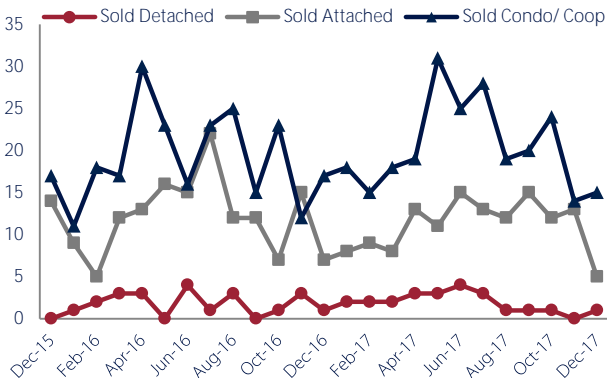
Days On Market

59



Up 4%
Vs. Year Ago

Units Sold*



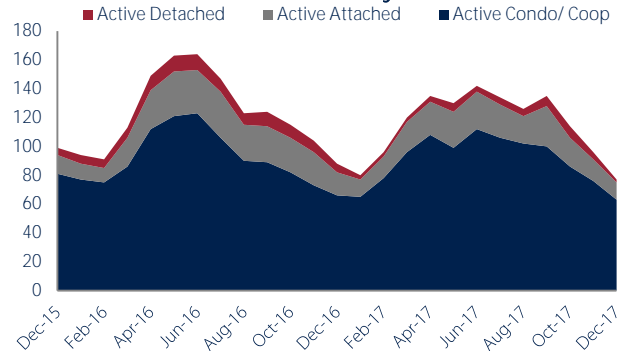
Units Sold

There was a decrease in total units sold in December, with 21 sold this month in Reston Town Center, Lake Anne, and Tall Oaks versus 27 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 16% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 11 units or 13%. The total number of active inventory this December was 77 compared to 88 in December 2016. This month's total of 77 is lower than the previous month's total supply of available inventory of 96, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Reston Town Center, Lake Anne, and Tall Oaks Homes was \$399,900. This December, the median sale price was \$442,500, an increase of 11% or \$42,600 compared to last year. The current median sold price is 2% 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.

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.



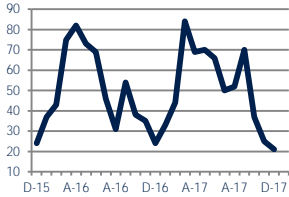
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20190

New Listings

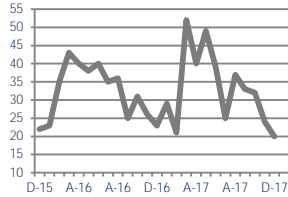
21



Down -13%
Vs. Year Ago

Current Contracts

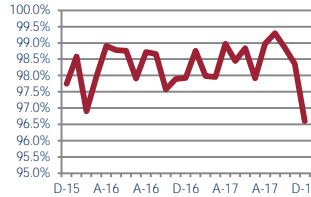
20



Down -13%
Vs. Year Ago

Sold Vs. List Price

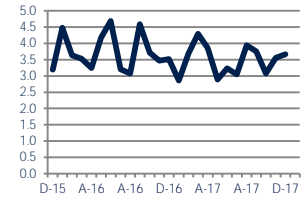
96.6%



Down -1.4%
Vs. Year Ago

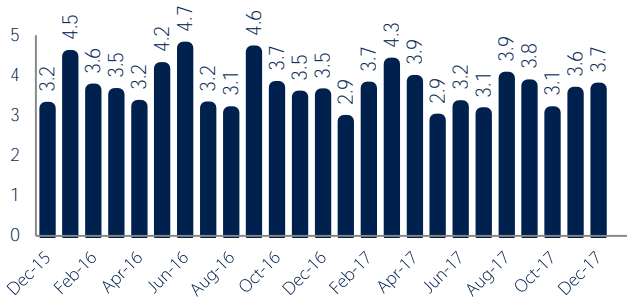
Months of Supply

3.7



Up 4%
Vs. Year Ago

Months Of Supply



Months of Supply

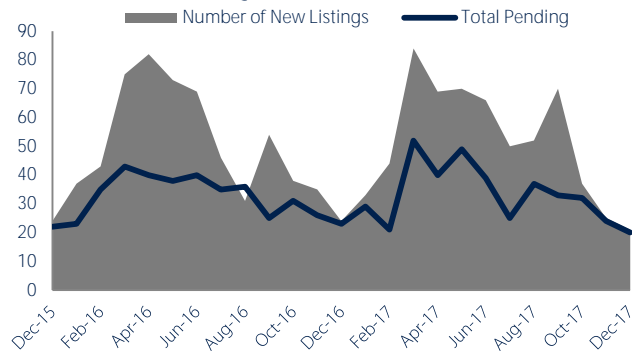
In December, there was 3.7 months of supply available in Reston Town Center, Lake Anne, and Tall Oaks, compared to 3.5 in December 2016. That is an increase of 4% versus a year ago.

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.

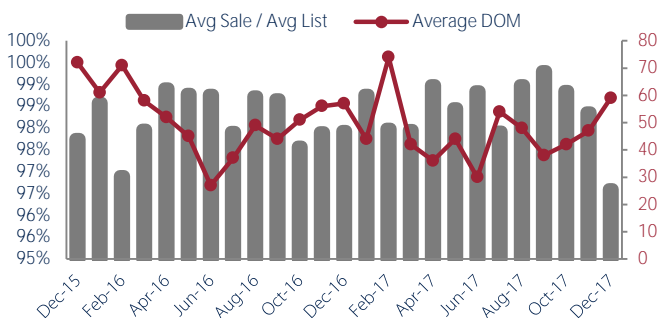
New Listings & Current Contracts

This month there were 21 homes newly listed for sale in Reston Town Center, Lake Anne, and Tall Oaks compared to 24 in December 2016, a decrease of 13%. There were 20 current contracts pending sale this December compared to 23 a year ago. The number of current contracts is 13% lower 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 Reston Town Center, Lake Anne, and Tall Oaks was 96.6% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 59, higher than the average last year, which was 57, an increase of 4%.



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