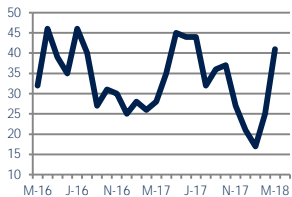


Zip Code(s): 20190

Units Sold

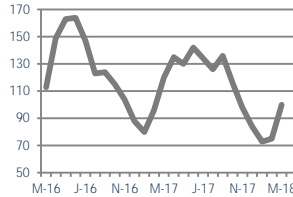
41



Up
Vs. Year Ago

Active Inventory

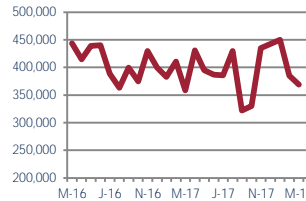
100



Down -17%
Vs. Year Ago

Median Sale Price

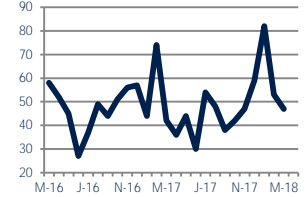
\$369,000



Up 3%
Vs. Year Ago

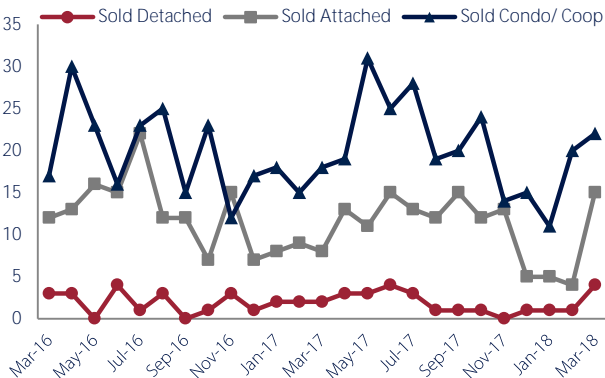
Days On Market

47



Up 12%
Vs. Year Ago

Units Sold*



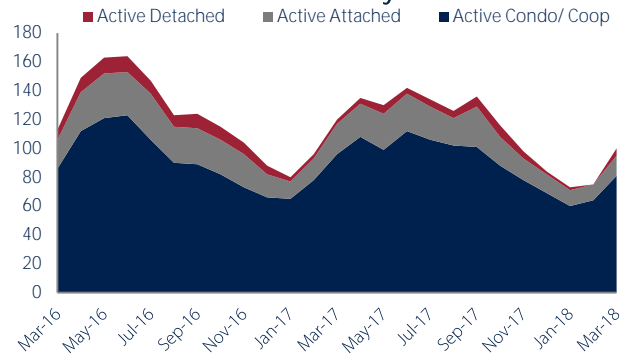
Units Sold

There was an increase in total units sold in March, with 41 sold this month in Reston Town Center, Lake Anne, and Tall Oaks. This month's total units sold was higher than at this time last year.

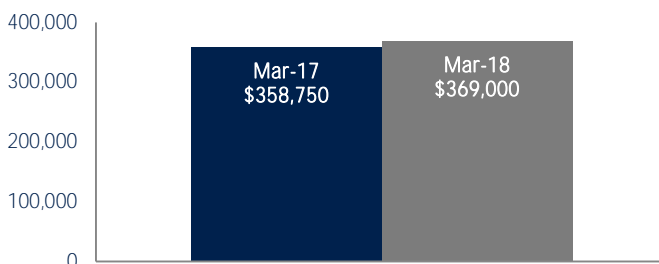
Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 17%. The total number of active inventory this March was 100 compared to 120 in March 2017. This month's total of 100 is higher than the previous month's total supply of available inventory of 75, an increase of 33%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Reston Town Center, Lake Anne, and Tall Oaks Homes was \$358,750. This March, the median sale price was \$369,000, an increase of 3% or \$10,250 compared to last year. The current median sold price is 4% lower 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.

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.



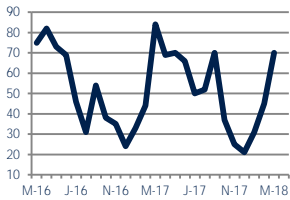
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20190

New Listings

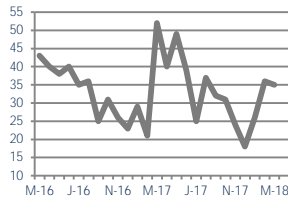
70



Down -17%
Vs. Year Ago

Current Contracts

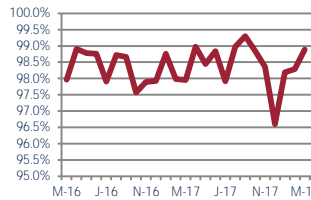
35



Down -33%
Vs. Year Ago

Sold Vs. List Price

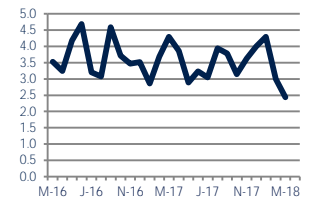
98.9%



Up 1%
Vs. Year Ago

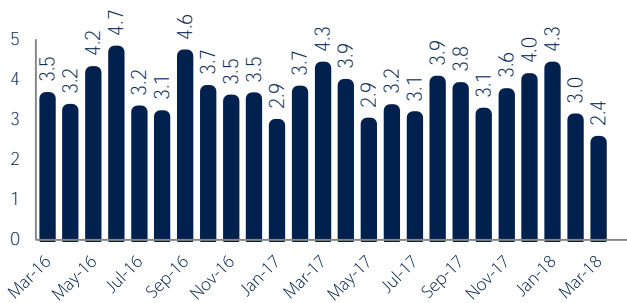
Months of Supply

2.4



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

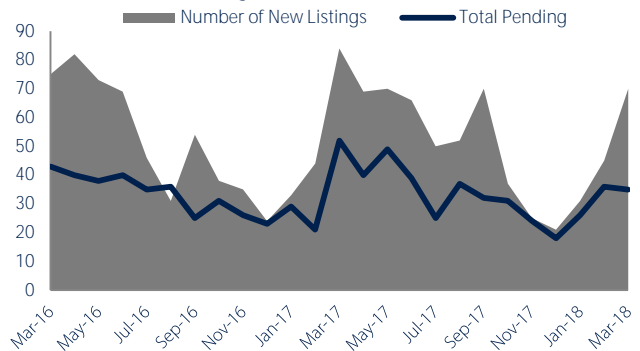
In March, there was 2.4 months of supply available in Reston Town Center, Lake Anne, and Tall Oaks, compared to 4.3 in March 2017. That is a decrease of 43% versus a year ago.

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.

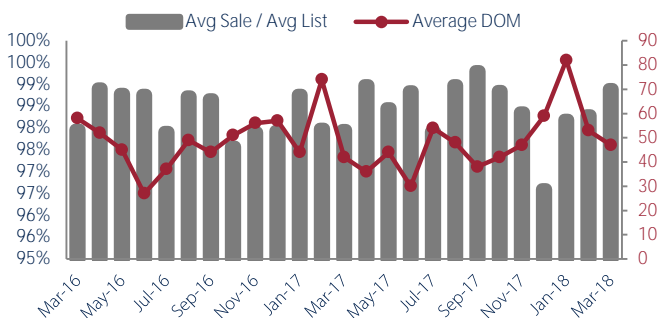
New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Reston Town Center, Lake Anne, and Tall Oaks compared to 84 in March 2017, a decrease of 17%. There were 35 current contracts pending sale this March compared to 52 a year ago. The number of current contracts is 33% 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 Reston Town Center, Lake Anne, and Tall Oaks was 98.9% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 47, higher than the average last year, which was 42, an increase of 12%.



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