



The Long & Foster Market Minute™

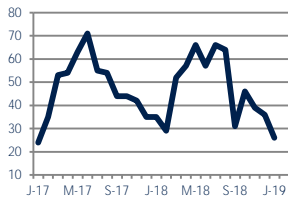
Focus On: South Reston Housing Market

January 2019

Zip Code(s): 20191

Units Sold

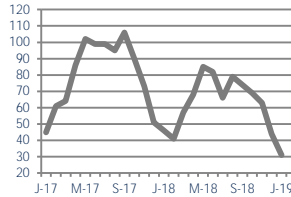
26



Down -26%
Vs. Year Ago

Active Inventory

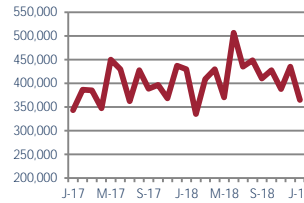
31



Down -33%
Vs. Year Ago

Median Sale Price

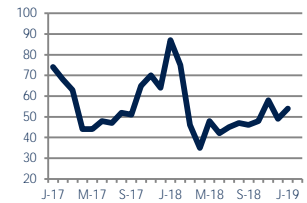
\$365,000



Down -15%
Vs. Year Ago

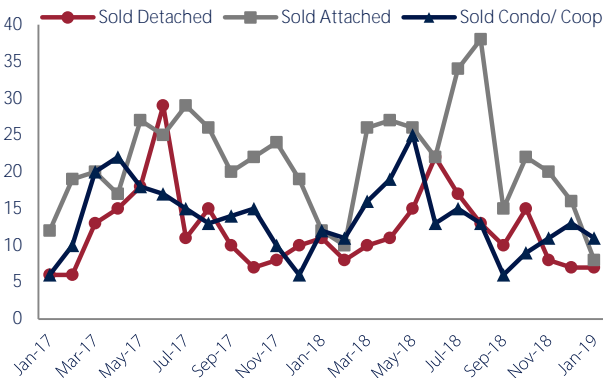
Days On Market

54



Down -38%
Vs. Year Ago

Units Sold*



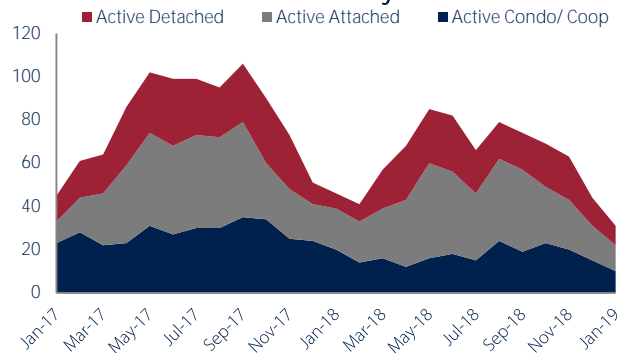
Units Sold

There was a decrease in total units sold in January, with 26 sold this month in South Reston versus 36 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 26% versus January 2018.

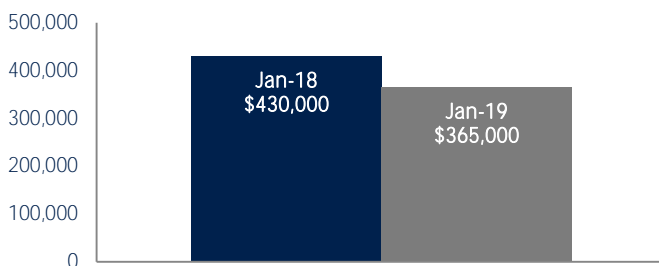
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 33%. The total number of active inventory this January was 31 compared to 46 in January 2018. This month's total of 31 is lower than the previous month's total supply of available inventory of 44, a decrease of 30%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for South Reston Homes was \$430,000. This January, the median sale price was \$365,000, a decrease of 15% or \$65,000 compared to last year. The current median sold price is 16% lower than in December.

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

South Reston are defined as properties listed in zip code/s 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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE





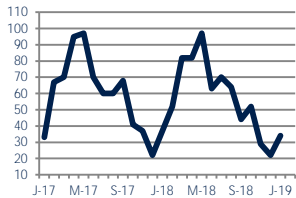
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January 2019

Zip Code(s): 20191

New Listings

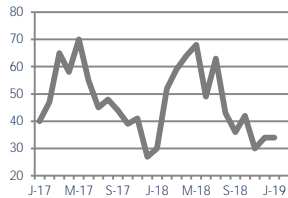
34



Down -8%
Vs. Year Ago

Current Contracts

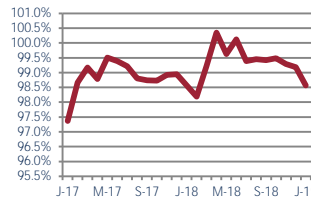
34



Up 13%
Vs. Year Ago

Sold Vs. List Price

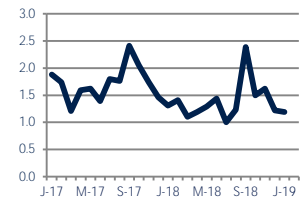
98.6%



No Change
Vs. Year Ago

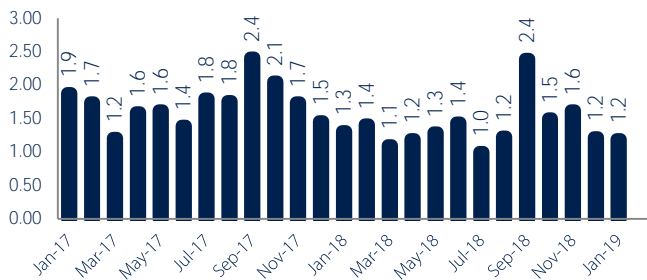
Months of Supply

1.2



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

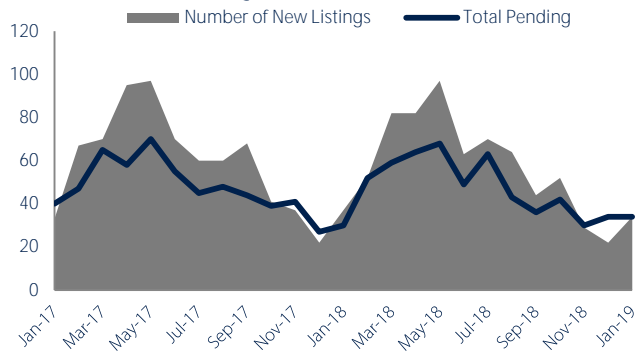
In January, there was 1.2 months of supply available in South Reston, compared to 1.3 in January 2018. That is a decrease of 9% versus a year ago.

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.

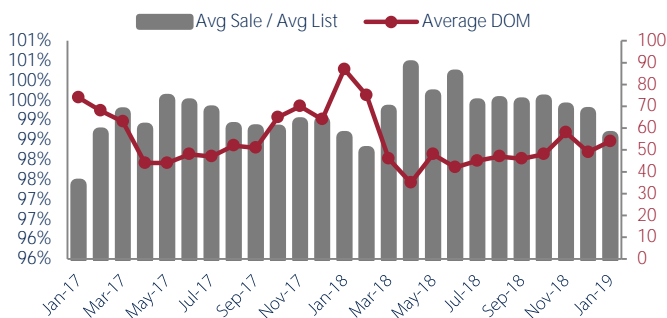
New Listings & Current Contracts

This month there were 34 homes newly listed for sale in South Reston compared to 37 in January 2018, a decrease of 8%. There were 34 current contracts pending sale this January compared to 30 a year ago. The number of current contracts remained stable as compared to last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in South Reston 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 54, lower than the average last year, which was 87, a decrease of 38%.



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