



The Long & Foster Market Minute™

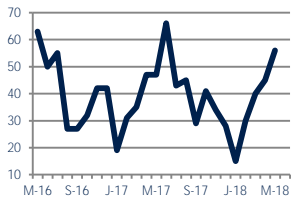
Focus On: Arlandria and Del Ray Housing Market

May 2018

Zip Code(s): 22305 and 22301

Units Sold

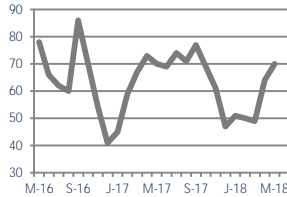
56



Up 19%
Vs. Year Ago

Active Inventory

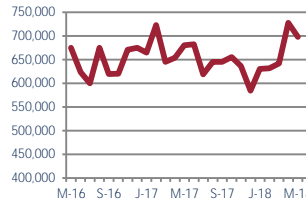
70



No Change
Vs. Year Ago

Median Sale Price

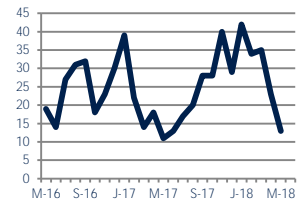
\$697,500



Up 3%
Vs. Year Ago

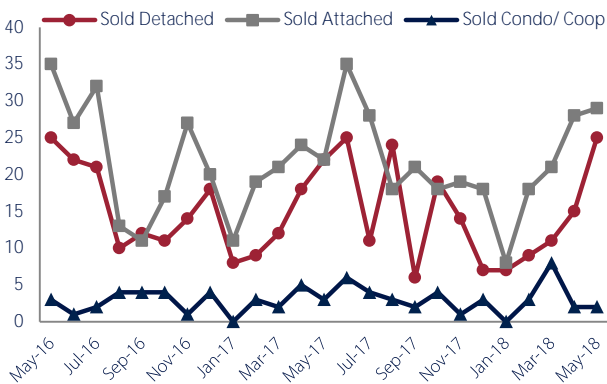
Days On Market

13



Up 18%
Vs. Year Ago

Units Sold*



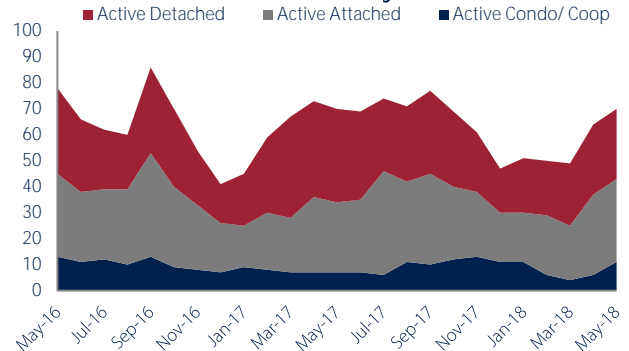
Units Sold

There was an increase in total units sold in May, with 56 sold this month in Arlandria and Del Ray versus 45 last month, an increase of 24%. This month's total units sold was higher than at this time last year, an increase of 19% versus May 2017.

Active Inventory

The total number of homes available this month is 70 units, which is similar compared to a year ago. This month's total of 70 is higher than the previous month's total supply of available inventory of 64, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Arlandria and Del Ray Homes was \$680,000. This May, the median sale price was \$697,500, an increase of 3% or \$17,500 compared to last year. The current median sold price is 4% lower than in April.

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

Arlandria and Del Ray are defined as properties listed in zip code/s 22305 and 22301.

*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



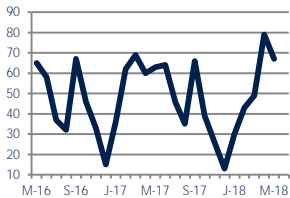
Focus On: Arlandria and Del Ray Housing Market

May 2018

Zip Code(s): 22305 and 22301

New Listings

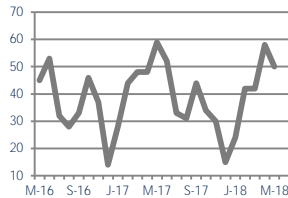
67



Up 6%
Vs. Year Ago

Current Contracts

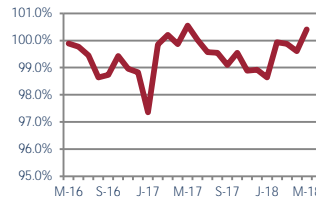
50



Down -15%
Vs. Year Ago

Sold Vs. List Price

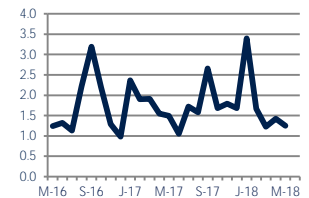
100.4%



No Change
Vs. Year Ago

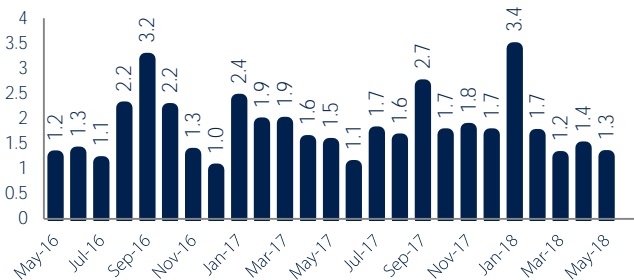
Months of Supply

1.3



Down -16%
Vs. Year Ago

Months Of Supply



Months of Supply

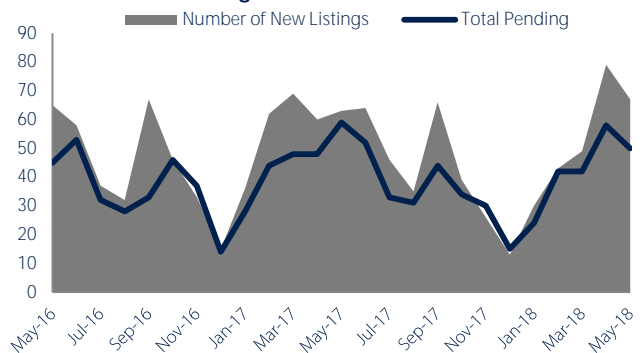
In May, there was 1.3 months of supply available in Arlandria and Del Ray, compared to 1.5 in May 2017. That is a decrease of 16% versus a year ago.

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.

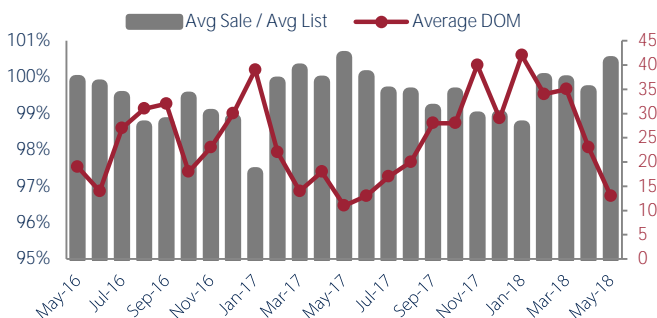
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Arlandria and Del Ray compared to 63 in May 2017, an increase of 6%. There were 50 current contracts pending sale this May compared to 59 a year ago. The number of current contracts is 15% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Arlandria and Del Ray was 100.4% 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 13, higher than the average last year, which was 11, an increase of 18%.



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