

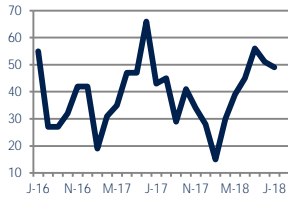
## Focus On: Arlandria and Del Ray Housing Market

July 2018

Zip Code(s): 22305 and 22301

### Units Sold

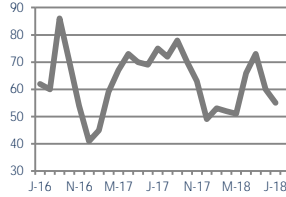
49



Up 14%  
Vs. Year Ago

### Active Inventory

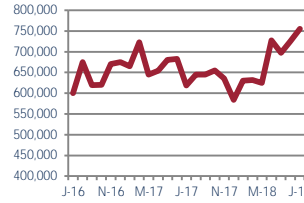
55



Down -27%  
Vs. Year Ago

### Median Sale Price

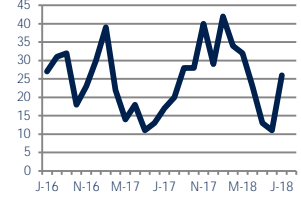
\$755,000



Up 22%  
Vs. Year Ago

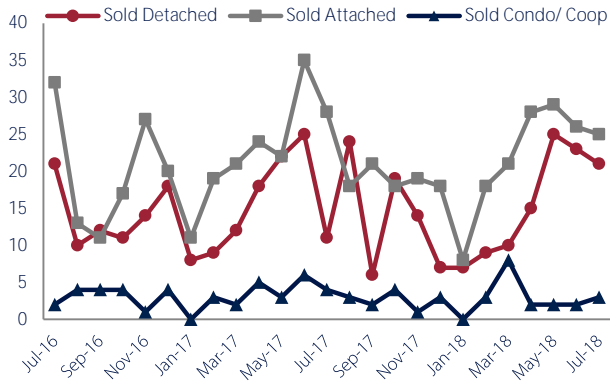
### Days On Market

26



Up 53%  
Vs. Year Ago

### Units Sold\*



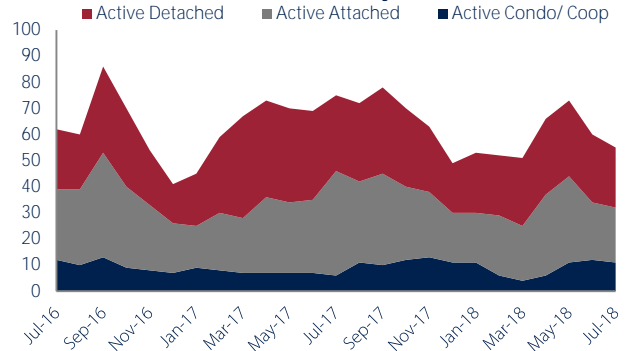
### Units Sold

There was a decrease in total units sold in July, with 49 sold this month in Arlandria and Del Ray versus 51 last month, a decrease of 4%. This month's total units sold was higher than at this time last year, an increase of 14% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 27%. The total number of active inventory this July was 55 compared to 75 in July 2017. This month's total of 55 is lower than the previous month's total supply of available inventory of 60, a decrease of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Arlandria and Del Ray Homes was \$618,751. This July, the median sale price was \$755,000, an increase of 22% or \$136,249 compared to last year. The current median sold price is 4% higher than in June.

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



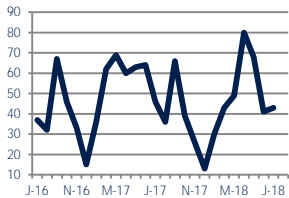
## Focus On: Arlandria and Del Ray Housing Market

July 2018

Zip Code(s): 22305 and 22301

### New Listings

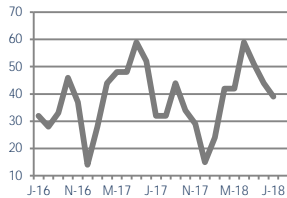
43



Down -7%  
Vs. Year Ago

### Current Contracts

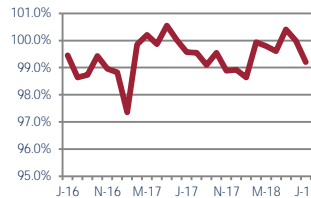
39



Up 22%  
Vs. Year Ago

### Sold Vs. List Price

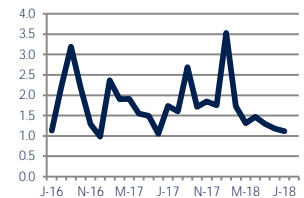
99.2%



No Change  
Vs. Year Ago

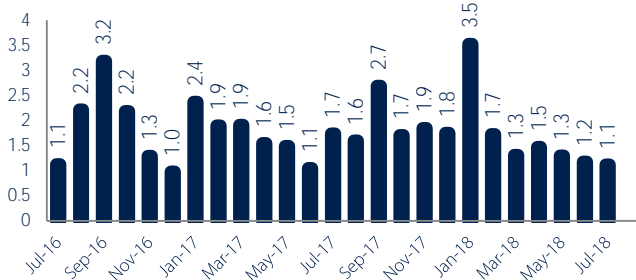
### Months of Supply

1.1



Down -36%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

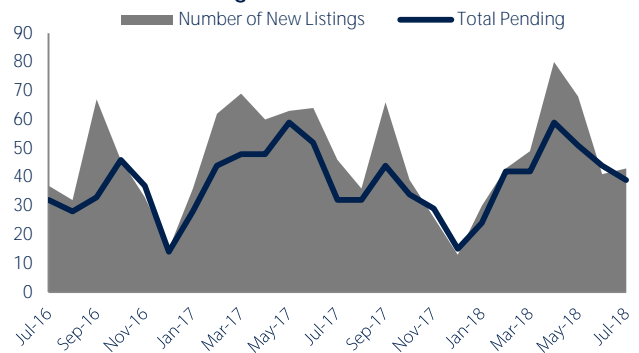
In July, there was 1.1 months of supply available in Arlandria and Del Ray, compared to 1.7 in July 2017. That is a decrease of 36% versus a year ago.

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.

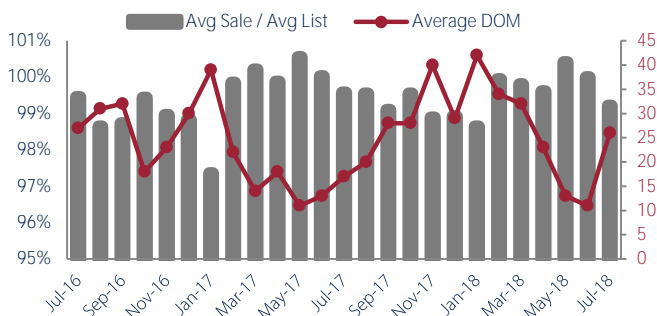
### New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Arlandria and Del Ray compared to 46 in July 2017, a decrease of 7%. There were 39 current contracts pending sale this July compared to 32 a year ago. The number of current contracts is 22% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Arlandria and Del Ray was 99.2% 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 26, higher than the average last year, which was 17, an increase of 53%.



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