

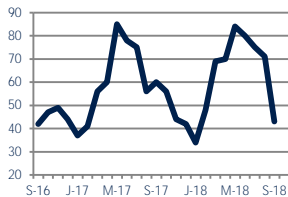
Focus On: North Reston Housing Market

September 2018

Zip Code(s): 20194 and 20190

Units Sold

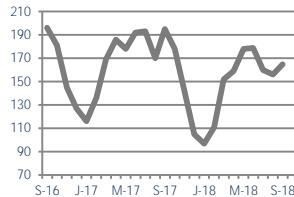
43



Down -28%
Vs. Year Ago

Active Inventory

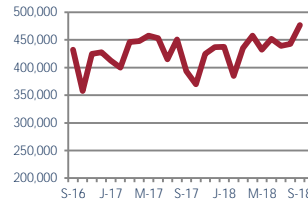
165



Down -15%
Vs. Year Ago

Median Sale Price

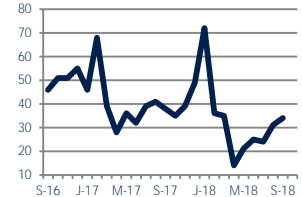
\$477,000



Up 21%
Vs. Year Ago

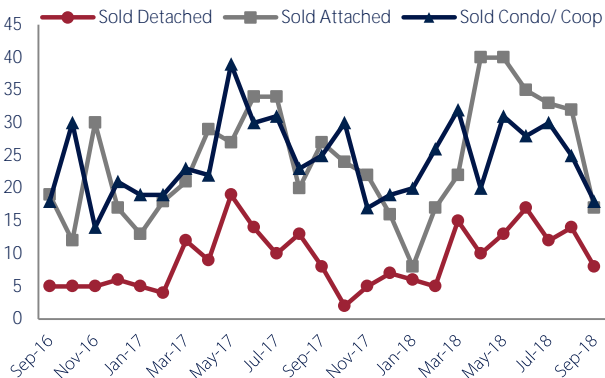
Days On Market

34



Down -11%
Vs. Year Ago

Units Sold*



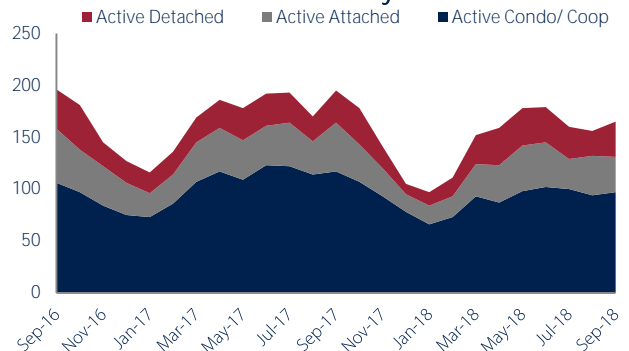
Units Sold

There was a decrease in total units sold in September, with 43 sold this month in North Reston. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 15%. The total number of active inventory this September was 165 compared to 195 in September 2017. This month's total of 165 is higher than the previous month's total supply of available inventory of 156, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for North Reston Homes was \$393,500. This September, the median sale price was \$477,000, an increase of 21% or \$83,500 compared to last year. The current median sold price is 8% higher than in August.

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

North Reston are defined as properties listed in zip code/s 20194 and 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





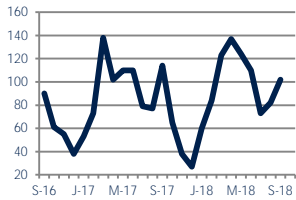
Focus On: North Reston Housing Market

September 2018

Zip Code(s): 20194 and 20190

New Listings

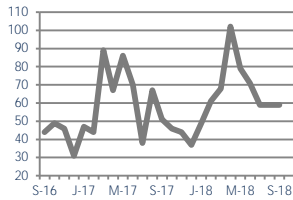
102



Down -11%
Vs. Year Ago

Current Contracts

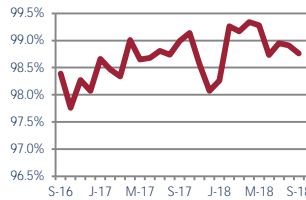
59



Up 16%
Vs. Year Ago

Sold Vs. List Price

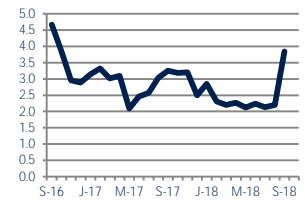
98.8%



No Change
Vs. Year Ago

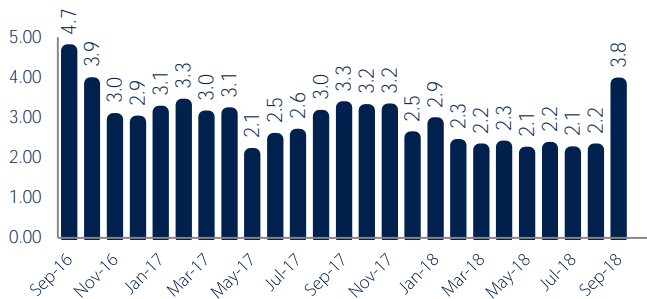
Months of Supply

3.8



Up 18%
Vs. Year Ago

Months Of Supply



Months of Supply

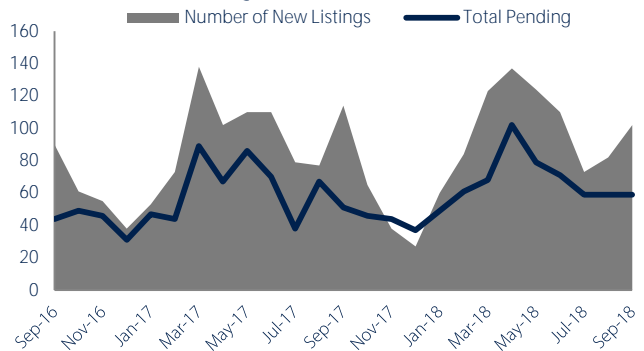
In September, there was 3.8 months of supply available in North Reston, compared to 3.3 in September 2017. That is an increase of 18% versus a year ago.

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.

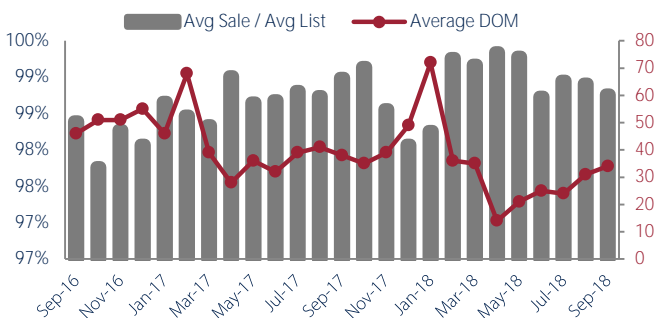
New Listings & Current Contracts

This month there were 102 homes newly listed for sale in North Reston compared to 114 in September 2017, a decrease of 11%. There were 59 current contracts pending sale this September compared to 51 a year ago. The number of current contracts remained stable as compared to last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in North Reston was 98.8% 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 34, lower than the average last year, which was 38, a decrease of 11%.



North Reston are defined as properties listed in zip code/s 20194 and 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.

