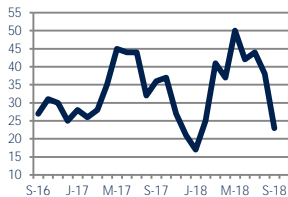


Zip Code(s): 20190

### Units Sold

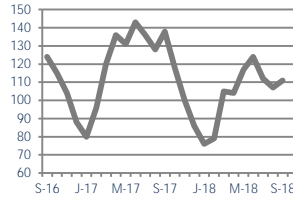
23



**Down**  
Vs. Year Ago

### Active Inventory

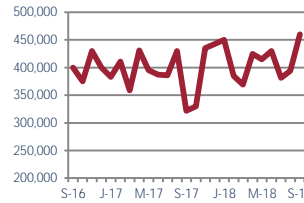
111



**Down -20%**  
Vs. Year Ago

### Median Sale Price

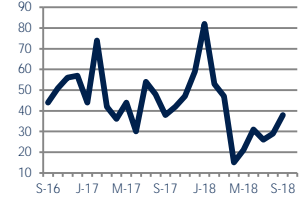
\$460,000



**Up**  
Vs. Year Ago

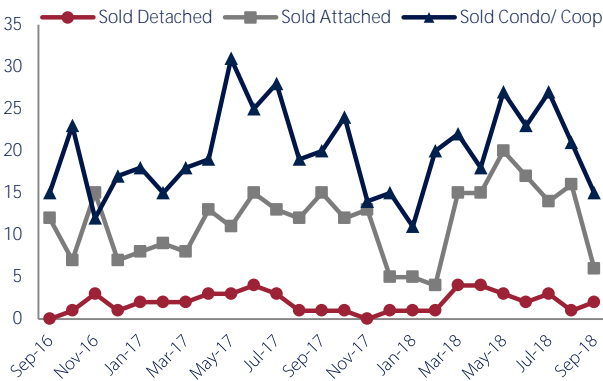
### Days On Market

38



**No Change**  
Vs. Year Ago

### Units Sold\*



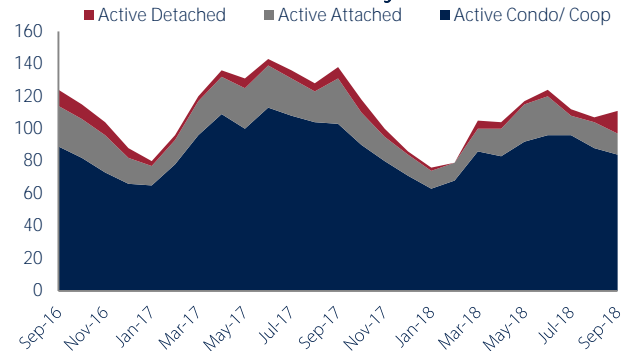
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 23 sold this month in Reston Town Center, Lake Anne, and Tall Oaks. This month's total units sold was lower than at this time last year, a decrease from September 2017.

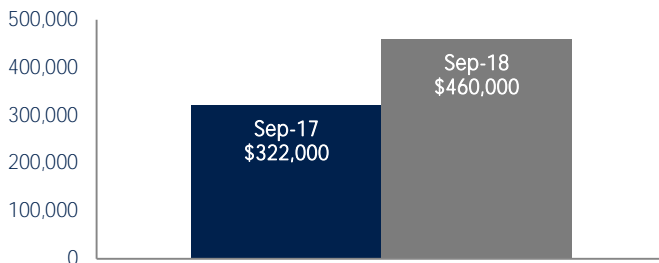
### Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 20%. The total number of active inventory this September was 111 compared to 138 in September 2017. This month's total of 111 is higher than the previous month's total supply of available inventory of 107, an increase of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Reston Town Center, Lake Anne, and Tall Oaks Homes was \$322,000. This September, the median sale price was \$460,000, an increase of \$138,000 compared to last year. The current median sold price is 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.



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.

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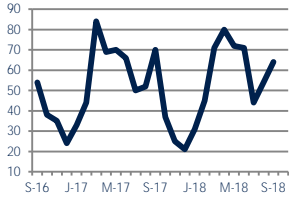




Zip Code(s): 20190

### New Listings

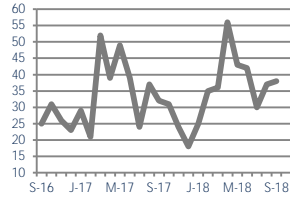
64



Down -9%  
Vs. Year Ago

### Current Contracts

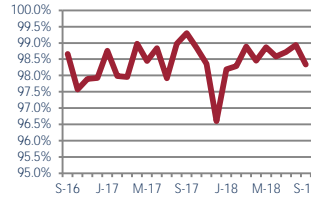
38



Up 19%  
Vs. Year Ago

### Sold Vs. List Price

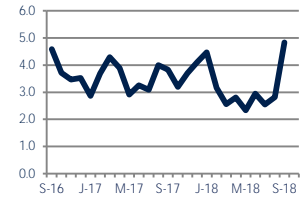
98.3%



Down -1%  
Vs. Year Ago

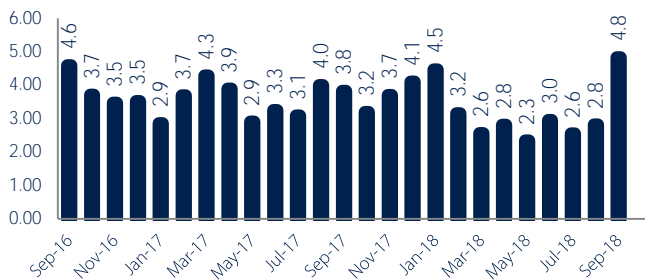
### Months of Supply

4.8



Up 26%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

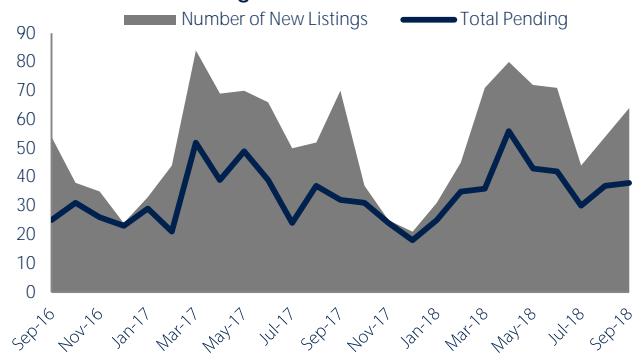
In September, there was 4.8 months of supply available in Reston Town Center, Lake Anne, and Tall Oaks, compared to 3.8 in September 2017. That is an increase of 26% versus a year ago.

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.

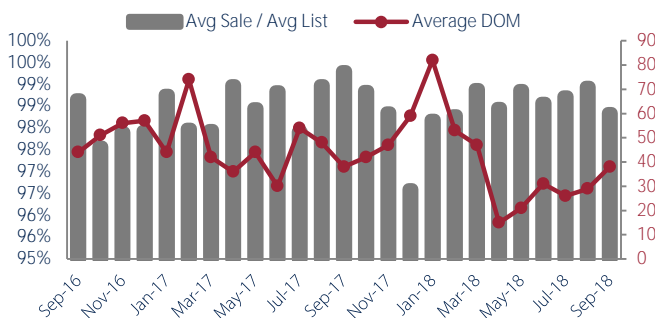
### New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Reston Town Center, Lake Anne, and Tall Oaks compared to 70 in September 2017, a decrease of 9%. There were 38 current contracts pending sale this September compared to 32 a year ago. The number of current contracts is 19% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Reston Town Center, Lake Anne, and Tall Oaks was 98.3% of the average list price, which is 1.0% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 38, which is similar compared to a year ago.



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