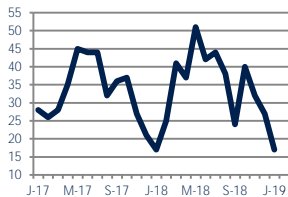


Zip Code(s): 20190

Units Sold

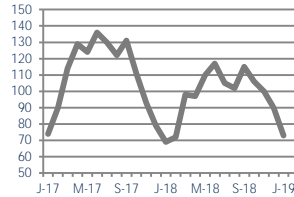
17



No Change
Vs. Year Ago

Active Inventory

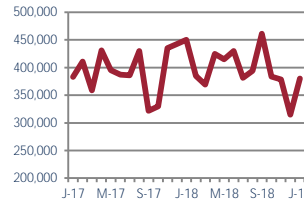
73



Up 6%
Vs. Year Ago

Median Sale Price

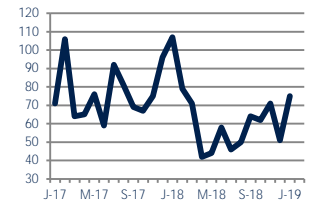
\$380,000



Down -16%
Vs. Year Ago

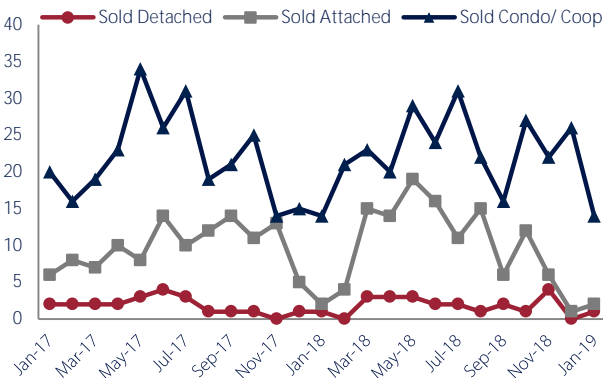
Days On Market

75



Down -30%
Vs. Year Ago

Units Sold*



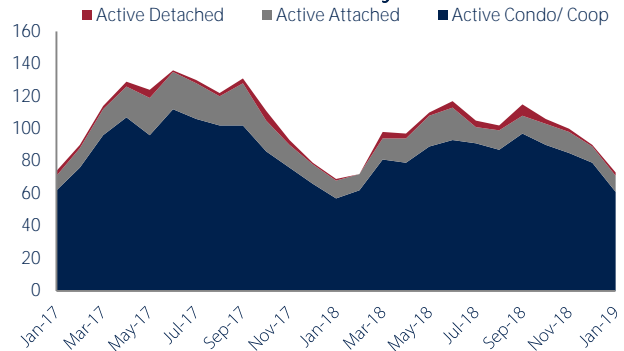
Units Sold

There was a decrease in total units sold in January, with 17 sold this month in Reston Town Center, Lake Anne, and Tall Oaks, a decrease of 37%. This month's total units sold is similar compared to a year ago.

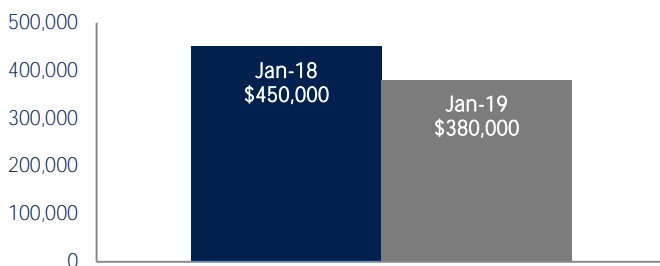
Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 6%. The total number of active inventory this January was 73 compared to 69 in January 2018. This month's total of 73 is lower than the previous month's total supply of available inventory of 90, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Reston Town Center, Lake Anne, and Tall Oaks Homes was \$450,000. This January, the median sale price was \$380,000, a decrease of 16% or \$70,000 compared to last year. The current median sold price is 21% higher 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.

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. 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.



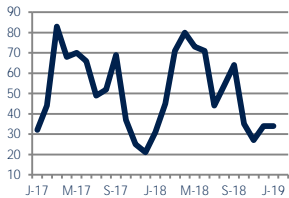
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 20190

New Listings

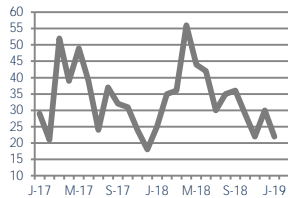
34



Up 10%
Vs. Year Ago

Current Contracts

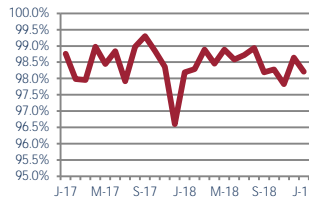
22



Down -12%
Vs. Year Ago

Sold Vs. List Price

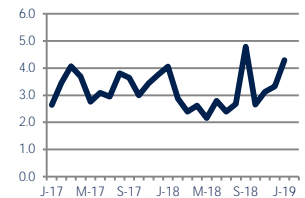
98.2%



No Change
Vs. Year Ago

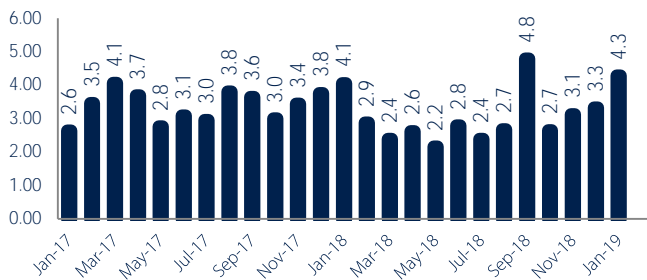
Months of Supply

4.3



Up 6%
Vs. Year Ago

Months Of Supply



Months of Supply

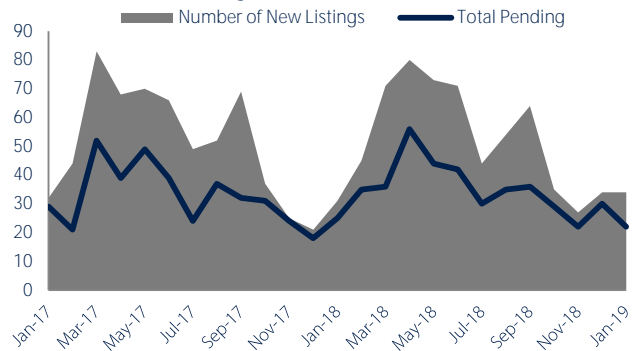
In January, there was 4.3 months of supply available in Reston Town Center, Lake Anne, and Tall Oaks, compared to 4.1 in January 2018. That is an increase of 6% versus a year ago.

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.

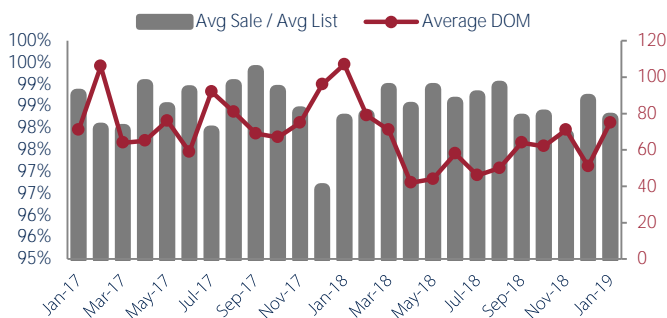
New Listings & Current Contracts

This month there were 34 homes newly listed for sale in Reston Town Center, Lake Anne, and Tall Oaks compared to 31 in January 2018, an increase of 10%. There were 22 current contracts pending sale this January compared to 25 a year ago. The number of current contracts is 12% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Reston Town Center, Lake Anne, and Tall Oaks was 98.2% 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 75, lower than the average last year, which was 107, a decrease of 30%.



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