



\*\*\*\*\*ECRWSS\*\*\*\*\*  
Local Postal Customer

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**Dear Mantua and  
Ridgelea Hills Neighbors,**

*January 2020*

The Northern Virginia Association of Realtors have published their end of year figures for 2019 and reported an **average price increase of 4.21%** over 2018; the average house price was \$613,218 for the area for all types of homes, townhomes and condos. Homes are selling in an average of 30 days. This reflects strong consumer confidence throughout the area and the unemployment figures are now less than 3%. Many companies are moving into the area as it offers so many attractive amenities and particularly now that the Silver line has stations along the Reston and Herndon corridor. This is where there are many large office buildings, all located within a half mile of a Metro station. As a result of the population growth there is a demand on housing causing reduced inventory throughout the area, particularly in areas with excellent schools. This demand on housing is raising the average sales price. Local economists predict this trend will continue and another **3-4% gain is expected in 2020.**

The **2019 Mantua Statistics** show that **61 homes sold**. The average sold price was **\$797,105**, compared to **\$796,823 the previous year**. This may seem surprising, but it reflects that several smaller homes on 1/4-acre lots were sold last year. Some lots were sold to builders and others, fixer-uppers, were bought, renovated then resold at higher prices. In reality, our homes have increased in value along with the Northern Virginia market. You will see on the reverse side of this letter the list of all the homes that sold in Mantua in 2019. Currently there are only **2 homes for sale** and **9 homes are under contract**. Thirteen homes rented in Mantua through the MLS, for an average of \$3,219. In 2019, only **4 homes sold in Ridgelea Hills**. The average price for these homes was **\$838,750**.

We continue to see that the houses that are realistically priced and show well, sell within days and often above the list price. We encourage sellers to make their properties look as attractive as possible by making some improvements prior to listing their homes. This could be a coat of fresh paint, replacing a tired looking carpet or replacing a few light fixtures. The goal is to make the home look more updated so as to appeal to today's typical buyer and 'net' more for the seller. **If sprucing up is combined with staging, you should expect to sell within days and likely with competing offers.** The spring market continues to be the best time to list in our neighborhood due to our outstanding schools and location. Although, it is possible to have a successful sale in the summer and fall months. People are now starting to search for homes in early January and a Mantua open house was recently attended by 50 sets of people.

**Interest rates are extremely low.** After hovering around 4% for most of 2019, the rates have dropped and it is now possible to get a 30-year loan with an interest rate of 3.65%. This gives buyers further incentive to buy now while the rates are so low. Young people—35% of the area's buyers due to the strong job market with good-paying jobs—are trying to get into the market before the prices go up further. In 2020, **the VA loan limits will be eliminated**, provided the borrower has enough income to qualify. The VA funding fee will go up slightly, but can be rolled into the loan amount or paid up front.

Thanks to all our clients and friends in the neighborhood, we find that most of our business continues to be in Mantua and Ridgelea Hills. We feel very fortunate to live and work in our own neighborhood. We show our appreciation by supporting our local school and many Mantua fundraisers. We also appreciate your referrals and look forward to helping your family and friends. Throughout the year, we are here to help you with any questions related to the housing market or if you need the names of reliable, local contractors.

**Best wishes to you and your family for a happy and healthy 2020!**

*Anne and Sarah*

**LONG & FOSTER**  
REAL ESTATE

**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

309 W Maple Avenue  
Vienna, VA 22180



# 61 Mantua Homes **SOLD** in 2019 w/ Avg. Price \$797,105 and Avg. DOM 36

PROPERTY ADDRESS	STYLE OF HOME	BEDS	BATHS	GAR	ACRES	SOLD PRICE	SUBSIDY	DATE
9327 Glenbrook Rd	Colonial	4	2.55		0.25	\$584,000		09/12/2019
3615 Glenbrook Rd	Craftsman	4	4.5	2	0.47	\$620,000		11/15/2019
9242 Okla Dr	Split Level	3	3		0.89	\$630,000	\$5,400	08/31/2019
3406 Prince William Dr	Split Level	5	3	1	0.46	\$640,000		09/06/2019
3310 Mill Springs Dr	Split Level	5	3	2	0.24	\$650,000		04/01/2019
3706 Cordova Ct	Rancher	5	3	2	0.49	\$655,000	\$10,000	04/12/2019
3318 Mill Springs Dr	Rancher	5	3		0.25	\$662,500		11/07/2019
9031 Pixie Court	Split Level	4	2		0.48	\$665,000	\$2,000	08/16/2019
3811 Glenbrook Dr	Rancher	4	2	3	1.01	\$670,000		12/10/2019
3610 Prince William Dr	Contemporary	4	3	2	0.60	\$685,000		10/10/2019
3300 Barkley Dr	Colonial	5	2.5	2	1.71	\$695,000		06/27/2019
3724 Acosta Rd	Raised Ranch	4	3	1	0.48	\$699,900	\$5,000	01/11/2019
3314 Prince William Dr	Colonial	4	2.5	1	0.25	\$700,000	\$1,000	10/09/2019
3323 Prince William Dr	Split Foyer	4	3	1	0.24	\$705,000		01/14/2019
3138 Barbara Ln	Rancher	5	3	2	0.79	\$725,000		06/25/2019
9218 Santayana Dr	Colonial	5	3.5	1	0.39	\$729,000	\$15,435	04/04/2019
9364 Tovito Dr	Split Level	4	2.5	2	0.35	\$730,000		11/06/2019
9112 Santayana Dr	Split Foyer	5	3	2	0.46	\$730,000	\$4,000	02/28/2019
9025 Denise Ln	Split Level	5	3		0.46	\$735,000		07/24/2019
9206 Kilmarnock Dr	Split Foyer	5	3	1	0.48	\$735,000		08/14/2019
3725 Acosta Rd	Split Level	5	3	2	0.46	\$735,000	\$3,500	02/26/2019
9329 Glenbrook Rd	Colonial	4	3.5	2	0.24	\$739,900		04/30/2019
3319 Albion Ct	Colonial	4	2.5	1	0.25	\$749,000	\$4,000	02/28/2019
9327 Tovito Dr	Split Foyer	4	3	1	0.42	\$750,000		08/09/2019
9138 Leghorn Pl	Split Level	5	3		0.24	\$750,000	\$1,500	04/30/2019
3308 Midland Rd	Split Foyer	4	3	1	0.24	\$754,900		07/25/2019
9214 Christopher St	Rancher	4	3	2	0.46	\$759,000		09/18/2019
3324 Rocky Mount Rd	Colonial	4	3	1	0.25	\$765,000		05/06/2019
9305 Saint Marks Pl	Split Foyer	5	3	2	0.46	\$765,000		06/06/2019
3207 Amberley Ln	Colonial	4	3	1	1.72	\$765,000	\$8,200	03/27/2019
9231 Chapel Hill Ter	Colonial	4	2.5	1	0.27	\$767,500		06/25/2019
9139 Santayana Dr	Colonial	4	2.55	2	0.24	\$769,000		06/28/2019
3202 Amberley Ln	Split Level	5	3	2	0.46	\$774,500		03/29/2019
8916 Colesbury Pl	Split Level	4	3	1	0.51	\$775,000	\$5,000	04/19/2019
3613 Prince William Dr	Contemporary	4	2	1	0.46	\$780,000		10/21/2019
9104 Courtley Ct	Rancher	4	2.5	1	0.50	\$780,000		06/19/2019
3401 Prince William Dr	Colonial	4	2.55	1	0.25	\$781,000		03/22/2019
9106 Glenbrook Rd	Colonial	4	3.5		0.54	\$785,000	\$3,000	05/30/2019
3322 Parkside Ter	Rancher	5	3	1	0.46	\$793,000		06/28/2019
3607 Lido Pl	Split Foyer	4	3	2	0.48	\$795,000		02/28/2019
9208 Leamington Ct	Colonial	5	3	2	0.51	\$800,000		11/25/2019
9007 Colesbury Pl	Colonial	4	2.5	2	0.61	\$800,000	\$15,000	04/30/2019
8938 Colesbury Pl	Split Level	4	3	1	0.49	\$805,000		06/19/2019
3606 Prince William Dr	Contemporary	4	3		0.46	\$810,000		07/10/2019
9011 Stoneleigh Ct	Split Foyer	4	3	2	0.46	\$815,000		04/15/2019
9303 Saint Marks Pl	Colonial	5	3	2	0.46	\$825,000		04/26/2019
9344 Tovito Dr	Traditional	4	3.5	2	0.35	\$830,000		07/25/2019
9125 Saint Marks Pl	Transitional	4	4	2	0.46	\$835,000		08/09/2019
9113 Hamilton Dr	Colonial	4	3.5	1	0.46	\$839,900	\$16,700	08/12/2019
8800 Lynnhurst Dr	Rancher	4	3	2	0.40	\$842,250		04/22/2019
3822 Acosta Rd	Split Level	5	3	2	0.58	\$851,500		06/04/2019
9118 Hamilton Dr	Colonial	4	3.5	1	0.46	\$869,000		04/30/2019
9000 Colesbury Pl	Colonial	5	3	1	0.46	\$870,000		01/24/2019
3821 Bosworth Ct	Colonial	4	2.55	2	0.47	\$875,000	\$5,000	06/21/2019
3324 Mantua Dr	Colonial	4	3.5	0	0.35	\$879,820		04/26/2019
3619 Lido Pl	Cape Cod, Colonial	5	3.5	1	0.74	\$900,000		07/31/2019
8900 Glenbrook Rd	Raised Ranch, Rancher	5	3	2	1.08	\$995,000		05/17/2019
8969 Colesbury Pl	Colonial	5	4.5	2	0.52	\$1,023,270		08/05/2019
9008 Hamilton Dr	Contemporary	3	4.5	3	1.16	\$1,188,500		05/10/2019
3145 Barbara Ln	Colonial	6	4	3	0.58	\$1,349,000	\$20,000	05/03/2019
3122 Barkley Dr	Craftsman	6	5	3	1.21	\$1,641,980	\$1,500	10/31/2019

# 4 Ridgelea Hills Homes **SOLD** in 2019 w/ Avg. Price of \$838,750 and Avg. DOM 48

PROPERTY ADDRESS	STYLE OF HOME	BEDS	BATHS	GAR	ACRES	SOLD PRICE	SUBSIDY	DATE
8911 Glade Hill Rd	Colonial	4	3.5	2	0.25	\$785,000	\$3,000	06/28/2019
3911 Laro Ct	Colonial	4	3.5	2	0.26	\$845,000		03/15/2019
3802 Sandalwood Ct	Colonial	4	3.5	2	0.26	\$855,000		07/31/2019
8803 Southlea Ct	Colonial	5	3.5	2	0.26	\$870,000		07/12/2019