

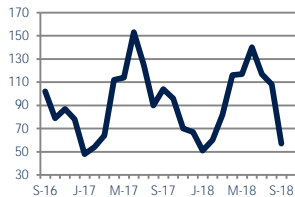
Focus On: Ashburn Housing Market

September 2018

Zip Code(s): 20147 and 20146

Units Sold

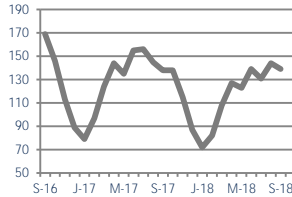
57



Down
Vs. Year Ago

Active Inventory

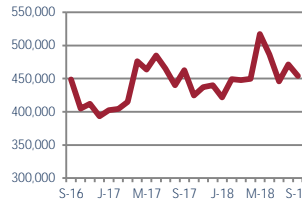
139



Up 1%
Vs. Year Ago

Median Sale Price

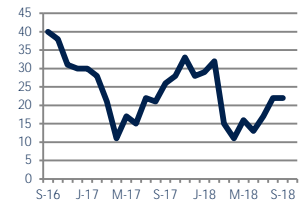
\$454,000



Down -2%
Vs. Year Ago

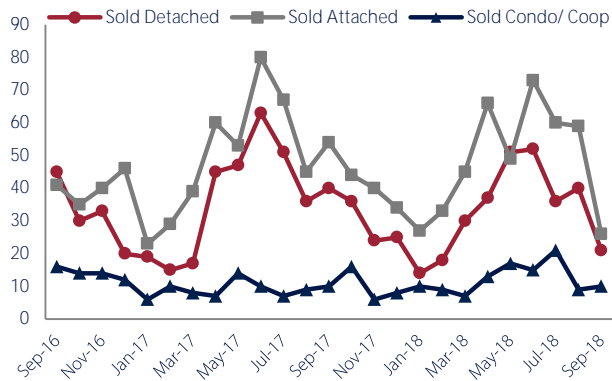
Days On Market

22



Down -15%
Vs. Year Ago

Units Sold*



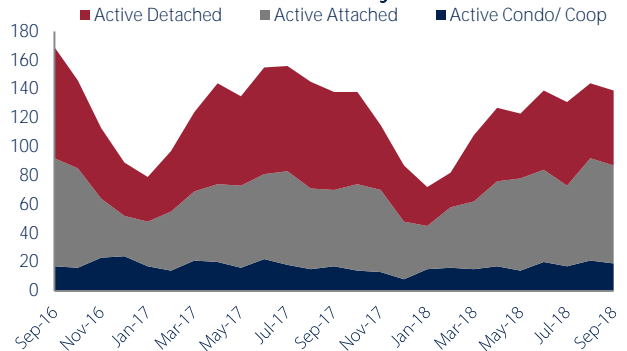
Units Sold

There was a decrease in total units sold in September, with 57 sold this month in Ashburn. This month's total units sold was lower than at this time last year.

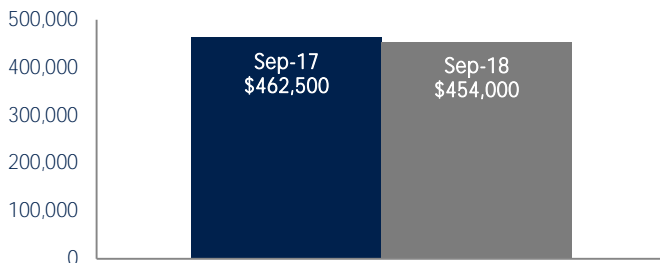
Active Inventory

Versus last year, the total number of homes available this month is higher by 1 units or 1%. The total number of active inventory this September was 139 compared to 138 in September 2017. This month's total of 139 is lower than the previous month's total supply of available inventory of 144, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Ashburn Homes was \$462,500. This September, the median sale price was \$454,000, a decrease of 2% or \$8,500 compared to last year. The current median sold price is 4% lower 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.



Ashburn are defined as properties listed in zip code/s 20147 and 20146.

*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.



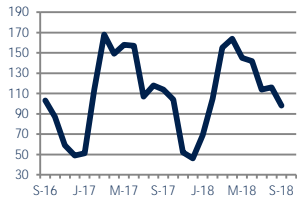
Focus On: Ashburn Housing Market

September 2018

Zip Code(s): 20147 and 20146

New Listings

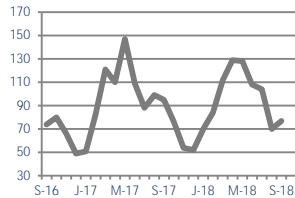
98



Down -14%
Vs. Year Ago

Current Contracts

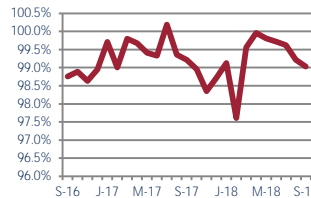
77



Down -19%
Vs. Year Ago

Sold Vs. List Price

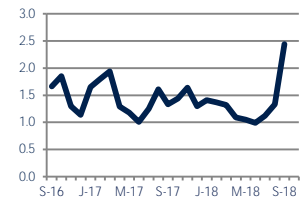
99.0%



No Change
Vs. Year Ago

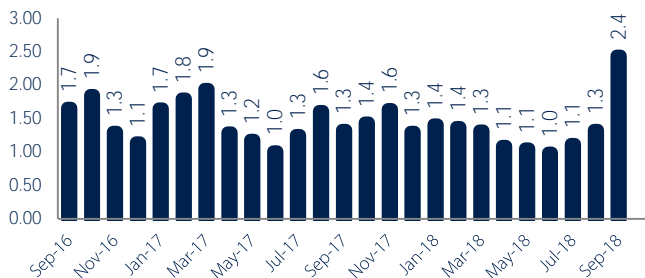
Months of Supply

2.4



Up 83%
Vs. Year Ago

Months Of Supply



Months of Supply

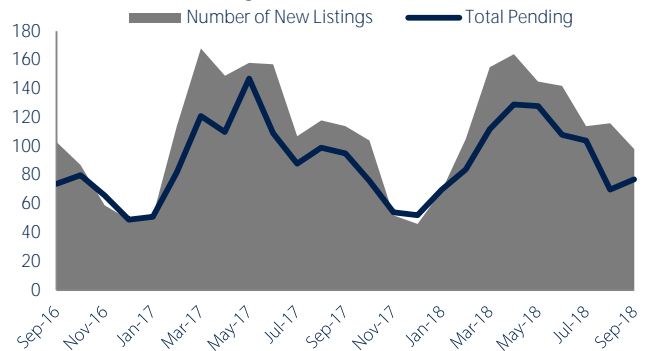
In September, there was 2.4 months of supply available in Ashburn, compared to 1.3 in September 2017. That is an increase of 84% versus a year ago.

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.

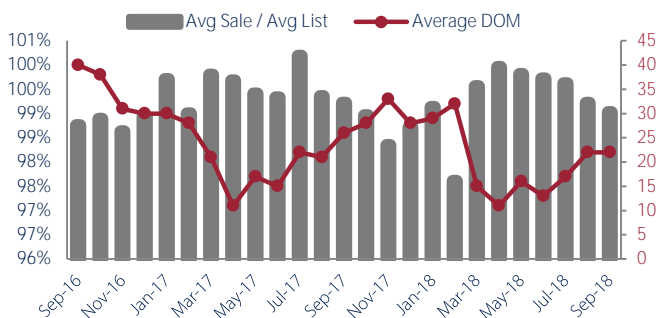
New Listings & Current Contracts

This month there were 98 homes newly listed for sale in Ashburn compared to 114 in September 2017, a decrease of 14%. There were 77 current contracts pending sale this September compared to 95 a year ago. The number of current contracts is 19% lower 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 Ashburn was 99.0% 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 22, lower than the average last year, which was 26, a decrease of 15%.



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