



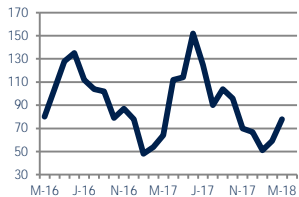
Focus On: Ashburn Housing Market

March 2018

Zip Code(s): 20147 and 20146

Units Sold

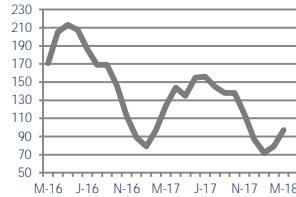
78



Up 22%
Vs. Year Ago

Active Inventory

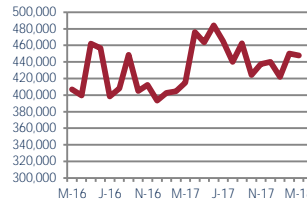
97



Down -22%
Vs. Year Ago

Median Sale Price

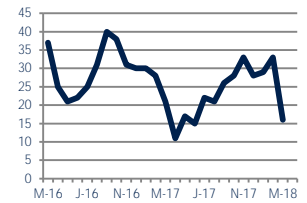
\$447,733



Up 8%
Vs. Year Ago

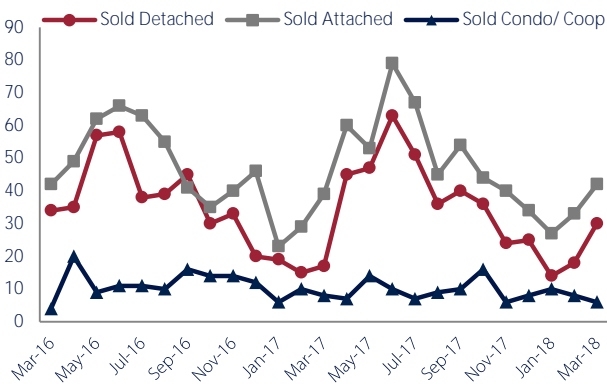
Days On Market

16



Down -24%
Vs. Year Ago

Units Sold*



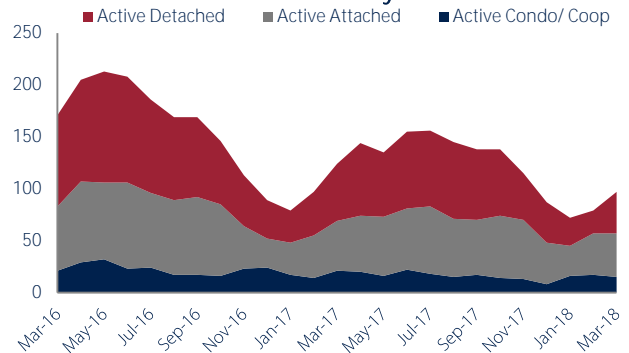
Units Sold

There was an increase in total units sold in March, with 78 sold this month in Ashburn versus 59 last month, an increase of 32%. This month's total units sold was higher than at this time last year, an increase of 22% versus March 2017.

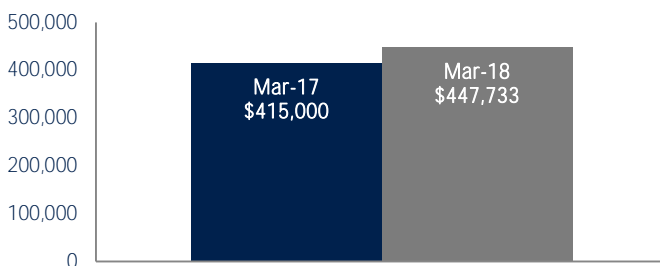
Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 22%. The total number of active inventory this March was 97 compared to 124 in March 2017. This month's total of 97 is higher than the previous month's total supply of available inventory of 79, an increase of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Ashburn Homes was \$415,000. This March, the median sale price was \$447,733, an increase of 8% or \$32,733 compared to last year. The current median sold price is 1% lower than in February.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



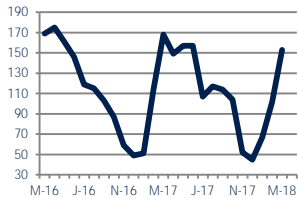
Focus On: Ashburn Housing Market

March 2018

Zip Code(s): 20147 and 20146

New Listings

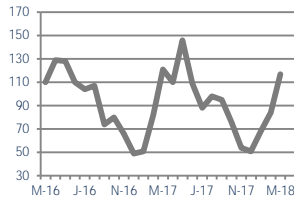
153



Down -9%
Vs. Year Ago

Current Contracts

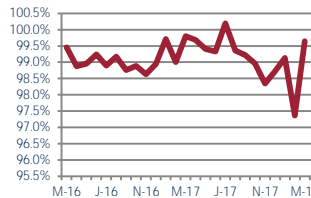
117



Down -3%
Vs. Year Ago

Sold Vs. List Price

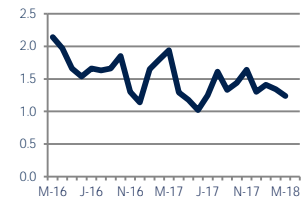
99.6%



No Change
Vs. Year Ago

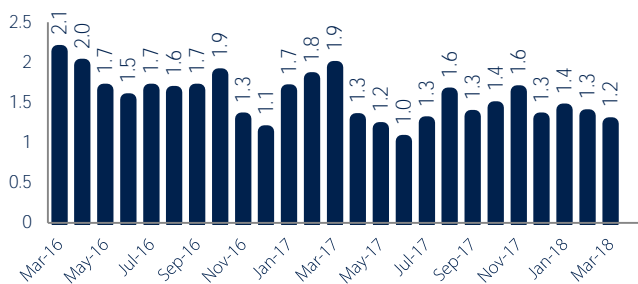
Months of Supply

1.2



Down -36%
Vs. Year Ago

Months Of Supply



Months of Supply

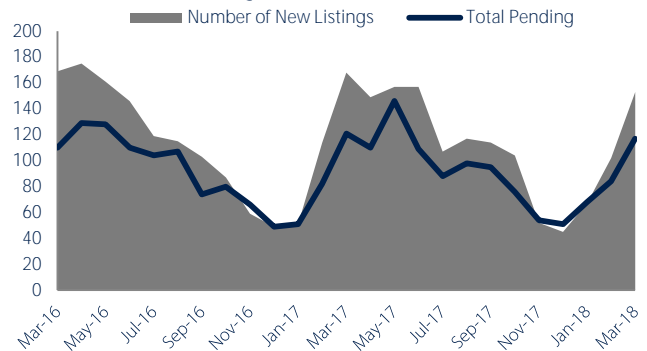
In March, there was 1.2 months of supply available in Ashburn, compared to 1.9 in March 2017. That is a decrease of 36% versus a year ago.

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.

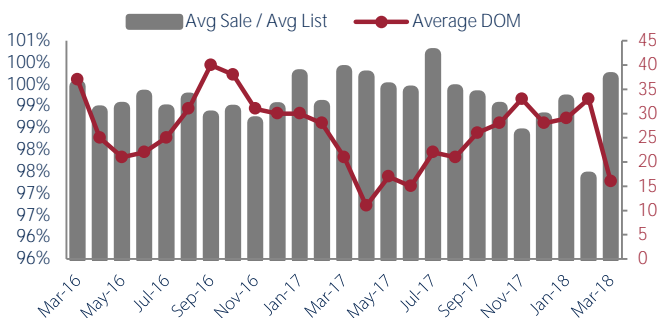
New Listings & Current Contracts

This month there were 153 homes newly listed for sale in Ashburn compared to 168 in March 2017, a decrease of 9%. There were 117 current contracts pending sale this March compared to 121 a year ago. The number of current contracts is 3% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Ashburn was 99.6% 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 16, lower than the average last year, which was 21, a decrease of 24%.



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.

