

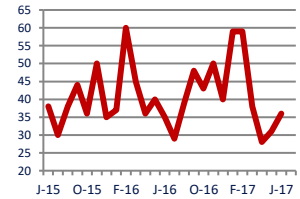
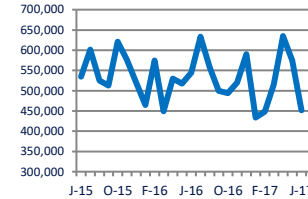
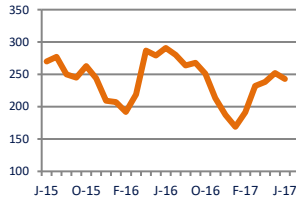
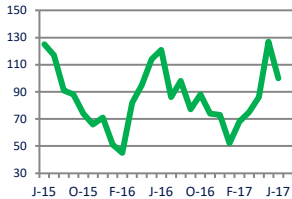


Focus On: Clarendon, Ballston, and Rosslyn Housing Market

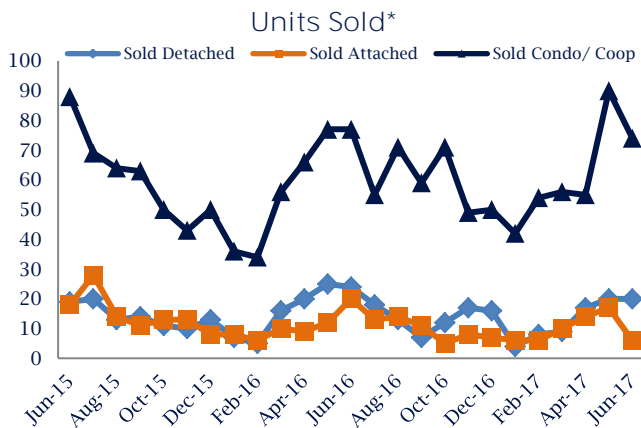
June 2017

Zip Code(s): 22201, 22203 and 22209

Units Sold 100	Active Inventory 243	Median Sale Price \$452,000	Days On Market 36
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Down -17% Vs. Year Ago	Down -16% Vs. Year Ago	Down -17% Vs. Year Ago	Up 3% Vs. Year Ago
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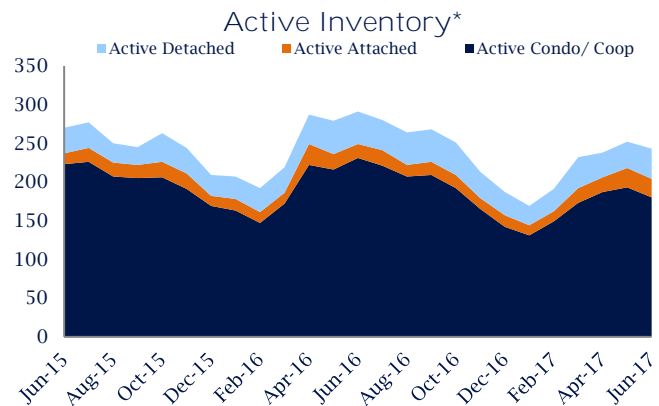


Units Sold

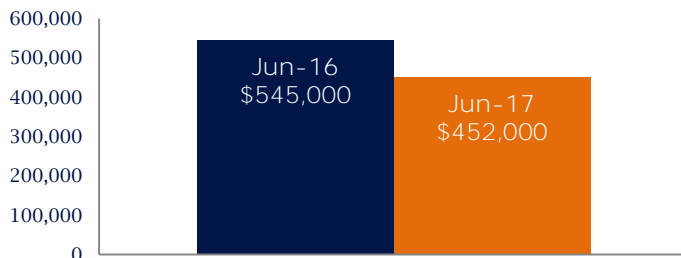
There was a decrease in total units sold in June, with 100 sold this month in Clarendon, Ballston, and Rosslyn versus 127 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 17% versus June 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 16%. The total number of active inventory this June was 243 compared to 291 in June 2016. This month's total of 243 is lower than the previous month's total supply of available inventory of 252, a decrease of 4%.



Median Sale Price



Median Sale Price

Last June, the median sale price for Clarendon, Ballston, and Rosslyn Homes was \$545,000. This June, the median sale price was \$452,000, a decrease of 17% or \$93,000 compared to last year. The current median sold price is 21% lower than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Clarendon, Ballston, and Rosslyn are defined as properties listed in zip code/s 22201, 22203 and 22209.

*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.



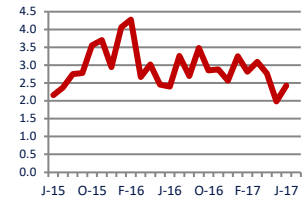
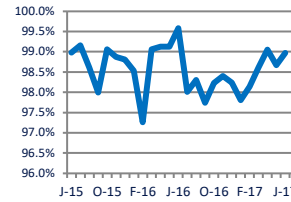
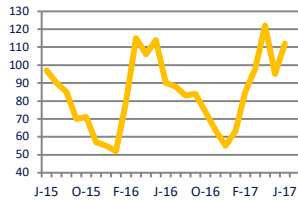
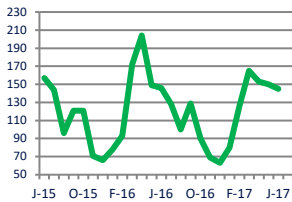


Focus On: Clarendon, Ballston, and Rosslyn Housing Market

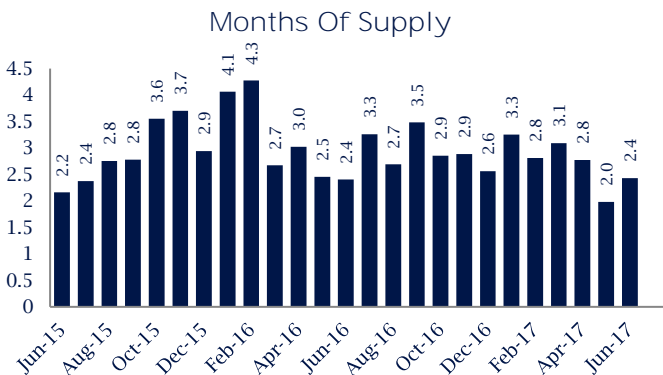
June 2017

Zip Code(s): 22201, 22203 and 22209

New Listings 145	Current Contracts 112	Sold Vs. List Price 99.0%	Months of Supply 2.4
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Down -1% Vs. Year Ago	Up 24% Vs. Year Ago	Down -0.6% Vs. Year Ago	No Change Vs. Year Ago
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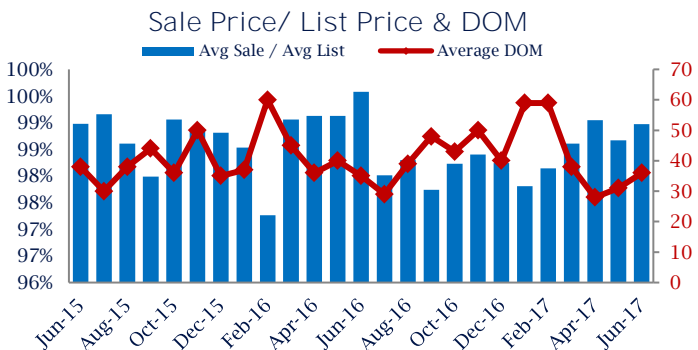
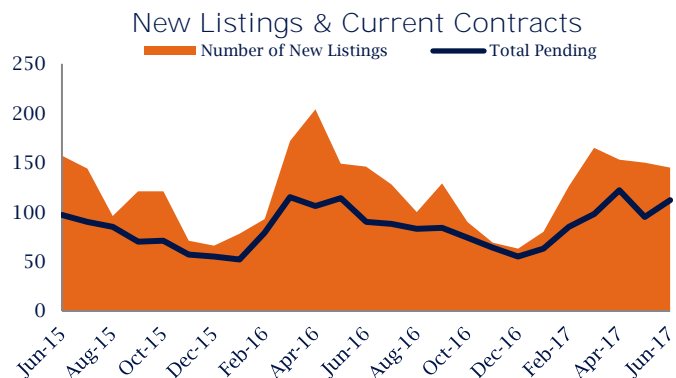
Months of Supply

In June, there was 2.4 months of supply available in Clarendon, Ballston, and Rosslyn. The amount of supply is similar compared to 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 145 homes newly listed for sale in Clarendon, Ballston, and Rosslyn compared to 146 in June 2016, a decrease of 1%. There were 112 current contracts pending sale this June compared to 90 a year ago. The number of current contracts is 24% higher than last June.



Sale Price to List Price Ratio

In June, the average sale price in Clarendon, Ballston, and Rosslyn was 99.0% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 36, higher than the average last year, which was 35, an increase of 3%.

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