



The Long & Foster Market Minute™

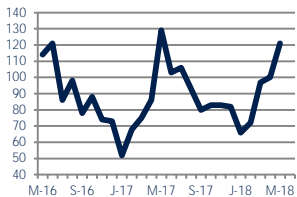
Focus On: Clarendon, Ballston, and Rosslyn Housing Market

May 2018

Zip Code(s): 22201, 22203 and 22209

Units Sold

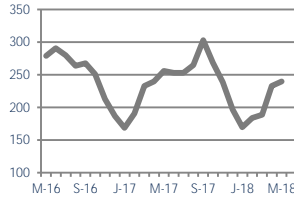
121



Down -6%
Vs. Year Ago

Active Inventory

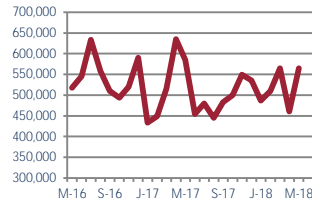
240



Down -6%
Vs. Year Ago

Median Sale Price

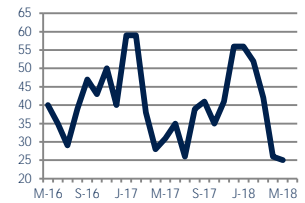
\$565,000



Down -3%
Vs. Year Ago

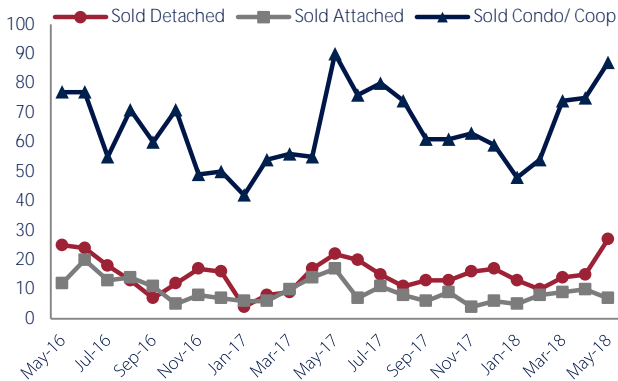
Days On Market

25



Down -19%
Vs. Year Ago

Units Sold*



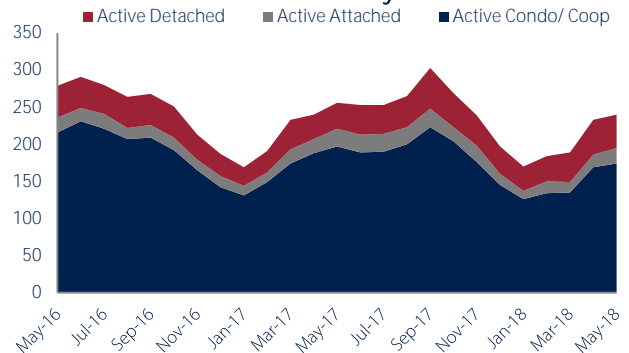
Units Sold

There was an increase in total units sold in May, with 121 sold this month in Clarendon, Ballston, and Rosslyn versus 100 last month, an increase of 21%. This month's total units sold was lower than at this time last year, a decrease of 6% versus May 2017.

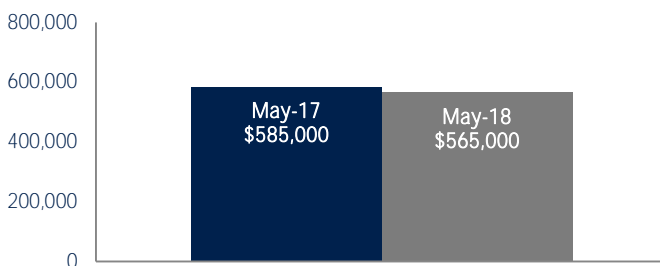
Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 6%. The total number of active inventory this May was 240 compared to 256 in May 2017. This month's total of 240 is higher than the previous month's total supply of available inventory of 233, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Clarendon, Ballston, and Rosslyn Homes was \$585,000. This May, the median sale price was \$565,000, a decrease of 3% or \$20,000 compared to last year. The current median sold price is 23% higher than in April.

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.



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INTERNATIONAL REAL ESTATE



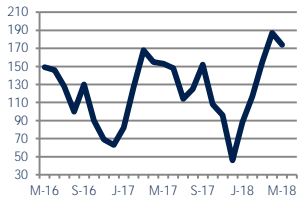
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May 2018

Zip Code(s): 22201, 22203 and 22209

New Listings

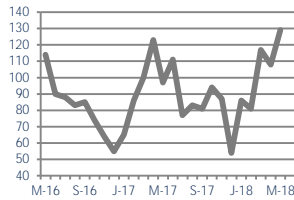
174



Up 14%
Vs. Year Ago

Current Contracts

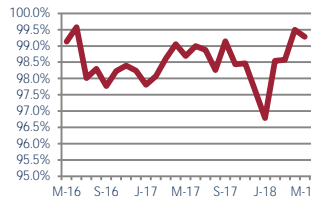
129



Up 33%
Vs. Year Ago

Sold Vs. List Price

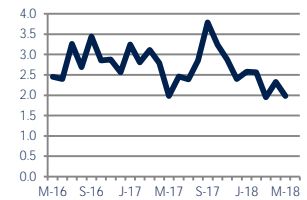
99.3%



Up 0.6%
Vs. Year Ago

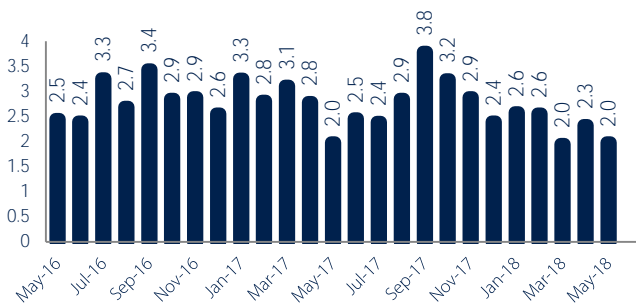
Months of Supply

2.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

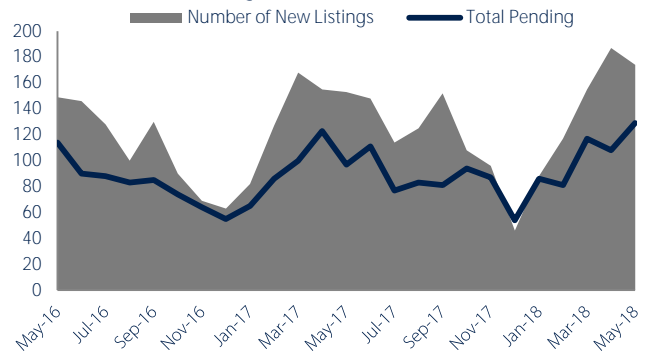
In May, there was 2.0 months of supply available in Clarendon, Ballston, and Rosslyn. The amount of supply is similar compared to a year ago.

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.

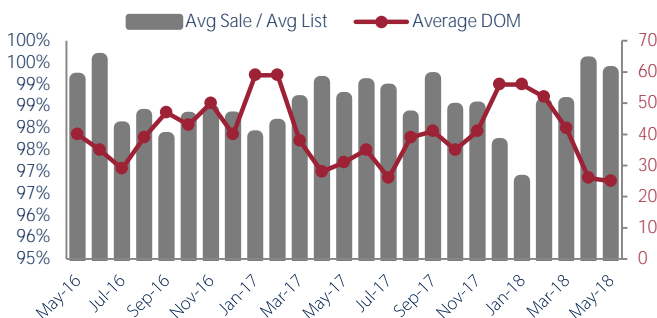
New Listings & Current Contracts

This month there were 174 homes newly listed for sale in Clarendon, Ballston, and Rosslyn compared to 153 in May 2017, an increase of 14%. There were 129 current contracts pending sale this May compared to 97 a year ago. The number of current contracts is 33% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Clarendon, Ballston, and Rosslyn was 99.3% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 25, lower than the average last year, which was 31, a decrease of 19%.



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