



The Long & Foster Market Minute™

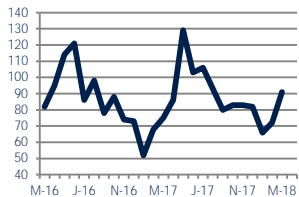
Focus On: Clarendon, Ballston, and Rosslyn Housing Market

March 2018

Zip Code(s): 22201, 22203 and 22209

Units Sold

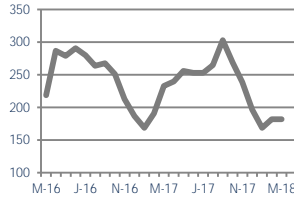
91



Up 21%
Vs. Year Ago

Active Inventory

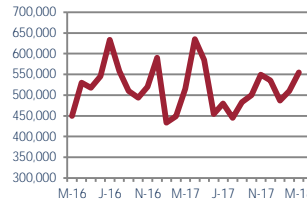
182



Down -22%
Vs. Year Ago

Median Sale Price

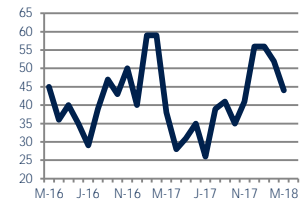
\$555,000



Up 8%
Vs. Year Ago

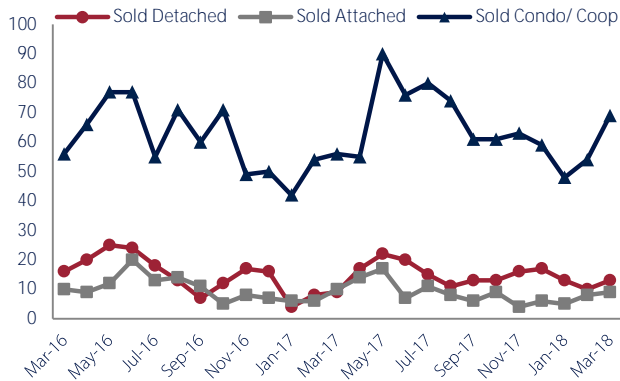
Days On Market

44



Up 16%
Vs. Year Ago

Units Sold*



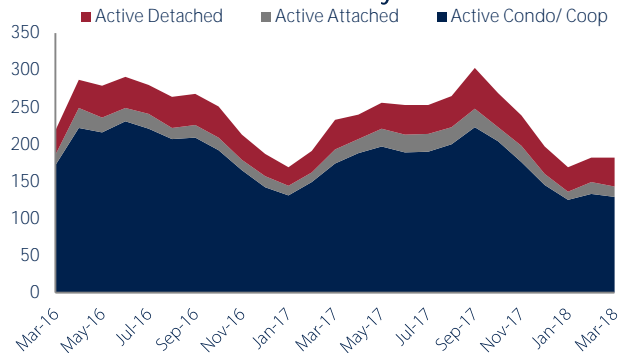
Units Sold

There was an increase in total units sold in March, with 91 sold this month in Clarendon, Ballston, and Rosslyn versus 72 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 21% versus March 2017.

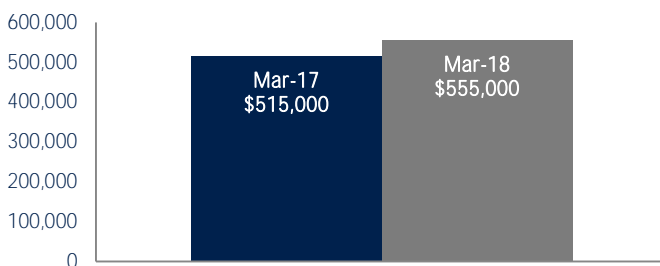
Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 22%. The total number of active inventory this March was 182 compared to 233 in March 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Clarendon, Ballston, and Rosslyn Homes was \$515,000. This March, the median sale price was \$555,000, an increase of 8% or \$40,000 compared to last year. The current median sold price is 9% higher 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.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



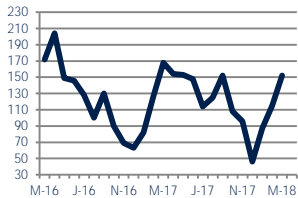
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March 2018

Zip Code(s): 22201, 22203 and 22209

New Listings

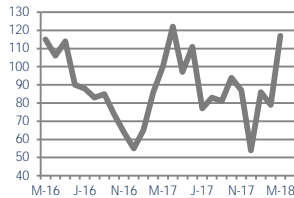
152



Down -10%
Vs. Year Ago

Current Contracts

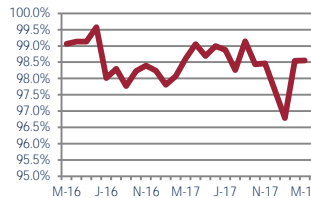
117



Up 17%
Vs. Year Ago

Sold Vs. List Price

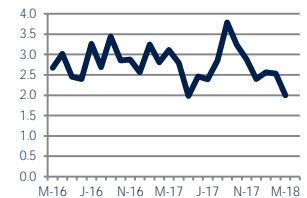
98.6%



No Change
Vs. Year Ago

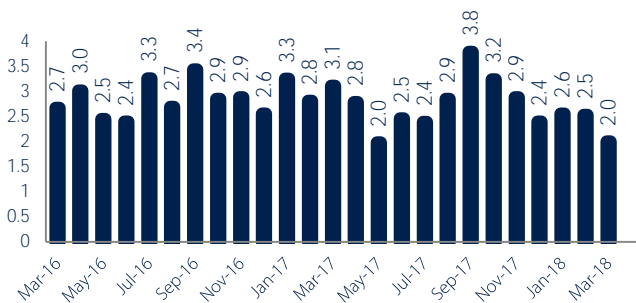
Months of Supply

2.0



Down -36%
Vs. Year Ago

Months Of Supply



Months of Supply

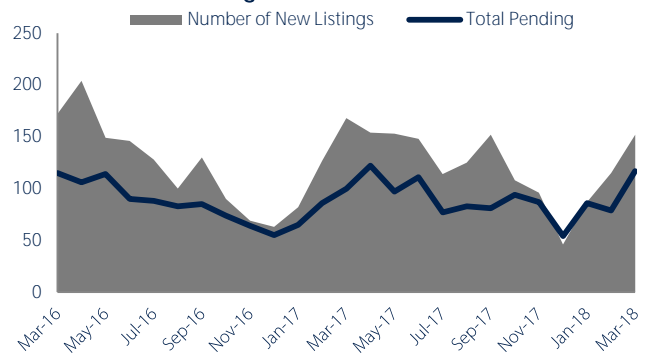
In March, there was 2.0 months of supply available in Clarendon, Ballston, and Rosslyn, compared to 3.1 in March 2017. That is a decrease of 36% versus a year ago.

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.

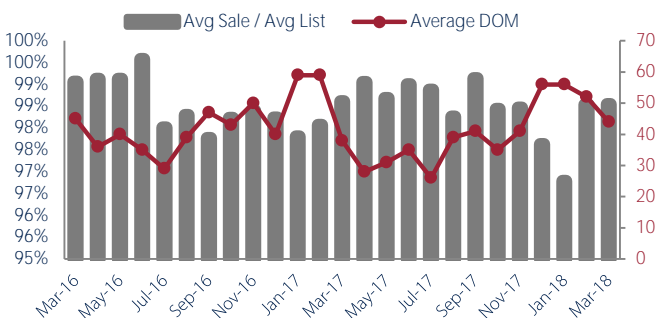
New Listings & Current Contracts

This month there were 152 homes newly listed for sale in Clarendon, Ballston, and Rosslyn compared to 168 in March 2017, a decrease of 10%. There were 117 current contracts pending sale this March compared to 100 a year ago. The number of current contracts is 17% higher 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 Clarendon, Ballston, and Rosslyn was 98.6% 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 44, higher than the average last year, which was 38, an increase of 16%.



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