



# The Long & Foster Market Minute™

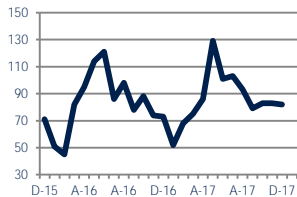
**Focus On:** Clarendon, Ballston, and Rosslyn Housing Market

December 2017

Zip Code(s): 22201, 22203 and 22209

## Units Sold

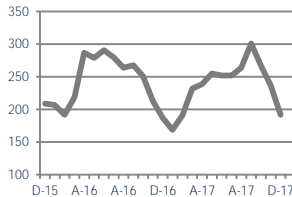
82



Up 12%  
Vs. Year Ago

## Active Inventory

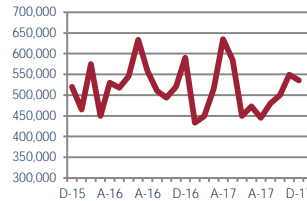
192



Up 3%  
Vs. Year Ago

## Median Sale Price

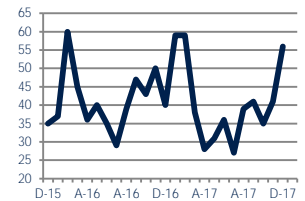
\$535,000



Down -9%  
Vs. Year Ago

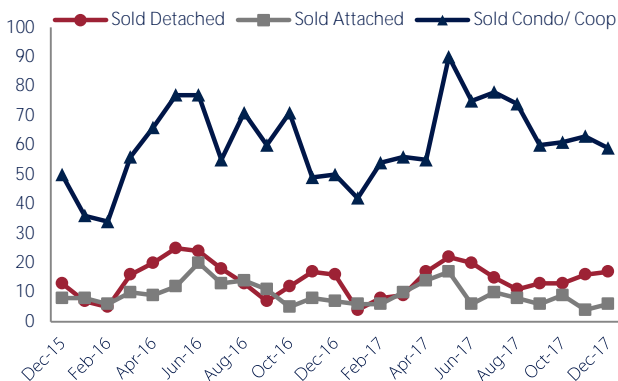
## Days On Market

56



Up 40%  
Vs. Year Ago

### Units Sold\*



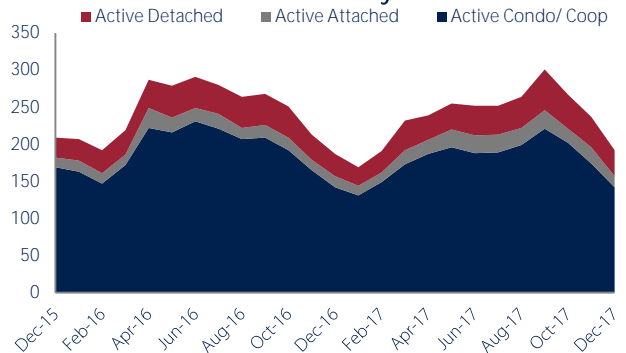
## Units Sold

There was a decrease in total units sold in December, with 82 sold this month in Clarendon, Ballston, and Rosslyn versus 83 last month, a decrease of 1%. This month's total units sold was higher than at this time last year, an increase of 12% versus December 2016.

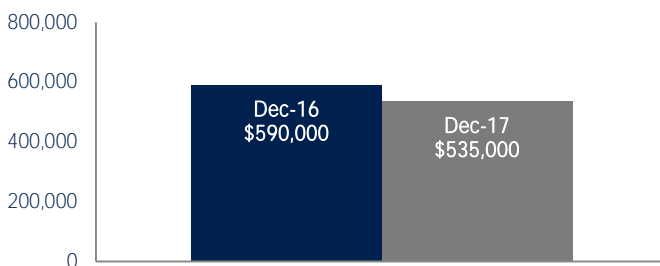
## Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 3%. The total number of active inventory this December was 192 compared to 187 in December 2016. This month's total of 192 is lower than the previous month's total supply of available inventory of 237, a decrease of 19%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last December, the median sale price for Clarendon, Ballston, and Rosslyn Homes was \$590,000. This December, the median sale price was \$535,000, a decrease of 9% or \$55,000 compared to last year. The current median sold price is 3% lower than in November.

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.



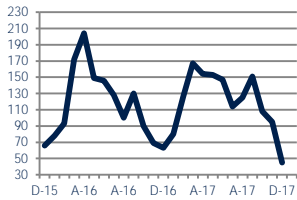
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 22201, 22203 and 22209

**New Listings**

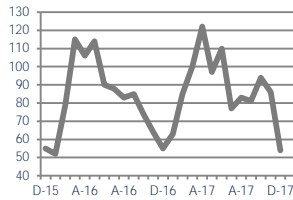
45



Down -29%  
Vs. Year Ago

**Current Contracts**

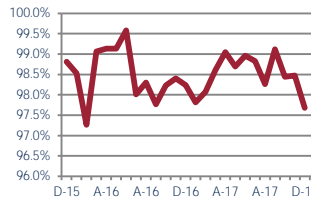
54



Down -2%  
Vs. Year Ago

**Sold Vs. List Price**

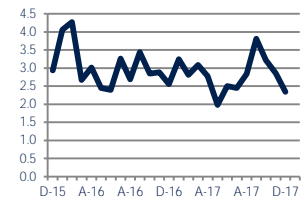
97.7%



Down -0.6%  
Vs. Year Ago

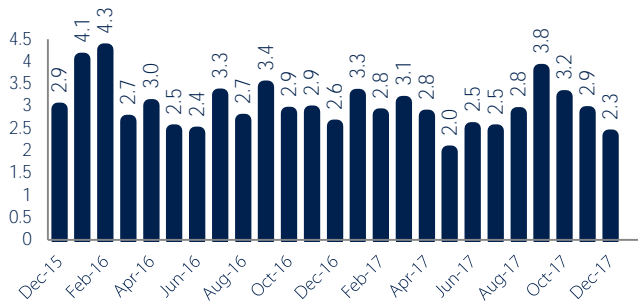
**Months of Supply**

2.3



Down -9%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

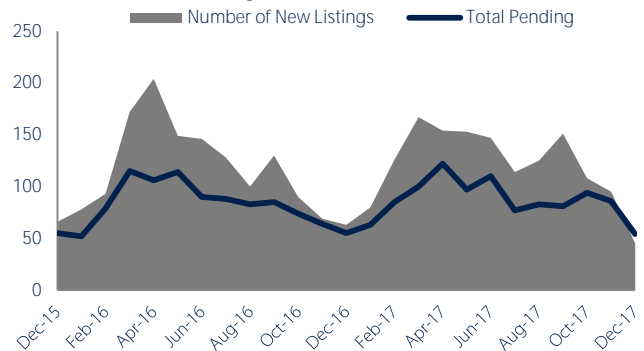
In December, there was 2.3 months of supply available in Clarendon, Ballston, and Rosslyn, compared to 2.6 in December 2016. That is a decrease of 9% versus a year ago.

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.

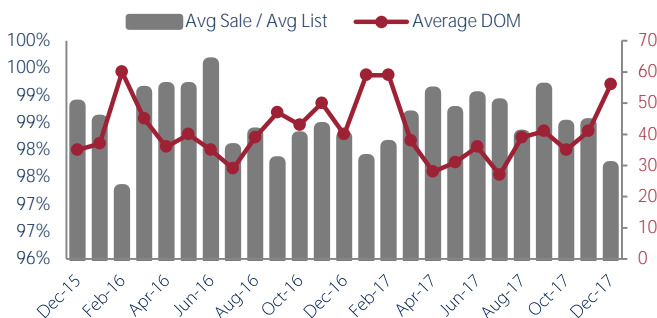
**New Listings & Current Contracts**

This month there were 45 homes newly listed for sale in Clarendon, Ballston, and Rosslyn compared to 63 in December 2016, a decrease of 29%. There were 54 current contracts pending sale this December compared to 55 a year ago. The number of current contracts is 2% lower than last December.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In December, the average sale price in Clarendon, Ballston, and Rosslyn was 97.7% 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 56, higher than the average last year, which was 40, an increase of 40%.



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