

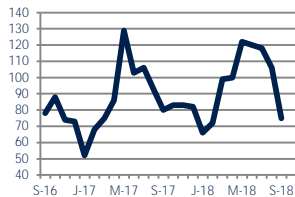
## Focus On: Clarendon, Ballston, and Rosslyn Housing Market

September 2018

Zip Code(s): 22201, 22203 and 22209

### Units Sold

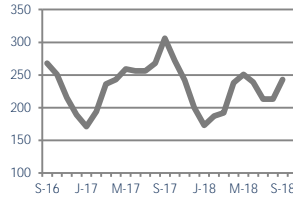
75



Down -6%  
Vs. Year Ago

### Active Inventory

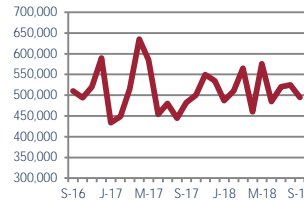
243



Down -21%  
Vs. Year Ago

### Median Sale Price

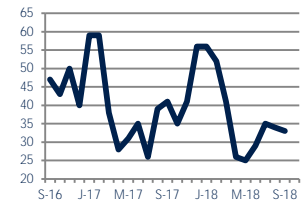
\$495,000



Up 3%  
Vs. Year Ago

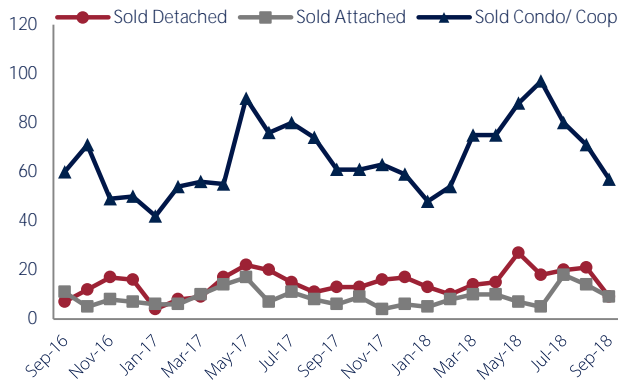
### Days On Market

33



Down -20%  
Vs. Year Ago

### Units Sold\*



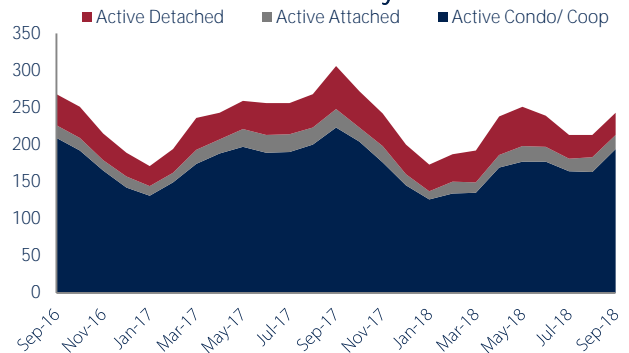
### Units Sold

There was a decrease in total units sold in September, with 75 sold this month in Clarendon, Ballston, and Rosslyn versus 106 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 6% versus September 2017.

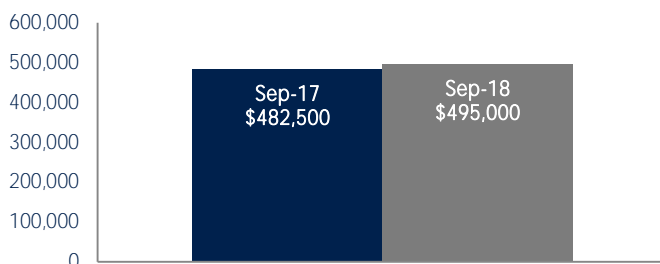
### Active Inventory

Versus last year, the total number of homes available this month is lower by 63 units or 21%. The total number of active inventory this September was 243 compared to 306 in September 2017. This month's total of 243 is higher than the previous month's total supply of available inventory of 213, an increase of 14%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Clarendon, Ballston, and Rosslyn Homes was \$482,500. This September, the median sale price was \$495,000, an increase of 3% or \$12,500 compared to last year. The current median sold price is 6% lower than in August.

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



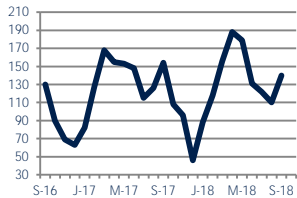
## Focus On: Clarendon, Ballston, and Rosslyn Housing Market

September 2018

Zip Code(s): 22201, 22203 and 22209

### New Listings

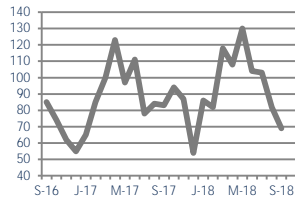
140



Down -9%  
Vs. Year Ago

### Current Contracts

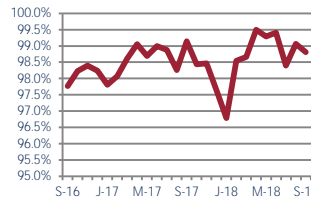
69



Down -17%  
Vs. Year Ago

### Sold Vs. List Price

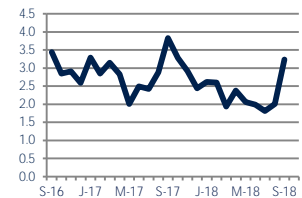
98.8%



No Change  
Vs. Year Ago

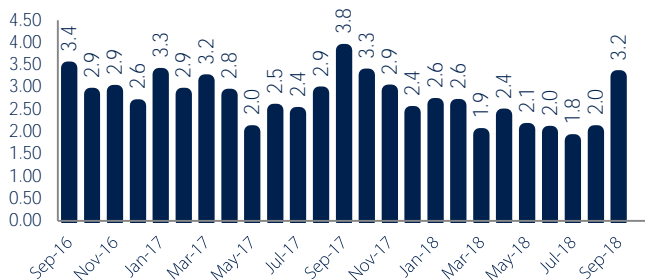
### Months of Supply

3.2



Down -15%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

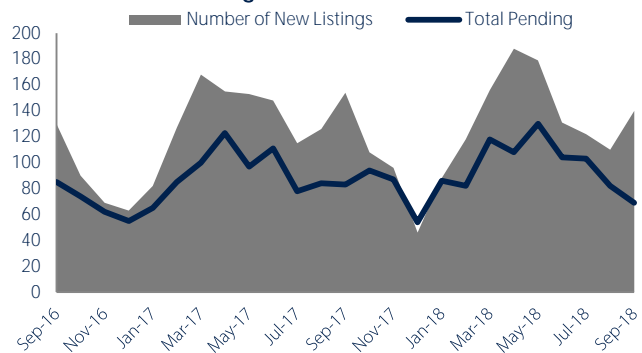
In September, there was 3.2 months of supply available in Clarendon, Ballston, and Rosslyn, compared to 3.8 in September 2017. That is a decrease of 15% versus a year ago.

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.

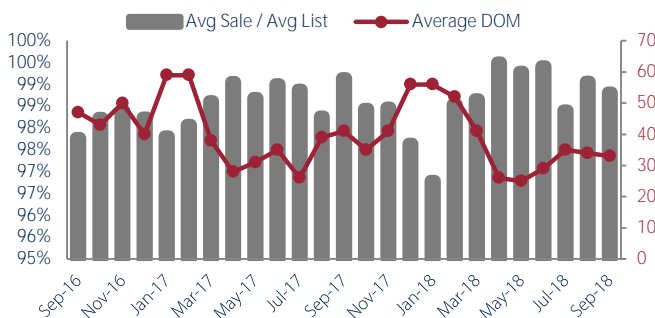
### New Listings & Current Contracts

This month there were 140 homes newly listed for sale in Clarendon, Ballston, and Rosslyn compared to 154 in September 2017, a decrease of 9%. There were 69 current contracts pending sale this September compared to 83 a year ago. The number of current contracts is 17% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Clarendon, Ballston, and Rosslyn was 98.8% 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 33, lower than the average last year, which was 41, a decrease of 20%.



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.

