



# The Long & Foster Market Minute™

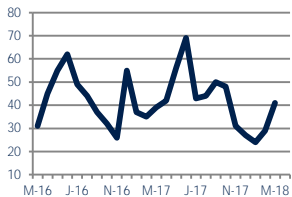
Focus On: Rosehill Farms and Franconia Housing Market

March 2018

Zip Code(s): 22310

## Units Sold

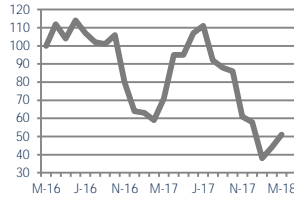
41



Up 5%  
Vs. Year Ago

## Active Inventory

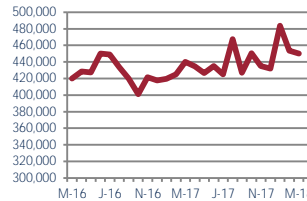
51



Down -28%  
Vs. Year Ago

## Median Sale Price

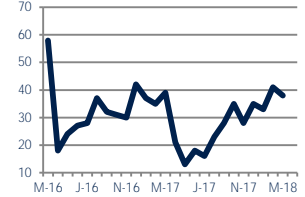
\$450,000



Up 2%  
Vs. Year Ago

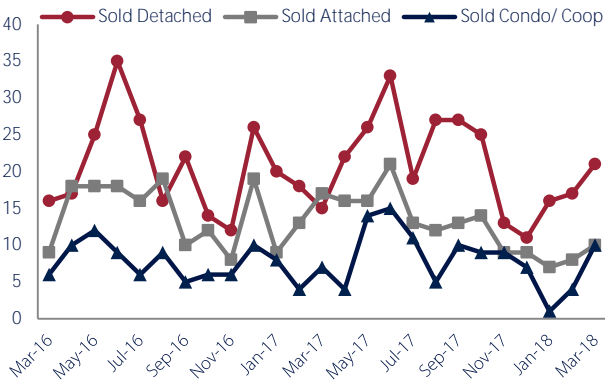
## Days On Market

38



Down -3%  
Vs. Year Ago

### Units Sold\*



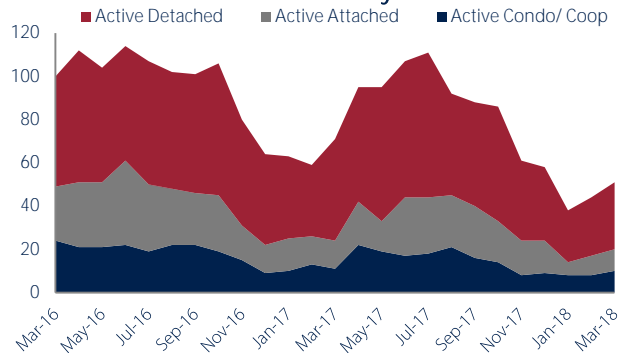
## Units Sold

There was an increase in total units sold in March, with 41 sold this month in Rosehill Farms and Franconia. This month's total units sold was higher than at this time last year.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 28%. The total number of active inventory this March was 51 compared to 71 in March 2017. This month's total of 51 is higher than the previous month's total supply of available inventory of 44, an increase of 16%.

### Active Inventory\*

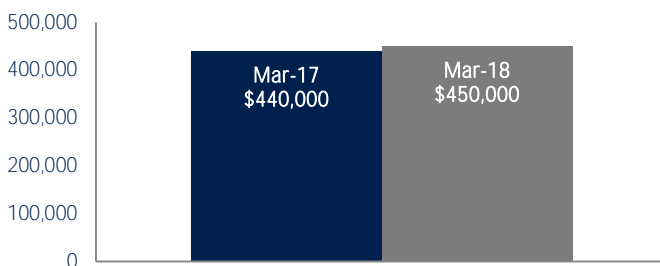


## Median Sale Price

Last March, the median sale price for Rosehill Farms and Franconia Homes was \$440,000. This March, the median sale price was \$450,000, an increase of 2% or \$10,000 compared to last year. The current median sold price is 1% lower 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.

### Median Sale Price



Rosehill Farms and Franconia are defined as properties listed in zip code/s 22310.

\*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.



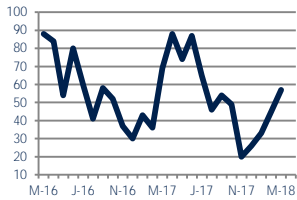
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 22310

**New Listings**

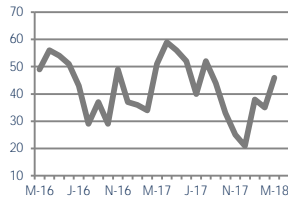
57



**Down -17%**  
Vs. Year Ago

**Current Contracts**

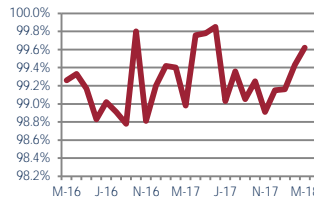
46



**Down -10%**  
Vs. Year Ago

**Sold Vs. List Price**

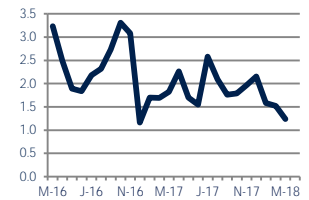
99.6%



**Up 0.6%**  
Vs. Year Ago

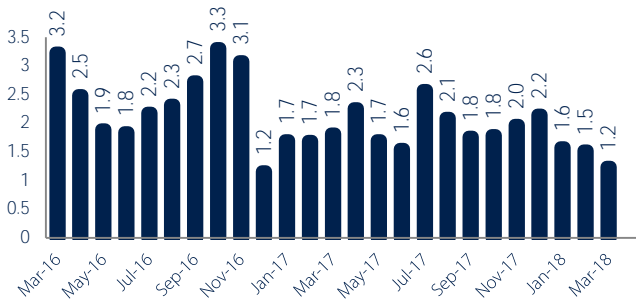
**Months of Supply**

1.2



**Down -32%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

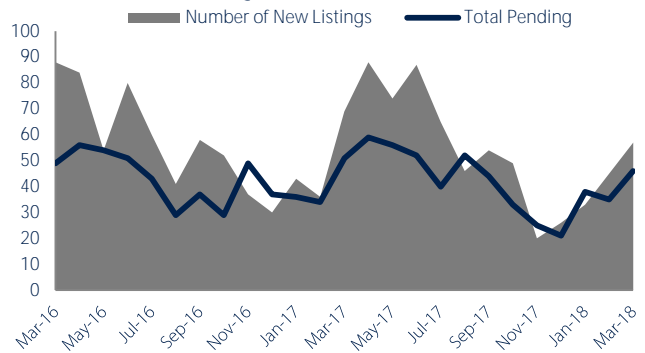
In March, there was 1.2 months of supply available in Rosehill Farms and Franconia, compared to 1.8 in March 2017. That is a decrease of 32% versus a year ago.

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.

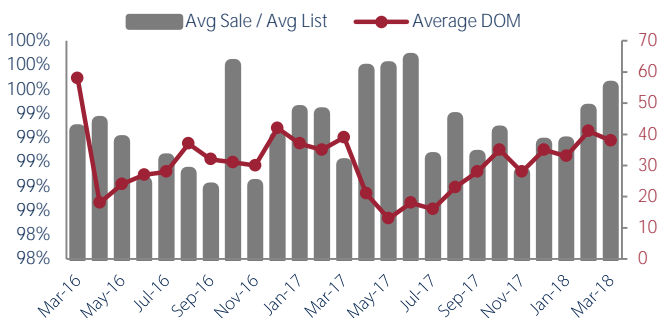
**New Listings & Current Contracts**

This month there were 57 homes newly listed for sale in Rosehill Farms and Franconia compared to 69 in March 2017, a decrease of 17%. There were 46 current contracts pending sale this March compared to 51 a year ago. The number of current contracts is 10% lower 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 Rosehill Farms and Franconia was 99.6% 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 38, lower than the average last year, which was 39, a decrease of 3%.



Rosehill Farms and Franconia are defined as properties listed in zip code/s 22310.

\*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.

