

1998 Sales Statistics for Barcroft

Data includes all homes sold in 1998, sequenced by contract date.
 Compiled from Metropolitan Regional Information Systems, Inc.
 Information is believed to be accurate but not guaranteed.

Status Group: Sold # Listings: 50 Avg List Price: \$240,670.44 Avg Sale Price: \$237,152.30 Avg DOM-Prop: 85

The average property sold for 98.54% of the listed price.

Unit No./ Address	List Price	Sold Price	Subsidy	Contract Date	Settle Date	DOM-Prop	Lot SF	Age	BR	FB	HB
• 4633 2ND ST	\$193,500	\$193,000	5,790	16-JAN-1998	20-FEB-1998	83	5000	50	2	1	1
• 4413 1ST ROAD S	\$247,500	\$240,000	3,000	22-JAN-1998	28-FEB-1998	45	6274	47	3	2	1
• 118 PERSHING DR S	\$199,900	\$199,900	6,000	24-JAN-1998	25-FEB-1998	15	5097	51	3	1	1
• 307 TAYLOR STREET S	\$359,900	\$359,900	4,100	03-FEB-1998	30-MAR-1998	148	11522	0	4	2	1
• 600 WOODSTOCK ST S	\$229,922	\$220,000	4,400	10-FEB-1998	13-MAR-1998	29	6366	40	3	2	
• 113 UTAH ST S	\$249,000	\$244,000	3,000	21-FEB-1998	30-MAR-1998	12	6147	48	3	2	
• 417 ABINGDON ST S	\$262,000	\$262,000	4,978	08-MAR-1998	08-MAY-1998	3	10375	59	3	2	
• 4421 1ST ST	\$289,900	\$286,000	8,580	08-MAR-1998	31-MAR-1998	142	6390	47	4	3	
• 204 ABINGDON ST S	\$223,500	\$220,500	4,500	21-MAR-1998	22-APR-1998	65	11902	57	3	1	1
• 4706 7TH ST	\$189,000	\$188,000	5,000	23-MAR-1998	28-APR-1998	11	5000	26	4	2	
• 4616 2ND ST	\$189,000	\$186,000	5,580	28-MAR-1998	30-JUN-1998	27	5000	51	2	2	
• 806 STAFFORD ST S	\$303,500	\$290,000	0	29-MAR-1998	29-MAY-1998	396	6481	22	4	3	1
• 4400 6TH ST	\$269,900	\$260,000	0	05-APR-1998	29-MAY-1998	4	7477	68	3	3	
• 4415 4TH ST S	\$193,000	\$195,000	0	09-APR-1998	29-MAY-1998	4	7500	58	3	3	0
• 126 PERSHING DR S	\$237,500	\$237,500	0	16-APR-1998	15-MAY-1998	48	4987	51	3	2	
• 4615 3RD ST S	\$229,500	\$227,500	6,825	30-APR-1998	22-MAY-1998	13	8400	65	2	2	
• 818 TAYLOR ST S	\$239,900	\$229,000	0	05-MAY-1998	25-JUL-1998	29	6300	39	5	2	
• 4317 4TH ST S	\$169,900	\$160,000	0	14-MAY-1998	15-JUN-1998	75	6600	75	3	1	0
• 4657 3RD ST	\$279,900	\$271,000	8,345	21-MAY-1998	30-JUN-1998	47	8271	59	3	2	1
• 902 BUCHANAN ST S	\$469,000	\$435,000	0	22-MAY-1998	18-NOV-1998	280	27500	105	3	2	0
• 4406 4TH ST	\$327,000	\$315,000	3,000	24-MAY-1998	19-JUN-1998	22	15357	77	5	2	
• 4844 7TH ST S	\$210,000	\$200,000	4,000	03-JUN-1998	19-AUG-1998	6	5000	36	4	3	0
• 412 TAYLOR ST S	\$274,900	\$274,900	3,000	06-JUN-1998	06-JUL-1998	2	13009	71	3	2	
• 806 WAKEFIELD ST S	\$159,900	\$155,000	2,000	08-JUN-1998	29-JUN-1998	34	6000	57	3	1	
• 4619 5TH ST	\$169,900	\$168,000	2,000	09-JUN-1998	20-JUL-1998	10	7256	46	3	1	
• 4617 RR 1 8TH S	\$159,900	\$156,000	7,491	14-JUN-1998	29-JUN-1998	107	5000	63	2	1	
• 4714 8TH ROAD S	\$311,150	\$321,530	0	17-JUN-1998	30-JUL-1998	72	6000	0	4	2	1
• 350 GEORGE MASON DRIVE S	\$349,900	\$345,000	0	22-JUN-1998	31-JUL-1998	71	14833	0	4	2	1
• 4411 6TH ST	\$279,000	\$270,000	0	28-JUN-1998	27-AUG-1998	56	10472	72	4	3	
• 4716 8TH ROAD S	\$300,500	\$331,095	6,050	03-JUL-1998	30-SEP-1998	88	6000	0	4	2	1
• 4650 4TH ST S	\$244,950	\$233,000	9,320	04-JUL-1998	29-JUL-1998	75	9750	60	3	2	
• 936 GEORGE MASON DR S	\$209,900	\$198,500	3,500	07-JUL-1998	24-JUL-1998	39	2846	31	3	2	1
• 142 PERSHING DR S	\$254,900	\$254,900	5,098	09-JUL-1998	18-SEP-1998	14	4868	51	3	1	2
• 634 BUCHANAN ST S	\$244,900	\$236,900	5,000	17-JUL-1998	17-AUG-1998	0	9531	73	3	2	
• 407 PERSHING DR S	\$224,950	\$226,500	6,795	12-AUG-1998	06-OCT-1998	74	6645	23	3	2	
• 4831 RR 1 8TH ROAD S	\$159,900	\$159,900	645	13-AUG-1998	25-SEP-1998	280	6250	37	3	1	1
• 0 6TH STREET S	\$317,400	\$313,282	0	25-AUG-1998	30-NOV-1998	141	7800	0	4	2	1
• 0 6TH STREET S	\$325,000	\$339,208	10,000	25-AUG-1998	31-DEC-1998	141	17200	0	4	2	1

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<u>Unit No./ Address</u>	<u>List Price</u>	<u>Sold Price</u>	<u>Subsidy</u>	<u>Contract Date</u>	<u>Settle Date</u>	<u>DOM-Prop</u>	<u>Lot SF</u>	<u>Age</u>	<u>BR</u>	<u>FB</u>	<u>HB</u>
• 902 BUCHANAN ST S	\$239,900	\$228,000	0	25-SEP-1998	15-NOV-1998	280	9500	106	3	2	
• 400 WAKEFIELD ST S	\$189,000	\$185,000	2,500	04-OCT-1998	29-OCT-1998	51	6120	68	2	1	0
• 4604 8TH RD S	\$189,900	\$189,900	800	06-OCT-1998	16-NOV-1998	90	6875	49	3	2	0
• 4645 2ND ST	\$189,950	\$189,900	3,000	09-OCT-1998	08-DEC-1998	182	5000	51	2	2	
• 311 TAYLOR ST S	\$169,900	\$165,000	3,300	20-OCT-1998	17-NOV-1998	189	10636	45	3	1	
• 4413 8TH ST S	\$249,900	\$253,000	0	31-OCT-1998	31-OCT-1998	0	21500	68	3	2	
• 4752 6TH ST	\$232,500	\$233,000	6,000	17-NOV-1998	29-DEC-1998	21	6000	42	4	2	
• 4411 4TH ST	\$174,900	\$170,000	4,200	01-DEC-1998	18-DEC-1998	53	19051	58	2	1	0
• 4217 8TH ST	\$219,000	\$215,000	0	05-DEC-1998	28-DEC-1998	99	6360	49	3	2	
• 971 BUCHANAN ST S	\$144,000	\$142,000	3,629	06-DEC-1998	29-DEC-1998	214	1040	11	3	2	1
• 4720 8TH RD S	\$338,800	\$338,800	3,000	10-DEC-1998	22-JAN-1999	67	7413	0	4	2	1
• 401 WAKEFIELD ST S	\$146,500	\$145,000	0	11-DEC-1998	15-JAN-1999	124	4894	63	2	1	0

Sales in the Barcroft neighborhood last year were record breaking with 50 units sold and settled compared to 37 units in 1997. The average sales price increased from \$222,862 in 1997 to \$237,152 in 1998. The average differential between listing price and sales price was 98.54% in 1998 compared to 97.17% in 1997, which supports the trend from a buyers market to a sellers market. Arlington County along with the entire Mid-Atlantic region posted record breaking sales numbers, and the outlook is real positive for 1999.

Low interest rates and strong consumer confidence have contributed to an incredibly strong demand from buyers in the market. A low supply of detached housing has helped to increase property values for those who have entered the market to sell in the first two months of this year before the spring market. This hot market so far has seen multiple contract presentations with many homes in Arlington and surrounding areas.

Sellers who have taken steps to prepare and condition their home for the market have been rewarded by a quicker sale and higher sales price. Buyers who have not been pre-approved in advance of making an offer have the lower hand in negotiations.

Here are some useful web sites to visit for real estate and mortgage information. Please note that many of the mortgage calculators are conservative and are not as accurate to determine purchasing power as compared to many creative and flexible loan options that are available in the marketplace (feel free to call or email for details).

Real estate: www.nvar.com, www.realtor.com, www.remaxhorizons.com, www.homes.com

Mortgages: www.bankrate.com, www.interest.com, www.e-loan.com

Provided by Casey O'Neal, Associate Broker
Internet: www.casevoneal.com

RE/MAX Horizons 703-824-4800
Email: casev@casevoneal.com

(This flyer is not intended to solicit listing of other real estate brokers)