



# The Long & Foster Market Minute™

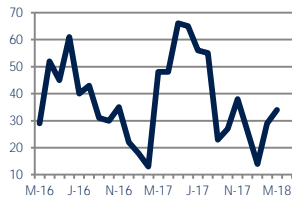
**Focus On:** Clifton and Fairfax Station Housing Market

March 2018

Zip Code(s): 20124 and 22039

## Units Sold

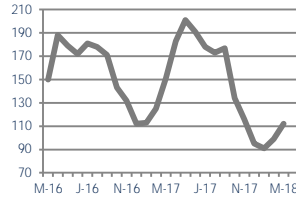
34



Down -29%  
Vs. Year Ago

## Active Inventory

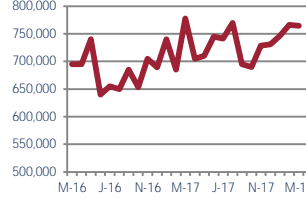
112



Down -26%  
Vs. Year Ago

## Median Sale Price

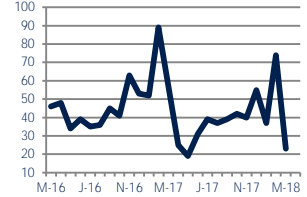
\$764,500



Down -2%  
Vs. Year Ago

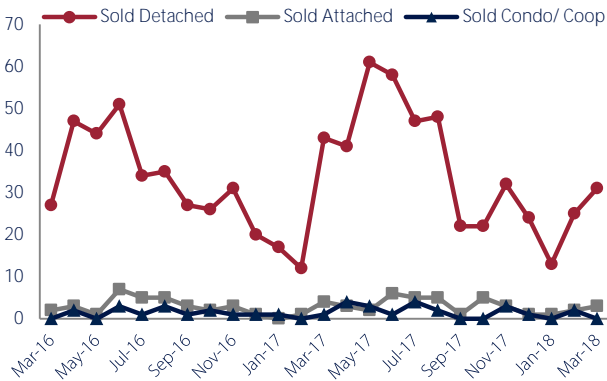
## Days On Market

23



Down  
Vs. Year Ago

### Units Sold\*



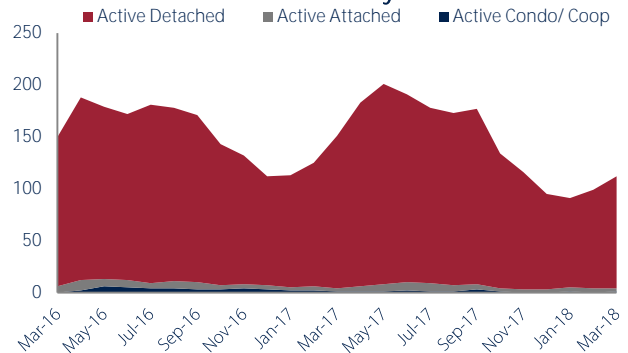
## Units Sold

There was an increase in total units sold in March, with 34 sold this month in Clifton and Fairfax Station versus 29 last month, an increase of 17%. This month's total units sold was lower than at this time last year, a decrease of 29% versus March 2017.

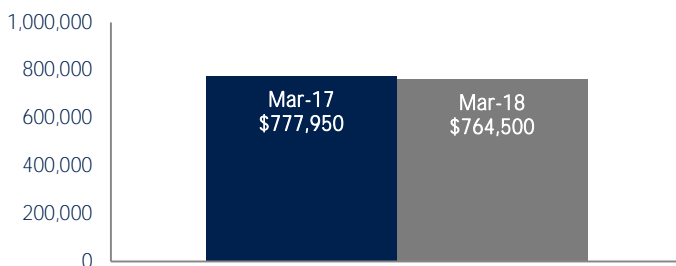
## Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 26%. The total number of active inventory this March was 112 compared to 151 in March 2017. This month's total of 112 is higher than the previous month's total supply of available inventory of 99, an increase of 13%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Clifton and Fairfax Station Homes was \$777,950. This March, the median sale price was \$764,500, a decrease of 2% or \$13,450 compared to last year. The current median sold price is approximately the same as the median price in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



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Clifton and Fairfax Station are defined as properties listed in zip code/s 20124 and 22039.

\*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.





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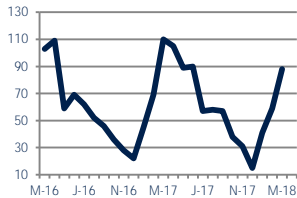
Focus On: Clifton and Fairfax Station Housing Market

March 2018

Zip Code(s): 20124 and 22039

## New Listings

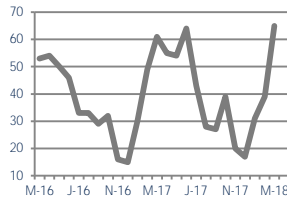
88



Down -20%  
Vs. Year Ago

## Current Contracts

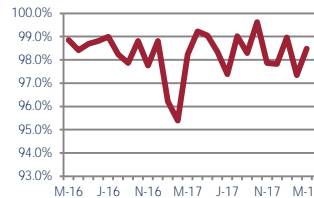
65



Up 7%  
Vs. Year Ago

## Sold Vs. List Price

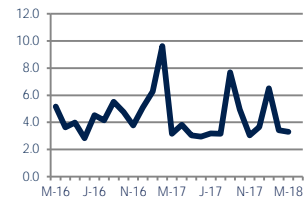
98.5%



No Change  
Vs. Year Ago

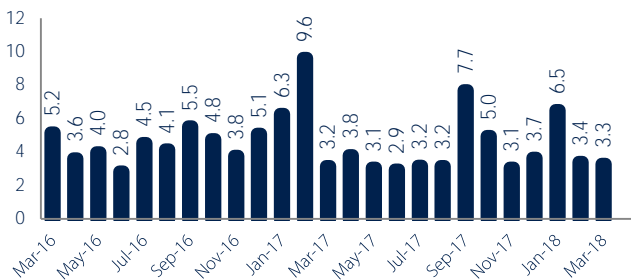
## Months of Supply

3.3



Up 4%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

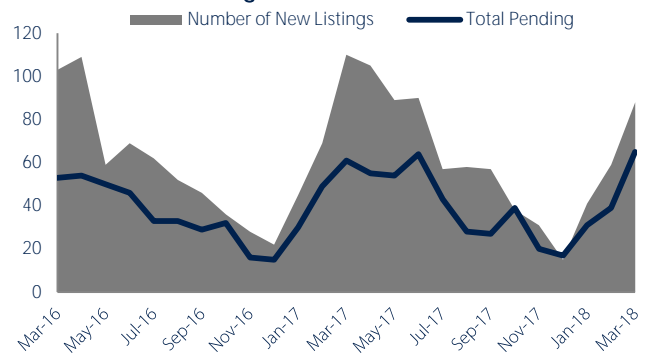
In March, there was 3.3 months of supply available in Clifton and Fairfax Station, compared to 3.1 in March 2017. That is an increase of 5% versus a year ago.

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.

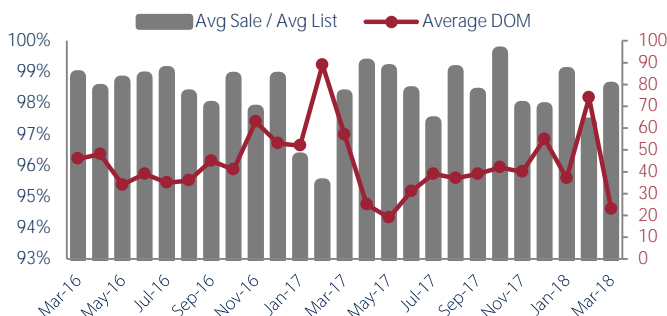
## New Listings & Current Contracts

This month there were 88 homes newly listed for sale in Clifton and Fairfax Station compared to 110 in March 2017, a decrease of 20%. There were 65 current contracts pending sale this March compared to 61 a year ago. The number of current contracts is 7% 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 Clifton and Fairfax Station was 98.5% 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 23, lower than the average last year, which was 57. This decrease was impacted by the limited number of sales.

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