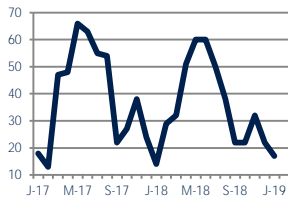


Zip Code(s): 20124 and 22039

### Units Sold

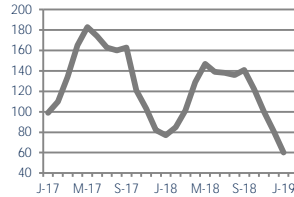
17



Up 21%  
Vs. Year Ago

### Active Inventory

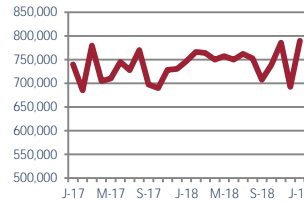
60



Down -22%  
Vs. Year Ago

### Median Sale Price

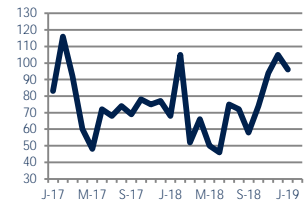
\$790,000



Up 6%  
Vs. Year Ago

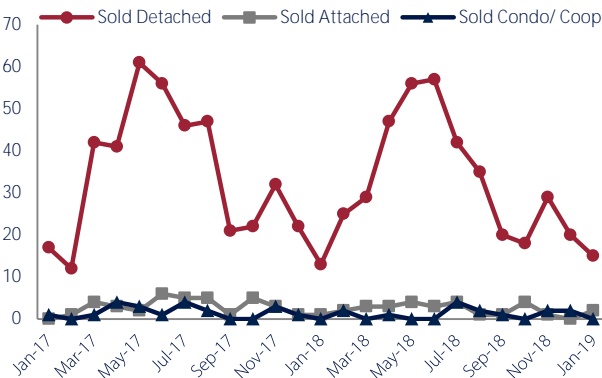
### Days On Market

96



Up 41%  
Vs. Year Ago

### Units Sold\*



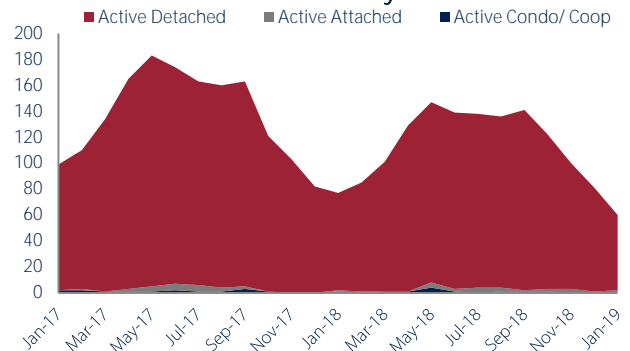
### Units Sold

There was a decrease in total units sold in January, with 17 sold this month in Clifton and Fairfax Station versus 22 last month, a decrease of 23%. This month's total units sold was higher than at this time last year, an increase of 21% versus January 2018.

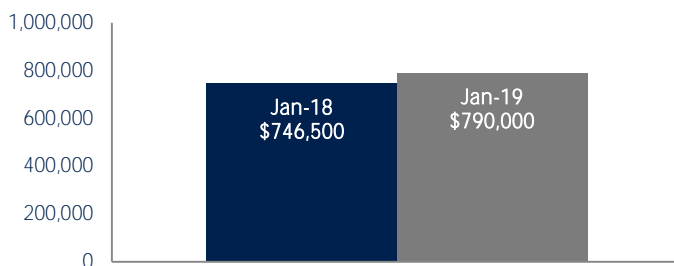
### Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 22%. The total number of active inventory this January was 60 compared to 77 in January 2018. This month's total of 60 is lower than the previous month's total supply of available inventory of 81, a decrease of 26%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Clifton and Fairfax Station Homes was \$746,500. This January, the median sale price was \$790,000, an increase of 6% or \$43,500 compared to last year. The current median sold price is 14% higher than in December.

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

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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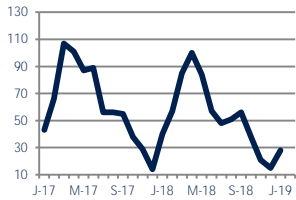
## Focus On: Clifton and Fairfax Station Housing Market

January 2019

Zip Code(s): 20124 and 22039

### New Listings

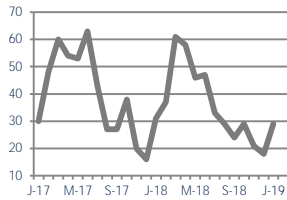
28



Down -30%  
Vs. Year Ago

### Current Contracts

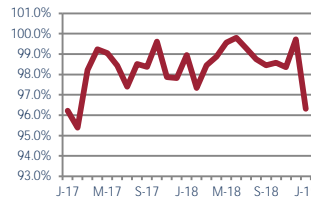
29



Down -6%  
Vs. Year Ago

### Sold Vs. List Price

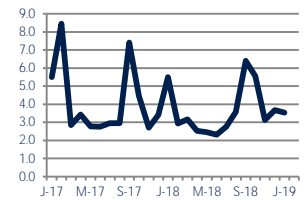
96.3%



Down -2.7%  
Vs. Year Ago

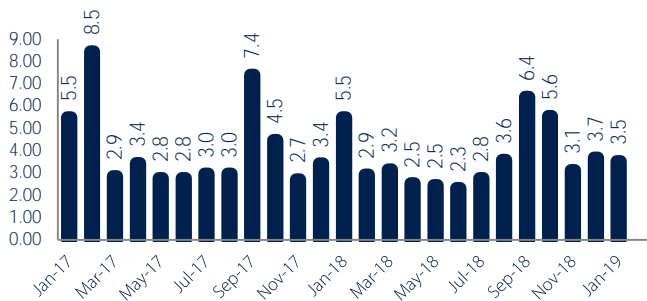
### Months of Supply

3.5



Down -36%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

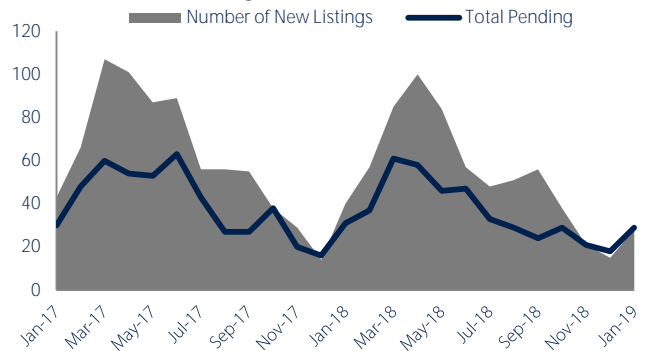
In January, there was 3.5 months of supply available in Clifton and Fairfax Station, compared to 5.5 in January 2018. That is a decrease of 36% versus a year ago.

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.

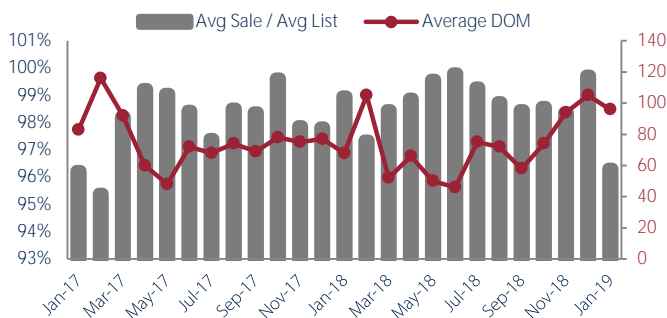
### New Listings & Current Contracts

This month there were 28 homes newly listed for sale in Clifton and Fairfax Station compared to 40 in January 2018, a decrease of 30%. There were 29 current contracts pending sale this January compared to 31 a year ago. The number of current contracts is 6% lower than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Clifton and Fairfax Station was 96.3% of the average list price, which is 2.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 96, higher than the average last year, which was 68, an increase of 41%.



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