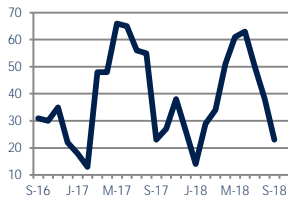


Zip Code(s): 20124 and 22039

Units Sold

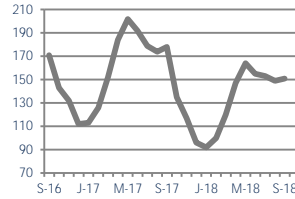
23



No Change
Vs. Year Ago

Active Inventory

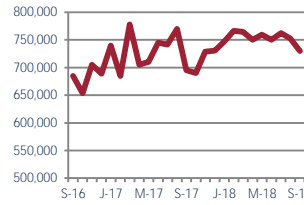
151



Down -15%
Vs. Year Ago

Median Sale Price

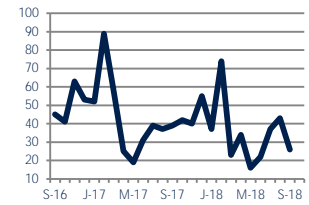
\$730,000



Up 5%
Vs. Year Ago

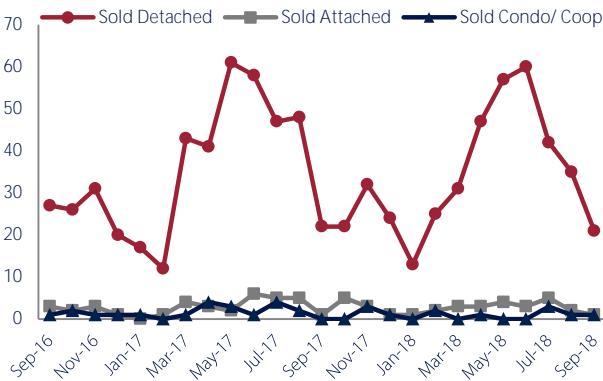
Days On Market

26



Down -33%
Vs. Year Ago

Units Sold*



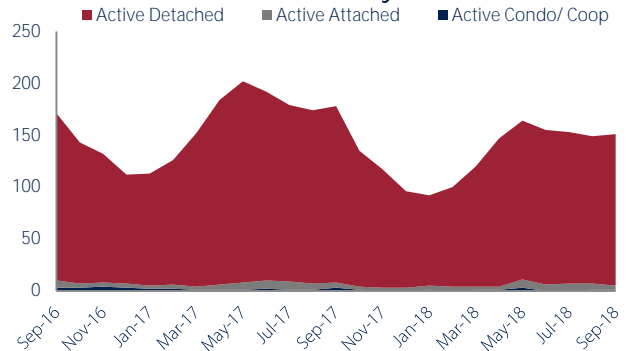
Units Sold

There was a decrease in total units sold in September, with 23 sold this month in Clifton and Fairfax Station, a decrease of 39%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is lower by 27 units or 15%. The total number of active inventory this September was 151 compared to 178 in September 2017. This month's total of 151 is higher than the previous month's total supply of available inventory of 149, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Clifton and Fairfax Station Homes was \$695,000. This September, the median sale price was \$730,000, an increase of 5% or \$35,000 compared to last year. The current median sold price is 3% 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.

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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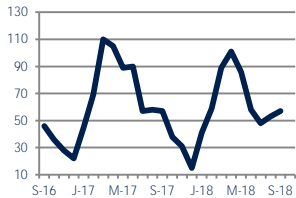
Focus On: Clifton and Fairfax Station Housing Market

September 2018

Zip Code(s): 20124 and 22039

New Listings

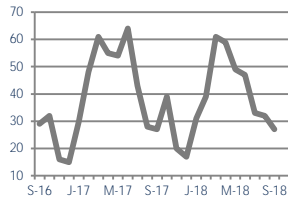
57



No Change
Vs. Year Ago

Current Contracts

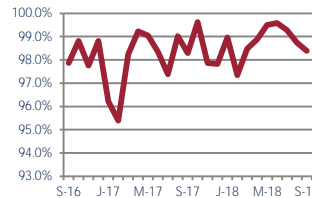
27



No Change
Vs. Year Ago

Sold Vs. List Price

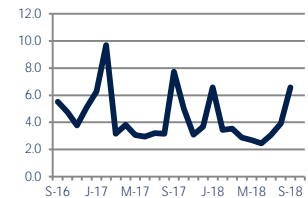
98.4%



No Change
Vs. Year Ago

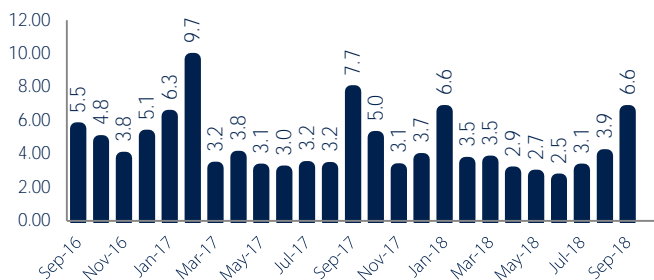
Months of Supply

6.6



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

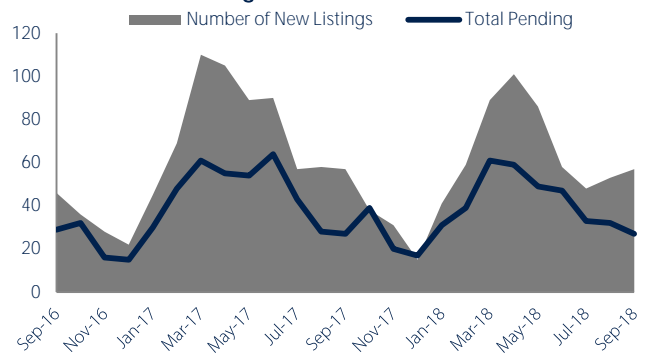
In September, there was 6.6 months of supply available in Clifton and Fairfax Station, compared to 7.7 in September 2017. That is a decrease of 15% versus a year ago.

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.

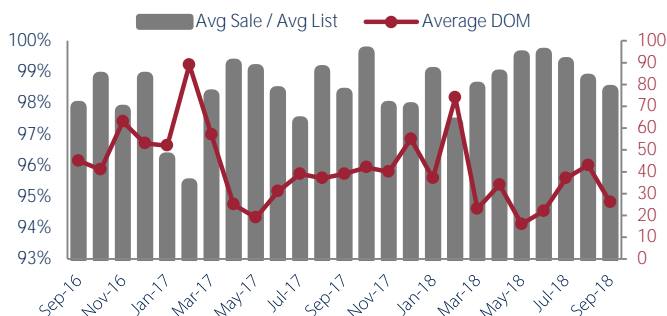
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Clifton and Fairfax Station, which is similar to the amount in September 2017. There were 27 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 16% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Clifton and Fairfax Station was 98.4% 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 26, lower than the average last year, which was 39, a decrease of 33%.



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