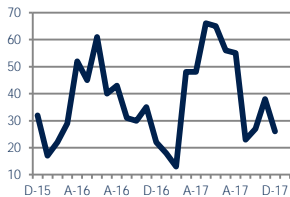


Zip Code(s): 20124 and 22039

**Units Sold**

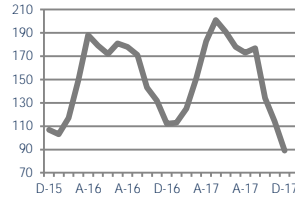
26



Up 18%  
Vs. Year Ago

**Active Inventory**

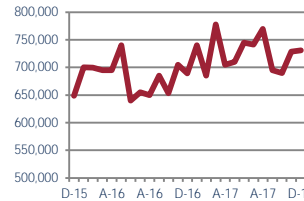
89



Down -21%  
Vs. Year Ago

**Median Sale Price**

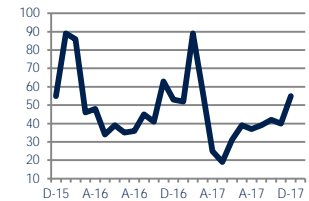
\$730,750



Up 6%  
Vs. Year Ago

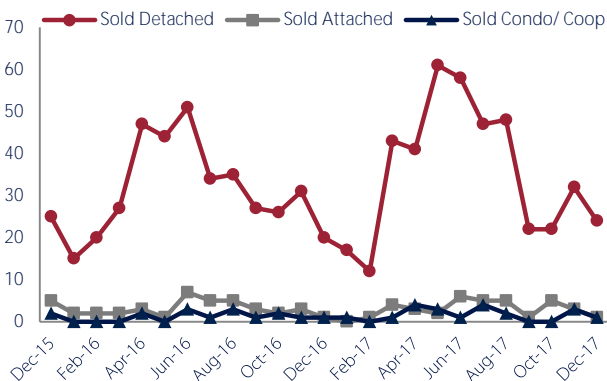
**Days On Market**

55



Up 4%  
Vs. Year Ago

**Units Sold\***



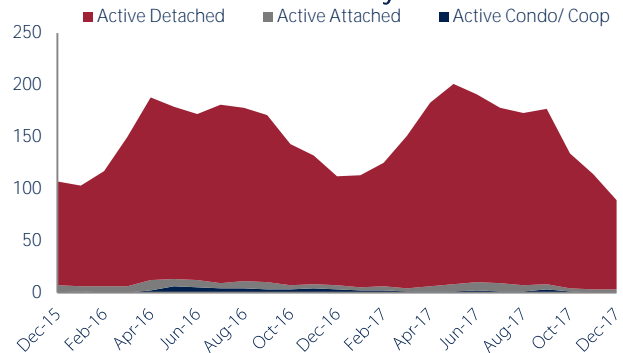
**Units Sold**

There was a decrease in total units sold in December, with 26 sold this month in Clifton and Fairfax Station versus 38 last month, a decrease of 32%. This month's total units sold was higher than at this time last year, an increase of 18% versus December 2016.

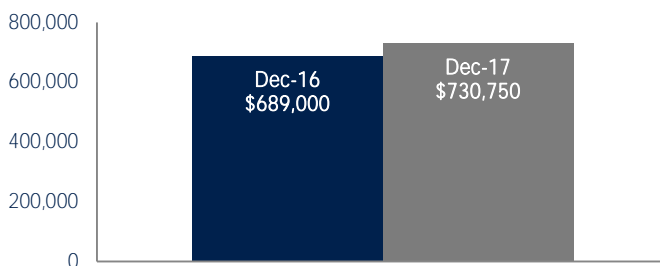
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 23 units or 21%. The total number of active inventory this December was 89 compared to 112 in December 2016. This month's total of 89 is lower than the previous month's total supply of available inventory of 114, a decrease of 22%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last December, the median sale price for Clifton and Fairfax Station Homes was \$689,000. This December, the median sale price was \$730,750, an increase of 6% or \$41,750 compared to last year. The current median sold price is approximately the same as the median price in November.

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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE

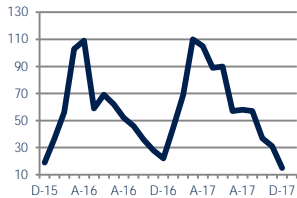




Zip Code(s): 20124 and 22039

### New Listings

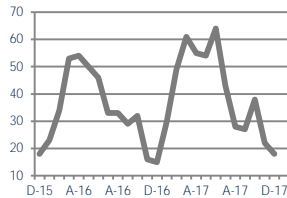
15



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

### Current Contracts

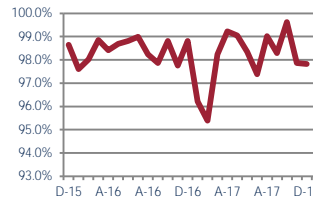
18



**Up 20%**  
Vs. Year Ago

### Sold Vs. List Price

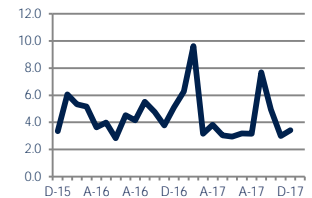
97.8%



**Down -1%**  
Vs. Year Ago

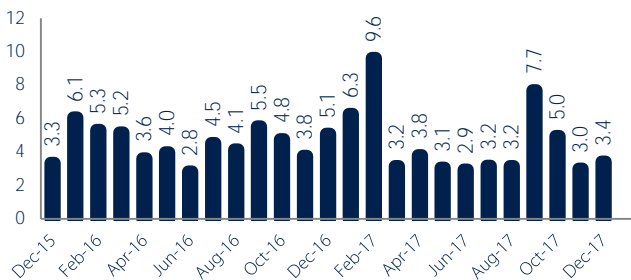
### Months of Supply

3.4



**Down -33%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

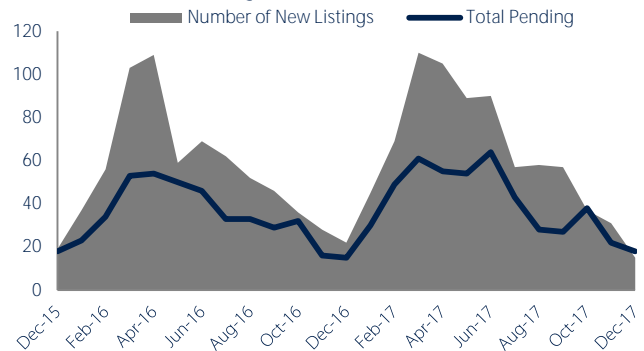
In December, there was 3.4 months of supply available in Clifton and Fairfax Station, compared to 5.1 in December 2016. That is a decrease of 33% versus a year ago.

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.

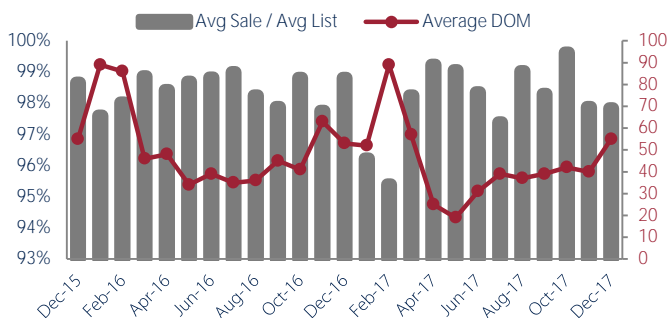
### New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Clifton and Fairfax Station compared to 22 in December 2016, a decrease of 32%. There were 18 current contracts pending sale this December compared to 15 a year ago. The number of current contracts is 20% higher than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Clifton and Fairfax Station was 97.8% of the average list price, which is 1.0% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 55, higher than the average last year, which was 53, an increase of 4%.



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