



The Long & Foster Market Minute™

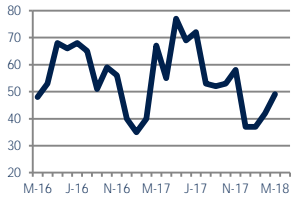
Focus On: Shirlington, Fairlington, and Crystal City Housing Market

March 2018

Zip Code(s): 22206 and 22202

Units Sold

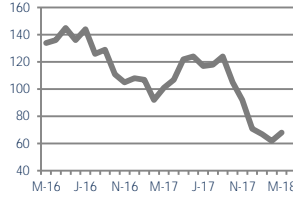
49



Down -27%
Vs. Year Ago

Active Inventory

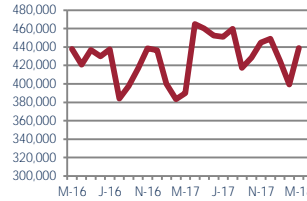
68



Down -33%
Vs. Year Ago

Median Sale Price

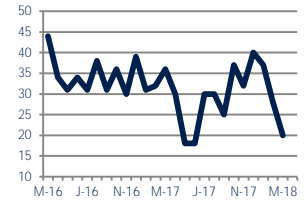
\$439,000



Up 13%
Vs. Year Ago

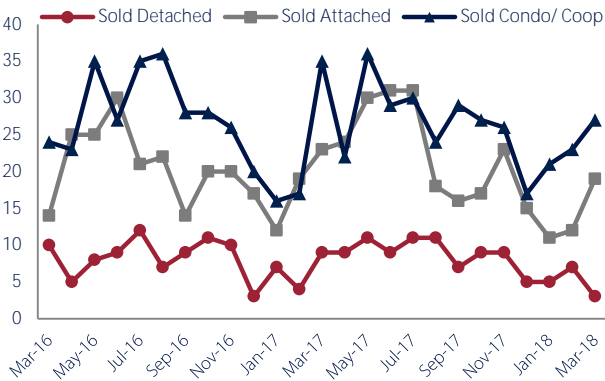
Days On Market

20



Down -44%
Vs. Year Ago

Units Sold*



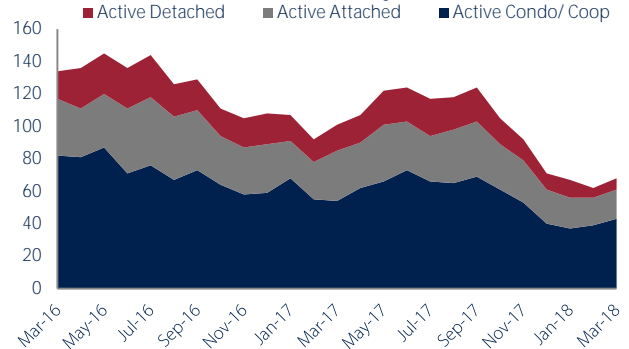
Units Sold

There was an increase in total units sold in March, with 49 sold this month in Shirlington, Fairlington, and Crystal City versus 42 last month, an increase of 17%. This month's total units sold was lower than at this time last year, a decrease of 27% versus March 2017.

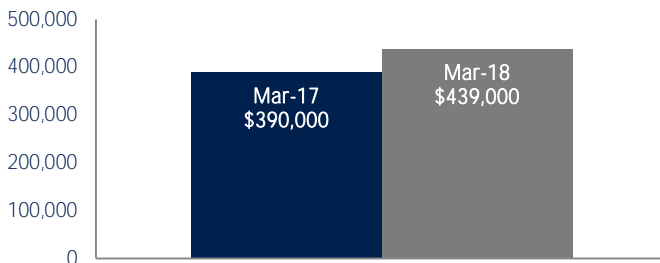
Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 33%. The total number of active inventory this March was 68 compared to 101 in March 2017. This month's total of 68 is higher than the previous month's total supply of available inventory of 62, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Shirlington, Fairlington, and Crystal City Homes was \$390,000. This March, the median sale price was \$439,000, an increase of 13% or \$49,000 compared to last year. The current median sold price is 10% higher than in February.

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

Shirlington, Fairlington, and Crystal City are defined as properties listed in zip code/s 22206 and 22202.

*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.



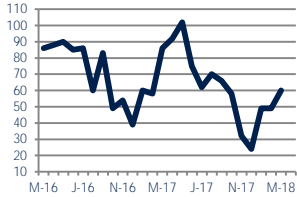
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22206 and 22202

New Listings

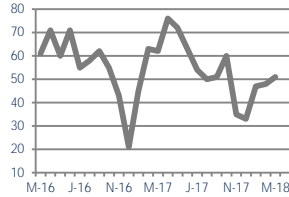
60



Down -30%
Vs. Year Ago

Current Contracts

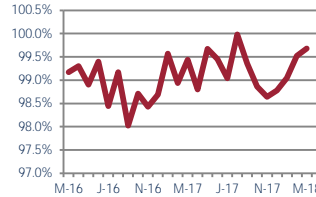
51



Down -18%
Vs. Year Ago

Sold Vs. List Price

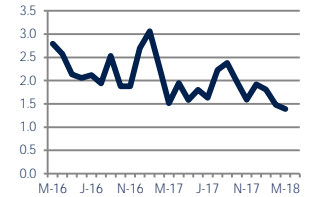
99.7%



No Change
Vs. Year Ago

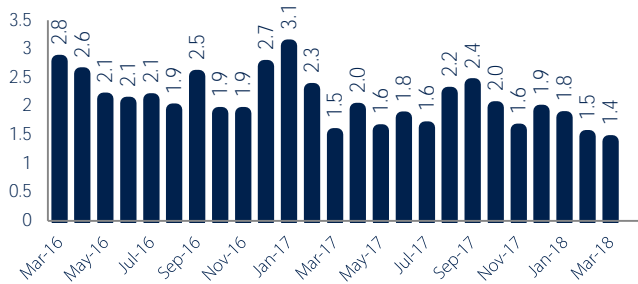
Months of Supply

1.4



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

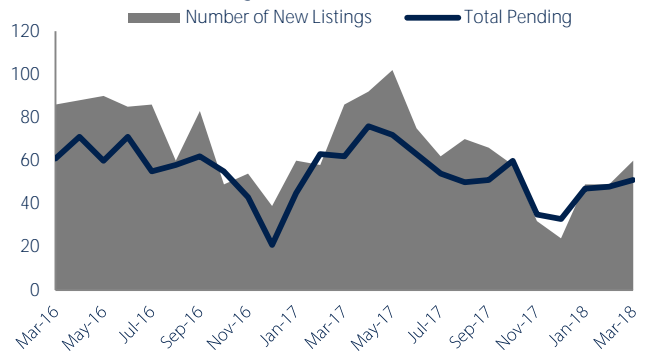
In March, there was 1.4 months of supply available in Shirlington, Fairlington, and Crystal City, compared to 1.5 in March 2017. That is a decrease of 8% versus a year ago.

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.

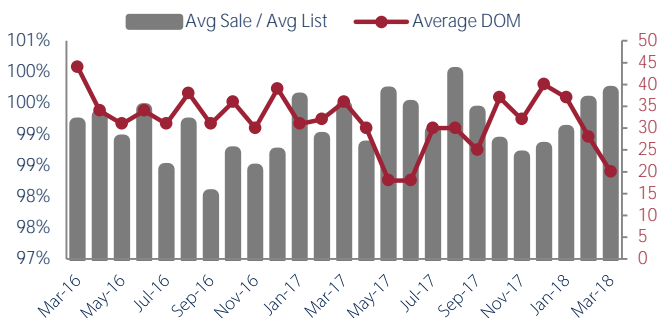
New Listings & Current Contracts

This month there were 60 homes newly listed for sale in Shirlington, Fairlington, and Crystal City compared to 86 in March 2017, a decrease of 30%. There were 51 current contracts pending sale this March compared to 62 a year ago. The number of current contracts is 18% lower 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 Shirlington, Fairlington, and Crystal City was 99.7% 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 20, lower than the average last year, which was 36, a decrease of 44%.

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