



# The Long & Foster Market Minute™

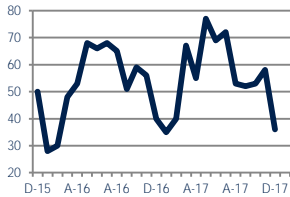
Focus On: Shirlington, Fairlington, and Crystal City Housing Market

December 2017

Zip Code(s): 22206 and 22202

## Units Sold

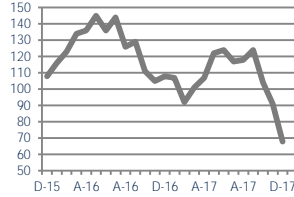
36



Down  
Vs. Year Ago

## Active Inventory

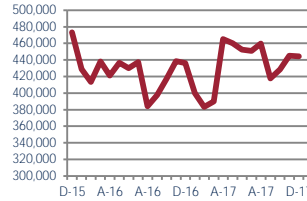
68



Down -37%  
Vs. Year Ago

## Median Sale Price

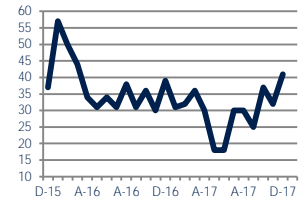
\$444,500



Up 2%  
Vs. Year Ago

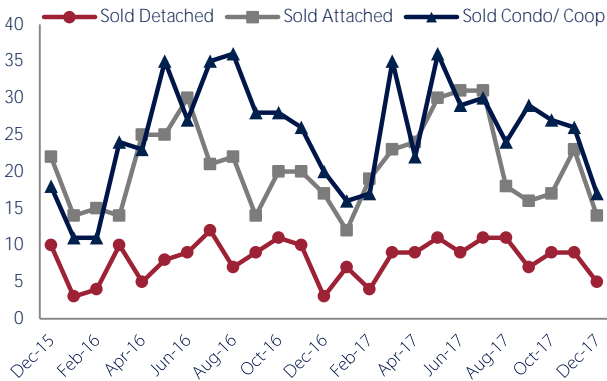
## Days On Market

41



Up 5%  
Vs. Year Ago

## Units Sold\*



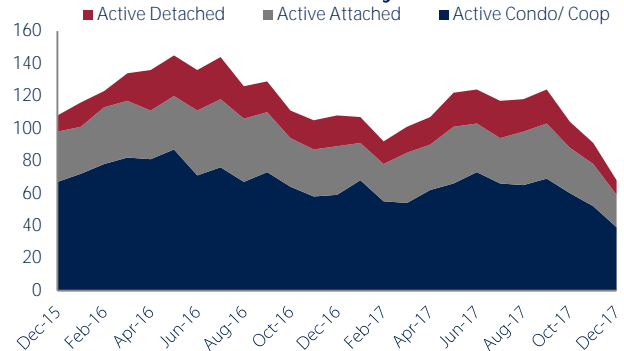
## Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 36 sold this month in Shirlington, Fairlington, and Crystal City. This month's total units sold was lower than at this time last year, a decrease from December 2016.

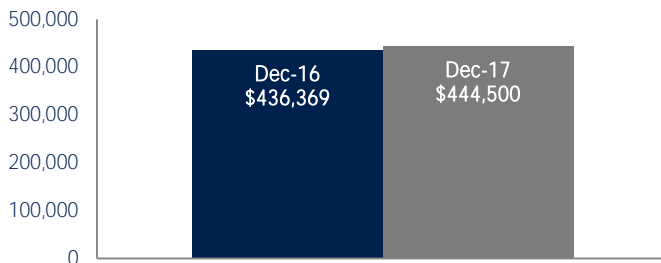
## Active Inventory

Versus last year, the total number of homes available this month is lower by 40 units or 37%. The total number of active inventory this December was 68 compared to 108 in December 2016. This month's total of 68 is lower than the previous month's total supply of available inventory of 91, a decrease of 25%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last December, the median sale price for Shirlington, Fairlington, and Crystal City Homes was \$436,369. This December, the median sale price was \$444,500, an increase of 2% or \$8,131 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.

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

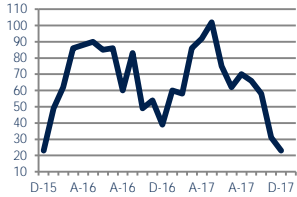




Zip Code(s): 22206 and 22202

### New Listings

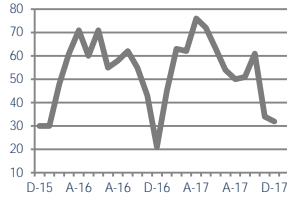
23



**Down -41%**  
Vs. Year Ago

### Current Contracts

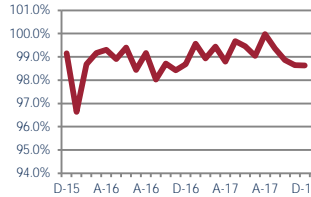
32



**Up 52%**  
Vs. Year Ago

### Sold Vs. List Price

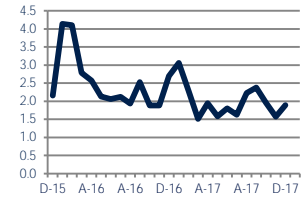
98.6%



**No Change**  
Vs. Year Ago

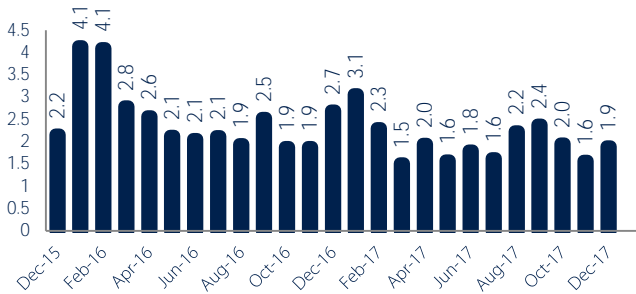
### Months of Supply

1.9



**Down -30%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

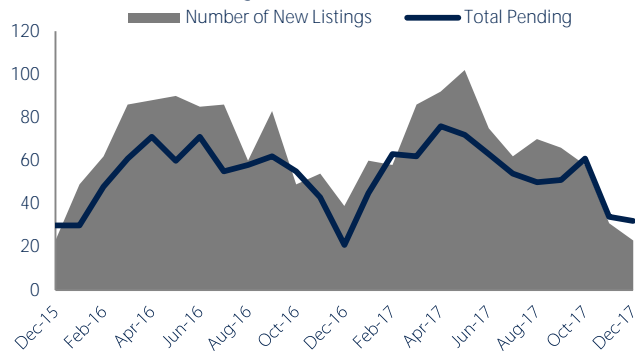
In December, there was 1.9 months of supply available in Shirlington, Fairlington, and Crystal City, compared to 2.7 in December 2016. That is a decrease of 30% versus a year ago.

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.

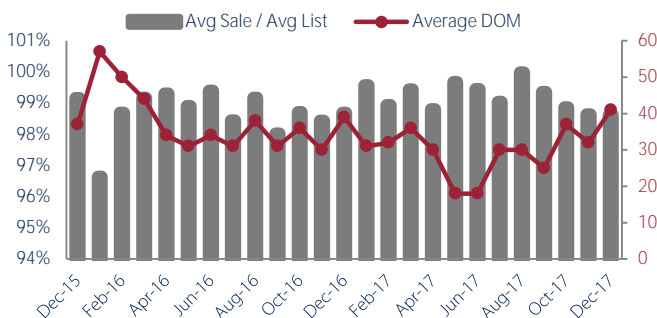
### New Listings & Current Contracts

This month there were 23 homes newly listed for sale in Shirlington, Fairlington, and Crystal City compared to 39 in December 2016, a decrease of 41%. There were 32 current contracts pending sale this December compared to 21 a year ago. The number of current contracts is 52% 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 Shirlington, Fairlington, and Crystal City was 98.6% 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 41, higher than the average last year, which was 39, an increase of 5%.



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