



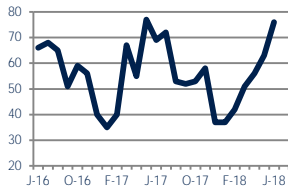
# The Long & Foster Market Minute™

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

June 2018

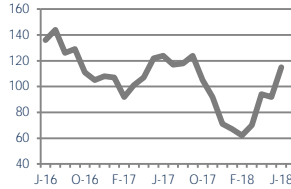
Zip Code(s): 22206 and 22202

Units Sold  
76



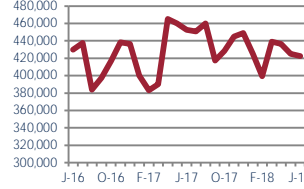
Up 10%  
Vs. Year Ago

Active Inventory  
115



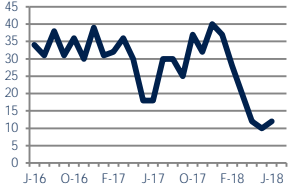
Down -7%  
Vs. Year Ago

Median Sale Price  
\$422,500



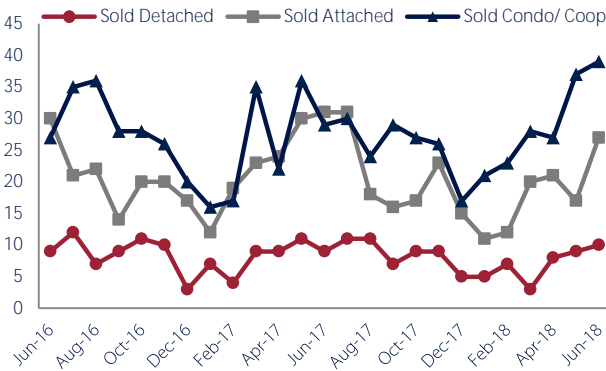
Down -7%  
Vs. Year Ago

Days On Market  
12



Down -33%  
Vs. Year Ago

### Units Sold\*



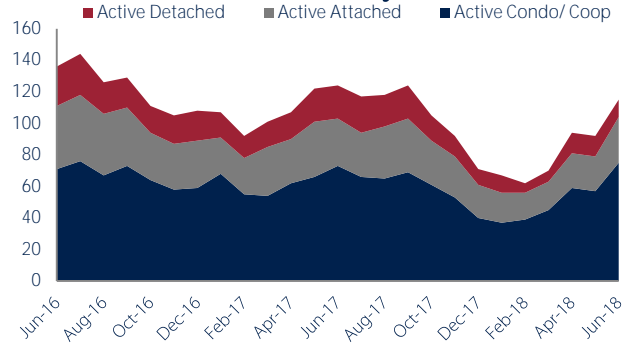
### Units Sold

There was an increase in total units sold in June, with 76 sold this month in Shirlington, Fairlington, and Crystal City versus 63 last month, an increase of 21%. This month's total units sold was higher than at this time last year, an increase of 10% versus June 2017.

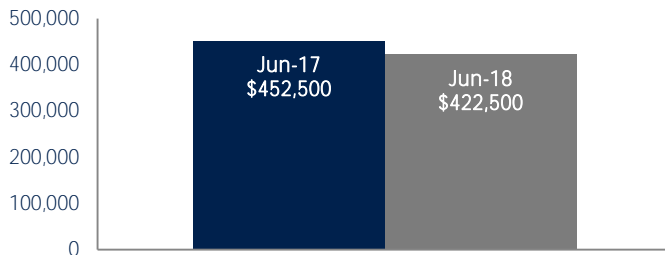
### Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 7%. The total number of active inventory this June was 115 compared to 124 in June 2017. This month's total of 115 is higher than the previous month's total supply of available inventory of 92, an increase of 25%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Shirlington, Fairlington, and Crystal City Homes was \$452,500. This June, the median sale price was \$422,500, a decrease of 7% or \$30,000 compared to last year. The current median sold price is 1% lower than in May.

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

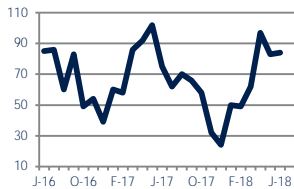




Zip Code(s): 22206 and 22202

### New Listings

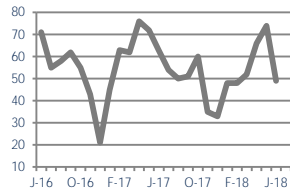
84



Up 12%  
Vs. Year Ago

### Current Contracts

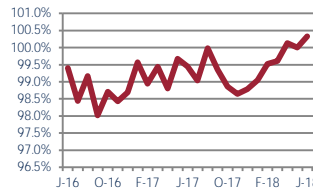
49



Down -22%  
Vs. Year Ago

### Sold Vs. List Price

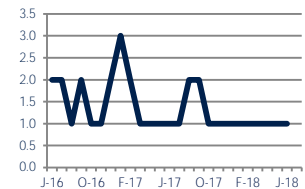
100.3%



Up 0.9%  
Vs. Year Ago

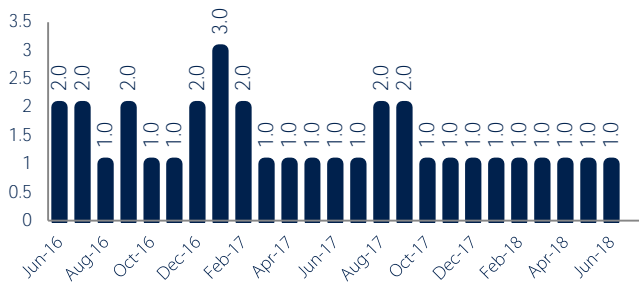
### Months of Supply

1.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

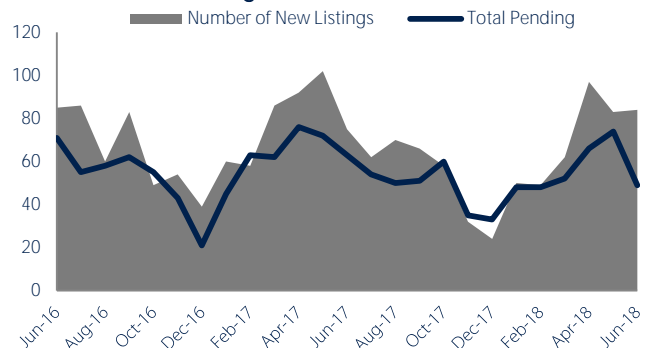
In June, there was 1.5 months of supply available in Shirlington, Fairlington, and Crystal City, compared to 1.8 in June 2017. That is a decrease of 16% versus a year ago.

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.

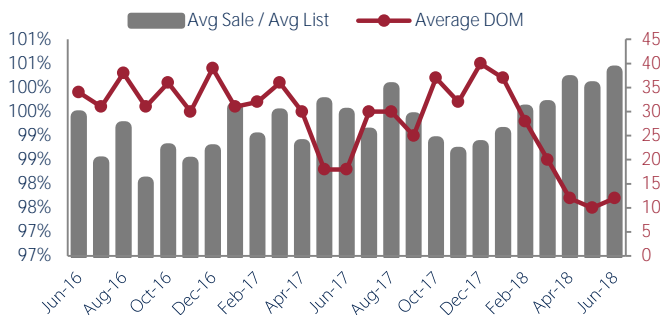
### New Listings & Current Contracts

This month there were 84 homes newly listed for sale in Shirlington, Fairlington, and Crystal City compared to 75 in June 2017, an increase of 12%. There were 49 current contracts pending sale this June compared to 63 a year ago. The number of current contracts is 22% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Shirlington, Fairlington, and Crystal City was 100.3% of the average list price, which is 0.9% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 12, lower than the average last year, which was 18, a decrease of 33%.



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