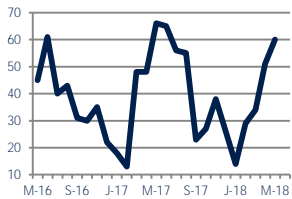




Zip Code(s): 20124 and 22039

Units Sold

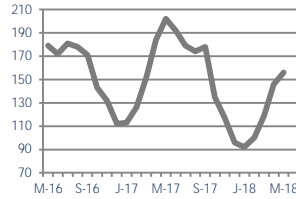
60



Down -9%
Vs. Year Ago

Active Inventory

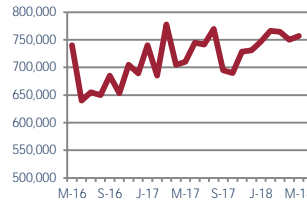
156



Down -23%
Vs. Year Ago

Median Sale Price

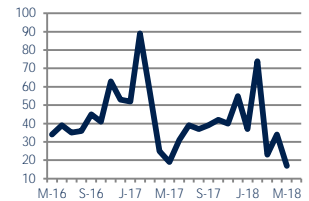
\$757,250



Up 7%
Vs. Year Ago

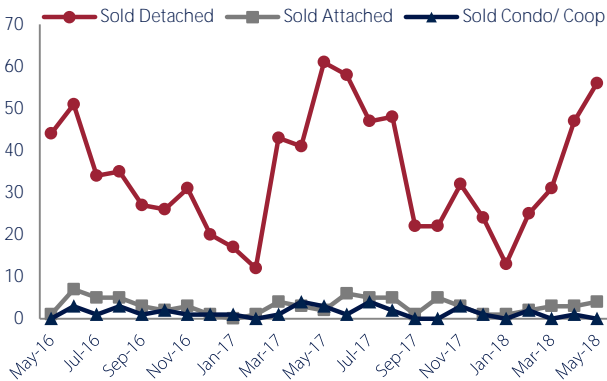
Days On Market

17



Down -11%
Vs. Year Ago

Units Sold*



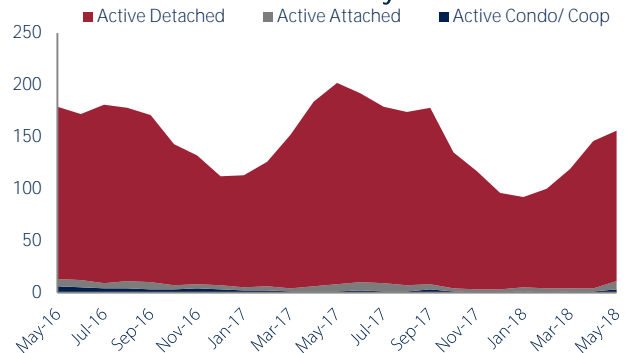
Units Sold

There was an increase in total units sold in May, with 60 sold this month in Clifton and Fairfax Station versus 51 last month, an increase of 18%. This month's total units sold was lower than at this time last year, a decrease of 9% versus May 2017.

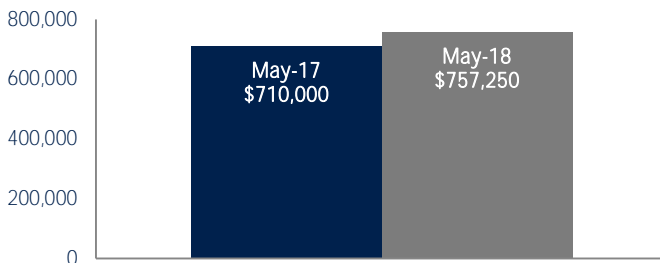
Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 23%. The total number of active inventory this May was 156 compared to 202 in May 2017. This month's total of 156 is higher than the previous month's total supply of available inventory of 146, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Clifton and Fairfax Station Homes was \$710,000. This May, the median sale price was \$757,250, an increase of 7% or \$47,250 compared to last year. The current median sold price is 1% higher than in April.

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.



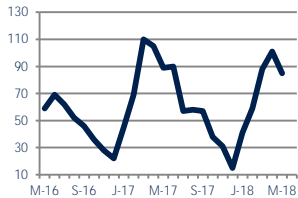
Focus On: Clifton and Fairfax Station Housing Market

May 2018

Zip Code(s): 20124 and 22039

New Listings

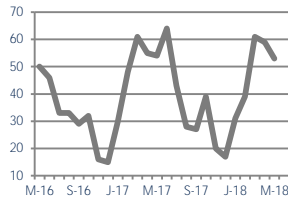
85



Down -4%
Vs. Year Ago

Current Contracts

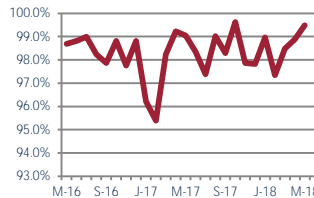
53



Down -2%
Vs. Year Ago

Sold Vs. List Price

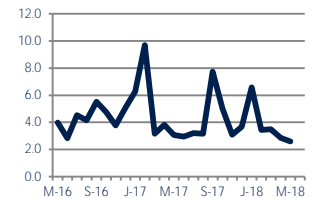
99.5%



No Change
Vs. Year Ago

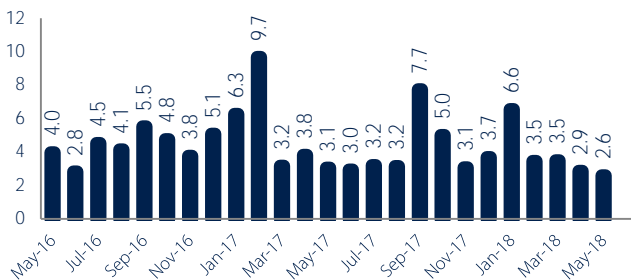
Months of Supply

2.6



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

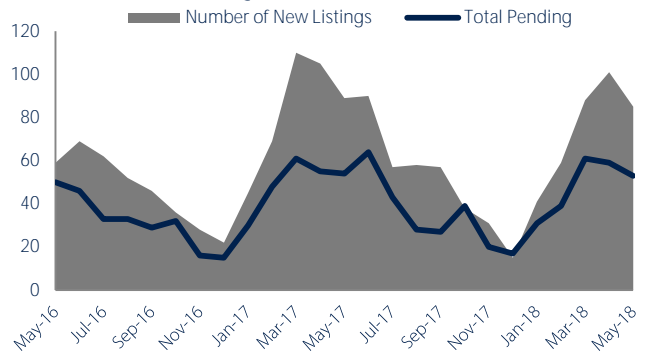
In May, there was 2.6 months of supply available in Clifton and Fairfax Station, compared to 3.1 in May 2017. That is a decrease of 15% versus a year ago.

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.

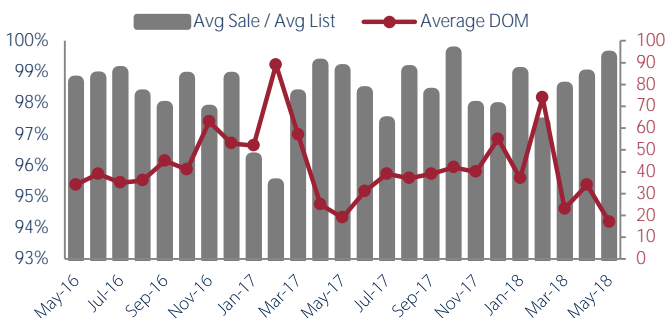
New Listings & Current Contracts

This month there were 85 homes newly listed for sale in Clifton and Fairfax Station compared to 89 in May 2017, a decrease of 4%. There were 53 current contracts pending sale this May compared to 54 a year ago. The number of current contracts is 2% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Clifton and Fairfax Station was 99.5% 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 17, lower than the average last year, which was 19, a decrease of 11%.



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