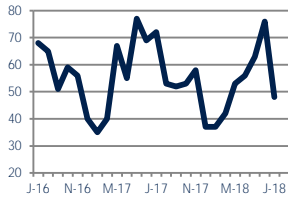


Zip Code(s): 22206 and 22202

### Units Sold

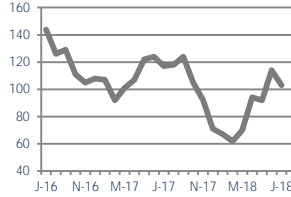
48



Down -33%  
Vs. Year Ago

### Active Inventory

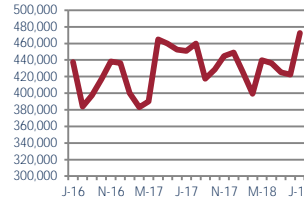
103



Down -12%  
Vs. Year Ago

### Median Sale Price

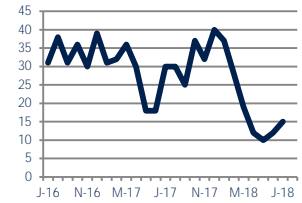
\$472,500



Up 5%  
Vs. Year Ago

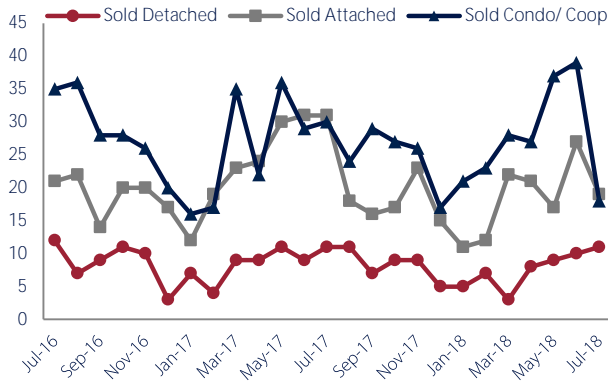
### Days On Market

15



Down -50%  
Vs. Year Ago

### Units Sold\*



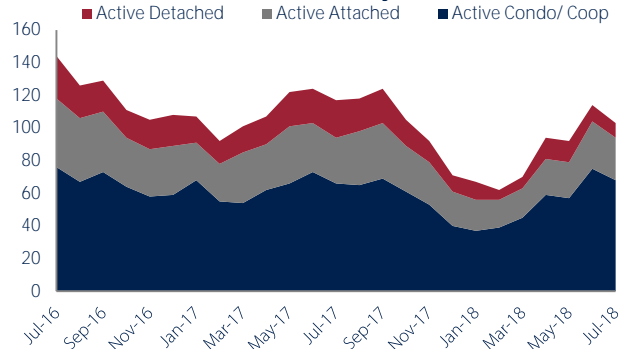
### Units Sold

There was a decrease in total units sold in July, with 48 sold this month in Shirlington, Fairlington, and Crystal City. This month's total units sold was lower than at this time last year.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 12%. The total number of active inventory this July was 103 compared to 117 in July 2017. This month's total of 103 is lower than the previous month's total supply of available inventory of 114, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Shirlington, Fairlington, and Crystal City Homes was \$451,000. This July, the median sale price was \$472,500, an increase of 5% or \$21,500 compared to last year. The current median sold price is 12% higher than in June.

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.



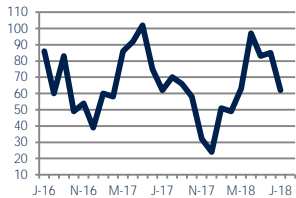
CHRISTIE'S INTERNATIONAL REAL ESTATE



Zip Code(s): 22206 and 22202

### New Listings

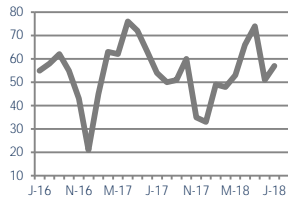
62



No Change  
Vs. Year Ago

### Current Contracts

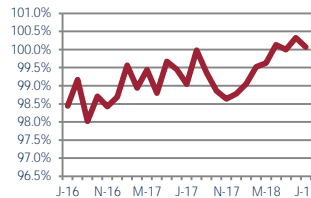
57



Up 6%  
Vs. Year Ago

### Sold Vs. List Price

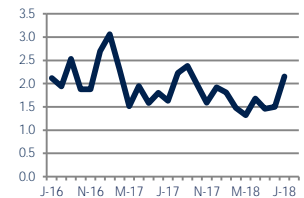
100.1%



Up 1%  
Vs. Year Ago

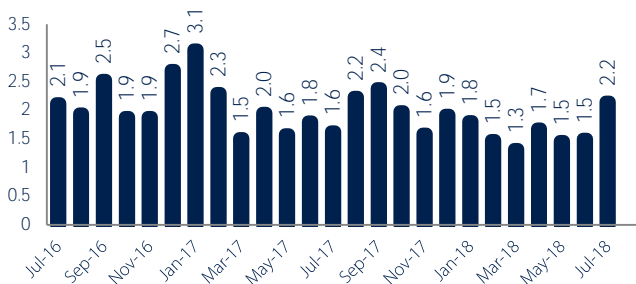
### Months of Supply

2.2



Up 32%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

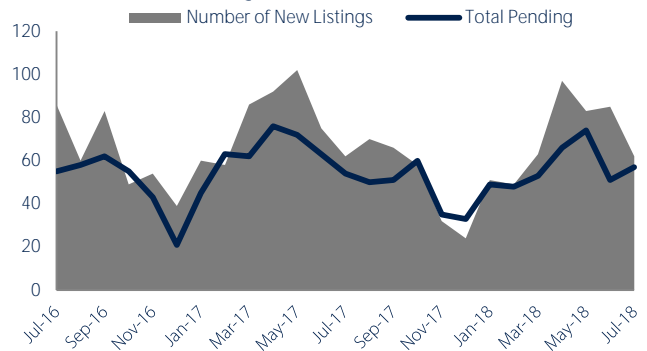
In July, there was 2.1 months of supply available in Shirlington, Fairlington, and Crystal City, compared to 1.6 in July 2017. That is an increase of 32% versus a year ago.

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.

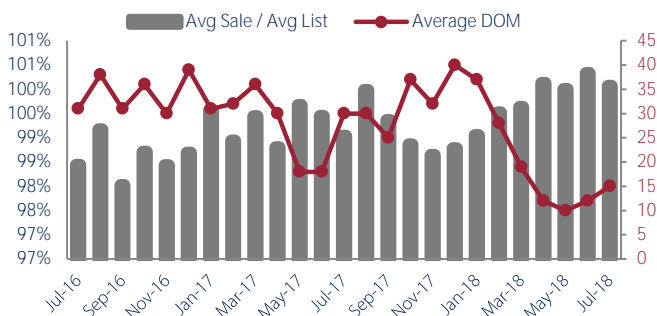
### New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Shirlington, Fairlington, and Crystal City, which is similar to the amount in July 2017. There were 57 current contracts pending sale this July compared to 54 a year ago. The number of current contracts is 6% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Shirlington, Fairlington, and Crystal City was 100.1% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 15, lower than the average last year, which was 30, a decrease of 50%.



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