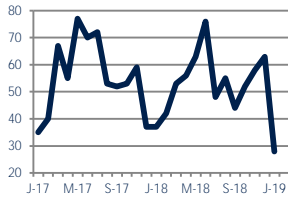


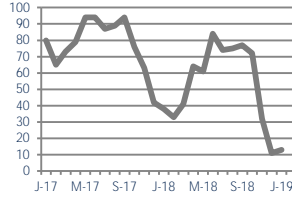
Zip Code(s): 22206 and 22202

Units Sold
28



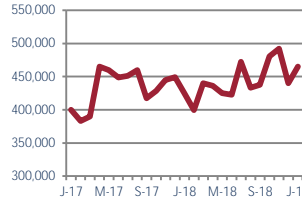
Down
Vs. Year Ago

Active Inventory
13



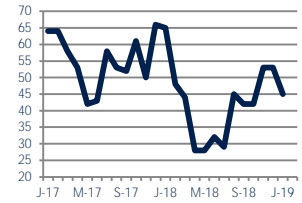
Down -66%
Vs. Year Ago

Median Sale Price
\$464,950



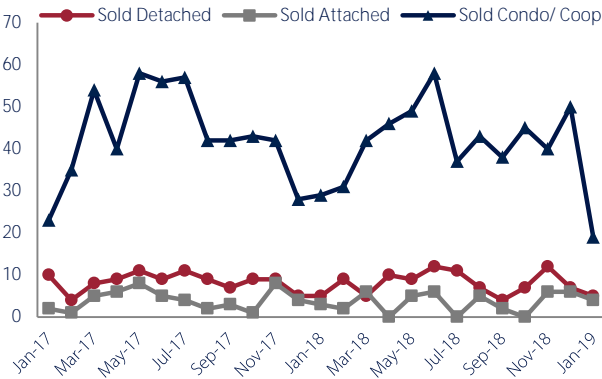
Up 9%
Vs. Year Ago

Days On Market
45



Down -31%
Vs. Year Ago

Units Sold*



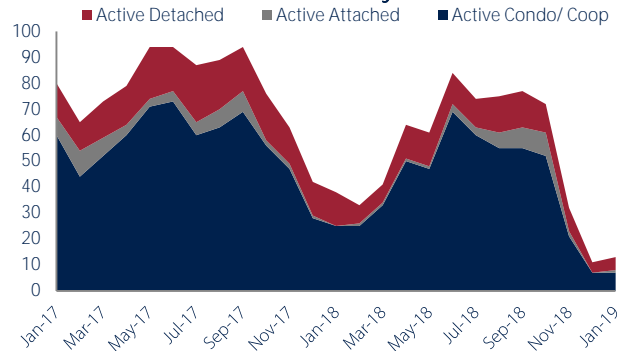
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 28 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 January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 66%. The total number of active inventory this January was 13 compared to 38 in January 2018. This month's total of 13 is higher than the previous month's total supply of available inventory of 11, an increase of 18%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Shirlington, Fairlington, and Crystal City Homes was \$425,000. This January, the median sale price was \$464,950, an increase of 9% or \$39,950 compared to last year. The current median sold price is 6% higher than in December.

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.

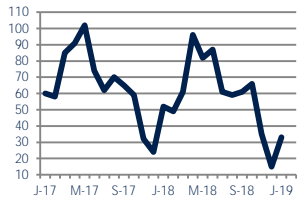
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



Zip Code(s): 22206 and 22202

New Listings

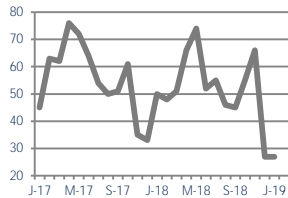
33



Down -37%
Vs. Year Ago

Current Contracts

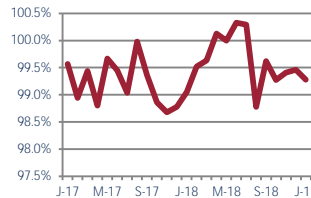
27



Down -46%
Vs. Year Ago

Sold Vs. List Price

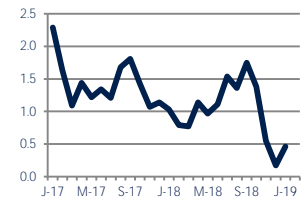
99.3%



No Change
Vs. Year Ago

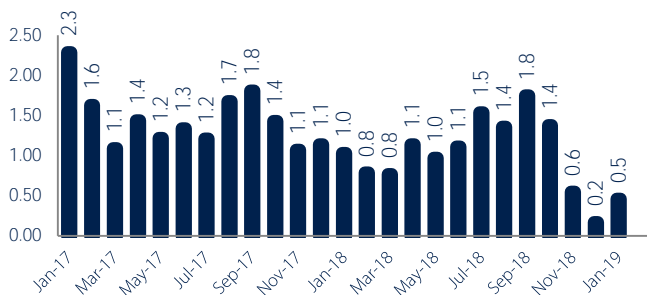
Months of Supply

0.5



Down -55%
Vs. Year Ago

Months Of Supply



Months of Supply

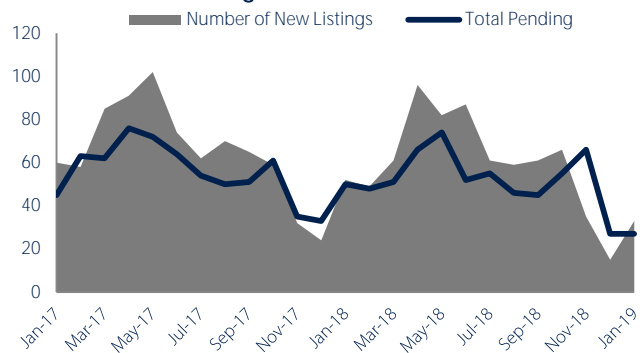
In January, there was 0.5 months of supply available in Shirlington, Fairlington, and Crystal City, compared to 1.0 in January 2018. That is a decrease of 55% versus a year ago.

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.

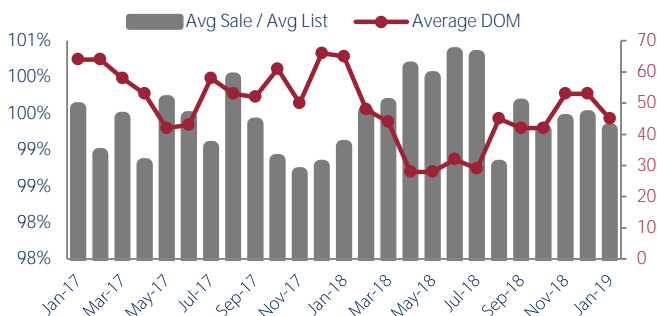
New Listings & Current Contracts

This month there were 33 homes newly listed for sale in Shirlington, Fairlington, and Crystal City compared to 52 in January 2018, a decrease of 37%. There were 27 current contracts pending sale this January compared to 50 a year ago. The number of current contracts remained stable as compared to last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Shirlington, Fairlington, and Crystal City was 99.3% 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 45, lower than the average last year, which was 65, a decrease of 31%.



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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

