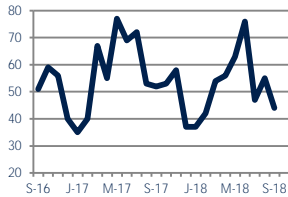


Zip Code(s): 22206 and 22202

Units Sold

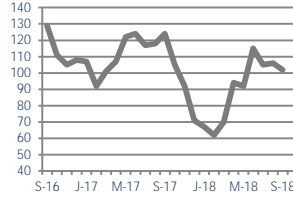
44



Down -15%
Vs. Year Ago

Active Inventory

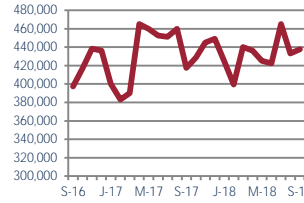
102



Down -18%
Vs. Year Ago

Median Sale Price

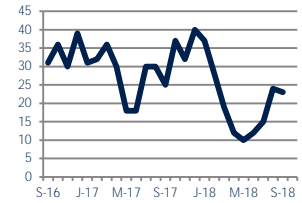
\$437,500



Up 5%
Vs. Year Ago

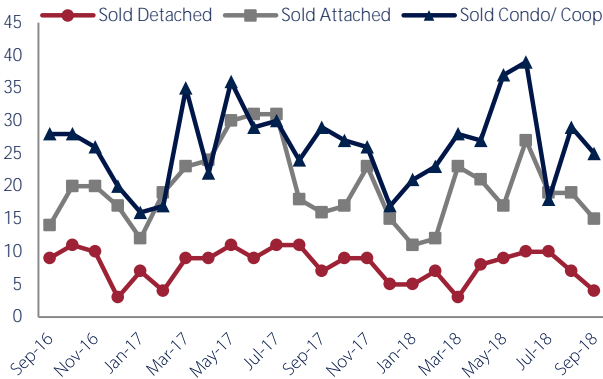
Days On Market

23



Down -8%
Vs. Year Ago

Units Sold*



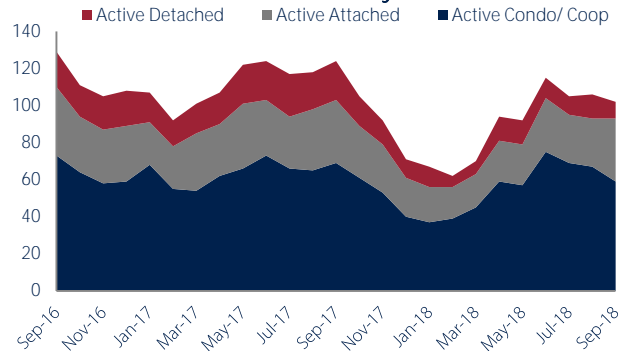
Units Sold

There was a decrease in total units sold in September, with 44 sold this month in Shirlington, Fairlington, and Crystal City versus 55 last month, a decrease of 20%. This month's total units sold was lower than at this time last year, a decrease of 15% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 18%. The total number of active inventory this September was 102 compared to 124 in September 2017. This month's total of 102 is lower than the previous month's total supply of available inventory of 106, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Shirlington, Fairlington, and Crystal City Homes was \$417,500. This September, the median sale price was \$437,500, an increase of 5% or \$20,000 compared to last year. The current median sold price is 1% higher than in August.

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.



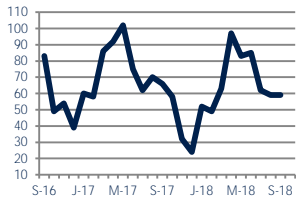
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22206 and 22202

New Listings

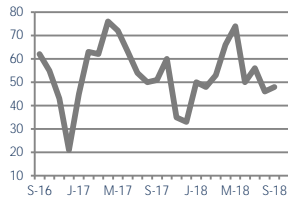
59



Down -11%
Vs. Year Ago

Current Contracts

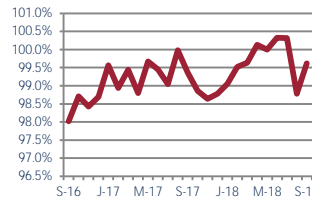
48



Down -6%
Vs. Year Ago

Sold Vs. List Price

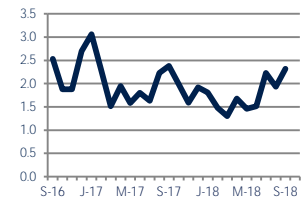
99.6%



No Change
Vs. Year Ago

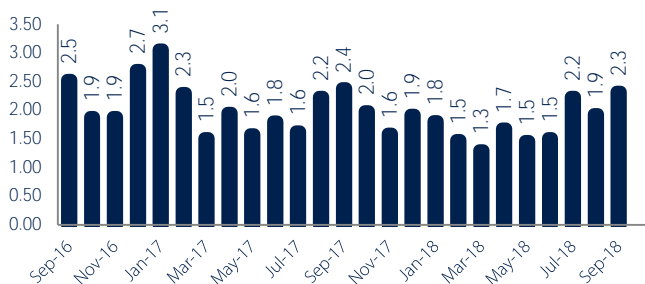
Months of Supply

2.3



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

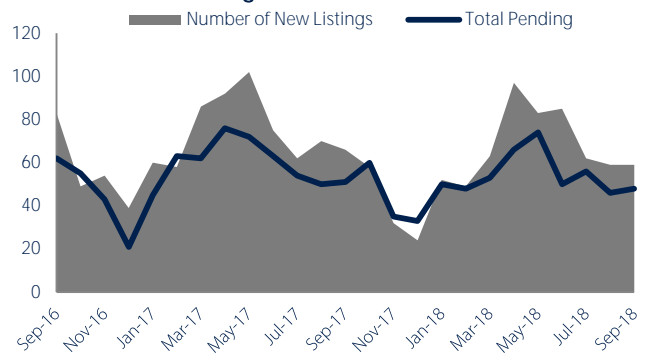
In September, there was 2.3 months of supply available in Shirlington, Fairlington, and Crystal City. The amount of supply is similar compared to a year ago.

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.

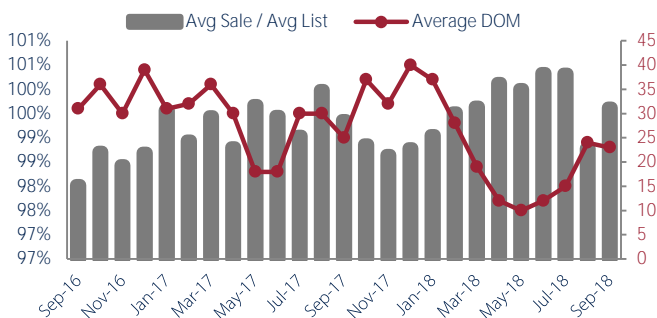
New Listings & Current Contracts

This month there were 59 homes newly listed for sale in Shirlington, Fairlington, and Crystal City compared to 66 in September 2017, a decrease of 11%. There were 48 current contracts pending sale this September compared to 51 a year ago. The number of current contracts is 6% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Shirlington, Fairlington, and Crystal City was 99.6% 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 23, lower than the average last year, which was 25, a decrease of 8%.



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