



The Long & Foster Market Minute™

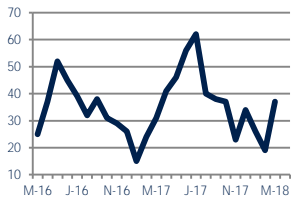
Focus On: East Fairfax Housing Market

March 2018

Zip Code(s): 22031

Units Sold

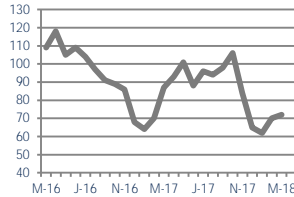
37



Up
Vs. Year Ago

Active Inventory

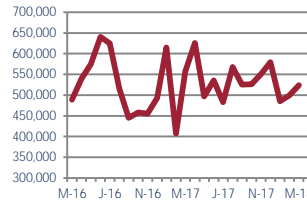
72



Down -17%
Vs. Year Ago

Median Sale Price

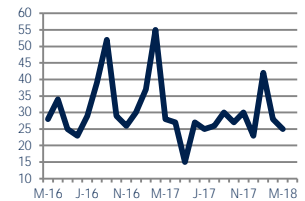
\$523,500



Down -6%
Vs. Year Ago

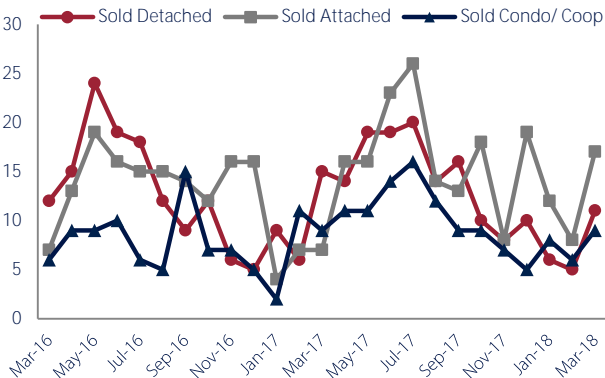
Days On Market

25



Down -11%
Vs. Year Ago

Units Sold*



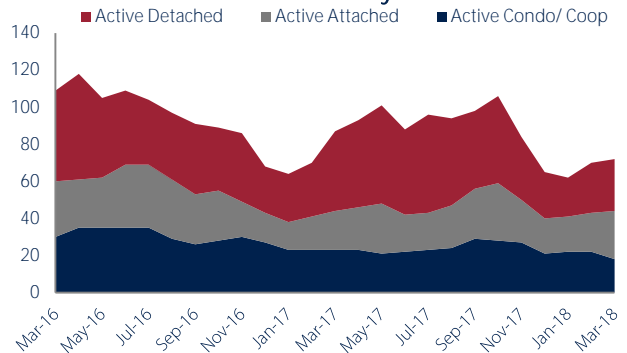
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 37 sold this month in East Fairfax. This month's total units sold was higher than at this time last year, an increase from March 2017.

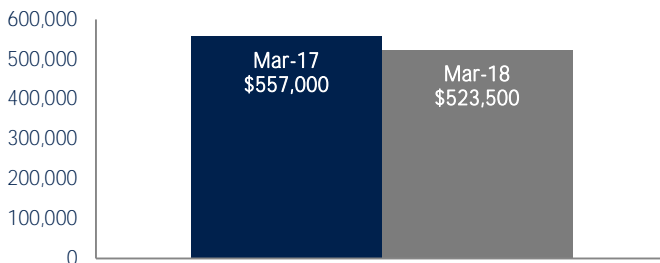
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 17%. The total number of active inventory this March was 72 compared to 87 in March 2017. This month's total of 72 is higher than the previous month's total supply of available inventory of 70, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for East Fairfax Homes was \$557,000. This March, the median sale price was \$523,500, a decrease of 6% or \$33,500 compared to last year. The current median sold price is 5% higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

East Fairfax are defined as properties listed in zip code/s 22031.

*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



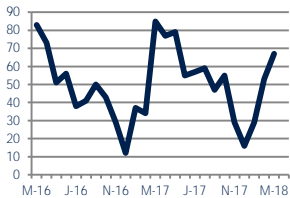
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March 2018

Zip Code(s): 22031

New Listings

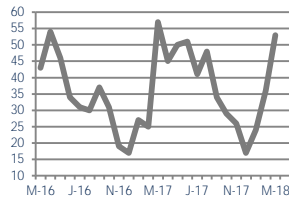
67



Down -21%
Vs. Year Ago

Current Contracts

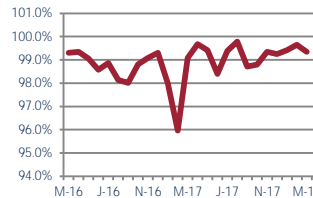
53



Down -7%
Vs. Year Ago

Sold Vs. List Price

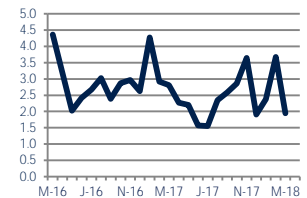
99.3%



No Change
Vs. Year Ago

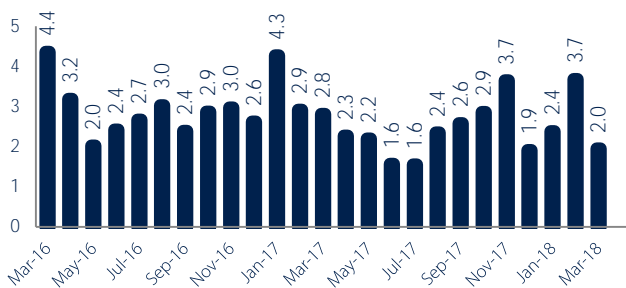
Months of Supply

2.0



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

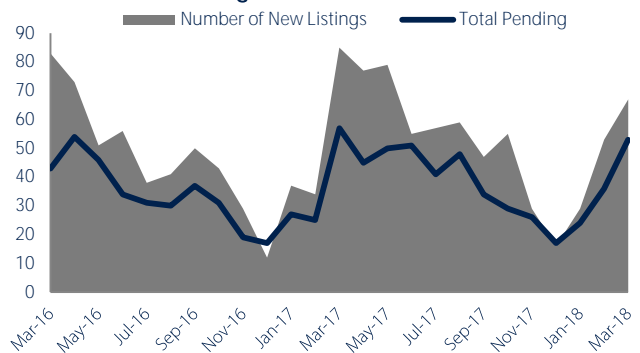
In March, there was 1.9 months of supply available in East Fairfax, compared to 2.8 in March 2017. That is a decrease of 31% versus a year ago.

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.

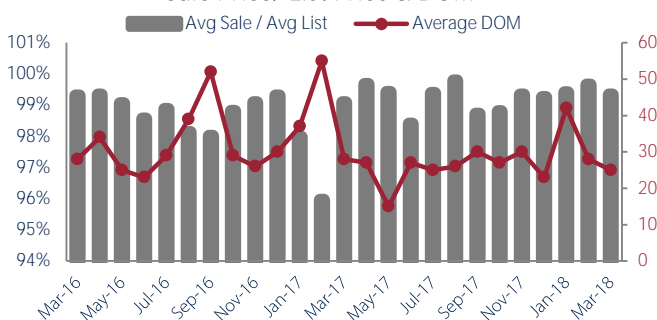
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in East Fairfax compared to 85 in March 2017, a decrease of 21%. There were 53 current contracts pending sale this March compared to 57 a year ago. The number of current contracts is 7% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in East Fairfax 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 25, lower than the average last year, which was 28, a decrease of 11%.



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