



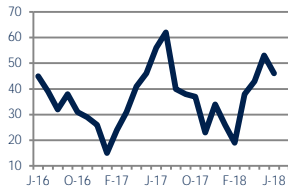
The Long & Foster Market Minute™

Focus On: East Fairfax Housing Market

June 2018

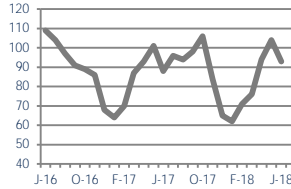
Zip Code(s): 22031

Units Sold
46



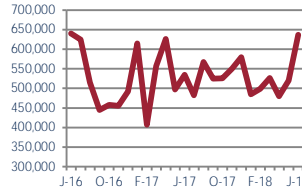
Down -18%
Vs. Year Ago

Active Inventory
93



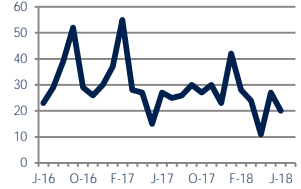
Up 6%
Vs. Year Ago

Median Sale Price
\$636,500



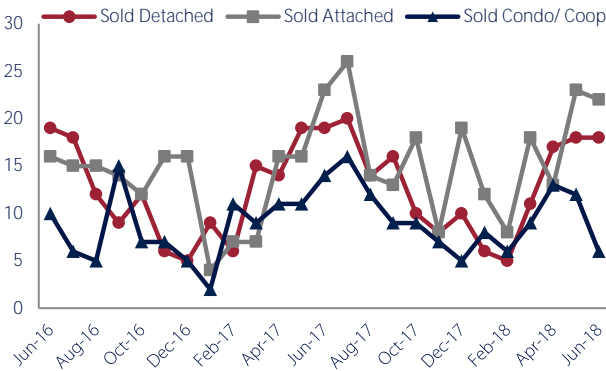
Up 19%
Vs. Year Ago

Days On Market
20



Down -26%
Vs. Year Ago

Units Sold*



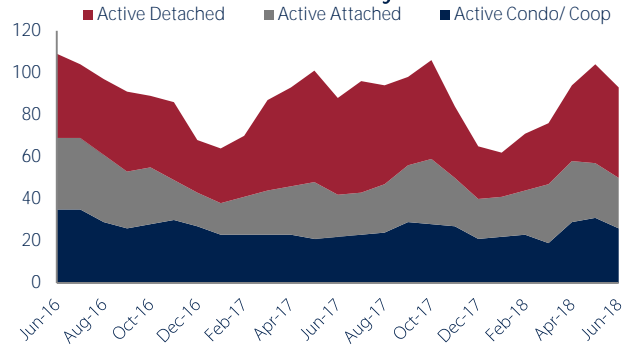
Units Sold

There was a decrease in total units sold in June, with 46 sold this month in East Fairfax versus 53 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 18% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 6%. The total number of active inventory this June was 93 compared to 88 in June 2017. This month's total of 93 is lower than the previous month's total supply of available inventory of 104, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for East Fairfax Homes was \$535,000. This June, the median sale price was \$636,500, an increase of 19% or \$101,500 compared to last year. The current median sold price is 22% higher than in May.

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.



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INTERNATIONAL REAL ESTATE





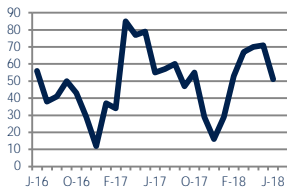
Focus On: East Fairfax Housing Market

June 2018

Zip Code(s): 22031

New Listings

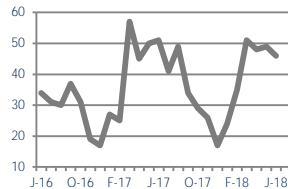
51



Down -7%
Vs. Year Ago

Current Contracts

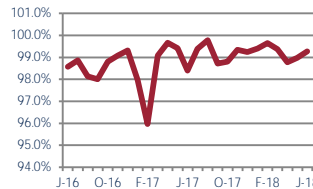
46



Down -10%
Vs. Year Ago

Sold Vs. List Price

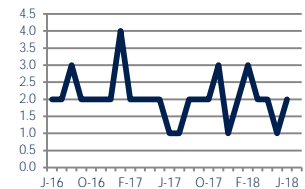
99.3%



Up 0.9%
Vs. Year Ago

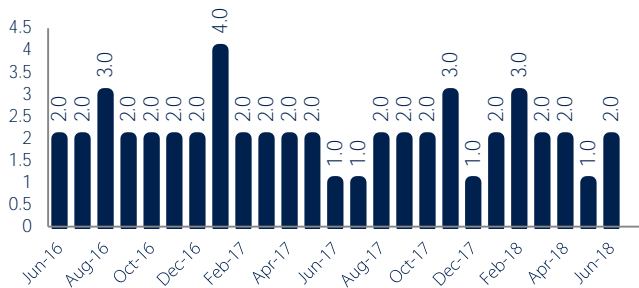
Months of Supply

2.0



Up 100%
Vs. Year Ago

Months Of Supply



Months of Supply

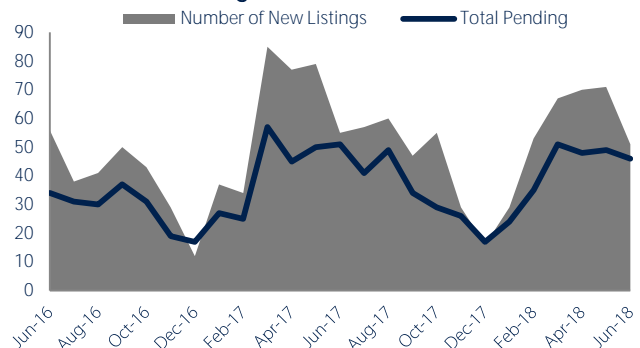
In June, there was 2.0 months of supply available in East Fairfax, compared to 1.6 in June 2017. That is an increase of 29% versus a year ago.

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.

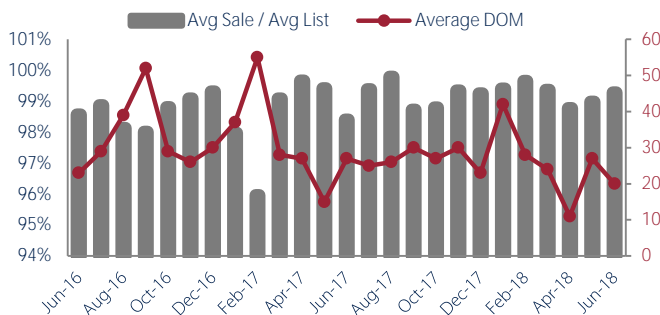
New Listings & Current Contracts

This month there were 51 homes newly listed for sale in East Fairfax compared to 55 in June 2017, a decrease of 7%. There were 46 current contracts pending sale this June compared to 51 a year ago. The number of current contracts is 10% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in East Fairfax was 99.3% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 27, a decrease of 26%.



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