



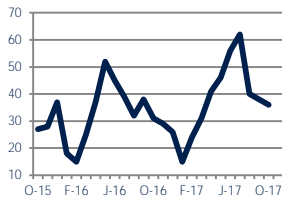
Focus On: East Fairfax Housing Market

October 2017

Zip Code(s): 22031

Units Sold

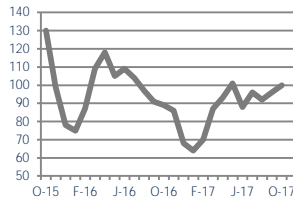
36



Up 16%
Vs. Year Ago

Active Inventory

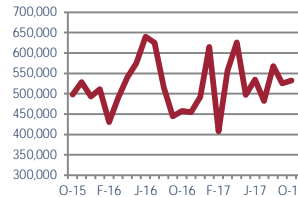
100



Up 12%
Vs. Year Ago

Median Sale Price

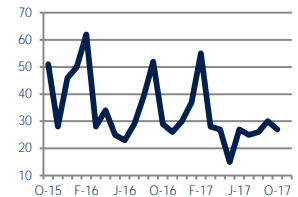
\$532,500



Up 16%
Vs. Year Ago

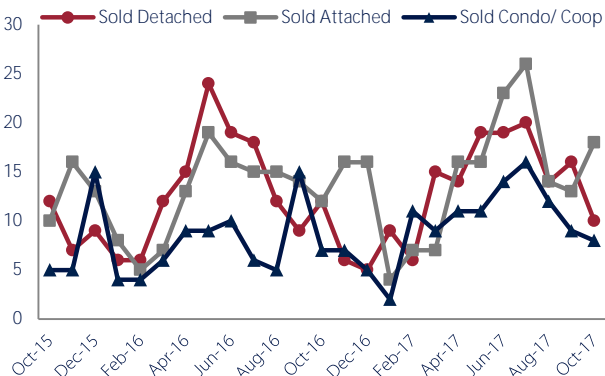
Days On Market

27



Down -7%
Vs. Year Ago

Units Sold*



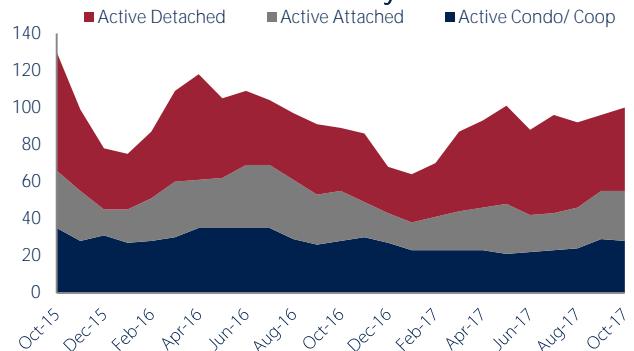
Units Sold

There was a decrease in total units sold in October, with 36 sold this month in East Fairfax versus 38 last month, a decrease of 5%. This month's total units sold was higher than at this time last year, an increase of 16% versus October 2016.

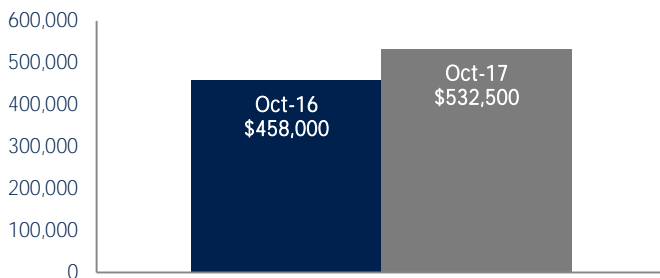
Active Inventory

Versus last year, the total number of homes available this month is higher by 11 units or 12%. The total number of active inventory this October was 100 compared to 89 in October 2016. This month's total of 100 is higher than the previous month's total supply of available inventory of 96, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for East Fairfax Homes was \$458,000. This October, the median sale price was \$532,500, an increase of 16% or \$74,500 compared to last year. The current median sold price is 1% higher than in September.

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

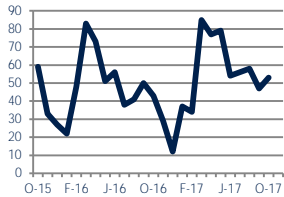
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October 2017

Zip Code(s): 22031

New Listings

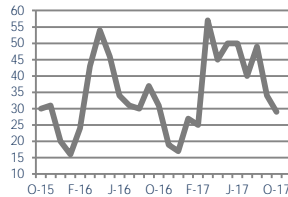
53



Up 23%
Vs. Year Ago

Current Contracts

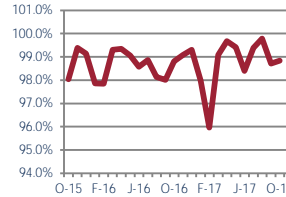
29



Down -6%
Vs. Year Ago

Sold Vs. List Price

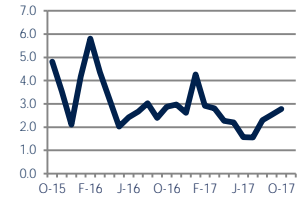
98.8%



No Change
Vs. Year Ago

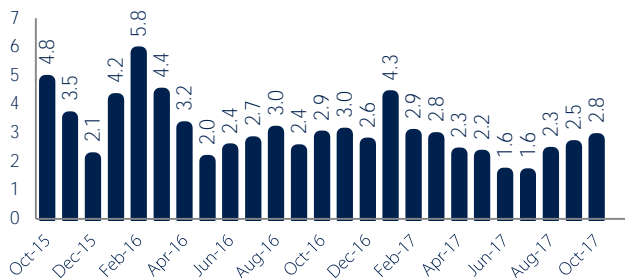
Months of Supply

2.8



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

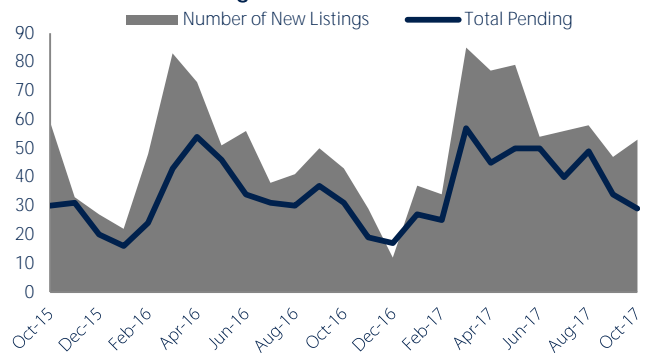
In October, there was 2.8 months of supply available in East Fairfax. The amount of supply is similar compared to a year ago.

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.

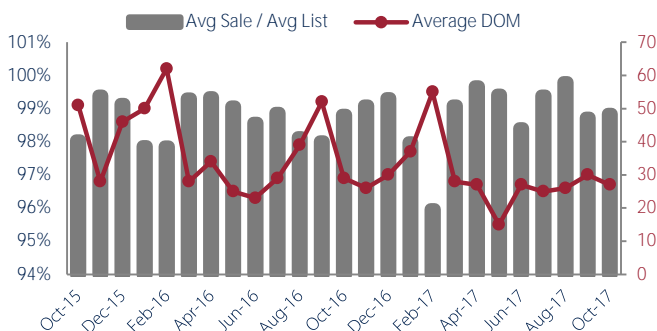
New Listings & Current Contracts

This month there were 53 homes newly listed for sale in East Fairfax compared to 43 in October 2016, an increase of 23%. There were 29 current contracts pending sale this October compared to 31 a year ago. The number of current contracts is 6% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in East Fairfax was 98.8% 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 27, lower than the average last year, which was 29, a decrease of 7%.