



The Long & Foster Market Minute™

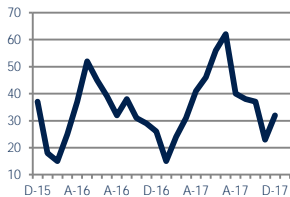
Focus On: East Fairfax Housing Market

December 2017

Zip Code(s): 22031

Units Sold

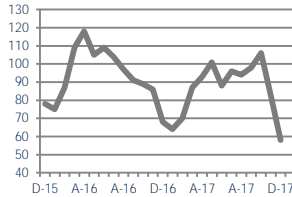
32



Up
Vs. Year Ago

Active Inventory

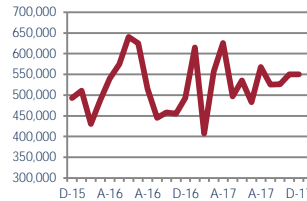
58



Down -15%
Vs. Year Ago

Median Sale Price

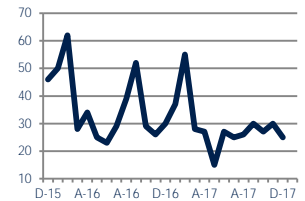
\$549,949



Up 12%
Vs. Year Ago

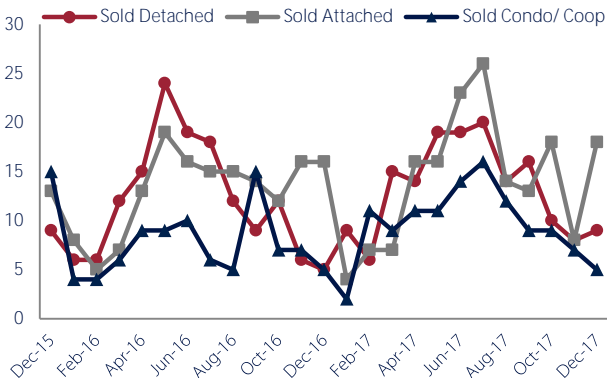
Days On Market

25



Down -17%
Vs. Year Ago

Units Sold*



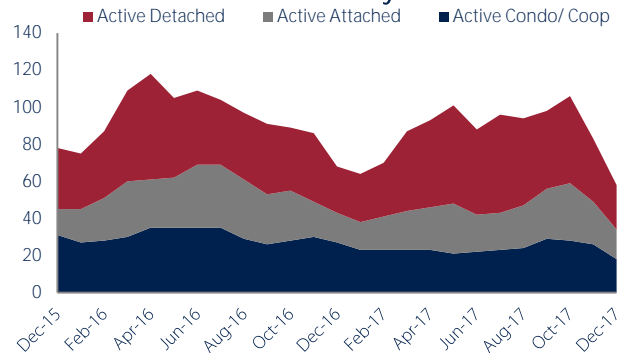
Units Sold

With relatively few transactions, there was an increase in total units sold in December, with 32 sold this month in East Fairfax. This month's total units sold was higher than at this time last year, an increase from December 2016.

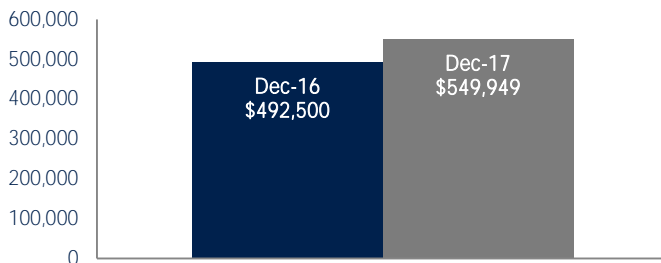
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 15%. The total number of active inventory this December was 58 compared to 68 in December 2016. This month's total of 58 is lower than the previous month's total supply of available inventory of 83, a decrease of 30%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for East Fairfax Homes was \$492,500. This December, the median sale price was \$549,949, an increase of 12% or \$57,449 compared to last year. The current median sold price is approximately the same as the median price in November.

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.

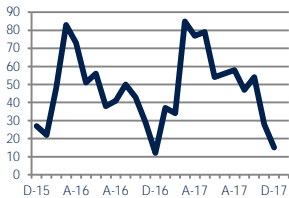
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Zip Code(s): 22031

New Listings

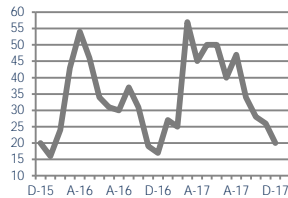
15



Up 25%
Vs. Year Ago

Current Contracts

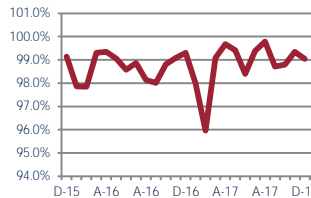
20



Up 18%
Vs. Year Ago

Sold Vs. List Price

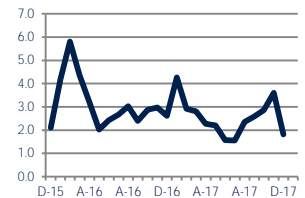
99.1%



No Change
Vs. Year Ago

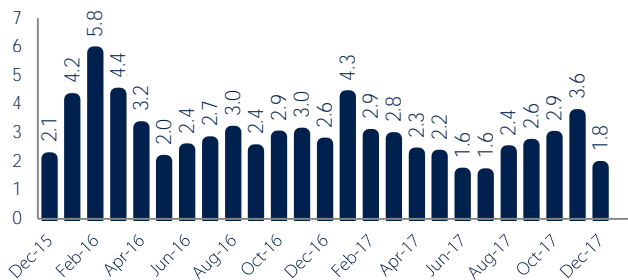
Months of Supply

1.8



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

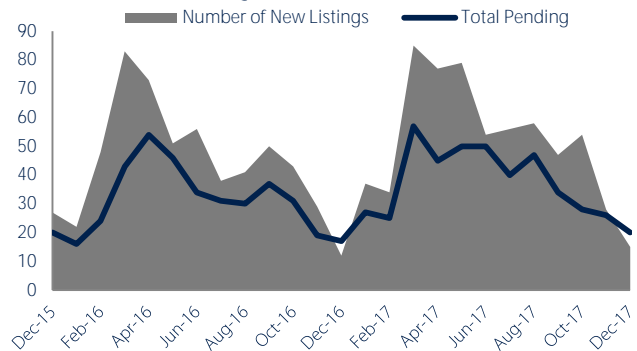
In December, there was 1.8 months of supply available in East Fairfax, compared to 2.6 in December 2016. That is a decrease of 31% versus a year ago.

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.

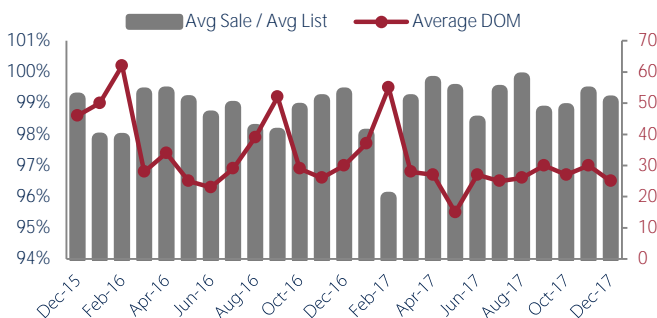
New Listings & Current Contracts

This month there were 15 homes newly listed for sale in East Fairfax compared to 12 in December 2016, an increase of 25%. There were 20 current contracts pending sale this December compared to 17 a year ago. The number of current contracts is 18% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in East Fairfax was 99.1% 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 30, a decrease of 17%.



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