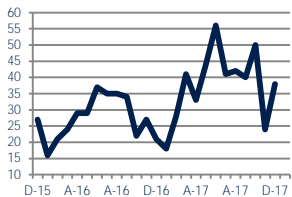




Units Sold

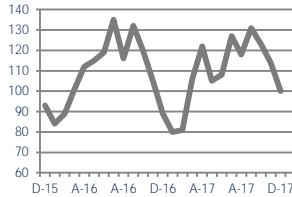
38



Up
Vs. Year Ago

Active Inventory

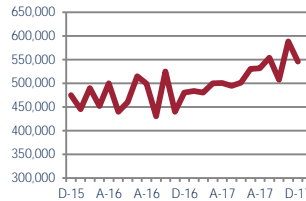
100



Up 12%
Vs. Year Ago

Median Sale Price

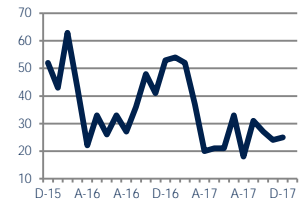
\$545,694



Up 14%
Vs. Year Ago

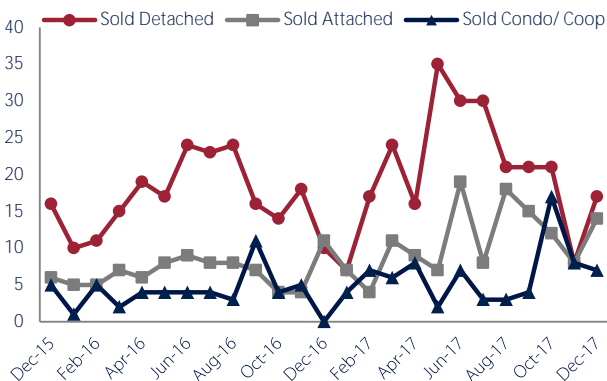
Days On Market

25



Down
Vs. Year Ago

Units Sold*



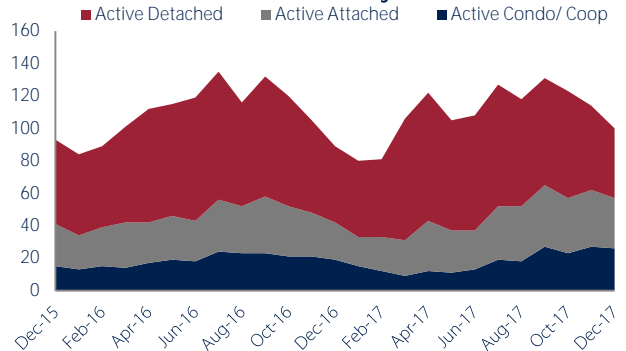
Units Sold

With relatively few transactions, there was an increase in total units sold in December, with 38 sold this month in Fairfax City. 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 higher by 11 units or 12%. The total number of active inventory this December was 100 compared to 89 in December 2016. This month's total of 100 is lower than the previous month's total supply of available inventory of 114, a decrease of 12%.

Active Inventory*



Median Sale Price

Last December, the median sale price for Fairfax City Homes was \$480,000. This December, the median sale price was \$545,694, an increase of 14% or \$65,694 compared to last year. The current median sold price is 7% lower than in November.

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

Median Sale Price

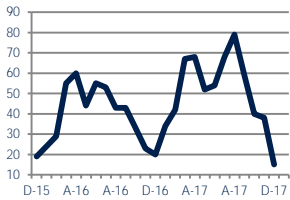


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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.



New Listings

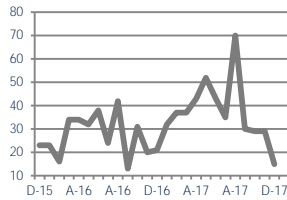
15



Down -25%
Vs. Year Ago

Current Contracts

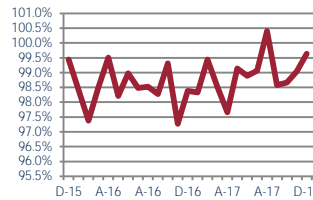
15



Down -29%
Vs. Year Ago

Sold Vs. List Price

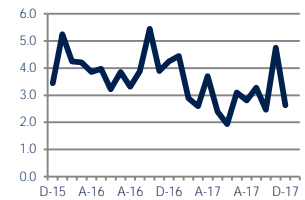
99.6%



Up 1.3%
Vs. Year Ago

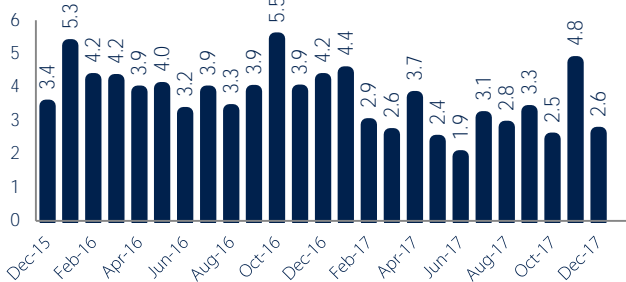
Months of Supply

2.6



Down -38%
Vs. Year Ago

Months Of Supply



Months of Supply

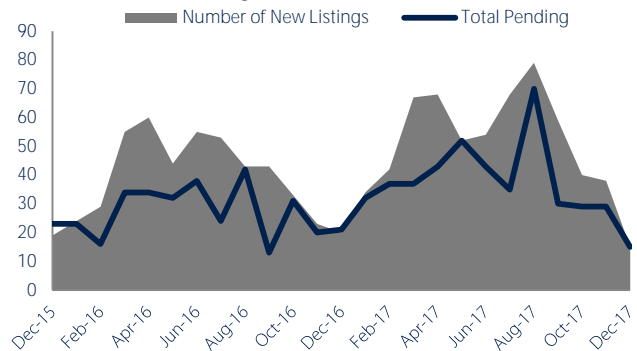
In December, there was 2.6 months of supply available in Fairfax City, compared to 4.2 in December 2016. That is a decrease of 38% versus a year ago.

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.

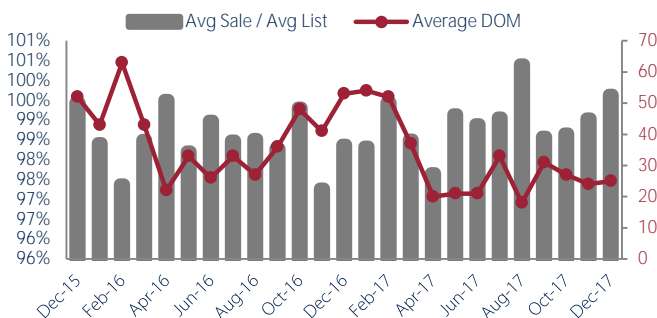
New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Fairfax City compared to 20 in December 2016, a decrease of 25%. There were 15 current contracts pending sale this December compared to 21 a year ago. The number of current contracts is 29% lower 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 Fairfax City was 99.6% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 25, lower than the average last year, which was 53. This decrease was impacted by the limited number of sales.



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