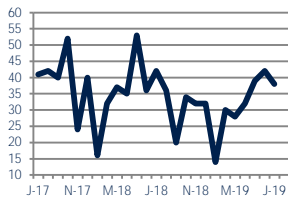


Units Sold

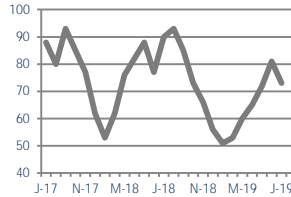
38



Down -10%
Vs. Year Ago

Active Inventory

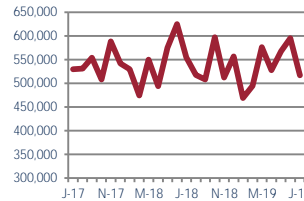
73



Down -19%
Vs. Year Ago

Median Sale Price

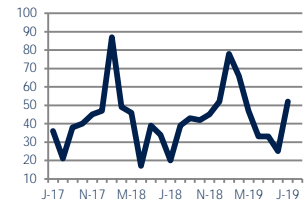
\$517,000



Down -7%
Vs. Year Ago

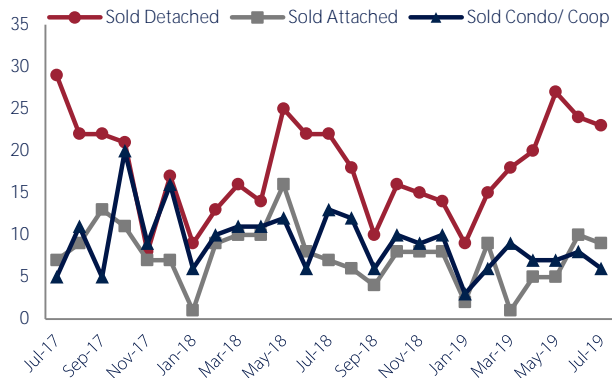
Days On Market

52



Up
Vs. Year Ago

Units Sold*



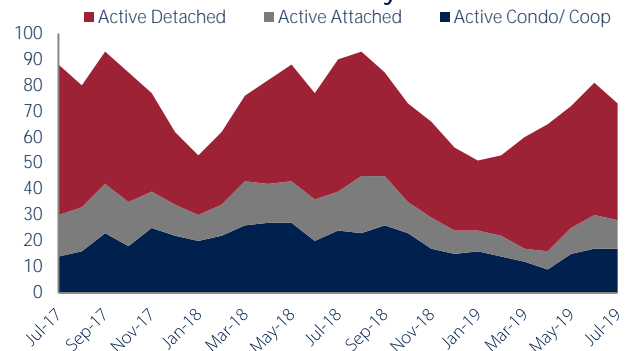
Units Sold

There was a decrease in total units sold in July, with 38 sold this month in Fairfax City versus 42 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 10% versus July 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 19%. The total number of active inventory this July was 73 compared to 90 in July 2018. This month's total of 73 is lower than the previous month's total supply of available inventory of 81, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Fairfax City Homes was \$555,000. This July, the median sale price was \$517,000, a decrease of 7% or \$38,000 compared to last year. The current median sold price is 13% lower than in June.

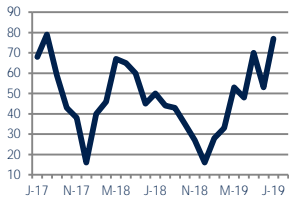
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

New Listings

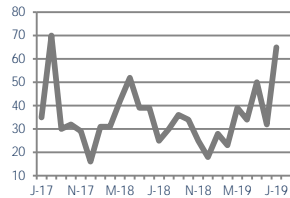
77



Up 54%
Vs. Year Ago

Current Contracts

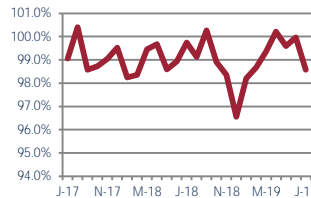
65



Up 160%
Vs. Year Ago

Sold Vs. List Price

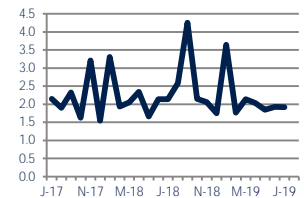
98.6%



Down -1.2%
Vs. Year Ago

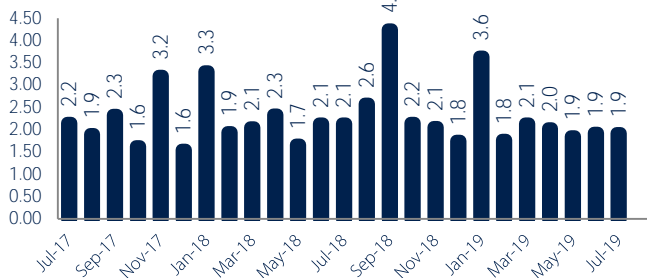
Months of Supply

1.9



Down -10%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

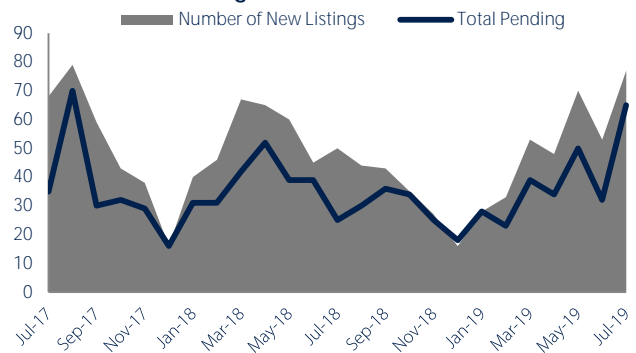
This month there were 77 homes newly listed for sale in Fairfax City compared to 50 in July 2018, an increase of 54%. There were 65 current contracts pending sale this July compared to 25 a year ago. The number of current contracts is 160% higher than last July.

Months of Supply

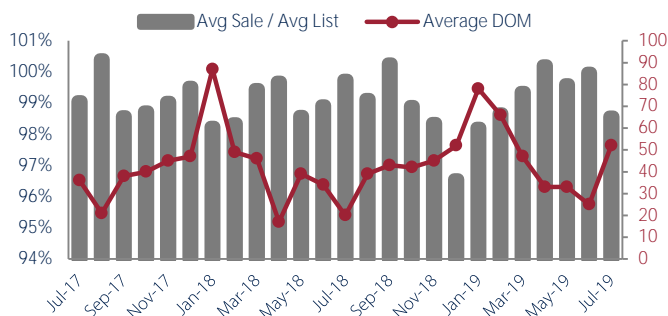
In July, there was 1.9 months of supply available in Fairfax City, compared to 2.1 in July 2018. That is a decrease of 10% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Fairfax City was 98.6% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 52, higher than the average last year, which was 20. This increase was impacted by the limited number of sales.



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