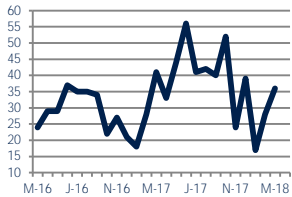




Units Sold

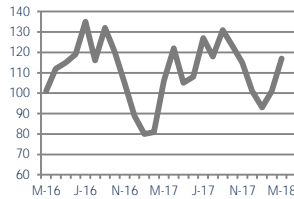
36



Down -12%
Vs. Year Ago

Active Inventory

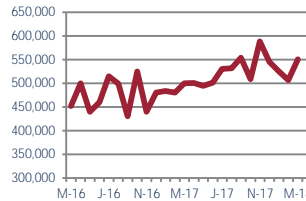
117



Up 10%
Vs. Year Ago

Median Sale Price

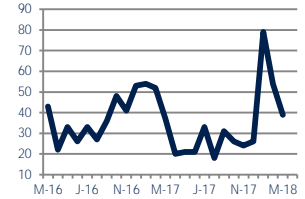
\$550,584



Up 10%
Vs. Year Ago

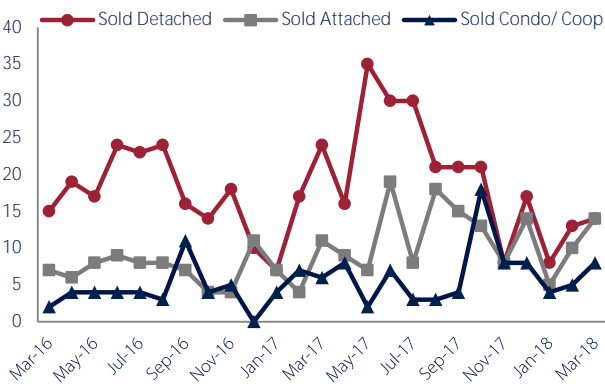
Days On Market

39



Up 5%
Vs. Year Ago

Units Sold*



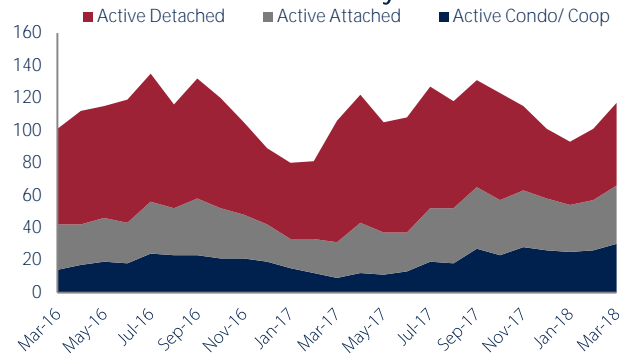
Units Sold

There was an increase in total units sold in March, with 36 sold this month in Fairfax City versus 28 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 12% versus March 2017.

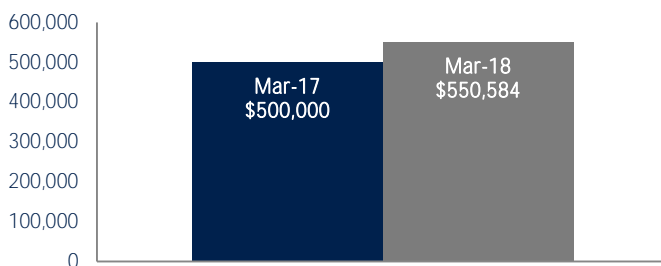
Active Inventory

Versus last year, the total number of homes available this month is higher by 11 units or 10%. The total number of active inventory this March was 117 compared to 106 in March 2017. This month's total of 117 is higher than the previous month's total supply of available inventory of 101, an increase of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Fairfax City Homes was \$500,000. This March, the median sale price was \$550,584, an increase of 10% or \$50,584 compared to last year. The current median sold price is 9% higher than in February.

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



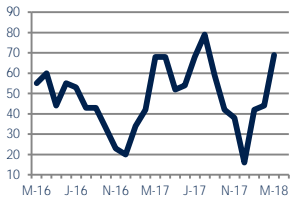
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

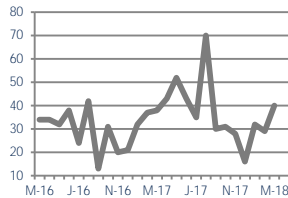
69



Up 1%
Vs. Year Ago

Current Contracts

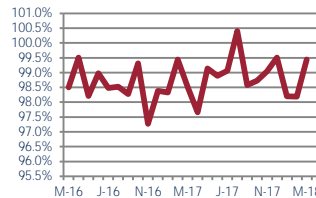
40



Up 5%
Vs. Year Ago

Sold Vs. List Price

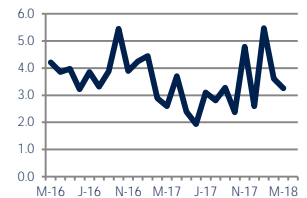
99.4%



Up 0.9%
Vs. Year Ago

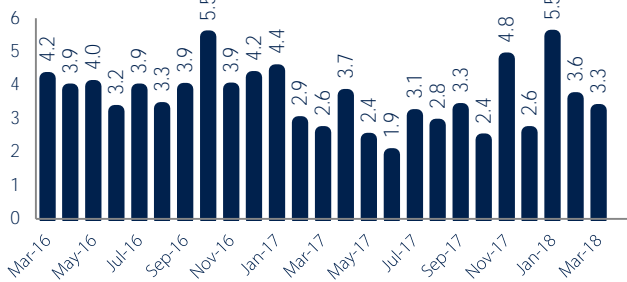
Months of Supply

3.3



Up 25%
Vs. Year Ago

Months Of Supply



Months of Supply

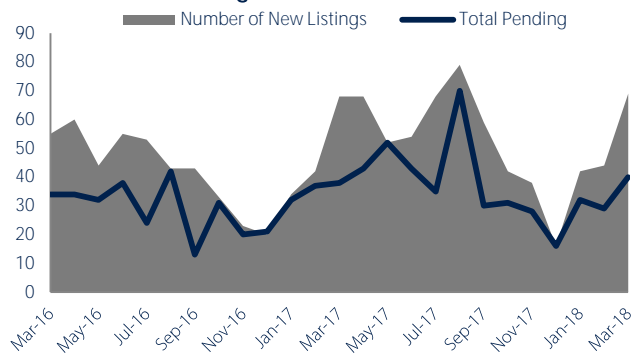
In March, there was 3.3 months of supply available in Fairfax City, compared to 2.6 in March 2017. That is an increase of 26% versus a year ago.

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.

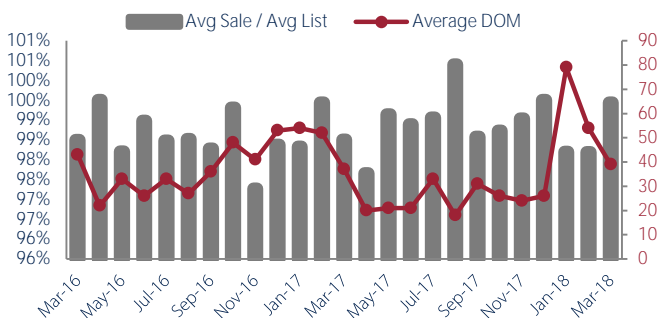
New Listings & Current Contracts

This month there were 69 homes newly listed for sale in Fairfax City compared to 68 in March 2017, an increase of 1%. There were 40 current contracts pending sale this March compared to 38 a year ago. The number of current contracts is 5% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Fairfax City was 99.4% 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 39, higher than the average last year, which was 37, an increase of 5%.



*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.

