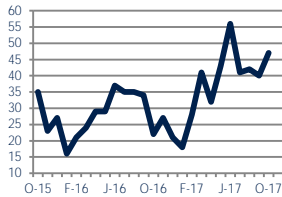




Units Sold

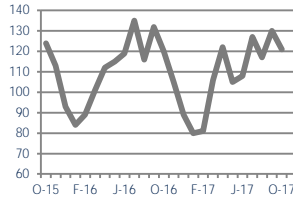
47



Up
Vs. Year Ago

Active Inventory

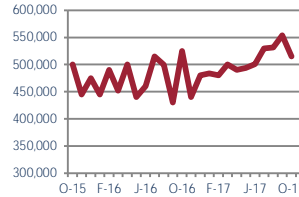
121



Up 1%
Vs. Year Ago

Median Sale Price

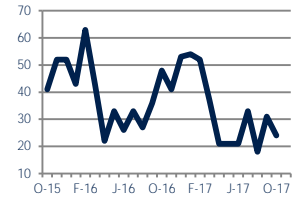
\$514,729



Down -2%
Vs. Year Ago

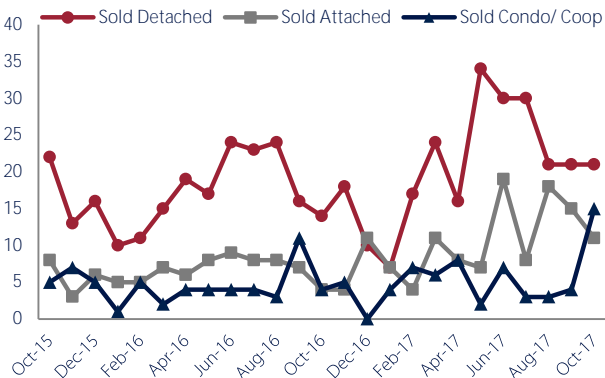
Days On Market

24



Down -50%
Vs. Year Ago

Units Sold*



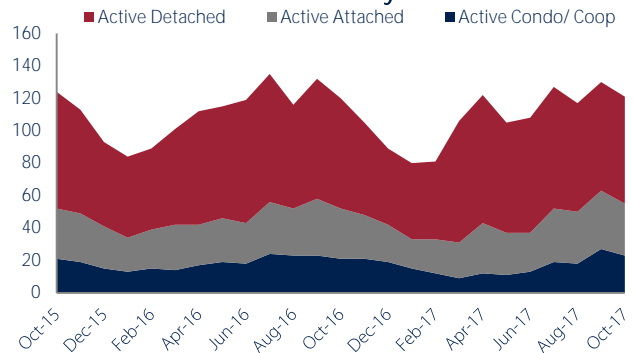
Units Sold

There was an increase in total units sold in October, with 47 sold this month in Fairfax City. This month's total units sold was higher than at this time last year.

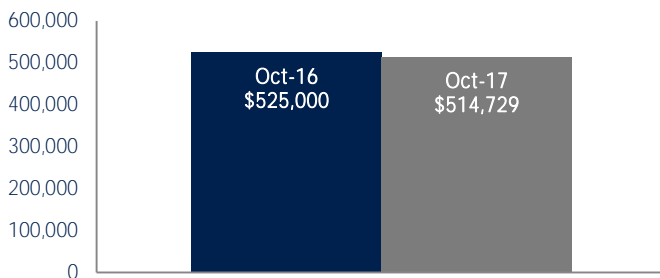
Active Inventory

Versus last year, the total number of homes available this month is higher by 1 units or 1%. The total number of active inventory this October was 121 compared to 120 in October 2016. This month's total of 121 is lower than the previous month's total supply of available inventory of 130, a decrease of 7%.

Active Inventory*



Median Sale Price



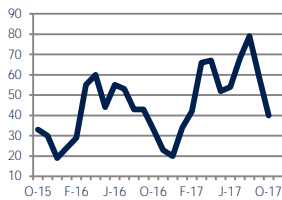
Median Sale Price

Last October, the median sale price for Fairfax City Homes was \$525,000. This October, the median sale price was \$514,729, a decrease of 2% or \$10,271 compared to last year. The current median sold price is 7% lower 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.

New Listings

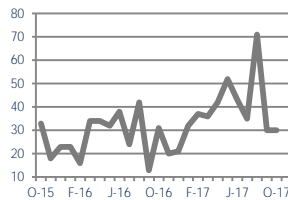
40



Up 21%
Vs. Year Ago

Current Contracts

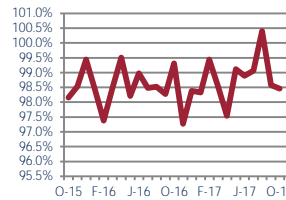
30



Down -3%
Vs. Year Ago

Sold Vs. List Price

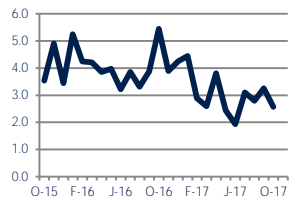
98.5%



Down -0.9%
Vs. Year Ago

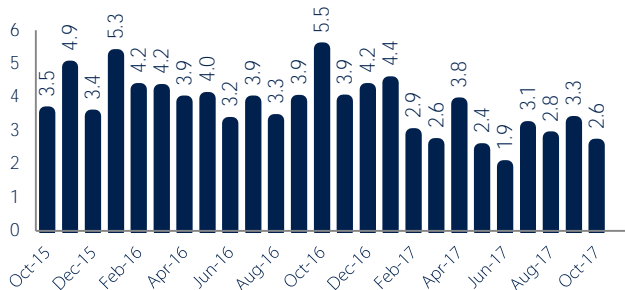
Months of Supply

2.6



Down -53%
Vs. Year Ago

Months Of Supply



Months of Supply

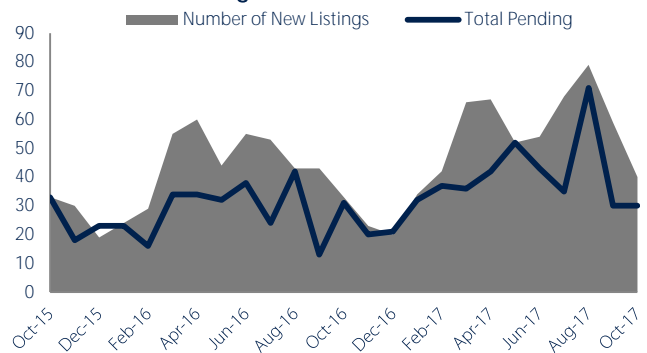
In October, there was 2.6 months of supply available in Fairfax City, compared to 5.5 in October 2016. That is a decrease of 53% versus a year ago.

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.

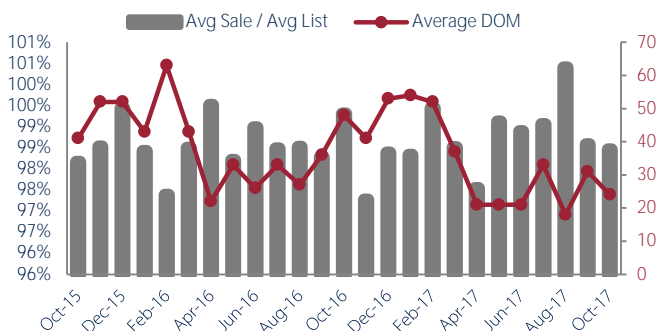
New Listings & Current Contracts

This month there were 40 homes newly listed for sale in Fairfax City compared to 33 in October 2016, an increase of 21%. There were 30 current contracts pending sale this October compared to 31 a year ago. The number of current contracts remained stable as compared to last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Fairfax City was 98.5% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 24, lower than the average last year, which was 48, a decrease of 50%.