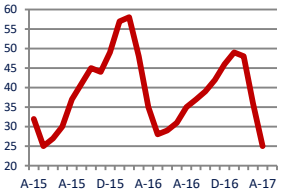
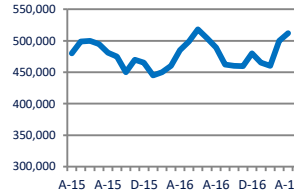
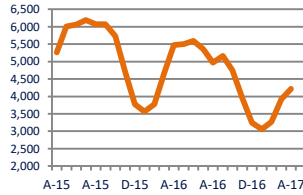
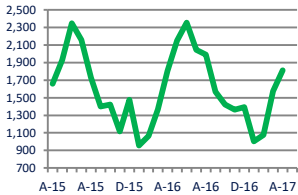




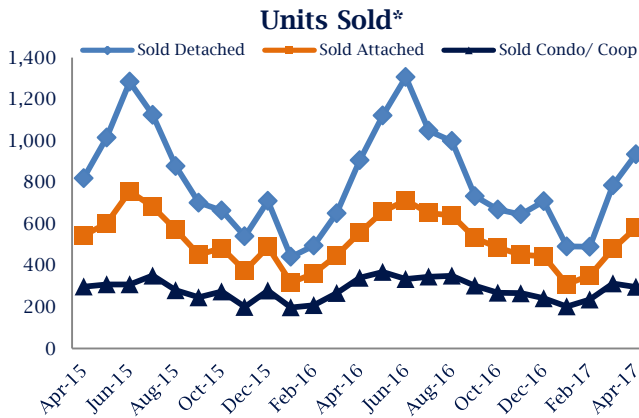
Focus On: Fairfax County, Fairfax City, and Falls Church Housing Market

April 2017

Units Sold 1,812	Active Inventory 4,212	Median Sale Price \$512,058	Days On Market 25
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No Change Vs. Year Ago	Down -23% Vs. Year Ago	Up 6% Vs. Year Ago	Down -29% Vs. Year Ago
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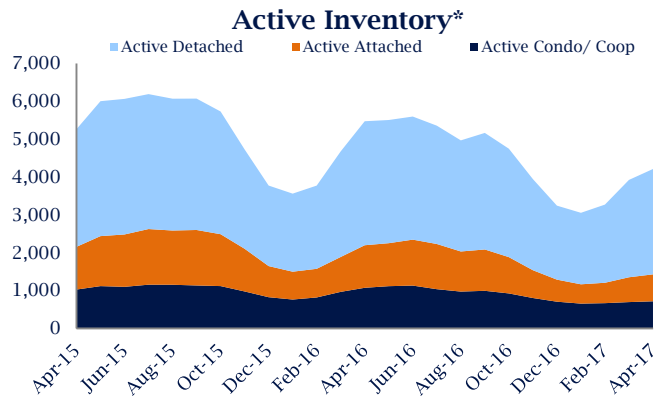


Units Sold

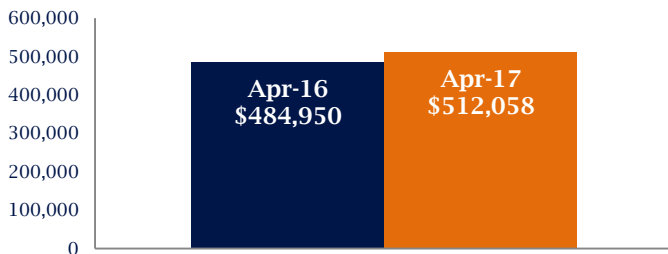
There was an increase in total units sold in April, with 1,812 sold this month in Fairfax County, Fairfax City, and Falls Church, an increase of 15%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is lower by 1,262 units or 23%. The total number of active inventory this April was 4,212 compared to 5,474 in April 2016. This month's total of 4,212 is higher than the previous month's total supply of available inventory of 3,924, an increase of 7%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$484,950. This April, the median sale price was \$512,058, an increase of 6% or \$27,108 compared to last year. The current median sold price is 2% higher than in March.

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.

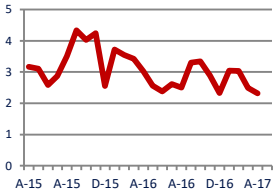
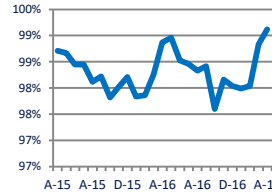
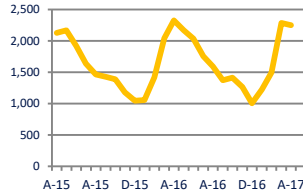
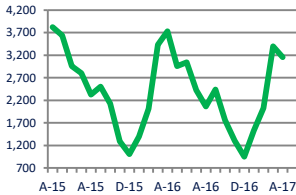




Focus On: Fairfax County, Fairfax City, and Falls Church Housing Market

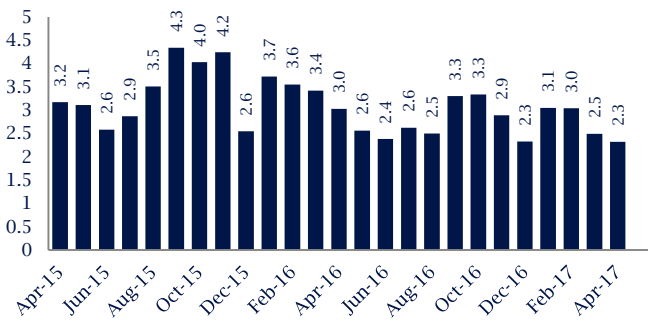
April 2017

New Listings 3,155	Current Contracts 2,248	Sold Vs. List Price 99.1%	Months of Supply 2.3
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Down -15% Vs. Year Ago	Down -3% Vs. Year Ago	No Change Vs. Year Ago	Down -23% Vs. Year Ago
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Months Of Supply



Months of Supply

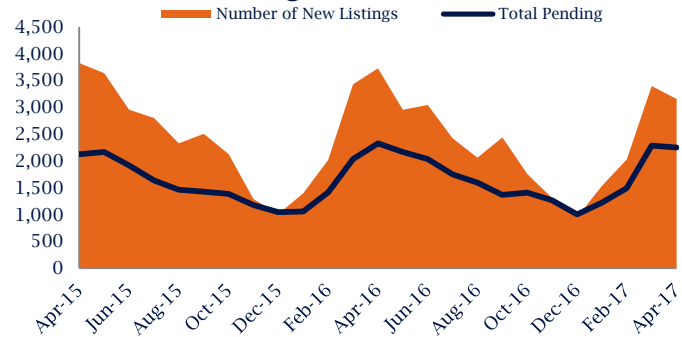
In April, there was 2.3 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 3.0 in April 2016. That is a decrease of 23% versus a year ago.

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.

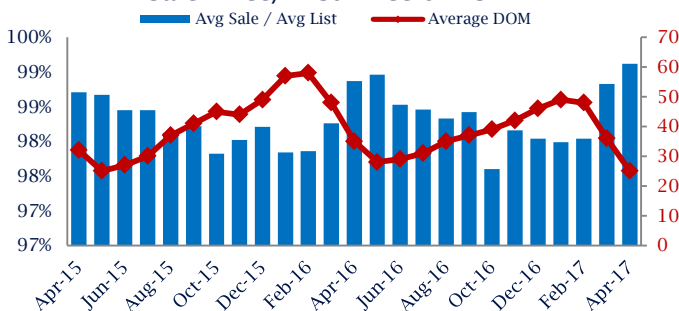
New Listings & Current Contracts

This month there were 3,155 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 3,727 in April 2016, a decrease of 15%. There were 2,248 current contracts pending sale this April compared to 2,326 a year ago. The number of current contracts is 3% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Fairfax County, Fairfax City, and Falls Church 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 35, a decrease of 29%.

*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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