

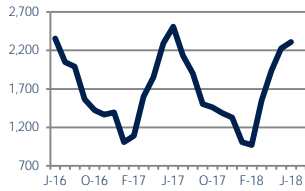


# The Long & Foster Market Minute™

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

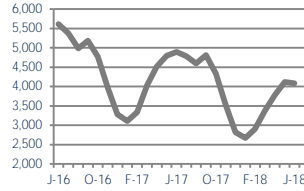
June 2018

**Units Sold**  
2,308



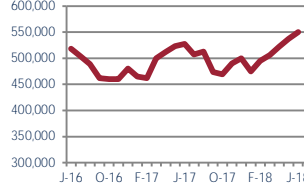
Down -8%  
Vs. Year Ago

**Active Inventory**  
4,086



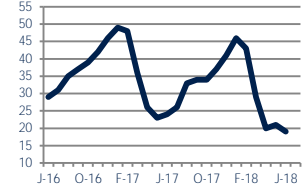
Down -17%  
Vs. Year Ago

**Median Sale Price**  
\$550,000



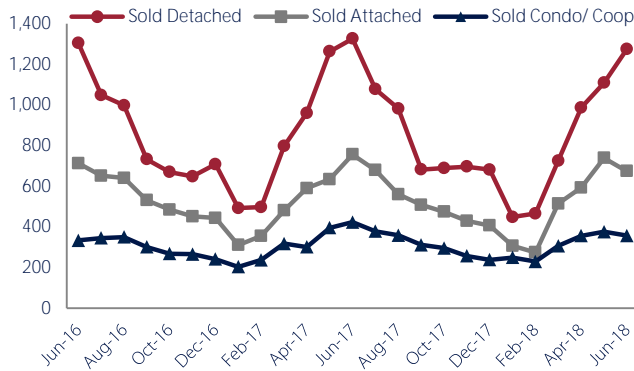
Up 4%  
Vs. Year Ago

**Days On Market**  
19



Down -21%  
Vs. Year Ago

### Units Sold\*



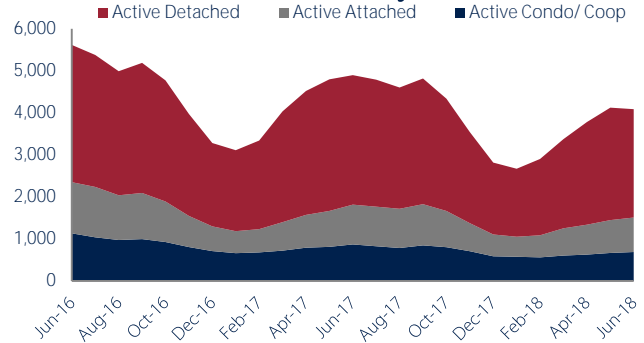
### Units Sold

There was an increase in total units sold in June, with 2,308 sold this month in Fairfax County, Fairfax City, and Falls Church versus 2,227 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 8% versus June 2017.

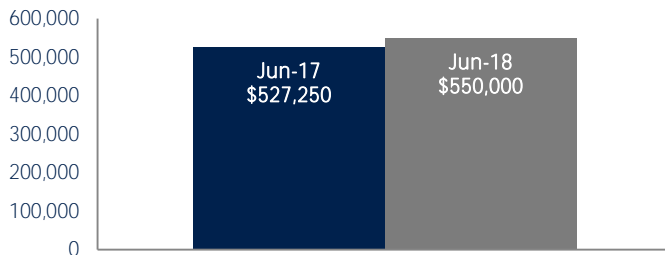
### Active Inventory

Versus last year, the total number of homes available this month is lower by 809 units or 17%. The total number of active inventory this June was 4,086 compared to 4,895 in June 2017. This month's total of 4,086 is lower than the previous month's total supply of available inventory of 4,122, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$527,250. This June, the median sale price was \$550,000, an increase of 4% or \$22,750 compared to last year. The current median sold price is 2% higher than in May.

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

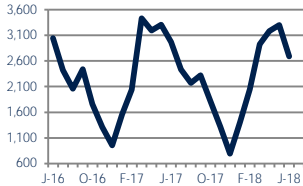


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

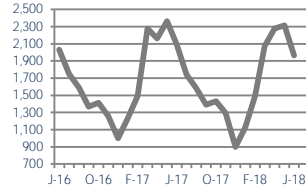
2,688



Down -10%  
Vs. Year Ago

**Current Contracts**

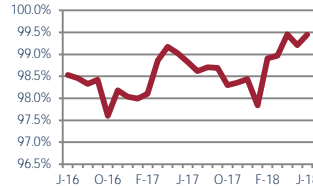
1,963



Down -6%  
Vs. Year Ago

**Sold Vs. List Price**

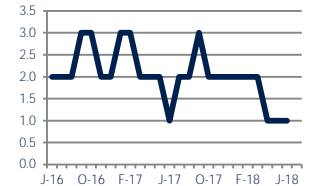
99.5%



Up 0.6%  
Vs. Year Ago

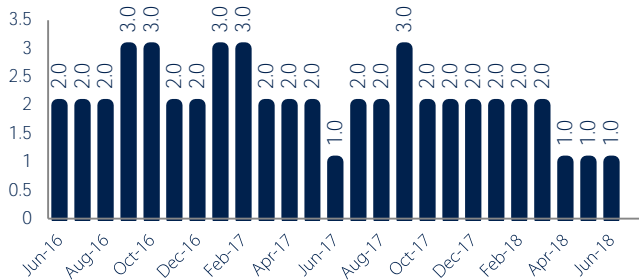
**Months of Supply**

1.0



No Change  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

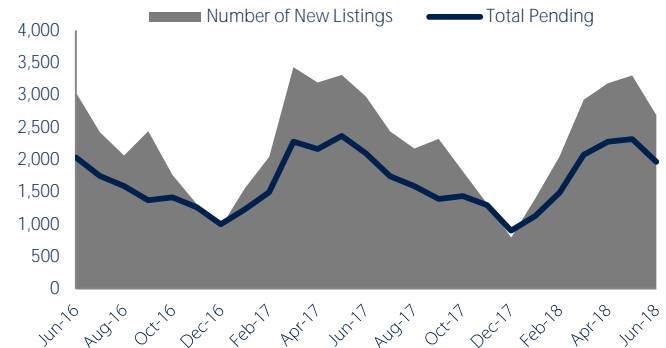
In June, there was 1.8 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 2.0 in June 2017. That is a decrease of 9% versus a year ago.

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.

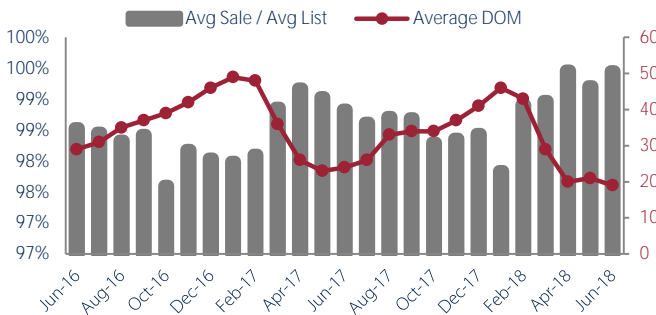
**New Listings & Current Contracts**

This month there were 2,688 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 2,974 in June 2017, a decrease of 10%. There were 1,963 current contracts pending sale this June compared to 2,095 a year ago. The number of current contracts is 6% lower than last June.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In June, the average sale price in Fairfax County, Fairfax City, and Falls Church was 99.5% of the average list price, which is 0.6% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 19, lower than the average last year, which was 24, a decrease of 21%.



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