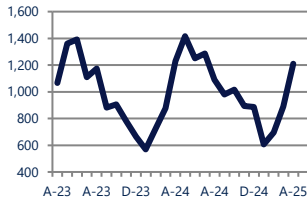


# THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: FAIRFAX COUNTY, FAIRFAX CITY, AND FALLS CHURCH HOUSING MARKET

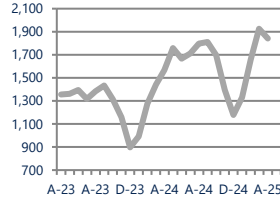
APRIL 2025

## Units Sold 1,209



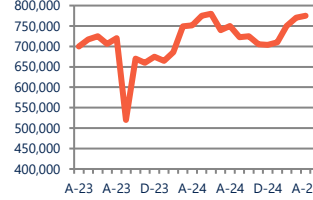
Down -2%  
Vs. Year Ago

## Active Inventory 1,842



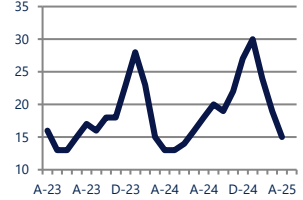
Up 18%  
Vs. Year Ago

## Median Sale Price \$775,000



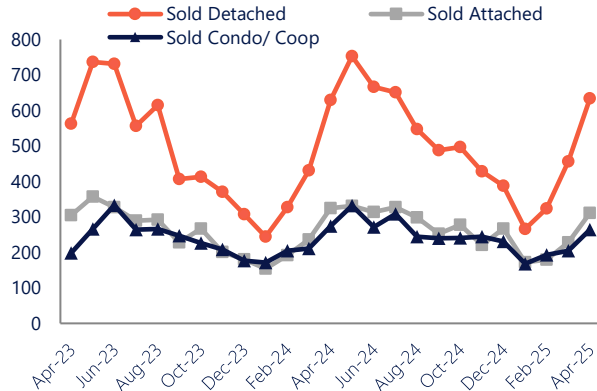
Up 3%  
Vs. Year Ago

## Days On Market 15



Up 15%  
Vs. Year Ago

### Units Sold\*



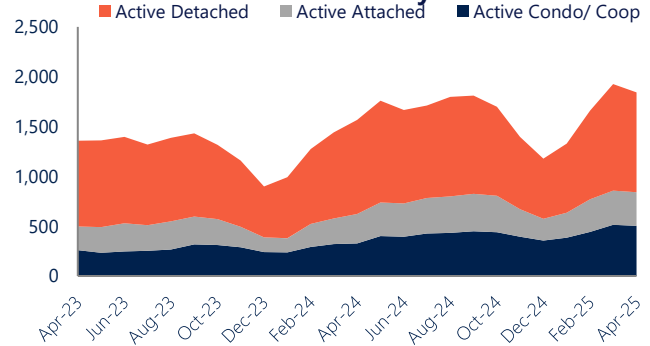
## Units Sold

There was an increase in total units sold in April, with 1,209 sold this month in Fairfax County, Fairfax City, and Falls Church. This month's total units sold was lower than at this time last year.

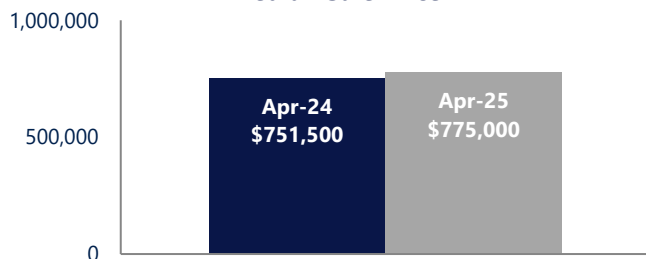
## Active Inventory

Versus last year, the total number of homes available this month is higher by 275 units or 18%. The total number of active inventory this April was 1,842 compared to 1,567 in April 2024. This month's total of 1,842 is lower than the previous month's total supply of available inventory of 1,926, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



## Median Sale Price

Last April, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$751,500. This April, the median sale price was \$775,000, an increase of 3% or \$23,500 compared to last year. The current median sold price is 1% 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.

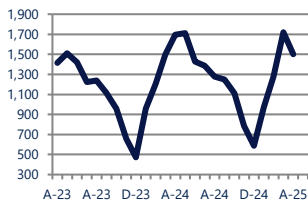
# THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: FAIRFAX COUNTY, FAIRFAX CITY, AND FALLS CHURCH HOUSING MARKET

APRIL 2025

## New Listings

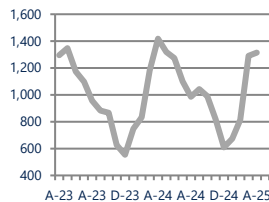
1,500



Down -12%  
Vs. Year Ago

## Current Contracts

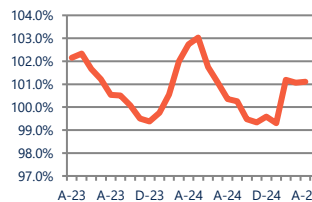
1,314



Down -7%  
Vs. Year Ago

## Sold Vs. List Price

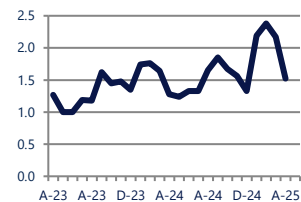
101.1%



Down -1.6%  
Vs. Year Ago

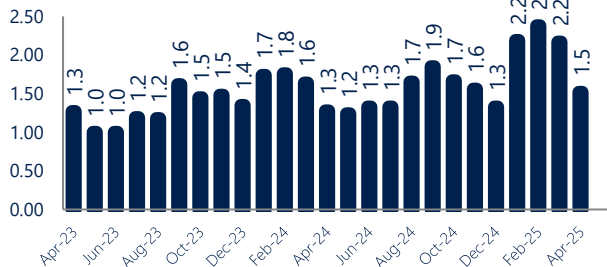
## Months of Supply

1.5



Up 19%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

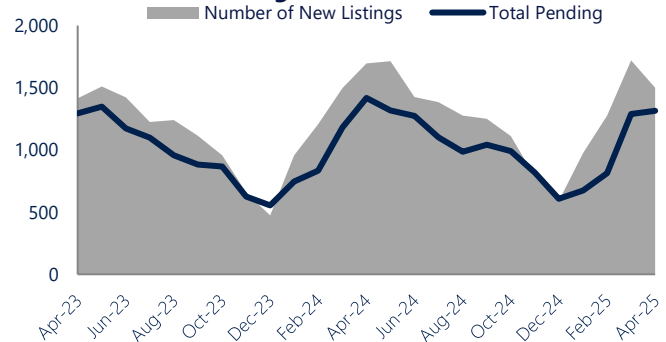
In April, there was 1.5 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 1.3 in April 2024. That is an increase of 19% versus a year ago.

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.

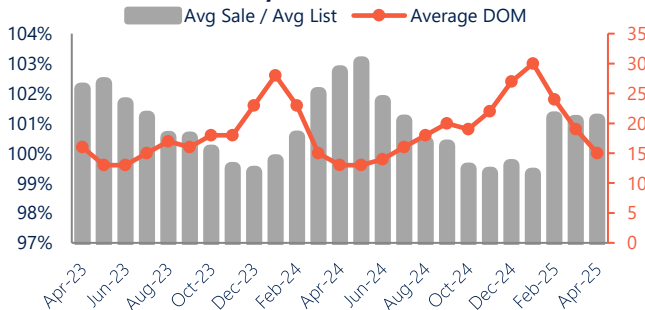
## New Listings & Current Contracts

This month there were 1,500 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 1,695 in April 2024, a decrease of 12%. There were 1,314 current contracts pending sale this April compared to 1,418 a year ago. The number of current contracts is 7% 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 101.1% of the average list price, which is 1.6% lower than at this time last year.

## Days On Market

This month, the average number of days on market was 15, higher than the average last year, which was 13, an increase of 15%.