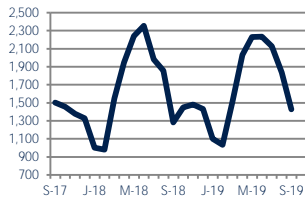


Units Sold

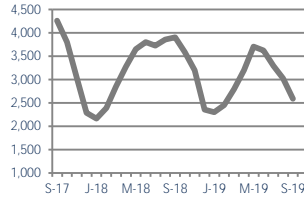
1,429



Up 11%
Vs. Year Ago

Active Inventory

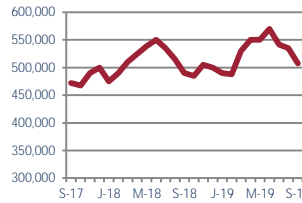
2,588



Down -34%
Vs. Year Ago

Median Sale Price

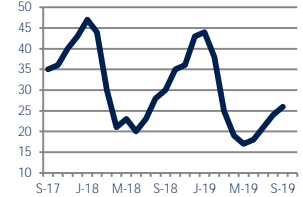
\$507,252



Up 4%
Vs. Year Ago

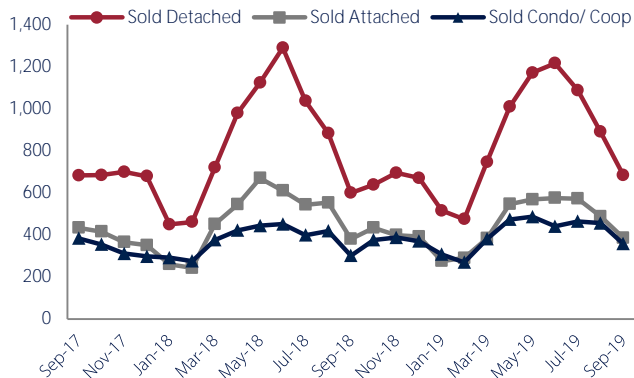
Days On Market

26



Down -13%
Vs. Year Ago

Units Sold*



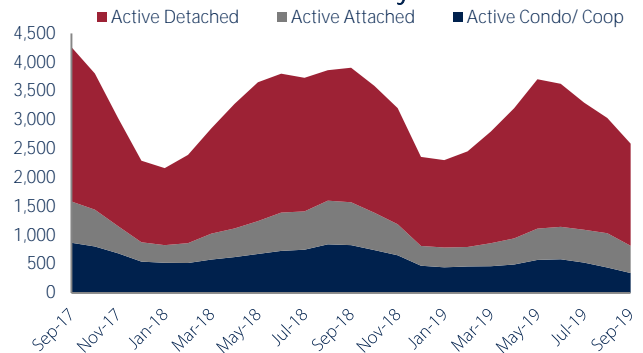
Units Sold

There was a decrease in total units sold in September, with 1,429 sold this month in Fairfax County, Fairfax City, and Falls Church versus 1,835 last month, a decrease of 22%. This month's total units sold was higher than at this time last year, an increase of 11% versus September 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 1,317 units or 34%. The total number of active inventory this September was 2,588 compared to 3,905 in September 2018. This month's total of 2,588 is lower than the previous month's total supply of available inventory of 3,033, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$489,900. This September, the median sale price was \$507,252, an increase of 4% or \$17,352 compared to last year. The current median sold price is 5% lower than in August.

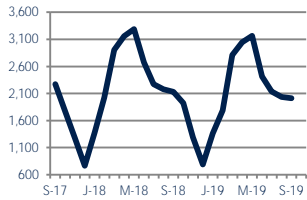
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

New Listings

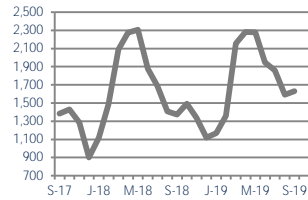
2,012



Down -6%
Vs. Year Ago

Current Contracts

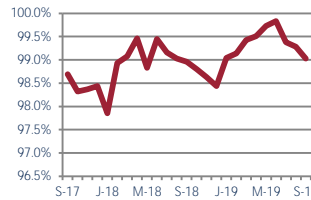
1,632



Up 19%
Vs. Year Ago

Sold Vs. List Price

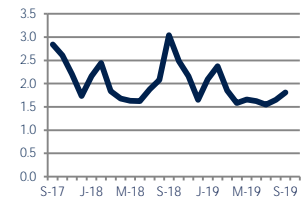
99.0%



No Change
Vs. Year Ago

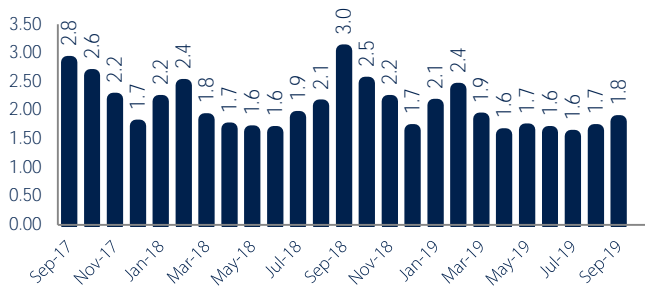
Months of Supply

1.8



Down -40%
Vs. Year Ago

Months Of Supply



Months of Supply

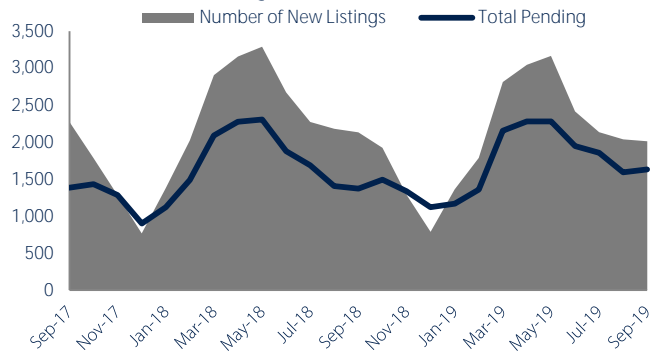
In September, there was 1.8 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 3.0 in September 2018. That is a decrease of 40% versus a year ago.

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.

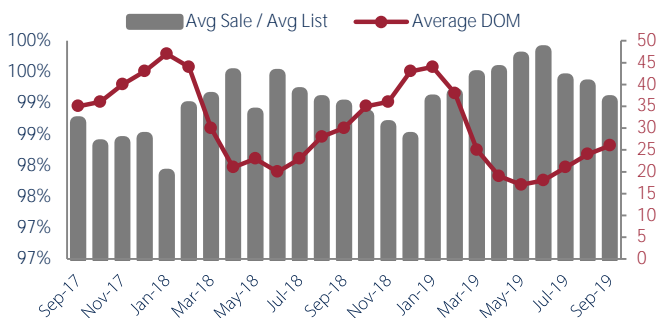
New Listings & Current Contracts

This month there were 2,012 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 2,133 in September 2018, a decrease of 6%. There were 1,632 current contracts pending sale this September compared to 1,374 a year ago. The number of current contracts is 19% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Fairfax County, Fairfax City, and Falls Church was 99.0% 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 26, lower than the average last year, which was 30, a decrease of 13%.



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