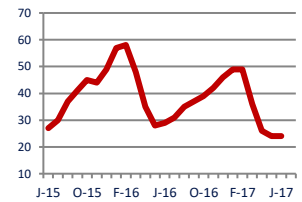
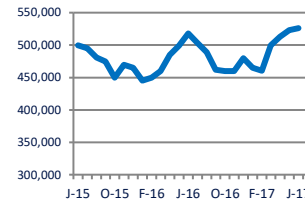
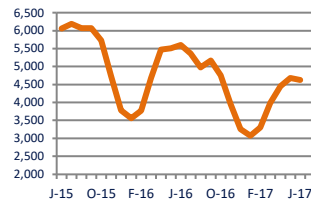
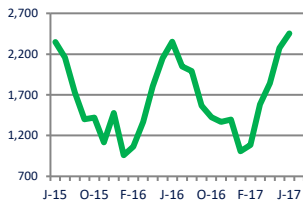




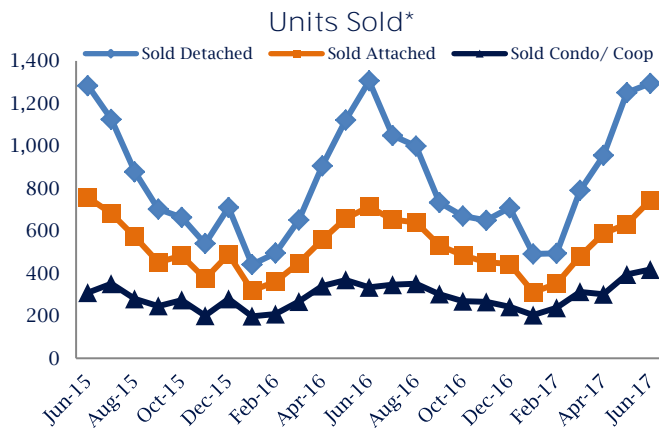
Focus On: Fairfax County, Fairfax City, and Falls Church Housing Market

June 2017

| | | | |
|----------------------------|----------------------------------|---------------------------------------|-----------------------------|
| Units Sold 2,456 | Active Inventory 4,626 | Median Sale Price \$526,000 | Days On Market 24 |
|----------------------------|----------------------------------|---------------------------------------|-----------------------------|



| | | | |
|-----------------------|---------------------------|-----------------------|---------------------------|
| Up 4% Vs. Year Ago | Down -17% Vs. Year Ago | Up 2% Vs. Year Ago | Down -17% Vs. Year Ago |
|-----------------------|---------------------------|-----------------------|---------------------------|

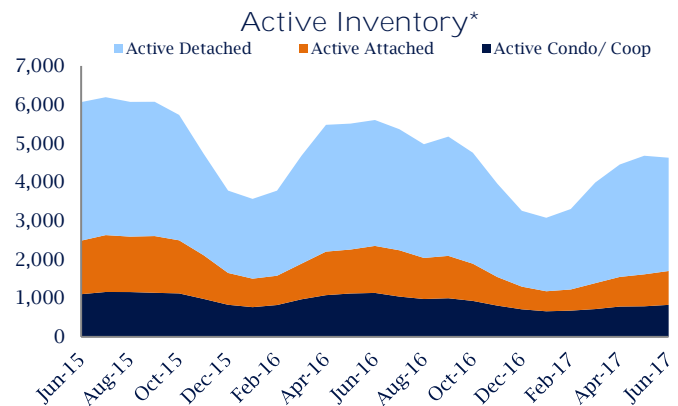


Units Sold

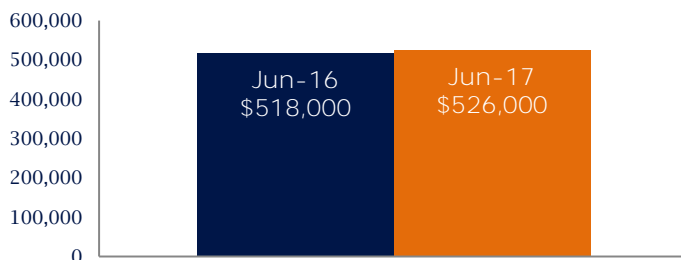
There was an increase in total units sold in June, with 2,456 sold this month in Fairfax County, Fairfax City, and Falls Church versus 2,277 last month, an increase of 8%. This month's total units sold was higher than at this time last year, an increase of 4% versus June 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 975 units or 17%. The total number of active inventory this June was 4,626 compared to 5,601 in June 2016. This month's total of 4,626 is lower than the previous month's total supply of available inventory of 4,677, a decrease of 1%.



Median Sale Price



Median Sale Price

Last June, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$518,000. This June, the median sale price was \$526,000, an increase of 2% or \$8,000 compared to last year. The current median sold price is 1% 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.

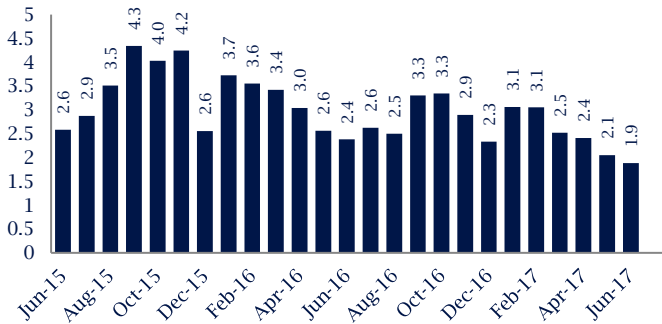




| | | | |
|------------------------------|-----------------------------------|-------------------------------------|--------------------------------|
| New Listings 2,941 | Current Contracts 2,142 | Sold Vs. List Price 98.8% | Months of Supply 1.9 |
|------------------------------|-----------------------------------|-------------------------------------|--------------------------------|

| | | | |
|--------------------------|-----------------------|---------------------------|---------------------------|
| Down -3% Vs. Year Ago | Up 5% Vs. Year Ago | No Change Vs. Year Ago | Down -21% Vs. Year Ago |
|--------------------------|-----------------------|---------------------------|---------------------------|

Months Of Supply



Months of Supply

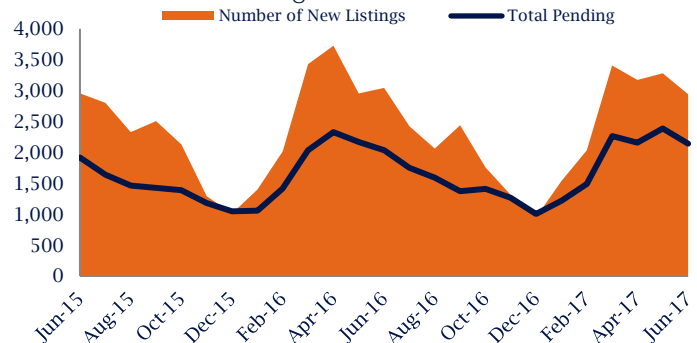
In June, there was 1.9 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 2.4 in June 2016. That is a decrease of 21% versus a year ago.

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.

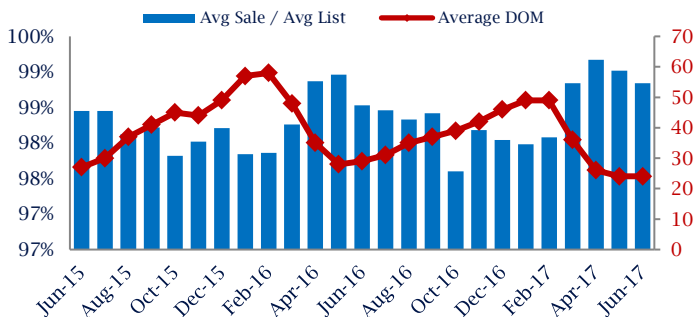
New Listings & Current Contracts

This month there were 2,941 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 3,044 in June 2016, a decrease of 3%. There were 2,142 current contracts pending sale this June compared to 2,034 a year ago. The number of current contracts is 5% higher 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 98.8% 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 24, lower than the average last year, which was 29, a decrease of 17%.

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