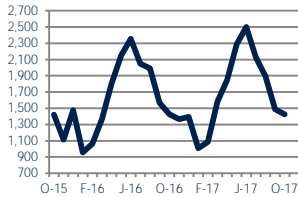


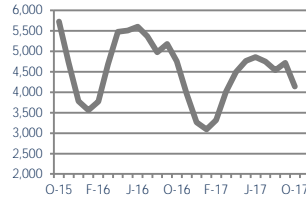


Units Sold
1,425



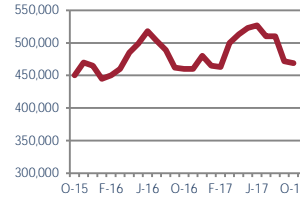
No Change
Vs. Year Ago

Active Inventory
4,138



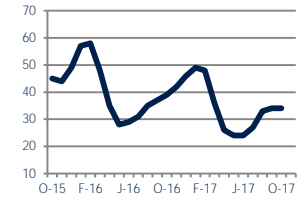
Down -13%
Vs. Year Ago

Median Sale Price
\$468,750



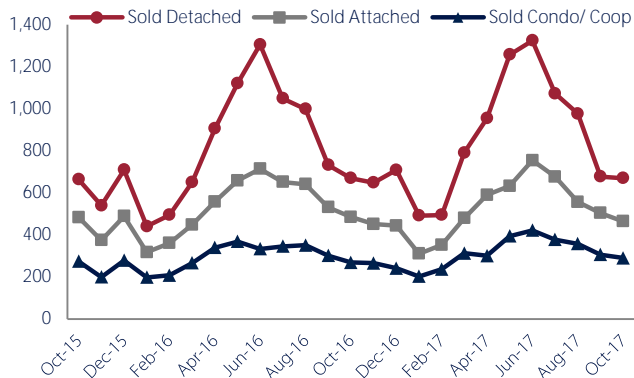
Up 2%
Vs. Year Ago

Days On Market
34



Down -13%
Vs. Year Ago

Units Sold*



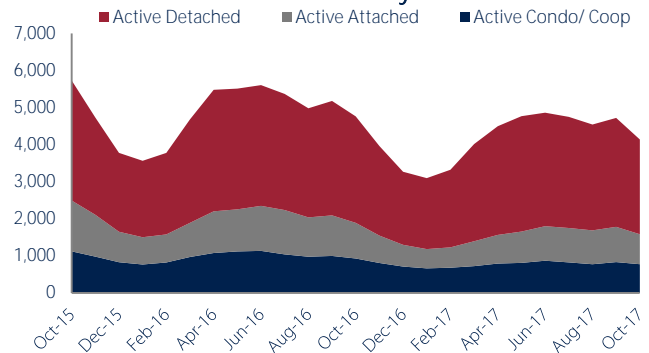
Units Sold

There was a decrease in total units sold in October, with 1,425 sold this month in Fairfax County, Fairfax City, and Falls Church, a decrease of 4%. This month's total units sold is similar compared to a year ago.

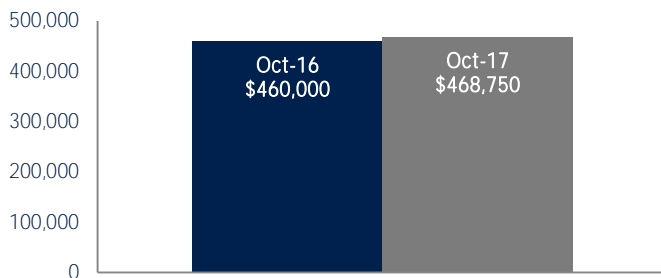
Active Inventory

Versus last year, the total number of homes available this month is lower by 623 units or 13%. The total number of active inventory this October was 4,138 compared to 4,761 in October 2016. This month's total of 4,138 is lower than the previous month's total supply of available inventory of 4,720, a decrease of 12%.

Active Inventory*



Median Sale Price



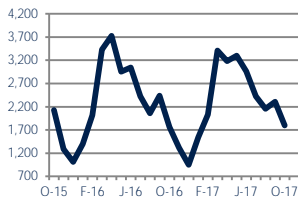
Median Sale Price

Last October, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$460,000. This October, the median sale price was \$468,750, an increase of 2% or \$8,750 compared to last year. The current median sold price is 1% lower than in September.

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

New Listings

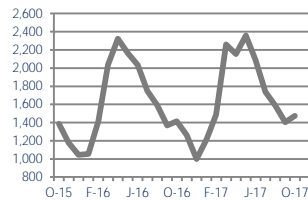
1,798



Up 2%
Vs. Year Ago

Current Contracts

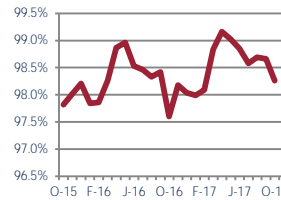
1,473



Up 4%
Vs. Year Ago

Sold Vs. List Price

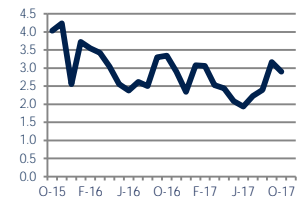
98.3%



Up 0.7%
Vs. Year Ago

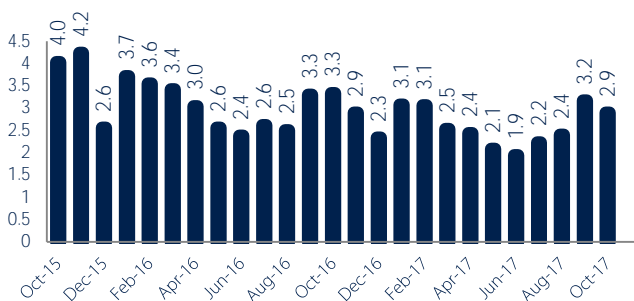
Months of Supply

2.9



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

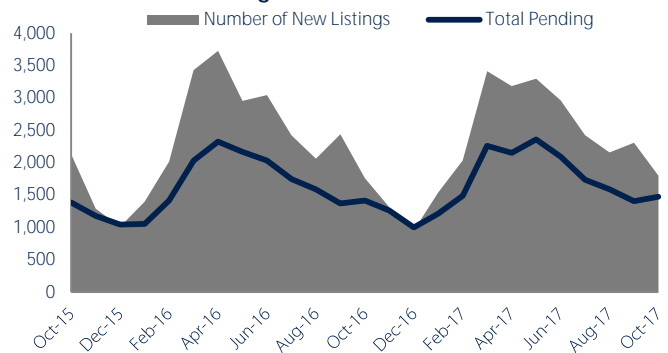
In October, there was 2.9 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 3.3 in October 2016. That is a decrease of 13% versus a year ago.

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.

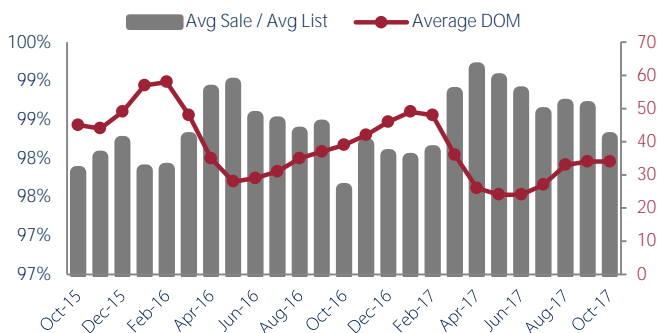
New Listings & Current Contracts

This month there were 1,798 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 1,761 in October 2016, an increase of 2%. There were 1,473 current contracts pending sale this October compared to 1,414 a year ago. The number of current contracts is 4% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Fairfax County, Fairfax City, and Falls Church was 98.3% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 34, lower than the average last year, which was 39, a decrease of 13%.