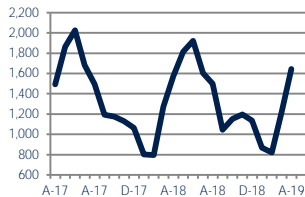
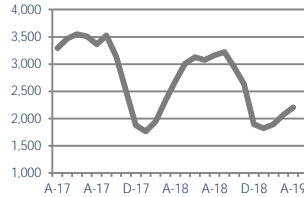


### Units Sold 1,644



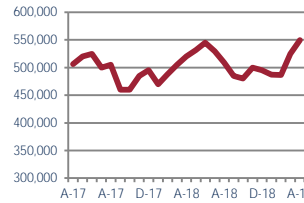
Up 5%  
Vs. Year Ago

### Active Inventory 2,207



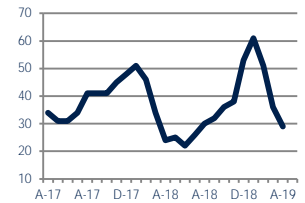
Down -18%  
Vs. Year Ago

### Median Sale Price \$549,450



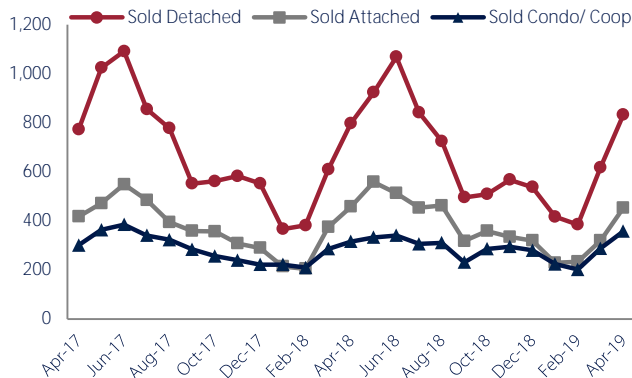
Up 6%  
Vs. Year Ago

### Days On Market 29



Up 21%  
Vs. Year Ago

### Units Sold\*



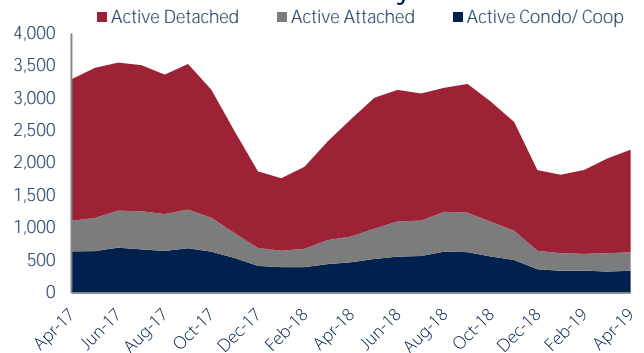
### Units Sold

There was an increase in total units sold in April, with 1,644 sold this month in Fairfax County versus 1,226 last month, an increase of 34%. This month's total units sold was higher than at this time last year, an increase of 5% versus April 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 472 units or 18%. The total number of active inventory this April was 2,207 compared to 2,679 in April 2018. This month's total of 2,207 is higher than the previous month's total supply of available inventory of 2,072, an increase of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Fairfax County Homes was \$520,000. This April, the median sale price was \$549,450, an increase of 6% or \$29,450 compared to last year. The current median sold price is 5% 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.

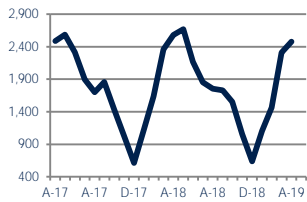


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

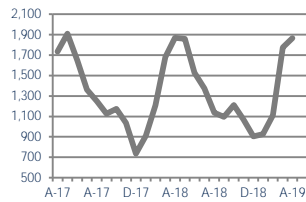
2,477



Down -4%  
Vs. Year Ago

### Current Contracts

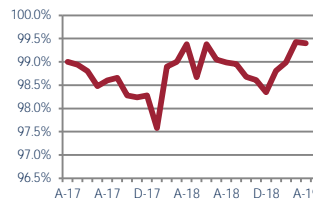
1,865



No Change  
Vs. Year Ago

### Sold Vs. List Price

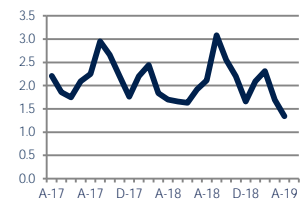
99.4%



No Change  
Vs. Year Ago

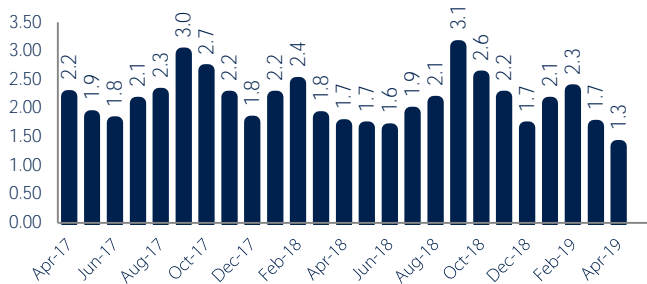
### Months of Supply

1.3



Down -21%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

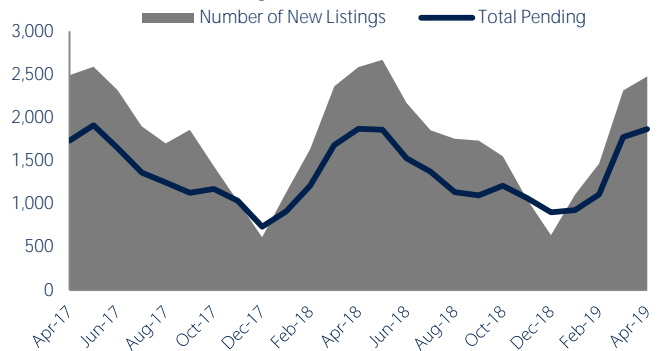
In April, there was 1.3 months of supply available in Fairfax County, compared to 1.7 in April 2018. That is a decrease of 21% versus a year ago.

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.

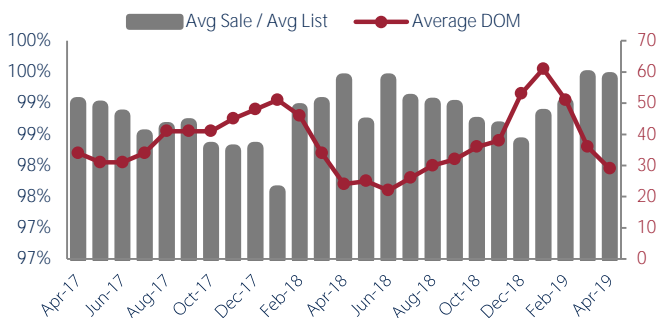
### New Listings & Current Contracts

This month there were 2,477 homes newly listed for sale in Fairfax County compared to 2,584 in April 2018, a decrease of 4%. There were 1,865 current contracts pending sale this April, consistent with the volume a year ago. The number of current contracts is 5% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Fairfax County was 99.4% 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 29, higher than the average last year, which was 24, an increase of 21%.



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