

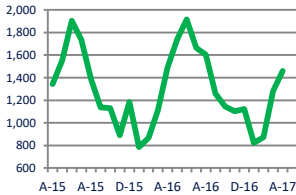


Focus On: Fairfax County Housing Market

April 2017

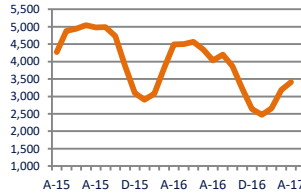
Units Sold

1,460



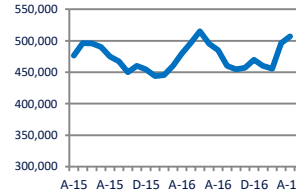
Active Inventory

3,406



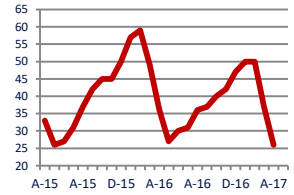
Median Sale Price

\$507,000



Days On Market

26



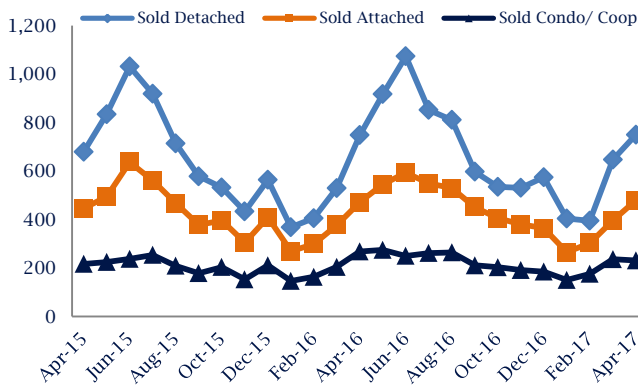
Down -2%
Vs. Year Ago

Down -24%
Vs. Year Ago

Up 6%
Vs. Year Ago

Down -28%
Vs. Year Ago

Units Sold*



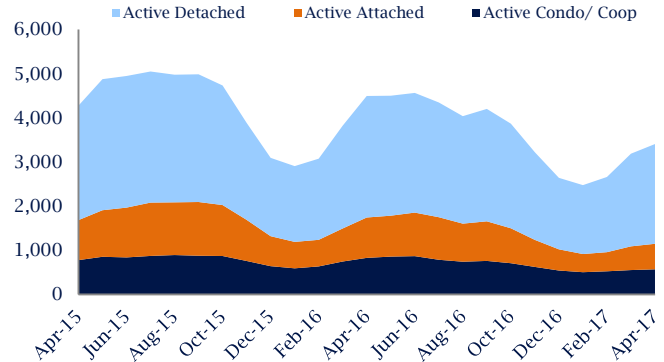
Units Sold

There was an increase in total units sold in April, with 1,460 sold this month in Fairfax County versus 1,280 last month, an increase of 14%. This month's total units sold was lower than at this time last year, a decrease of 2% versus April 2016.

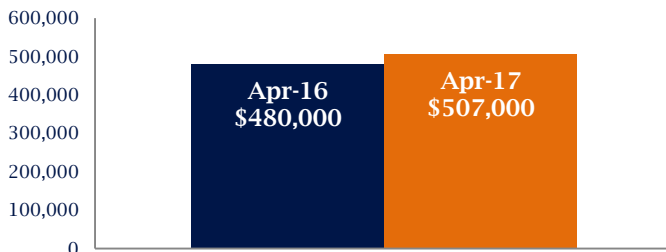
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,088 units or 24%. The total number of active inventory this April was 3,406 compared to 4,494 in April 2016. This month's total of 3,406 is higher than the previous month's total supply of available inventory of 3,187, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Fairfax County Homes was \$480,000. This April, the median sale price was \$507,000, an increase of 6% or \$27,000 compared to last year. The current median sold price is 2% 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 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.



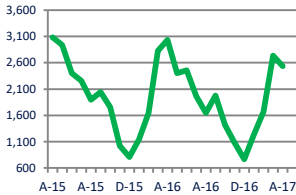


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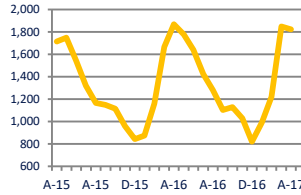
New Listings

2,536



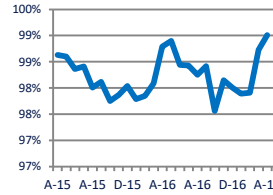
Current Contracts

1,822



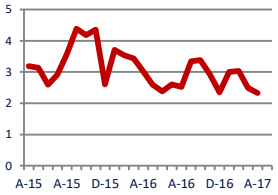
Sold Vs. List Price

99.0%



Months of Supply

2.3



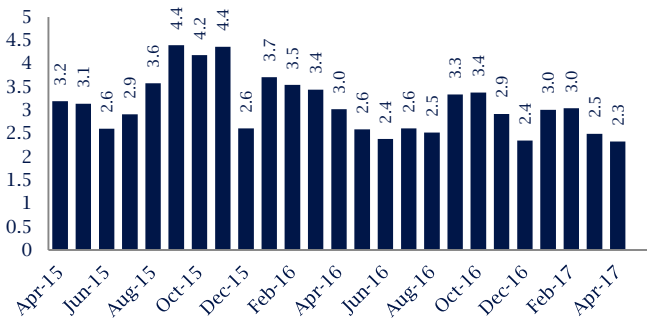
Down -16%
Vs. Year Ago

Down -2%
Vs. Year Ago

No Change
Vs. Year Ago

Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

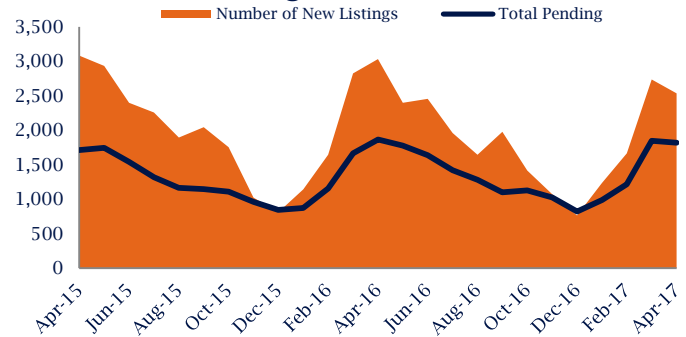
In April, there was 2.3 months of supply available in Fairfax County, compared to 3.0 in April 2016. That is a decrease of 23% versus a year ago.

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.

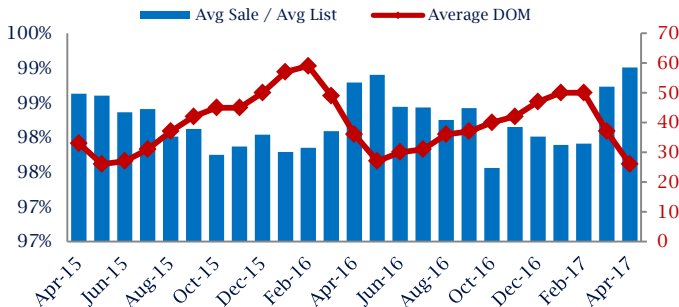
New Listings & Current Contracts

This month there were 2,536 homes newly listed for sale in Fairfax County compared to 3,033 in April 2016, a decrease of 16%. There were 1,822 current contracts pending sale this April compared to 1,867 a year ago. The number of current contracts is 2% 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 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 36, a decrease of 28%.

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