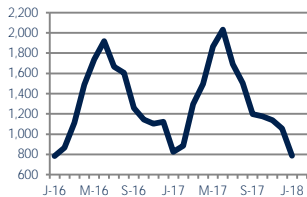




Units Sold

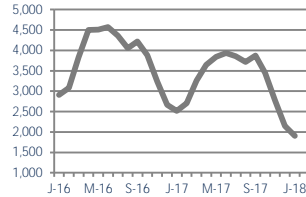
788



Down -5%
Vs. Year Ago

Active Inventory

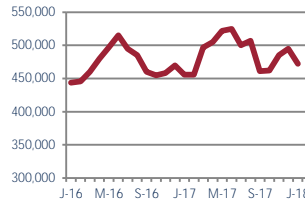
1,908



Down -24%
Vs. Year Ago

Median Sale Price

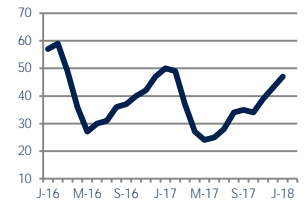
\$472,000



Up 4%
Vs. Year Ago

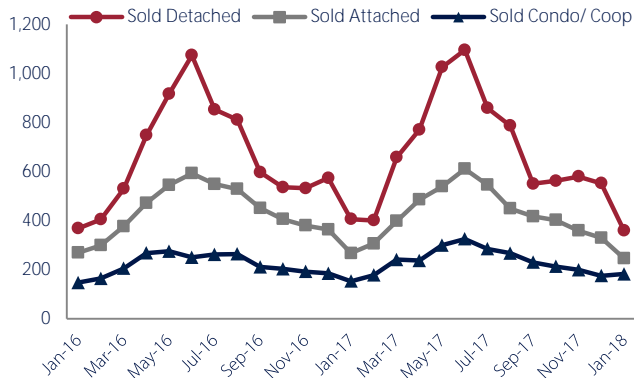
Days On Market

47



Down -6%
Vs. Year Ago

Units Sold*



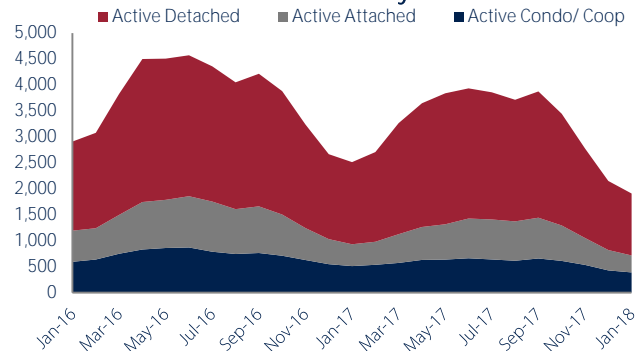
Units Sold

There was a decrease in total units sold in January, with 788 sold this month in Fairfax County versus 1,057 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 5% versus January 2017.

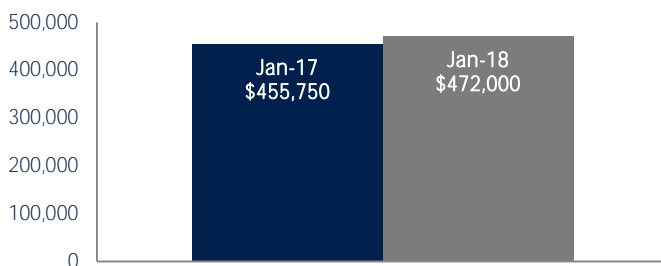
Active Inventory

Versus last year, the total number of homes available this month is lower by 605 units or 24%. The total number of active inventory this January was 1,908 compared to 2,513 in January 2017. This month's total of 1,908 is lower than the previous month's total supply of available inventory of 2,150, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Fairfax County Homes was \$455,750. This January, the median sale price was \$472,000, an increase of 4% or \$16,250 compared to last year. The current median sold price is 5% lower than in December.

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



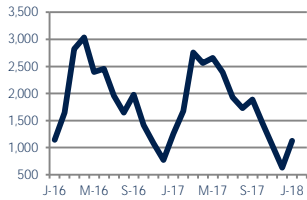
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

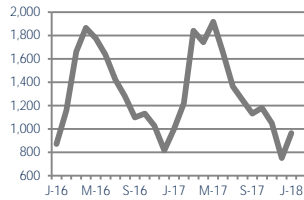
1,127



Down -10%
Vs. Year Ago

Current Contracts

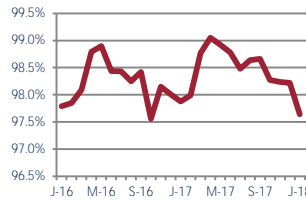
964



Down -3%
Vs. Year Ago

Sold Vs. List Price

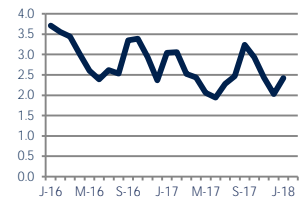
97.6%



No Change
Vs. Year Ago

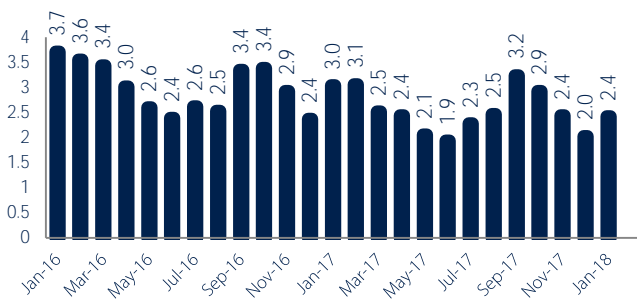
Months of Supply

2.4



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

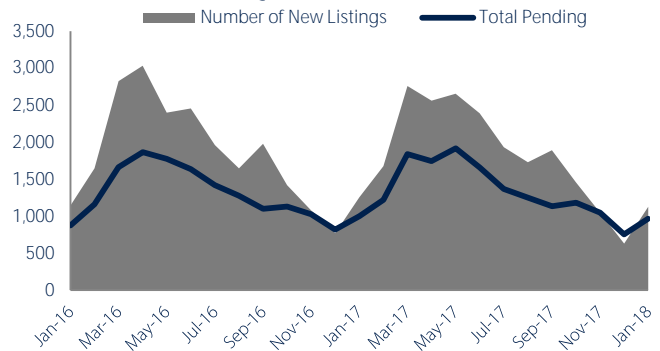
In January, there was 2.4 months of supply available in Fairfax County, compared to 3.0 in January 2017. That is a decrease of 20% versus a year ago.

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.

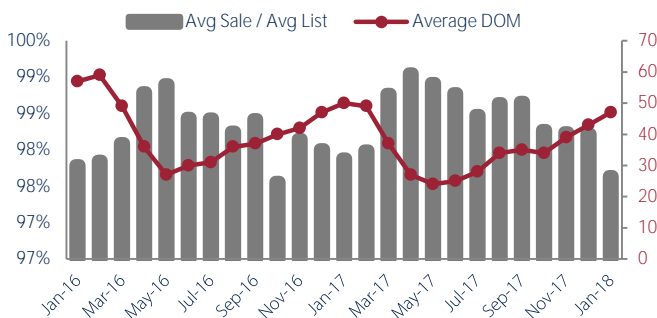
New Listings & Current Contracts

This month there were 1,127 homes newly listed for sale in Fairfax County compared to 1,255 in January 2017, a decrease of 10%. There were 964 current contracts pending sale this January compared to 998 a year ago. The number of current contracts is 3% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Fairfax County was 97.6% 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 47, lower than the average last year, which was 50, a decrease of 6%.



*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.

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