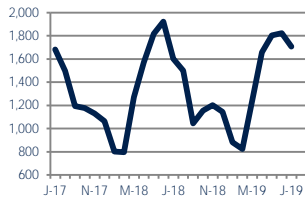
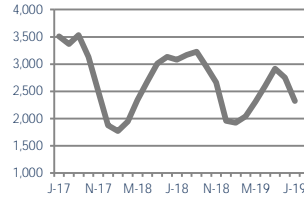


Units Sold 1,706



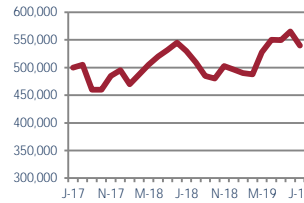
Up 6%
Vs. Year Ago

Active Inventory 2,323



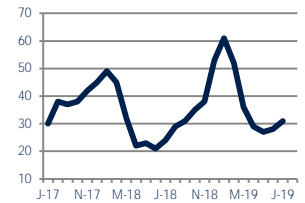
Down -25%
Vs. Year Ago

Median Sale Price \$540,000



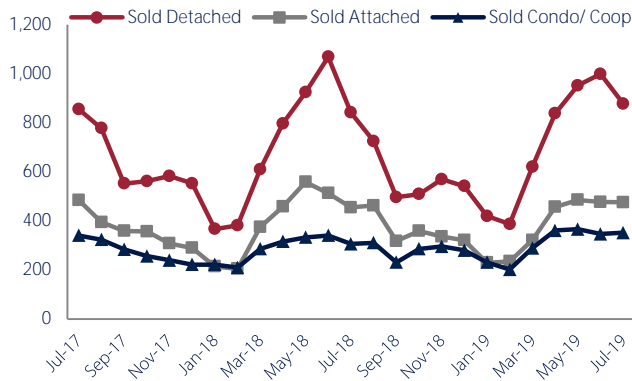
Up 2%
Vs. Year Ago

Days On Market 31



Up 29%
Vs. Year Ago

Units Sold*



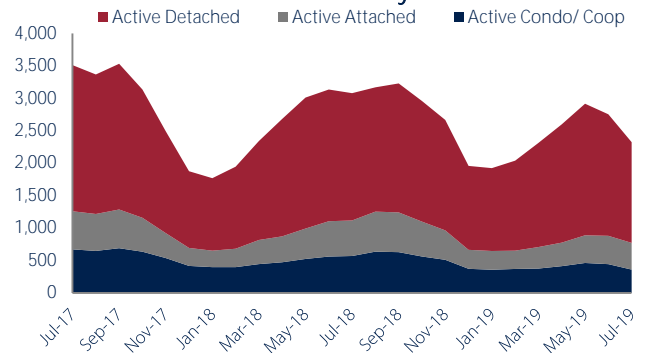
Units Sold

There was a decrease in total units sold in July, with 1,706 sold this month in Fairfax County versus 1,823 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 6% versus July 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 756 units or 25%. The total number of active inventory this July was 2,323 compared to 3,079 in July 2018. This month's total of 2,323 is lower than the previous month's total supply of available inventory of 2,753, a decrease of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Fairfax County Homes was \$530,000. This July, the median sale price was \$540,000, an increase of 2% or \$10,000 compared to last year. The current median sold price is 4% lower than in June.

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

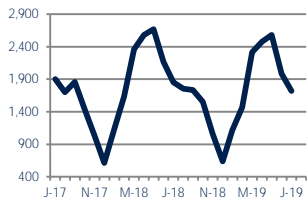


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

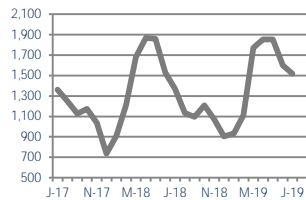
1,721



Down -7%
Vs. Year Ago

Current Contracts

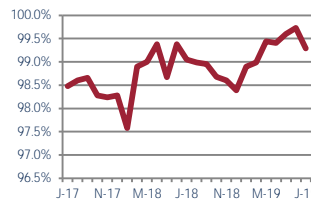
1,517



Up 11%
Vs. Year Ago

Sold Vs. List Price

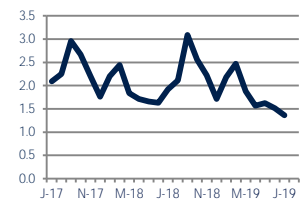
99.3%



No Change
Vs. Year Ago

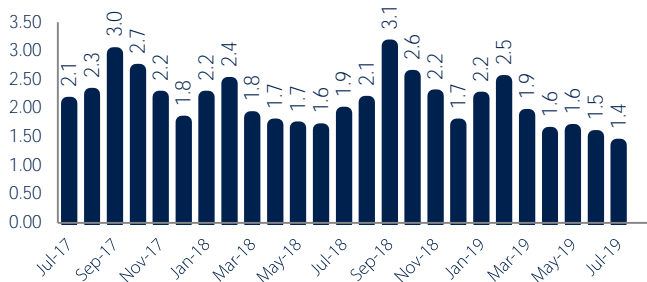
Months of Supply

1.4



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

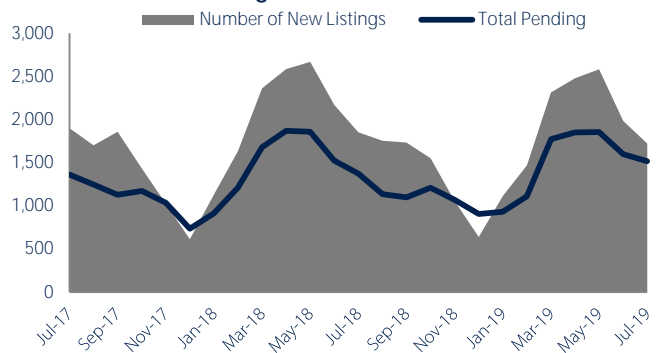
In July, there was 1.4 months of supply available in Fairfax County, compared to 1.9 in July 2018. That is a decrease of 29% versus a year ago.

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.

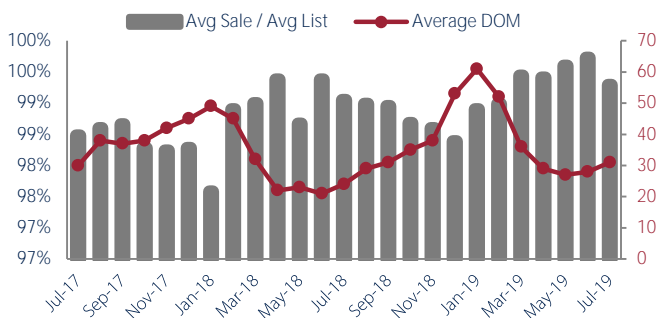
New Listings & Current Contracts

This month there were 1,721 homes newly listed for sale in Fairfax County compared to 1,852 in July 2018, a decrease of 7%. There were 1,517 current contracts pending sale this July compared to 1,372 a year ago. The number of current contracts is 11% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Fairfax County was 99.3% 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 31, higher than the average last year, which was 24, an increase of 29%.



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