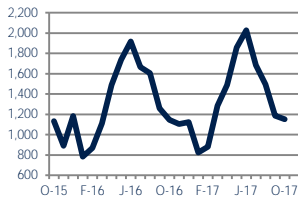


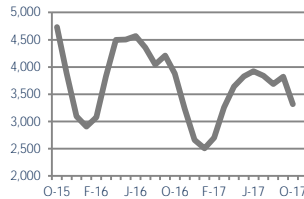


Units Sold
1,151



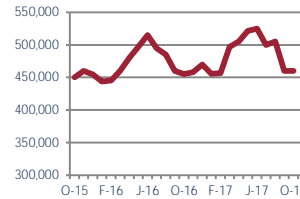
Up 1%
Vs. Year Ago

Active Inventory
3,316



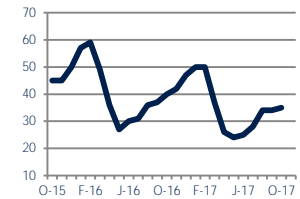
Down -15%
Vs. Year Ago

Median Sale Price
\$460,000



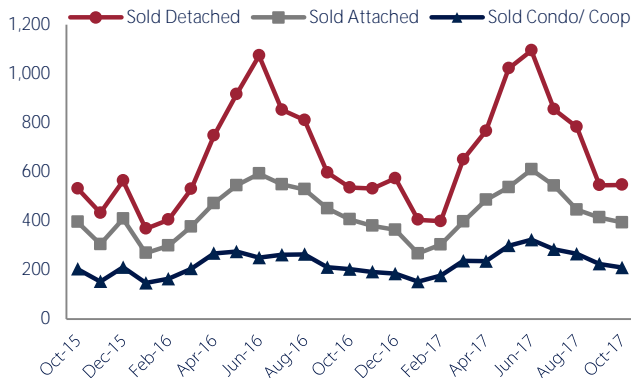
Up 1%
Vs. Year Ago

Days On Market
35



Down -13%
Vs. Year Ago

Units Sold*



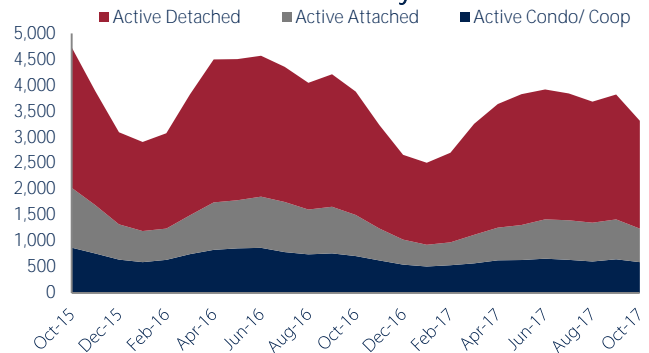
Units Sold

There was a decrease in total units sold in October, with 1,151 sold this month in Fairfax County versus 1,185 last month, a decrease of 3%. This month's total units sold was higher than at this time last year, an increase of 1% versus October 2016.

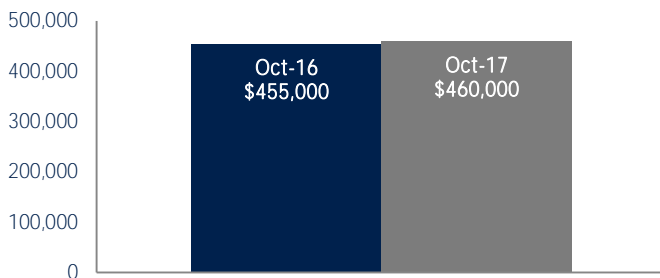
Active Inventory

Versus last year, the total number of homes available this month is lower by 563 units or 15%. The total number of active inventory this October was 3,316 compared to 3,879 in October 2016. This month's total of 3,316 is lower than the previous month's total supply of available inventory of 3,823, a decrease of 13%.

Active Inventory*



Median Sale Price



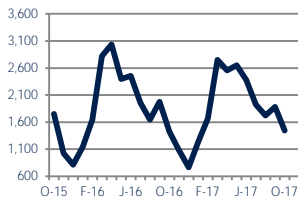
Median Sale Price

Last October, the median sale price for Fairfax County Homes was \$455,000. This October, the median sale price was \$460,000, an increase of 1% or \$5,000 compared to last year. The current median sold price is approximately the same as the median price 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

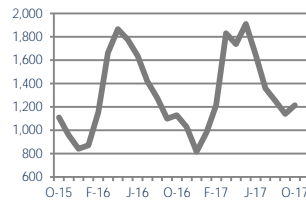
1,447



Up 2%
Vs. Year Ago

Current Contracts

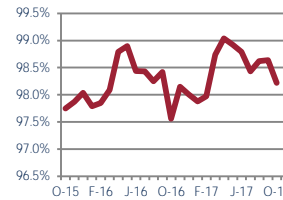
1,215



Up 7%
Vs. Year Ago

Sold Vs. List Price

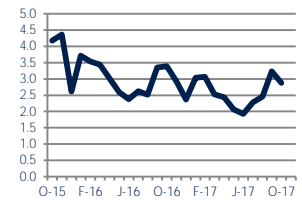
98.2%



Up 0.7%
Vs. Year Ago

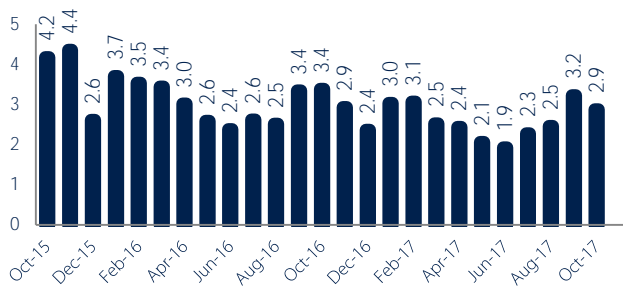
Months of Supply

2.9



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

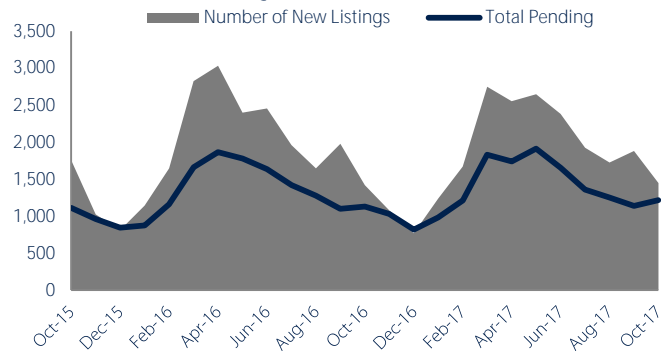
In October, there was 2.9 months of supply available in Fairfax County, compared to 3.4 in October 2016. That is a decrease of 15% versus a year ago.

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.

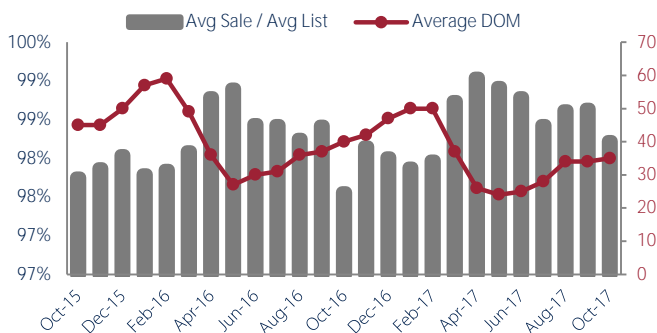
New Listings & Current Contracts

This month there were 1,447 homes newly listed for sale in Fairfax County compared to 1,419 in October 2016, an increase of 2%. There were 1,215 current contracts pending sale this October compared to 1,131 a year ago. The number of current contracts is 7% 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 was 98.2% 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 35, lower than the average last year, which was 40, a decrease of 13%.