



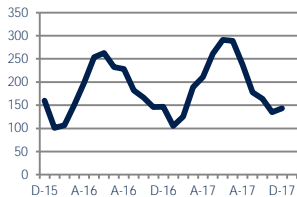
## Focus On: Fairfax Housing Market

December 2017

Zip Code(s): 22033, 22032, 22031 and 22030

### Units Sold

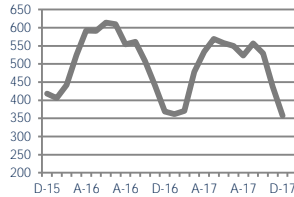
143



Down -3%  
Vs. Year Ago

### Active Inventory

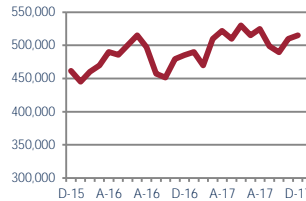
357



Down -3%  
Vs. Year Ago

### Median Sale Price

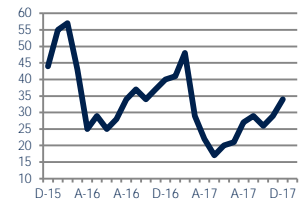
\$515,000



Up 6%  
Vs. Year Ago

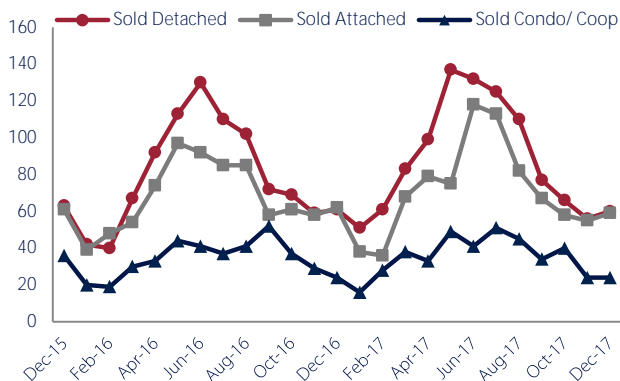
### Days On Market

34



Down -15%  
Vs. Year Ago

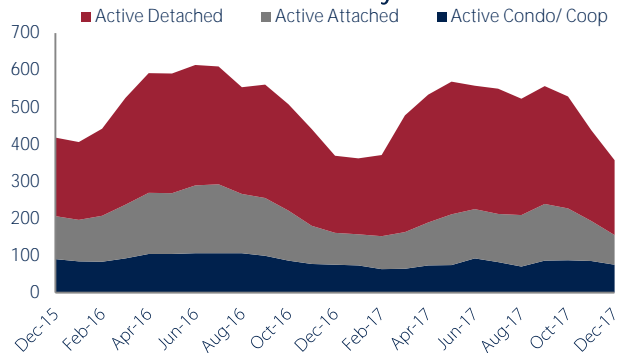
### Units Sold\*



### Units Sold

There was an increase in total units sold in December, with 143 sold this month in Fairfax versus 135 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 3% versus December 2016.

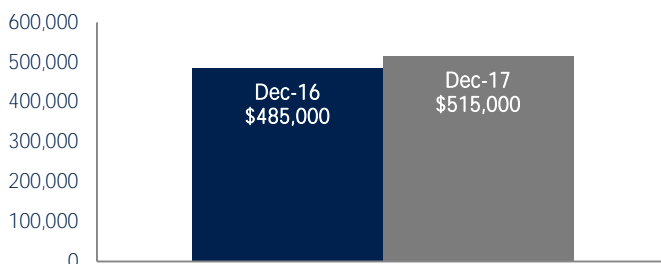
### Active Inventory\*



### Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 3%. The total number of active inventory this December was 357 compared to 369 in December 2016. This month's total of 357 is lower than the previous month's total supply of available inventory of 438, a decrease of 18%.

### Median Sale Price



### Median Sale Price

Last December, the median sale price for Fairfax Homes was \$485,000. This December, the median sale price was \$515,000, an increase of 6% or \$30,000 compared to last year. The current median sold price is 1% higher than in November.

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



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\*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.



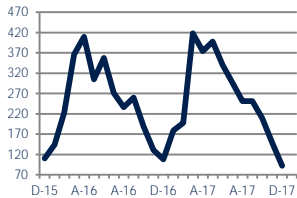
## Focus On: Fairfax Housing Market

December 2017

Zip Code(s): 22033, 22032, 22031 and 22030

### New Listings

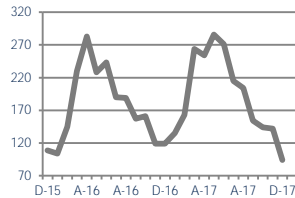
92



Down -15%  
Vs. Year Ago

### Current Contracts

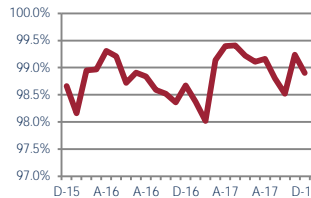
94



Down -21%  
Vs. Year Ago

### Sold Vs. List Price

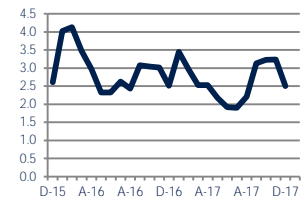
98.9%



No Change  
Vs. Year Ago

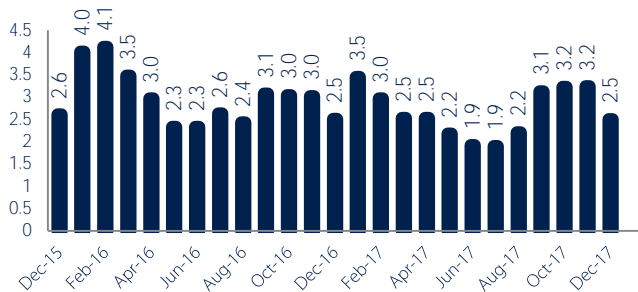
### Months of Supply

2.5



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

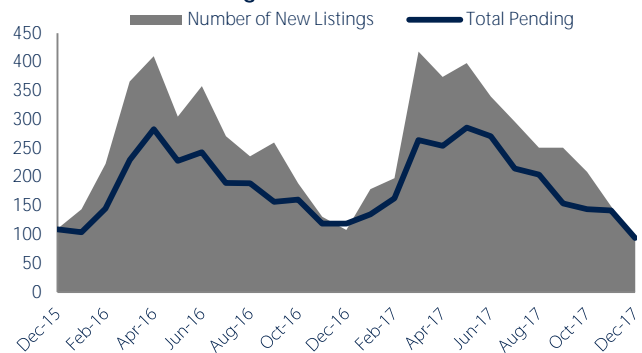
In December, there was 2.5 months of supply available in Fairfax. The amount of supply is similar compared to a year ago.

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.

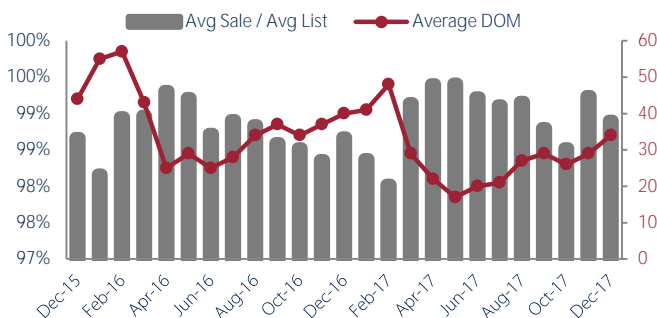
### New Listings & Current Contracts

This month there were 92 homes newly listed for sale in Fairfax compared to 108 in December 2016, a decrease of 15%. There were 94 current contracts pending sale this December compared to 119 a year ago. The number of current contracts is 21% lower than last December.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In December, the average sale price in Fairfax was 98.9% 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 34, lower than the average last year, which was 40, a decrease of 15%.



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