



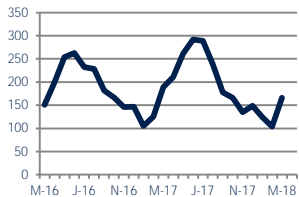
Focus On: Fairfax Housing Market

March 2018

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

Units Sold

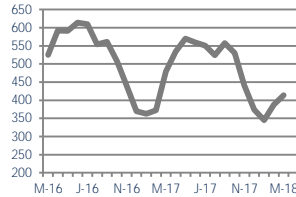
166



Down -12%
Vs. Year Ago

Active Inventory

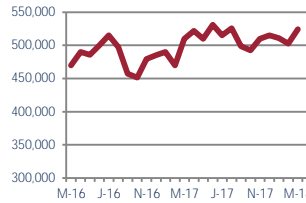
414



Down -14%
Vs. Year Ago

Median Sale Price

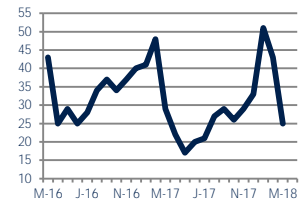
\$524,250



Up 3%
Vs. Year Ago

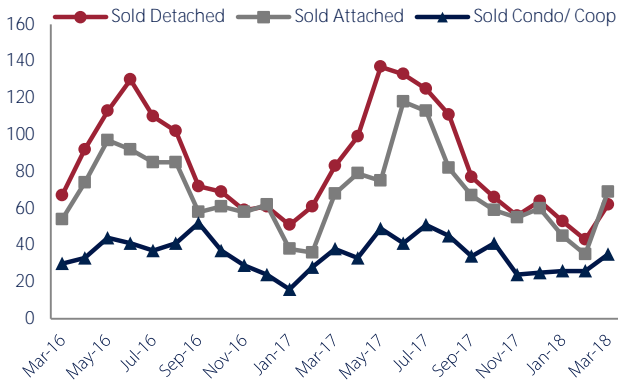
Days On Market

25



Down -14%
Vs. Year Ago

Units Sold*



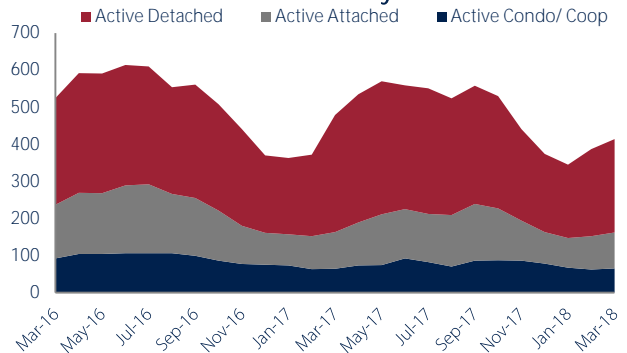
Units Sold

There was an increase in total units sold in March, with 166 sold this month in Fairfax. This month's total units sold was lower than at this time last year.

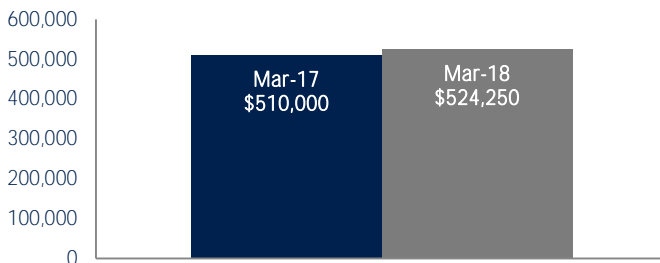
Active Inventory

Versus last year, the total number of homes available this month is lower by 65 units or 14%. The total number of active inventory this March was 414 compared to 479 in March 2017. This month's total of 414 is higher than the previous month's total supply of available inventory of 387, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Fairfax Homes was \$510,000. This March, the median sale price was \$524,250, an increase of 3% or \$14,250 compared to last year. The current median sold price is 4% higher than in February.

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.



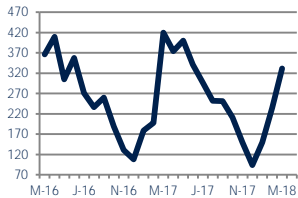
Focus On: Fairfax Housing Market

March 2018

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

New Listings

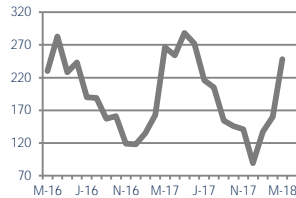
332



Down -21%
Vs. Year Ago

Current Contracts

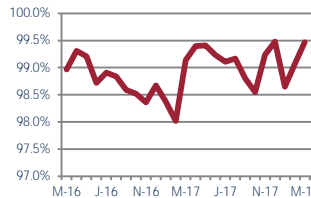
248



Down -7%
Vs. Year Ago

Sold Vs. List Price

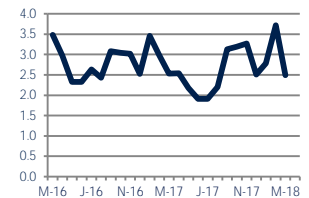
99.5%



No Change
Vs. Year Ago

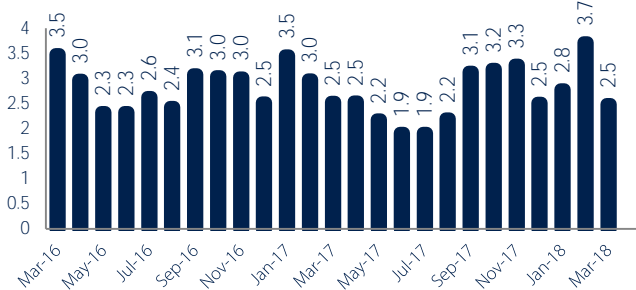
Months of Supply

2.5



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

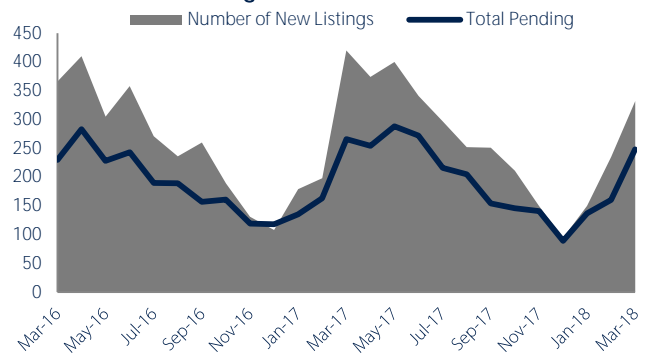
In March, there was 2.5 months of supply available in Fairfax. The amount of supply is similar compared to a year ago.

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.

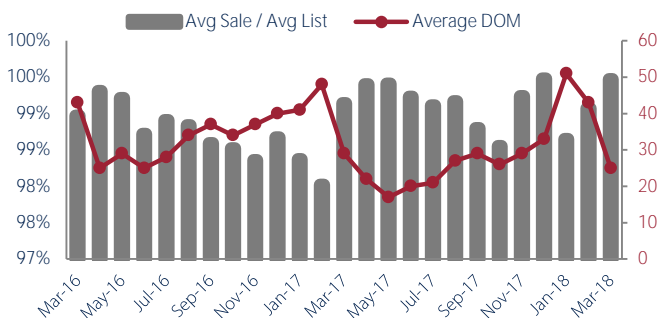
New Listings & Current Contracts

This month there were 332 homes newly listed for sale in Fairfax compared to 420 in March 2017, a decrease of 21%. There were 248 current contracts pending sale this March compared to 266 a year ago. The number of current contracts is 7% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Fairfax was 99.5% 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 25, lower than the average last year, which was 29, a decrease of 14%.



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