



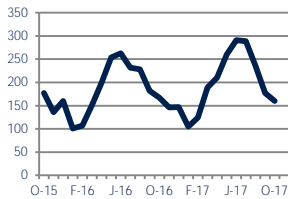
## Focus On: Fairfax Housing Market

October 2017

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

### Units Sold

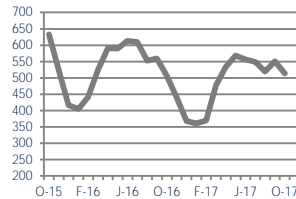
160



Down -4%  
Vs. Year Ago

### Active Inventory

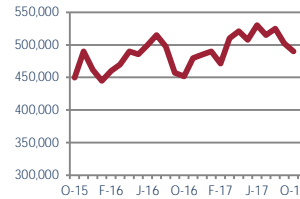
514



Up 1%  
Vs. Year Ago

### Median Sale Price

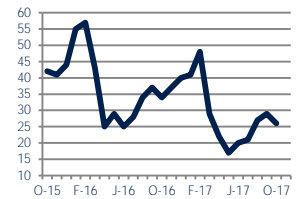
\$489,750



Up 8%  
Vs. Year Ago

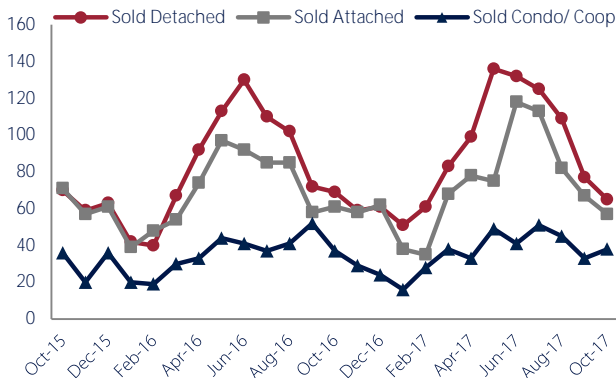
### Days On Market

26



Down -24%  
Vs. Year Ago

### Units Sold\*



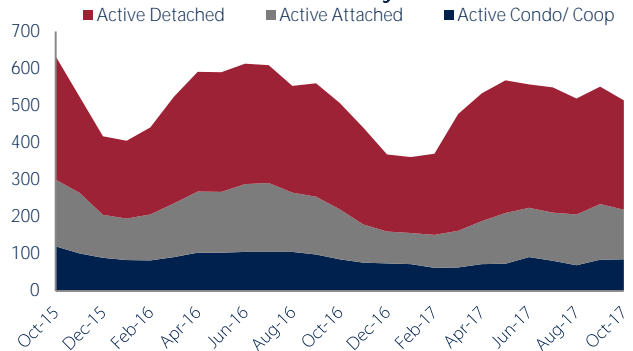
### Units Sold

There was a decrease in total units sold in October, with 160 sold this month in Fairfax versus 177 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 4% versus October 2016.

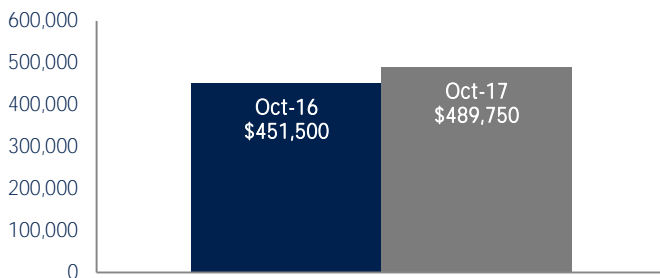
### Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 1%. The total number of active inventory this October was 514 compared to 507 in October 2016. This month's total of 514 is lower than the previous month's total supply of available inventory of 551, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last October, the median sale price for Fairfax Homes was \$451,500. This October, the median sale price was \$489,750, an increase of 8% or \$38,250 compared to last year. The current median sold price is 2% lower than in September.

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

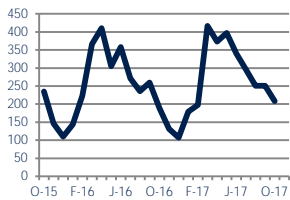
**Focus On: Fairfax Housing Market**

October 2017

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

**New Listings**

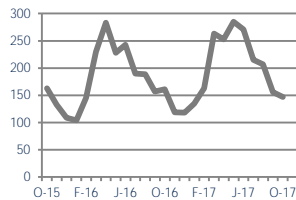
208



**Up 10%**  
Vs. Year Ago

**Current Contracts**

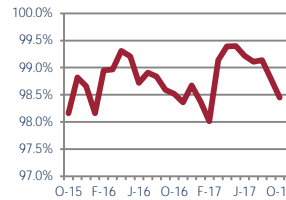
147



**Down -9%**  
Vs. Year Ago

**Sold Vs. List Price**

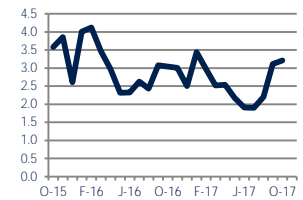
98.5%



**No Change**  
Vs. Year Ago

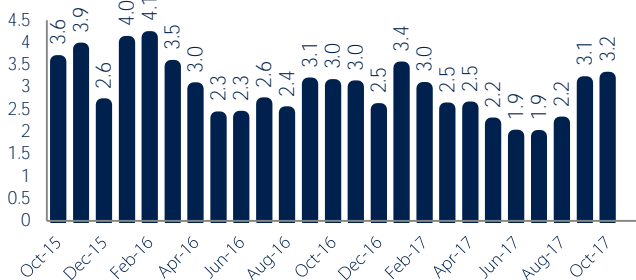
**Months of Supply**

3.2



**Up 6%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

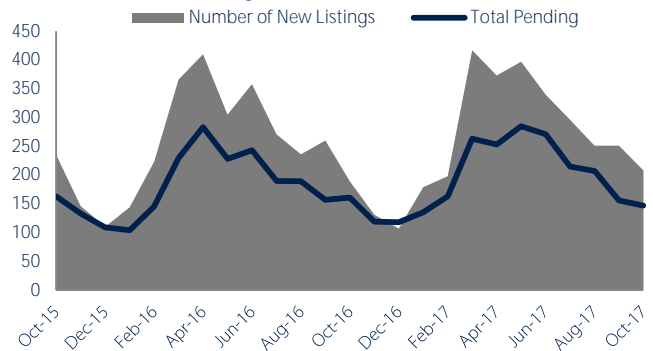
In October, there was 3.2 months of supply available in Fairfax, compared to 3.0 in October 2016. That is an increase of 6% versus a year ago.

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.

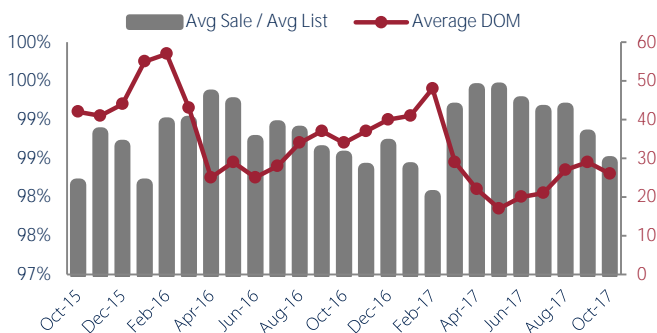
**New Listings & Current Contracts**

This month there were 208 homes newly listed for sale in Fairfax compared to 189 in October 2016, an increase of 10%. There were 147 current contracts pending sale this October compared to 161 a year ago. The number of current contracts is 9% lower 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 was 98.5% 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 26, lower than the average last year, which was 34, a decrease of 24%.