



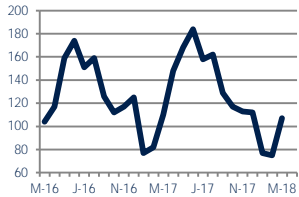
# The Long & Foster Market Minute™

**Focus On:** Falls Church, Baileys Crossroads, and Seven Corners Housing Market

March 2018

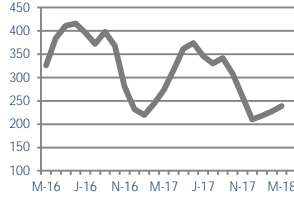
Zip Code(s): 22043, 22044, 22041, 22042 and 22046

**Units Sold**  
107



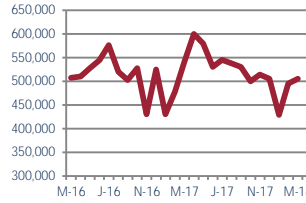
Down -3%  
Vs. Year Ago

**Active Inventory**  
239



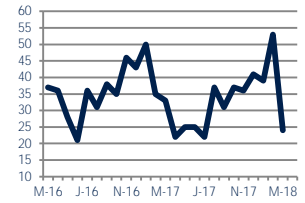
Down -12%  
Vs. Year Ago

**Median Sale Price**  
\$505,000



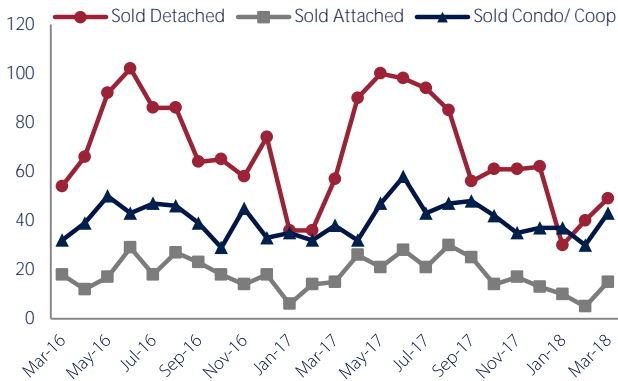
Down -7%  
Vs. Year Ago

**Days On Market**  
24



Down -27%  
Vs. Year Ago

## Units Sold\*



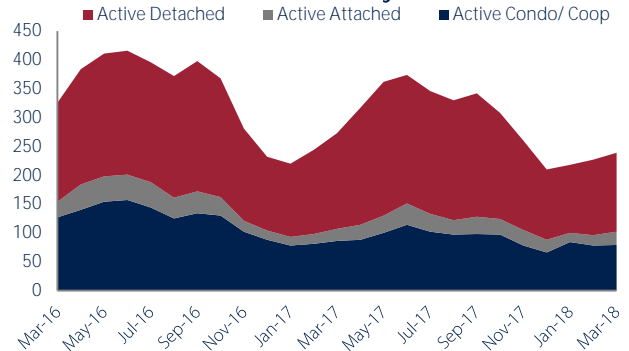
## Units Sold

There was an increase in total units sold in March, with 107 sold this month in Falls Church, Baileys Crossroads, and Seven Corners. This month's total units sold was lower than at this time last year.

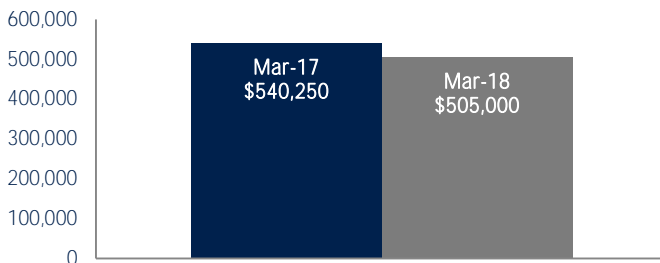
## Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 12%. The total number of active inventory this March was 239 compared to 273 in March 2017. This month's total of 239 is higher than the previous month's total supply of available inventory of 227, an increase of 5%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$540,250. This March, the median sale price was \$505,000, a decrease of 7% or \$35,250 compared to last year. The current median sold price is 2% 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.



Falls Church, Baileys Crossroads, and Seven Corners are defined as properties listed in zip code/s 22043, 22044, 22041, 22042 and 22046.

\*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.

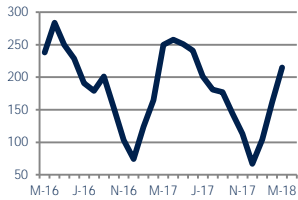
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 22043, 22044, 22041, 22042 and 22046

**New Listings**

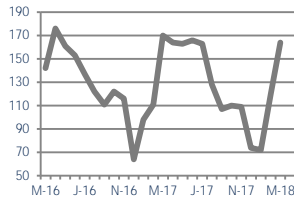
215



**Down -14%**  
Vs. Year Ago

**Current Contracts**

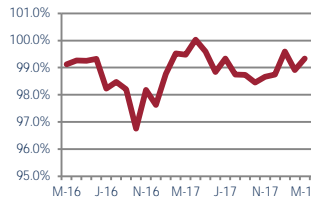
164



**Down -4%**  
Vs. Year Ago

**Sold Vs. List Price**

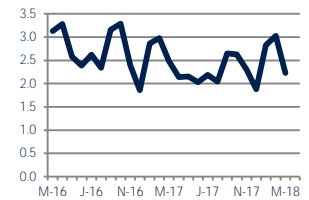
99.3%



**No Change**  
Vs. Year Ago

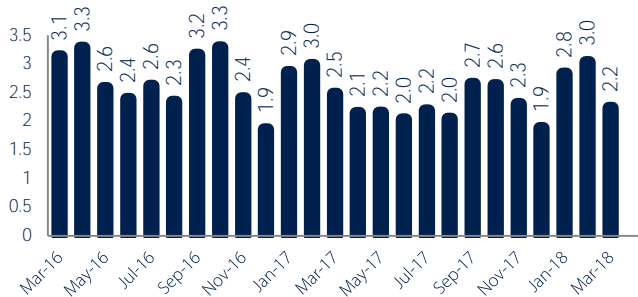
**Months of Supply**

2.2



**Down -10%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

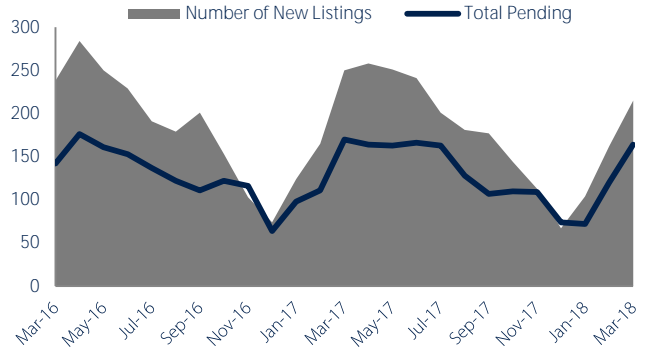
In March, there was 2.2 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 2.5 in March 2017. That is a decrease of 10% versus a year ago.

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.

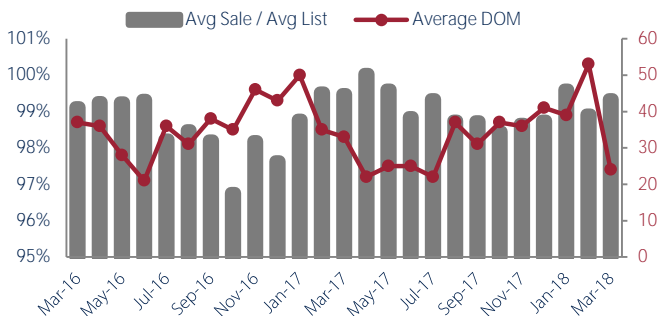
**New Listings & Current Contracts**

This month there were 215 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 250 in March 2017, a decrease of 14%. There were 164 current contracts pending sale this March compared to 170 a year ago. The number of current contracts is 4% 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 Falls Church, Baileys Crossroads, and Seven Corners 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 24, lower than the average last year, which was 33, a decrease of 27%.



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