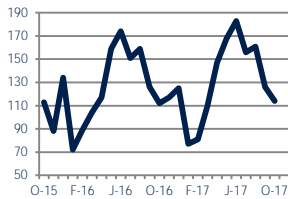


Zip Code(s): 22043, 22044, 22041, 22042 and 22046

Units Sold

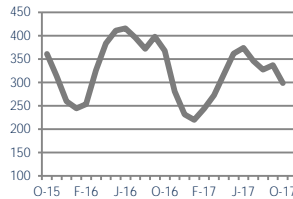
114



Up 2%
Vs. Year Ago

Active Inventory

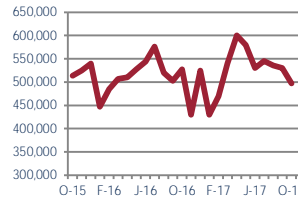
299



Down -19%
Vs. Year Ago

Median Sale Price

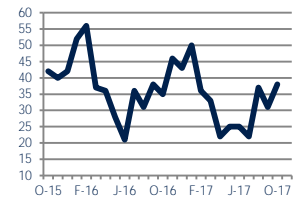
\$497,000



Down -6%
Vs. Year Ago

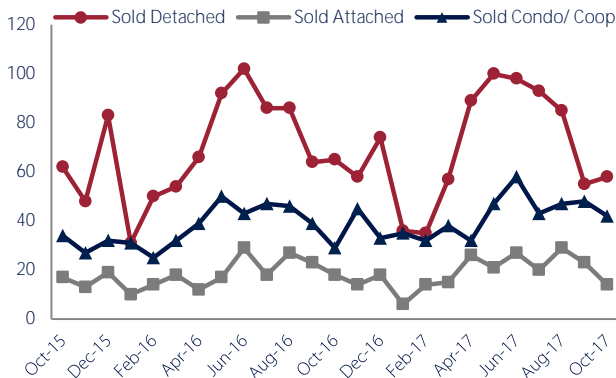
Days On Market

38



Up 9%
Vs. Year Ago

Units Sold*



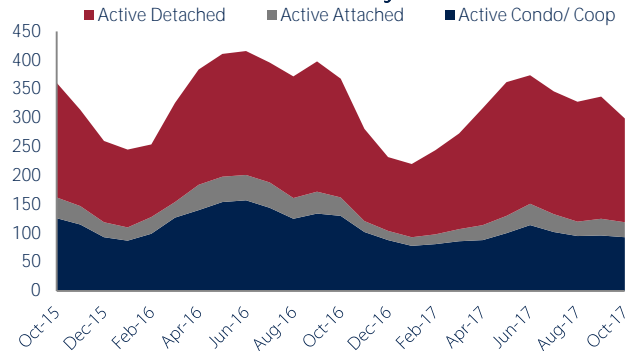
Units Sold

There was a decrease in total units sold in October, with 114 sold this month in Falls Church, Baileys Crossroads, and Seven Corners versus 126 last month, a decrease of 10%. This month's total units sold was higher than at this time last year, an increase of 2% versus October 2016.

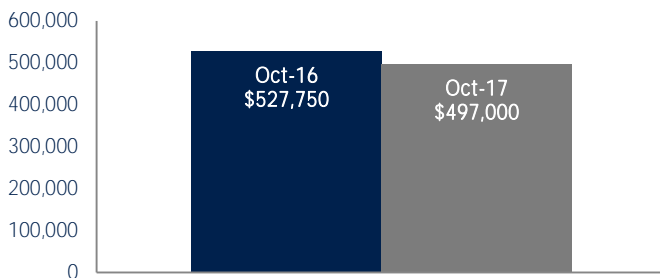
Active Inventory

Versus last year, the total number of homes available this month is lower by 69 units or 19%. The total number of active inventory this October was 299 compared to 368 in October 2016. This month's total of 299 is lower than the previous month's total supply of available inventory of 337, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

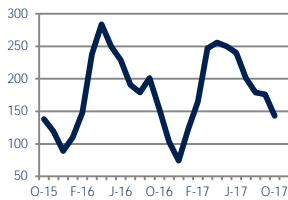
Last October, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$527,750. This October, the median sale price was \$497,000, a decrease of 6% or \$30,750 compared to last year. The current median sold price is 6% lower than in September.

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

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

New Listings

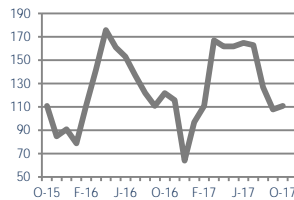
143



Down -7%
Vs. Year Ago

Current Contracts

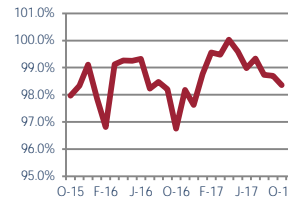
111



Down -9%
Vs. Year Ago

Sold Vs. List Price

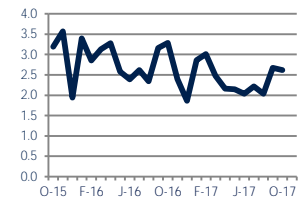
98.4%



Up 1.7%
Vs. Year Ago

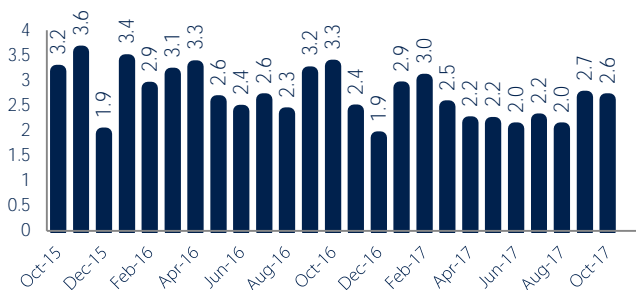
Months of Supply

2.6



Down -20%
Vs. Year Ago

Months Of Supply



Months of Supply

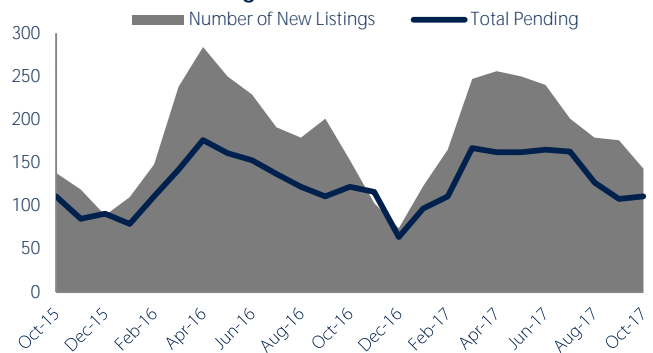
In October, there was 2.6 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 3.3 in October 2016. That is a decrease of 20% versus a year ago.

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.

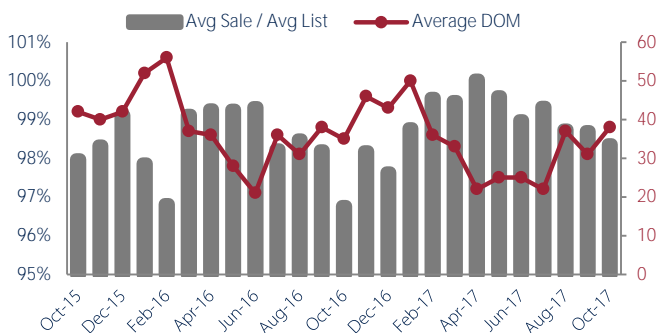
New Listings & Current Contracts

This month there were 143 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 153 in October 2016, a decrease of 7%. There were 111 current contracts pending sale this October compared to 122 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 Falls Church, Baileys Crossroads, and Seven Corners was 98.4% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 38, higher than the average last year, which was 35, an increase of 9%.