

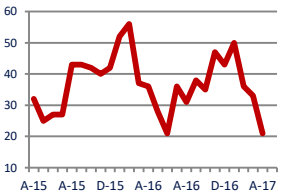
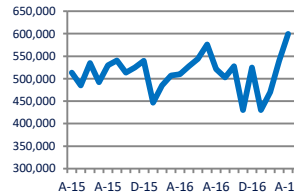
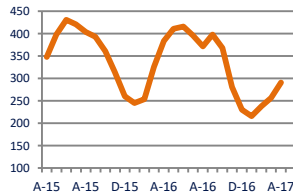
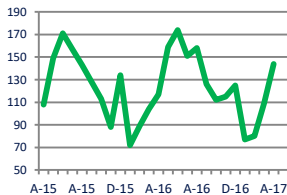


Focus On: Falls Church, Baileys Crossroads, and Seven Corners Housing Market

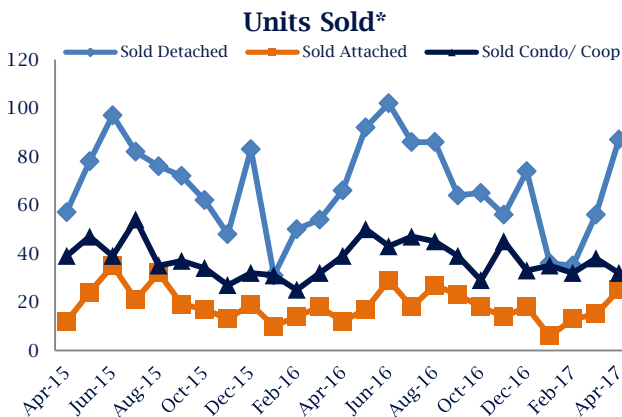
April 2017

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

Units Sold 144	Active Inventory 291	Median Sale Price \$599,450	Days On Market 21
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Up 23% Vs. Year Ago	Down -24% Vs. Year Ago	Up 18% Vs. Year Ago	Down -42% Vs. Year Ago
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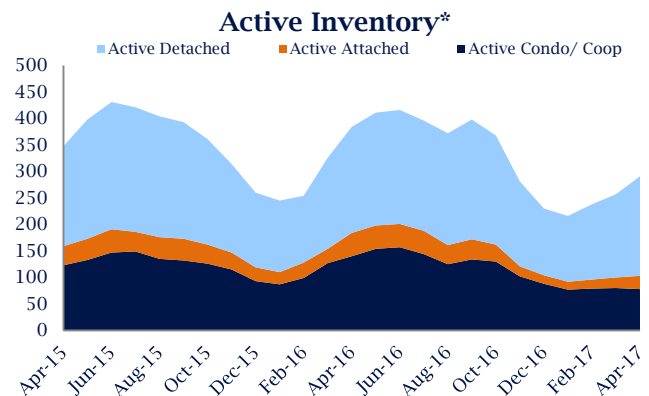


Units Sold

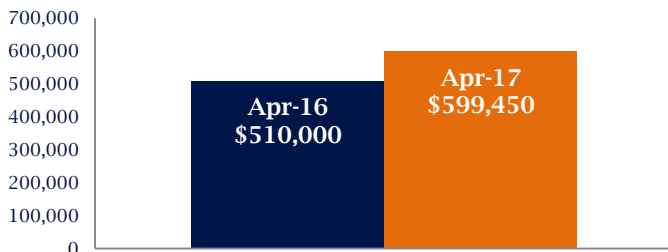
There was an increase in total units sold in April, with 144 sold this month in Falls Church, Baileys Crossroads, and Seven Corners versus 109 last month, an increase of 32%. This month's total units sold was higher than at this time last year, an increase of 23% versus April 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 93 units or 24%. The total number of active inventory this April was 291 compared to 384 in April 2016. This month's total of 291 is higher than the previous month's total supply of available inventory of 257, an increase of 13%.



Median Sale Price



Median Sale Price

Last April, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$510,000. This April, the median sale price was \$599,450, an increase of 18% or \$89,450 compared to last year. The current median sold price is 11% higher than in March.

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.



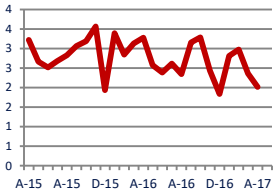
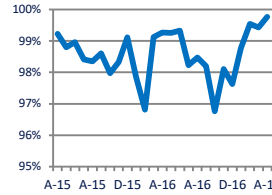
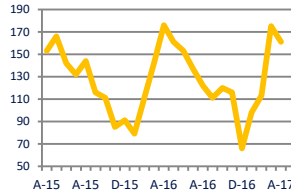
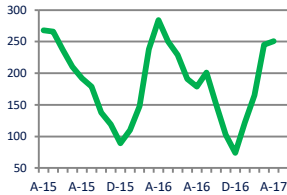


Focus On: Falls Church, Baileys Crossroads, and Seven Corners Housing Market

April 2017

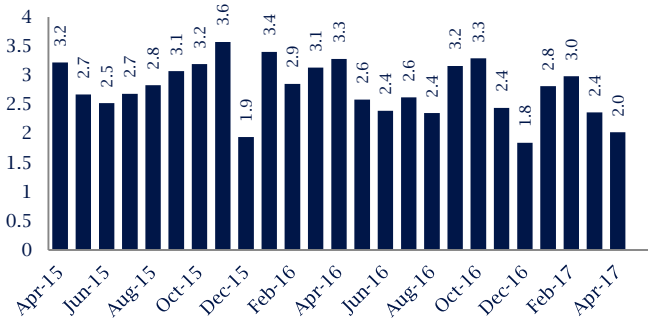
Zip Code(s): 22043, 22044, 22041, 22042 and 22046

New Listings 251	Current Contracts 161	Sold Vs. List Price 99.8%	Months of Supply 2.0
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Down -12% Vs. Year Ago	Down -9% Vs. Year Ago	Up 0.5% Vs. Year Ago	Down -38% Vs. Year Ago
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Months Of Supply



Months of Supply

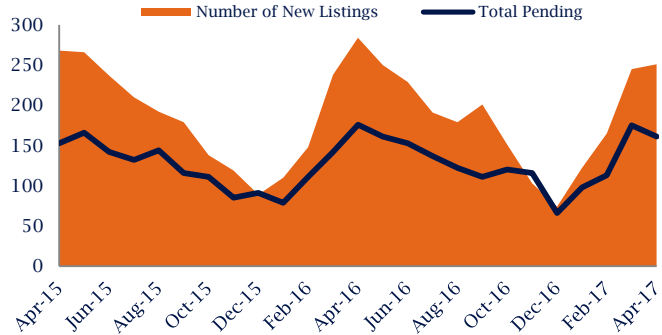
In April, there was 2.0 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 3.3 in April 2016. That is a decrease of 38% versus a year ago.

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.

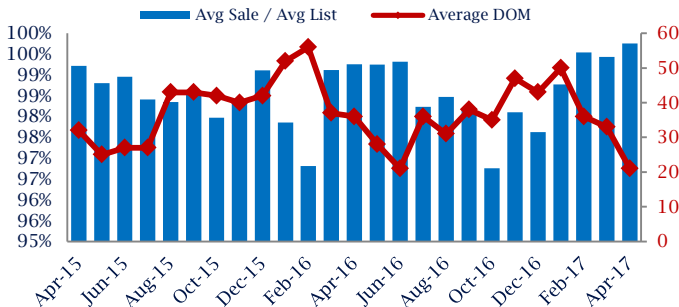
New Listings & Current Contracts

This month there were 251 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 284 in April 2016, a decrease of 12%. There were 161 current contracts pending sale this April compared to 176 a year ago. The number of current contracts is 9% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Falls Church, Baileys Crossroads, and Seven Corners was 99.8% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 21, lower than the average last year, which was 36, a decrease of 42%.

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