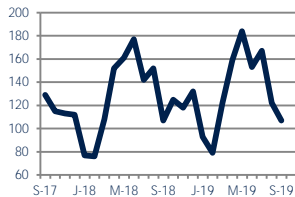


Zip Code(s): 22043, 22044, 22041, 22042 and 22046

Units Sold

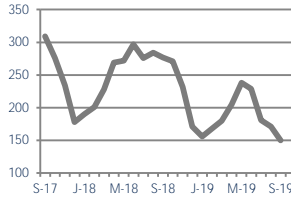
107



No Change
Vs. Year Ago

Active Inventory

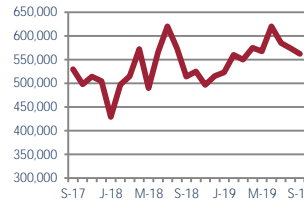
150



Down -46%
Vs. Year Ago

Median Sale Price

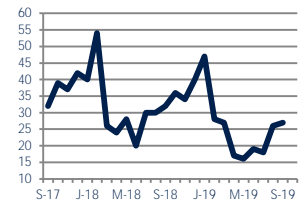
\$562,000



Up 9%
Vs. Year Ago

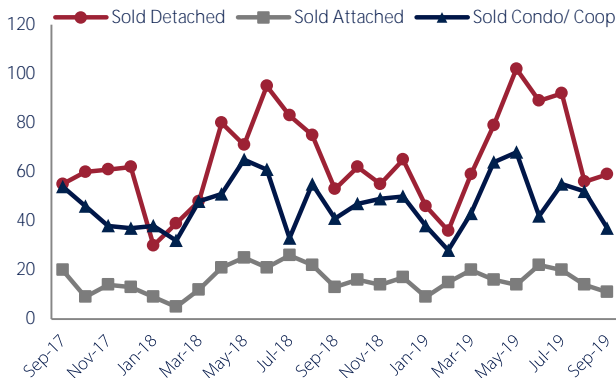
Days On Market

27



Down -16%
Vs. Year Ago

Units Sold*



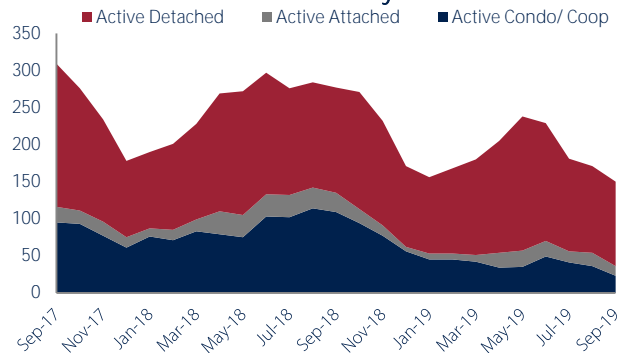
Units Sold

There was a decrease in total units sold in September, with 107 sold this month in Falls Church, Baileys Crossroads, and Seven Corners, a decrease of 12%. This month's total units sold is similar compared to a year ago.

Active Inventory

Versus last year, the total number of homes available this month is lower by 127 units or 46%. The total number of active inventory this September was 150 compared to 277 in September 2018. This month's total of 150 is lower than the previous month's total supply of available inventory of 171, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$514,000. This September, the median sale price was \$562,000, an increase of 9% or \$48,000 compared to last year. The current median sold price is 2% lower than in August.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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The Long & Foster Market Minute™

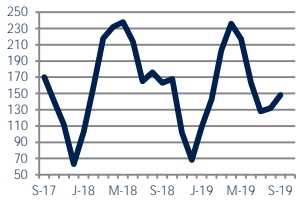
Focus On: Falls Church, Baileys Crossroads, and Seven Corners Housing Market

September 2019

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

New Listings

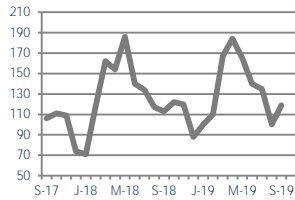
148



Down -9%
Vs. Year Ago

Current Contracts

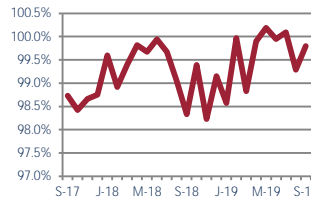
119



Up 5%
Vs. Year Ago

Sold Vs. List Price

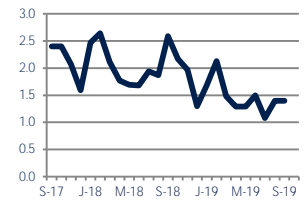
99.8%



Up 1.5%
Vs. Year Ago

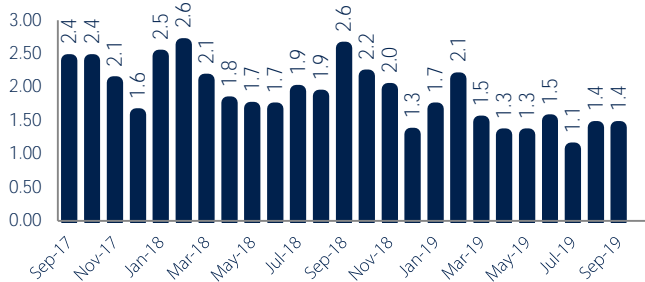
Months of Supply

1.4



Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

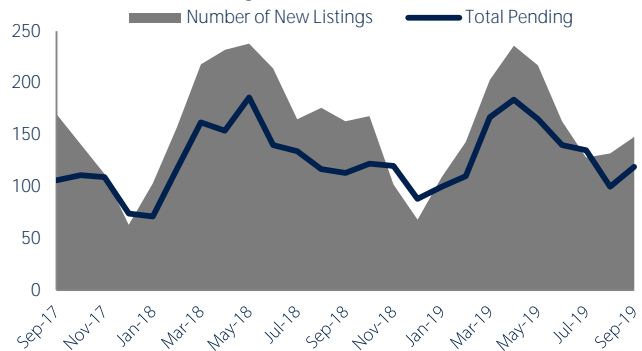
In September, there was 1.4 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 2.6 in September 2018. That is a decrease of 46% versus a year ago.

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.

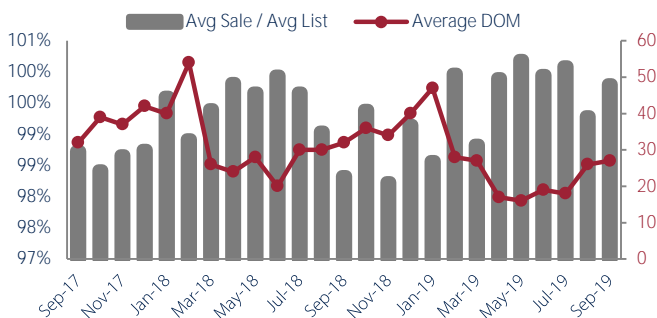
New Listings & Current Contracts

This month there were 148 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 163 in September 2018, a decrease of 9%. There were 119 current contracts pending sale this September compared to 113 a year ago. The number of current contracts is 5% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Falls Church, Baileys Crossroads, and Seven Corners was 99.8% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 32, a decrease of 16%.



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