

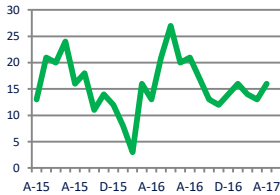


## Focus On: Falls Church City Housing Market

April 2017

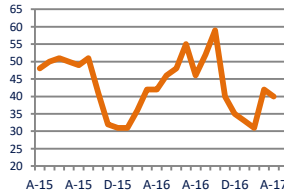
### Units Sold

16



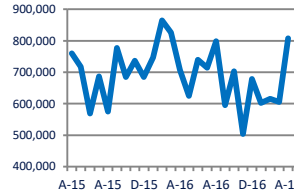
### Active Inventory

40



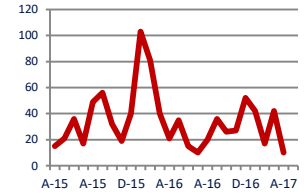
### Median Sale Price

\$807,500



### Days On Market

10



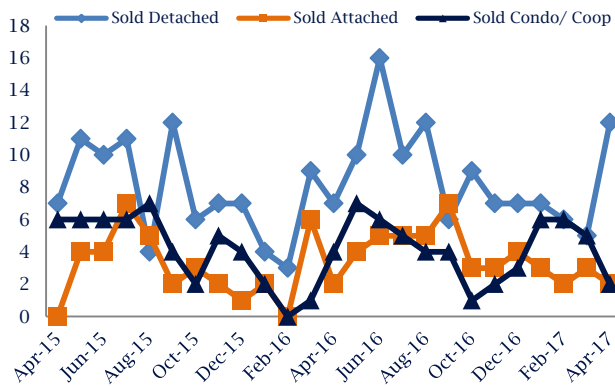
Up 23%  
Vs. Year Ago

Down -5%  
Vs. Year Ago

Up  
Vs. Year Ago

Down  
Vs. Year Ago

### Units Sold\*



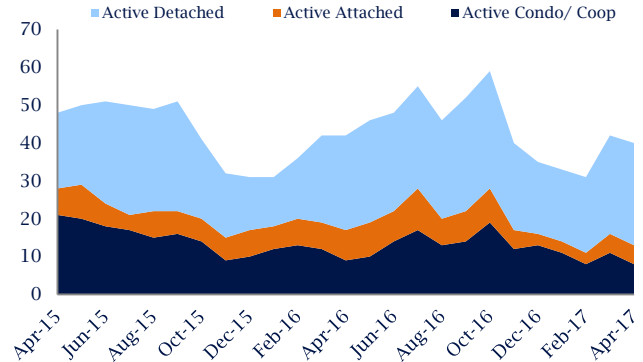
### Units Sold

There was an increase in total units sold in April, with 16 sold this month in Falls Church City versus 13 last month, an increase of 23%. This month's total units sold was higher than at this time last year, an increase of 23% versus April 2016.

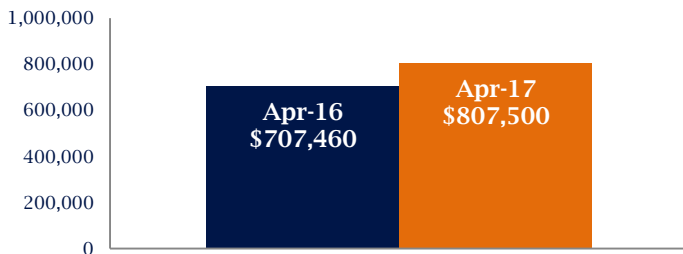
### Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 5%. The total number of active inventory this April was 40 compared to 42 in April 2016. This month's total of 40 is lower than the previous month's total supply of available inventory of 42, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last April, the median sale price for Falls Church City Homes was \$707,460. This April, the median sale price was \$807,500, an increase of \$100,040 compared to last year. The current median sold price is 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.

\*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.

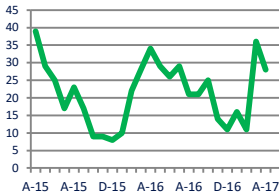




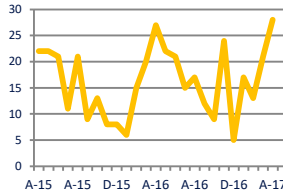
## Focus On: Falls Church City Housing Market

April 2017

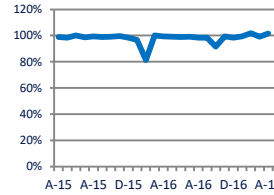
**New Listings**  
28



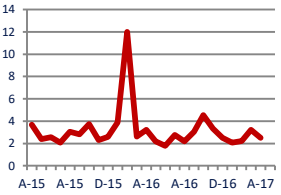
**Current Contracts**  
28



**Sold Vs. List Price**  
101.5%



**Months of Supply**  
2.5



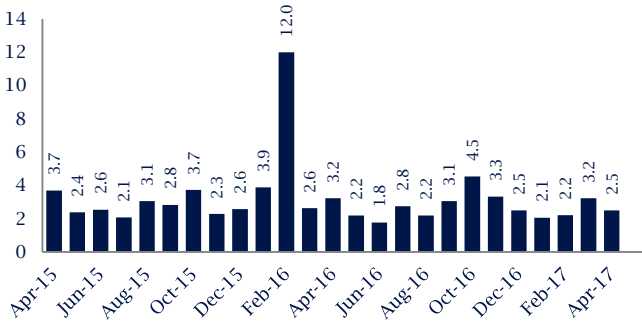
**Down -18%**  
Vs. Year Ago

**Up 4%**  
Vs. Year Ago

**Up 2.2%**  
Vs. Year Ago

**Down -23%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In April, there was 2.5 months of supply available in Falls Church City, compared to 3.2 in April 2016. That is a decrease of 23% versus a year ago.

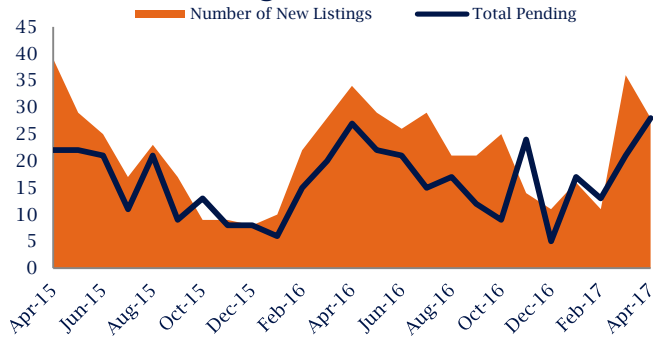
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

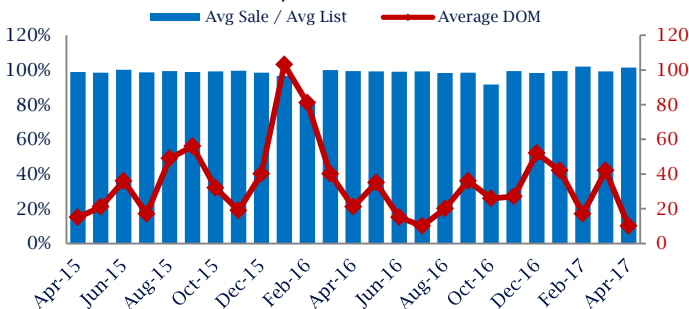
This month there were 28 homes newly listed for sale in Falls Church City compared to 34 in April 2016, a decrease of 18%.

There were 28 current contracts pending sale this April compared to 27 a year ago. The number of current contracts is 4% higher 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 City was 101.5% of the average list price, which is 2.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 10, lower than the average last year, which was 21. This decrease was impacted by the limited number of sales.

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