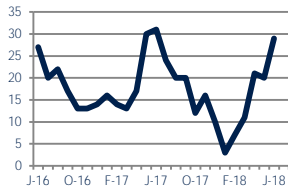


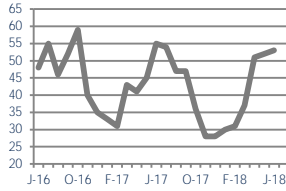


Units Sold 29



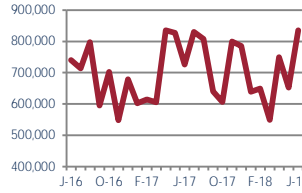
Down
Vs. Year Ago

Active Inventory 53



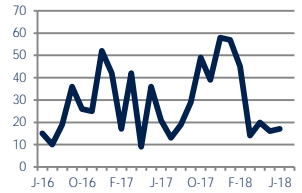
Down -4%
Vs. Year Ago

Median Sale Price \$835,000



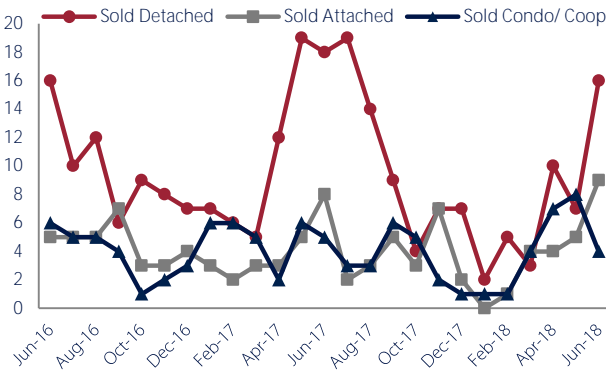
Up
Vs. Year Ago

Days On Market 17



Down -19%
Vs. Year Ago

Units Sold*



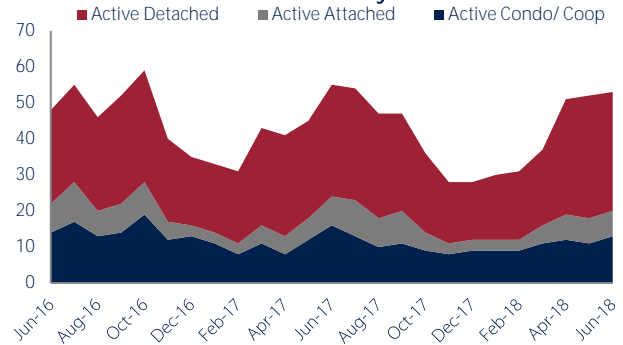
Units Sold

With relatively few transactions, there was an increase in total units sold in June, with 29 sold this month in Falls Church City. This month's total units sold was lower than at this time last year, a decrease from June 2017.

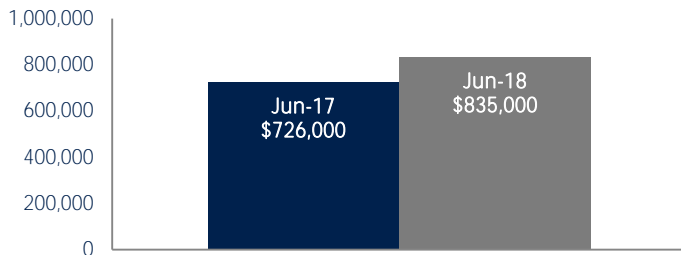
Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 4%. The total number of active inventory this June was 53 compared to 55 in June 2017. This month's total of 53 is higher than the previous month's total supply of available inventory of 52, an increase of 2%.

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 June, the median sale price for Falls Church City Homes was \$726,000. This June, the median sale price was \$835,000, an increase of \$109,000 compared to last year. The current median sold price is higher than in May.

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



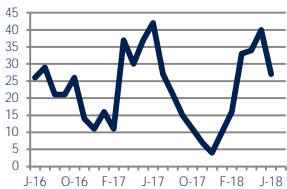
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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.





New Listings

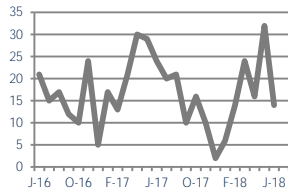
27



Down -36%
Vs. Year Ago

Current Contracts

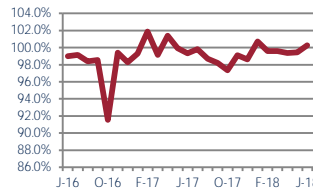
14



Down -42%
Vs. Year Ago

Sold Vs. List Price

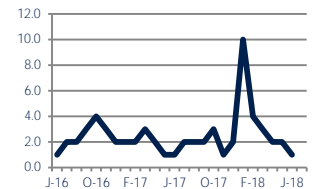
100.3%



Up 0.9%
Vs. Year Ago

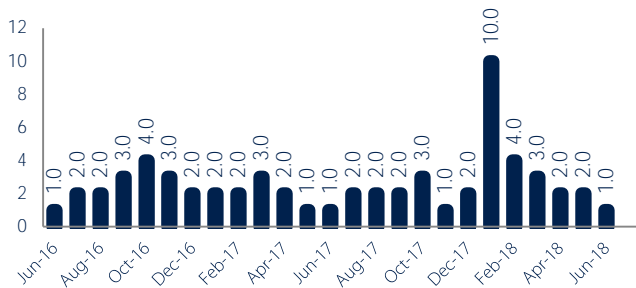
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

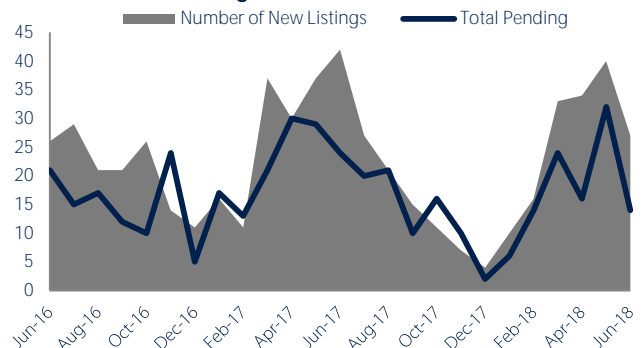
In June, there was 1.8 months of supply available in Falls Church City. The amount of supply is similar compared to a year ago.

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.

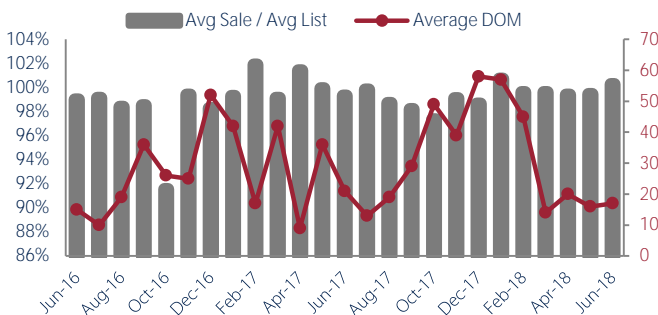
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Falls Church City compared to 42 in June 2017, a decrease of 36%. There were 14 current contracts pending sale this June compared to 24 a year ago. The number of current contracts is 42% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Falls Church City was 100.3% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 17, lower than the average last year, which was 21, a decrease of 19%.



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