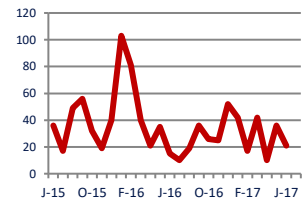
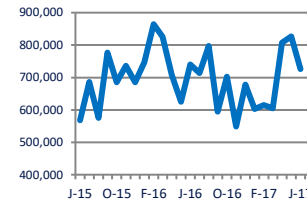
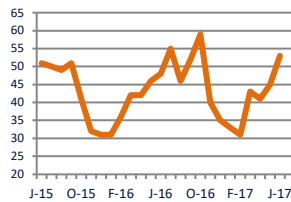
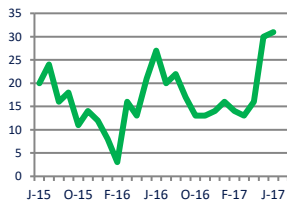




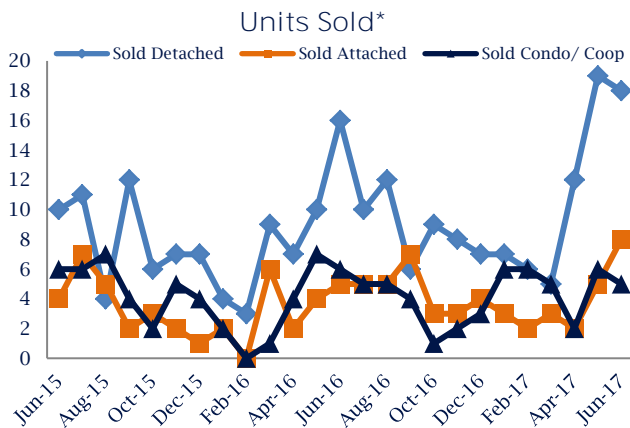
Focus On: Falls Church City Housing Market

June 2017

Units Sold 31	Active Inventory 53	Median Sale Price \$726,000	Days On Market 21
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Up 15% Vs. Year Ago	Up 10% Vs. Year Ago	Down -2% Vs. Year Ago	Up 40% Vs. Year Ago
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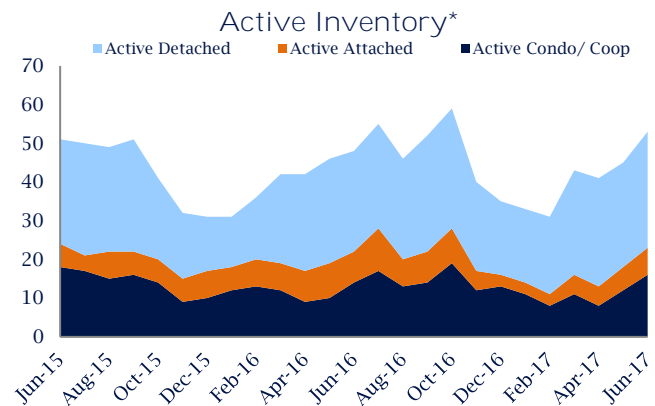


Units Sold

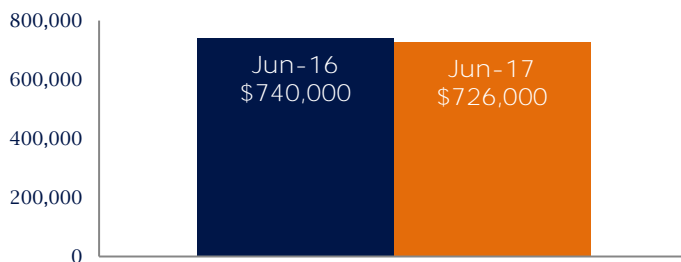
There was an increase in total units sold in June, with 31 sold this month in Falls Church City versus 30 last month, an increase of 3%. This month's total units sold was higher than at this time last year, an increase of 15% versus June 2016.

Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 10%. The total number of active inventory this June was 53 compared to 48 in June 2016. This month's total of 53 is higher than the previous month's total supply of available inventory of 45, an increase of 18%.



Median Sale Price



Median Sale Price

Last June, the median sale price for Falls Church City Homes was \$740,000. This June, the median sale price was \$726,000, a decrease of 2% or \$14,000 compared to last year. The current median sold price is 12% lower 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.

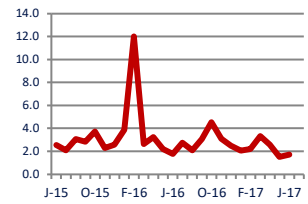
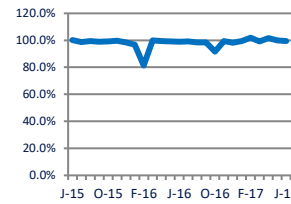
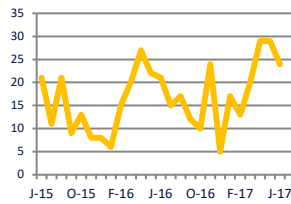
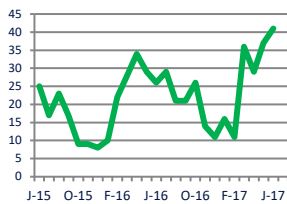




Focus On: Falls Church City Housing Market

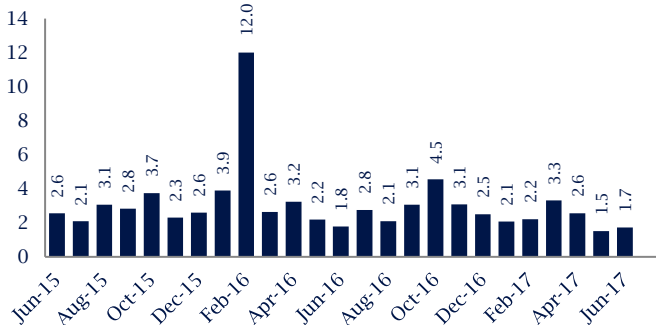
June 2017

New Listings 41	Current Contracts 24	Sold Vs. List Price 99.3%	Months of Supply 1.7
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Up 58% Vs. Year Ago	Up 14% Vs. Year Ago	No Change Vs. Year Ago	No Change Vs. Year Ago
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Months Of Supply



Months of Supply

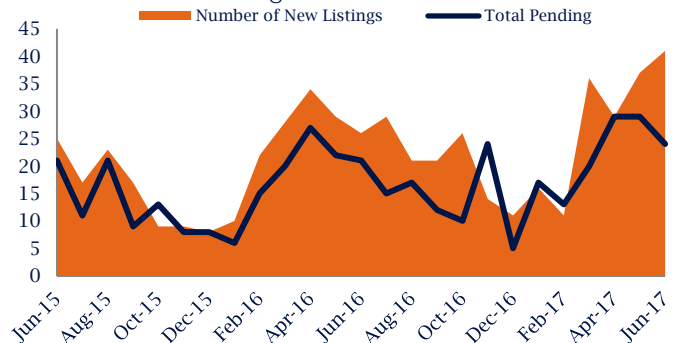
In June, there was 1.7 months of supply available in Falls Church City. The amount of supply is similar compared to a year ago.

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.

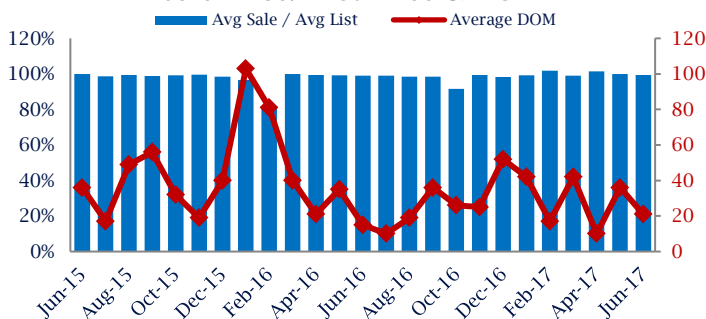
New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Falls Church City compared to 26 in June 2016, an increase of 58%. There were 24 current contracts pending sale this June compared to 21 a year ago. The number of current contracts is 14% higher 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 99.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 21, higher than the average last year, which was 15, an increase of 40%.

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