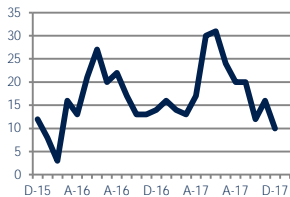




Units Sold

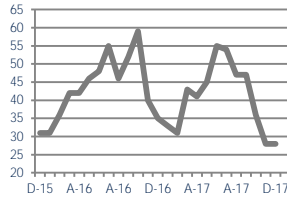
10



Down
Vs. Year Ago

Active Inventory

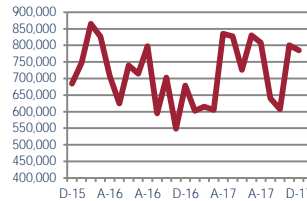
28



Down -20%
Vs. Year Ago

Median Sale Price

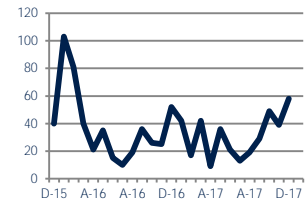
\$785,000



Up 16%
Vs. Year Ago

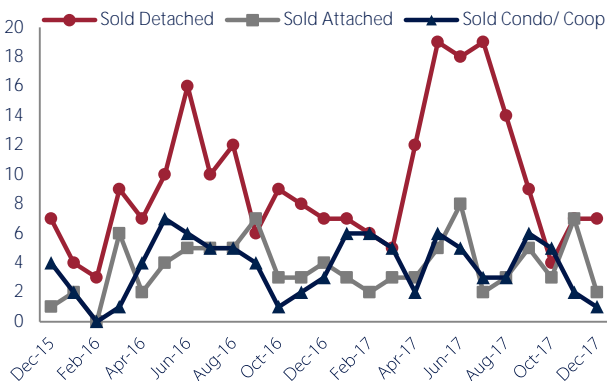
Days On Market

58



Up 12%
Vs. Year Ago

Units Sold*



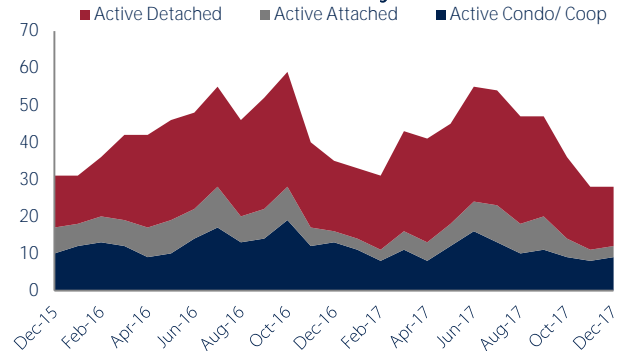
Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 10 sold this month in Falls Church City. This month's total units sold was lower than at this time last year, a decrease from December 2016.

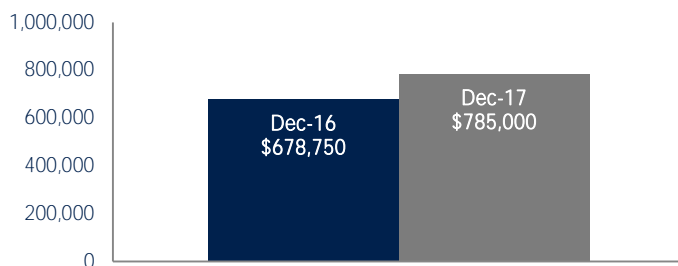
Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 20%. The total number of active inventory this December was 28 compared to 35 in December 2016. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Falls Church City Homes was \$678,750. This December, the median sale price was \$785,000, an increase of 16% or \$106,250 compared to last year. The current median sold price is 2% lower than in November.

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



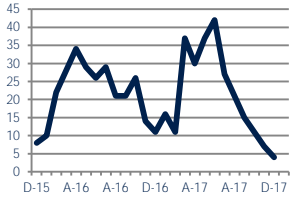
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

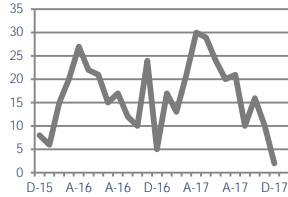
4



Down -64%
Vs. Year Ago

Current Contracts

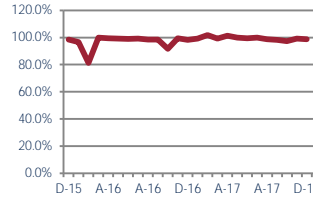
2



Down -60%
Vs. Year Ago

Sold Vs. List Price

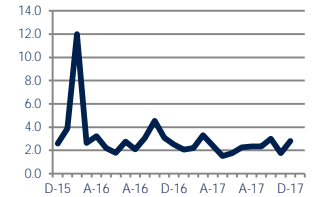
98.6%



No Change
Vs. Year Ago

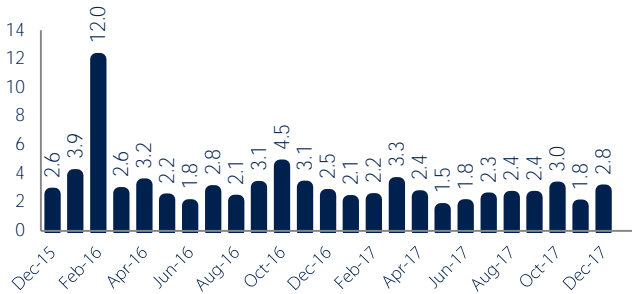
Months of Supply

2.8



Up 12%
Vs. Year Ago

Months Of Supply



Months of Supply

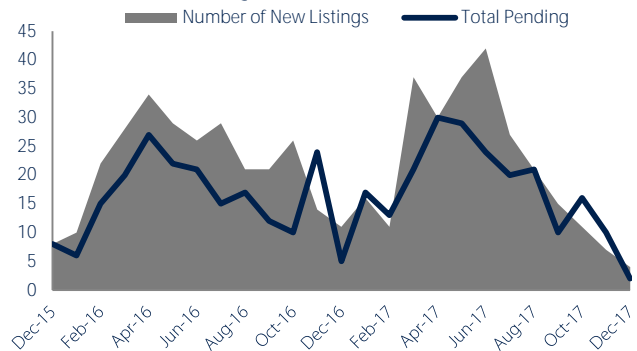
In December, there was 2.8 months of supply available in Falls Church City, compared to 2.5 in December 2016. That is an increase of 12% versus a year ago.

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.

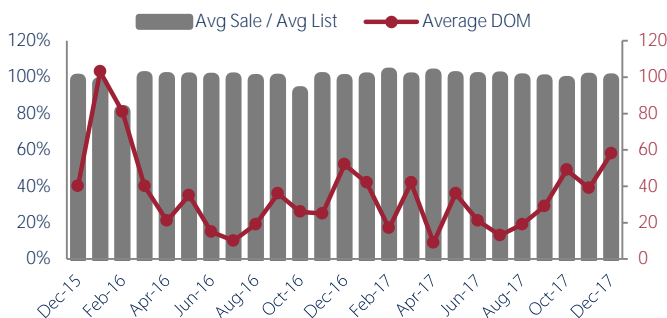
New Listings & Current Contracts

This month there were 4 homes newly listed for sale in Falls Church City compared to 11 in December 2016, a decrease of 64%. There were 2 current contracts pending sale this December compared to 5 a year ago. The number of current contracts is 60% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Falls Church City was 98.6% 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 58, higher than the average last year, which was 52, an increase of 12%.



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