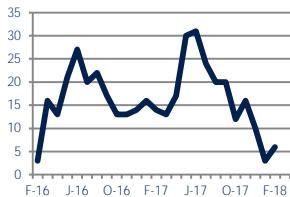




Units Sold

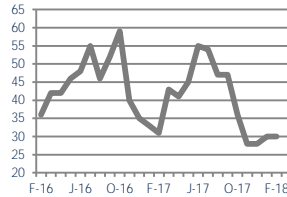
6



Down
Vs. Year Ago

Active Inventory

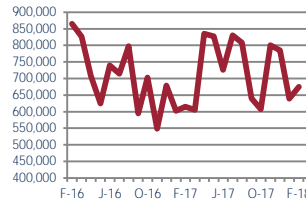
30



Down -3%
Vs. Year Ago

Median Sale Price

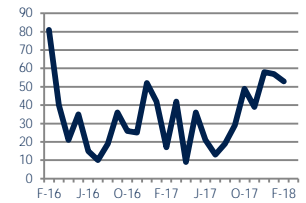
\$674,500



Up 10%
Vs. Year Ago

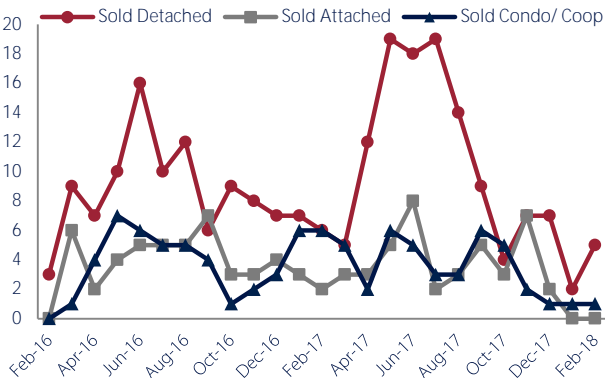
Days On Market

53



Up
Vs. Year Ago

Units Sold*



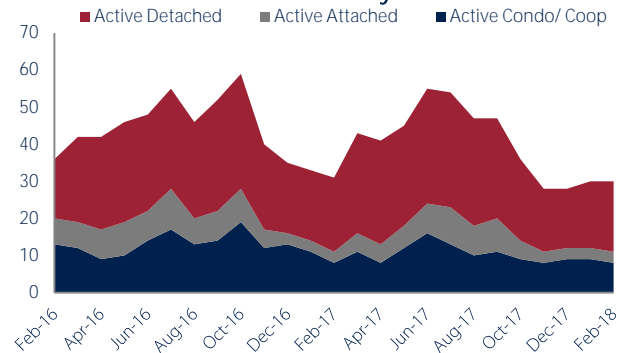
Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 6 sold this month in Falls Church City. This month's total units sold was lower than at this time last year, a decrease from February 2017.

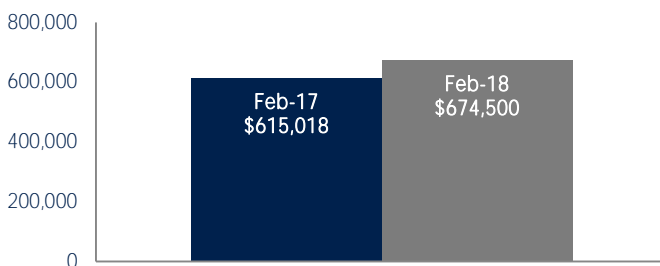
Active Inventory

Versus last year, the total number of homes available this month is lower by 1 units or 3%. The total number of active inventory this February was 30 compared to 31 in February 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Falls Church City Homes was \$615,018. This February, the median sale price was \$674,500, an increase of 10% or \$59,482 compared to last year. The current median sold price is 6% higher than in January.

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



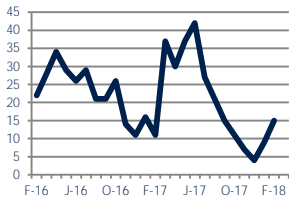
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

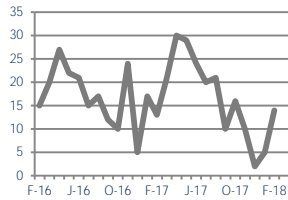
15



Up 36%
Vs. Year Ago

Current Contracts

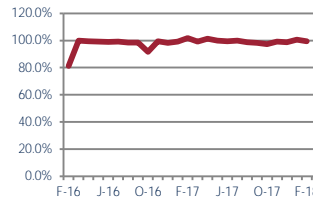
14



Up 8%
Vs. Year Ago

Sold Vs. List Price

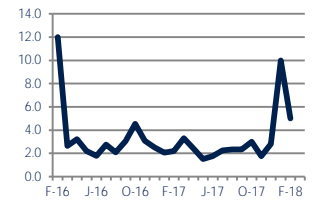
99.5%



Down -2.3%
Vs. Year Ago

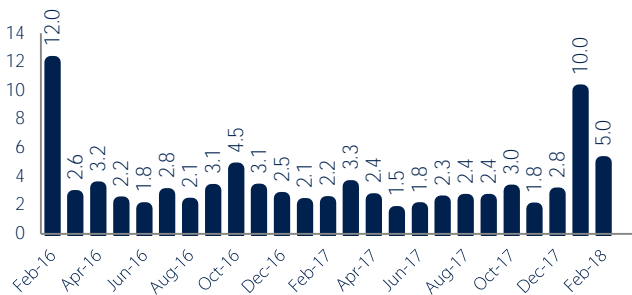
Months of Supply

5.0



Up 126%
Vs. Year Ago

Months Of Supply



Months of Supply

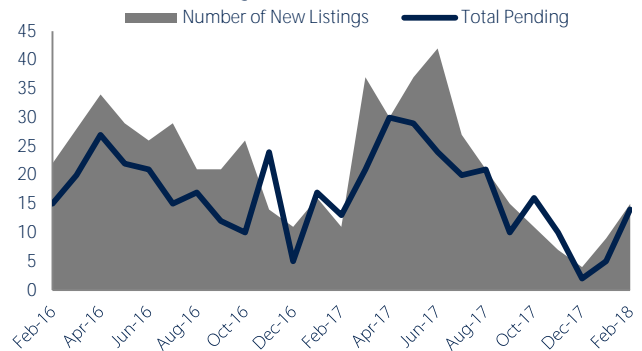
In February, there was 5.0 months of supply available in Falls Church City, compared to 2.2 in February 2017. That is an increase of 126% versus a year ago.

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.

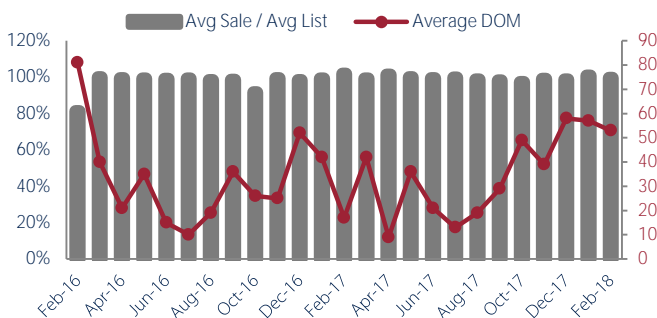
New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Falls Church City compared to 11 in February 2017, an increase of 36%. There were 14 current contracts pending sale this February compared to 13 a year ago. The number of current contracts is 8% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Falls Church City was 99.5% of the average list price, which is 2.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 53, higher than the average last year, which was 17. This increase was impacted by the limited number of sales.



*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.

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