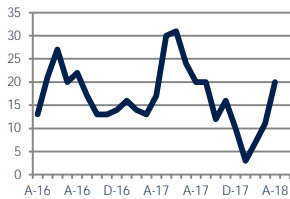


Units Sold

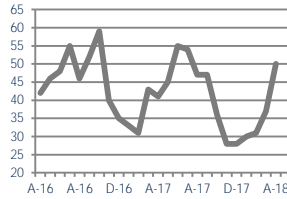
20



Up
Vs. Year Ago

Active Inventory

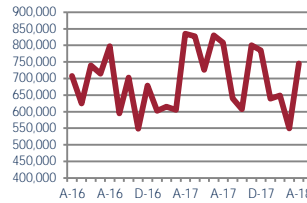
50



Up 22%
Vs. Year Ago

Median Sale Price

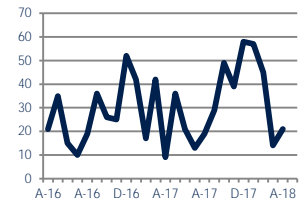
\$745,000



Down
Vs. Year Ago

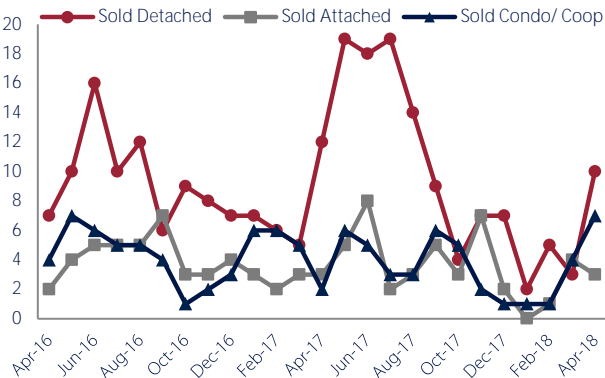
Days On Market

21



Up
Vs. Year Ago

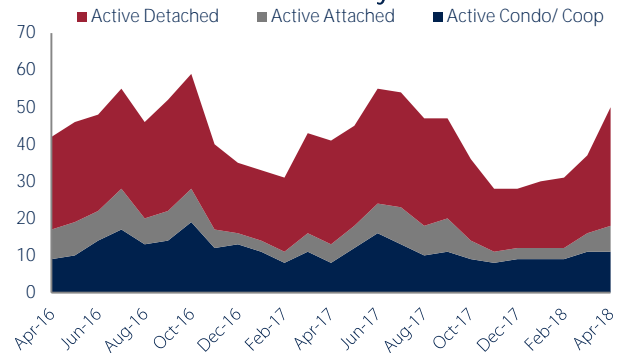
Units Sold*



Units Sold

With relatively few transactions, there was an increase in total units sold in April, with 20 sold this month in Falls Church City. This month's total units sold was higher than at this time last year, an increase from April 2017.

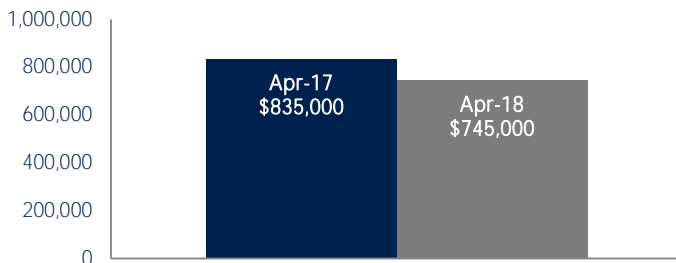
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is higher by 9 units or 22%. The total number of active inventory this April was 50 compared to 41 in April 2017. This month's total of 50 is higher than the previous month's total supply of available inventory of 37, an increase of 35%.

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 \$835,000. This April, the median sale price was \$745,000, a decrease of \$90,000 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.

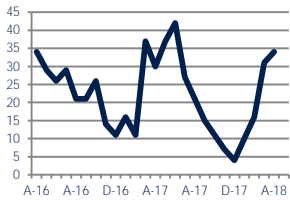


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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



New Listings

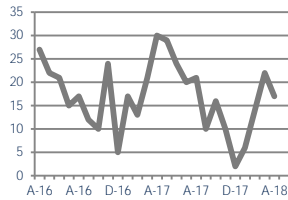
34



Up 13%
Vs. Year Ago

Current Contracts

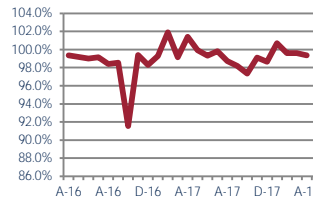
17



Down -43%
Vs. Year Ago

Sold Vs. List Price

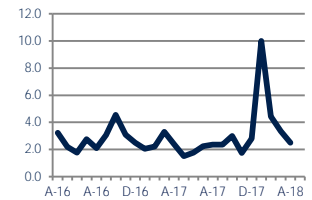
99.4%



Down -2%
Vs. Year Ago

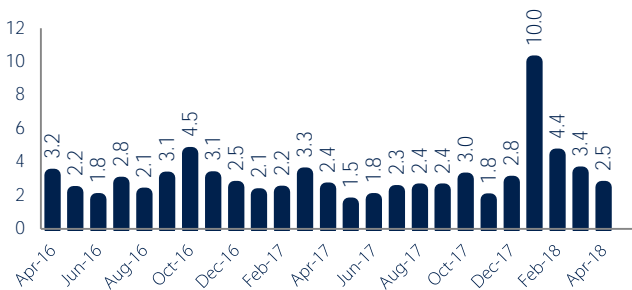
Months of Supply

2.5



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

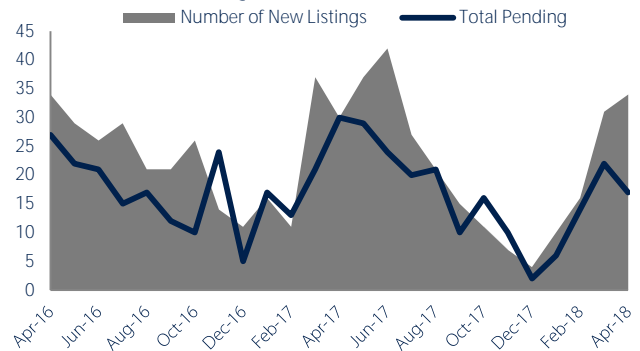
In April, there was 2.5 months of supply available in Falls Church City. The amount of supply is similar compared to a year ago.

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.

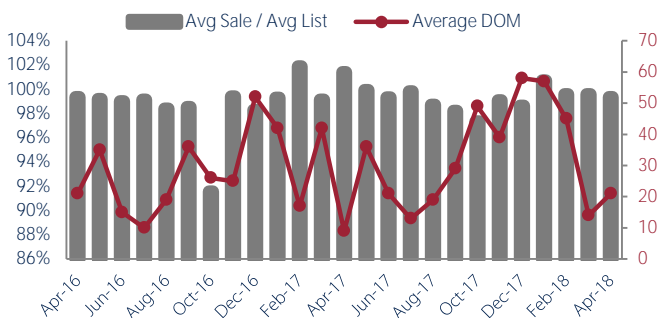
New Listings & Current Contracts

This month there were 34 homes newly listed for sale in Falls Church City compared to 30 in April 2017, an increase of 13%. There were 17 current contracts pending sale this April compared to 30 a year ago. The number of current contracts is 43% lower 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 99.4% of the average list price, which is 2.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 21, higher than the average last year, which was 9. This increase was impacted by the limited number of sales.



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