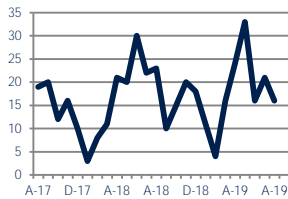


Units Sold

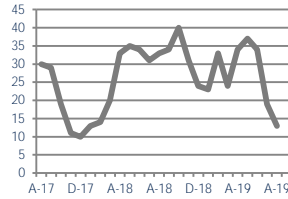
16



Down -30%
Vs. Year Ago

Active Inventory

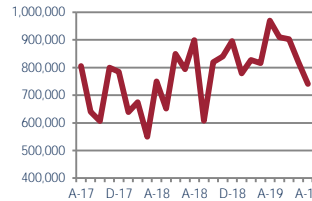
13



Down -61%
Vs. Year Ago

Median Sale Price

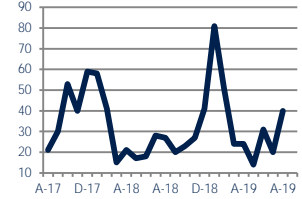
\$741,288



Down -18%
Vs. Year Ago

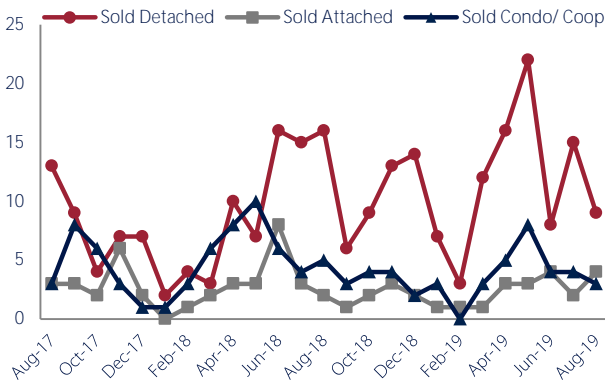
Days On Market

40



Up 48%
Vs. Year Ago

Units Sold*



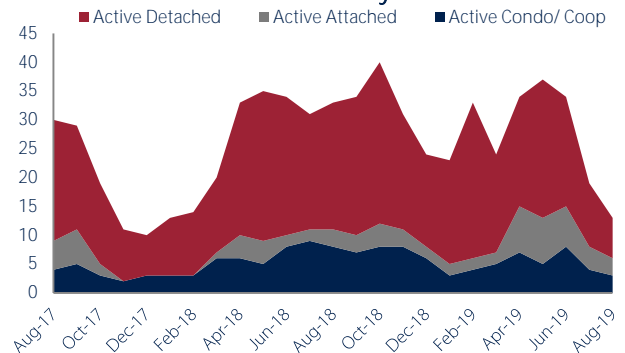
Units Sold

There was a decrease in total units sold in August, with 16 sold this month in Falls Church City versus 21 last month, a decrease of 24%. This month's total units sold was lower than at this time last year, a decrease of 30% versus August 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 20 units or 61%. The total number of active inventory this August was 13 compared to 33 in August 2018. This month's total of 13 is lower than the previous month's total supply of available inventory of 19, a decrease of 32%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Falls Church City Homes was \$899,000. This August, the median sale price was \$741,288, a decrease of 18% or \$157,712 compared to last year. The current median sold price is 10% lower than in July.

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



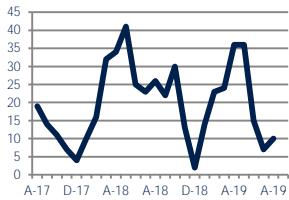
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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





New Listings

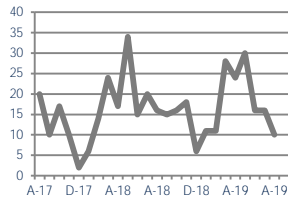
10



Down -62%
Vs. Year Ago

Current Contracts

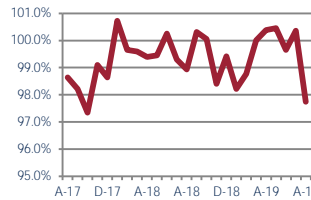
10



Down -38%
Vs. Year Ago

Sold Vs. List Price

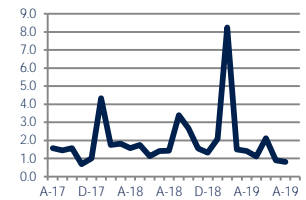
97.8%



Down -1.2%
Vs. Year Ago

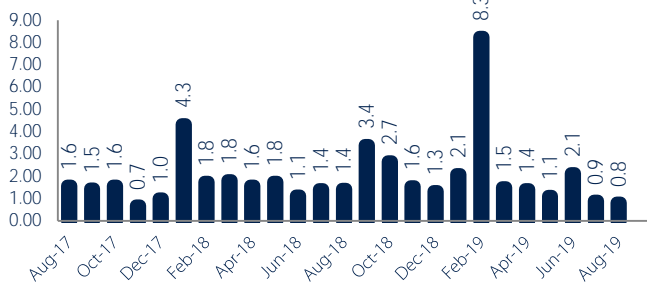
Months of Supply

0.8



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

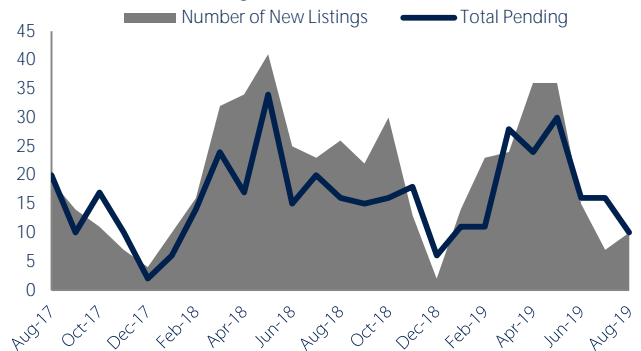
In August, there was 0.8 months of supply available in Falls Church City, compared to 1.4 in August 2018. That is a decrease of 43% versus a year ago.

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.

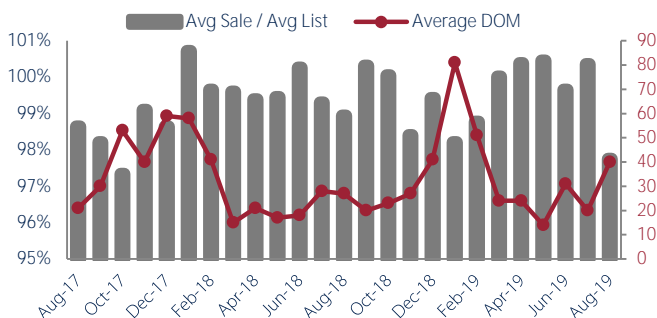
New Listings & Current Contracts

This month there were 10 homes newly listed for sale in Falls Church City compared to 26 in August 2018, a decrease of 62%. There were 10 current contracts pending sale this August compared to 16 a year ago. The number of current contracts is 38% lower than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Falls Church City was 97.8% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 40, higher than the average last year, which was 27, an increase of 48%.



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