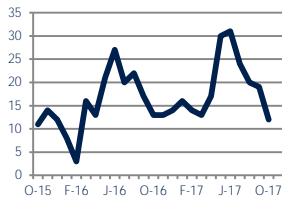


Units Sold

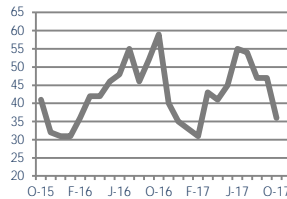
12



Down
Vs. Year Ago

Active Inventory

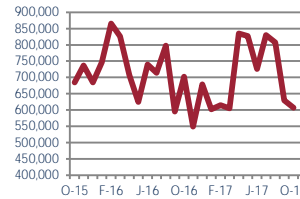
36



Down -39%
Vs. Year Ago

Median Sale Price

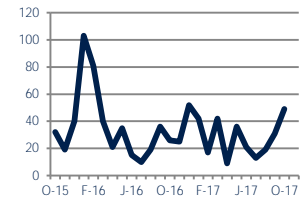
\$606,950



Down -14%
Vs. Year Ago

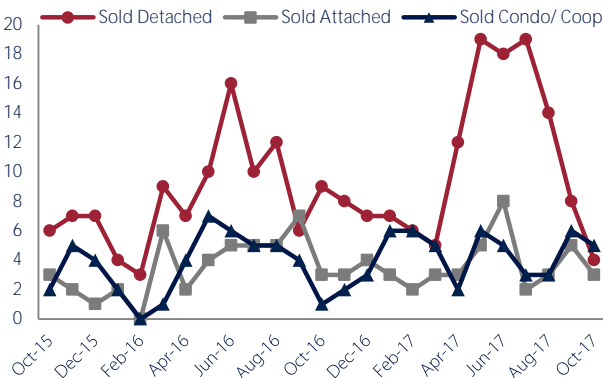
Days On Market

49



Up
Vs. Year Ago

Units Sold*



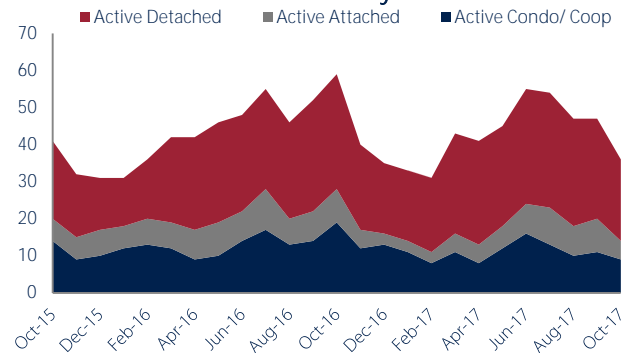
Units Sold

With relatively few transactions, there was a decrease in total units sold in October, with 12 sold this month in Falls Church City. This month's total units sold was lower than at this time last year, a decrease from October 2016.

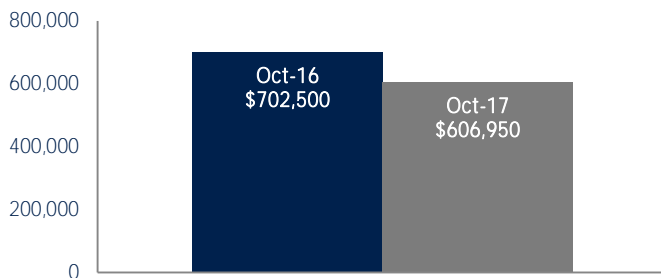
Active Inventory

Versus last year, the total number of homes available this month is lower by 23 units or 39%. The total number of active inventory this October was 36 compared to 59 in October 2016. This month's total of 36 is lower than the previous month's total supply of available inventory of 47, a decrease of 23%.

Active Inventory*



Median Sale Price



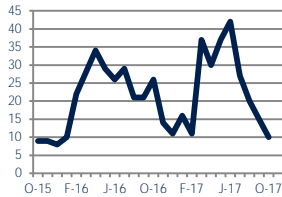
Median Sale Price

Last October, the median sale price for Falls Church City Homes was \$702,500. This October, the median sale price was \$606,950, a decrease of 14% or \$95,550 compared to last year. The current median sold price is 4% lower than in September.

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

New Listings

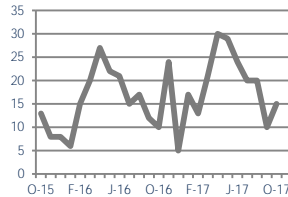
10



Down -62%
Vs. Year Ago

Current Contracts

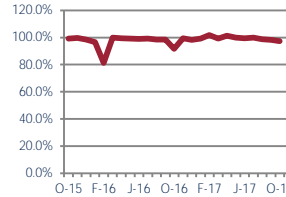
15



Up 50%
Vs. Year Ago

Sold Vs. List Price

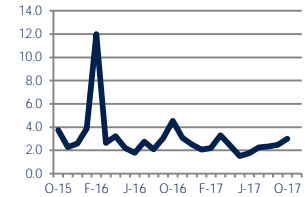
97.3%



Up
Vs. Year Ago

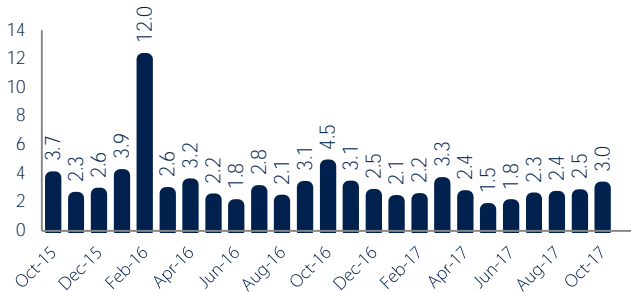
Months of Supply

3.0



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

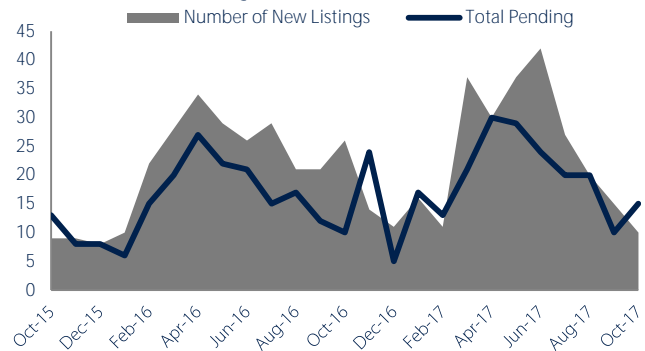
In October, there was 3.0 months of supply available in Falls Church City, compared to 4.5 in October 2016. That is a decrease of 34% versus a year ago.

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.

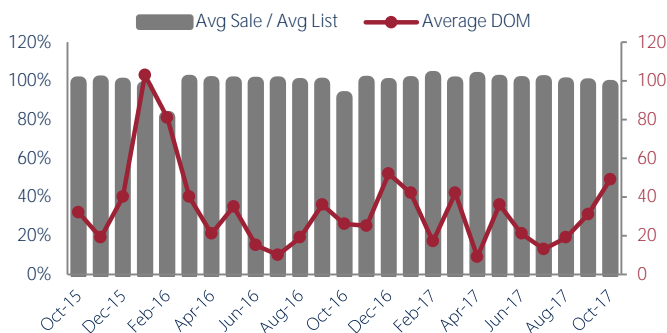
New Listings & Current Contracts

This month there were 10 homes newly listed for sale in Falls Church City compared to 26 in October 2016, a decrease of 62%. There were 15 current contracts pending sale this October compared to 10 a year ago. The number of current contracts is 50% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Falls Church City was 97.3% of the average list price, which is higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, higher than the average last year, which was 26. This increase was impacted by the limited number of sales.