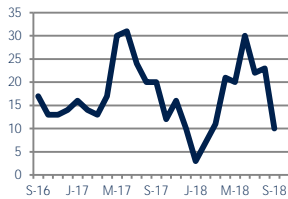


Units Sold

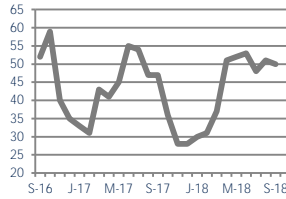
10



Down
Vs. Year Ago

Active Inventory

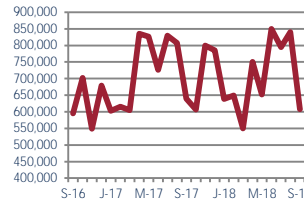
50



Up 6%
Vs. Year Ago

Median Sale Price

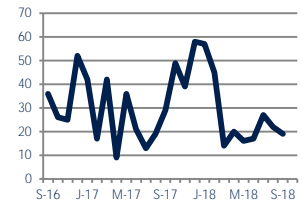
\$607,500



Down
Vs. Year Ago

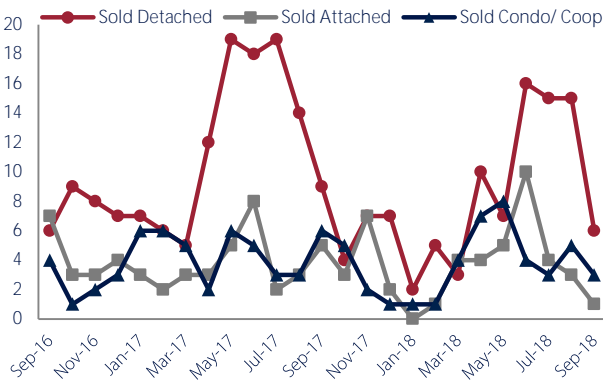
Days On Market

19



Down -34%
Vs. Year Ago

Units Sold*



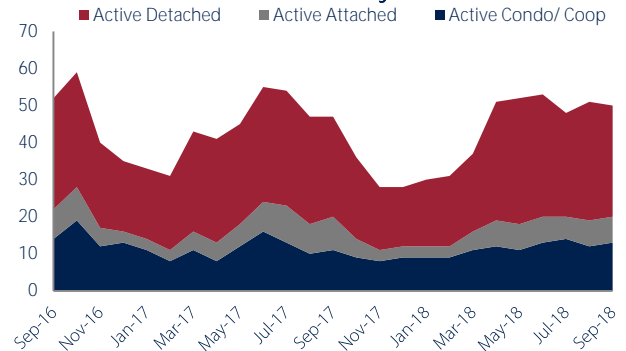
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, 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 September 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 6%. The total number of active inventory this September was 50 compared to 47 in September 2017. This month's total of 50 is lower than the previous month's total supply of available inventory of 51, a decrease of 2%.

Active Inventory*



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 September, the median sale price for Falls Church City Homes was \$640,000. This September, the median sale price was \$607,500, a decrease of \$32,500 compared to last year. The current median sold price is lower than in August.

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



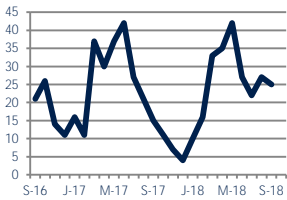
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

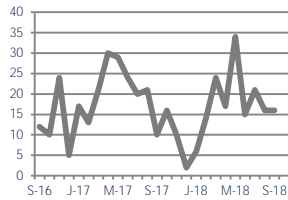
25



Up 67%
Vs. Year Ago

Current Contracts

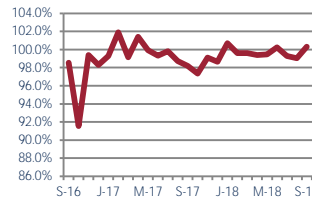
16



Up 60%
Vs. Year Ago

Sold Vs. List Price

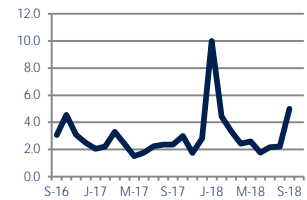
100.3%



Up 2.1%
Vs. Year Ago

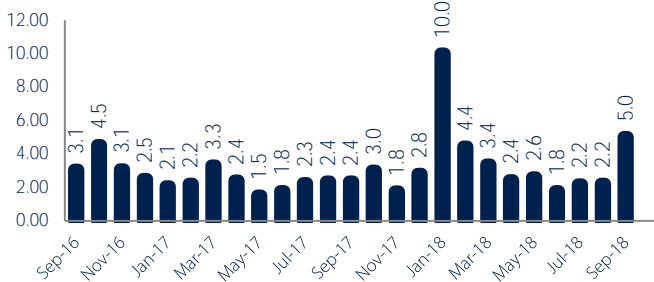
Months of Supply

5.0



Up 113%
Vs. Year Ago

Months Of Supply



Months of Supply

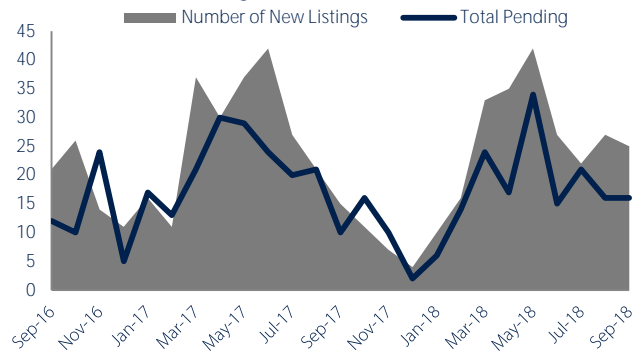
In September, there was 5.0 months of supply available in Falls Church City, compared to 2.4 in September 2017. That is an increase of 113% versus a year ago.

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.

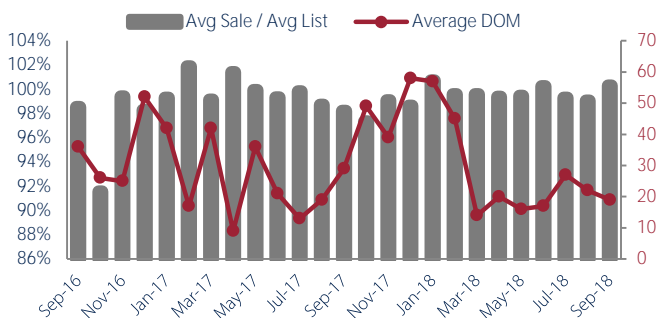
New Listings & Current Contracts

This month there were 25 homes newly listed for sale in Falls Church City compared to 15 in September 2017, an increase of 67%. There were 16 current contracts pending sale this September compared to 10 a year ago. The number of current contracts remained stable as compared to last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Falls Church City was 100.3% of the average list price, which is 2.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 19, lower than the average last year, which was 29, a decrease of 34%.



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