



# The Long & Foster Market Minute™

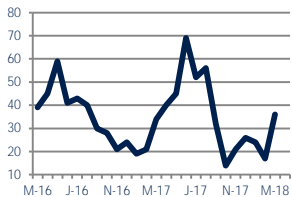
## Focus On: South Fairfax Housing Market

March 2018

Zip Code(s): 22032

### Units Sold

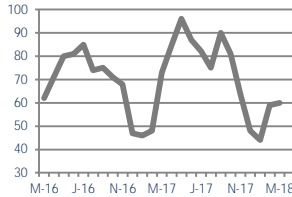
36



Up  
Vs. Year Ago

### Active Inventory

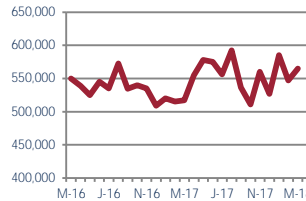
60



Down -18%  
Vs. Year Ago

### Median Sale Price

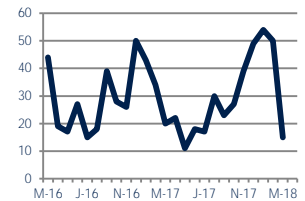
\$564,950



Up 9%  
Vs. Year Ago

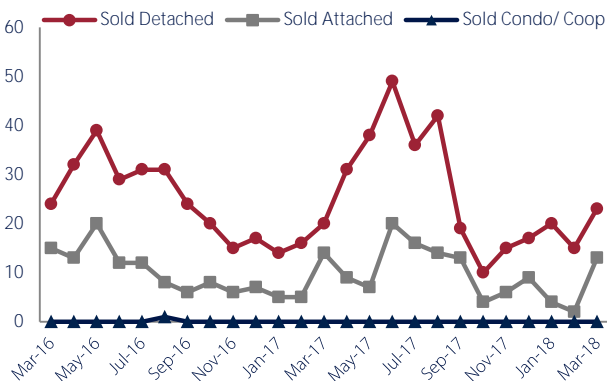
### Days On Market

15



Down -25%  
Vs. Year Ago

### Units Sold\*



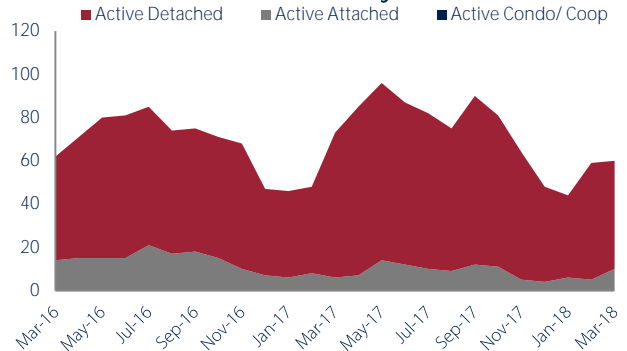
### Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 36 sold this month in South Fairfax. This month's total units sold was higher than at this time last year, an increase from March 2017.

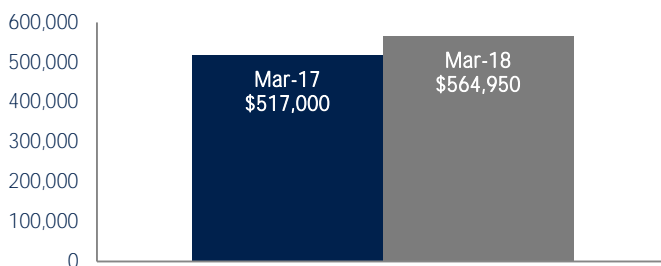
### Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 18%. The total number of active inventory this March was 60 compared to 73 in March 2017. This month's total of 60 is higher than the previous month's total supply of available inventory of 59, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for South Fairfax Homes was \$517,000. This March, the median sale price was \$564,950, an increase of 9% or \$47,950 compared to last year. The current median sold price is 3% higher than in February.

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

South Fairfax are defined as properties listed in zip code/s 22032.

\*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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



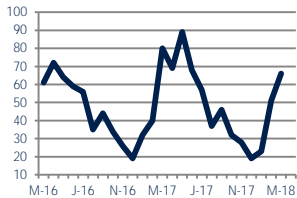
## Focus On: South Fairfax Housing Market

March 2018

Zip Code(s): 22032

### New Listings

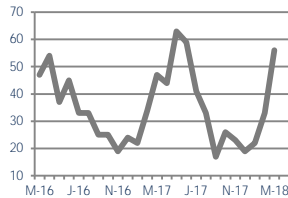
66



Down -18%  
Vs. Year Ago

### Current Contracts

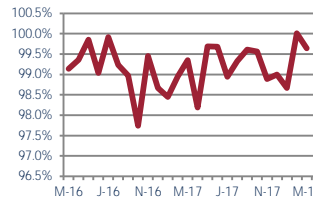
56



Up 19%  
Vs. Year Ago

### Sold Vs. List Price

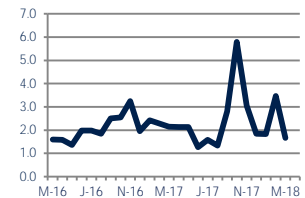
99.6%



No Change  
Vs. Year Ago

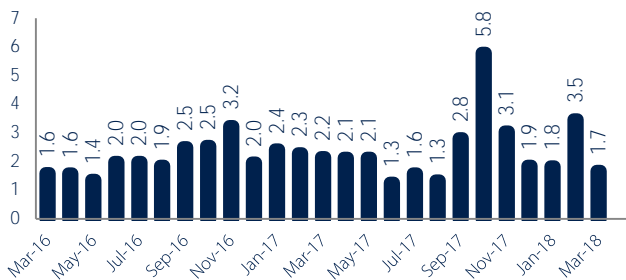
### Months of Supply

1.7



Down -22%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

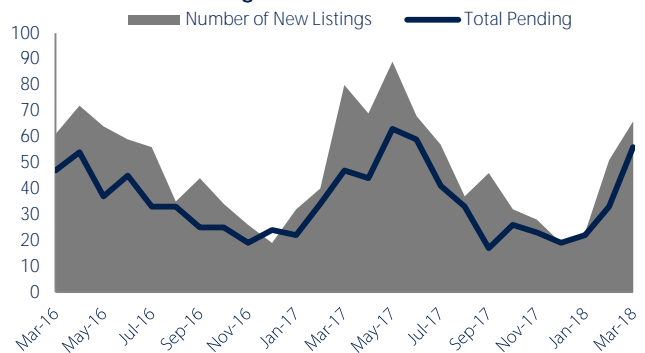
In March, there was 1.7 months of supply available in South Fairfax, compared to 2.1 in March 2017. That is a decrease of 22% versus a year ago.

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.

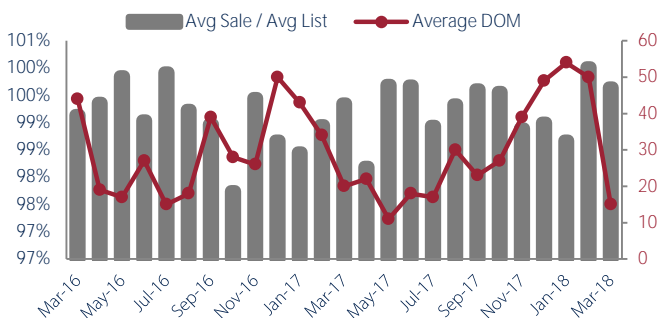
### New Listings & Current Contracts

This month there were 66 homes newly listed for sale in South Fairfax compared to 80 in March 2017, a decrease of 18%. There were 56 current contracts pending sale this March compared to 47 a year ago. The number of current contracts is 19% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in South Fairfax was 99.6% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 15, lower than the average last year, which was 20, a decrease of 25%.



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