

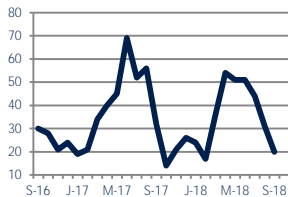
## Focus On: South Fairfax Housing Market

September 2018

Zip Code(s): 22032

### Units Sold

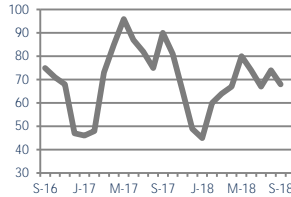
20



Down  
Vs. Year Ago

### Active Inventory

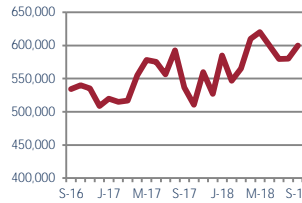
68



Down -24%  
Vs. Year Ago

### Median Sale Price

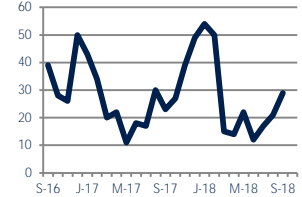
\$600,000



Up 12%  
Vs. Year Ago

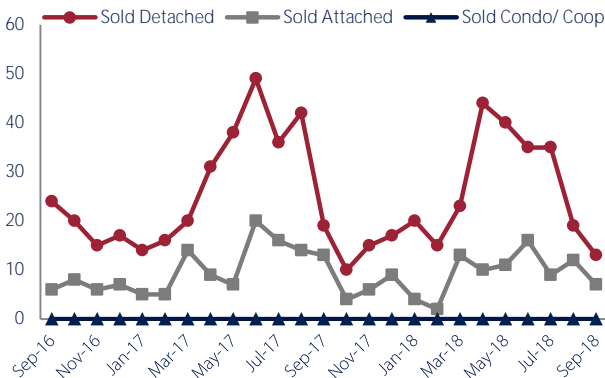
### Days On Market

29



Up 26%  
Vs. Year Ago

### Units Sold\*



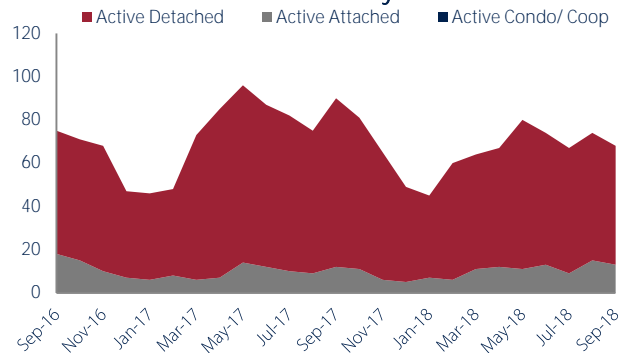
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 20 sold this month in South Fairfax. 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 lower by 22 units or 24%. The total number of active inventory this September was 68 compared to 90 in September 2017. This month's total of 68 is lower than the previous month's total supply of available inventory of 74, a decrease of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for South Fairfax Homes was \$536,500. This September, the median sale price was \$600,000, an increase of 12% or \$63,500 compared to last year. The current median sold price is 3% higher 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.

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





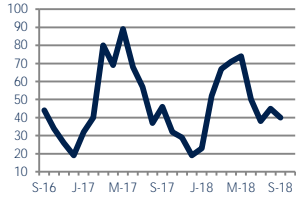
## Focus On: South Fairfax Housing Market

September 2018

Zip Code(s): 22032

### New Listings

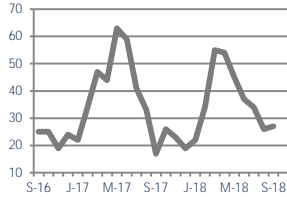
40



Down -13%  
Vs. Year Ago

### Current Contracts

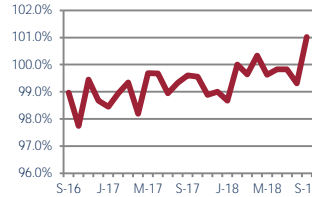
27



Up 59%  
Vs. Year Ago

### Sold Vs. List Price

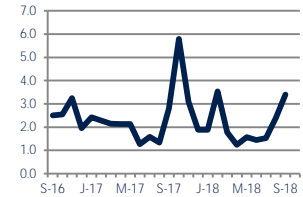
101.0%



Up 1.4%  
Vs. Year Ago

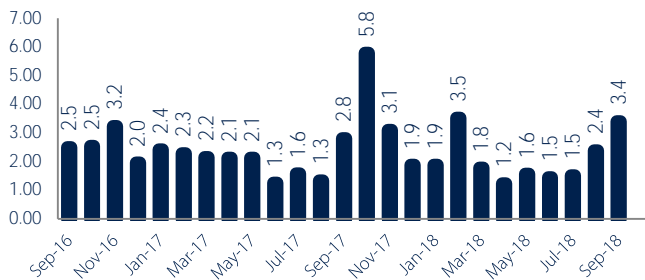
### Months of Supply

3.4



Up 21%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

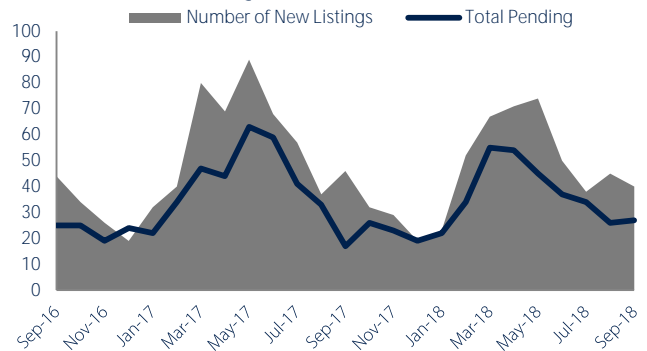
In September, there was 3.4 months of supply available in South Fairfax, compared to 2.8 in September 2017. That is an increase of 21% versus a year ago.

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.

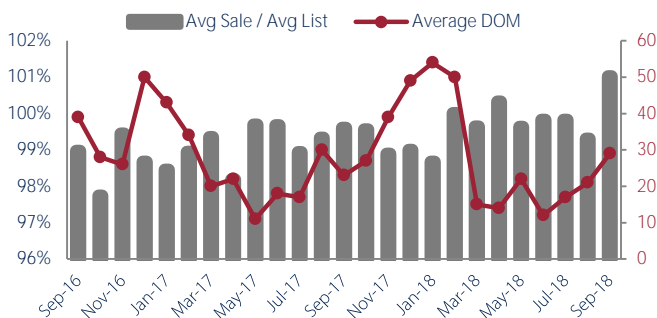
### New Listings & Current Contracts

This month there were 40 homes newly listed for sale in South Fairfax compared to 46 in September 2017, a decrease of 13%. There were 27 current contracts pending sale this September compared to 17 a year ago. The number of current contracts is 59% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in South Fairfax was 101.0% of the average list price, which is 1.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 29, higher than the average last year, which was 23, an increase of 26%.



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