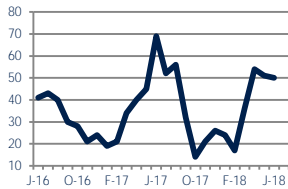


## Focus On: South Fairfax Housing Market

June 2018

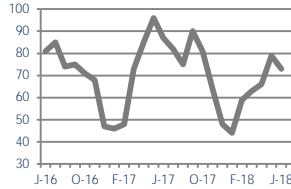
Zip Code(s): 22032

**Units Sold**  
50



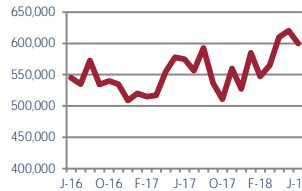
**Down -28%**  
Vs. Year Ago

**Active Inventory**  
73



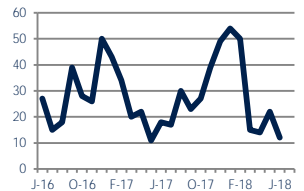
**Down -16%**  
Vs. Year Ago

**Median Sale Price**  
\$600,000



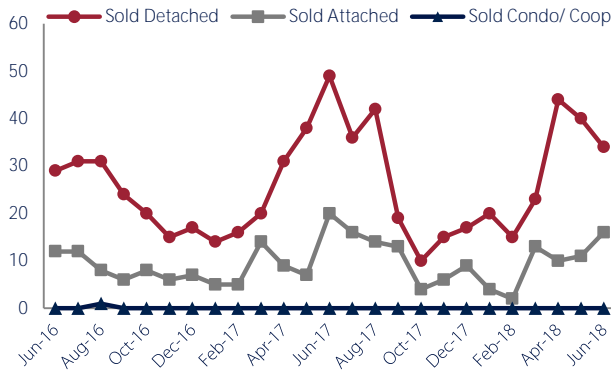
**Up 4%**  
Vs. Year Ago

**Days On Market**  
12



**Down -33%**  
Vs. Year Ago

### Units Sold\*



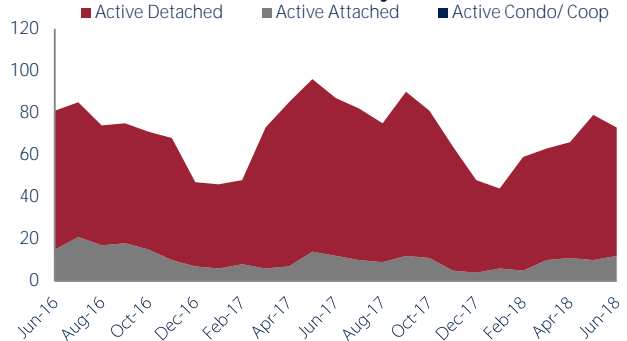
### Units Sold

There was a decrease in total units sold in June, with 50 sold this month in South Fairfax versus 51 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 28% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 16%. The total number of active inventory this June was 73 compared to 87 in June 2017. This month's total of 73 is lower than the previous month's total supply of available inventory of 79, a decrease of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for South Fairfax Homes was \$575,000. This June, the median sale price was \$600,000, an increase of 4% or \$25,000 compared to last year. The current median sold price is 3% lower than in May.

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.

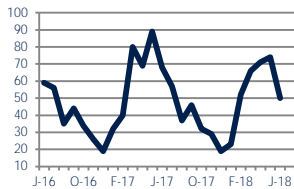




Zip Code(s): 22032

### New Listings

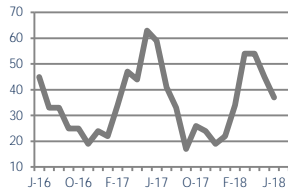
50



Down -26%  
Vs. Year Ago

### Current Contracts

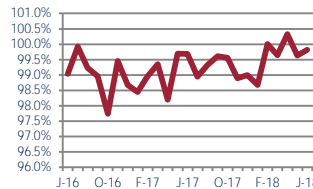
37



Down -37%  
Vs. Year Ago

### Sold Vs. List Price

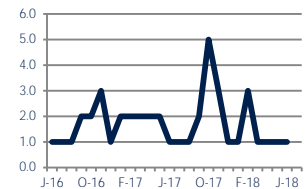
99.8%



No Change  
Vs. Year Ago

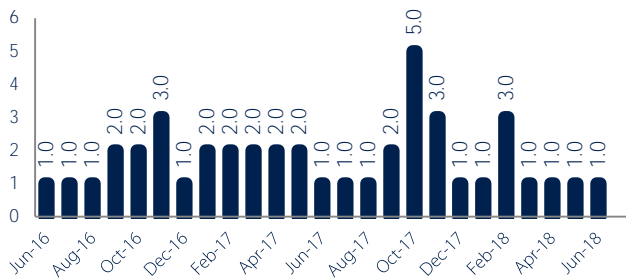
### Months of Supply

1.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

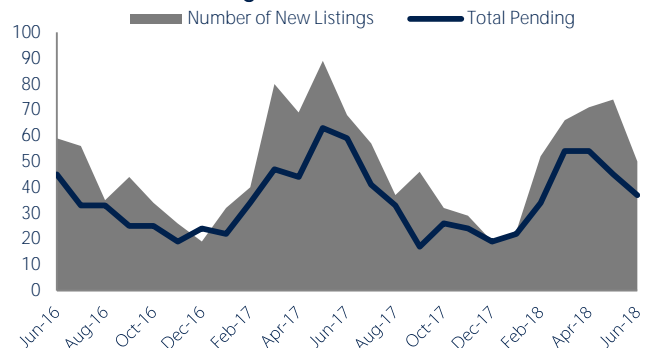
In June, there was 1.5 months of supply available in South Fairfax, compared to 1.3 in June 2017. That is an increase of 16% versus a year ago.

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.

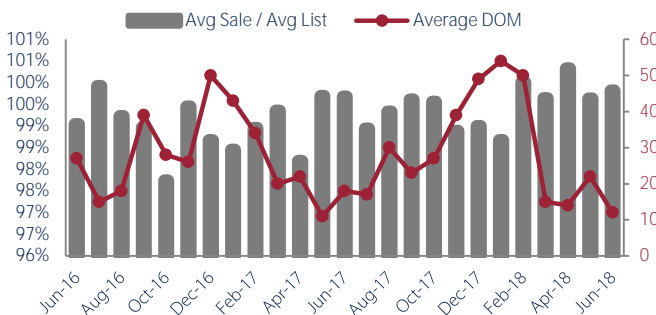
### New Listings & Current Contracts

This month there were 50 homes newly listed for sale in South Fairfax compared to 68 in June 2017, a decrease of 26%. There were 37 current contracts pending sale this June compared to 59 a year ago. The number of current contracts is 37% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in South Fairfax was 99.8% 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 12, lower than the average last year, which was 18, a decrease of 33%.



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