

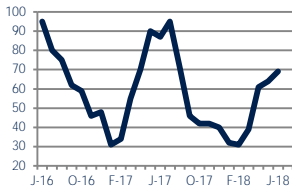


Focus On: West Fairfax Housing Market

June 2018

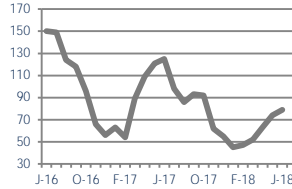
Zip Code(s): 22033

Units Sold
69



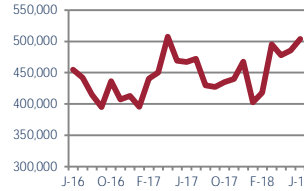
Down -21%
Vs. Year Ago

Active Inventory
79



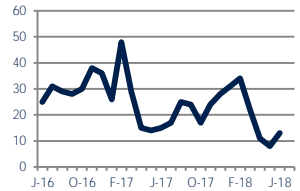
Down -37%
Vs. Year Ago

Median Sale Price
\$503,830



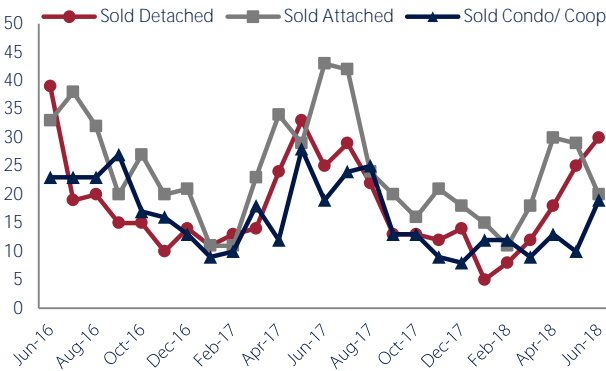
Up 8%
Vs. Year Ago

Days On Market
13



Down -13%
Vs. Year Ago

Units Sold*



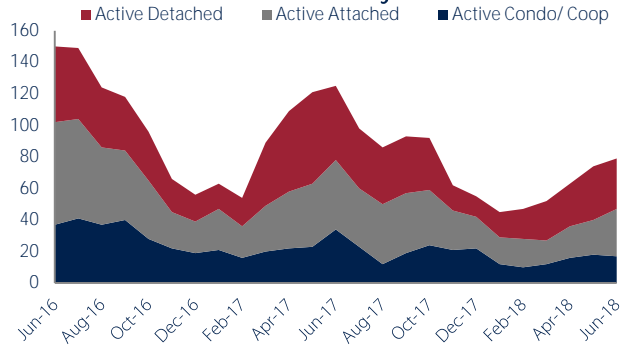
Units Sold

There was an increase in total units sold in June, with 69 sold this month in West Fairfax versus 64 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 21% versus June 2017.

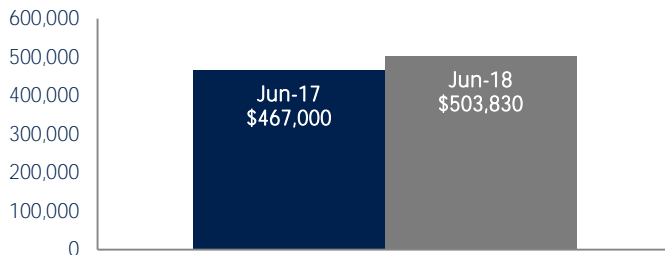
Active Inventory

Versus last year, the total number of homes available this month is lower by 46 units or 37%. The total number of active inventory this June was 79 compared to 125 in June 2017. This month's total of 79 is higher than the previous month's total supply of available inventory of 74, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for West Fairfax Homes was \$467,000. This June, the median sale price was \$503,830, an increase of 8% or \$36,830 compared to last year. The current median sold price is 4% higher 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.

West Fairfax are defined as properties listed in zip code/s 22033.

*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.



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INTERNATIONAL REAL ESTATE





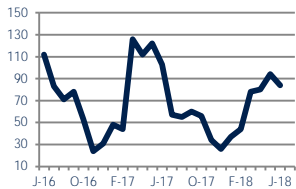
Focus On: West Fairfax Housing Market

June 2018

Zip Code(s): 22033

New Listings

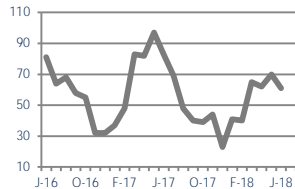
84



Down -18%
Vs. Year Ago

Current Contracts

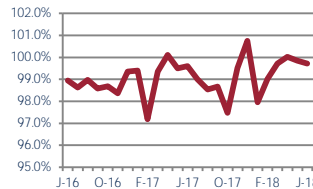
61



Down -27%
Vs. Year Ago

Sold Vs. List Price

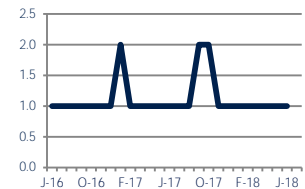
99.7%



No Change
Vs. Year Ago

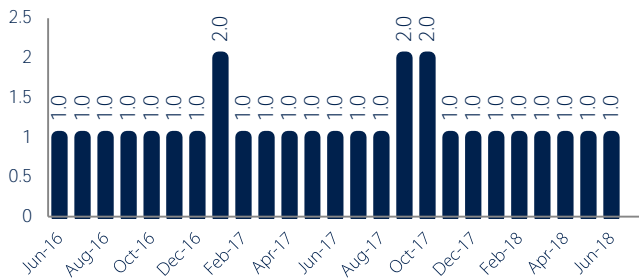
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

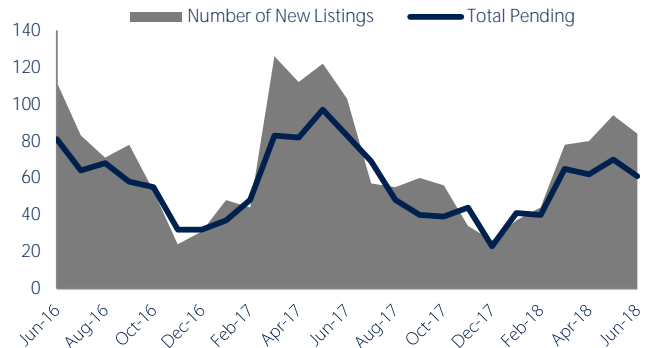
In June, there was 1.1 months of supply available in West Fairfax, compared to 1.4 in June 2017. That is a decrease of 20% versus a year ago.

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.

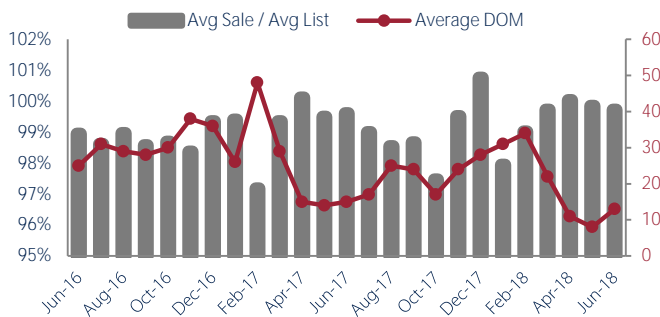
New Listings & Current Contracts

This month there were 84 homes newly listed for sale in West Fairfax compared to 103 in June 2017, a decrease of 18%. There were 61 current contracts pending sale this June compared to 83 a year ago. The number of current contracts is 27% 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 West Fairfax was 99.7% 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 13, lower than the average last year, which was 15, a decrease of 13%.



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