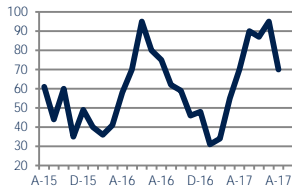


Focus On: West Fairfax Housing Market

August 2017

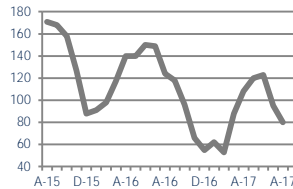
Zip Code(s): 22033

Units Sold
70



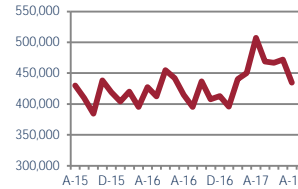
Down -7%
Vs. Year Ago

Active Inventory
80



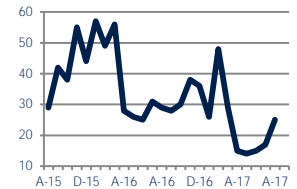
Down -35%
Vs. Year Ago

Median Sale Price
\$434,900



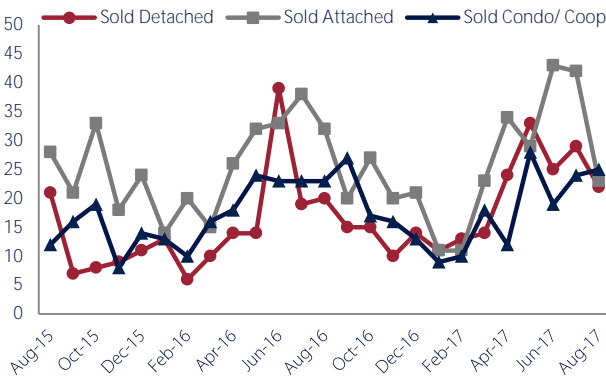
Up 5%
Vs. Year Ago

Days On Market
25



Down -14%
Vs. Year Ago

Units Sold*



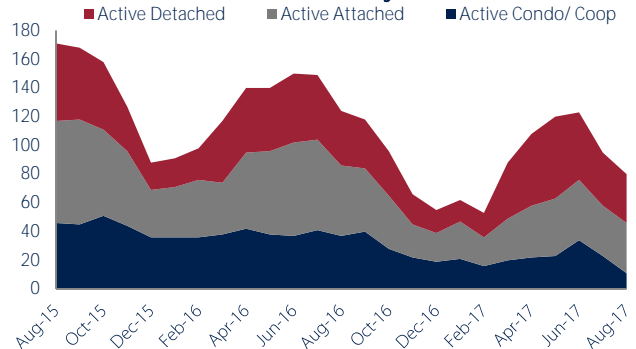
Units Sold

There was a decrease in total units sold in August, with 70 sold this month in West Fairfax versus 95 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 7% versus August 2016.

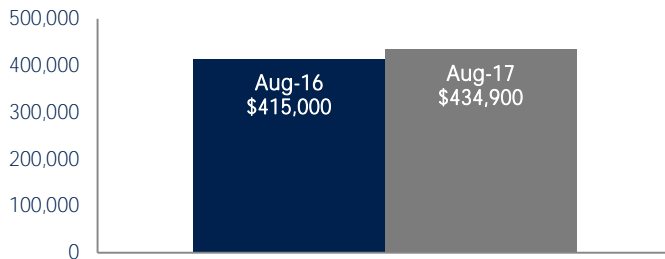
Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 35%. The total number of active inventory this August was 80 compared to 124 in August 2016. This month's total of 80 is lower than the previous month's total supply of available inventory of 95, a decrease of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for West Fairfax Homes was \$415,000. This August, the median sale price was \$434,900, an increase of 5% or \$19,900 compared to last year. The current median sold price is 8% lower than in July.

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

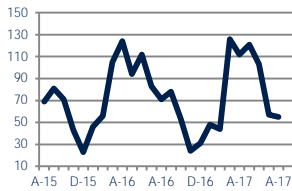
Focus On: West Fairfax Housing Market

August 2017

Zip Code(s): 22033

New Listings

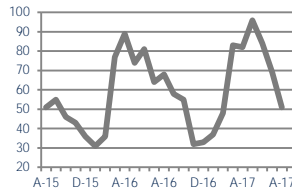
55



Down -23%
Vs. Year Ago

Current Contracts

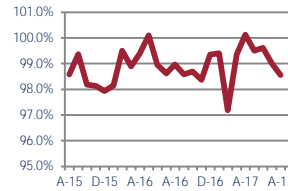
51



Down -25%
Vs. Year Ago

Sold Vs. List Price

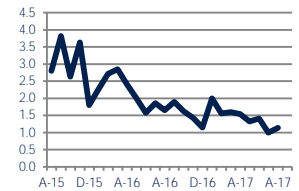
98.6%



No Change
Vs. Year Ago

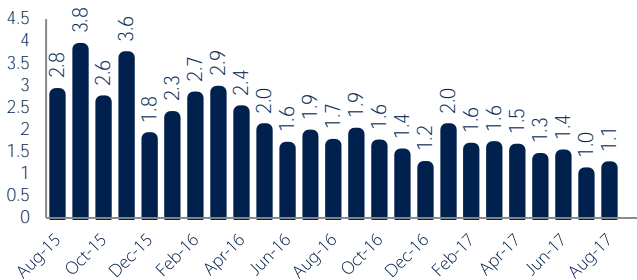
Months of Supply

1.1



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

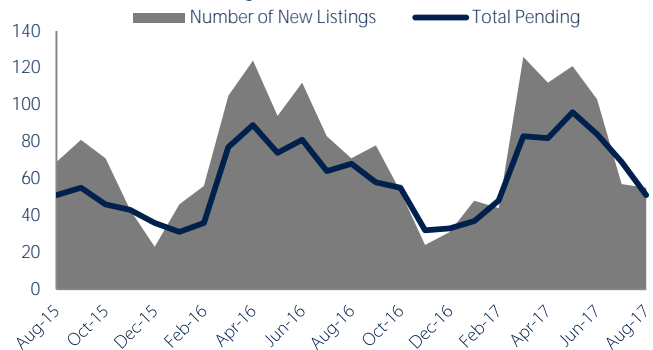
In August, there was 1.1 months of supply available in West Fairfax, compared to 1.7 in August 2016. That is a decrease of 31% versus a year ago.

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.

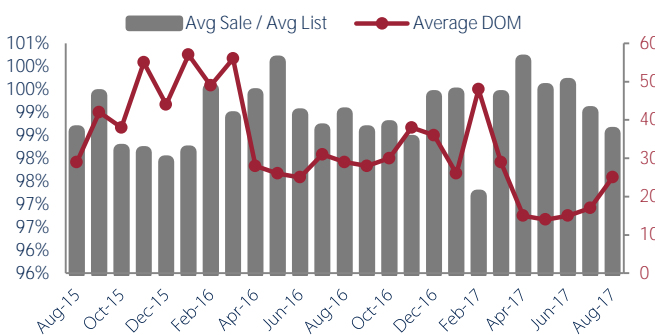
New Listings & Current Contracts

This month there were 55 homes newly listed for sale in West Fairfax compared to 71 in August 2016, a decrease of 23%. There were 51 current contracts pending sale this August compared to 68 a year ago. The number of current contracts is 25% lower than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in West Fairfax was 98.6% 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 25, lower than the average last year, which was 29, a decrease of 14%.