

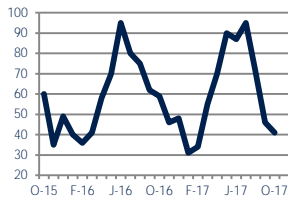
Focus On: West Fairfax Housing Market

October 2017

Zip Code(s): 22033

Units Sold

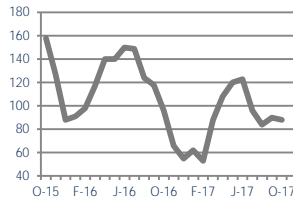
41



Down -31%
Vs. Year Ago

Active Inventory

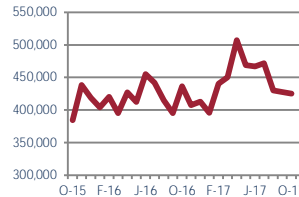
88



Down -8%
Vs. Year Ago

Median Sale Price

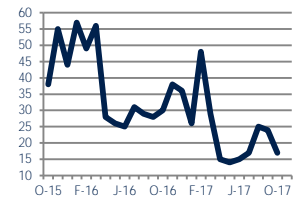
\$425,000



Down -3%
Vs. Year Ago

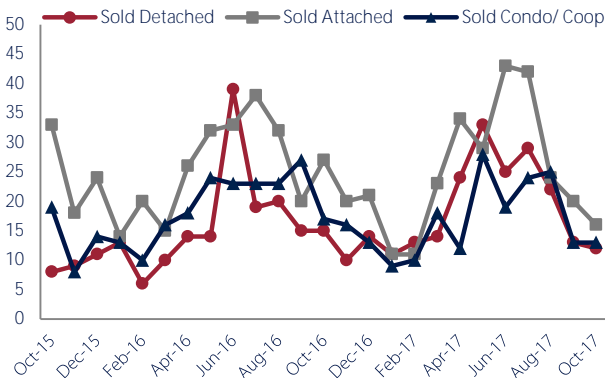
Days On Market

17



Down -43%
Vs. Year Ago

Units Sold*



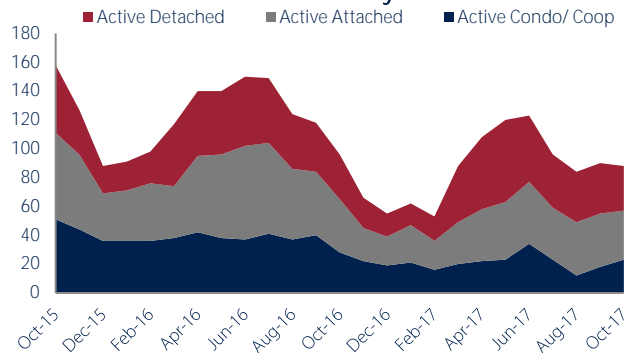
Units Sold

There was a decrease in total units sold in October, with 41 sold this month in West Fairfax versus 46 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 31% versus October 2016.

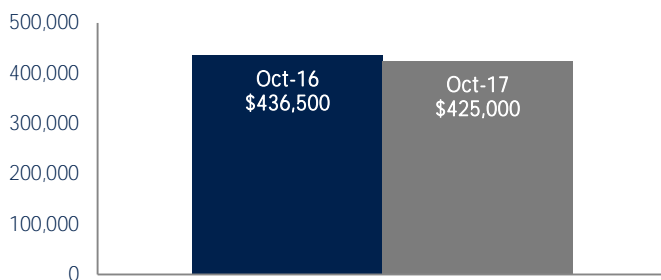
Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 8%. The total number of active inventory this October was 88 compared to 96 in October 2016. This month's total of 88 is lower than the previous month's total supply of available inventory of 90, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for West Fairfax Homes was \$436,500. This October, the median sale price was \$425,000, a decrease of 3% or \$11,500 compared to last year. The current median sold price is 1% lower than in September.

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

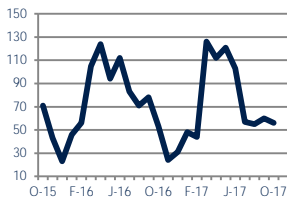
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October 2017

Zip Code(s): 22033

New Listings

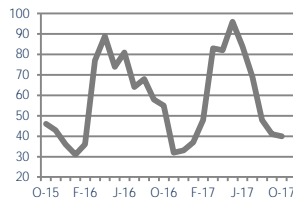
56



Up 6%
Vs. Year Ago

Current Contracts

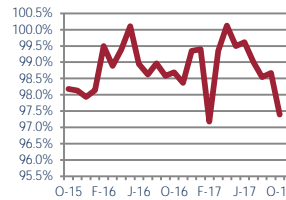
40



Down -27%
Vs. Year Ago

Sold Vs. List Price

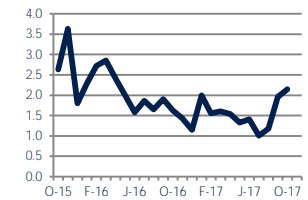
97.4%



Down -1.3%
Vs. Year Ago

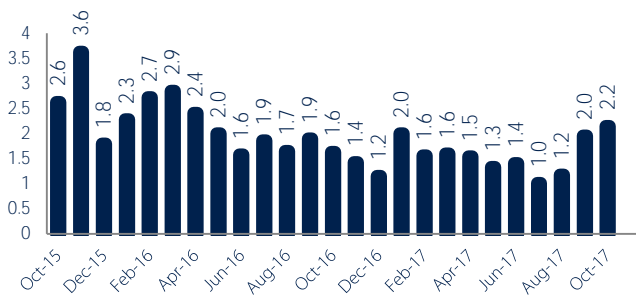
Months of Supply

2.2



Up 32%
Vs. Year Ago

Months Of Supply



Months of Supply

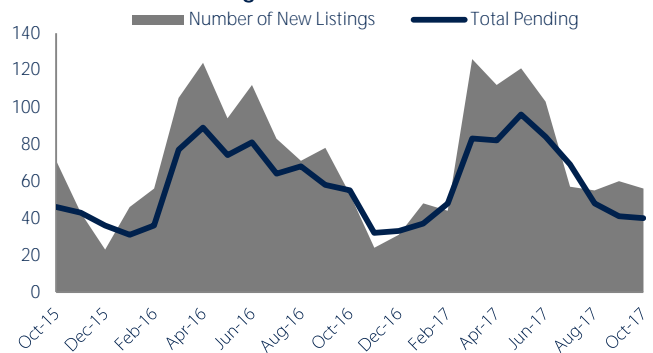
In October, there was 2.1 months of supply available in West Fairfax, compared to 1.6 in October 2016. That is an increase of 32% versus a year ago.

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.

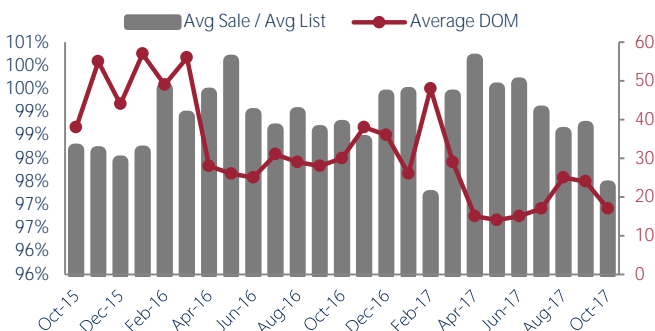
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in West Fairfax compared to 53 in October 2016, an increase of 6%. There were 40 current contracts pending sale this October compared to 55 a year ago. The number of current contracts is 27% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in West Fairfax was 97.4% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 17, lower than the average last year, which was 30, a decrease of 43%.