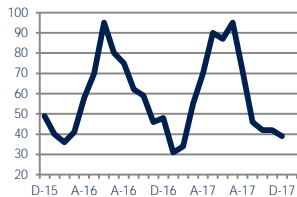




Zip Code(s): 22033

Units Sold

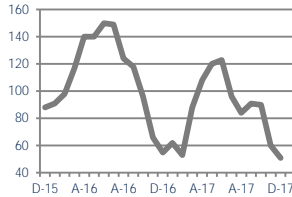
39



Down -19%
Vs. Year Ago

Active Inventory

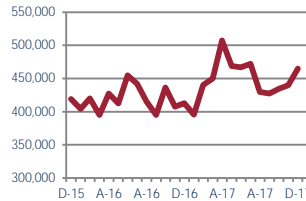
51



Down -7%
Vs. Year Ago

Median Sale Price

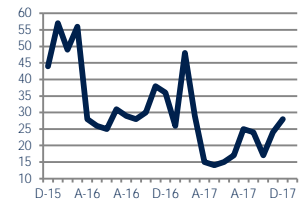
\$465,000



Up 13%
Vs. Year Ago

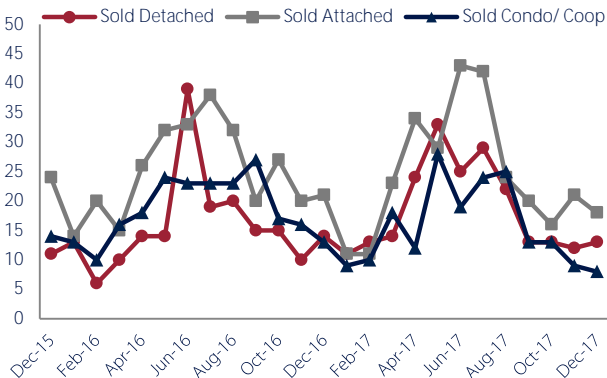
Days On Market

28



Down -22%
Vs. Year Ago

Units Sold*



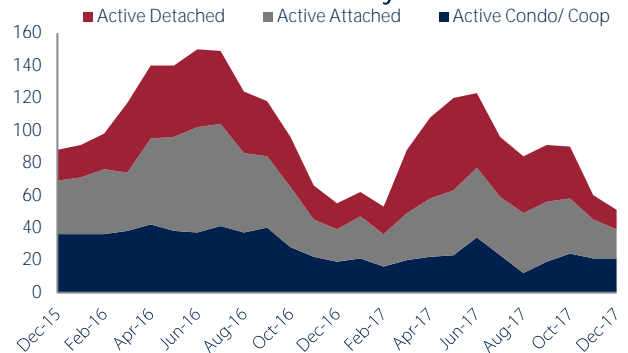
Units Sold

There was a decrease in total units sold in December, with 39 sold this month in West Fairfax versus 42 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 19% versus December 2016.

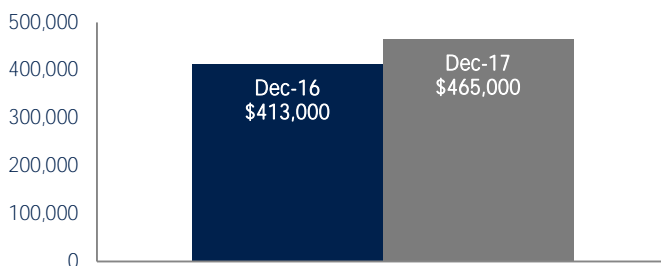
Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 7%. The total number of active inventory this December was 51 compared to 55 in December 2016. This month's total of 51 is lower than the previous month's total supply of available inventory of 60, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for West Fairfax Homes was \$413,000. This December, the median sale price was \$465,000, an increase of 13% or \$52,000 compared to last year. The current median sold price is 6% higher than in November.

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.

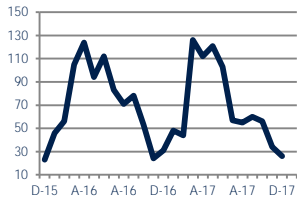
Focus On: West Fairfax Housing Market

December 2017

Zip Code(s): 22033

New Listings

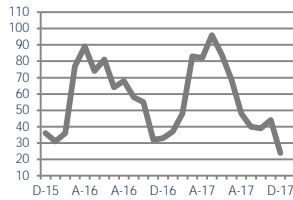
26



Down -16%
Vs. Year Ago

Current Contracts

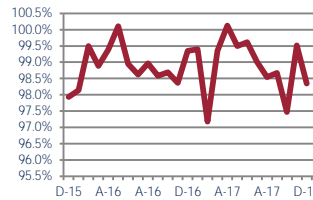
24



Down -27%
Vs. Year Ago

Sold Vs. List Price

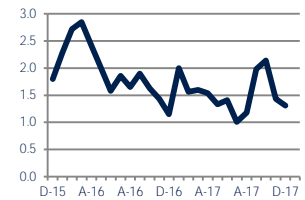
98.4%



Down -1%
Vs. Year Ago

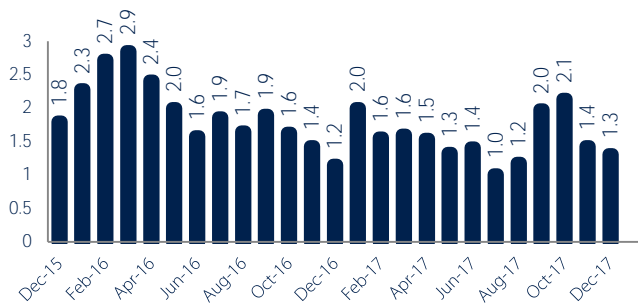
Months of Supply

1.3



Up 14%
Vs. Year Ago

Months Of Supply



Months of Supply

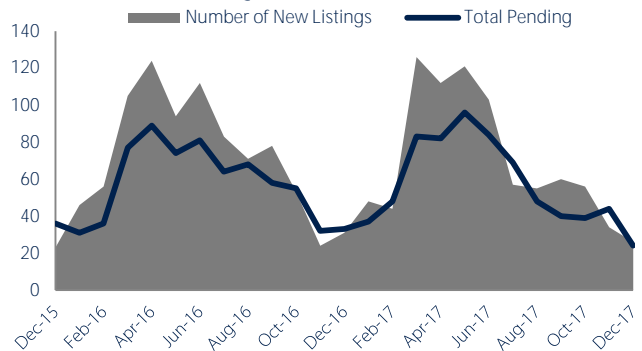
In December, there was 1.3 months of supply available in West Fairfax, compared to 1.1 in December 2016. That is an increase of 14% versus a year ago.

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.

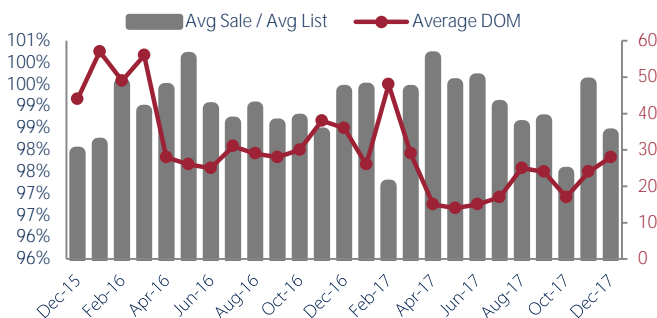
New Listings & Current Contracts

This month there were 26 homes newly listed for sale in West Fairfax compared to 31 in December 2016, a decrease of 16%. There were 24 current contracts pending sale this December compared to 33 a year ago. The number of current contracts is 27% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in West Fairfax was 98.4% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 36, a decrease of 22%.



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