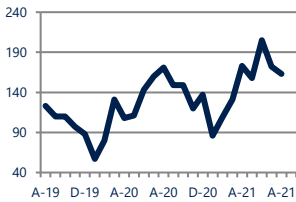




Zip Code(s): 22043, 22044, 22041, 22042 and 22046

Units Sold

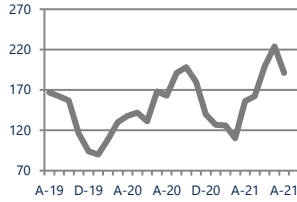
163



Down -5%
Vs. Year Ago

Active Inventory

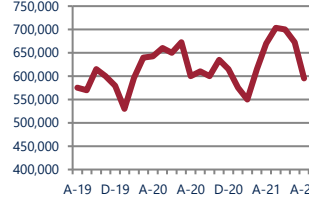
191



Up 17%
Vs. Year Ago

Median Sale Price

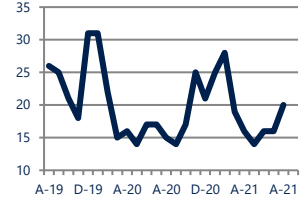
\$595,000



Down -1%
Vs. Year Ago

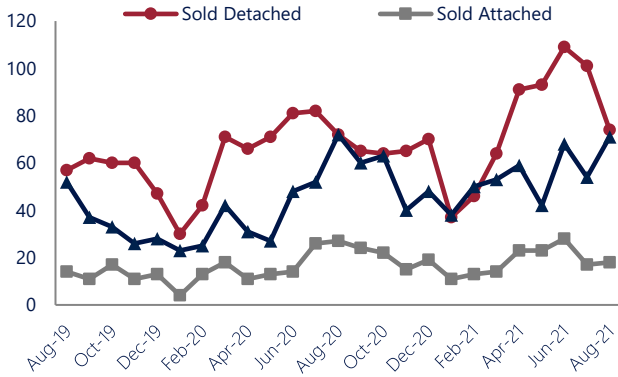
Days On Market

20



Up 33%
Vs. Year Ago

Units Sold*



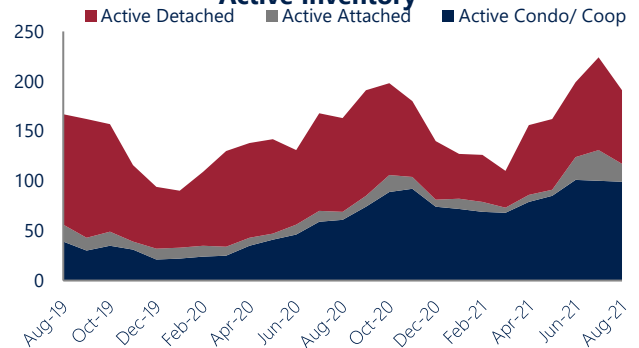
Units Sold

There was a decrease in total units sold in August, with 163 sold this month in Falls Church, Baileys Crossroads, and Seven Corners versus 172 last month, a decrease of 5%. This month's total units sold was lower than at this time last year, a decrease of 5% versus August 2020.

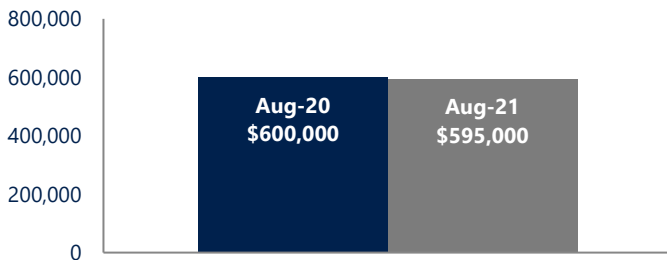
Active Inventory

Versus last year, the total number of homes available this month is higher by 28 units or 17%. The total number of active inventory this August was 191 compared to 163 in August 2020. This month's total of 191 is lower than the previous month's total supply of available inventory of 224, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$600,000. This August, the median sale price was \$595,000, a decrease of 1% or \$5,000 compared to last year. The current median sold price is 12% 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.

Falls Church, Baileys Crossroads, and Seven Corners are defined as properties listed in zip code/s 22043, 22044, 22041, 22042 and 22046.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

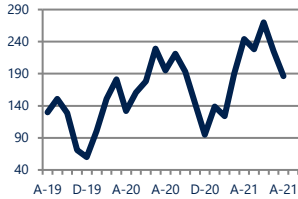




Zip Code(s): 22043, 22044, 22041, 22042 and 22046

New Listings

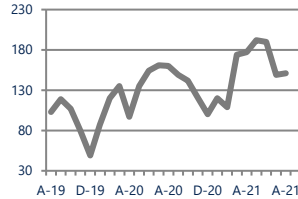
186



Down -5%
Vs. Year Ago

Current Contracts

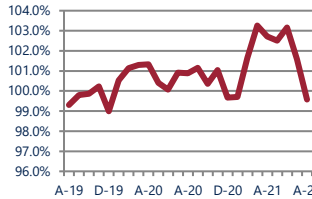
151



Down -6%
Vs. Year Ago

Sold Vs. List Price

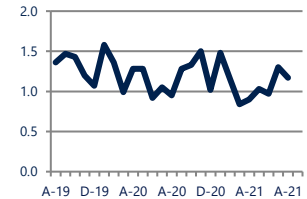
99.6%



Down -1.3%
Vs. Year Ago

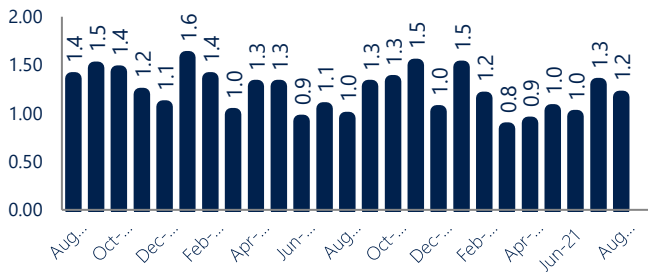
Months of Supply

1.2



Up 23%
Vs. Year Ago

Months Of Supply



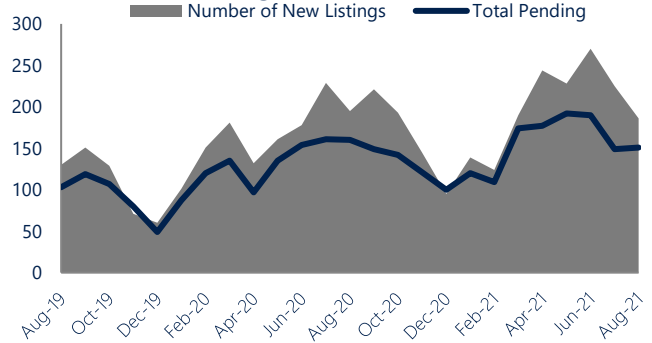
New Listings & Current Contracts

This month there were 186 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 195 in August 2020, a decrease of 5%. There were 151 current contracts pending sale this August compared to 160 a year ago. The number of current contracts is 6% lower than last August.

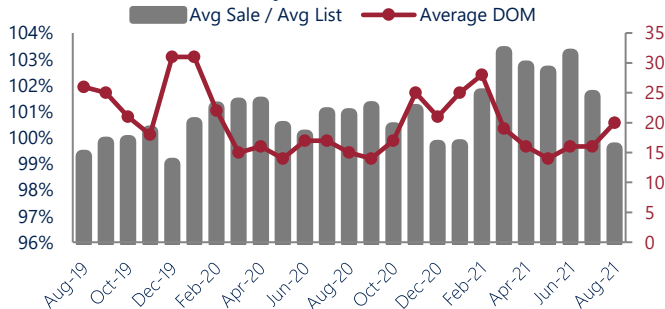
Months of Supply

In August, there was 1.2 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 1.0 in August 2020. That is an increase of 23% 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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Falls Church, Baileys Crossroads, and Seven Corners was 99.6% 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 20, higher than the average last year, which was 15, an increase of 33%.



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