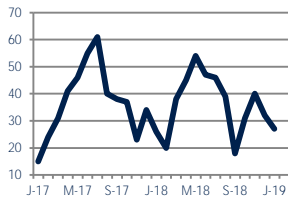




Zip Code(s): 22031

### Units Sold

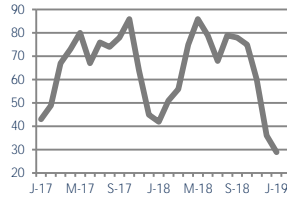
27



Up 4%  
Vs. Year Ago

### Active Inventory

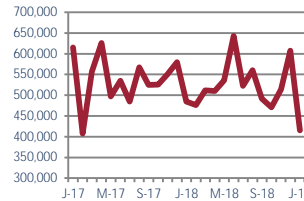
29



Down -31%  
Vs. Year Ago

### Median Sale Price

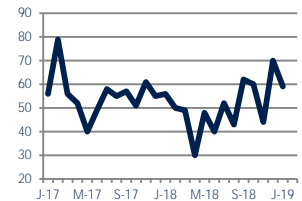
\$415,000



Down  
Vs. Year Ago

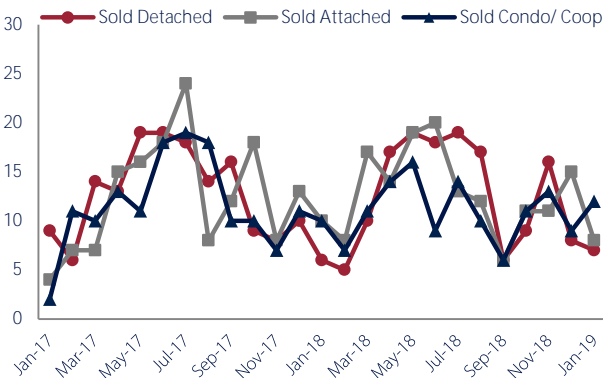
### Days On Market

59



Up 5%  
Vs. Year Ago

### Units Sold\*



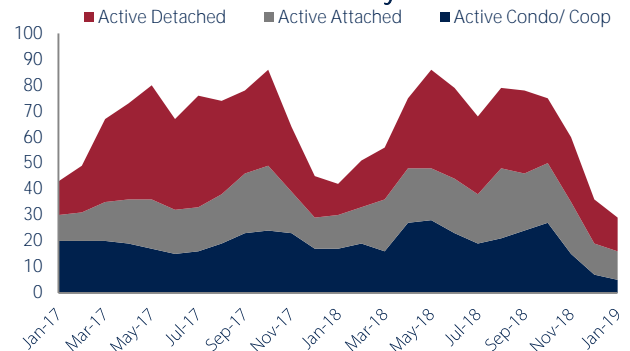
### Units Sold

There was a decrease in total units sold in January, with 27 sold this month in East Fairfax versus 32 last month, a decrease of 16%. This month's total units sold was higher than at this time last year, an increase of 4% versus January 2018.

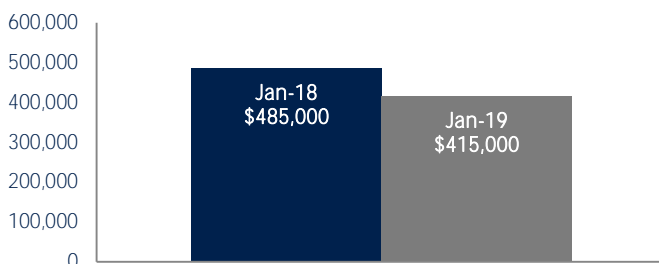
### Active Inventory

Versus last year, the total number of homes available this month is lower by 13 units or 31%. The total number of active inventory this January was 29 compared to 42 in January 2018. This month's total of 29 is lower than the previous month's total supply of available inventory of 36, a decrease of 19%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for East Fairfax Homes was \$485,000. This January, the median sale price was \$415,000, a decrease of \$70,000 compared to last year. The current median sold price is lower than in December.

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

East Fairfax are defined as properties listed in zip code/s 22031.

\*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.



CHRISTIE'S  
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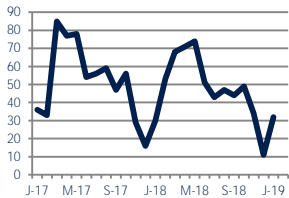
## Focus On: East Fairfax Housing Market

January 2019

Zip Code(s): 22031

### New Listings

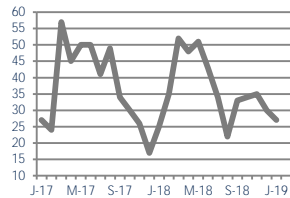
32



Up 7%  
Vs. Year Ago

### Current Contracts

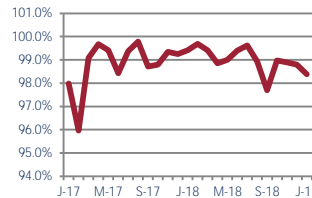
27



Up 8%  
Vs. Year Ago

### Sold Vs. List Price

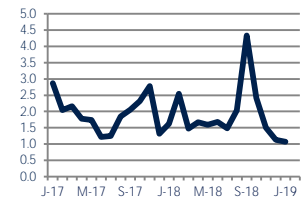
98.4%



Down -1%  
Vs. Year Ago

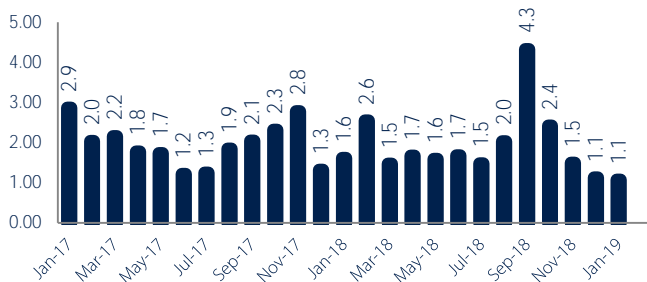
### Months of Supply

1.1



Down -34%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

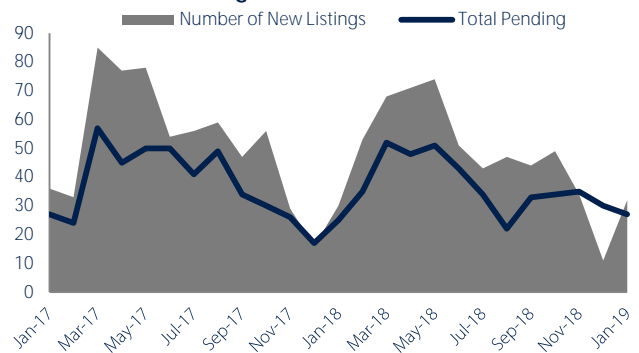
In January, there was 1.1 months of supply available in East Fairfax, compared to 1.6 in January 2018. That is a decrease of 34% versus a year ago.

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.

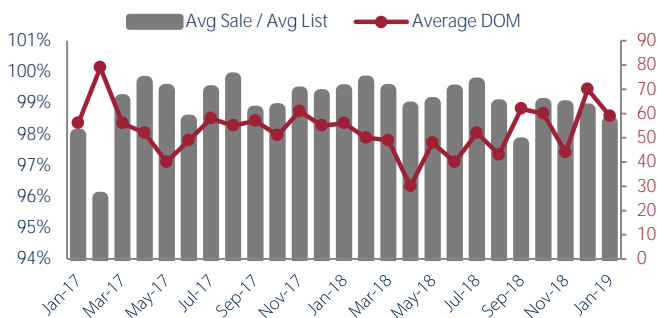
### New Listings & Current Contracts

This month there were 32 homes newly listed for sale in East Fairfax compared to 30 in January 2018, an increase of 7%. There were 27 current contracts pending sale this January compared to 25 a year ago. The number of current contracts is 8% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in East 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 59, higher than the average last year, which was 56, an increase of 5%.



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