



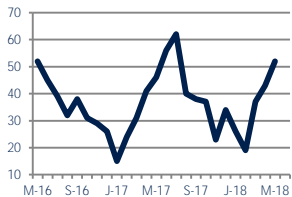
Focus On: East Fairfax Housing Market

May 2018

Zip Code(s): 22031

Units Sold

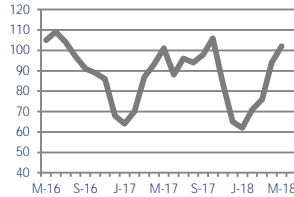
52



Up 13%
Vs. Year Ago

Active Inventory

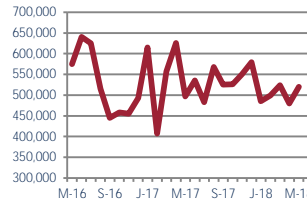
102



Up 1%
Vs. Year Ago

Median Sale Price

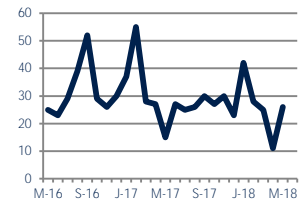
\$520,000



Up 5%
Vs. Year Ago

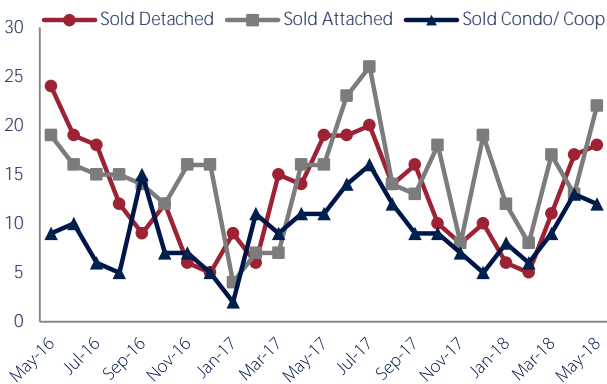
Days On Market

26



Up 73%
Vs. Year Ago

Units Sold*



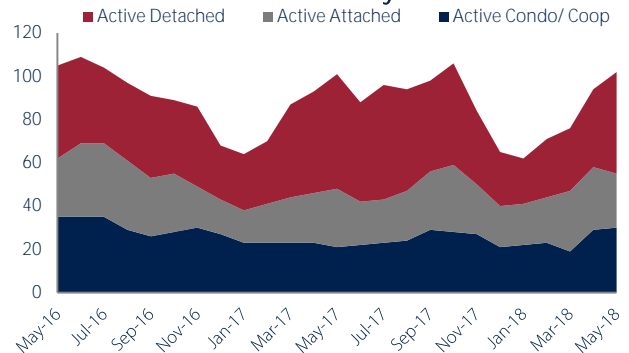
Units Sold

There was an increase in total units sold in May, with 52 sold this month in East Fairfax versus 43 last month, an increase of 21%. This month's total units sold was higher than at this time last year, an increase of 13% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 1 units or 1%. The total number of active inventory this May was 102 compared to 101 in May 2017. This month's total of 102 is higher than the previous month's total supply of available inventory of 94, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for East Fairfax Homes was \$496,950. This May, the median sale price was \$520,000, an increase of 5% or \$23,050 compared to last year. The current median sold price is 8% higher than in April.

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 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.



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INTERNATIONAL REAL ESTATE



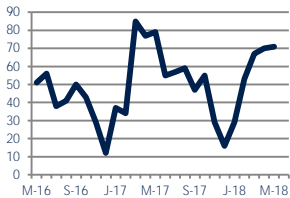
Focus On: East Fairfax Housing Market

May 2018

Zip Code(s): 22031

New Listings

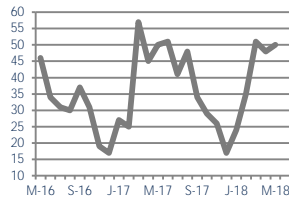
71



Down -10%
Vs. Year Ago

Current Contracts

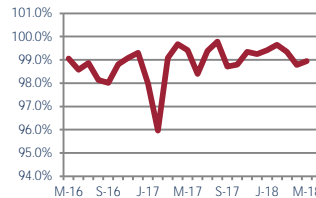
50



No Change
Vs. Year Ago

Sold Vs. List Price

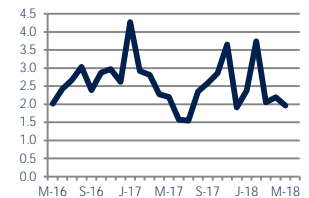
99.0%



No Change
Vs. Year Ago

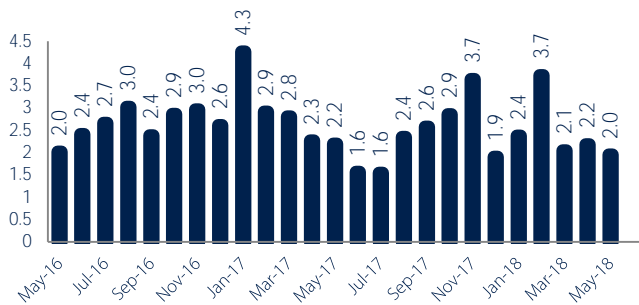
Months of Supply

2.0



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

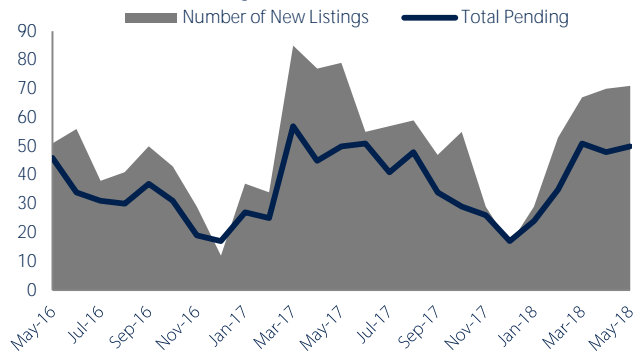
In May, there was 2.0 months of supply available in East Fairfax, compared to 2.2 in May 2017. That is a decrease of 11% versus a year ago.

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.

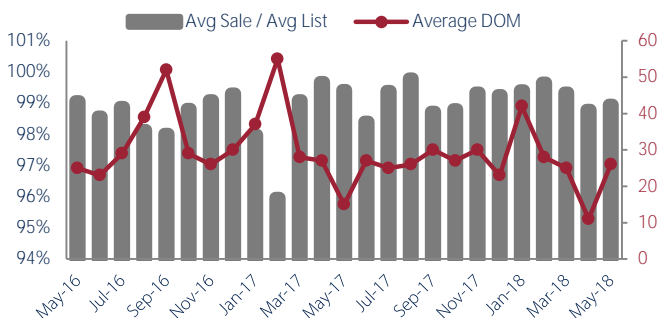
New Listings & Current Contracts

This month there were 71 homes newly listed for sale in East Fairfax compared to 79 in May 2017, a decrease of 10%. There were 50 current contracts pending sale this May, consistent with the volume a year ago. The number of current contracts is 4% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in East Fairfax was 99.0% 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 26, higher than the average last year, which was 15, an increase of 73%.



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