

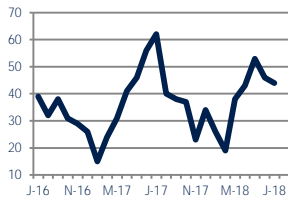
**Focus On:** East Fairfax Housing Market

July 2018

Zip Code(s): 22031

**Units Sold**

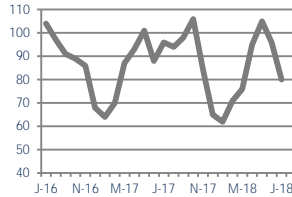
44



**Down -29%**  
Vs. Year Ago

**Active Inventory**

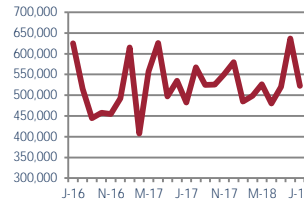
80



**Down -17%**  
Vs. Year Ago

**Median Sale Price**

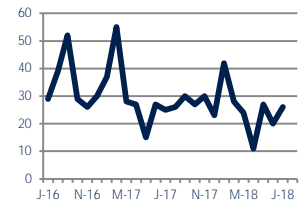
\$522,500



**Up 8%**  
Vs. Year Ago

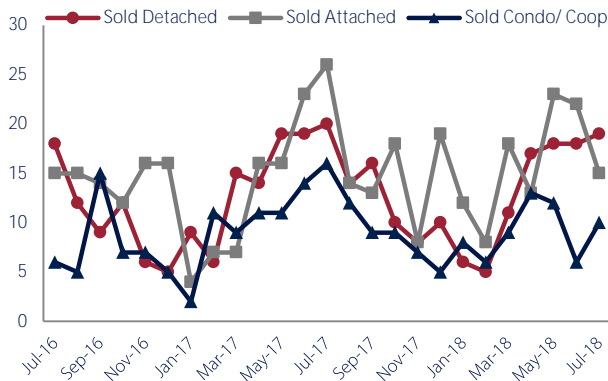
**Days On Market**

26



**Up 4%**  
Vs. Year Ago

**Units Sold\***



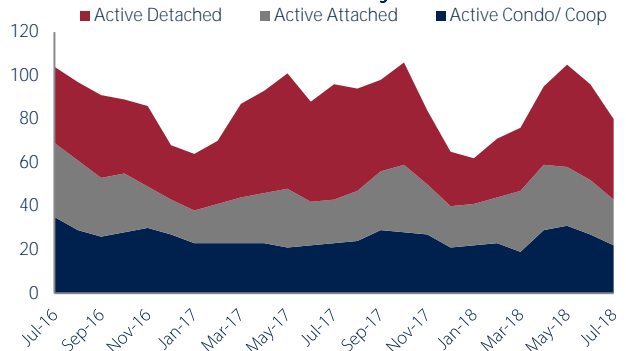
**Units Sold**

There was a decrease in total units sold in July, with 44 sold this month in East Fairfax versus 46 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 29% versus July 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 16 units or 17%. The total number of active inventory this July was 80 compared to 96 in July 2017. This month's total of 80 is lower than the previous month's total supply of available inventory of 96, a decrease of 17%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last July, the median sale price for East Fairfax Homes was \$482,500. This July, the median sale price was \$522,500, an increase of 8% or \$40,000 compared to last year. The current median sold price is 18% lower than in June.

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.



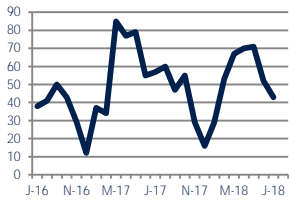
## Focus On: East Fairfax Housing Market

July 2018

Zip Code(s): 22031

### New Listings

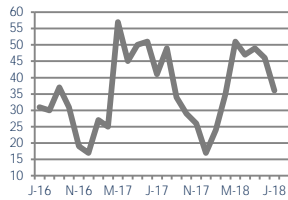
43



Down -25%  
Vs. Year Ago

### Current Contracts

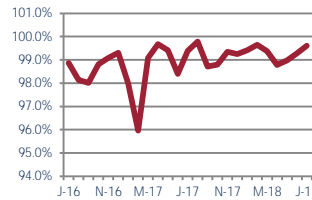
36



Down -12%  
Vs. Year Ago

### Sold Vs. List Price

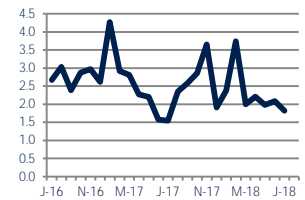
99.6%



No Change  
Vs. Year Ago

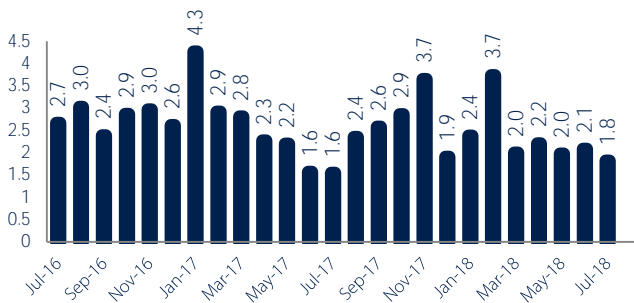
### Months of Supply

1.8



Up 17%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

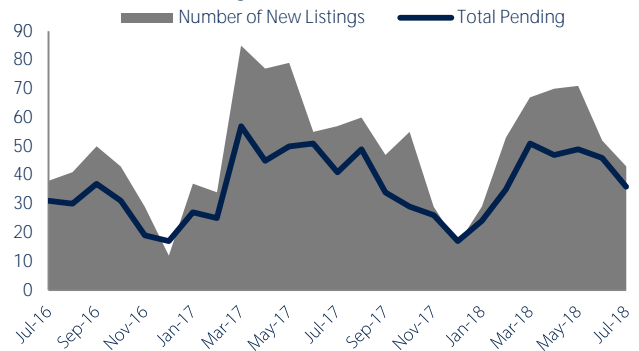
In July, there was 1.8 months of supply available in East Fairfax, compared to 1.5 in July 2017. That is an increase of 17% versus a year ago.

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.

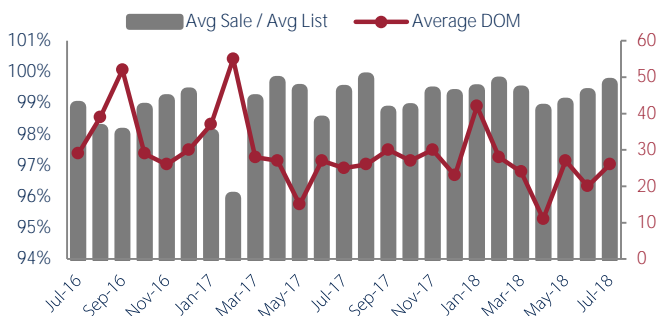
### New Listings & Current Contracts

This month there were 43 homes newly listed for sale in East Fairfax compared to 57 in July 2017, a decrease of 25%. There were 36 current contracts pending sale this July compared to 41 a year ago. The number of current contracts is 12% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in East Fairfax was 99.6% 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 25, an increase of 4%.



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