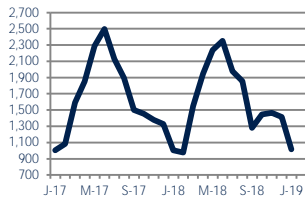
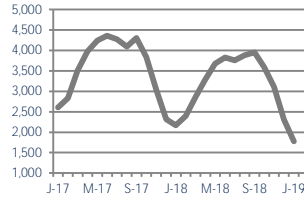


Units Sold 1,017



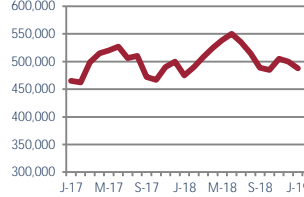
Up 1%
Vs. Year Ago

Active Inventory 1,776



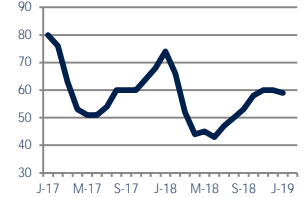
Down -18%
Vs. Year Ago

Median Sale Price \$488,000



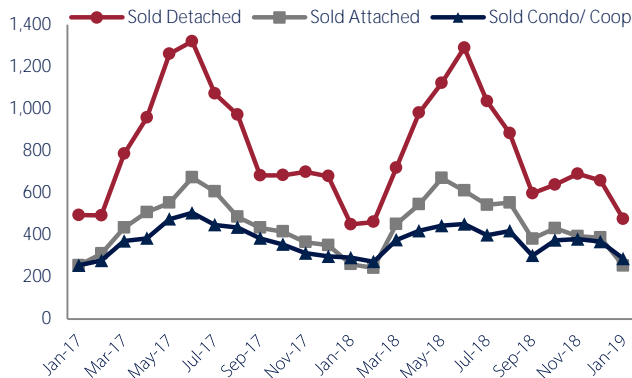
Up 3%
Vs. Year Ago

Days On Market 59



Down -20%
Vs. Year Ago

Units Sold*



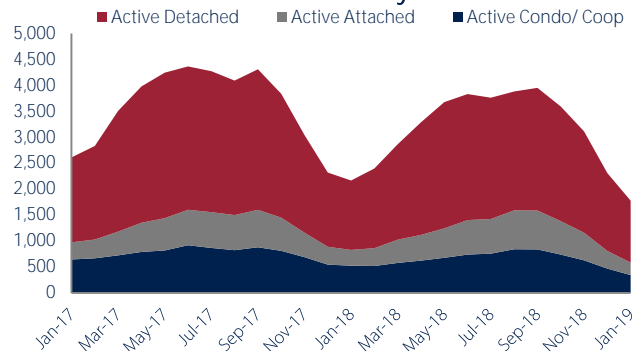
Units Sold

There was a decrease in total units sold in January, with 1,017 sold this month in Fairfax County, Fairfax City, and Falls Church versus 1,414 last month, a decrease of 28%. This month's total units sold was higher than at this time last year, an increase of 1% versus January 2018.

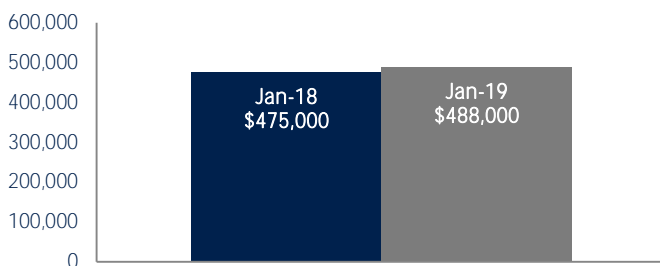
Active Inventory

Versus last year, the total number of homes available this month is lower by 389 units or 18%. The total number of active inventory this January was 1,776 compared to 2,165 in January 2018. This month's total of 1,776 is lower than the previous month's total supply of available inventory of 2,308, a decrease of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$475,000. This January, the median sale price was \$488,000, an increase of 3% or \$13,000 compared to last year. The current median sold price is 2% 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.

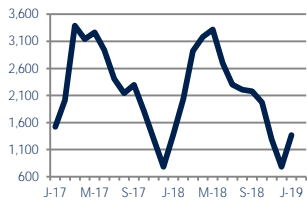


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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.



New Listings

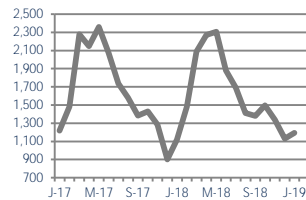
1,367



Down -1%
Vs. Year Ago

Current Contracts

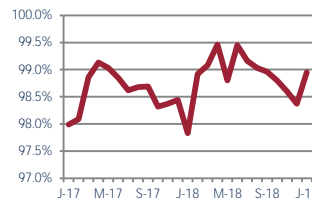
1,194



Up 7%
Vs. Year Ago

Sold Vs. List Price

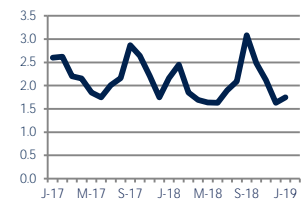
99.0%



Up 1.1%
Vs. Year Ago

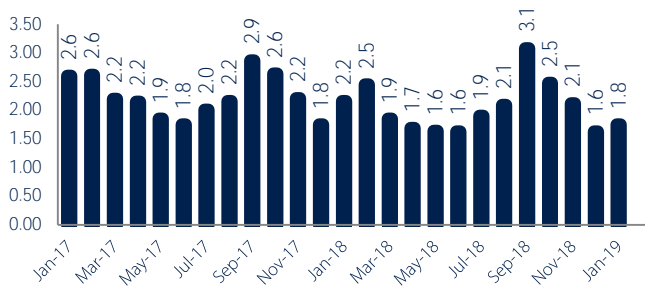
Months of Supply

1.8



Down -19%
Vs. Year Ago

Months Of Supply



Months of Supply

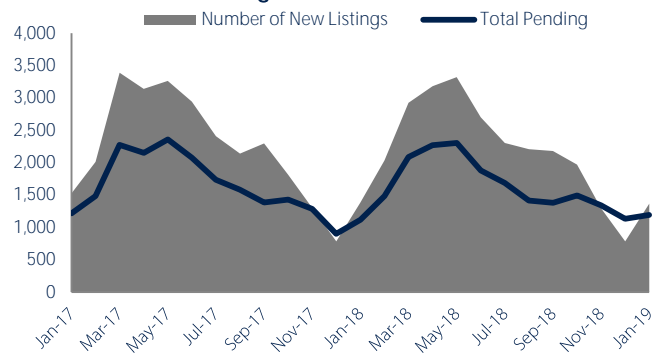
In January, there was 1.7 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 2.2 in January 2018. That is a decrease of 19% versus a year ago.

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.

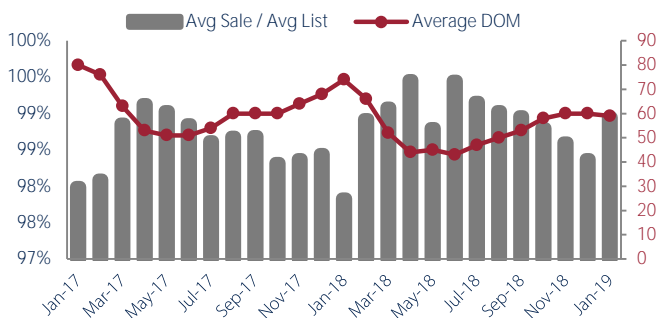
New Listings & Current Contracts

This month there were 1,367 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 1,384 in January 2018, a decrease of 1%. There were 1,194 current contracts pending sale this January compared to 1,119 a year ago. The number of current contracts is 7% 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 Fairfax County, Fairfax City, and Falls Church was 99.0% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 59, lower than the average last year, which was 74, a decrease of 20%.



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