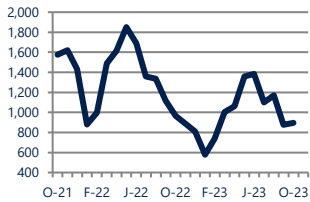




Units Sold

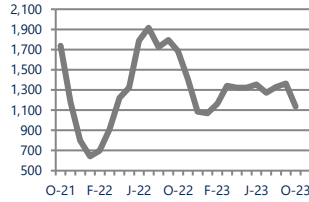
894



Down -7%
Vs. Year Ago

Active Inventory

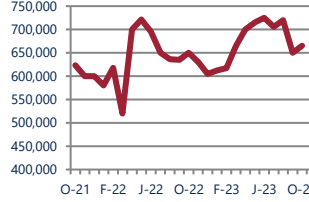
1,134



Down -33%
Vs. Year Ago

Median Sale Price

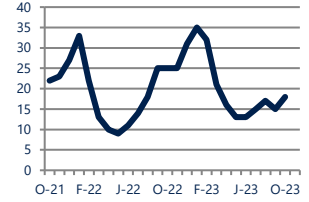
\$665,000



Up 2%
Vs. Year Ago

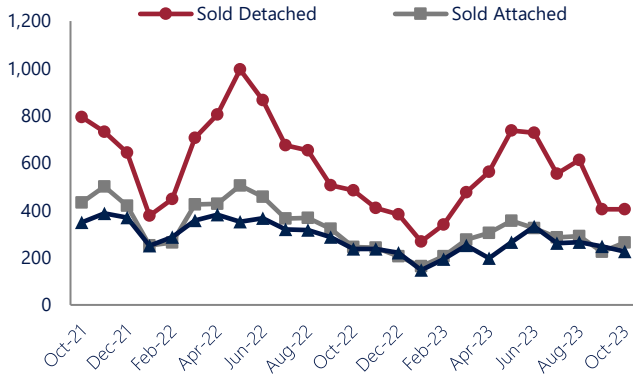
Days On Market

18



Down -28%
Vs. Year Ago

Units Sold*



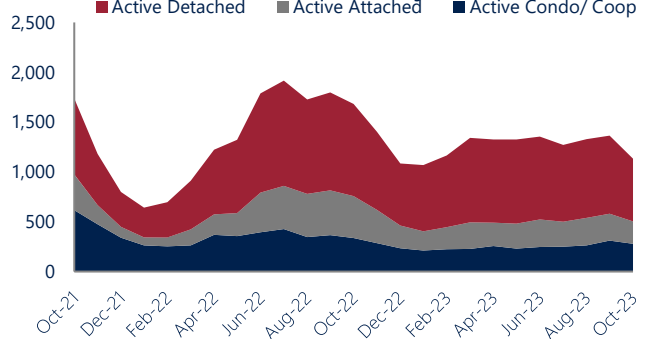
Units Sold

There was an increase in total units sold in October, with 894 sold this month in Fairfax County, Fairfax City, and Falls Church versus 875 last month, an increase of 2%. This month's total units sold was lower than at this time last year, a decrease of 7% versus October 2022.

Active Inventory

Versus last year, the total number of homes available this month is lower by 549 units or 33%. The total number of active inventory this October was 1,134 compared to 1,683 in October 2022. This month's total of 1,134 is lower than the previous month's total supply of available inventory of 1,363, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$650,000. This October, the median sale price was \$665,000, an increase of 2% or \$15,000 compared to last year. The current median sold price is 2% higher than in September.

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



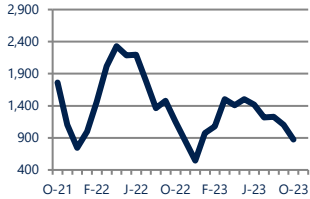
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

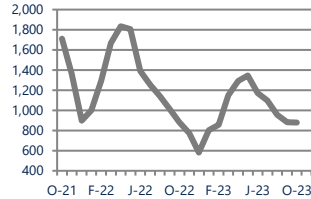
874



Down -24%
Vs. Year Ago

Current Contracts

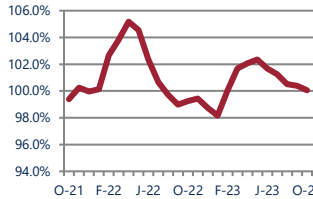
878



No Change
Vs. Year Ago

Sold Vs. List Price

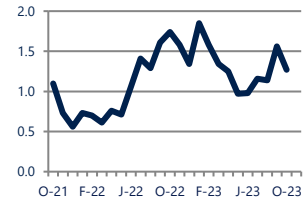
100.1%



Up 0.8%
Vs. Year Ago

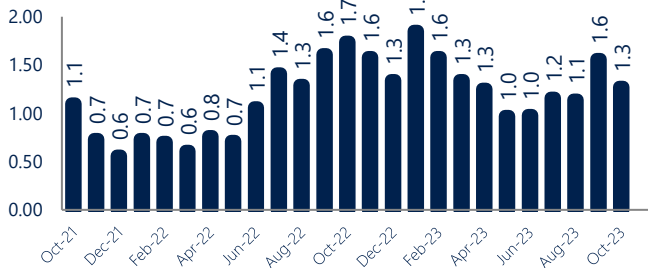
Months of Supply

1.3



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

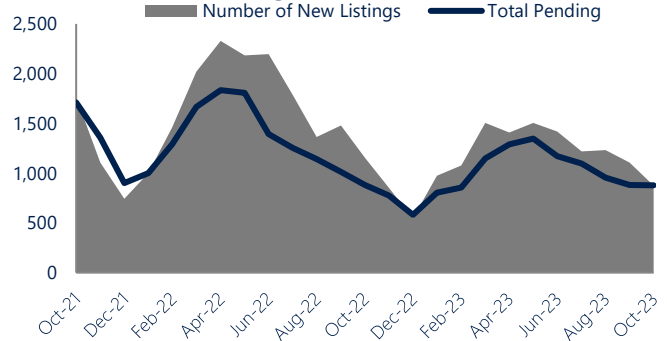
In October, there was 1.3 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 1.7 in October 2022. That is a decrease of 27% versus a year ago.

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.

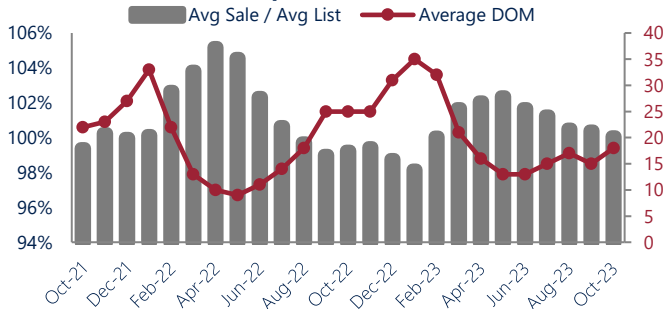
New Listings & Current Contracts

This month there were 874 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 1,155 in October 2022, a decrease of 24%. There were 878 current contracts pending sale this October, approximately the same as a year ago. The number of current contracts is also similar as compared to the previous month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Fairfax County, Fairfax City, and Falls Church was 100.1% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 25, a decrease of 28%.



*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.

