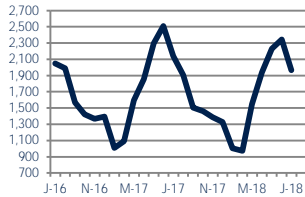
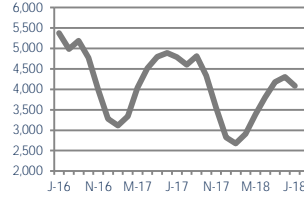


### Units Sold 1,964



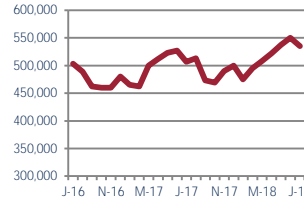
Down -8%  
Vs. Year Ago

### Active Inventory 4,084



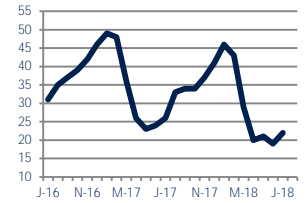
Down -15%  
Vs. Year Ago

### Median Sale Price \$535,000



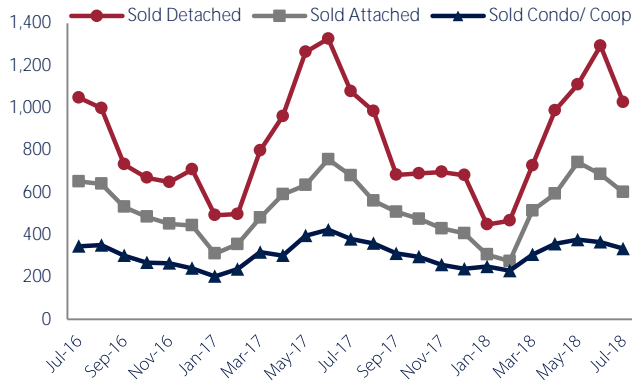
Up 6%  
Vs. Year Ago

### Days On Market 22



Down -15%  
Vs. Year Ago

### Units Sold\*



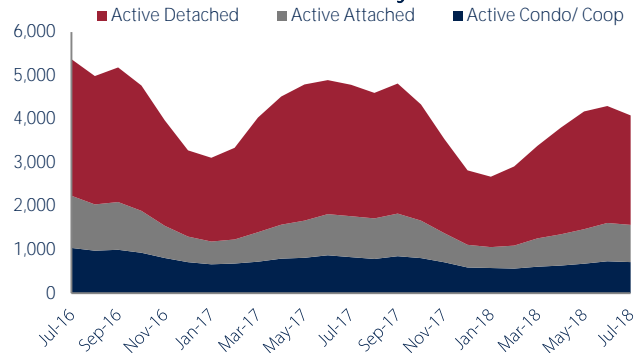
### Units Sold

There was a decrease in total units sold in July, with 1,964 sold this month in Fairfax County, Fairfax City, and Falls Church versus 2,346 last month, a decrease of 16%. This month's total units sold was lower than at this time last year, a decrease of 8% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 703 units or 15%. The total number of active inventory this July was 4,084 compared to 4,787 in July 2017. This month's total of 4,084 is lower than the previous month's total supply of available inventory of 4,300, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Fairfax County, Fairfax City, and Falls Church Homes was \$507,000. This July, the median sale price was \$535,000, an increase of 6% or \$28,000 compared to last year. The current median sold price is 3% 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.

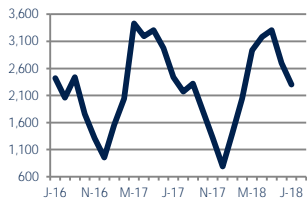


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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



### New Listings

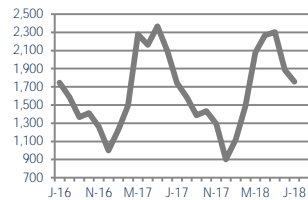
2,305



Down -5%  
Vs. Year Ago

### Current Contracts

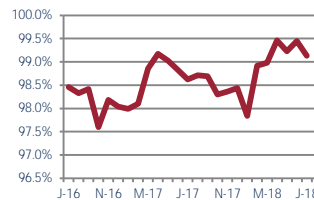
1,756



Up 1%  
Vs. Year Ago

### Sold Vs. List Price

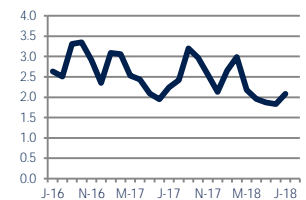
99.1%



Up 0.5%  
Vs. Year Ago

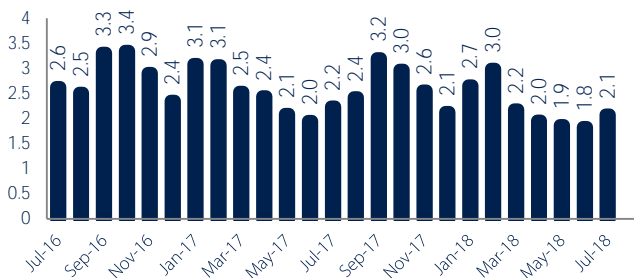
### Months of Supply

2.1



Down -7%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

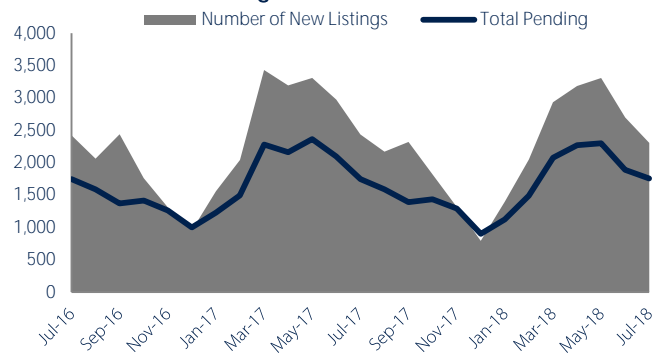
In July, there was 2.1 months of supply available in Fairfax County, Fairfax City, and Falls Church, compared to 2.2 in July 2017. That is a decrease of 7% versus a year ago.

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.

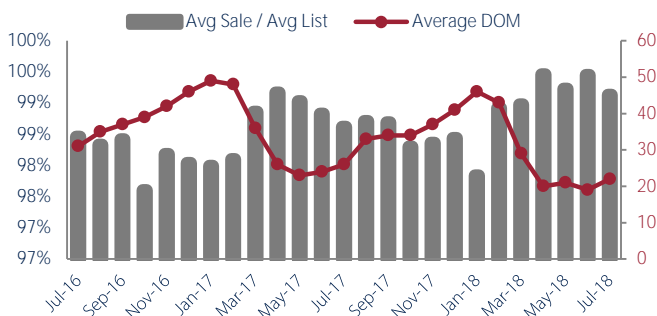
### New Listings & Current Contracts

This month there were 2,305 homes newly listed for sale in Fairfax County, Fairfax City, and Falls Church compared to 2,436 in July 2017, a decrease of 5%. There were 1,756 current contracts pending sale this July compared to 1,744 a year ago. The number of current contracts is 1% higher 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 Fairfax County, Fairfax City, and Falls Church was 99.1% of the average list price, which is 0.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 26, a decrease of 15%.



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