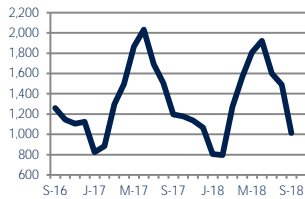
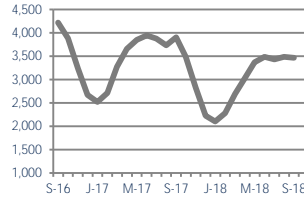


### Units Sold 1,015



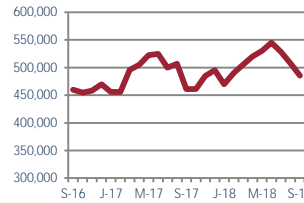
Down -15%  
Vs. Year Ago

### Active Inventory 3,468



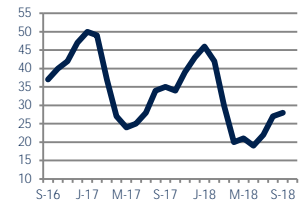
Down -11%  
Vs. Year Ago

### Median Sale Price \$485,450



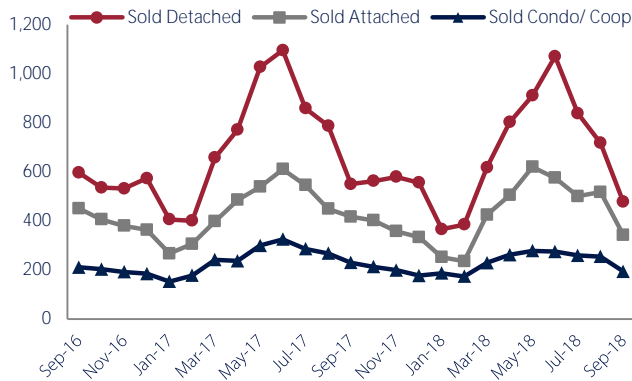
Up 5%  
Vs. Year Ago

### Days On Market 28



Down -20%  
Vs. Year Ago

### Units Sold\*



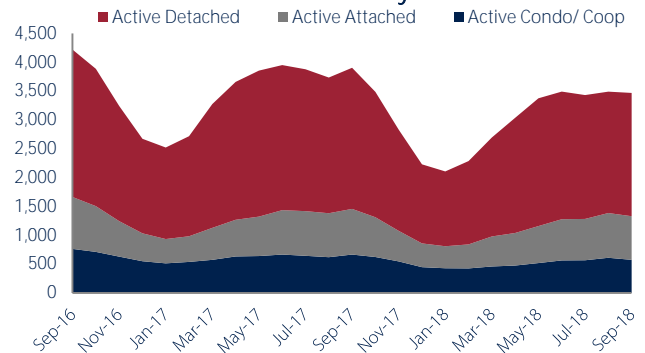
### Units Sold

There was a decrease in total units sold in September, with 1,015 sold this month in Fairfax County versus 1,491 last month, a decrease of 32%. This month's total units sold was lower than at this time last year, a decrease of 15% versus September 2017.

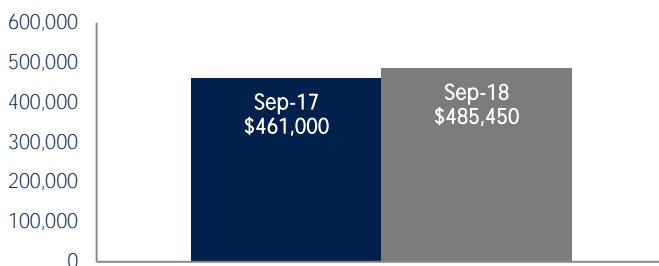
### Active Inventory

Versus last year, the total number of homes available this month is lower by 436 units or 11%. The total number of active inventory this September was 3,468 compared to 3,904 in September 2017. This month's total of 3,468 is lower than the previous month's total supply of available inventory of 3,490, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Fairfax County Homes was \$461,000. This September, the median sale price was \$485,450, an increase of 5% or \$24,450 compared to last year. The current median sold price is 4% lower than in August.

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

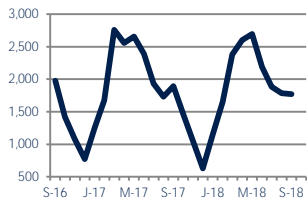


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

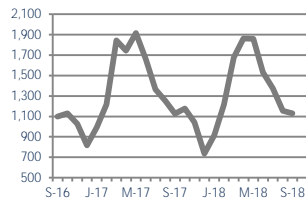
1,772



Down -6%  
Vs. Year Ago

### Current Contracts

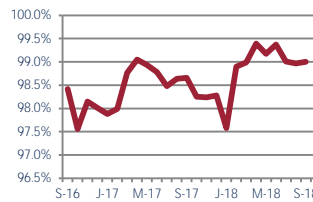
1,130



No Change  
Vs. Year Ago

### Sold Vs. List Price

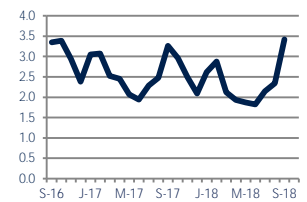
99.0%



No Change  
Vs. Year Ago

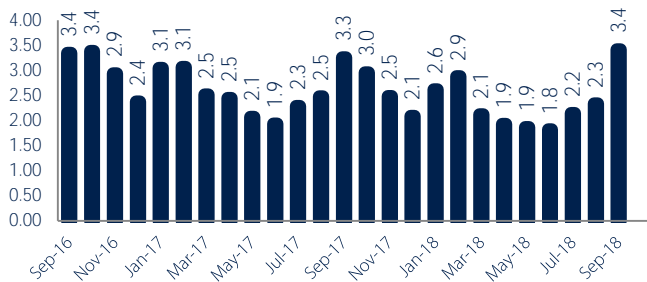
### Months of Supply

3.4



Up 5%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

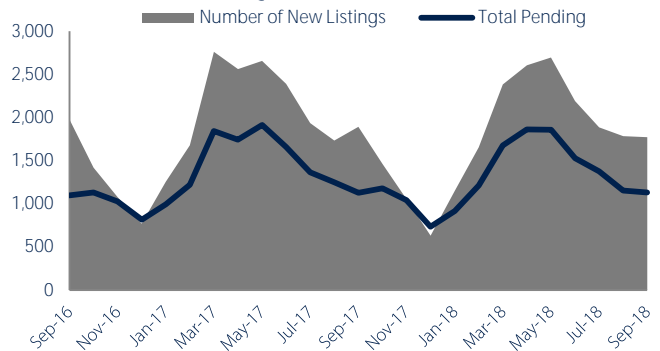
In September, there was 3.4 months of supply available in Fairfax County, compared to 3.3 in September 2017. That is an increase of 5% versus a year ago.

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.

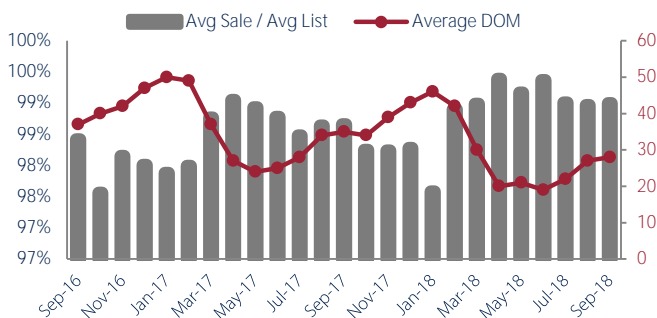
### New Listings & Current Contracts

This month there were 1,772 homes newly listed for sale in Fairfax County compared to 1,892 in September 2017, a decrease of 6%. There were 1,130 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 2% lower than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Fairfax County 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 28, lower than the average last year, which was 35, a decrease of 20%.



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