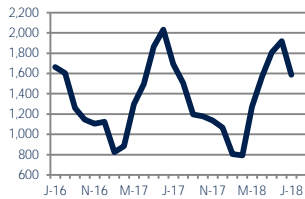
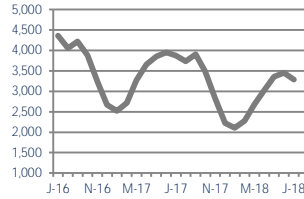


Units Sold 1,588



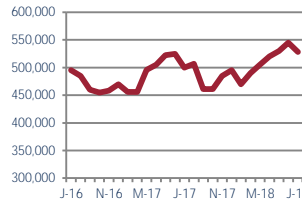
Down -6%
Vs. Year Ago

Active Inventory 3,285



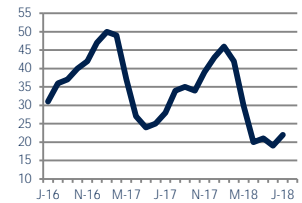
Down -15%
Vs. Year Ago

Median Sale Price \$528,000



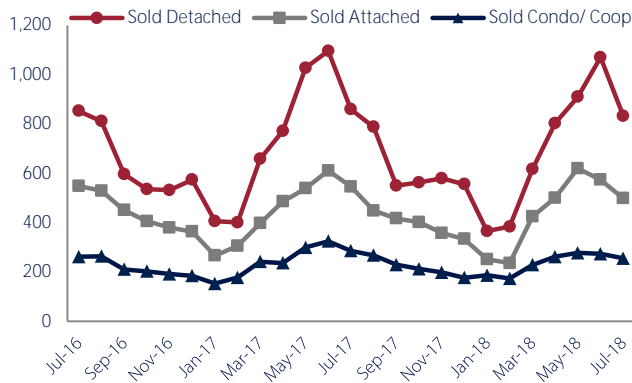
Up 6%
Vs. Year Ago

Days On Market 22



Down -21%
Vs. Year Ago

Units Sold*



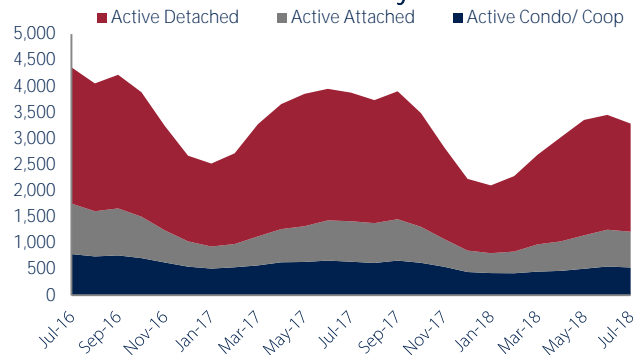
Units Sold

There was a decrease in total units sold in July, with 1,588 sold this month in Fairfax County versus 1,918 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 6% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 592 units or 15%. The total number of active inventory this July was 3,285 compared to 3,877 in July 2017. This month's total of 3,285 is lower than the previous month's total supply of available inventory of 3,452, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Fairfax County Homes was \$500,000. This July, the median sale price was \$528,000, 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.



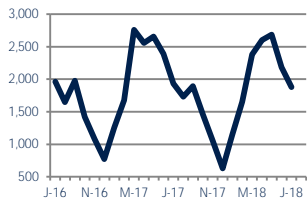
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

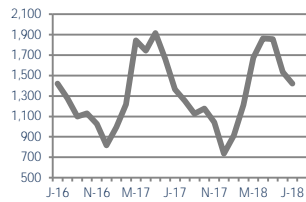
1,878



Down -3%
Vs. Year Ago

Current Contracts

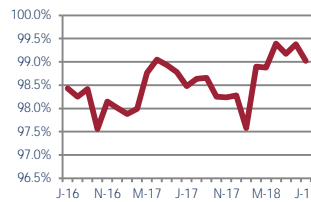
1,422



Up 4%
Vs. Year Ago

Sold Vs. List Price

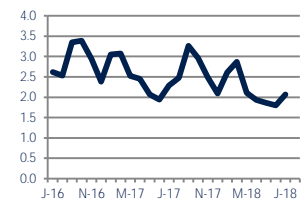
99.0%



Up 0.5%
Vs. Year Ago

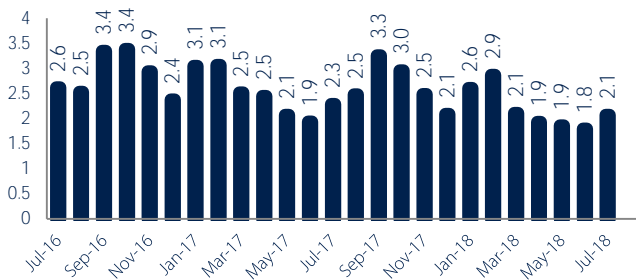
Months of Supply

2.1



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

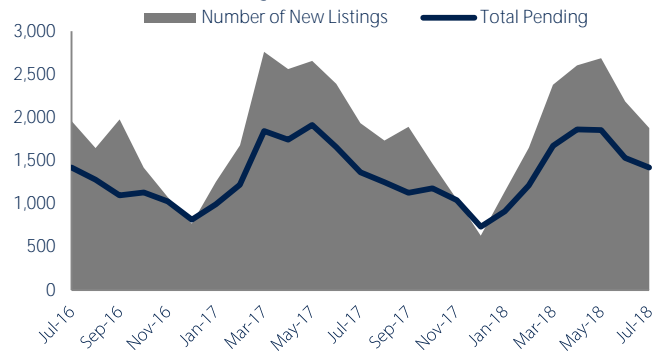
In July, there was 2.1 months of supply available in Fairfax County, compared to 2.3 in July 2017. That is a decrease of 10% versus a year ago.

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.

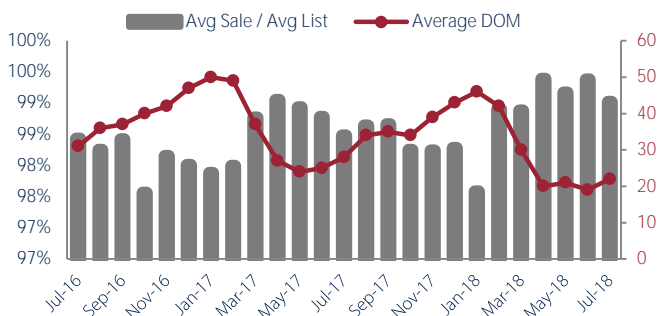
New Listings & Current Contracts

This month there were 1,878 homes newly listed for sale in Fairfax County compared to 1,935 in July 2017, a decrease of 3%. There were 1,422 current contracts pending sale this July compared to 1,366 a year ago. The number of current contracts is 4% 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 was 99.0% 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 28, a decrease of 21%.



*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.

