

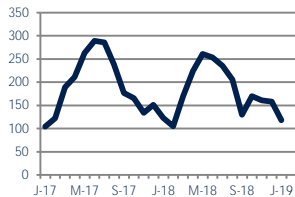
## Focus On: Fairfax Housing Market

January 2019

Zip Code(s): 22033, 22032, 22031 and 22030

### Units Sold

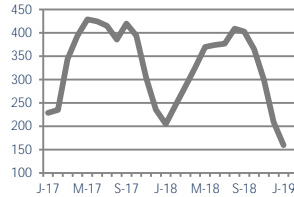
118



Down -4%  
Vs. Year Ago

### Active Inventory

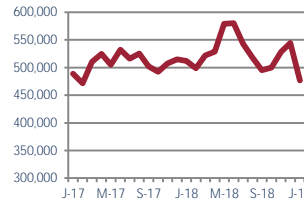
160



Down -22%  
Vs. Year Ago

### Median Sale Price

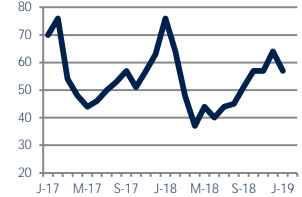
\$476,750



Down -7%  
Vs. Year Ago

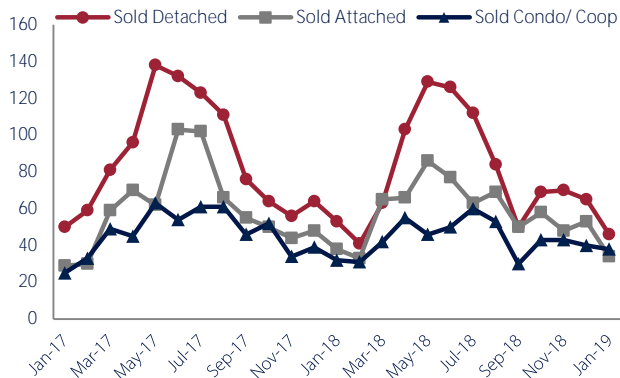
### Days On Market

57



Down -25%  
Vs. Year Ago

### Units Sold\*



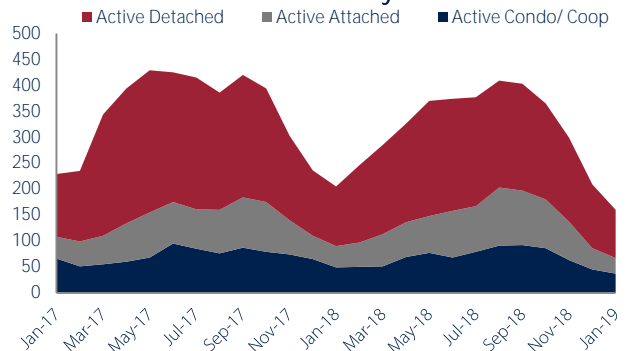
### Units Sold

There was a decrease in total units sold in January, with 118 sold this month in Fairfax versus 158 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 4% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 22%. The total number of active inventory this January was 160 compared to 205 in January 2018. This month's total of 160 is lower than the previous month's total supply of available inventory of 209, a decrease of 23%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Fairfax Homes was \$512,000. This January, the median sale price was \$476,750, a decrease of 7% or \$35,250 compared to last year. The current median sold price is 12% 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.

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\*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.



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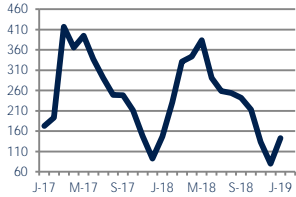
## Focus On: Fairfax Housing Market

January 2019

Zip Code(s): 22033, 22032, 22031 and 22030

### New Listings

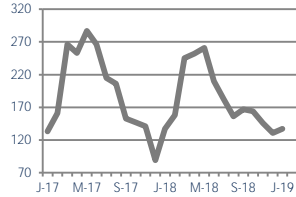
143



Down -3%  
Vs. Year Ago

### Current Contracts

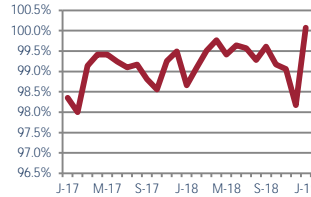
137



No Change  
Vs. Year Ago

### Sold Vs. List Price

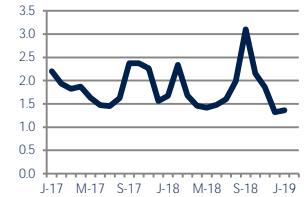
100.1%



Up 1.4%  
Vs. Year Ago

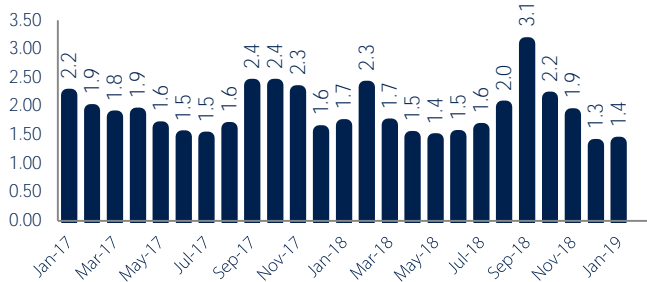
### Months of Supply

1.4



Down -19%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

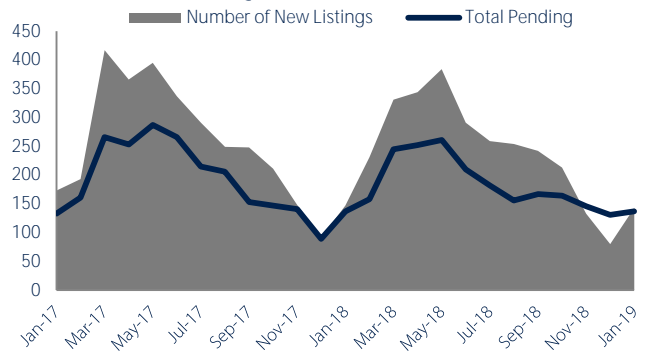
In January, there was 1.4 months of supply available in Fairfax, compared to 1.7 in January 2018. That is a decrease of 19% versus a year ago.

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.

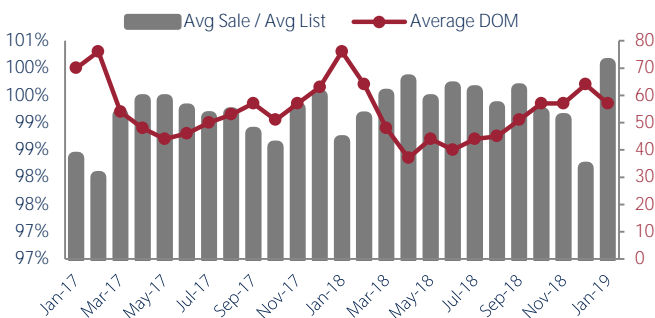
### New Listings & Current Contracts

This month there were 143 homes newly listed for sale in Fairfax compared to 147 in January 2018, a decrease of 3%. There were 137 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 5% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Fairfax was 100.1% of the average list price, which is 1.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 57, lower than the average last year, which was 76, a decrease of 25%.



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