

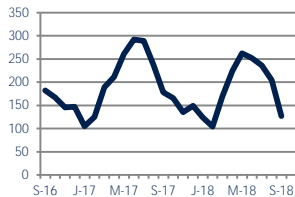
## Focus On: Fairfax Housing Market

September 2018

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

### Units Sold

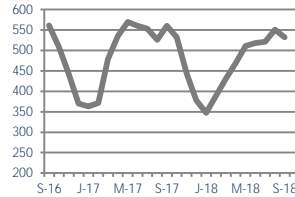
127



Down -29%  
Vs. Year Ago

### Active Inventory

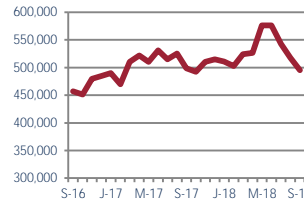
532



Down -5%  
Vs. Year Ago

### Median Sale Price

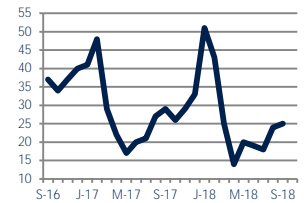
\$495,000



Down -1%  
Vs. Year Ago

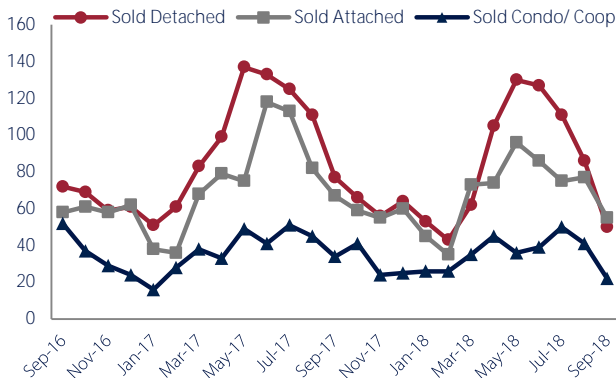
### Days On Market

25



Down -14%  
Vs. Year Ago

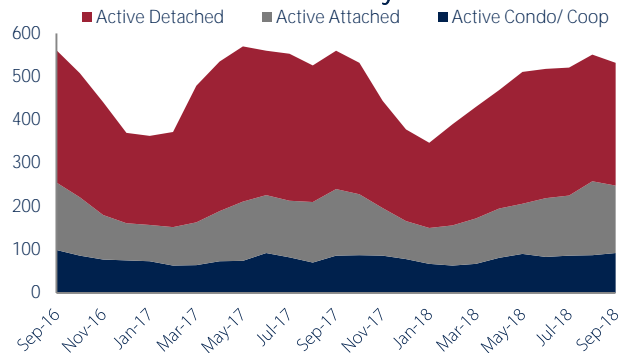
### Units Sold\*



### Units Sold

There was a decrease in total units sold in September, with 127 sold this month in Fairfax. This month's total units sold was lower than at this time last year.

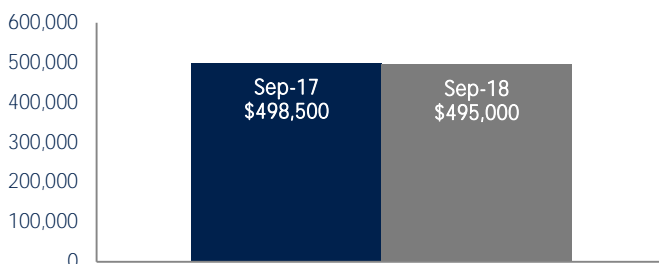
### Active Inventory\*



### Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 5%. The total number of active inventory this September was 532 compared to 560 in September 2017. This month's total of 532 is lower than the previous month's total supply of available inventory of 551, a decrease of 3%.

### Median Sale Price



### Median Sale Price

Last September, the median sale price for Fairfax Homes was \$498,500. This September, the median sale price was \$495,000, a decrease of 1% or \$3,500 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.

Fairfax are defined as properties listed in zip code/s 22033, 22032, 22031 and 22030.

\*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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



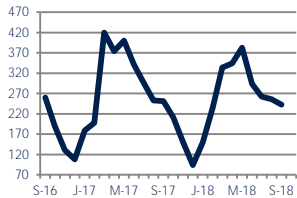
## Focus On: Fairfax Housing Market

September 2018

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

### New Listings

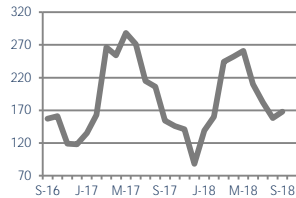
243



Down -3%  
Vs. Year Ago

### Current Contracts

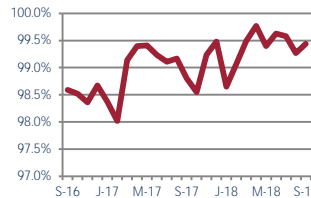
168



Up 9%  
Vs. Year Ago

### Sold Vs. List Price

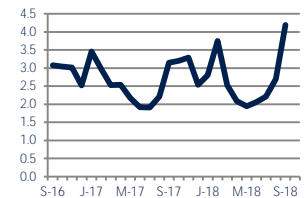
99.4%



Up 0.6%  
Vs. Year Ago

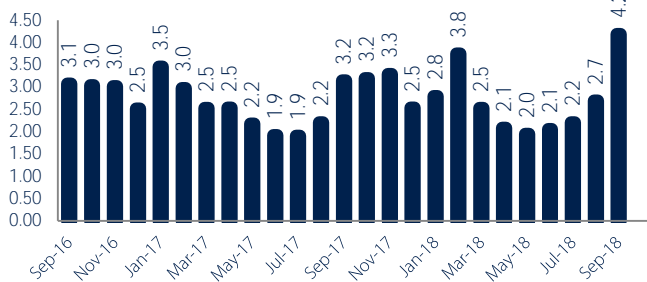
### Months of Supply

4.2



Up 33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

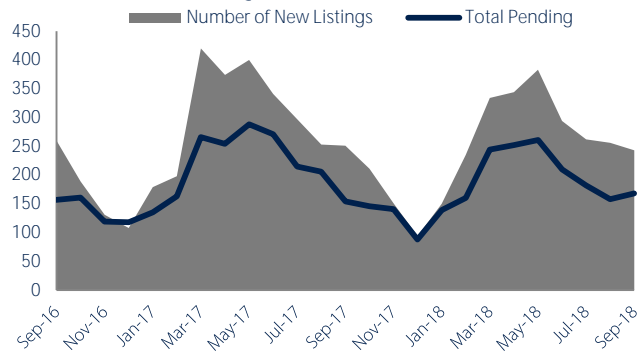
In September, there was 4.2 months of supply available in Fairfax, compared to 3.1 in September 2017. That is an increase of 33% versus a year ago.

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.

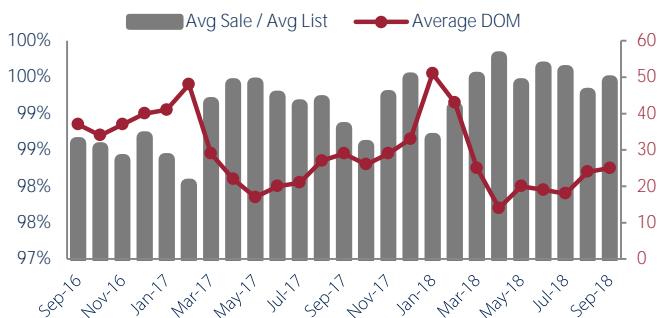
### New Listings & Current Contracts

This month there were 243 homes newly listed for sale in Fairfax compared to 251 in September 2017, a decrease of 3%. There were 168 current contracts pending sale this September compared to 154 a year ago. The number of current contracts is 9% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Fairfax was 99.4% of the average list price, which is 0.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 25, lower than the average last year, which was 29, a decrease of 14%.



Fairfax are defined as properties listed in zip code/s 22033, 22032, 22031 and 22030.

\*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.

