

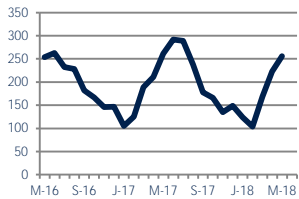
**Focus On: Fairfax Housing Market**

May 2018

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

**Units Sold**

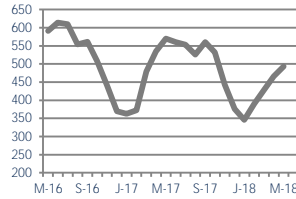
256



Down -2%  
Vs. Year Ago

**Active Inventory**

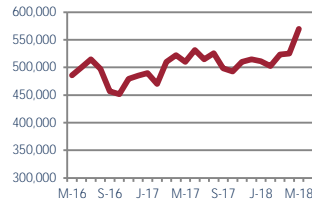
493



Down -14%  
Vs. Year Ago

**Median Sale Price**

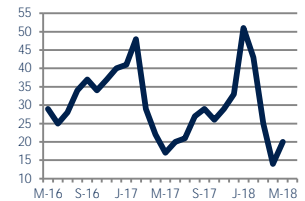
\$570,000



Up 12%  
Vs. Year Ago

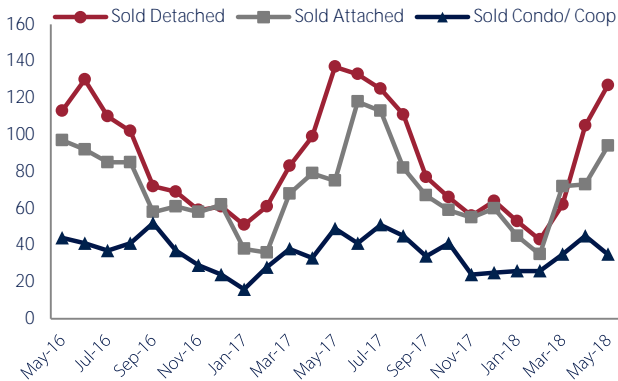
**Days On Market**

20



Up 18%  
Vs. Year Ago

**Units Sold\***



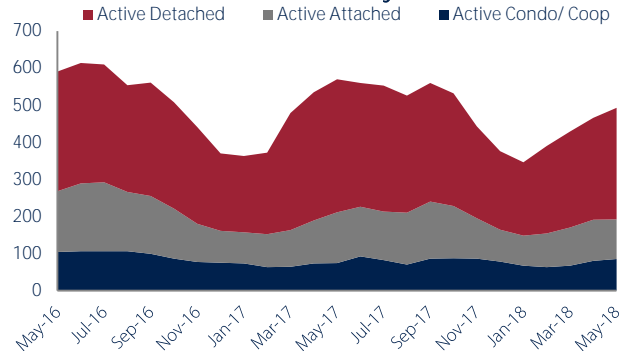
**Units Sold**

There was an increase in total units sold in May, with 256 sold this month in Fairfax versus 223 last month, an increase of 15%. This month's total units sold was lower than at this time last year, a decrease of 2% versus May 2017.

**Active Inventory**

Versus last year, the total number of homes available this month is lower by 77 units or 14%. The total number of active inventory this May was 493 compared to 570 in May 2017. This month's total of 493 is higher than the previous month's total supply of available inventory of 466, an increase of 6%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last May, the median sale price for Fairfax Homes was \$510,000. This May, the median sale price was \$570,000, an increase of 12% or \$60,000 compared to last year. The current median sold price is 9% higher than in April.

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 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.





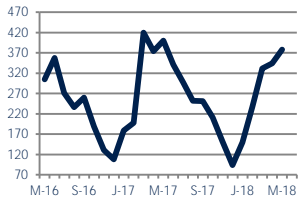
## Focus On: Fairfax Housing Market

May 2018

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

### New Listings

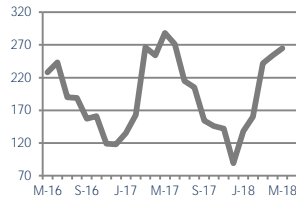
378



Down -6%  
Vs. Year Ago

### Current Contracts

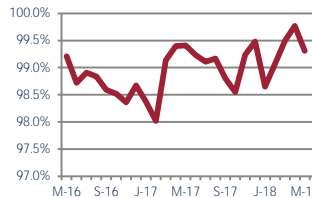
265



Down -8%  
Vs. Year Ago

### Sold Vs. List Price

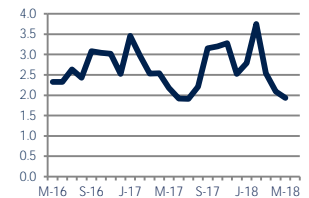
99.3%



No Change  
Vs. Year Ago

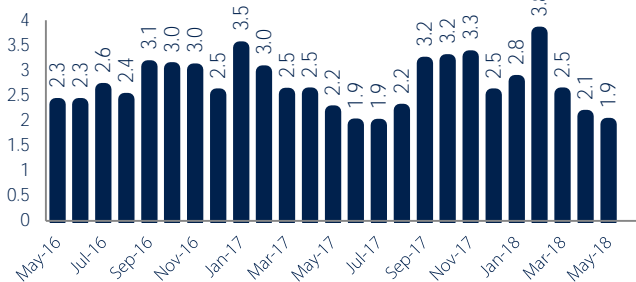
### Months of Supply

1.9



Down -11%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

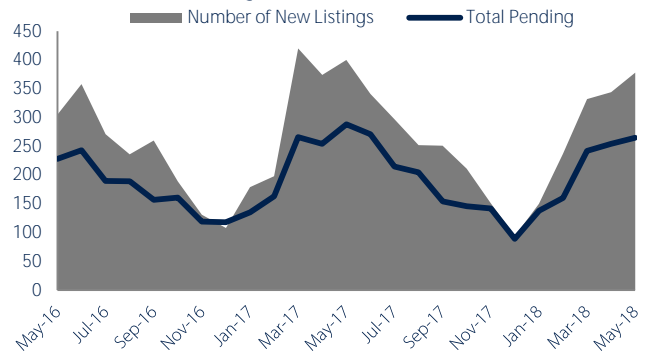
In May, there was 1.9 months of supply available in Fairfax, compared to 2.2 in May 2017. That is a decrease of 12% versus a year ago.

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.

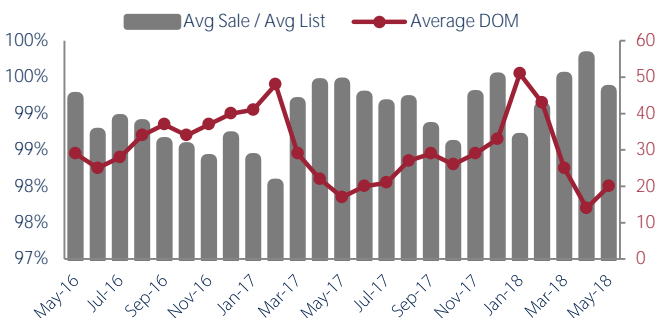
### New Listings & Current Contracts

This month there were 378 homes newly listed for sale in Fairfax compared to 400 in May 2017, a decrease of 6%. There were 265 current contracts pending sale this May compared to 288 a year ago. The number of current contracts is 8% lower than last May.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In May, the average sale price in Fairfax was 99.3% 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 20, higher than the average last year, which was 17, an increase of 18%.



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