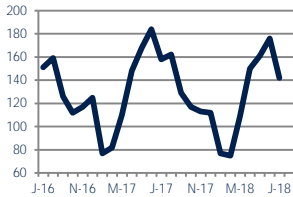


Zip Code(s): 22043, 22044, 22041, 22042 and 22046

Units Sold

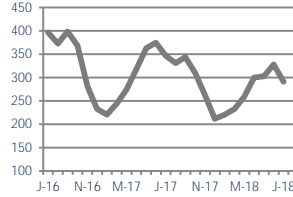
142



Down -10%
Vs. Year Ago

Active Inventory

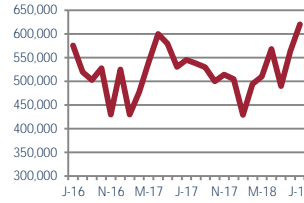
291



Down -16%
Vs. Year Ago

Median Sale Price

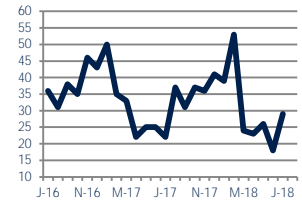
\$620,000



Up 14%
Vs. Year Ago

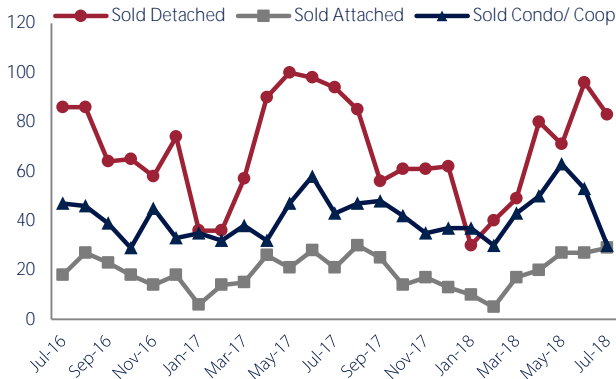
Days On Market

29



Up 32%
Vs. Year Ago

Units Sold*



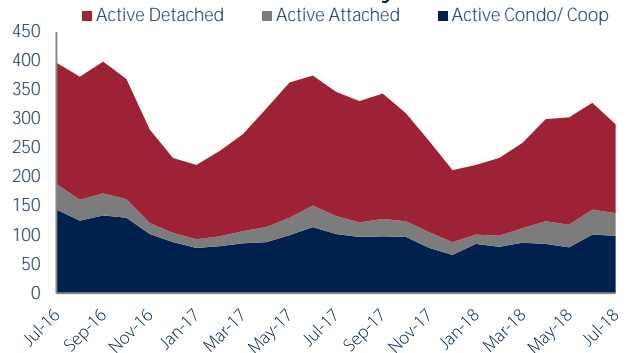
Units Sold

There was a decrease in total units sold in July, with 142 sold this month in Falls Church, Baileys Crossroads, and Seven Corners versus 176 last month, a decrease of 19%. This month's total units sold was lower than at this time last year, a decrease of 10% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 16%. The total number of active inventory this July was 291 compared to 347 in July 2017. This month's total of 291 is lower than the previous month's total supply of available inventory of 328, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$545,000. This July, the median sale price was \$620,000, an increase of 14% or \$75,000 compared to last year. The current median sold price is 10% higher 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.



Falls Church, Baileys Crossroads, and Seven Corners are defined as properties listed in zip code/s 22043, 22044, 22041, 22042 and 22046.

*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.

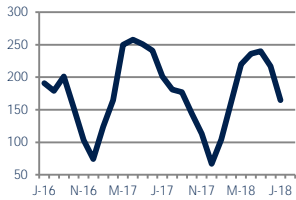
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



Zip Code(s): 22043, 22044, 22041, 22042 and 22046

New Listings

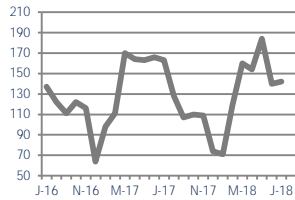
165



Down -18%
Vs. Year Ago

Current Contracts

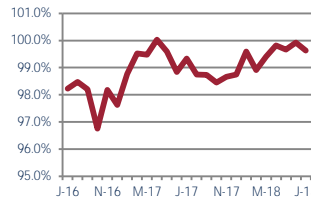
142



Down -13%
Vs. Year Ago

Sold Vs. List Price

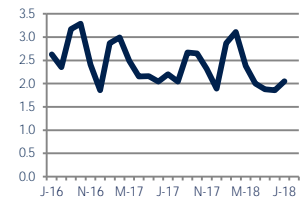
99.6%



No Change
Vs. Year Ago

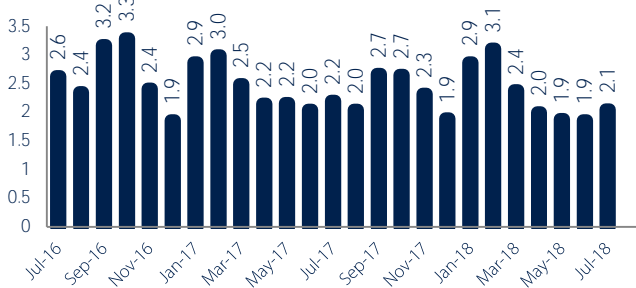
Months of Supply

2.1



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

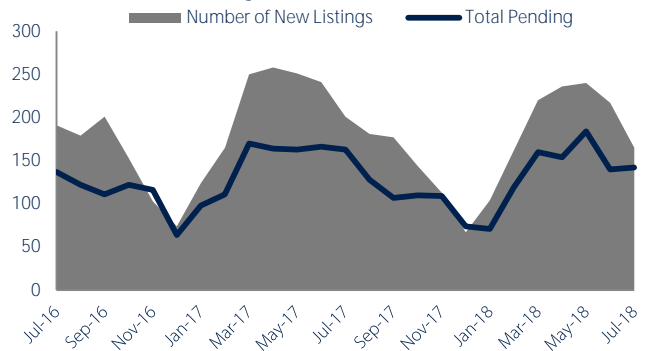
In July, there was 2.0 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 2.2 in July 2017. That is a decrease of 7% versus a year ago.

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.

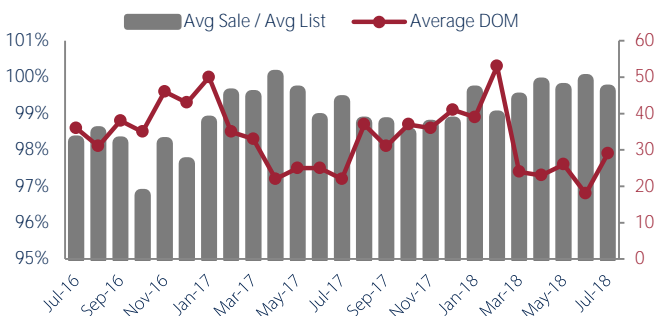
New Listings & Current Contracts

This month there were 165 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 201 in July 2017, a decrease of 18%. There were 142 current contracts pending sale this July compared to 163 a year ago. The number of current contracts is 13% lower 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 Falls Church, Baileys Crossroads, and Seven Corners was 99.6% 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 29, higher than the average last year, which was 22, an increase of 32%.



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