



# The Long & Foster Market Minute™

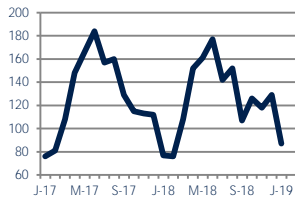
**Focus On:** Falls Church, Baileys Crossroads, and Seven Corners Housing Market

January 2019

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

## Units Sold

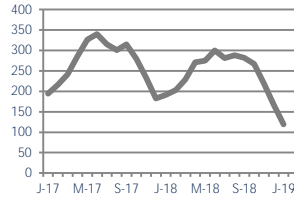
87



**Up 13%**  
Vs. Year Ago

## Active Inventory

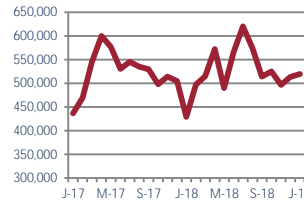
119



**Down -38%**  
Vs. Year Ago

## Median Sale Price

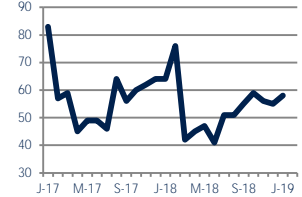
\$519,650



**Up 21%**  
Vs. Year Ago

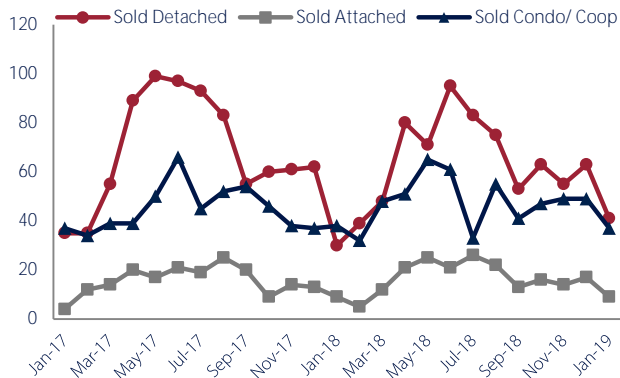
## Days On Market

58



**Down -9%**  
Vs. Year Ago

### Units Sold\*



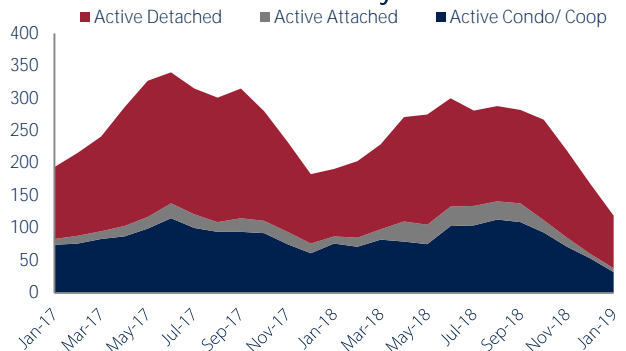
## Units Sold

There was a decrease in total units sold in January, with 87 sold this month in Falls Church, Baileys Crossroads, and Seven Corners versus 129 last month, a decrease of 33%. This month's total units sold was higher than at this time last year, an increase of 13% versus January 2018.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 72 units or 38%. The total number of active inventory this January was 119 compared to 191 in January 2018. This month's total of 119 is lower than the previous month's total supply of available inventory of 168, a decrease of 29%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$429,000. This January, the median sale price was \$519,650, an increase of 21% or \$90,650 compared to last year. The current median sold price is 1% higher 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.

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 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.



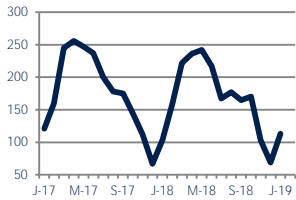
**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



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

### New Listings

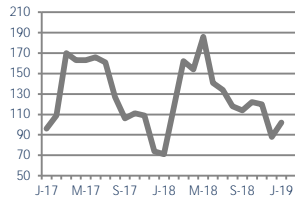
113



**Up 10%**  
Vs. Year Ago

### Current Contracts

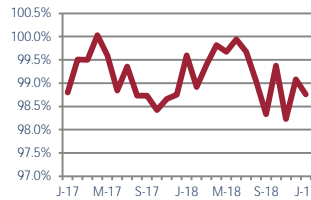
102



**Up 44%**  
Vs. Year Ago

### Sold Vs. List Price

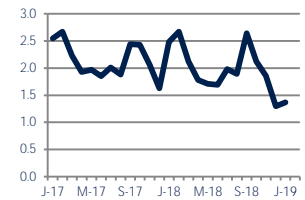
98.8%



**Down -0.8%**  
Vs. Year Ago

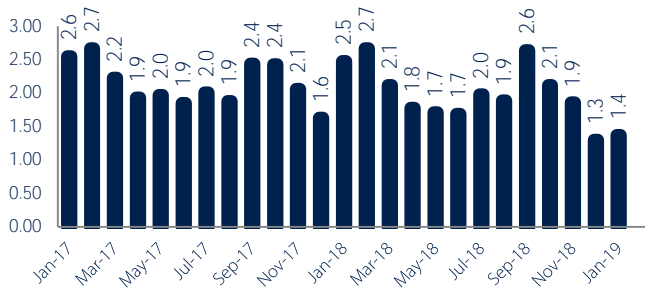
### Months of Supply

1.4



**Down -45%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

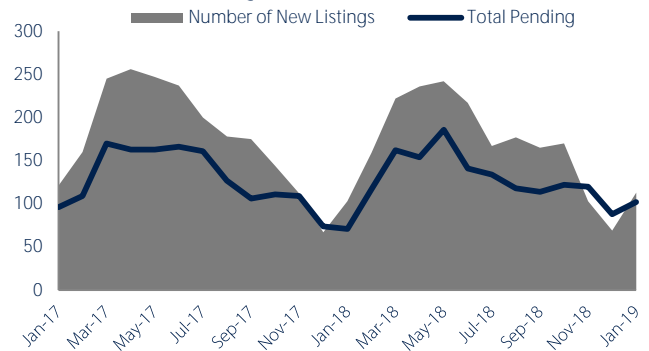
In January, there was 1.4 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 2.5 in January 2018. That is a decrease of 45% versus a year ago.

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.

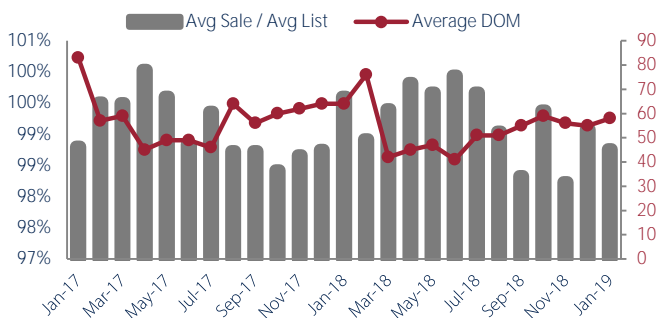
### New Listings & Current Contracts

This month there were 113 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 103 in January 2018, an increase of 10%. There were 102 current contracts pending sale this January compared to 71 a year ago. The number of current contracts is 44% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Falls Church, Baileys Crossroads, and Seven Corners was 98.8% of the average list price, which is 0.8% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 58, lower than the average last year, which was 64, a decrease of 9%.



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