



The Long & Foster Market Minute™

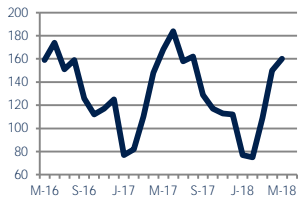
Focus On: Falls Church, Baileys Crossroads, and Seven Corners Housing Market

May 2018

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

Units Sold

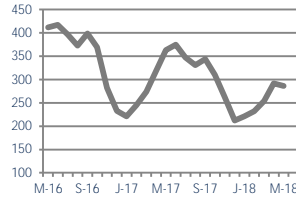
160



Down -5%
Vs. Year Ago

Active Inventory

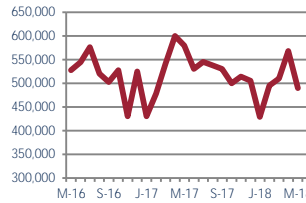
286



Down -21%
Vs. Year Ago

Median Sale Price

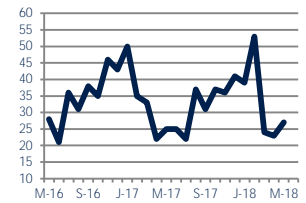
\$489,950



Down -15%
Vs. Year Ago

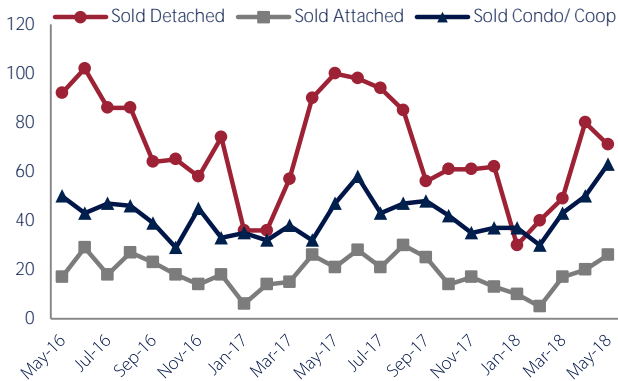
Days On Market

27



Up 8%
Vs. Year Ago

Units Sold*



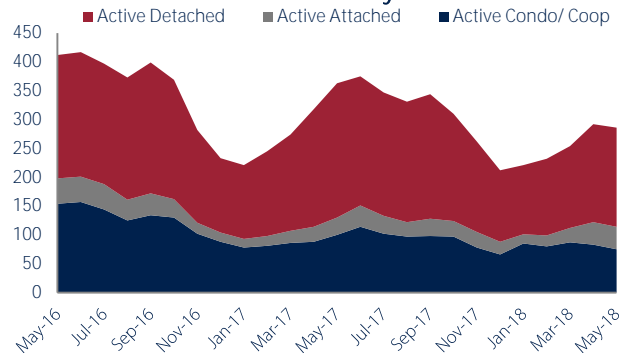
Units Sold

There was an increase in total units sold in May, with 160 sold this month in Falls Church, Baileys Crossroads, and Seven Corners versus 150 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 5% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 77 units or 21%. The total number of active inventory this May was 286 compared to 363 in May 2017. This month's total of 286 is lower than the previous month's total supply of available inventory of 292, a decrease of 2%.

Active Inventory*

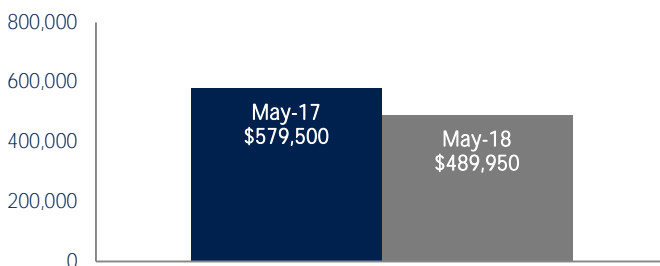


Median Sale Price

Last May, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$579,500. This May, the median sale price was \$489,950, a decrease of 15% or \$89,550 compared to last year. The current median sold price is 14% lower 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.

Median Sale Price



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.



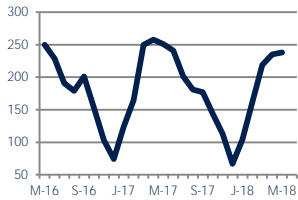
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

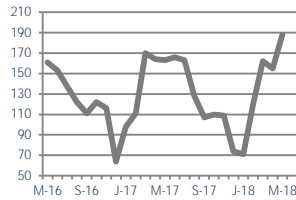
238



Down -5%
Vs. Year Ago

Current Contracts

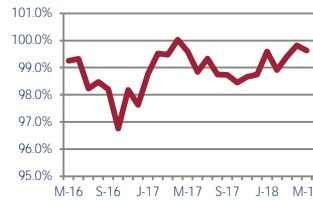
188



Up 15%
Vs. Year Ago

Sold Vs. List Price

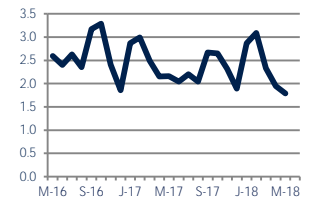
99.6%



No Change
Vs. Year Ago

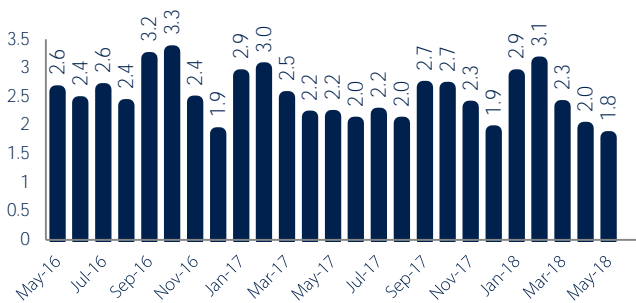
Months of Supply

1.8



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

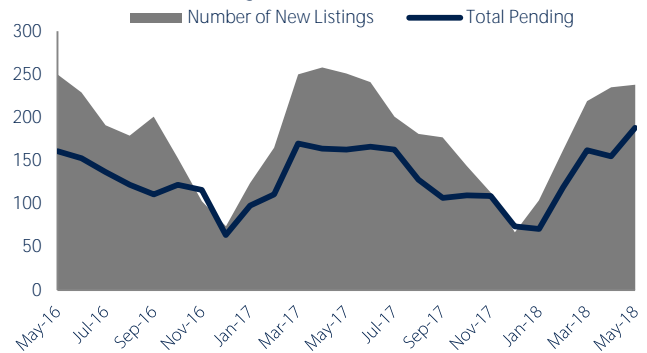
In May, there was 1.8 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 2.2 in May 2017. That is a decrease of 17% versus a year ago.

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.

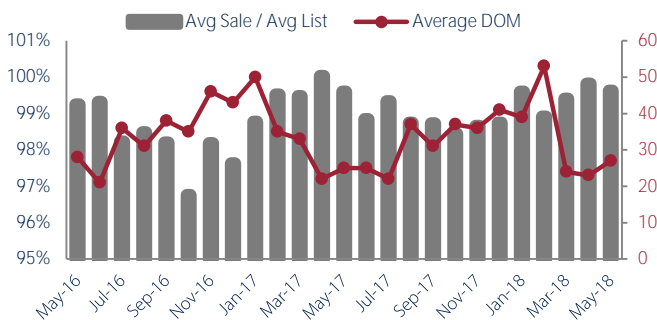
New Listings & Current Contracts

This month there were 238 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 251 in May 2017, a decrease of 5%. There were 188 current contracts pending sale this May compared to 163 a year ago. The number of current contracts is 15% higher 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 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 27, higher than the average last year, which was 25, an increase of 8%.



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