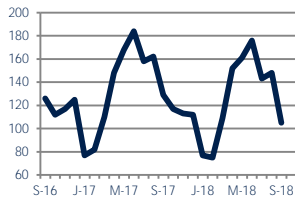


Zip Code(s): 22043, 22044, 22041, 22042 and 22046

Units Sold

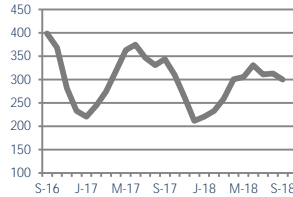
105



Down -19%
Vs. Year Ago

Active Inventory

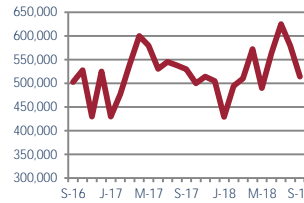
300



Down -13%
Vs. Year Ago

Median Sale Price

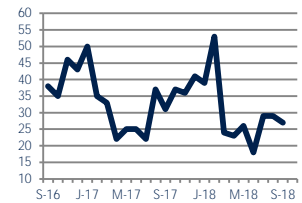
\$514,000



Down -3%
Vs. Year Ago

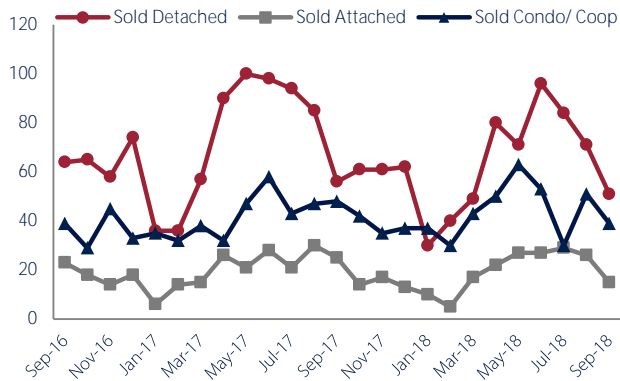
Days On Market

27



Down -13%
Vs. Year Ago

Units Sold*



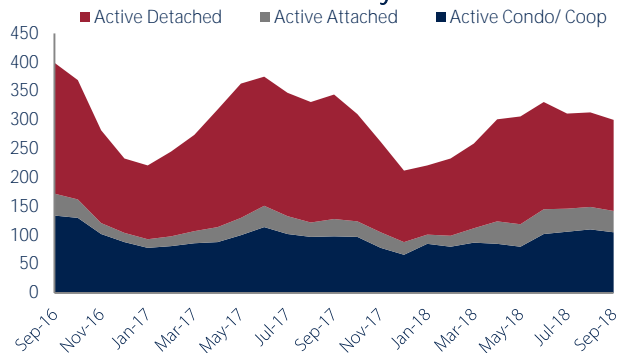
Units Sold

There was a decrease in total units sold in September, with 105 sold this month in Falls Church, Baileys Crossroads, and Seven Corners versus 148 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 19% versus September 2017.

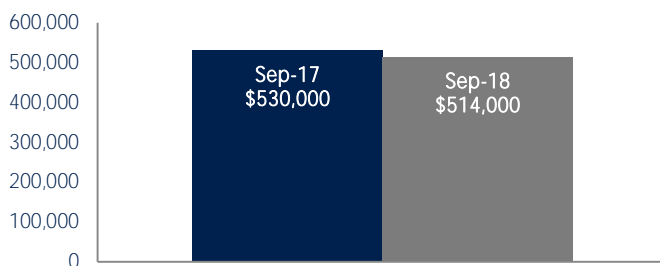
Active Inventory

Versus last year, the total number of homes available this month is lower by 44 units or 13%. The total number of active inventory this September was 300 compared to 344 in September 2017. This month's total of 300 is lower than the previous month's total supply of available inventory of 313, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Falls Church, Baileys Crossroads, and Seven Corners Homes was \$530,000. This September, the median sale price was \$514,000, a decrease of 3% or \$16,000 compared to last year. The current median sold price is 11% 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.



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.



The Long & Foster Market Minute™

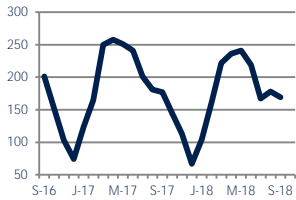
Focus On: Falls Church, Baileys Crossroads, and Seven Corners Housing Market

September 2018

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

New Listings

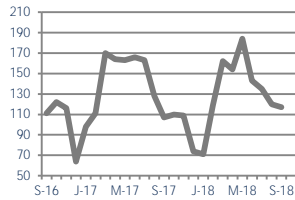
169



Down -5%
Vs. Year Ago

Current Contracts

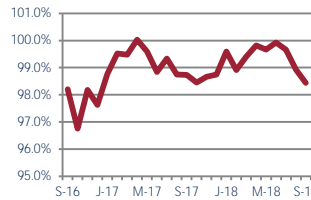
117



Up 9%
Vs. Year Ago

Sold Vs. List Price

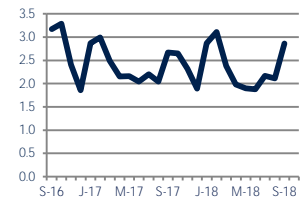
98.4%



No Change
Vs. Year Ago

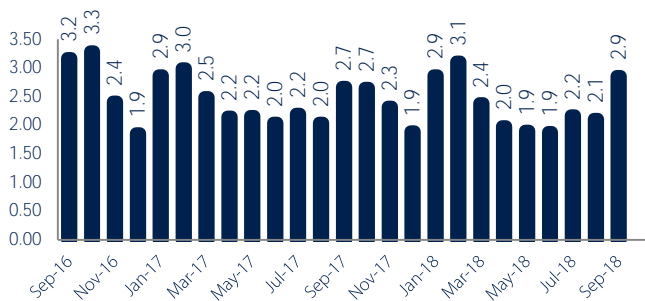
Months of Supply

2.9



Up 7%
Vs. Year Ago

Months Of Supply



Months of Supply

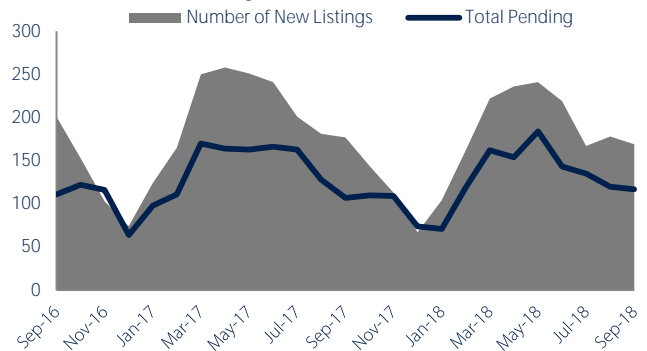
In September, there was 2.9 months of supply available in Falls Church, Baileys Crossroads, and Seven Corners, compared to 2.7 in September 2017. That is an increase of 7% versus a year ago.

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.

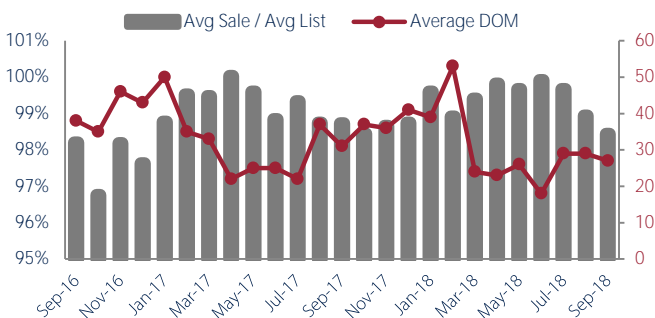
New Listings & Current Contracts

This month there were 169 homes newly listed for sale in Falls Church, Baileys Crossroads, and Seven Corners compared to 177 in September 2017, a decrease of 5%. There were 117 current contracts pending sale this September compared to 107 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 Falls Church, Baileys Crossroads, and Seven Corners was 98.4% 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, lower than the average last year, which was 31, a decrease of 13%.



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