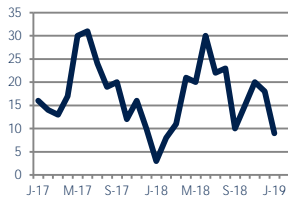


Units Sold

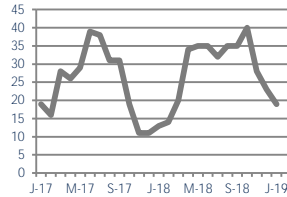
9



Up
Vs. Year Ago

Active Inventory

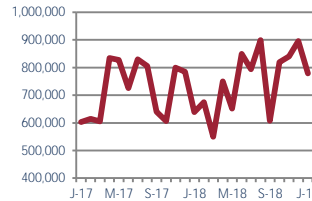
19



Up 46%
Vs. Year Ago

Median Sale Price

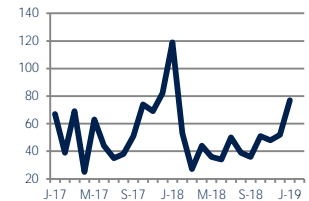
\$778,993



Up 22%
Vs. Year Ago

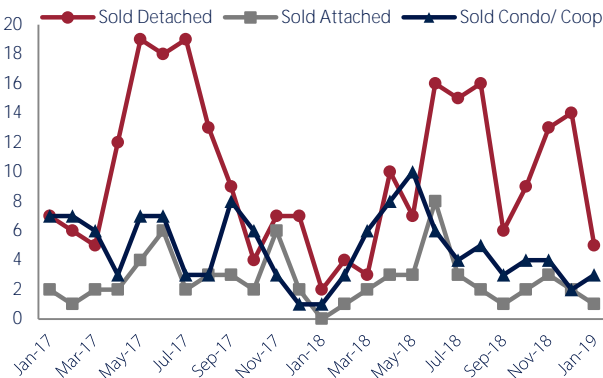
Days On Market

77



Down -35%
Vs. Year Ago

Units Sold*



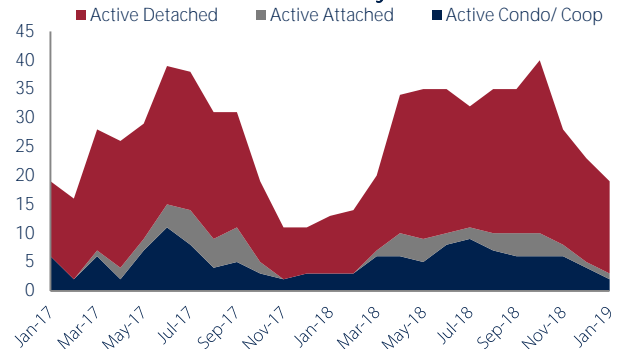
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 9 sold this month in Falls Church City. This month's total units sold was higher than at this time last year, an increase from January 2018.

Active Inventory

Versus last year, the total number of homes available this month is higher by 6 units or 46%. The total number of active inventory this January was 19 compared to 13 in January 2018. This month's total of 19 is lower than the previous month's total supply of available inventory of 23, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Falls Church City Homes was \$639,000. This January, the median sale price was \$778,993, an increase of 22% or \$139,993 compared to last year. The current median sold price is 13% lower 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.

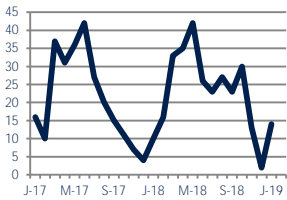


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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.



New Listings

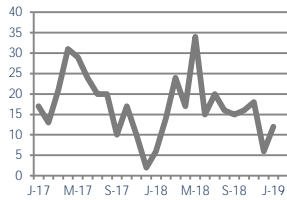
14



Up 40%
Vs. Year Ago

Current Contracts

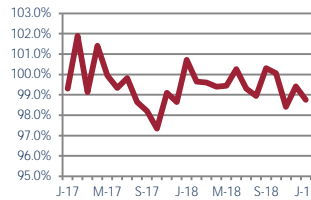
12



Up 100%
Vs. Year Ago

Sold Vs. List Price

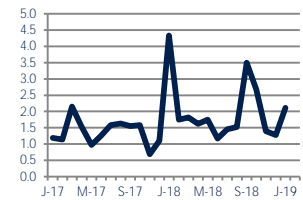
98.8%



Down -2%
Vs. Year Ago

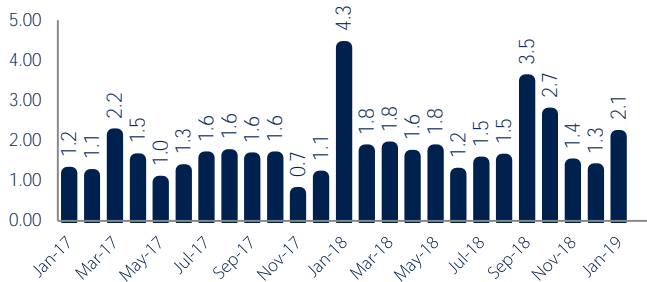
Months of Supply

2.1



Down -51%
Vs. Year Ago

Months Of Supply



Months of Supply

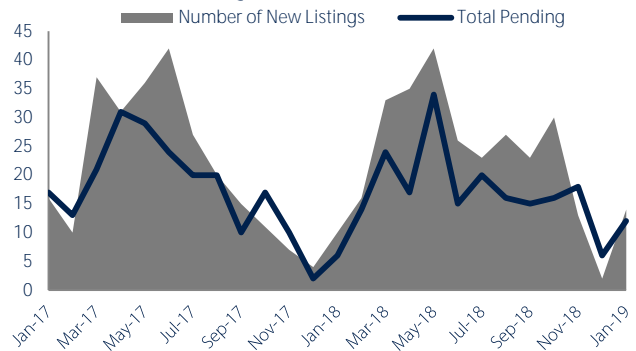
In January, there was 2.1 months of supply available in Falls Church City, compared to 4.3 in January 2018. That is a decrease of 51% versus a year ago.

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.

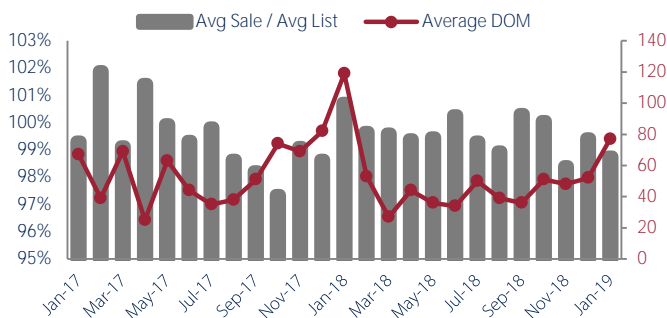
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Falls Church City compared to 10 in January 2018, an increase of 40%. There were 12 current contracts pending sale this January compared to 6 a year ago. The number of current contracts is 100% 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 City was 98.8% of the average list price, which is 2.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 119, a decrease of 35%.



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