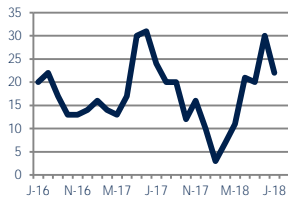




Units Sold

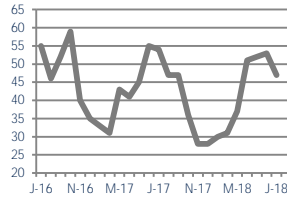
22



Down -8%
Vs. Year Ago

Active Inventory

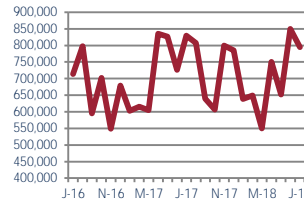
47



Down -13%
Vs. Year Ago

Median Sale Price

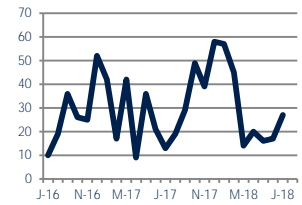
\$794,500



Down -4%
Vs. Year Ago

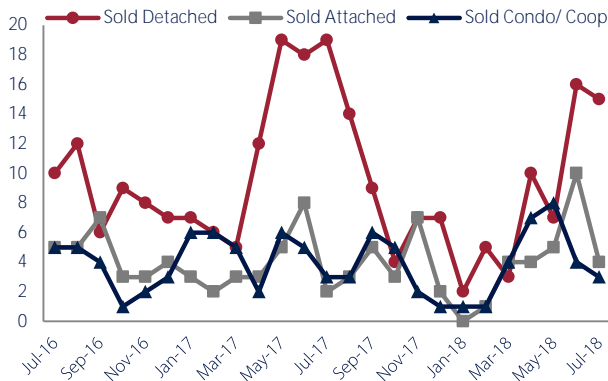
Days On Market

27



Up
Vs. Year Ago

Units Sold*



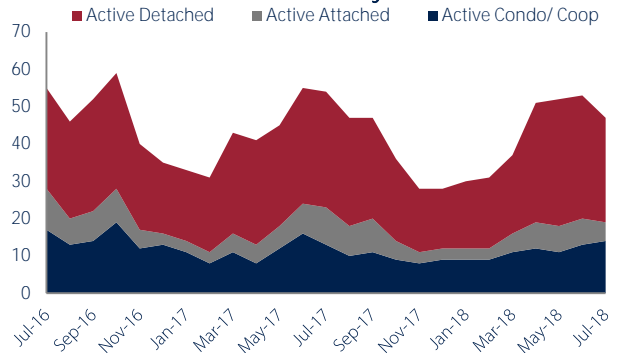
Units Sold

There was a decrease in total units sold in July, with 22 sold this month in Falls Church City versus 30 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 8% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 13%. The total number of active inventory this July was 47 compared to 54 in July 2017. This month's total of 47 is lower than the previous month's total supply of available inventory of 53, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Falls Church City Homes was \$830,000. This July, the median sale price was \$794,500, a decrease of 4% or \$35,500 compared to last year. The current median sold price is 6% lower 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.



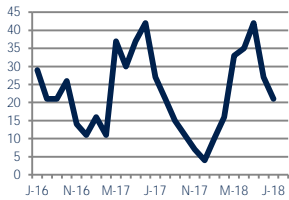
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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





New Listings

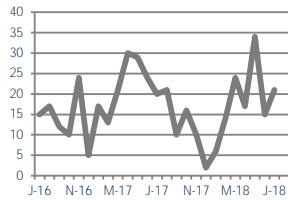
21



Down -22%
Vs. Year Ago

Current Contracts

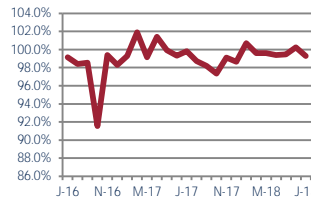
21



Up 5%
Vs. Year Ago

Sold Vs. List Price

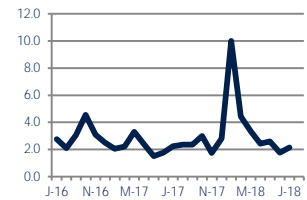
99.3%



Down -0.5%
Vs. Year Ago

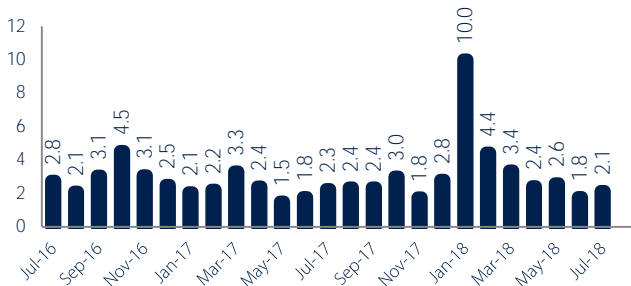
Months of Supply

2.1



Down -5%
Vs. Year Ago

Months Of Supply



Months of Supply

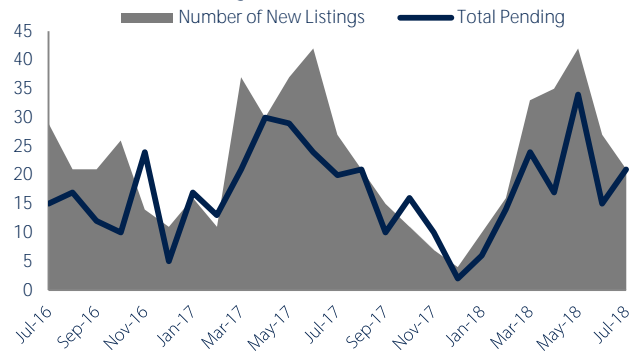
In July, there was 2.1 months of supply available in Falls Church City, compared to 2.3 in July 2017. That is a decrease of 5% versus a year ago.

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.

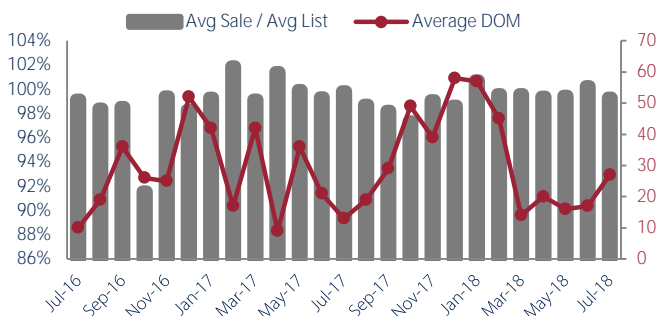
New Listings & Current Contracts

This month there were 21 homes newly listed for sale in Falls Church City compared to 27 in July 2017, a decrease of 22%. There were 21 current contracts pending sale this July compared to 20 a year ago. The number of current contracts is 5% higher 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 City was 99.3% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 27, higher than the average last year, which was 13. This increase was impacted by the limited number of sales.



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