



# The Long & Foster Market Minute™

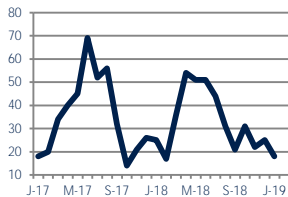
Focus On: South Fairfax Housing Market

January 2019

Zip Code(s): 22032

## Units Sold

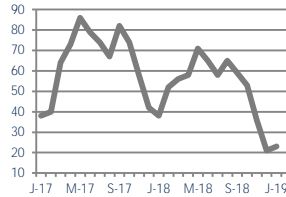
18



Down -28%  
Vs. Year Ago

## Active Inventory

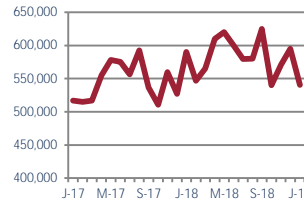
23



Down -39%  
Vs. Year Ago

## Median Sale Price

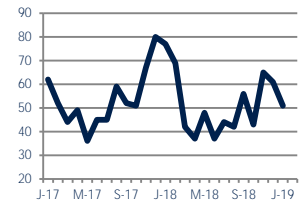
\$540,500



Down -8%  
Vs. Year Ago

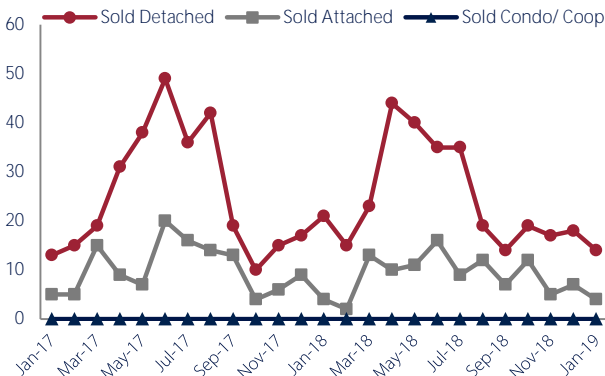
## Days On Market

51



Down -34%  
Vs. Year Ago

## Units Sold\*



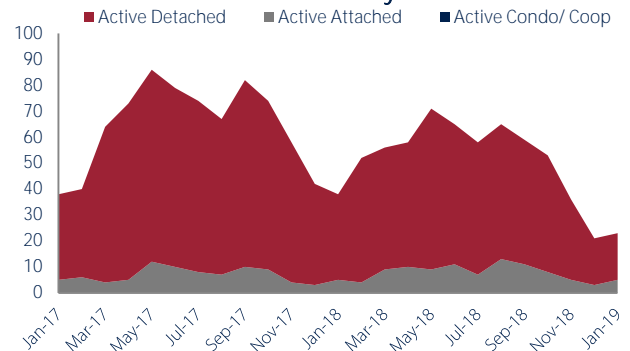
## Units Sold

There was a decrease in total units sold in January, with 18 sold this month in South Fairfax versus 25 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 28% versus January 2018.

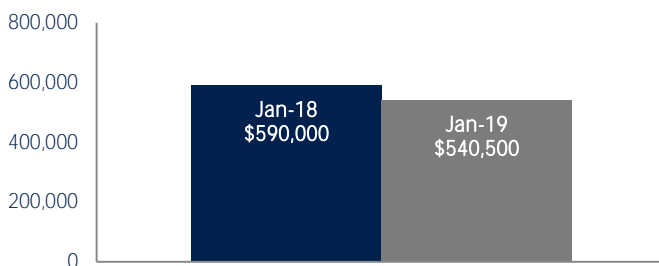
## Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 39%. The total number of active inventory this January was 23 compared to 38 in January 2018. This month's total of 23 is higher than the previous month's total supply of available inventory of 21, an increase of 10%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for South Fairfax Homes was \$590,000. This January, the median sale price was \$540,500, a decrease of 8% or \$49,500 compared to last year. The current median sold price is 9% 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.

South Fairfax are defined as properties listed in zip code/s 22032.

\*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.



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INTERNATIONAL REAL ESTATE





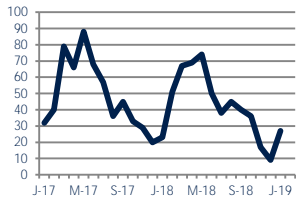
## Focus On: South Fairfax Housing Market

January 2019

Zip Code(s): 22032

### New Listings

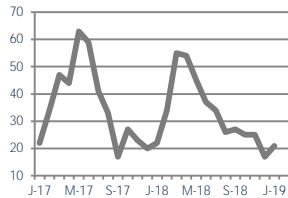
27



Up 17%  
Vs. Year Ago

### Current Contracts

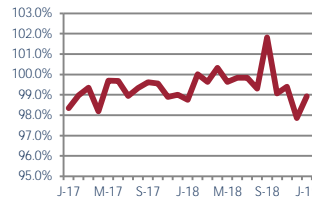
21



Down -5%  
Vs. Year Ago

### Sold Vs. List Price

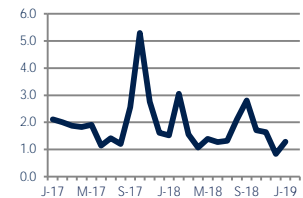
98.9%



No Change  
Vs. Year Ago

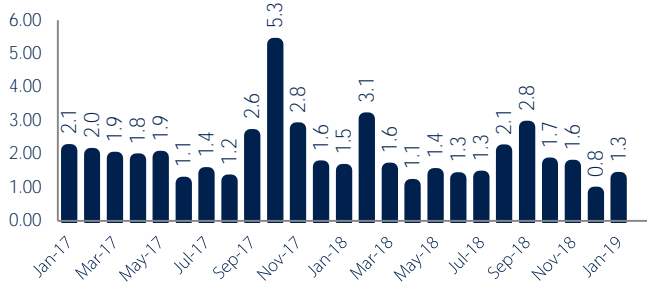
### Months of Supply

1.3



Down -16%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

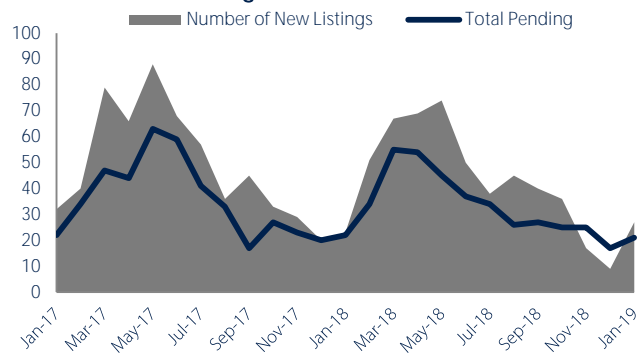
In January, there was 1.3 months of supply available in South Fairfax, compared to 1.5 in January 2018. That is a decrease of 16% versus a year ago.

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.

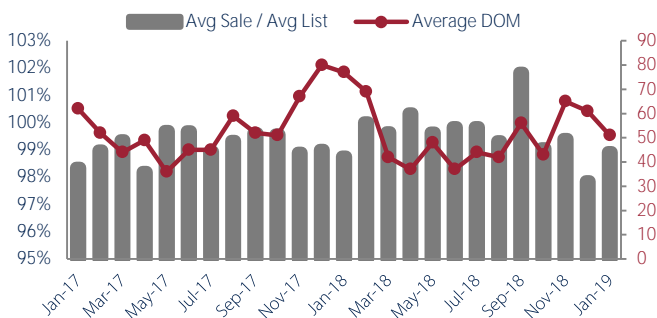
### New Listings & Current Contracts

This month there were 27 homes newly listed for sale in South Fairfax compared to 23 in January 2018, an increase of 17%. There were 21 current contracts pending sale this January compared to 22 a year ago. The number of current contracts is 5% lower 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 South Fairfax was 98.9% 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 51, lower than the average last year, which was 77, a decrease of 34%.



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