



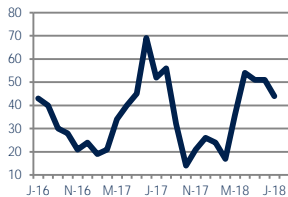
## Focus On: South Fairfax Housing Market

July 2018

Zip Code(s): 22032

### Units Sold

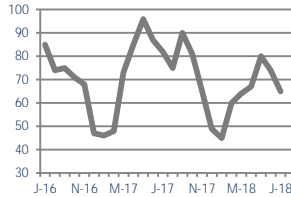
44



Down -15%  
Vs. Year Ago

### Active Inventory

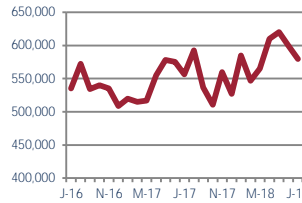
65



Down -21%  
Vs. Year Ago

### Median Sale Price

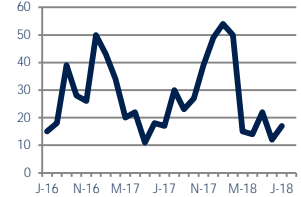
\$579,500



Up 4%  
Vs. Year Ago

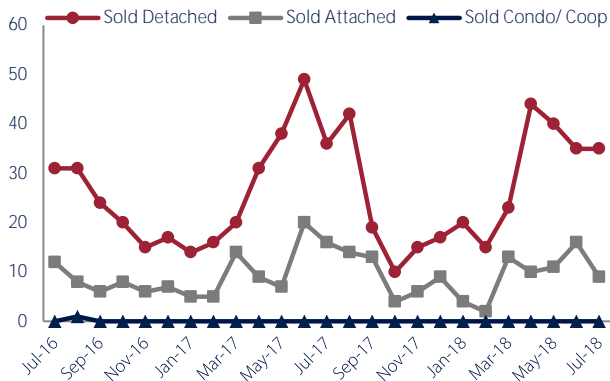
### Days On Market

17



No Change  
Vs. Year Ago

### Units Sold\*



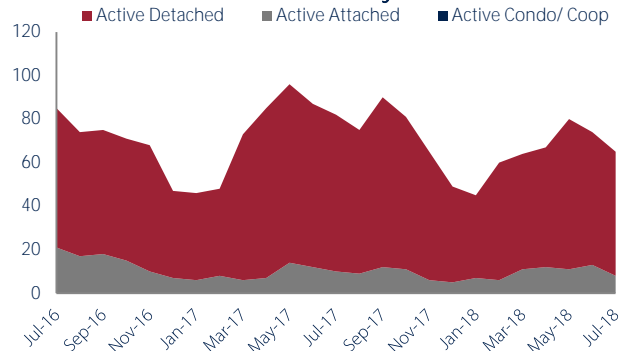
### Units Sold

There was a decrease in total units sold in July, with 44 sold this month in South Fairfax versus 51 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 15% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 21%. The total number of active inventory this July was 65 compared to 82 in July 2017. This month's total of 65 is lower than the previous month's total supply of available inventory of 74, a decrease of 12%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for South Fairfax Homes was \$556,200. This July, the median sale price was \$579,500, an increase of 4% or \$23,300 compared to last year. The current median sold price is 3% 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.

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 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.



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INTERNATIONAL REAL ESTATE





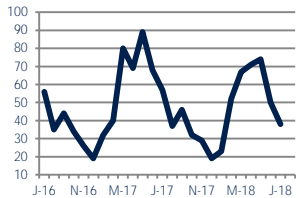
**Focus On:** South Fairfax Housing Market

July 2018

Zip Code(s): 22032

**New Listings**

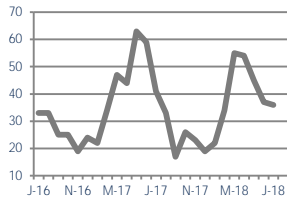
38



**Down -33%**  
Vs. Year Ago

**Current Contracts**

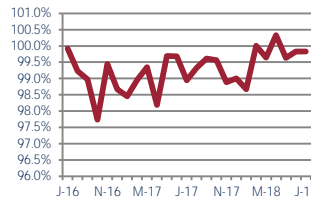
36



**Down -12%**  
Vs. Year Ago

**Sold Vs. List Price**

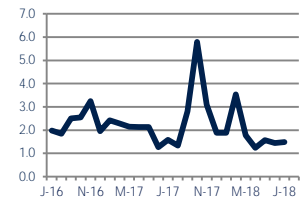
99.8%



**Up 0.9%**  
Vs. Year Ago

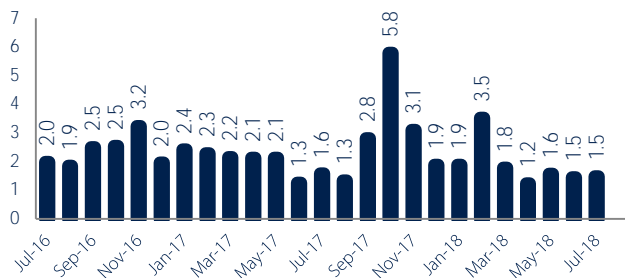
**Months of Supply**

1.5



**No Change**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

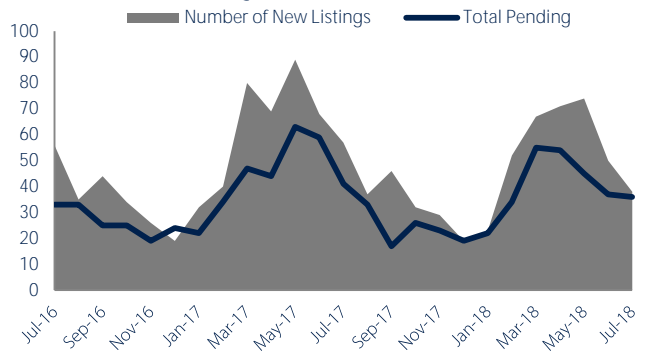
In July, there was 1.5 months of supply available in South Fairfax. The amount of supply is similar compared to a year ago.

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.

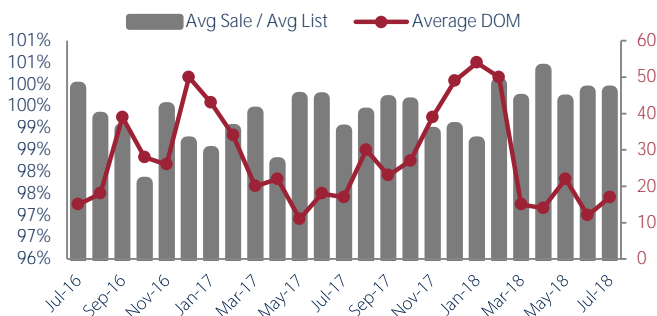
**New Listings & Current Contracts**

This month there were 38 homes newly listed for sale in South Fairfax compared to 57 in July 2017, a decrease of 33%. There were 36 current contracts pending sale this July compared to 41 a year ago. The number of current contracts is 12% lower 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 South Fairfax was 99.8% of the average list price, which is 0.9% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 17, which is similar compared to a year ago.



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