

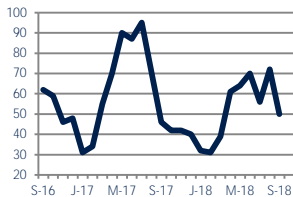
Focus On: West Fairfax Housing Market

September 2018

Zip Code(s): 22033

Units Sold

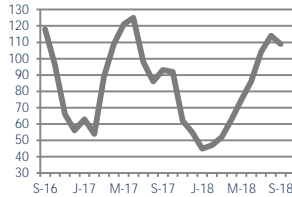
50



Up 9%
Vs. Year Ago

Active Inventory

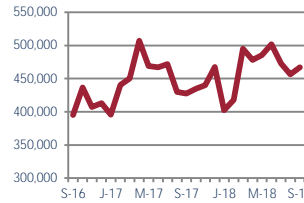
109



Up 17%
Vs. Year Ago

Median Sale Price

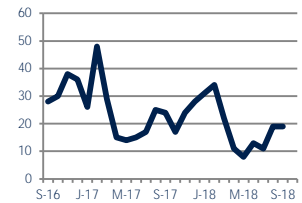
\$467,000



Up 9%
Vs. Year Ago

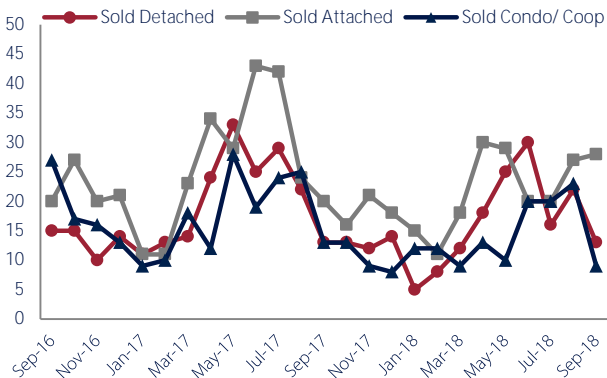
Days On Market

19



Down -21%
Vs. Year Ago

Units Sold*



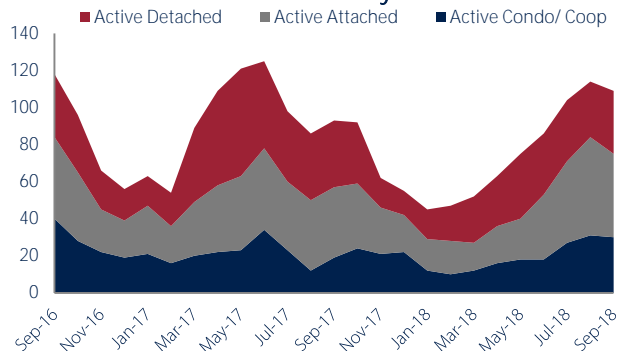
Units Sold

There was a decrease in total units sold in September, with 50 sold this month in West Fairfax versus 72 last month, a decrease of 31%. This month's total units sold was higher than at this time last year, an increase of 9% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 16 units or 17%. The total number of active inventory this September was 109 compared to 93 in September 2017. This month's total of 109 is lower than the previous month's total supply of available inventory of 114, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for West Fairfax Homes was \$427,450. This September, the median sale price was \$467,000, an increase of 9% or \$39,550 compared to last year. The current median sold price is 2% higher 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.

West Fairfax are defined as properties listed in zip code/s 22033.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





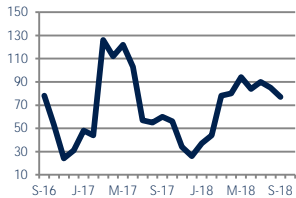
Focus On: West Fairfax Housing Market

September 2018

Zip Code(s): 22033

New Listings

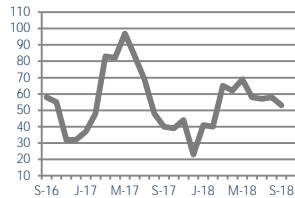
77



Up 28%
Vs. Year Ago

Current Contracts

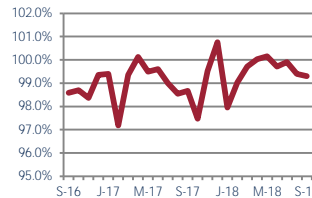
53



Up 32%
Vs. Year Ago

Sold Vs. List Price

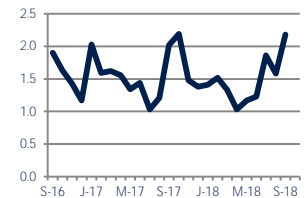
99.3%



Up 0.6%
Vs. Year Ago

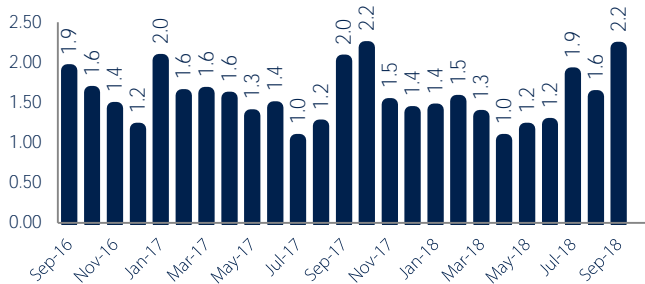
Months of Supply

2.2



Up 8%
Vs. Year Ago

Months Of Supply



Months of Supply

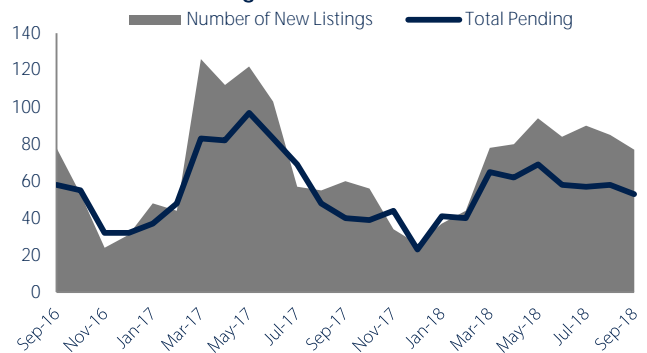
In September, there was 2.2 months of supply available in West Fairfax, compared to 2.0 in September 2017. That is an increase of 8% versus a year ago.

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.

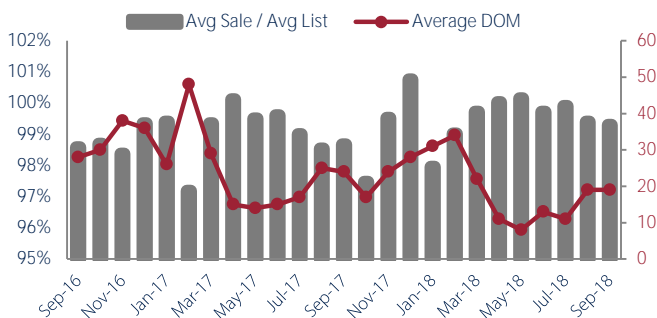
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in West Fairfax compared to 60 in September 2017, an increase of 28%. There were 53 current contracts pending sale this September compared to 40 a year ago. The number of current contracts is 33% 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 West Fairfax was 99.3% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 19, lower than the average last year, which was 24, a decrease of 21%.



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