



The Long & Foster Market Minute™

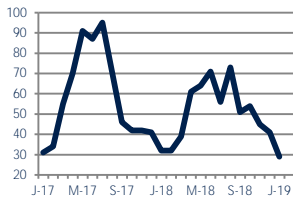
Focus On: West Fairfax Housing Market

January 2019

Zip Code(s): 22033

Units Sold

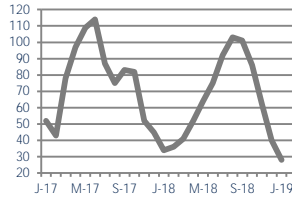
29



Down -9%
Vs. Year Ago

Active Inventory

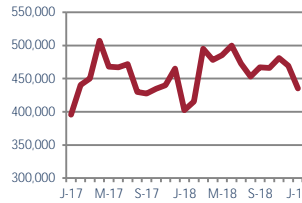
28



Down -18%
Vs. Year Ago

Median Sale Price

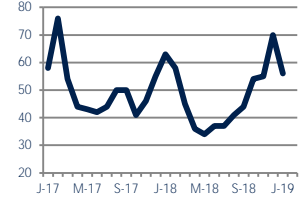
\$435,000



Up 8%
Vs. Year Ago

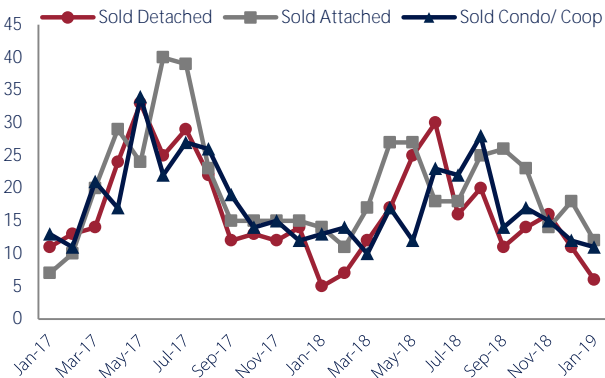
Days On Market

56



Down -11%
Vs. Year Ago

Units Sold*



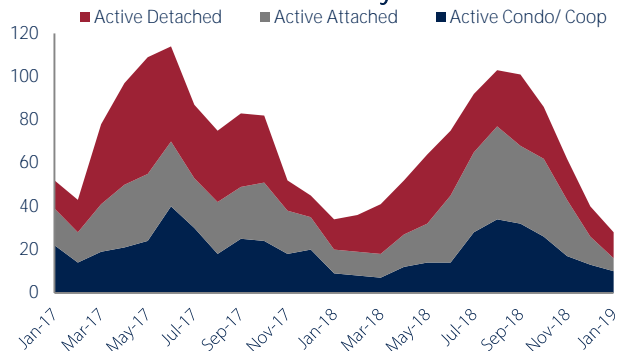
Units Sold

There was a decrease in total units sold in January, with 29 sold this month in West Fairfax versus 41 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 9% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 6 units or 18%. The total number of active inventory this January was 28 compared to 34 in January 2018. This month's total of 28 is lower than the previous month's total supply of available inventory of 40, a decrease of 30%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for West Fairfax Homes was \$402,500. This January, the median sale price was \$435,000, an increase of 8% or \$32,500 compared to last year. The current median sold price is 7% 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.

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 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





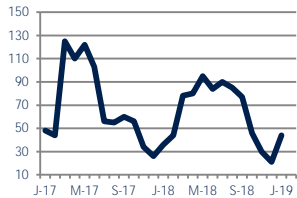
Focus On: West Fairfax Housing Market

January 2019

Zip Code(s): 22033

New Listings

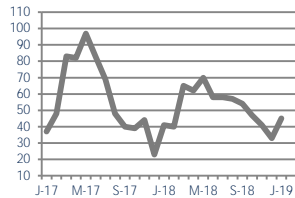
44



Up 22%
Vs. Year Ago

Current Contracts

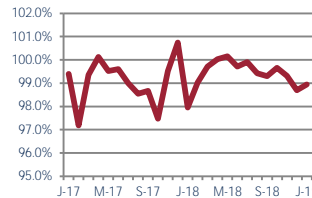
45



Up 10%
Vs. Year Ago

Sold Vs. List Price

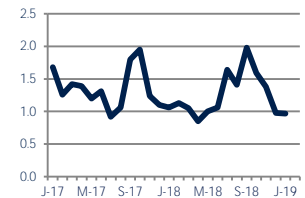
98.9%



Up 1%
Vs. Year Ago

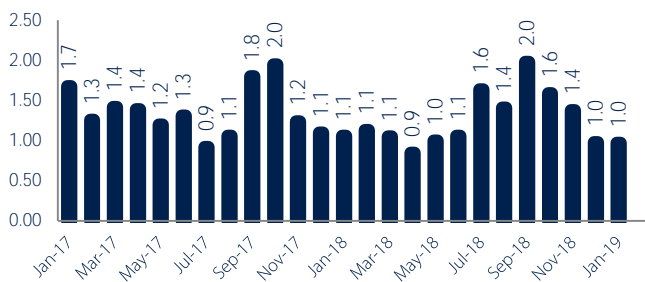
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

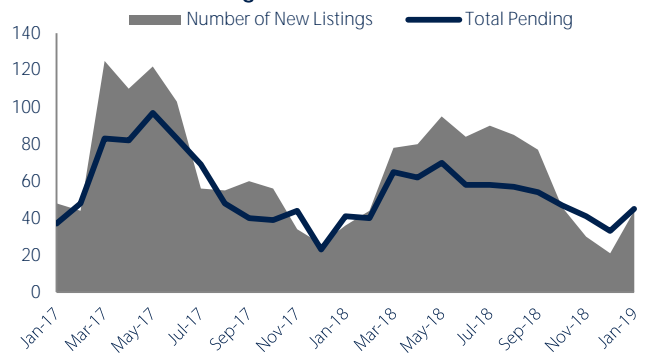
In January, there was 1.0 months of supply available in West Fairfax. The amount of supply is similar compared to a year ago.

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.

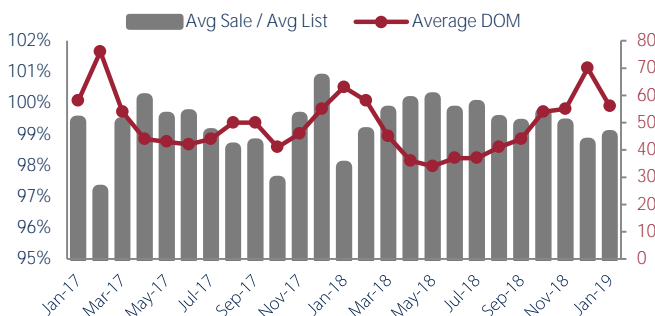
New Listings & Current Contracts

This month there were 44 homes newly listed for sale in West Fairfax compared to 36 in January 2018, an increase of 22%. There were 45 current contracts pending sale this January compared to 41 a year ago. The number of current contracts is 10% 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 West Fairfax was 98.9% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 63, a decrease of 11%.



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