



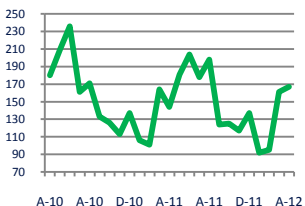
## Focus On: Fairfax Housing Market

April 2012

Zip Code(s): 22033, 22032, 22031 and 22030

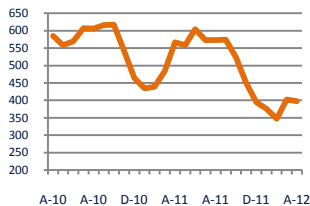
### Units Sold

167



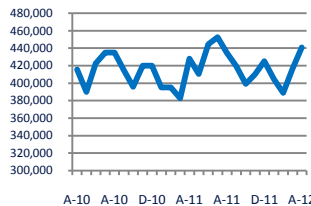
### Active Inventory

398



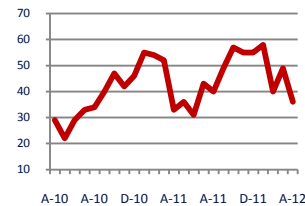
### Median Sale Price

\$441,000



### Days On Market

36



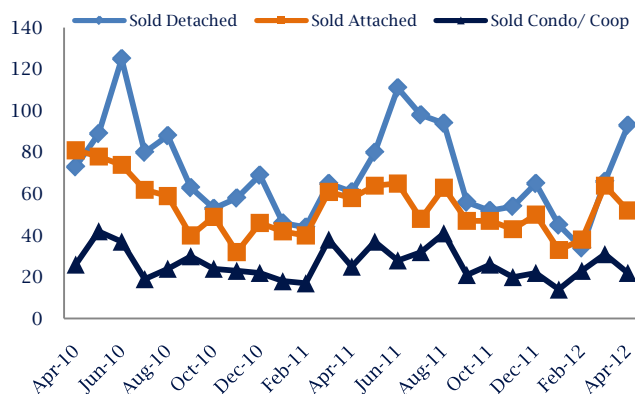
**Up 16%**  
Vs. Year Ago

**Down -30%**  
Vs. Year Ago

**Up 3%**  
Vs. Year Ago

**Up 9%**  
Vs. Year Ago

### Units Sold\*



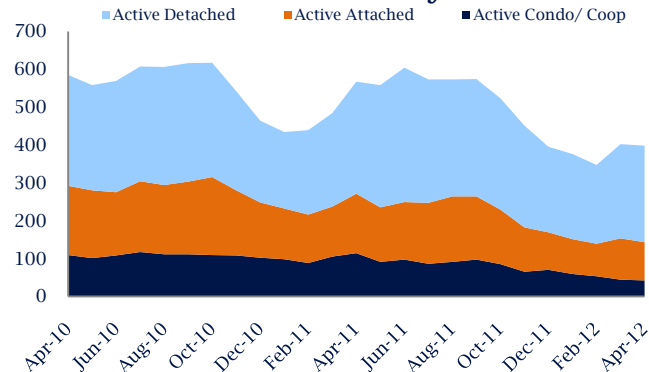
### Units Sold

There was an increase in total units sold in April, with 167 sold this month in Fairfax versus 161 last month, an increase of 4%. This month's total units sold was higher than at this time last year, an increase of 16% versus April 2011.

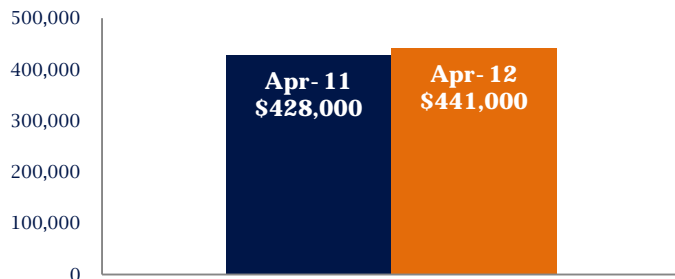
### Active Inventory

Versus last year, the total number of homes available this month is lower by 169 units or 30%. The total number of active inventory this April was 398 compared to 567 in April 2011. This month's total of 398 is lower than the previous month's total supply of available inventory of 402, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Fairfax Homes was \$428,000. This April, the median sale price was \$441,000, an increase of 3% or \$13,000 compared to last year. The current median sold price is 6% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Fairfax are defined as properties listed in zip code/s 22033, 22032, 22031 and 22030.

\*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.





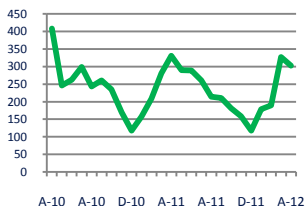
## Focus On: Fairfax Housing Market

April 2012

Zip Code(s): 22033, 22032, 22031 and 22030

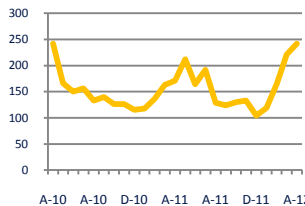
### New Listings

303



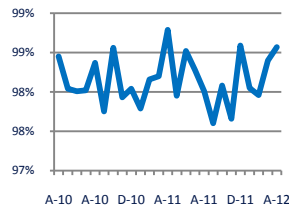
### Current Contracts

242



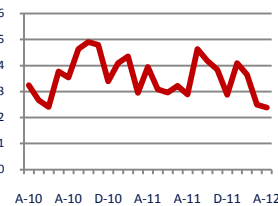
### Sold Vs. List Price

98.6%



### Months of Supply

2.4



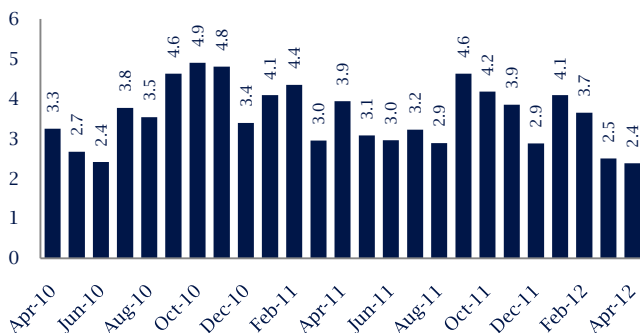
**Down - 8%**  
Vs. Year Ago

**Up 42%**  
Vs. Year Ago

**No Change**  
Vs. Year Ago

**Down - 40%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

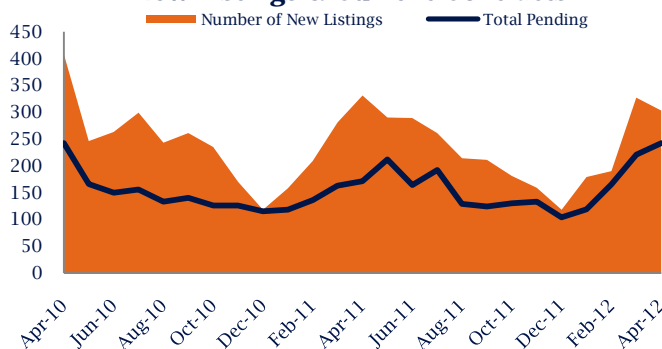
In April, there was 2.4 months of supply available in Fairfax, compared to 3.9 in April 2011. That is a decrease of 39% versus a year ago.

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.

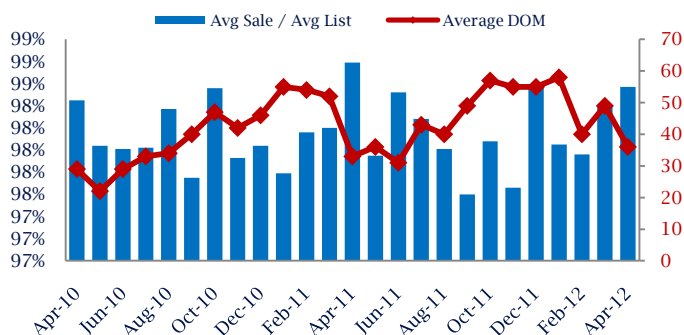
### New Listings & Current Contracts

This month there were 303 homes newly listed for sale in Fairfax compared to 331 in April 2011, a decrease of 8%. There were 242 current contracts pending sale this April compared to 171 a year ago. The number of current contracts is 42% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Fairfax was 98.6% 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 36, higher than the average last year, which was 33, an increase of 9%.

Fairfax are defined as properties listed in zip code/s 22033, 22032, 22031 and 22030.

\*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.

