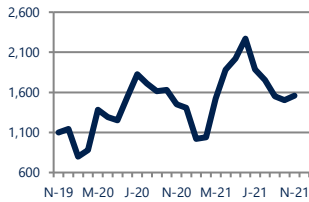


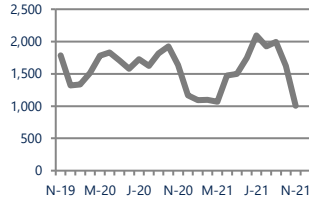


Units Sold
1,558



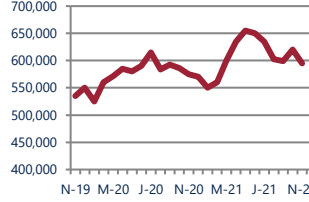
Up 7%
 Vs. Year Ago

Active Inventory
1,005



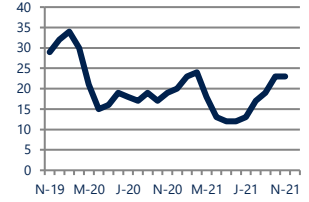
Down -39%
 Vs. Year Ago

Median Sale Price
\$595,000



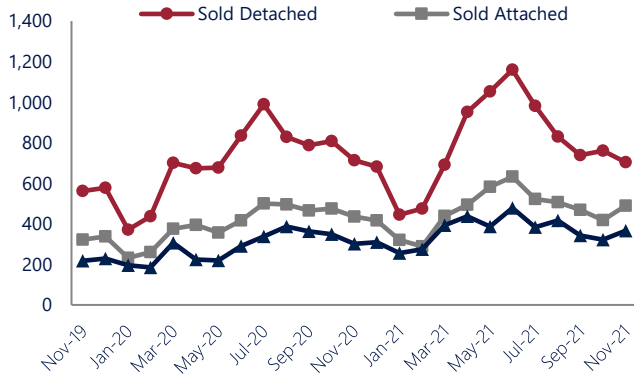
Up 3%
 Vs. Year Ago

Days On Market
23



Up 21%
 Vs. Year Ago

Units Sold*



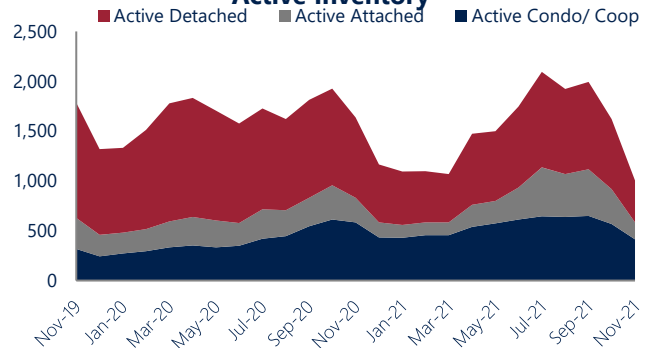
Units Sold

There was an increase in total units sold in November, with 1,558 sold this month in Fairfax County versus 1,501 last month, an increase of 4%. This month's total units sold was higher than at this time last year, an increase of 7% versus November 2020.

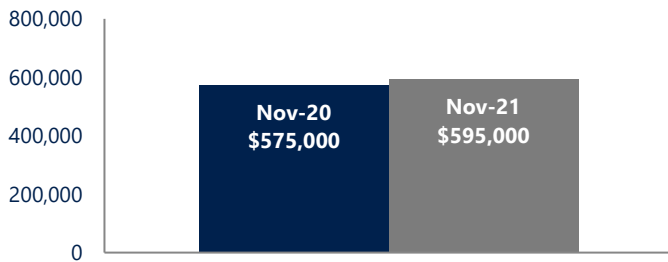
Active Inventory

Versus last year, the total number of homes available this month is lower by 632 units or 39%. The total number of active inventory this November was 1,005 compared to 1,637 in November 2020. This month's total of 1,005 is lower than the previous month's total supply of available inventory of 1,622, a decrease of 38%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Fairfax County Homes was \$575,000. This November, the median sale price was \$595,000, an increase of 3% or \$20,000 compared to last year. The current median sold price is 4% lower than in October.

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



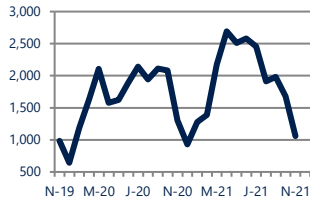
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS 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.





New Listings

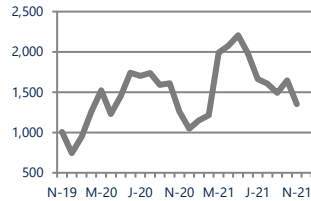
1,060



Down -19%
Vs. Year Ago

Current Contracts

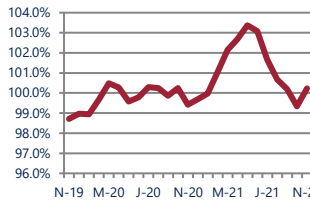
1,351



Up 7%
Vs. Year Ago

Sold Vs. List Price

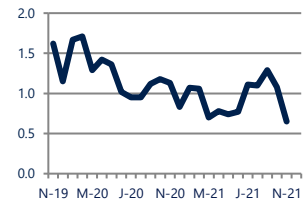
100.2%



Up 0.8%
Vs. Year Ago

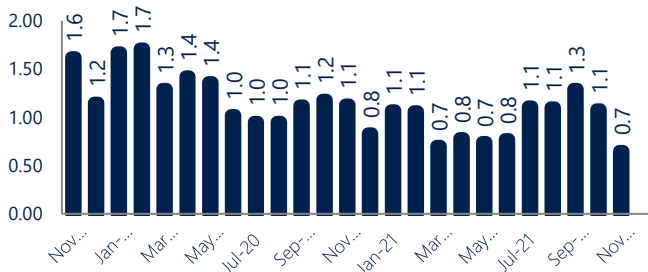
Months of Supply

0.7



Down -42%
Vs. Year Ago

Months Of Supply



Months of Supply

In November, there was 0.6 months of supply available in Fairfax County, compared to 1.1 in November 2020. That is a decrease of 43% versus a year ago.

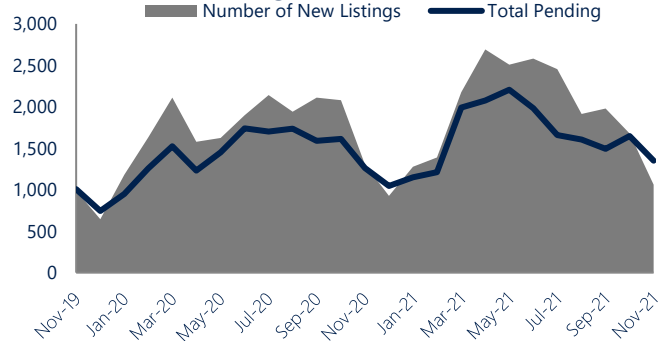
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

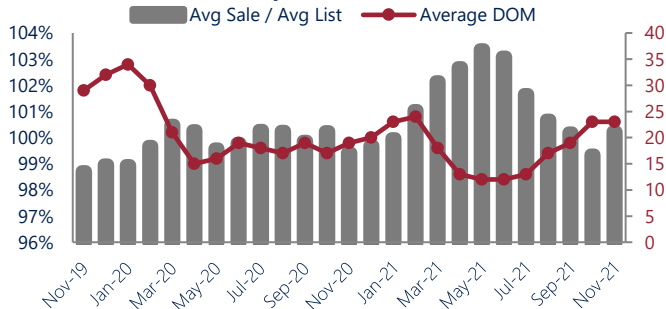
This month there were 1,060 homes newly listed for sale in Fairfax County compared to 1,305 in November 2020, a decrease of 19%.

There were 1,351 current contracts pending sale this November compared to 1,262 a year ago. The number of current contracts is 7% higher than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Fairfax County was 100.2% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 23, higher than the average last year, which was 19, an increase of 21%.



*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.
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