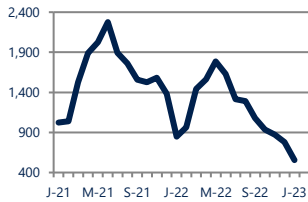


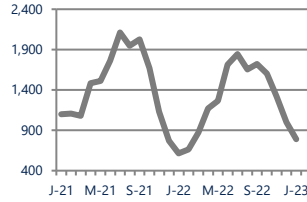


### Units Sold 555



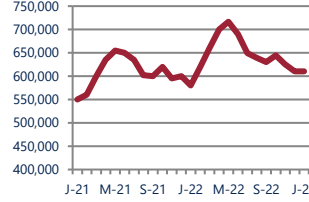
**Down -34%**  
Vs. Year Ago

### Active Inventory 788



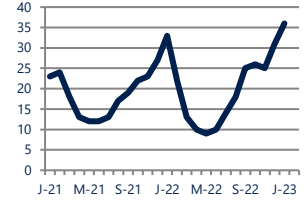
**Up 28%**  
Vs. Year Ago

### Median Sale Price \$610,000



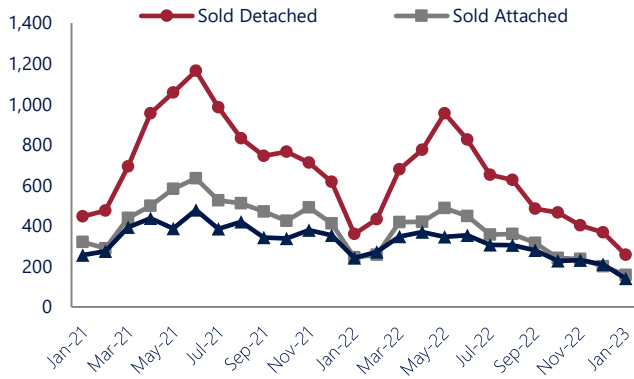
**Up 5%**  
Vs. Year Ago

### Days On Market 36



**Up 9%**  
Vs. Year Ago

### Units Sold\*



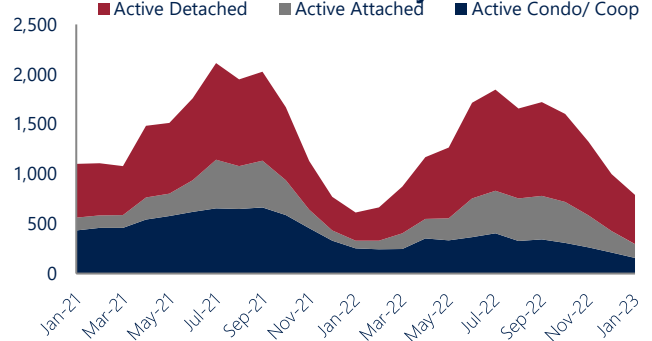
### Units Sold

There was a decrease in total units sold in January, with 555 sold this month in Fairfax County versus 778 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 34% versus January 2022.

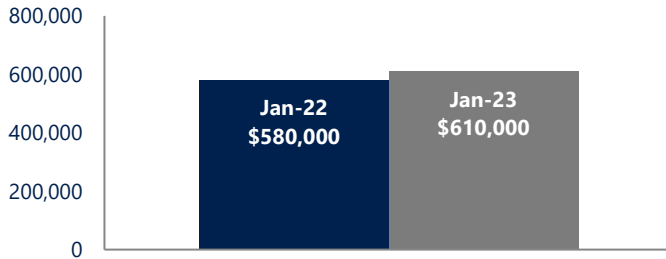
### Active Inventory

Versus last year, the total number of homes available this month is higher by 174 units or 28%. The total number of active inventory this January was 788 compared to 614 in January 2022. This month's total of 788 is lower than the previous month's total supply of available inventory of 999, a decrease of 21%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Fairfax County Homes was \$580,000. This January, the median sale price was \$610,000, an increase of 5% or \$30,000 compared to last year. The current median sold price is approximately the same as the median price in December.

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



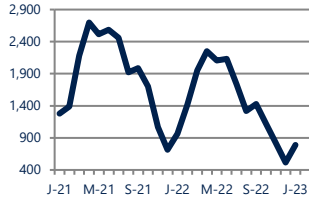
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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

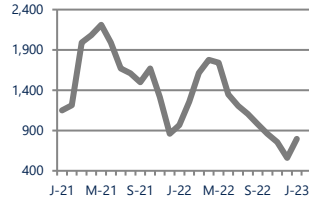
789



**Down -18%**  
Vs. Year Ago

### Current Contracts

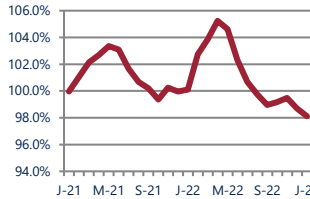
797



**Down -17%**  
Vs. Year Ago

### Sold Vs. List Price

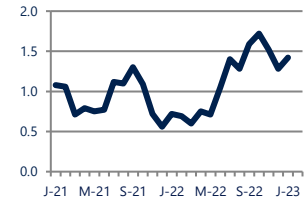
98.1%



**Down -2%**  
Vs. Year Ago

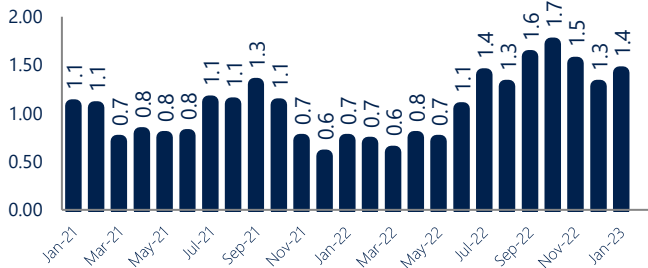
### Months of Supply

1.4



**Up 97%**  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

This month there were 789 homes newly listed for sale in Fairfax County compared to 963 in January 2022, a decrease of 18%.

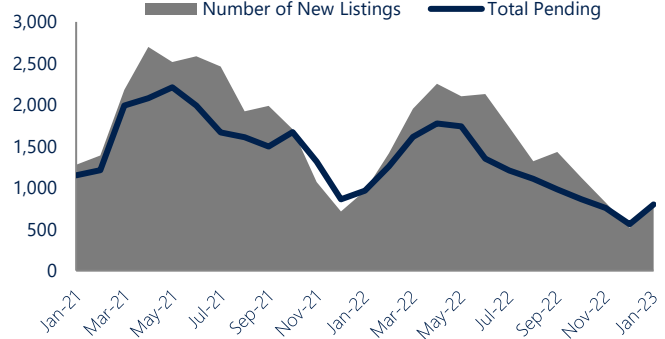
There were 797 current contracts pending sale this January compared to 966 a year ago. The number of current contracts is 17% lower than last January.

### Months of Supply

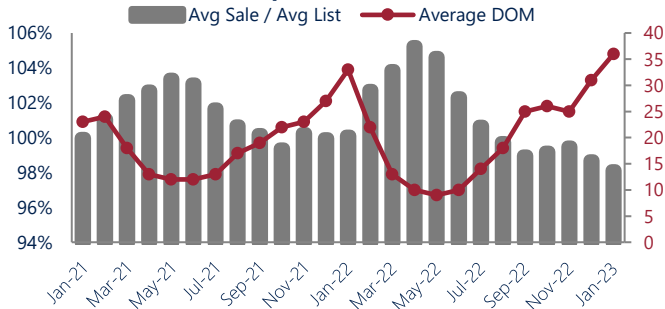
In January, there was 1.4 months of supply available in Fairfax County, compared to 0.7 in January 2022. That is an increase of 96% versus a year ago.

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



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Fairfax County was 98.1% of the average list price, which is 2.0% lower than at this time last year.

### 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%.



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