

A person in a green kayak is navigating a turbulent river with large rocks and white water rapids. The water is churning and white with foam, and the rocks are dark and jagged. The scene is dynamic and adventurous.

GREATER RESTON LIVING

# FAIRFAX COUNTY REAL ESTATE REPORT

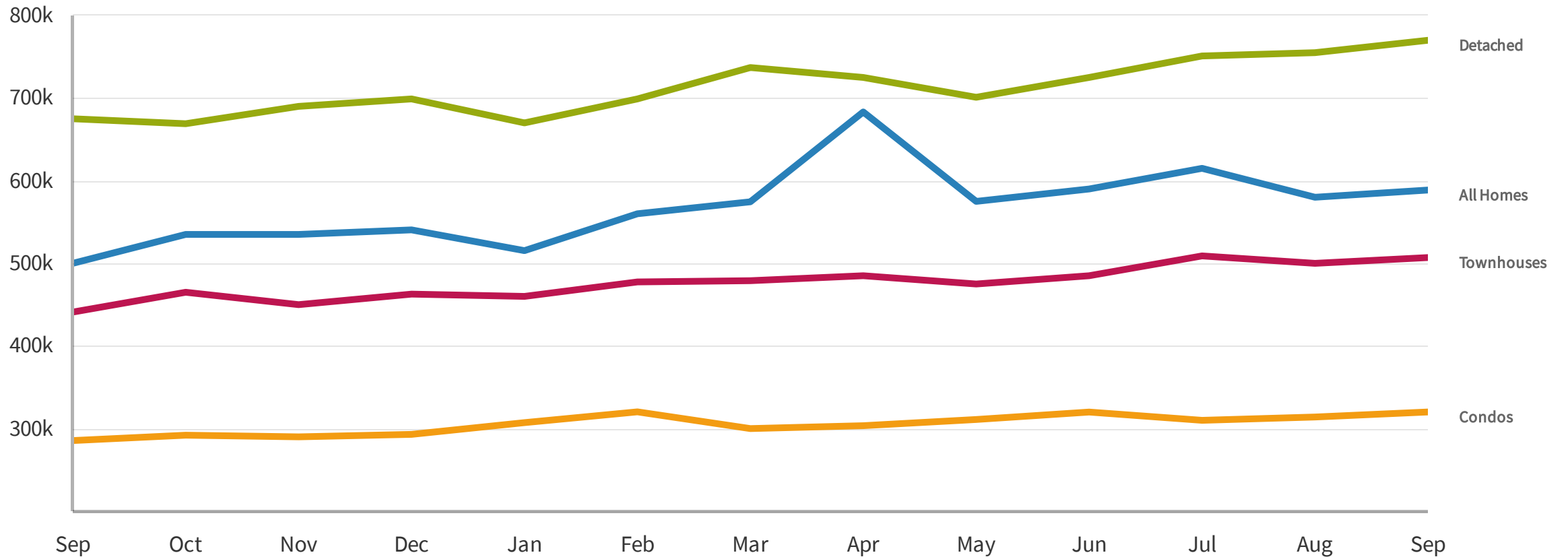
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September 2020

FAIRFAX COUNTY, VA

# SOLD PRICE TRENDS - LAST 12 MONTHS

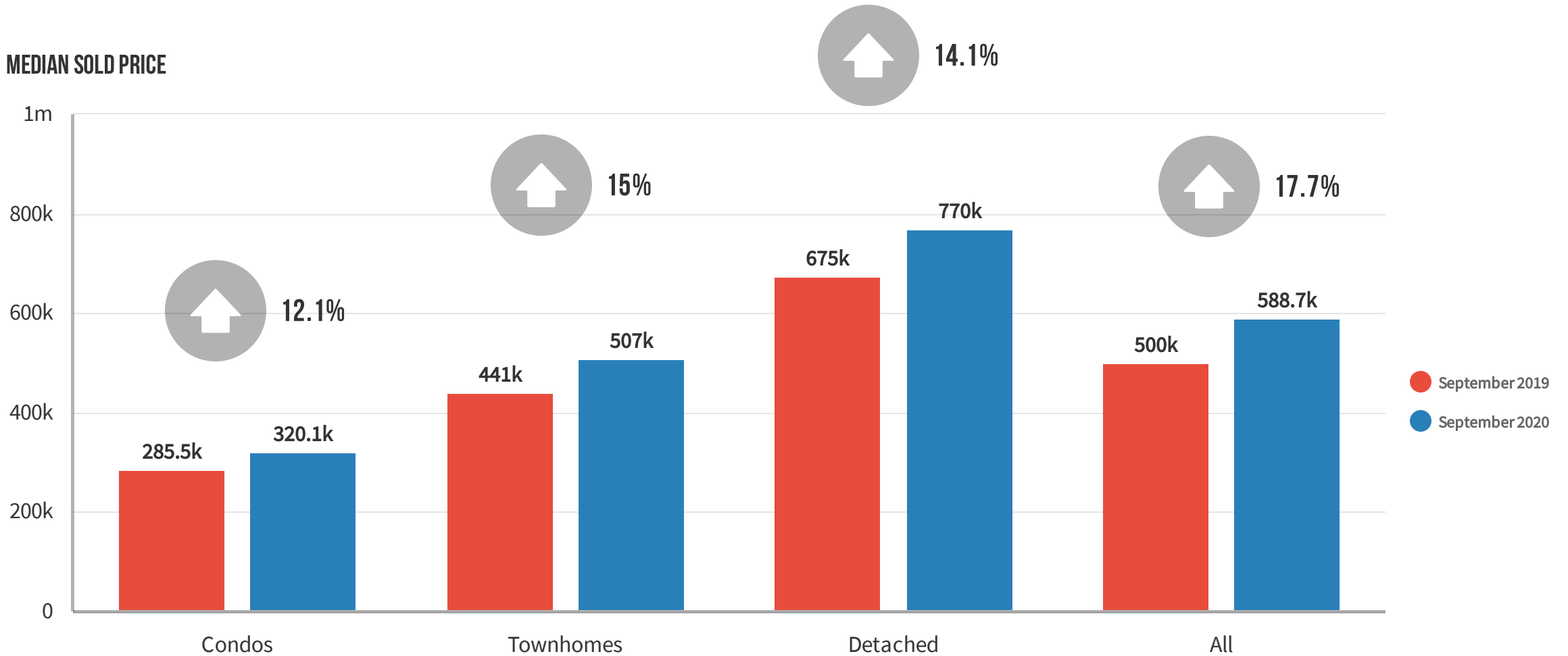
## MEDIAN SOLD PRICE



FAIRFAX COUNTY, VA

## MEDIAN SOLD PRICE - YEAR OVER YEAR

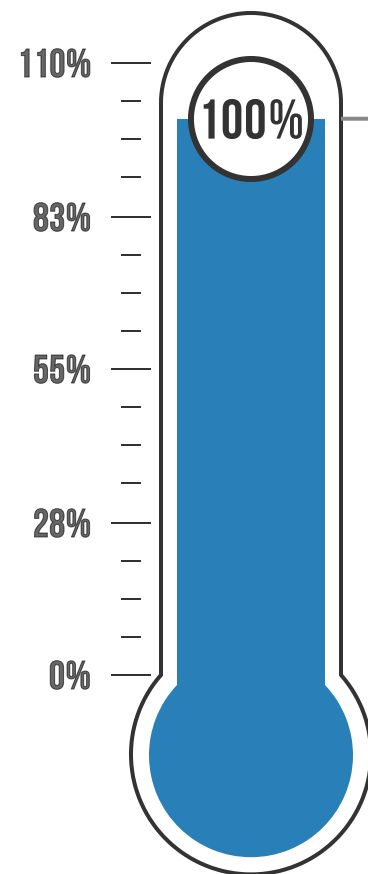
MEDIAN SOLD PRICE





FAIRFAX COUNTY, VA

## LIST TO SOLD PRICE



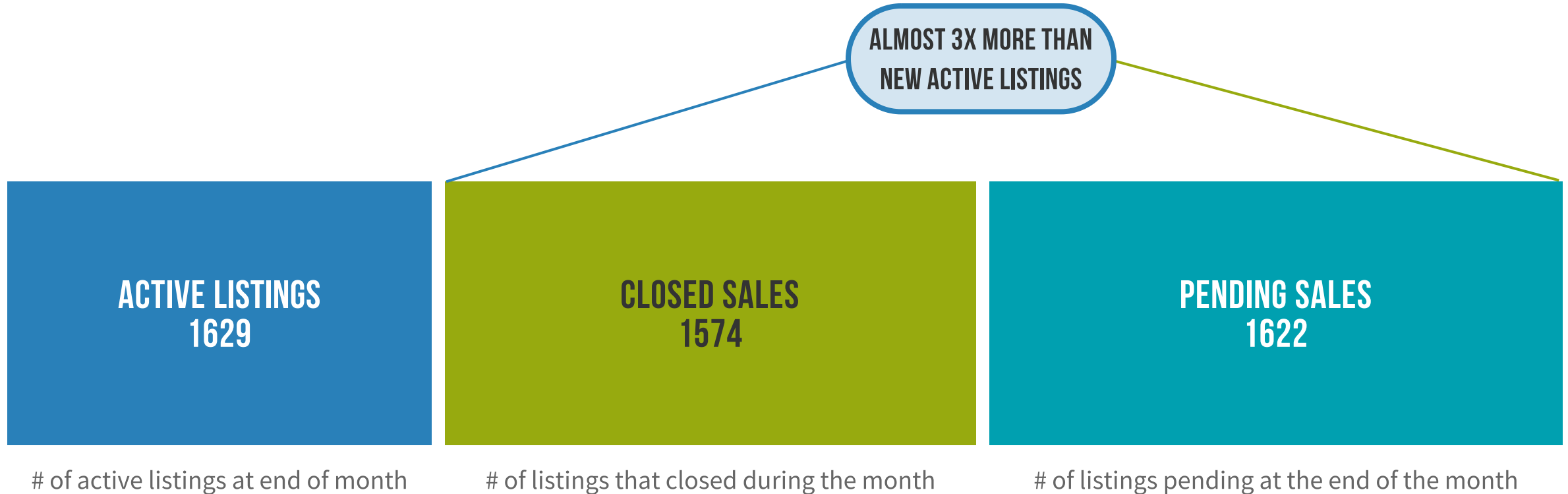
- **SELLERS ARE GETTING FULL PRICE FOR THEIR LISTINGS**

We've seen 100% of list price since February. If the home is move-in ready there will be no discounts!



FAIRFAX COUNTY, VA

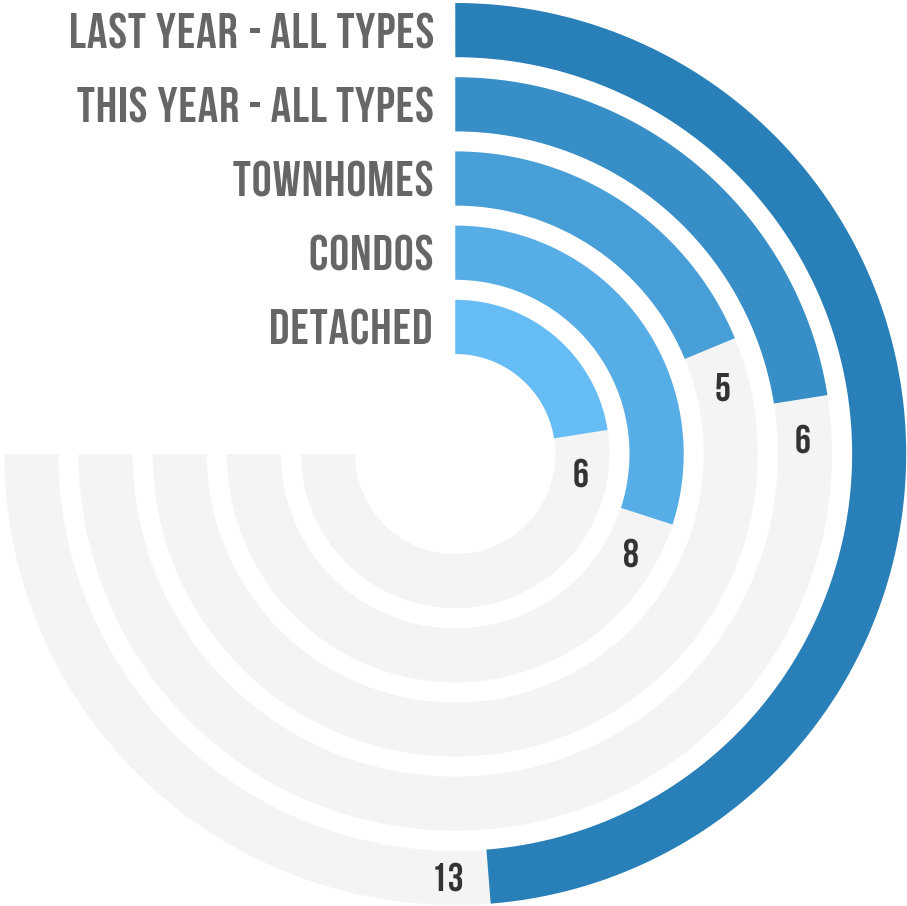
## NEW LISTINGS VS CLOSED/PENDING



THE NUMBER OF HOME CLOSINGS IS OUT-PACING THE NUMBER OF NEW LISTINGS COMING TO MARKET. FOR EVERY 3 HOMES CLOSED, ONLY 1 HOME IS NEWLY LISTED. THUS, WE HAVE EXTREMELY LOW SUPPLY WITH VERY HIGH DEMAND LEADING TO A STRONG SELLER'S MARKET.

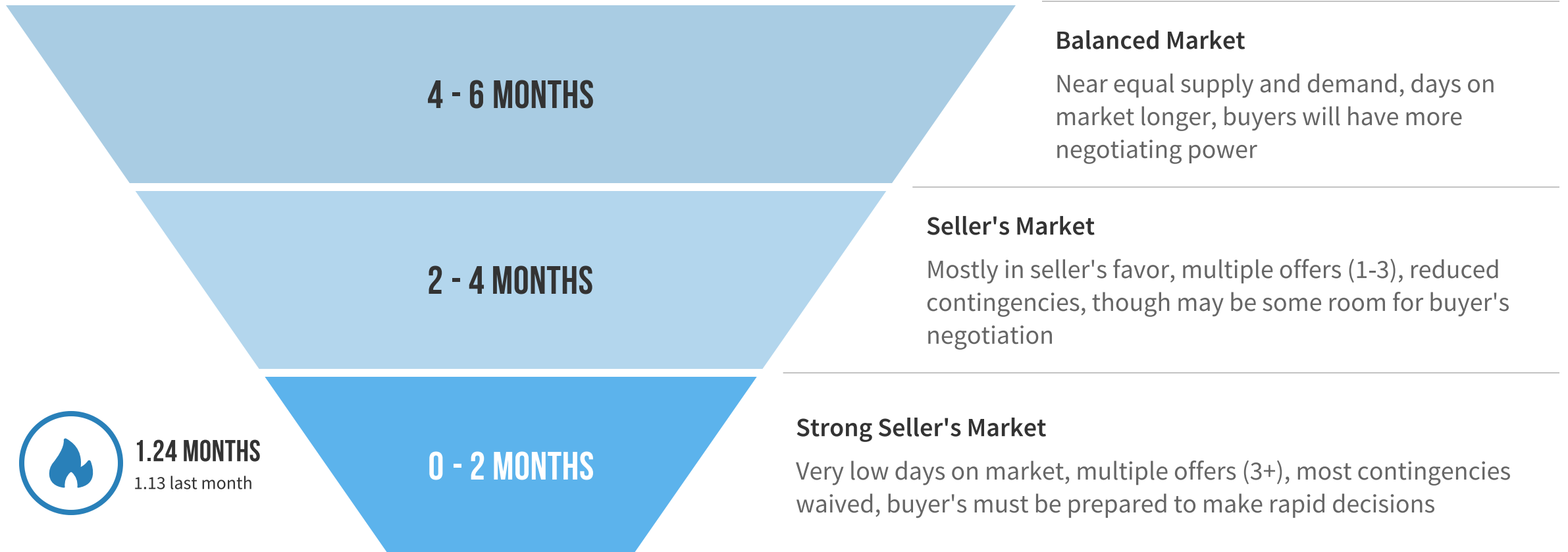
FAIRFAX COUNTY, VA

# MEDIAN DAYS ON MARKET



# INVENTORY - MONTHS OF SUPPLY

The time it would take to sell all homes on the market if no more homes were listed.



FAIRFAX COUNTY, VA

# MARKET DRIVERS

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## BUYERS

Historically low interest rates

The pandemic has caused people to re-evaluate housing priorities

Some signs that people are moving away from more expensive areas

Remote work adds living flexibility



## SELLERS

Fears of selling during a pandemic

Lack of knowledge about the market

Not sure where to move next due to low-inventory

Choosing to refinance and stay in place





FAIRFAX COUNTY, VA

## MARKET REPORT SUMMARY

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- **HOME PRICES ARE STEADILY RISING ACROSS ALL HOME TYPES**  
Average homeowner is up \$89,000 compared to one year ago
- **SINGLE-FAMILY HOMES HIT A 10-YEAR HIGH PRICE**  
Median single-family price is \$770k, up 14.1% over previous year
- **STRONG SELLER'S MARKET DUE TO HIGH DEMAND AND LOW SUPPLY**  
Supply increased slightly compared to previous month
- **PACE OF MARKET IS DIZZYING FOR BUYERS**  
Still paying full price or more - homes sold in 6 days



# KATHY & GRAHAM TRACEY

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