

LuxInsight

LUXURY HOUSING MARKET REPORT

Fairfax County, Virginia

APRIL 2025

Luxury Summary



LONG & FOSTER
REAL ESTATE

Long & Foster's All-Inclusive Services

Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

Global Partnerships

Forbes Global Properties | Leading Real Estate Companies of the World® | Luxury Portfolio International | Who's Who in Luxury Real Estate

FAIRFAX COUNTY, VIRGINIA - APRIL 2025

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping.

That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.

Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.



AT A GLANCE HOMES \$1.5 MILLION+



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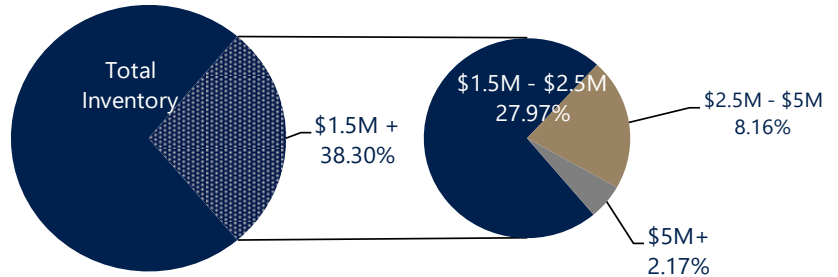
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Compared to last April, the total number of homes more than \$1.5 Million available this month was higher by 3.3% and higher by 21.2% compared to April 2023.

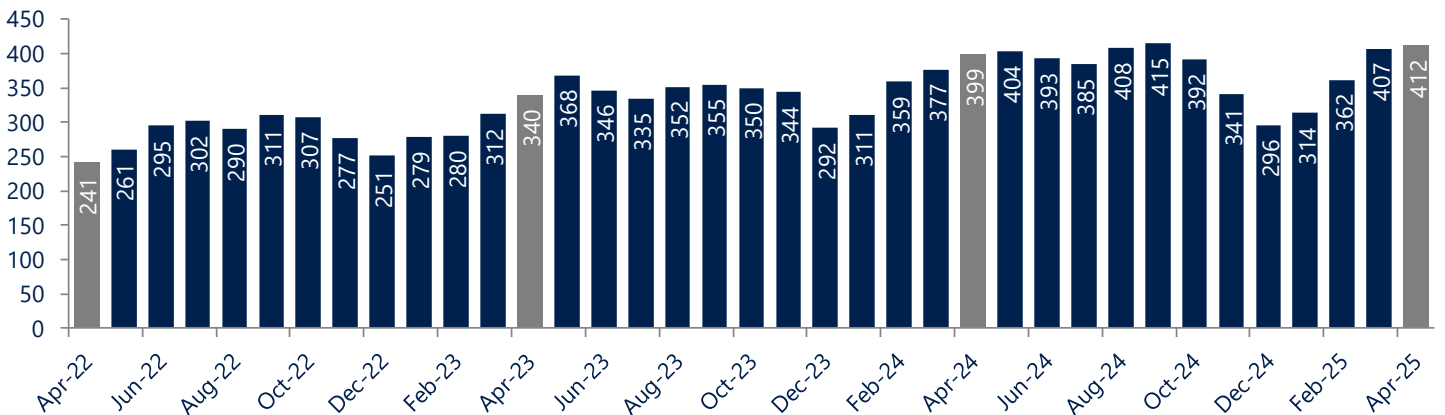
Active inventory this April was 1.2% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



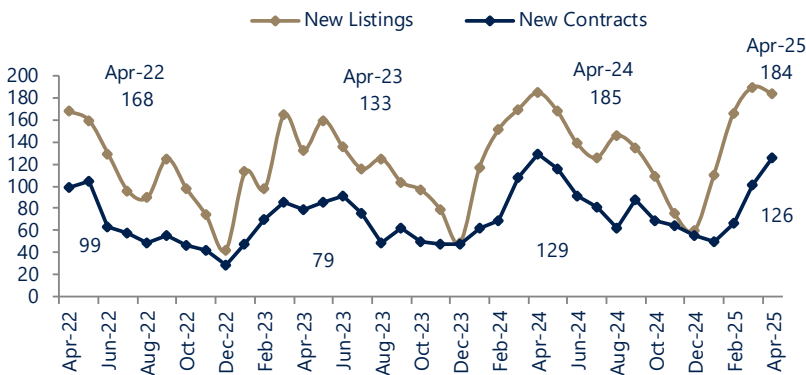
ACTIVE INVENTORY

HOMES \$1.5 MILLION+



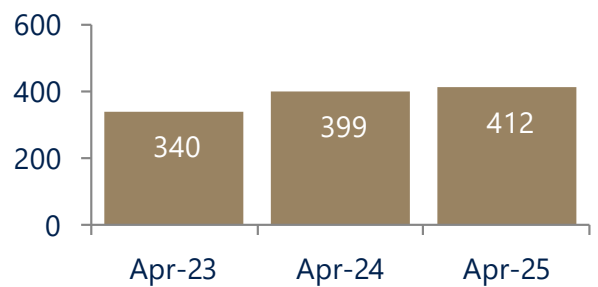
NEW LISTINGS & NEW CONTRACTS

HOMES \$1.5 MILLION+



ACTIVE INVENTORY

VERSUS PREVIOUS YEARS
HOMES \$1.5 MILLION+

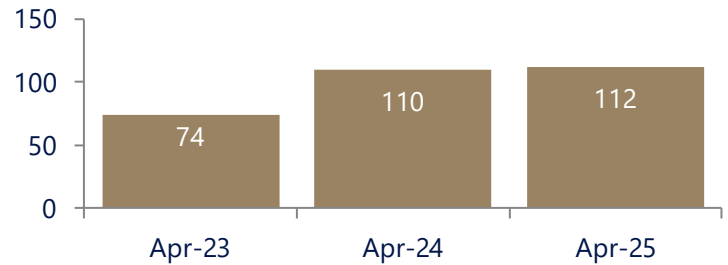


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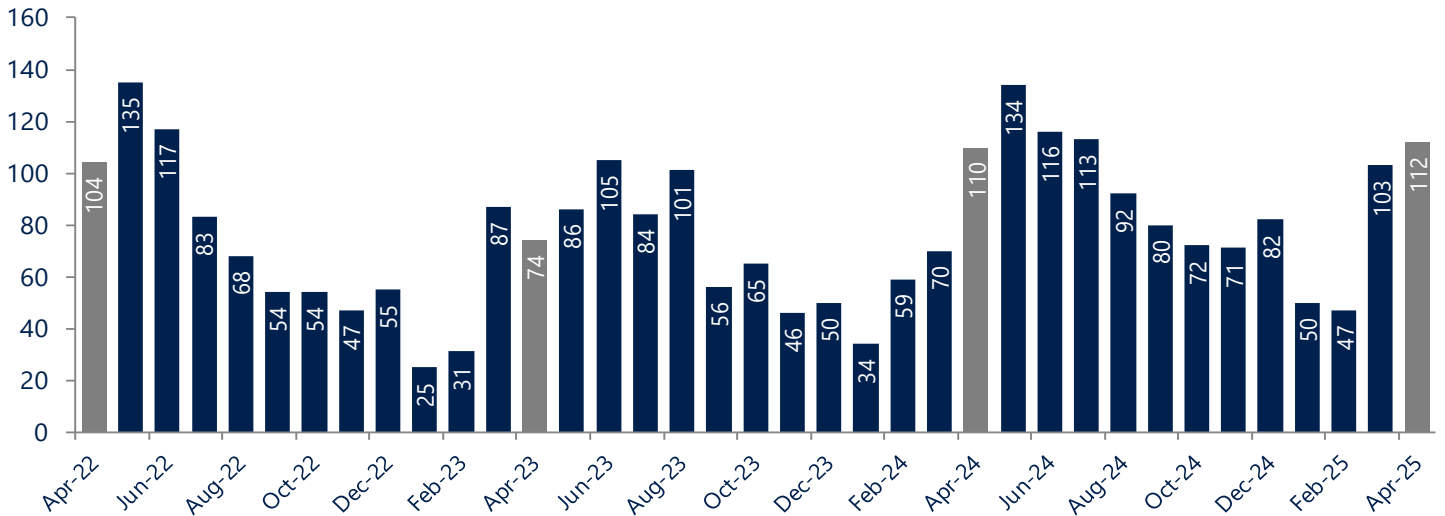
This month's units sold for homes more than \$1.5 Million was higher than at this time last year, an increase of 1.8% versus last April and an increase of 51.4% versus April of 2023.

There was an increase of 8.7% in luxury units sold in April compared to March of this year.

UNITS SOLD
VERSUS PREVIOUS YEARS
HOMES \$1.5 MILLION+



UNITS SOLD
HOMES \$1.5 MILLION+



RECENT SELECTED LUXURY SALES

HOMES \$1.5 MILLION+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
April 29, 2025	Mclean	22101	\$4,690,000	\$4,400,000	93.8%	863	✓	✓
April 9, 2025	Vienna	22182	\$3,990,000	\$3,700,000	92.7%	242		✓
April 21, 2025	Great Falls	22066	\$3,195,000	\$3,097,500	96.9%	35		✓
April 21, 2025	Vienna	22182	\$2,775,000	\$2,775,000	100.0%	4		✓
April 30, 2025	Great Falls	22066	\$2,599,999	\$2,600,000	100.0%	14		✓
April 24, 2025	Mclean	22102	\$2,299,900	\$2,160,000	93.9%	313		✓
April 23, 2025	Great Falls	22066	\$1,900,000	\$2,100,000	110.5%	2	✓	
April 7, 2025	Vienna	22180	\$2,099,000	\$2,099,000	100.0%	6		✓
April 18, 2025	Mclean	22101	\$2,089,000	\$2,089,000	100.0%	13		✓
April 4, 2025	Falls Church	22043	\$1,998,900	\$2,050,000	102.6%	1	✓	

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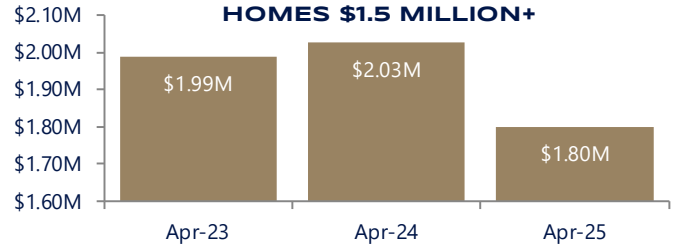
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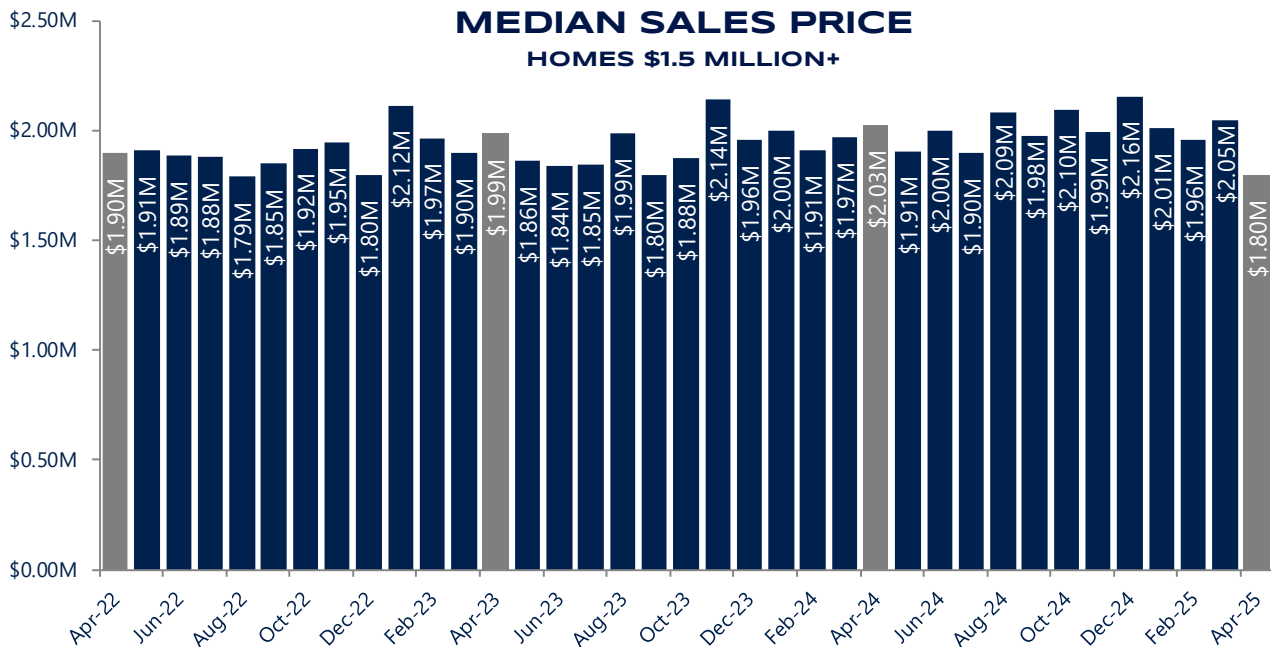
In April, the median sales price for homes more than \$1.5 Million was \$1,800,000, a decrease of 11.1% compared to last year.

The current median sales price was lower by 12.2% than in March.

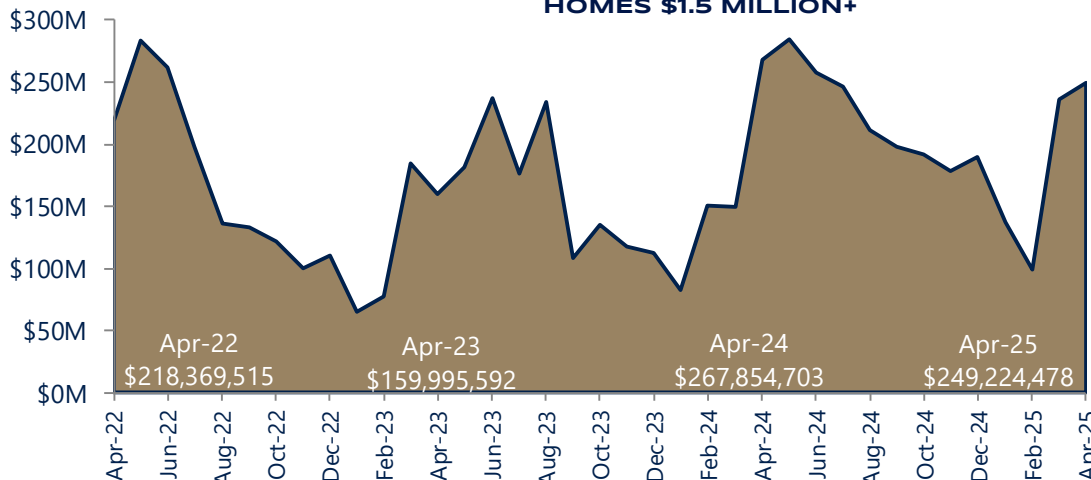
**MEDIAN SALES PRICE
VERSUS PREVIOUS YEARS
HOMES \$1.5 MILLION+**



**MEDIAN SALES PRICE
HOMES \$1.5 MILLION+**



**TOTAL DOLLAR VOLUME SOLD
HOMES \$1.5 MILLION+**

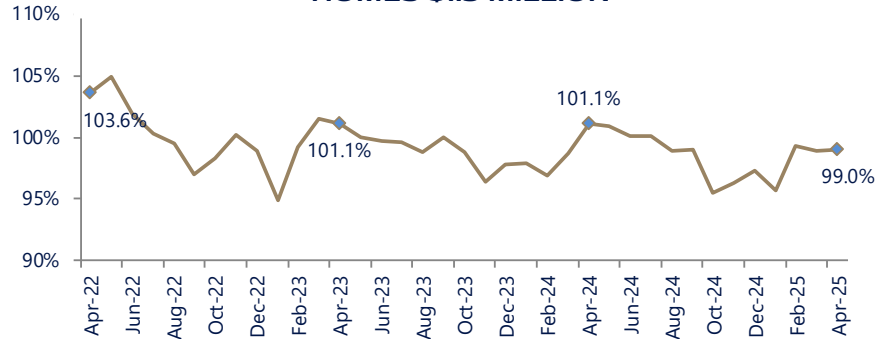


Total volume sold this April was 7.0% lower than the same month one year ago.

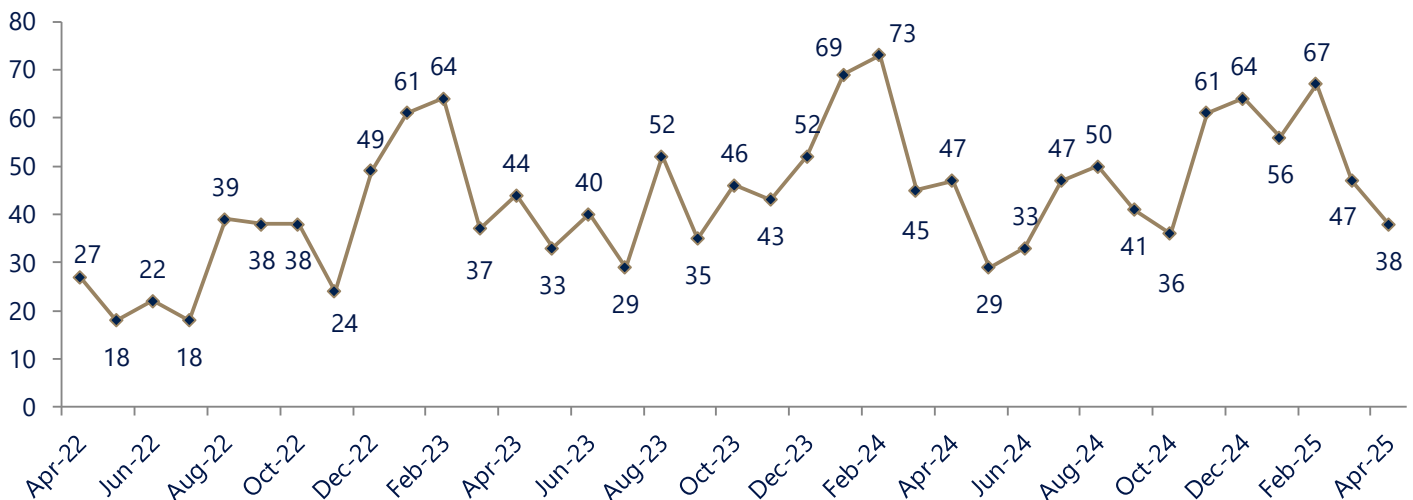
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In April, the average sale price for homes more than \$1.5 Million was 99.0% of the average list price, which is 2.1% lower than at this time. This month, the average number of days on market was 38, lower than the average last year, which was 47, a decrease of 19.1%.

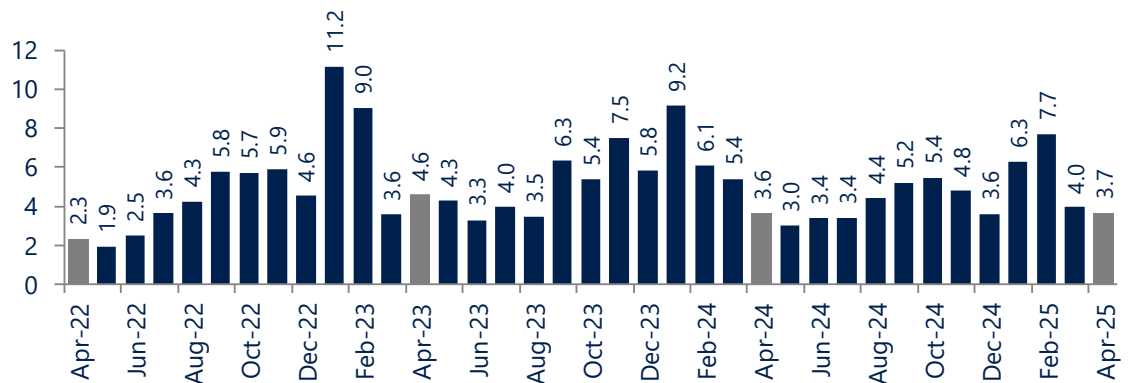
SALE PRICE AS % OF LIST PRICE
HOMES \$1.5 MILLION+



DAYS ON MARKET
HOMES \$1.5 MILLION+



MONTHS OF SUPPLY
HOMES \$1.5 MILLION+



In April, there were 3.7 months of supply available, compared to 3.6 in April of 2024. That is an increase of 2.8% versus a year ago.

FAIRFAX COUNTY, VIRGINIA - APRIL 2025

References & Definitions

FAIRFAX, VA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by the Metropolitan Regional Information Systems (MRIS) MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace.

This report includes coverage for the county of Fairfax, Virginia only.

Analysis dates for all regions are April 1, 2022 through April 30, 2025.

Contacts & Disclaimers

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CREATED BY

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"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are April 1, 2022 through April 30, 2025".

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