



FAIRFAX COUNTY EDITION
OCTOBER 2026

A NOTE FROM DELIANE

Welcome to fall, neighbors

There's something about the first crisp morning in Fairfax County — the trees along the W&OD Trail turning gold, the farmers markets full of Virginia apples, porches from Reston to Springfield suddenly dressed in pumpkins. Fall has always felt to me like a fresh start, and it's a wonderful season to think about home.

This month's market is steadier and a little quieter than spring. Mortgage rates climbed back above 7% in September, some buyers are pausing, and there are about 18% more homes for sale than a year ago. For buyers, that means more breathing room. For sellers, pricing and presentation matter more than ever. The full numbers — and what they mean for you — are on the next page.

I've also rounded up the best local festivals this October and shared one of my favorite fall recipes. Whatever you're dreaming about for your home this season, I'm always happy to talk it through — no pressure, just a friendly conversation.

Warmly, Deliane

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FAIRFAX COUNTY AT A GLANCE

\$750,000

Median sold price, Aug. · -1.3% YoY

2,411

Active listings · up 18.0% YoY

7.03%

30-yr fixed, Sept. 24 (Freddie Mac)

FALL HOME CHECKLIST

Clean gutters once leaves drop · Service your furnace · Test smoke & CO alarms when clocks fall back Nov. 1 · Disconnect outdoor hoses

Local Housing Market Snapshot

Fairfax County, residential, August 2026 vs. August 2025 · Bright MLS Market Statistics, pulled Sept. 30, 2026.

Indicator	Aug 2026	Aug 2025	Change
Median sold price	\$750,000	\$760,000	-1.3%
Average sold price	\$893,535	\$892,316	+0.1%
Closed sales	984	1,043	-5.7%
New listings	1,241	1,206	+2.9%
New pending sales	480	484	-0.8%
Active listings (end of month)	2,411	2,044	+18.0%
Months of supply	2.1	1.8	+0.3
Days on market (DOM)	25	24	+1 day
Sold price to list price†	98.8%	98.3%	+0.5 pt
Total sales volume	\$879.2M	\$930.7M	-5.5%

† MarketStats by ShowingTime; the two segment averages below also come from ShowingTime. Prices were essentially flat year over year while inventory grew — the market is balancing, not falling.

SINGLE-FAMILY

\$1,174,860

Avg. price · -1.9% YoY

TOWNHOMES & CONDOS

\$577,988

Avg. price · +4.5% YoY

NEW LISTINGS

1,241

Came on market · +2.9% YoY

What it may mean for buyers

You have about 18% more homes to choose from than a year ago, and prices are essentially flat. That means more options and more room to negotiate on homes that have been sitting. Well-priced homes still go under contract in about 25 days, though — so be pre-approved and ready, and compare loan options with rates above 7%.

What it may mean for sellers

Buyers are still out there: new contracts held steady (480 vs. 484), and homes sold for 98.8% of list price in about 25 days. But you now compete with 18% more listings, so buyers compare closely. Pricing right from day one, sharp photos and small pre-listing fixes make the difference — townhomes and condos are holding value best.

THE BIGGER PICTURE

The Fed raised its benchmark rate on Sept. 16 to 3.75–4.00%, its first increase since 2023, and the 30-year fixed mortgage averaged 7.03% on Sept. 24 (6.30% a year ago). Across the D.C. metro, August sales fell 9.2% while the median price rose 2.4% to \$640,000. Bright MLS chief economist Lisa Sturtevant: “Expect a relatively slow fall market, with fewer buyers and sellers, slower price growth, and homes taking longer to sell.”

What's Happening This October

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Vienna Oktoberfest

11 a.m.–7 p.m. · Historic Church Street, Vienna · Free admission. Beer, wine, food, live music, vendors and kids' activities.

Source: Visit Fairfax (fxva.com)

SAT OCT
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City of Fairfax Fall Festival

10 a.m.–5 p.m. · Downtown Fairfax, 10415 North St. · Free admission (kids' rides \$3–\$30), rain or shine. 400+ vendors, three stages; free shuttles from GMU and Fairfax HS.

Source: City of Fairfax (fairfaxva.gov)

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Clifton Day Festival

10 a.m.–5 p.m. · Historic Town of Clifton · [Cost / parking]. The 58th year: arts & crafts, live music, pony rides and a beer & wine garden. Pets stay home.

Source: Clifton Betterment Association via Visit Fairfax

SAT OCT
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Centreville Day

10 a.m.–4 p.m. · Historic Centreville · [Cost]. Food, local art and rides for the whole family.

Source: Visit Fairfax (fxva.com)

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Clocks fall back

Daylight saving time ends at 2 a.m. A good reminder to test smoke and carbon monoxide alarms.

Fall Recipe: Maple Apple Crisp

Serves 6–8 · 1 hour

Filling

6 medium apples (mix Honeycrisp and Granny Smith), peeled and sliced · 2 tbsp maple syrup · 1 tbsp lemon juice · 1 tbsp flour · 1 tsp cinnamon

Topping

1 cup old-fashioned oats · ¾ cup flour · ½ cup packed brown sugar · ½ tsp cinnamon · ¼ tsp salt · ½ cup (1 stick) cold butter, cubed

Method

1. Heat oven to 375°F and butter a 9×9-inch baking dish.
2. Toss apples with maple syrup, lemon juice, flour and cinnamon; spread in the dish.
3. Mix oats, flour, brown sugar, cinnamon and salt. Rub in the butter with your fingertips until clumpy, then scatter over the apples.
4. Bake 40–45 minutes, until bubbling and golden. Cool 10 minutes and serve warm with vanilla ice cream.

Tip: Pick up Virginia apples at a Fairfax County Park Authority farmers market.

Thinking about a move this fall?

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