



Fairfax Station, VA (22039) Real Estate Market Analysis

A comprehensive look at market conditions, pricing drivers, and strategic insights for buyers and sellers in one of Fairfax County's most desirable communities.

March 2026.

Market Snapshot · March 2026

A Very Competitive Market With Strong Fundamentals

\$1.1M

Median Home Price

Range: \$900K–\$1.35M+

82

Real Estate Score

Out of 100 — Very
Competitive

56

**Avg. Days on
Market**

With ~40 active listings

+22.9%

**Year-Over-Year
Growth**

January 2026 vs. prior year

Fairfax Station combines limited inventory and sustained demand to create a seller-favorable environment but today's buyers are more selective than ever. Preparation and pricing strategy matter.



Why Buyers Choose Fairfax Station



Estate-Style Living

Properties ranging from 0.5 to 5 acres give homeowners space, privacy, and a sense of arrival rarely found this close to D.C.



Highly Regarded Schools

Top-rated Fairfax County schools are a primary driver for family buyers, sustaining long-term demand and resale value.



Convenient Commuting

Easy access to the Fairfax County Parkway, Route 123, and I-95 makes this community a practical choice for working professionals.



Established Community Feel

Mature landscaping, low-traffic streets, and well-maintained infrastructure create a neighborhood that is truly move-in ready at the community level.

The Four Pillars of Value

Two homes built in the same year, on the same street, can differ by \$300,000+. Here's why.

1

Hidden Square Footage

Finished basements with legal bedrooms and full baths can add 1,500–2,000 sq ft pushing total finished space from ~2,700 to 5,000+ sq ft.

2

The Renovation "Cliff"

Original 1990s kitchens and baths vs. fully remodeled, open-concept interiors create a \$250K+ price gap between comparable-sized homes.

3

Lot Utility & Privacy

A flat, usable backyard suited for a pool versus a sloped wooded lot can represent \$50K–\$100K in value difference on its own.

4

Subdivision Amenities

Crosspointe's pools, tennis courts, and trails command a liquidity premium. Barrington and Station Hills offer more estate-style privacy with varying HOA structures.

Pillar 1 & 2: Square Footage & Renovation

Square Footage Tells Two Stories

Never compare homes on total square footage alone. Above-grade finished space is the true benchmark. A home at 2,700 sq ft above grade and one at 4,500 sq ft total are in entirely different market classes.

The Renovation "Cliff"

Kitchen and bathroom condition is the single highest-impact variable in buyer perception and final sale price.

But finishes, small upgrades in flooring, countertops and fixtures bring in competitive offers for move in ready buyers.

Entry-Level

2,500–2,800 sq ft above grade · \$900+K range

Premium

4,500–5,000+ total finished · \$1.2M+ range

Original / Maintained · \$900K–\$950K

1990s oak cabinets, laminate counters, carpeted primary bath. Budget \$150K+ for renovation after purchase.

Turn-Key Luxury · \$1.2M+

Open-concept layout, quartz waterfall islands, spa primary suite. Move in immediately — no renovation headaches.

Pillar 3 & 4: Lot Utility & Subdivision



Lot Utility & Outdoor Living

In Fairfax Station, outdoor living is a significant price driver. Lot topology and positioning can shift value by six figures.

→ **Premium lot:** Flat, cleared, private no thru street adds \$50K–\$100K to value

→ **Outdoor kitchens & patios (\$100K+)** can push a home from the \$1.1M to \$1.25M tier

→ **Crosspointe:** Pools, trails, tennis highest liquidity and family demand

→ **Barrington / Station Hills:** Larger, more stately homes; HOA structures vary



What Homes Are Selling Fastest

Move-In Ready Feel

Fresh neutral paint, updated flooring and lighting, and strong curb appeal create immediate emotional connection reducing buyer hesitation at first showing.

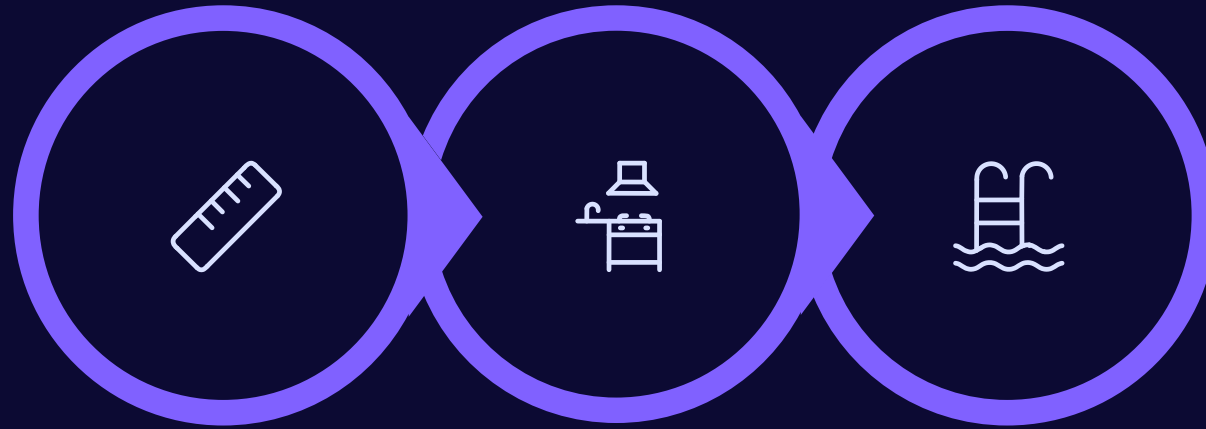
Strategic Pricing

Homes priced correctly from day one earn more showings. A slight under-price vs. comparables can ignite bidding wars, pushing final sale prices above list.

Strong Online Presentation

Professional photography, staging, virtual tours, and drone footage directly drive showing requests. Every buyer previews homes online before scheduling a visit. Show up where it counts to get them in the door for a tour.

Three Steps to Know Your Home's Market Position



Above-
Grade

Big Three

Usability

Before pricing your home, walk through this evaluation to accurately determine which market tier you're in and where targeted investment will yield the highest return.

The "Big Three" Renovation Checklist



Kitchen

- Open to the family room? (Premium feature)
- Professional-grade vs. builder-grade appliances
- Quartz/granite vs. laminate countertops



Primary Suite

- Spa-style bath vs. 1990s catalog finish
- Separate soaking tub and walk-in shower
- Updated tile, fixtures, and lighting



Flooring

- Consistent hardwood or high-end LVP on main level
- Mixed old carpet and tile signals age
- Carpet condition on stairs and bedrooms

Under-Price to Win – Over-Price to Lose

✓ Slight Under-Pricing Works

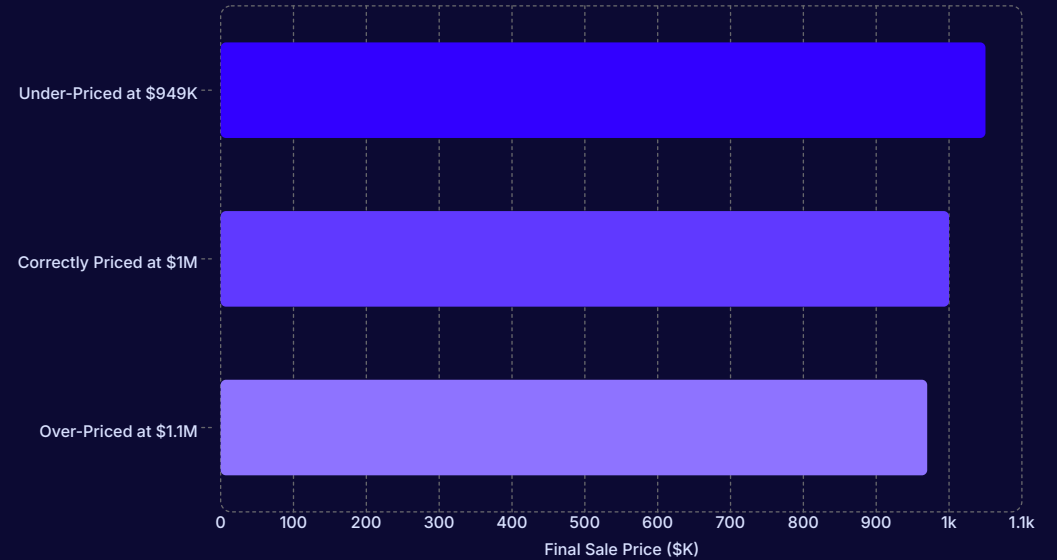
A home listed at **\$949,000** that shows like a \$1M home regularly triggers multiple-offer scenarios final sale price often lands at **\$1.05M+**. Buyers perceive value; competition does the rest.



✗ Over-Pricing Costs You

A home listed at **\$1.1M** that needs work will stagnate. Informed buyers compare listings online days on market accumulates, momentum fades, and the eventual sale price undershoots what sharp initial pricing would have delivered.

Pricing Strategy





Who Is Buying in Fairfax Station?

Family Buyers - \$950K-\$1.1M

School district quality is the #1 priority. Seek move-in ready homes to avoid renovation delays, and value outdoor space for children and entertaining.

Luxury / Upgrade Seekers - \$1.2M-\$1.35M+

Demand turn-key, high-end finishes with no compromises. Prioritize above-grade square footage, privacy, and lot size. Will pay a premium to avoid renovation.

Downsizers / Empty Nesters - \$900K-\$1.05M

Seek well-maintained, lower-maintenance homes in established neighborhoods with mature landscaping and proximity to services and amenities.

Your Action Plan for a Successful Sale

01

Know Your Home's Class

Entry-level, mid-market, or premium.

Your tier is defined by above-grade sq ft and renovation status, not what your neighbor sold for.

03

Maximize Lot Utility

A premium, usable outdoor space can add \$50K–\$100K.

If you have it, market it aggressively.

05

Win Online First

Professional photography, staging, drone footage, and virtual tours are non-negotiable.

Your online presence is your first showing.

02

Invest Where It Counts

Kitchen and bathroom upgrades deliver the highest ROI.

Target these before any other presale improvement.

04

Price With Intention

Slight under-pricing generates urgency and bidding competition.

Over-pricing generates silence and eventual concessions.

06

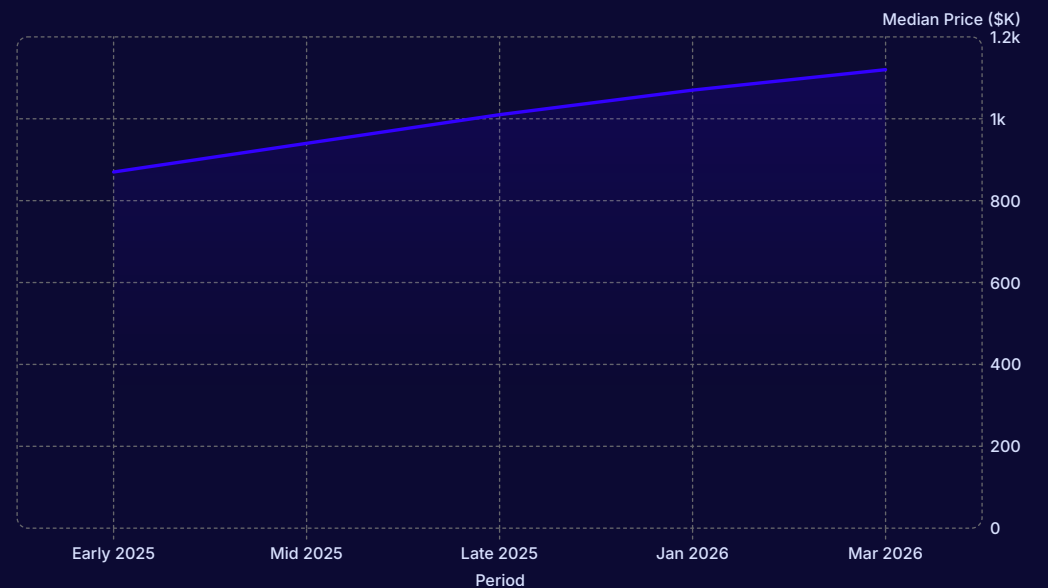
Time It Right

Spring (March–May) historically brings peak buyer activity in Fairfax Station. Plan prep and launch accordingly.

Market Data Summary

Fairfax Station 22039

Metric	Value
Median Home Price	\$1.07–\$1.2M
Price Range	\$900K–\$1.35M+
Market Competitiveness	82 / 100
Avg. Days on Market	56 days
Active Listings	~40 homes
Year-over-Year Growth	+22.9%
Median Price / Sq Ft	\$308



📄 Data reflects market conditions as of **March 2026**. Prices and competitiveness metrics are subject to change. Consult your agent for the most current comparable sales in your specific subdivision.

Want to know how your competes? [Schedule a walk through with Kristin Borostyan.](#)

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Smart Moves Start Here. List with Kristin.