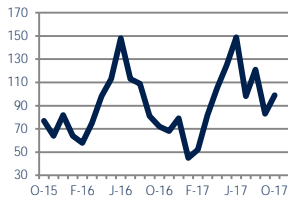




### Units Sold

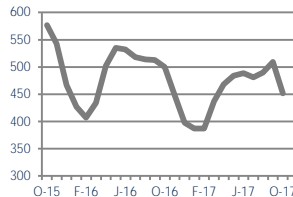
99



**Up**  
Vs. Year Ago

### Active Inventory

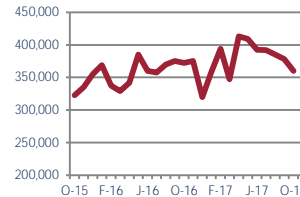
452



**Down -10%**  
Vs. Year Ago

### Median Sale Price

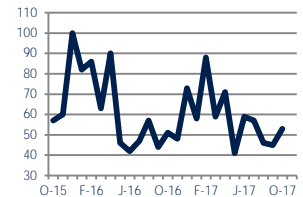
\$360,000



**Down -3%**  
Vs. Year Ago

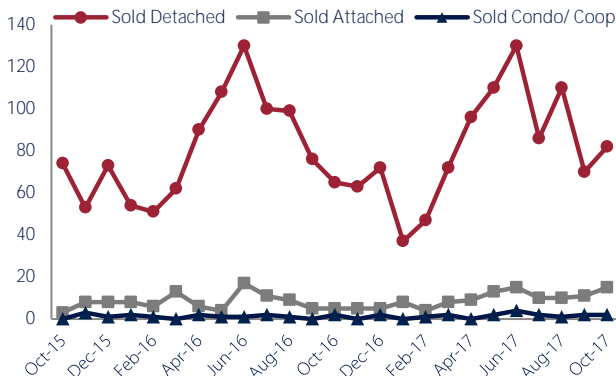
### Days On Market

53



**Up 4%**  
Vs. Year Ago

### Units Sold\*



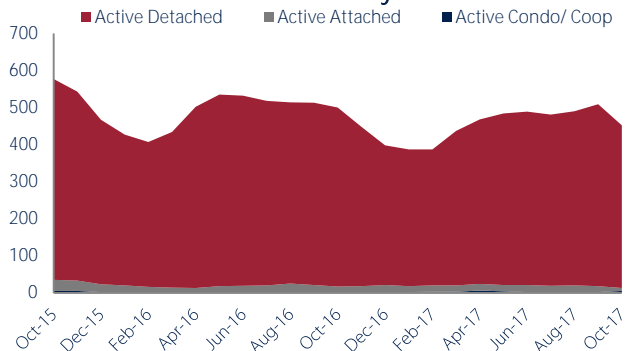
### Units Sold

There was an increase in total units sold in October, with 99 sold this month in Fauquier County. This month's total units sold was higher than at this time last year.

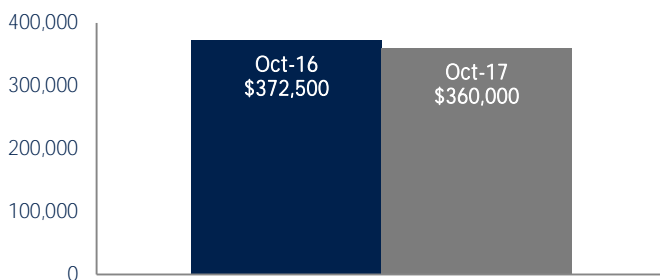
### Active Inventory

Versus last year, the total number of homes available this month is lower by 48 units or 10%. The total number of active inventory this October was 452 compared to 500 in October 2016. This month's total of 452 is lower than the previous month's total supply of available inventory of 509, a decrease of 11%.

### Active Inventory\*



### Median Sale Price



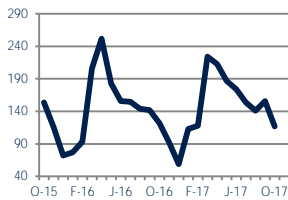
### Median Sale Price

Last October, the median sale price for Fauquier County Homes was \$372,500. This October, the median sale price was \$360,000, a decrease of 3% or \$12,500 compared to last year. The current median sold price is 5% lower than in September.

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

### New Listings

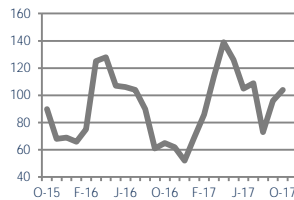
117



Down -4%  
Vs. Year Ago

### Current Contracts

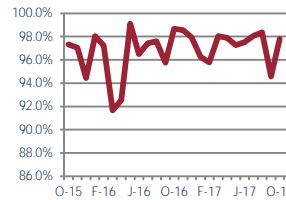
104



Up 60%  
Vs. Year Ago

### Sold Vs. List Price

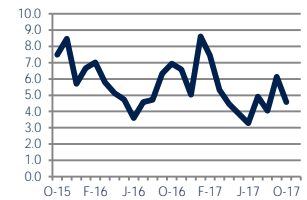
97.8%



Down -0.9%  
Vs. Year Ago

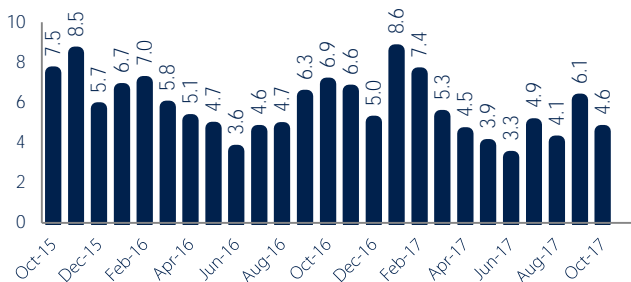
### Months of Supply

4.6



Down -34%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

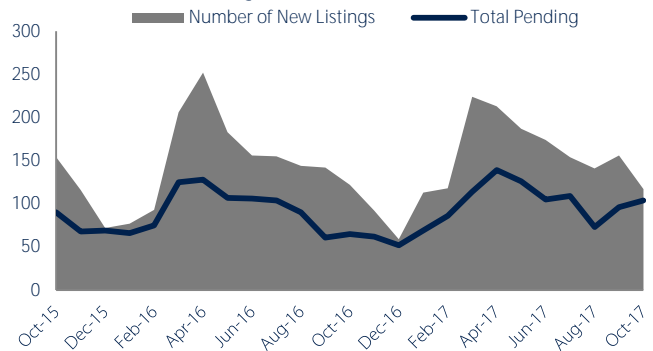
In October, there was 4.6 months of supply available in Fauquier County, compared to 6.9 in October 2016. That is a decrease of 34% versus a year ago.

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.

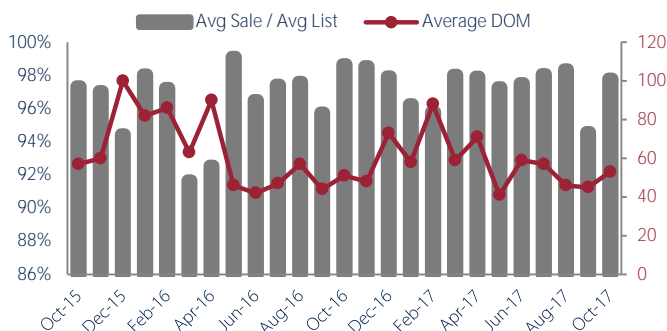
### New Listings & Current Contracts

This month there were 117 homes newly listed for sale in Fauquier County compared to 122 in October 2016, a decrease of 4%. There were 104 current contracts pending sale this October compared to 65 a year ago. The number of current contracts is 60% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Fauquier County was 97.8% of the average list price, which is 0.9% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 53, higher than the average last year, which was 51, an increase of 4%.