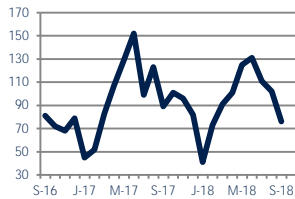


### Units Sold

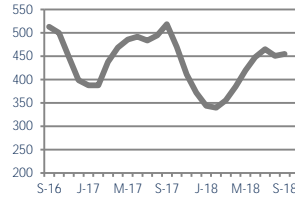
76



Down -15%  
Vs. Year Ago

### Active Inventory

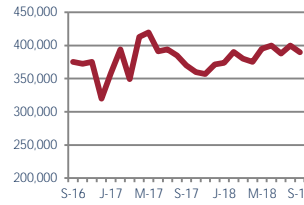
455



Down -12%  
Vs. Year Ago

### Median Sale Price

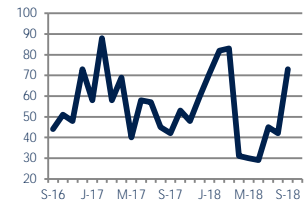
\$389,500



Up 5%  
Vs. Year Ago

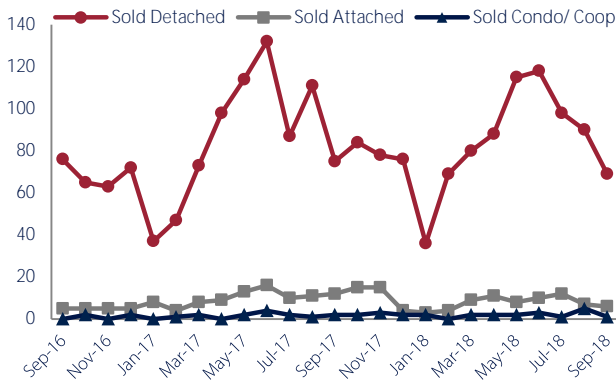
### Days On Market

73



Up 74%  
Vs. Year Ago

### Units Sold\*



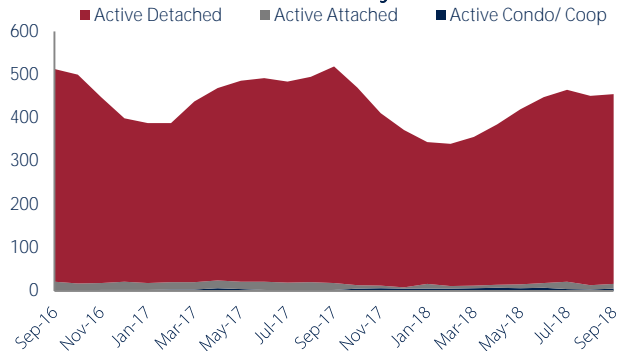
### Units Sold

There was a decrease in total units sold in September, with 76 sold this month in Fauquier County versus 102 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 15% versus September 2017.

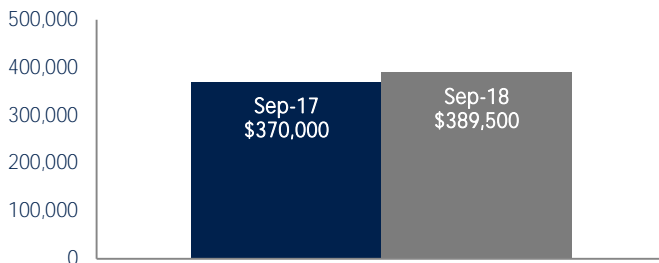
### Active Inventory

Versus last year, the total number of homes available this month is lower by 64 units or 12%. The total number of active inventory this September was 455 compared to 519 in September 2017. This month's total of 455 is higher than the previous month's total supply of available inventory of 451, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Fauquier County Homes was \$370,000. This September, the median sale price was \$389,500, an increase of 5% or \$19,500 compared to last year. The current median sold price is 3% lower than in August.

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

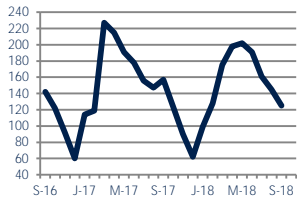


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



### New Listings

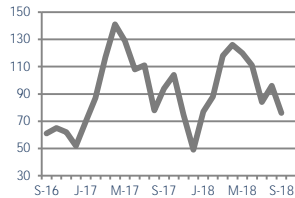
125



**Down -20%**  
Vs. Year Ago

### Current Contracts

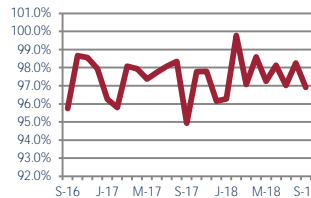
76



**Down -19%**  
Vs. Year Ago

### Sold Vs. List Price

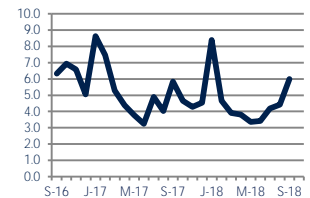
96.9%



**Up 2.1%**  
Vs. Year Ago

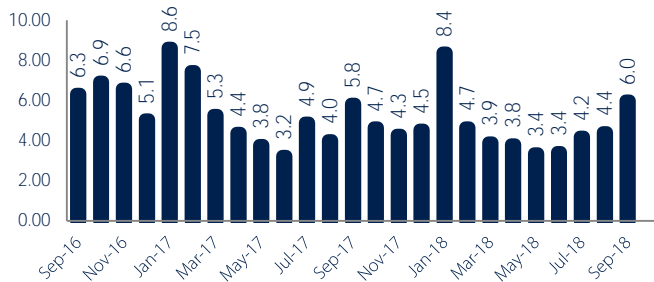
### Months of Supply

6.0



**Up 3%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

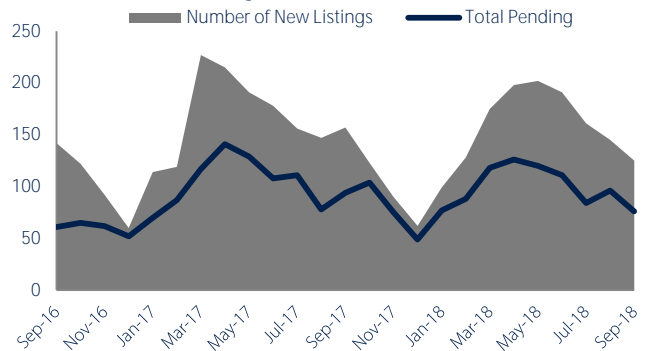
In September, there was 6.0 months of supply available in Fauquier County, compared to 5.8 in September 2017. That is an increase of 3% versus a year ago.

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.

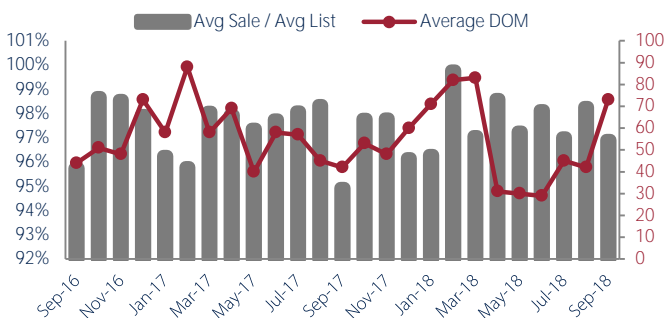
### New Listings & Current Contracts

This month there were 125 homes newly listed for sale in Fauquier County compared to 157 in September 2017, a decrease of 20%. There were 76 current contracts pending sale this September compared to 94 a year ago. The number of current contracts is 19% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Fauquier County was 96.9% of the average list price, which is 2.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 73, higher than the average last year, which was 42, an increase of 74%.



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