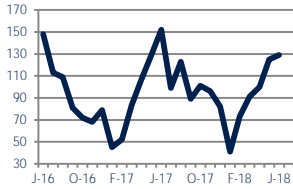


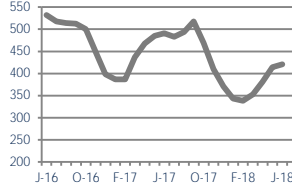


### Units Sold 129



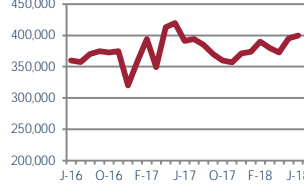
Down -15%  
Vs. Year Ago

### Active Inventory 421



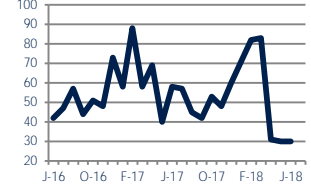
Down -14%  
Vs. Year Ago

### Median Sale Price \$400,000



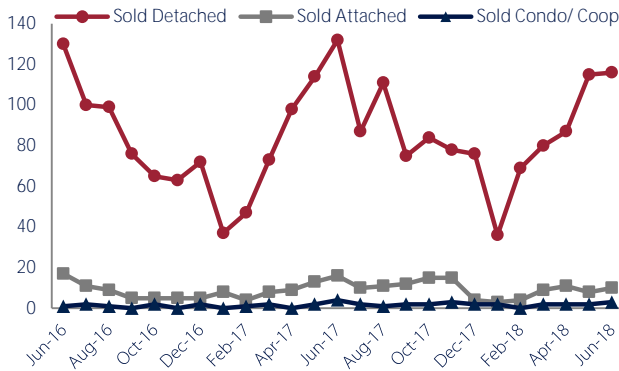
Up 2%  
Vs. Year Ago

### Days On Market 30



Down -48%  
Vs. Year Ago

### Units Sold\*



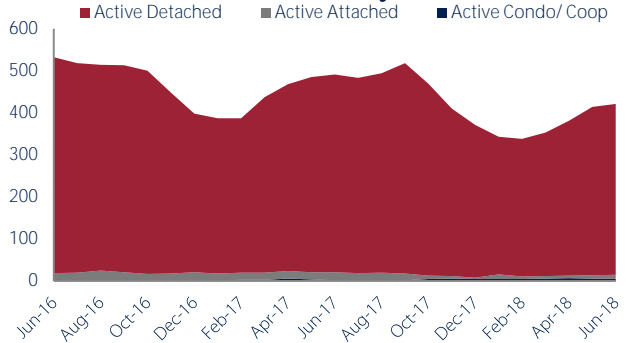
### Units Sold

There was an increase in total units sold in June, with 129 sold this month in Fauquier County versus 125 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 15% versus June 2017.

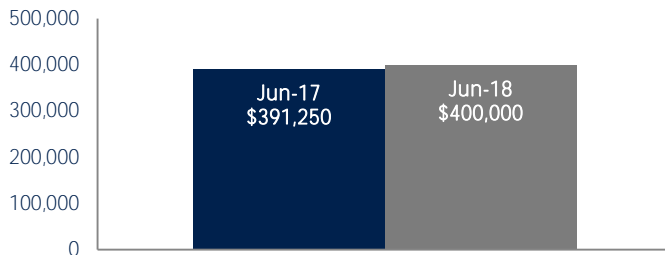
### Active Inventory

Versus last year, the total number of homes available this month is lower by 70 units or 14%. The total number of active inventory this June was 421 compared to 491 in June 2017. This month's total of 421 is higher than the previous month's total supply of available inventory of 414, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Fauquier County Homes was \$391,250. This June, the median sale price was \$400,000, an increase of 2% or \$8,750 compared to last year. The current median sold price is 1% higher than in May.

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



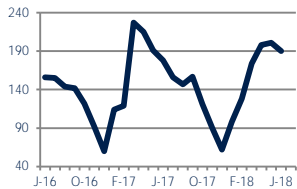
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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

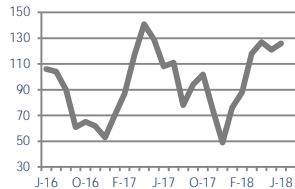
190



Up 7%  
Vs. Year Ago

### Current Contracts

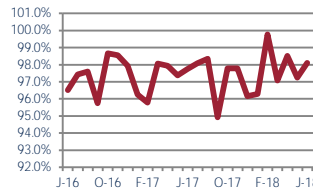
126



Up 17%  
Vs. Year Ago

### Sold Vs. List Price

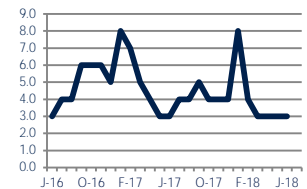
98.1%



No Change  
Vs. Year Ago

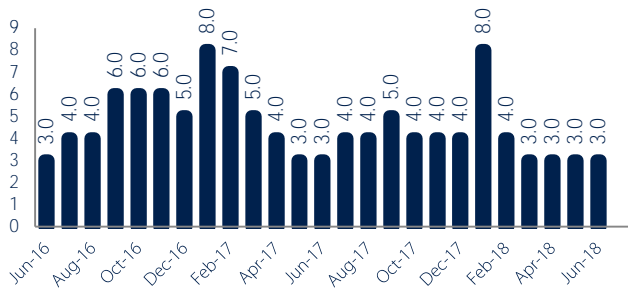
### Months of Supply

3.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

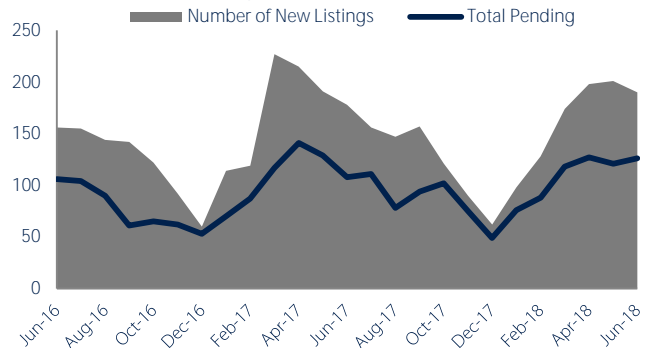
In June, there was 3.3 months of supply available in Fauquier County. The amount of supply is similar compared to a year ago.

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.

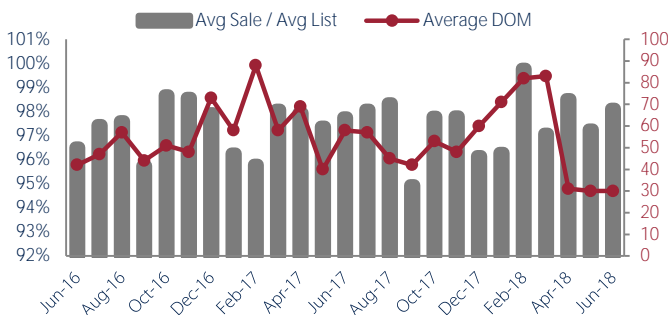
### New Listings & Current Contracts

This month there were 190 homes newly listed for sale in Fauquier County compared to 178 in June 2017, an increase of 7%. There were 126 current contracts pending sale this June compared to 108 a year ago. The number of current contracts is 17% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Fauquier County was 98.1% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 58, a decrease of 48%.



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