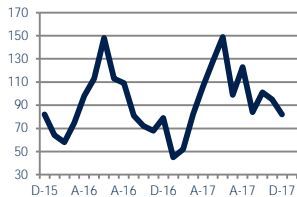




Units Sold

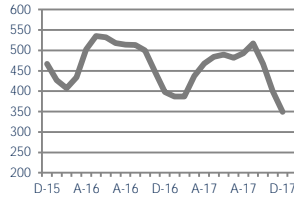
82



Up 4%
Vs. Year Ago

Active Inventory

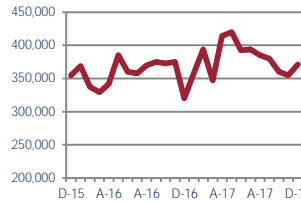
349



Down -12%
Vs. Year Ago

Median Sale Price

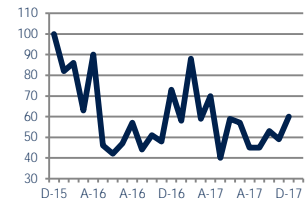
\$371,194



Up 16%
Vs. Year Ago

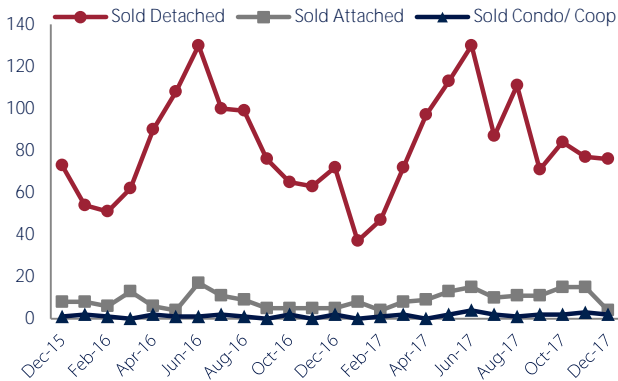
Days On Market

60



Down -18%
Vs. Year Ago

Units Sold*



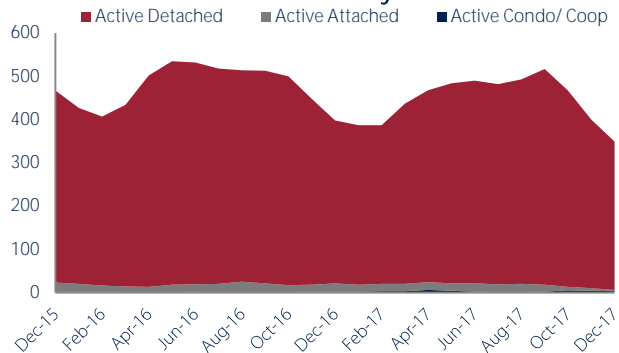
Units Sold

There was a decrease in total units sold in December, with 82 sold this month in Fauquier County versus 95 last month, a decrease of 14%. This month's total units sold was higher than at this time last year, an increase of 4% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 49 units or 12%. The total number of active inventory this December was 349 compared to 398 in December 2016. This month's total of 349 is lower than the previous month's total supply of available inventory of 400, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Fauquier County Homes was \$319,900. This December, the median sale price was \$371,194, an increase of 16% or \$51,294 compared to last year. The current median sold price is 5% higher than in November.

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



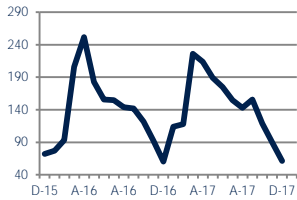
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

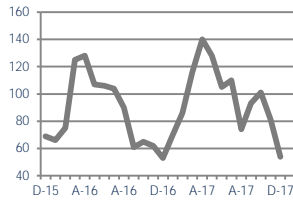
61



Up 2%
Vs. Year Ago

Current Contracts

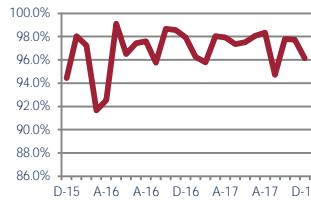
54



Up 2%
Vs. Year Ago

Sold Vs. List Price

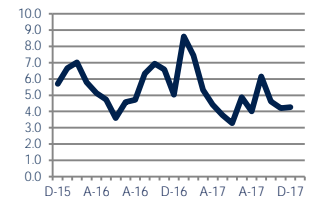
96.2%



Down -1.8%
Vs. Year Ago

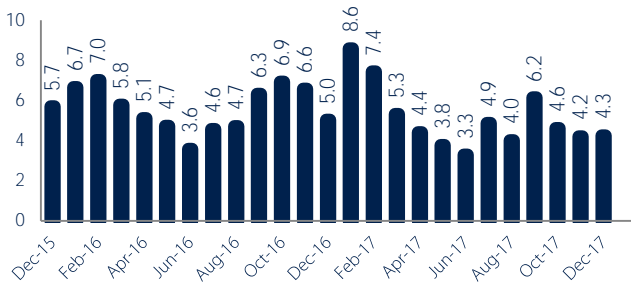
Months of Supply

4.3



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

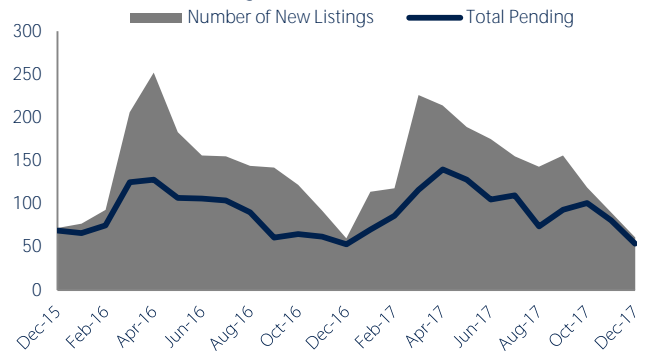
In December, there was 4.3 months of supply available in Fauquier County, compared to 5.0 in December 2016. That is a decrease of 16% versus a year ago.

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.

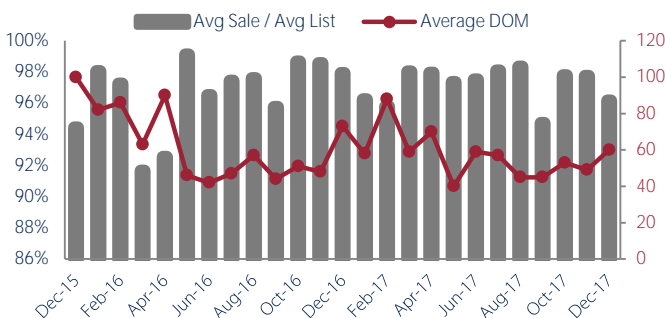
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Fauquier County compared to 60 in December 2016, an increase of 2%. There were 54 current contracts pending sale this December compared to 53 a year ago. The number of current contracts is 2% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Fauquier County was 96.2% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 60, lower than the average last year, which was 73, a decrease of 18%.



*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.

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