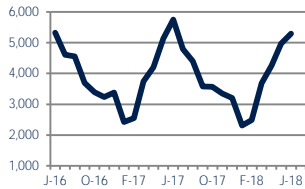


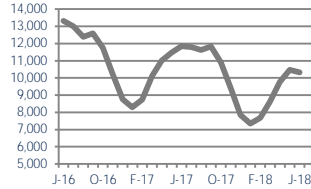


Units Sold
5,298



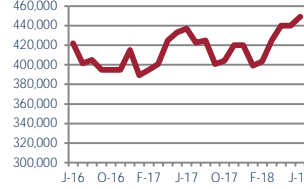
Down -8%
Vs. Year Ago

Active Inventory
10,322



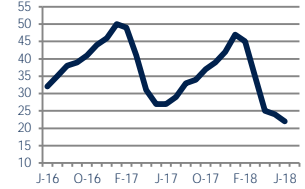
Down -13%
Vs. Year Ago

Median Sale Price
\$449,000



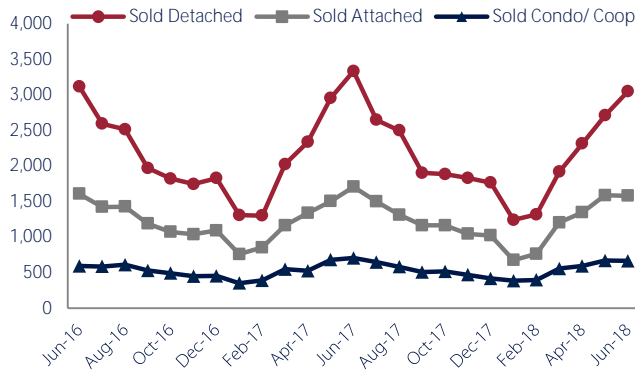
Up 3%
Vs. Year Ago

Days On Market
22



Down -19%
Vs. Year Ago

Units Sold*



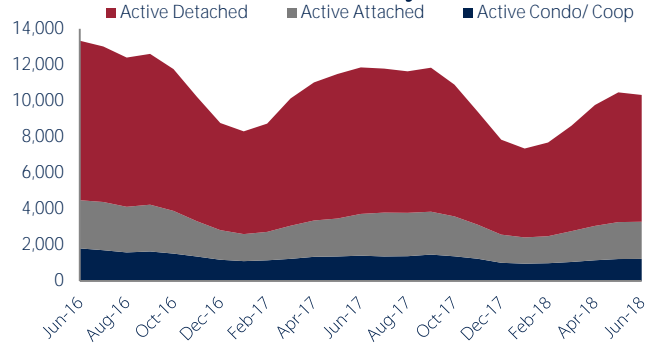
Units Sold

There was an increase in total units sold in June, with 5,298 sold this month in Northern Virginia versus 4,972 last month, an increase of 7%. This month's total units sold was lower than at this time last year, a decrease of 8% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 1,528 units or 13%. The total number of active inventory this June was 10,322 compared to 11,850 in June 2017. This month's total of 10,322 is lower than the previous month's total supply of available inventory of 10,466, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Northern Virginia Homes was \$436,900. This June, the median sale price was \$449,000, an increase of 3% or \$12,100 compared to last year. The current median sold price is 2% 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.



*Defined as the counties of Arlington, Culpeper, Fairfax, Fauquier, King George, Loudoun, Orange, Prince William, Spotsylvania, and Stafford and the cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, and Manassas Park in VA.

*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.

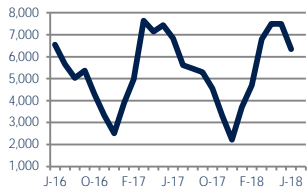
CHRISTIE'S
INTERNATIONAL REAL ESTATE





New Listings

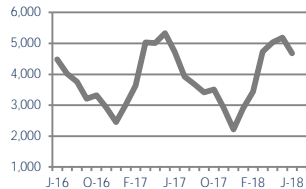
6,347



Down -7%
Vs. Year Ago

Current Contracts

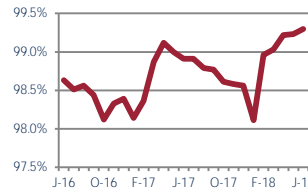
4,677



Down -1%
Vs. Year Ago

Sold Vs. List Price

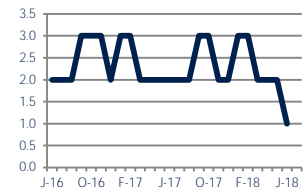
99.3%



No Change
Vs. Year Ago

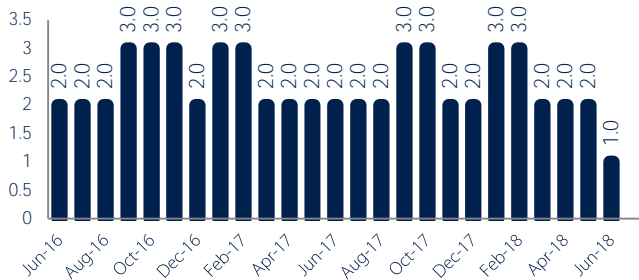
Months of Supply

1.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

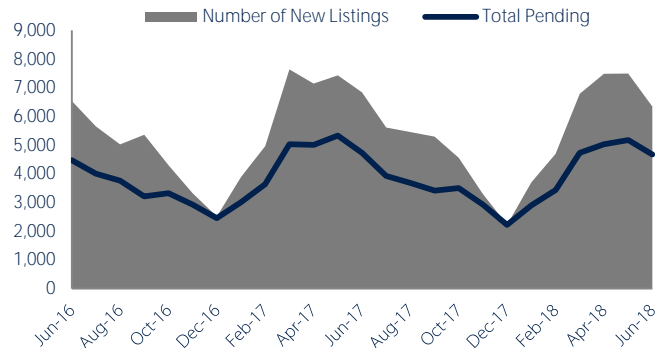
In June, there was 1.9 months of supply available in Northern Virginia, compared to 2.1 in June 2017. That is a decrease of 5% versus a year ago.

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.

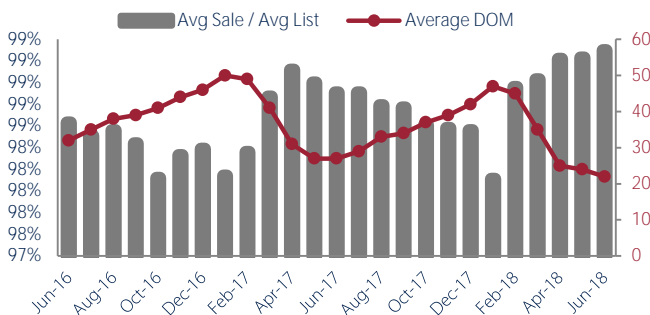
New Listings & Current Contracts

This month there were 6,347 homes newly listed for sale in Northern Virginia compared to 6,840 in June 2017, a decrease of 7%. There were 4,677 current contracts pending sale this June compared to 4,730 a year ago. The number of current contracts is 1% lower 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 Northern Virginia was 99.3% 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 22, lower than the average last year, which was 27, a decrease of 19%.



*Defined as the counties of Arlington, Culpeper, Fairfax, Fauquier, King George, Loudoun, Orange, Prince William, Spotsylvania, and Stafford and the cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, and Manassas Park in VA.

*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.

