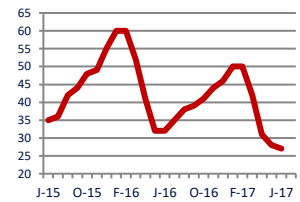
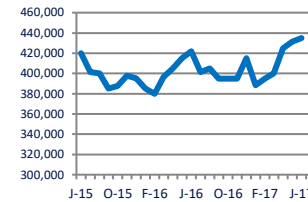
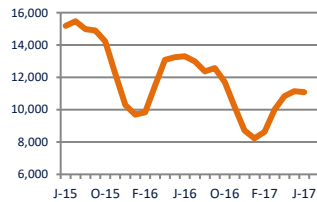
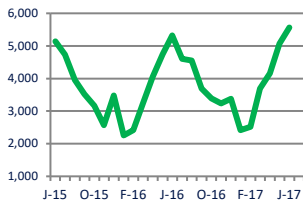




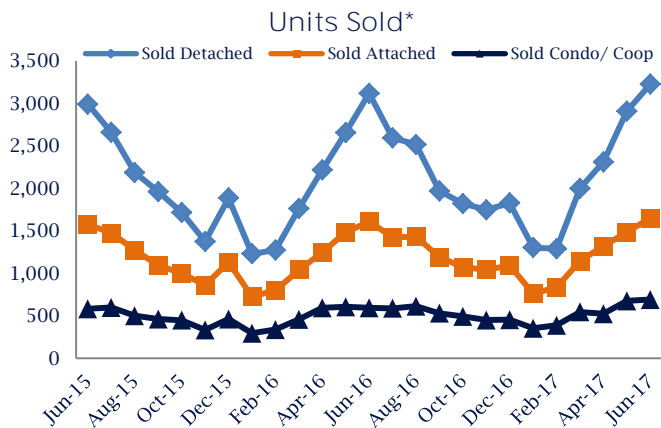
## Focus On: Northern Virginia Housing Market

June 2017

<b>Units Sold</b> 5,568	<b>Active Inventory</b> 11,085	<b>Median Sale Price</b> \$435,000	<b>Days On Market</b> 27
----------------------------	-----------------------------------	---------------------------------------	-----------------------------



Up 5% Vs. Year Ago	Down -17% Vs. Year Ago	Up 3% Vs. Year Ago	Down -16% Vs. Year Ago
-----------------------	---------------------------	-----------------------	---------------------------

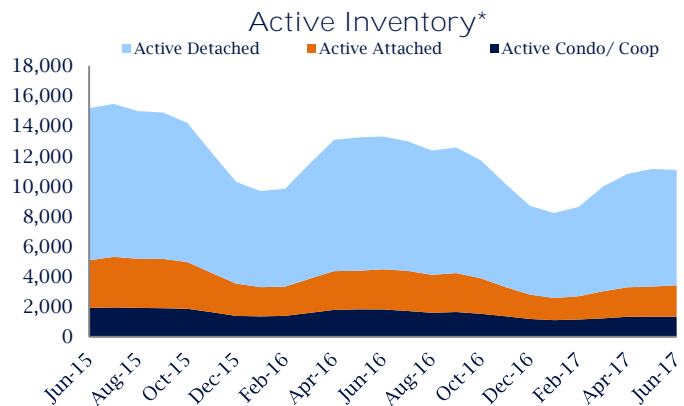


### Units Sold

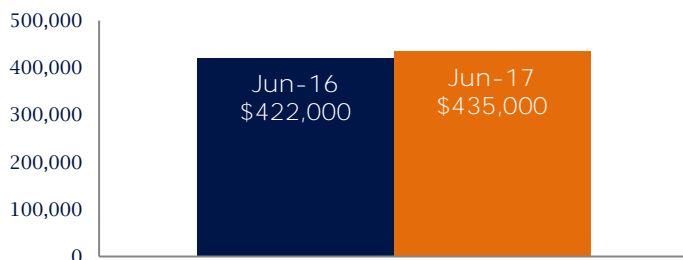
There was an increase in total units sold in June, with 5,568 sold this month in Northern Virginia versus 5,070 last month, an increase of 10%. This month's total units sold was higher than at this time last year, an increase of 5% versus June 2016.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 2,223 units or 17%. The total number of active inventory this June was 11,085 compared to 13,308 in June 2016. This month's total of 11,085 is lower than the previous month's total supply of available inventory of 11,149, a decrease of 1%.



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Northern Virginia Homes was \$422,000. This June, the median sale price was \$435,000, an increase of 3% or \$13,000 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.

\*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.

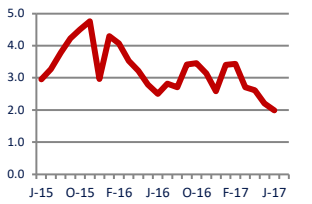
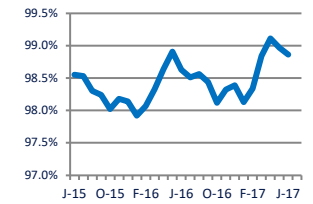
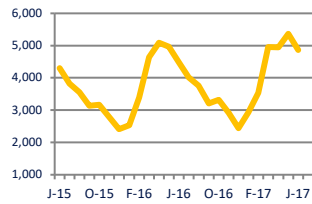
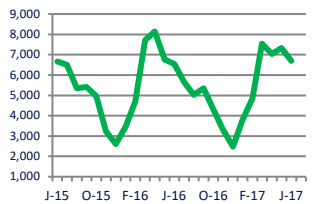




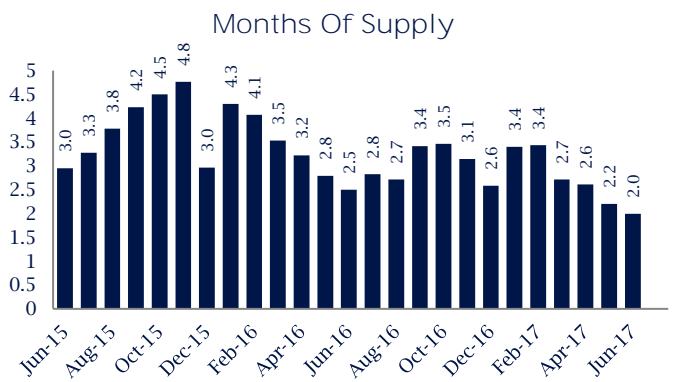
# Focus On: Northern Virginia Housing Market

June 2017

<b>New Listings</b> 6,702	<b>Current Contracts</b> 4,866	<b>Sold Vs. List Price</b> 98.9%	<b>Months of Supply</b> 2.0
------------------------------	-----------------------------------	-------------------------------------	--------------------------------



Up 2% Vs. Year Ago	Up 9% Vs. Year Ago	No Change Vs. Year Ago	Down -20% Vs. Year Ago
-----------------------	-----------------------	---------------------------	---------------------------



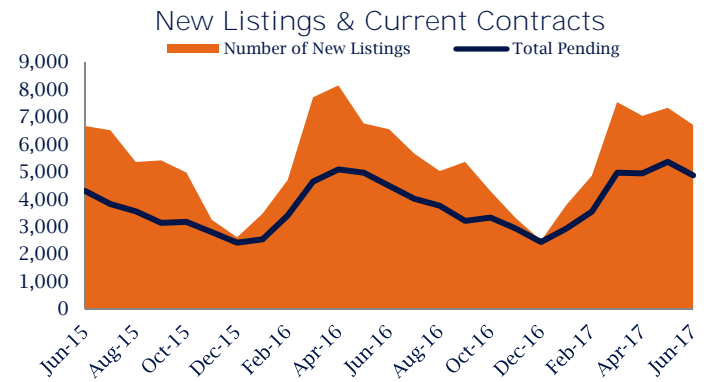
## Months of Supply

In June, there was 2.0 months of supply available in Northern Virginia, compared to 2.5 in June 2016. That is a decrease of 20% versus a year ago.

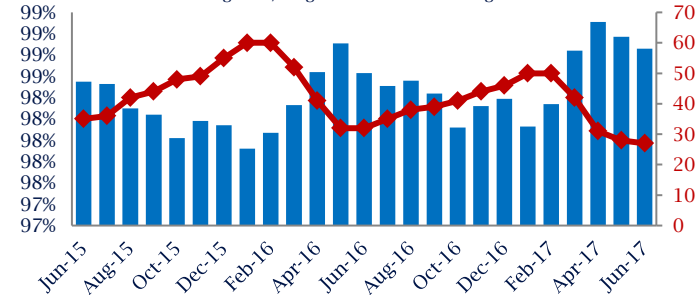
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

## New Listings & Current Contracts

This month there were 6,702 homes newly listed for sale in Northern Virginia compared to 6,545 in June 2016, an increase of 2%. There were 4,866 current contracts pending sale this June compared to 4,481 a year ago. The number of current contracts is 9% higher than last June.



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In June, the average sale price in Northern Virginia was 98.9% 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 27, lower than the average last year, which was 32, a decrease of 16%.

\*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.

