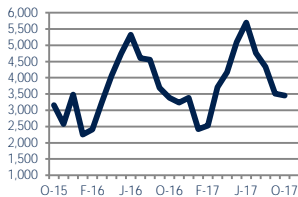




### Units Sold

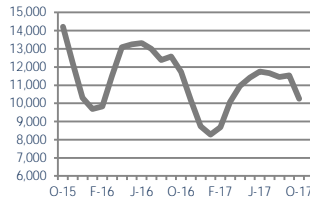
3,455



Up 2%  
Vs. Year Ago

### Active Inventory

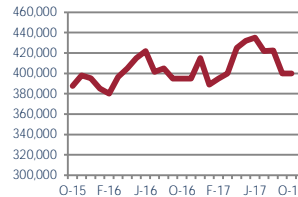
10,257



Down -13%  
Vs. Year Ago

### Median Sale Price

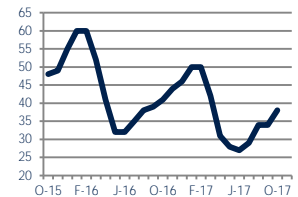
\$400,000



Up 1%  
Vs. Year Ago

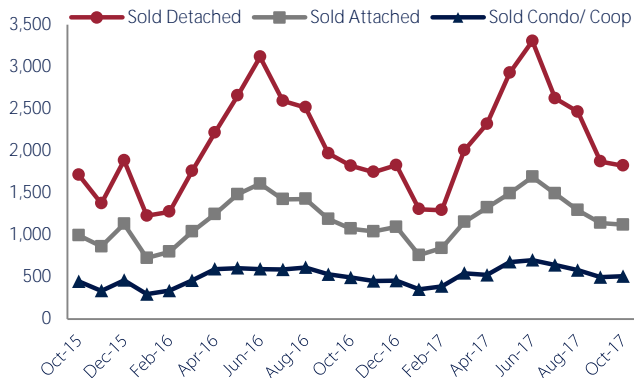
### Days On Market

38



Down -7%  
Vs. Year Ago

### Units Sold\*



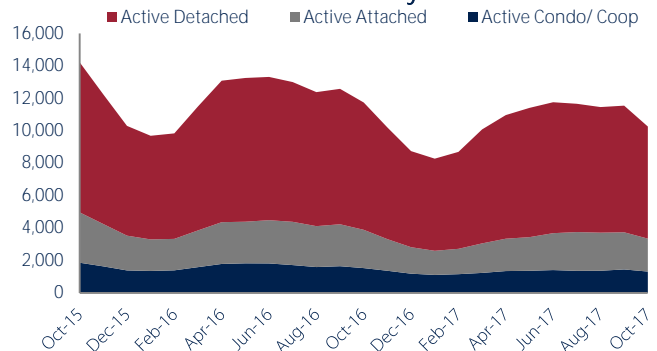
### Units Sold

There was a decrease in total units sold in October, with 3,455 sold this month in Northern Virginia versus 3,514 last month, a decrease of 2%. This month's total units sold was higher than at this time last year, an increase of 2% versus October 2016.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 1,482 units or 13%. The total number of active inventory this October was 10,257 compared to 11,739 in October 2016. This month's total of 10,257 is lower than the previous month's total supply of available inventory of 11,545, a decrease of 11%.

### Active Inventory\*



### Median Sale Price



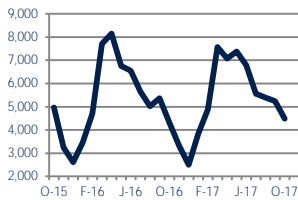
### Median Sale Price

Last October, the median sale price for Northern Virginia Homes was \$395,000. This October, the median sale price was \$400,000, an increase of 1% or \$5,000 compared to last year. The current median sold price is approximately the same as the median price in September.

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

### New Listings

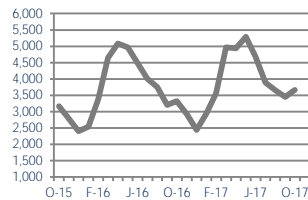
4,488



Up 4%  
Vs. Year Ago

### Current Contracts

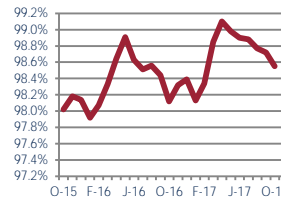
3,667



Up 10%  
Vs. Year Ago

### Sold Vs. List Price

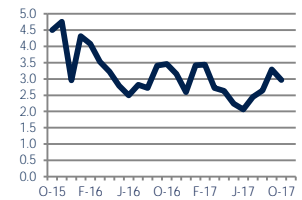
98.6%



No Change  
Vs. Year Ago

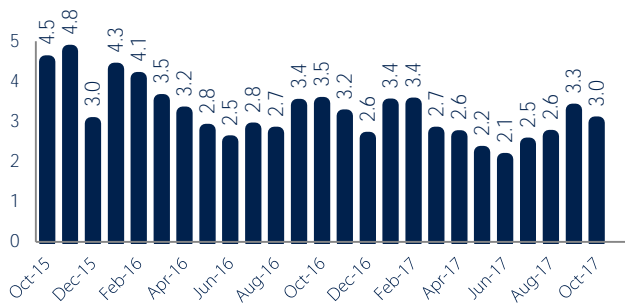
### Months of Supply

3.0



Down -14%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

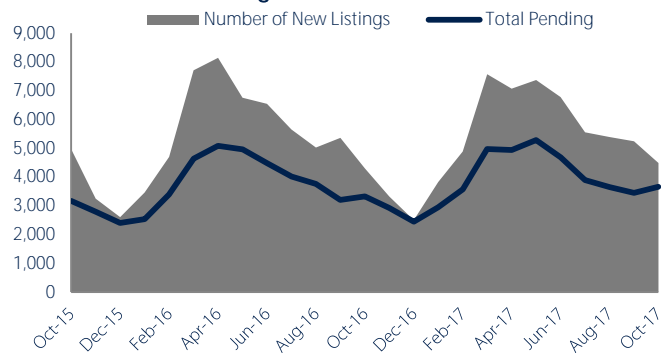
In October, there was 3.0 months of supply available in Northern Virginia, compared to 3.5 in October 2016. That is a decrease of 14% versus a year ago.

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.

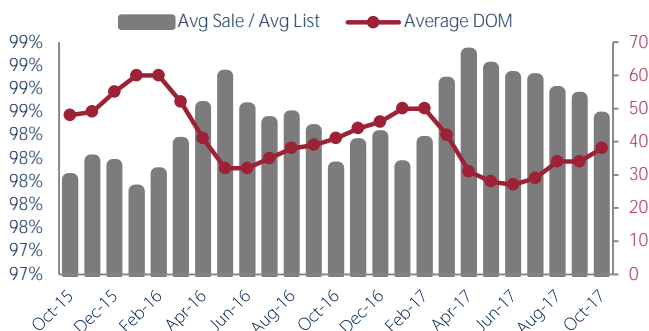
### New Listings & Current Contracts

This month there were 4,488 homes newly listed for sale in Northern Virginia compared to 4,302 in October 2016, an increase of 4%. There were 3,667 current contracts pending sale this October compared to 3,328 a year ago. The number of current contracts is 10% higher than last October.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In October, the average sale price in Northern Virginia was 98.6% 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 38, lower than the average last year, which was 41, a decrease of 7%.