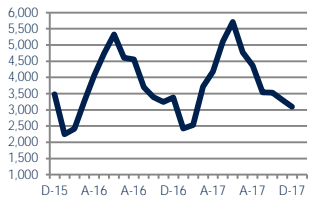


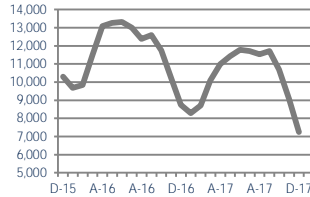


Units Sold 3,093



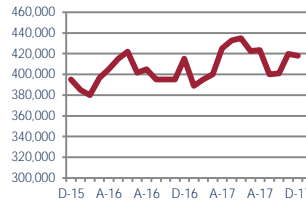
Down -8%
Vs. Year Ago

Active Inventory 7,246



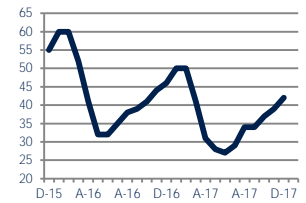
Down -17%
Vs. Year Ago

Median Sale Price \$418,000



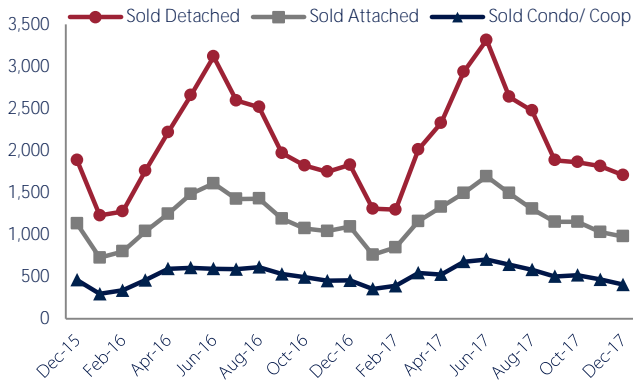
Up 1%
Vs. Year Ago

Days On Market 42



Down -9%
Vs. Year Ago

Units Sold*



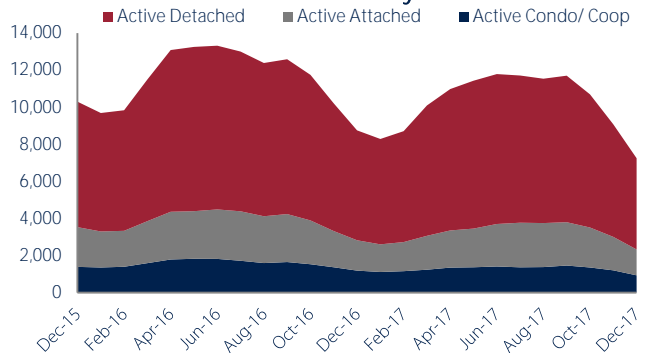
Units Sold

There was a decrease in total units sold in December, with 3,093 sold this month in Northern Virginia versus 3,312 last month, a decrease of 7%. This month's total units sold was lower than at this time last year, a decrease of 8% versus December 2016.

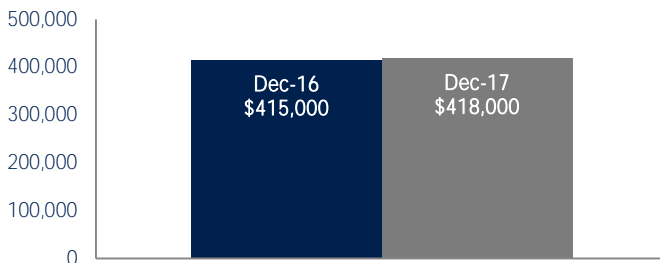
Active Inventory

Versus last year, the total number of homes available this month is lower by 1,505 units or 17%. The total number of active inventory this December was 7,246 compared to 8,751 in December 2016. This month's total of 7,246 is lower than the previous month's total supply of available inventory of 9,077, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Northern Virginia Homes was \$415,000. This December, the median sale price was \$418,000, an increase of 1% or \$3,000 compared to last year. The current median sold price is approximately the same as the median price in November.

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.

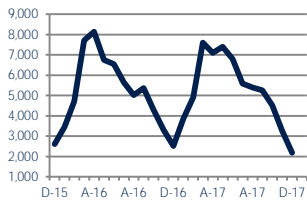
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

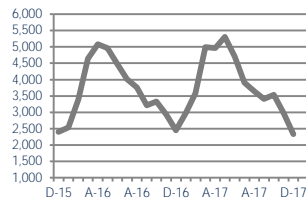
2,180



Down -13%
Vs. Year Ago

Current Contracts

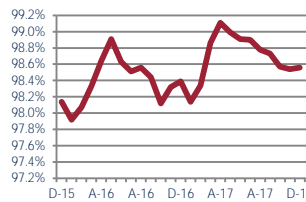
2,331



Down -5%
Vs. Year Ago

Sold Vs. List Price

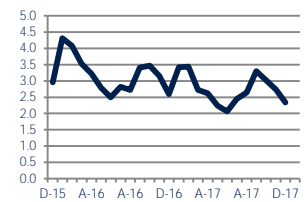
98.6%



No Change
Vs. Year Ago

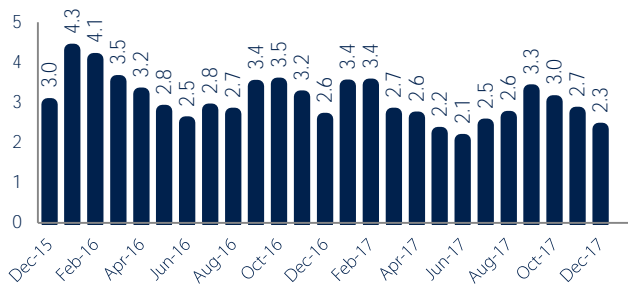
Months of Supply

2.3



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

In December, there was 2.3 months of supply available in Northern Virginia, compared to 2.6 in December 2016. That is a decrease of 10% versus a year ago.

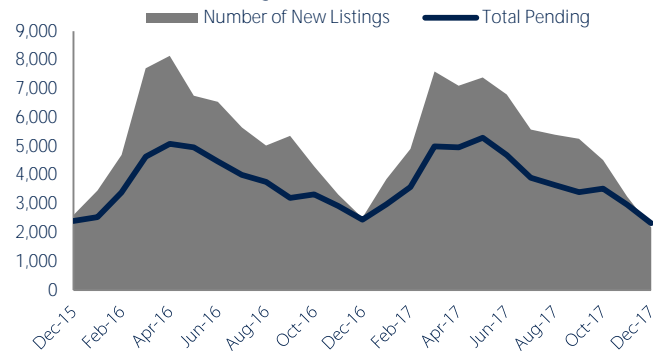
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

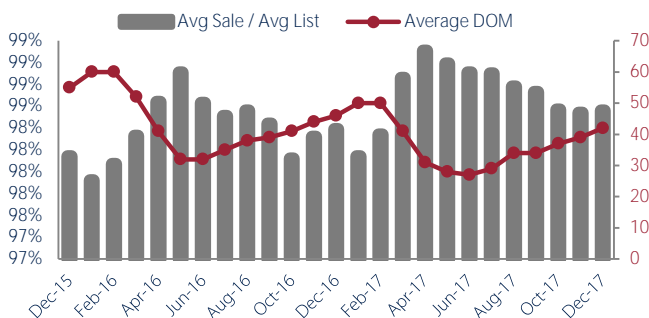
This month there were 2,180 homes newly listed for sale in Northern Virginia compared to 2,513 in December 2016, a decrease of 13%.

There were 2,331 current contracts pending sale this December compared to 2,453 a year ago. The number of current contracts is 5% lower 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 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 42, lower than the average last year, which was 46, a decrease of 9%.



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