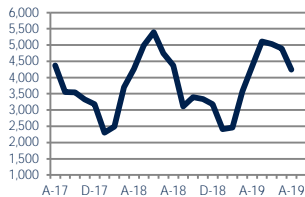
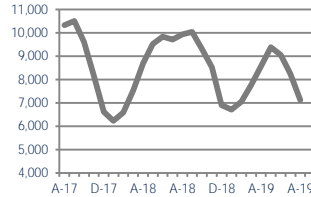


Units Sold 4,246



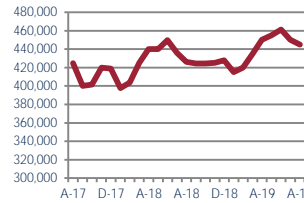
Down -3%
Vs. Year Ago

Active Inventory 7,128



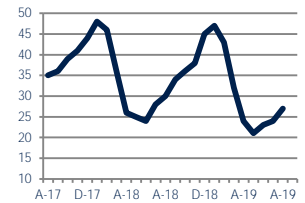
Down -28%
Vs. Year Ago

Median Sale Price \$445,000



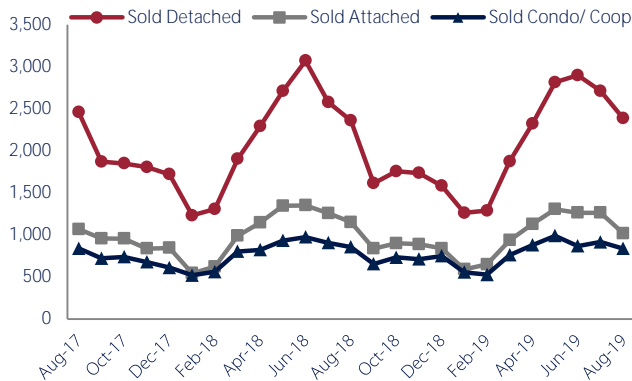
Up 4%
Vs. Year Ago

Days On Market 27



Down -10%
Vs. Year Ago

Units Sold*



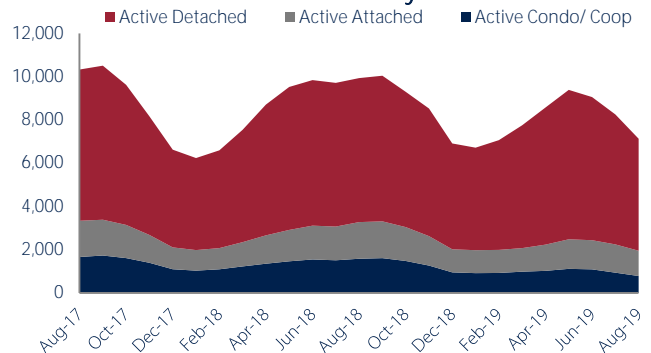
Units Sold

There was a decrease in total units sold in August, with 4,246 sold this month in Northern Virginia versus 4,893 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 3% versus August 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 2,805 units or 28%. The total number of active inventory this August was 7,128 compared to 9,933 in August 2018. This month's total of 7,128 is lower than the previous month's total supply of available inventory of 8,253, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Northern Virginia Homes was \$426,000. This August, the median sale price was \$445,000, an increase of 4% or \$19,000 compared to last year. The current median sold price is 1% lower than in July.

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.

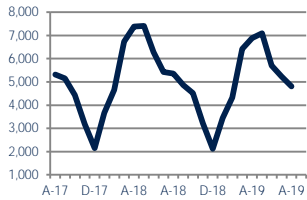
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New Listings

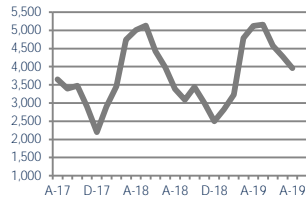
4,809



Down -10%
Vs. Year Ago

Current Contracts

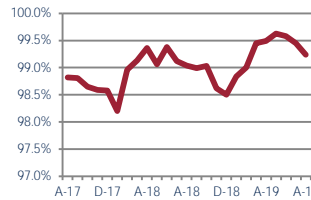
3,960



Up 17%
Vs. Year Ago

Sold Vs. List Price

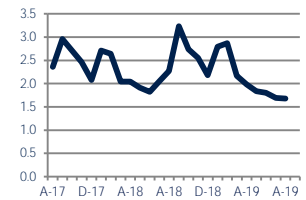
99.2%



No Change
Vs. Year Ago

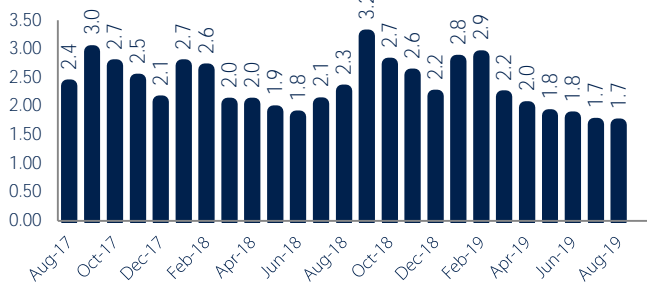
Months of Supply

1.7



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

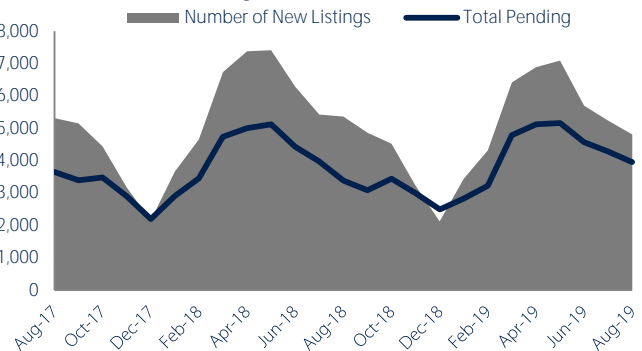
In August, there was 1.7 months of supply available in Northern Virginia, compared to 2.3 in August 2018. That is a decrease of 26% versus a year ago.

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.

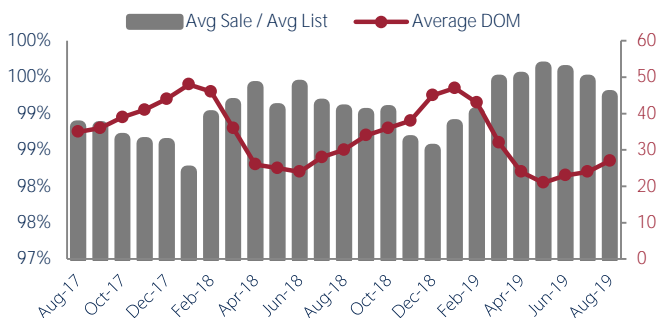
New Listings & Current Contracts

This month there were 4,809 homes newly listed for sale in Northern Virginia compared to 5,363 in August 2018, a decrease of 10%. There were 3,960 current contracts pending sale this August compared to 3,388 a year ago. The number of current contracts is 17% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Northern Virginia was 99.2% 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 30, a decrease of 10%.



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