

THE LONG & FOSTER MARKET MINUTE™

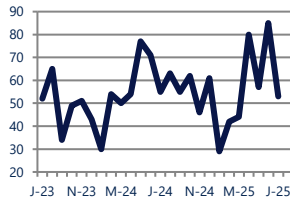
FOCUS ON: OCCOQUAN, LAKE RIDGE, AND NORTHERN WOODBRIDGE HOUSING MARKET

JULY 2025

Zip Code(s): 22192, 22125 and 22195

Units Sold

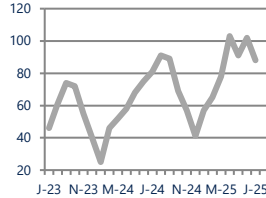
53



Down -4%
Vs. Year Ago

Active Inventory

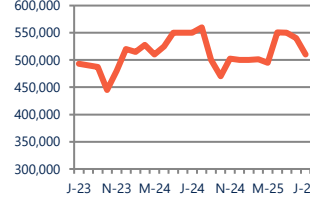
88



Up 9%
Vs. Year Ago

Median Sale Price

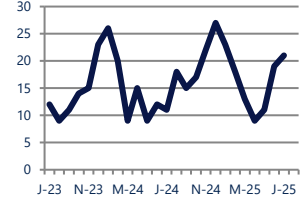
\$510,000



Down -7%
Vs. Year Ago

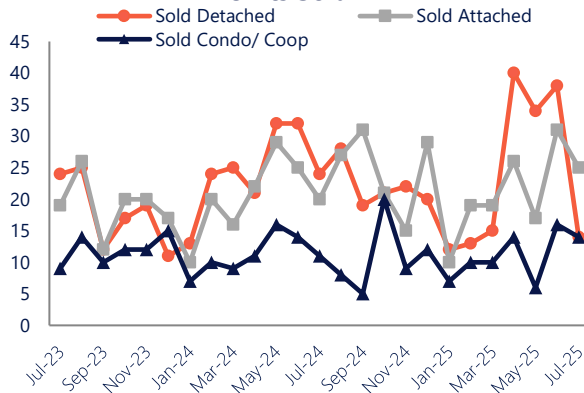
Days On Market

21



Up 91%
Vs. Year Ago

Units Sold*



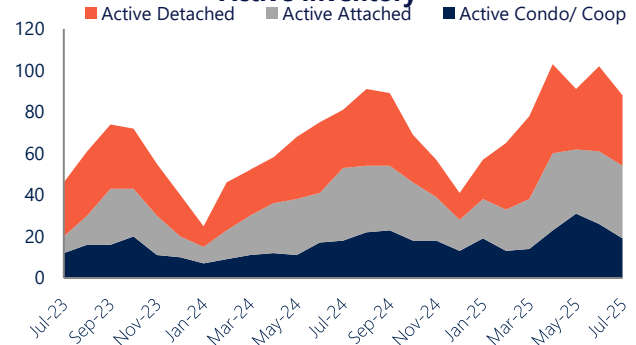
Units Sold

There was a decrease in total units sold in July, with 53 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge. This month's total units sold was lower than at this time last year.

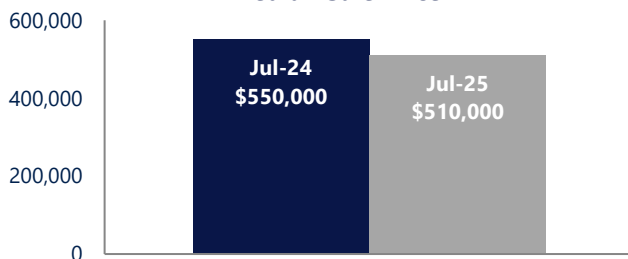
Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 9%. The total number of active inventory this July was 88 compared to 81 in July 2024. This month's total of 88 is lower than the previous month's total supply of available inventory of 102, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$550,000. This July, the median sale price was \$510,000, a decrease of 7% or \$40,000 compared to last year. The current median sold price is 6% lower than in June.

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

Occoquan, Lake Ridge, and Northern Woodbridge are defined as properties listed in zip code/s 22192, 22125 and 22195.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

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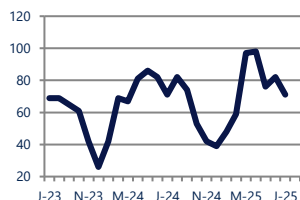
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New Listings

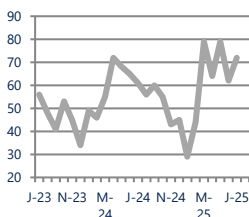
71



No Change
Vs. Year Ago

Current Contracts

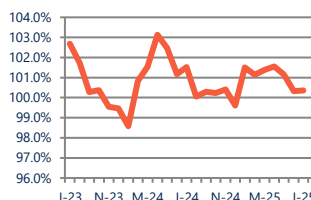
72



Up 18%
Vs. Year Ago

Sold Vs. List Price

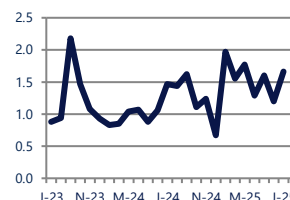
100.4%



Down -1.2%
Vs. Year Ago

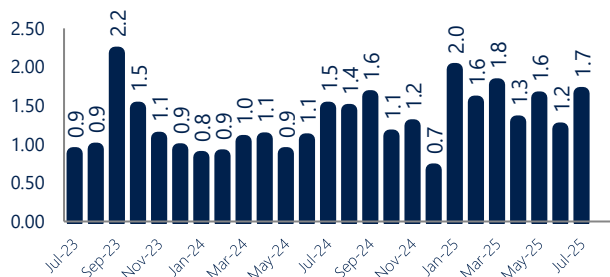
Months of Supply

1.7



Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

In July, there was 1.7 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge, compared to 1.5 in July 2024. That is an increase of 13% versus a year ago.

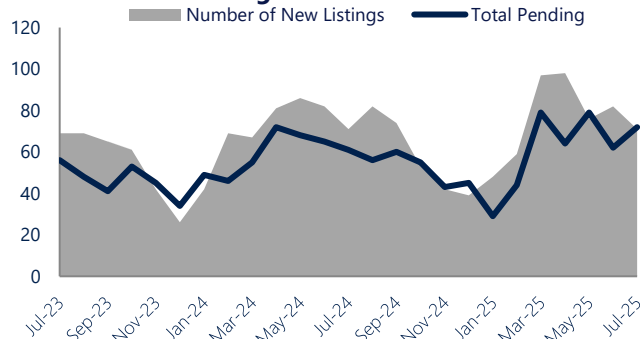
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

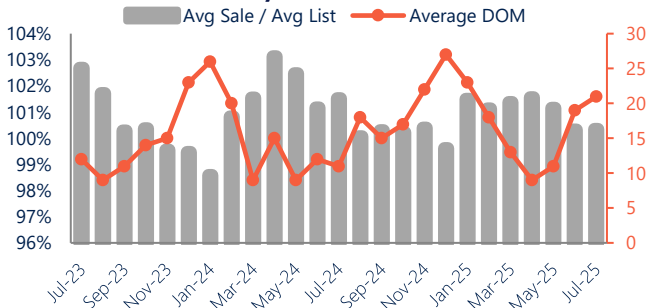
This month there were 71 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge, which is similar to the amount in July 2024. There were 72 current contracts pending sale this July compared to 61 a year ago.

The number of current contracts is 18% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Occoquan, Lake Ridge, and Northern Woodbridge was 100.4% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 21, higher than the average last year, which was 11, an increase of 91%.

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