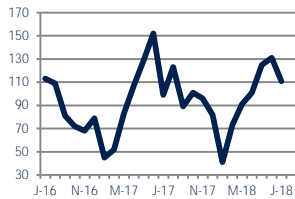


### Units Sold

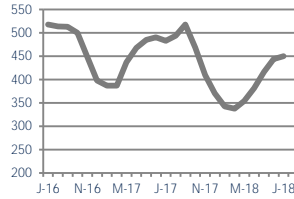
111



Up 12%  
Vs. Year Ago

### Active Inventory

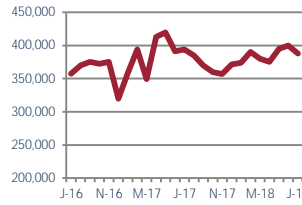
450



Down -7%  
Vs. Year Ago

### Median Sale Price

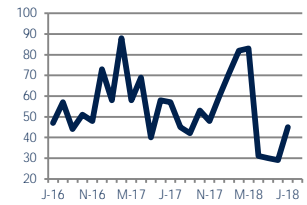
\$387,900



Down -2%  
Vs. Year Ago

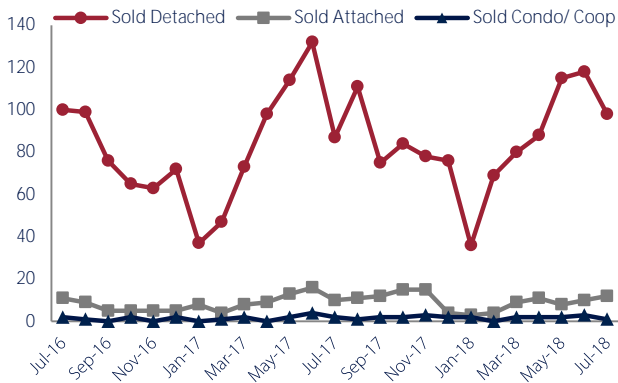
### Days On Market

45



Down -21%  
Vs. Year Ago

### Units Sold\*



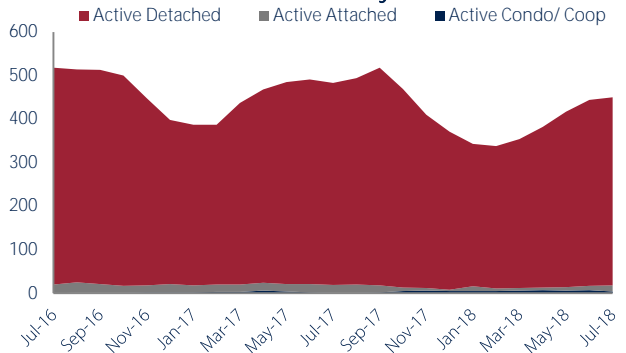
### Units Sold

There was a decrease in total units sold in July, with 111 sold this month in Fauquier County versus 131 last month, a decrease of 15%. This month's total units sold was higher than at this time last year, an increase of 12% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 7%. The total number of active inventory this July was 450 compared to 483 in July 2017. This month's total of 450 is higher than the previous month's total supply of available inventory of 444, an increase of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Fauquier County Homes was \$394,000. This July, the median sale price was \$387,900, a decrease of 2% or \$6,100 compared to last year. The current median sold price is 3% 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.

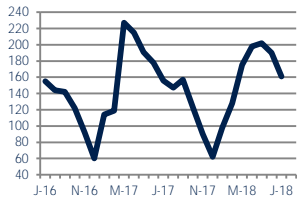


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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.



### New Listings

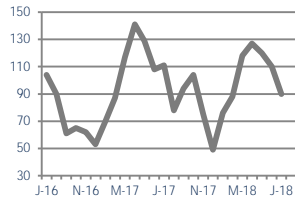
161



Up 3%  
Vs. Year Ago

### Current Contracts

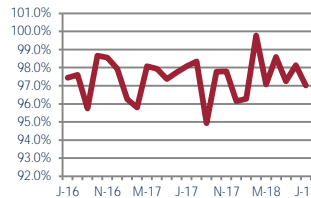
90



Down -19%  
Vs. Year Ago

### Sold Vs. List Price

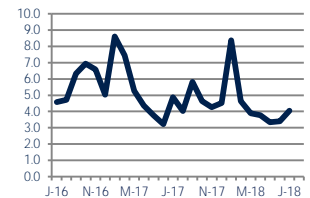
97.0%



Down -1.1%  
Vs. Year Ago

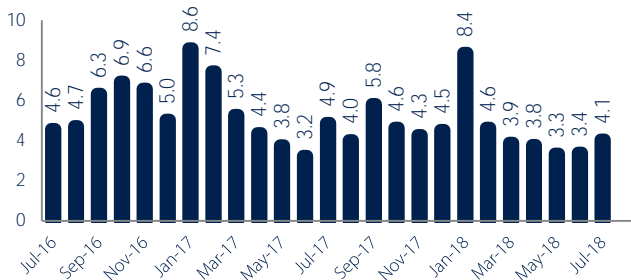
### Months of Supply

4.1



Down -17%  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

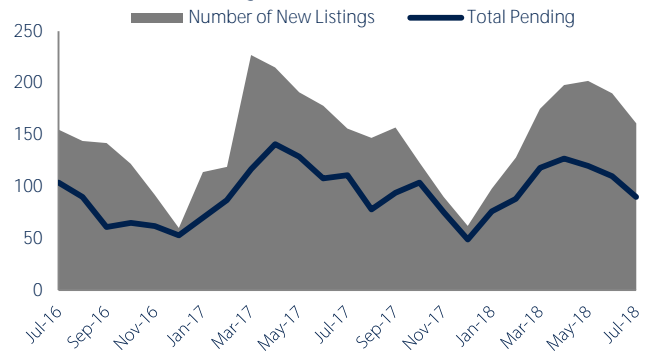
This month there were 161 homes newly listed for sale in Fauquier County compared to 156 in July 2017, an increase of 3%. There were 90 current contracts pending sale this July compared to 111 a year ago. The number of current contracts is 19% lower than last July.

### Months of Supply

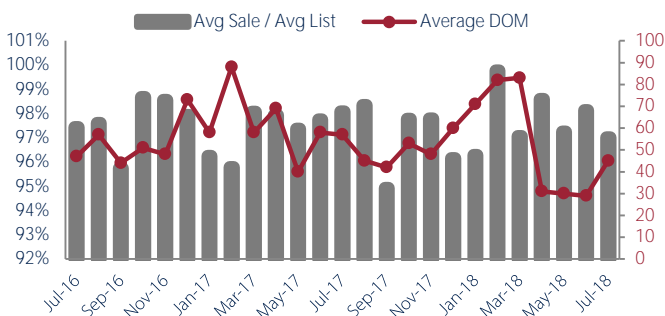
In July, there was 4.1 months of supply available in Fauquier County, compared to 4.9 in July 2017. That is a decrease of 17% versus a year ago.

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



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Fauquier County was 97.0% of the average list price, which is 1.1% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 57, a decrease of 21%.



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