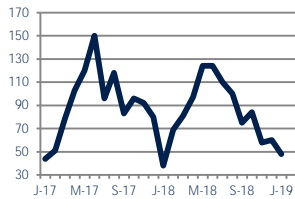


### Units Sold

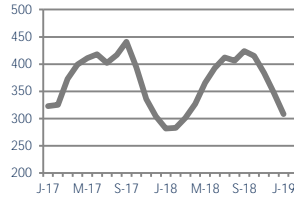
48



Up 26%  
Vs. Year Ago

### Active Inventory

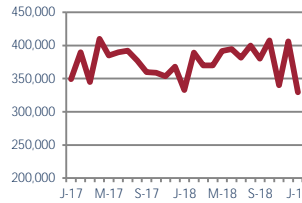
308



Up 9%  
Vs. Year Ago

### Median Sale Price

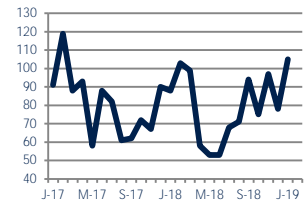
\$329,450



Down -1%  
Vs. Year Ago

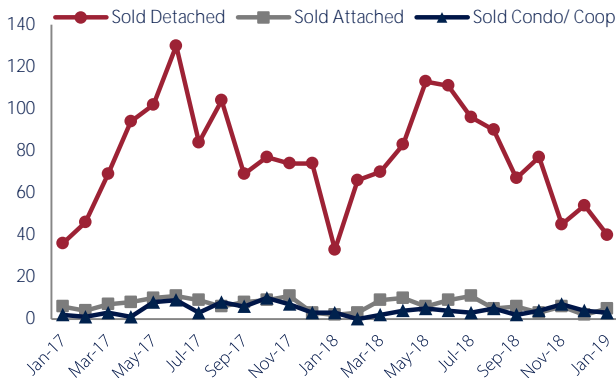
### Days On Market

105



Up 19%  
Vs. Year Ago

### Units Sold\*



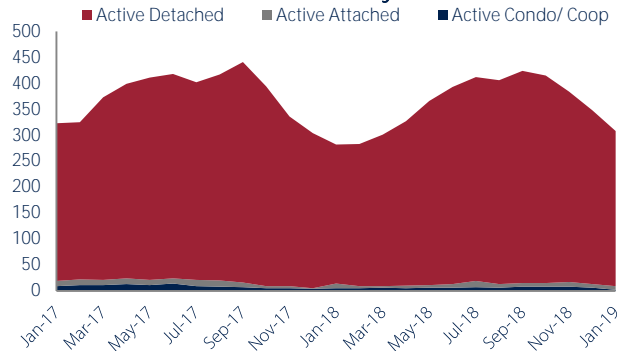
### Units Sold

There was a decrease in total units sold in January, with 48 sold this month in Fauquier County versus 60 last month, a decrease of 20%. This month's total units sold was higher than at this time last year, an increase of 26% versus January 2018.

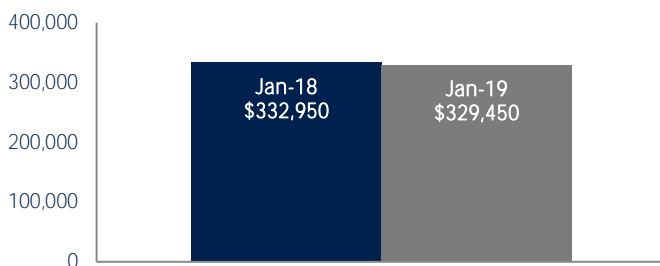
### Active Inventory

Versus last year, the total number of homes available this month is higher by 26 units or 9%. The total number of active inventory this January was 308 compared to 282 in January 2018. This month's total of 308 is lower than the previous month's total supply of available inventory of 348, a decrease of 11%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Fauquier County Homes was \$332,950. This January, the median sale price was \$329,450, a decrease of 1% or \$3,500 compared to last year. The current median sold price is 19% lower than in December.

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

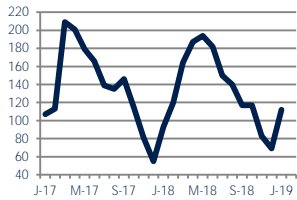


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



### New Listings

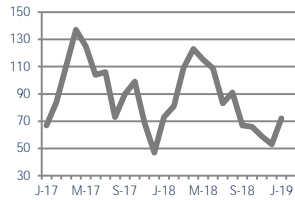
112



Up 20%  
Vs. Year Ago

### Current Contracts

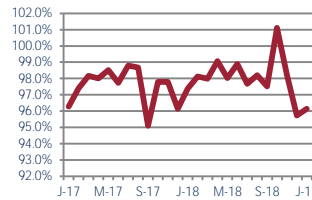
72



Down -1%  
Vs. Year Ago

### Sold Vs. List Price

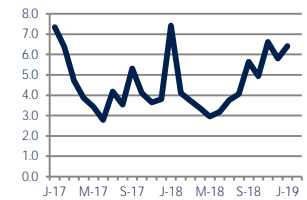
96.1%



Down -1.3%  
Vs. Year Ago

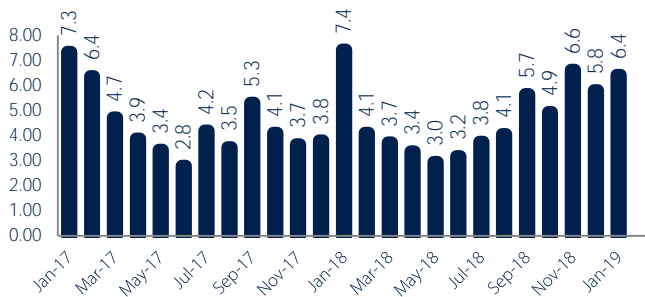
### Months of Supply

6.4



Down -13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

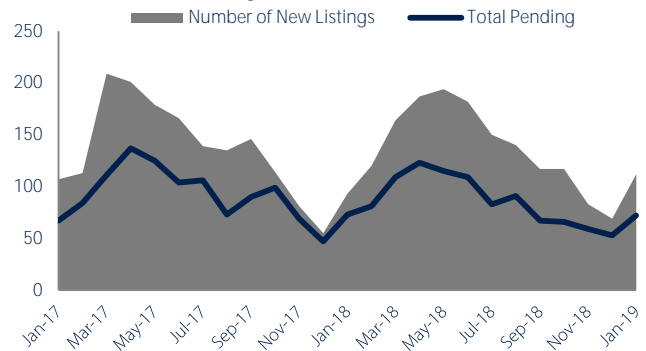
In January, there was 6.4 months of supply available in Fauquier County, compared to 7.4 in January 2018. That is a decrease of 14% versus a year ago.

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.

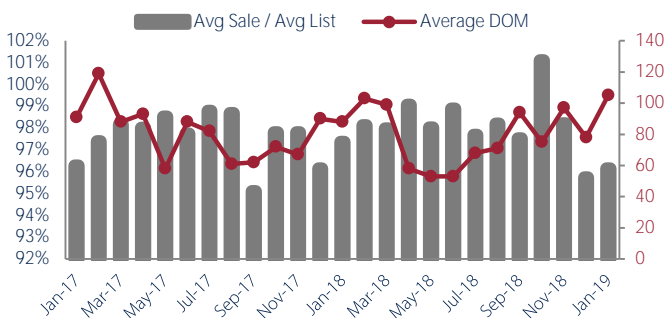
### New Listings & Current Contracts

This month there were 112 homes newly listed for sale in Fauquier County compared to 93 in January 2018, an increase of 20%. There were 72 current contracts pending sale this January compared to 73 a year ago. The number of current contracts is 1% lower than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Fauquier County was 96.1% 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 105, higher than the average last year, which was 88, an increase of 19%.



\*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.

