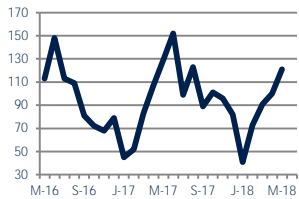




Units Sold

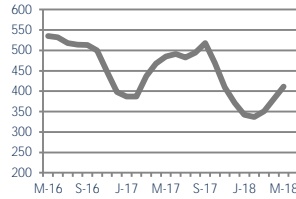
121



Down -6%
Vs. Year Ago

Active Inventory

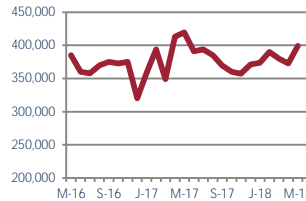
411



Down -15%
Vs. Year Ago

Median Sale Price

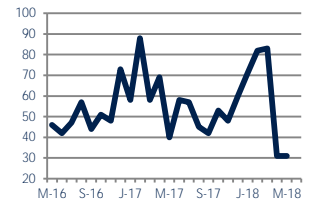
\$399,000



Down -5%
Vs. Year Ago

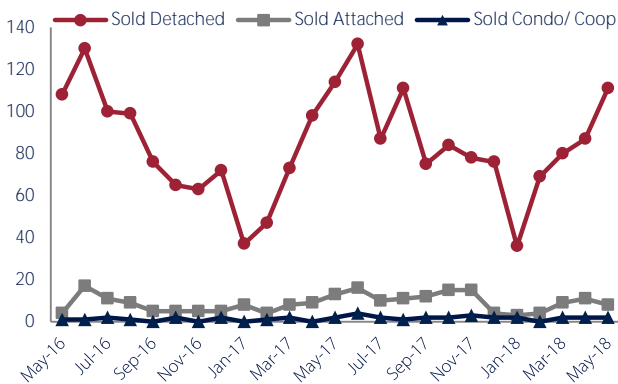
Days On Market

31



Down -22%
Vs. Year Ago

Units Sold*



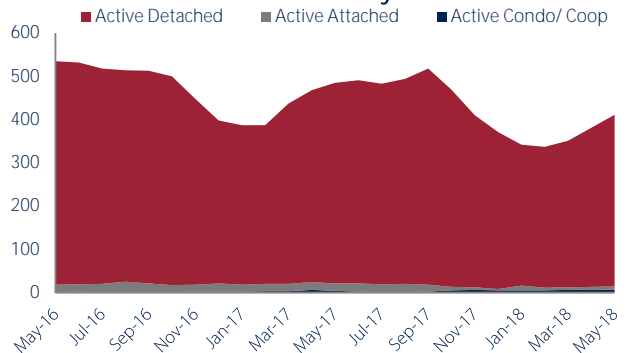
Units Sold

There was an increase in total units sold in May, with 121 sold this month in Fauquier County versus 100 last month, an increase of 21%. This month's total units sold was lower than at this time last year, a decrease of 6% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 74 units or 15%. The total number of active inventory this May was 411 compared to 485 in May 2017. This month's total of 411 is higher than the previous month's total supply of available inventory of 381, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Fauquier County Homes was \$419,500. This May, the median sale price was \$399,000, a decrease of 5% or \$20,500 compared to last year. The current median sold price is 7% higher than in April.

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

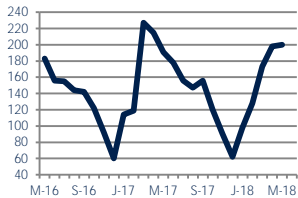


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

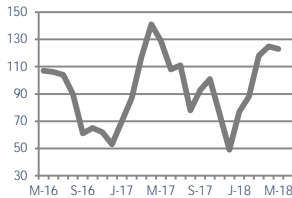
200



Up 5%
Vs. Year Ago

Current Contracts

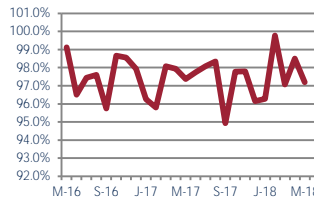
123



Down -5%
Vs. Year Ago

Sold Vs. List Price

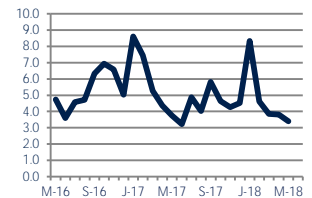
97.2%



No Change
Vs. Year Ago

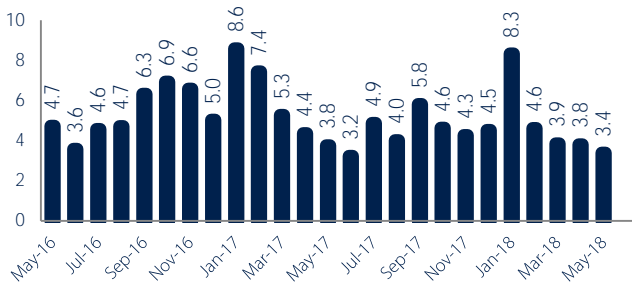
Months of Supply

3.4



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

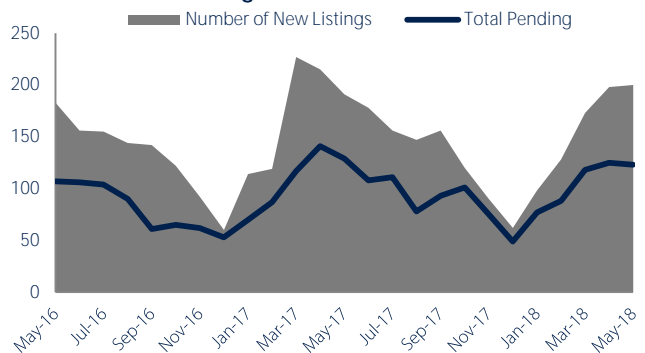
In May, there was 3.4 months of supply available in Fauquier County, compared to 3.8 in May 2017. That is a decrease of 10% versus a year ago.

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.

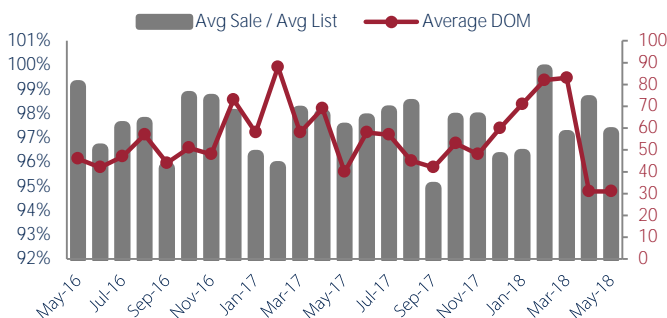
New Listings & Current Contracts

This month there were 200 homes newly listed for sale in Fauquier County compared to 191 in May 2017, an increase of 5%. There were 123 current contracts pending sale this May compared to 129 a year ago. The number of current contracts is 5% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Fauquier County was 97.2% 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 31, lower than the average last year, which was 40, a decrease of 23%.



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