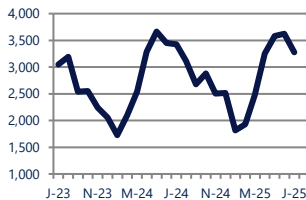


THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NORTHERN VIRGINIA HOUSING MARKET**

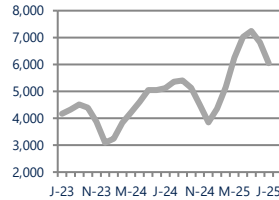
JULY 2025

Units Sold 3,274



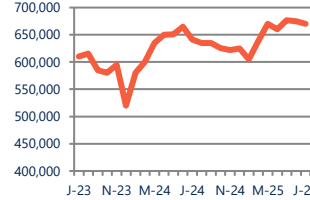
Down -4%
Vs. Year Ago

Active Inventory 6,045



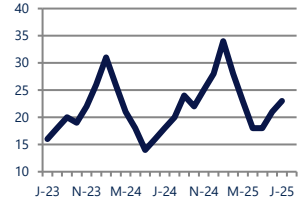
Up 18%
Vs. Year Ago

Median Sale Price \$670,000



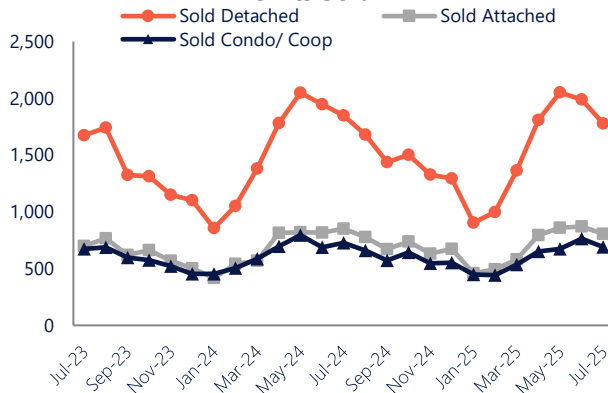
Up 4%
Vs. Year Ago

Days On Market 23



Up 28%
Vs. Year Ago

Units Sold*



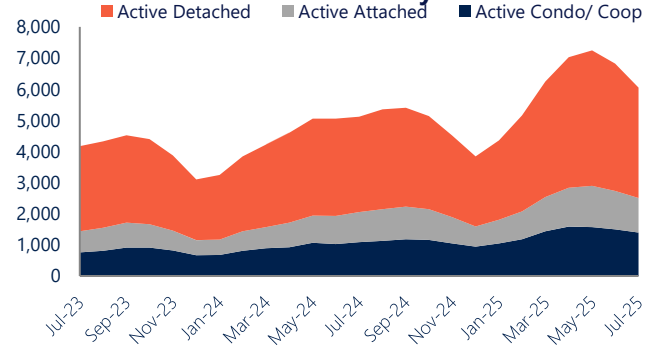
Units Sold

There was a decrease in total units sold in July, with 3,274 sold this month in Northern Virginia versus 3,624 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 4% versus July 2024.

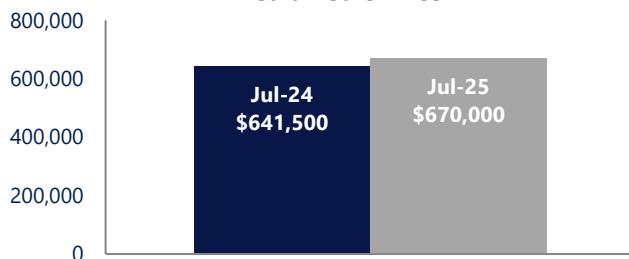
Active Inventory

Versus last year, the total number of homes available this month is higher by 926 units or 18%. The total number of active inventory this July was 6,045 compared to 5,119 in July 2024. This month's total of 6,045 is lower than the previous month's total supply of available inventory of 6,817, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Northern Virginia Homes was \$641,500. This July, the median sale price was \$670,000, an increase of 4% or \$28,500 compared to last year. The current median sold price is 1% 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.

*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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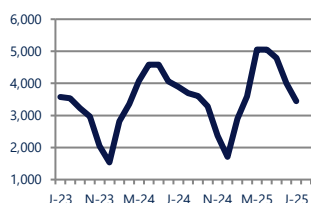
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NORTHERN VIRGINIA HOUSING MARKET**

JULY 2025

New Listings

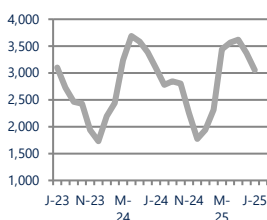
3,444



Down -12%
Vs. Year Ago

Current Contracts

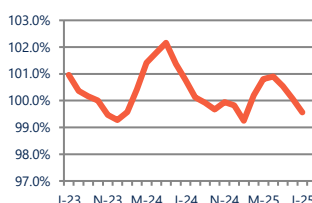
3,052



Down -1%
Vs. Year Ago

Sold Vs. List Price

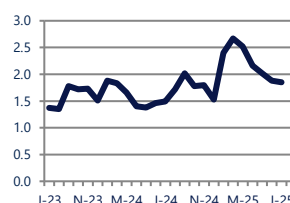
99.6%



Down -1.2%
Vs. Year Ago

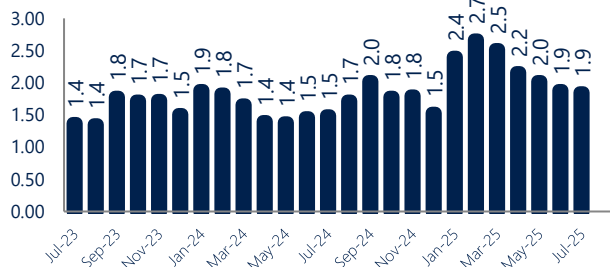
Months of Supply

1.9



Up 24%
Vs. Year Ago

Months Of Supply



Months of Supply

In July, there was 1.8 months of supply available in Northern Virginia, compared to 1.5 in July 2024. That is an increase of 24% versus a year ago.

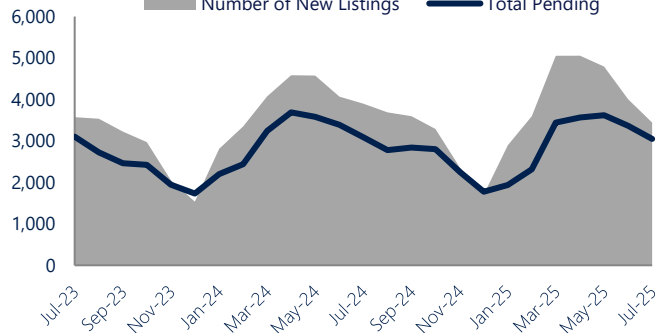
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 3,444 homes newly listed for sale in Northern Virginia compared to 3,895 in July 2024, a decrease of 12%. There were 3,052 current contracts pending sale this July compared to 3,089 a year ago. The number of current contracts is 1% lower than last July.

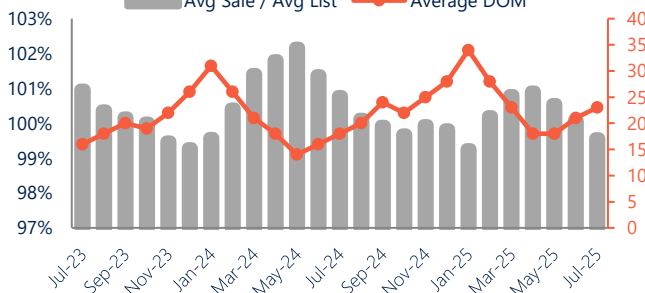
New Listings & Current Contracts

■ Number of New Listings ■ Total Pending



Sale Price/ List Price & DOM

■ Avg Sale / Avg List ■ Average DOM



Sale Price to List Price Ratio

In July, the average sale price in Northern Virginia was 99.6% 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 23, higher than the average last year, which was 18, an increase of 28%.

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