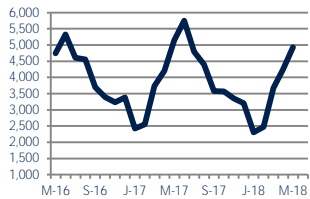


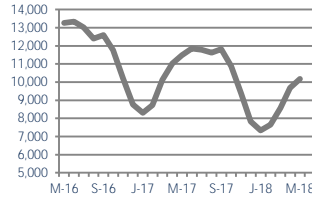


Units Sold 4,932



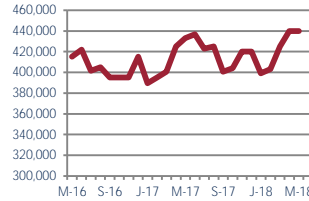
Down -4%
Vs. Year Ago

Active Inventory 10,176



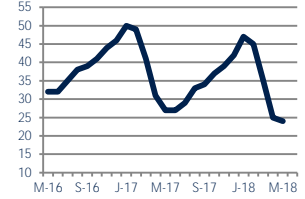
Down -11%
Vs. Year Ago

Median Sale Price \$439,900



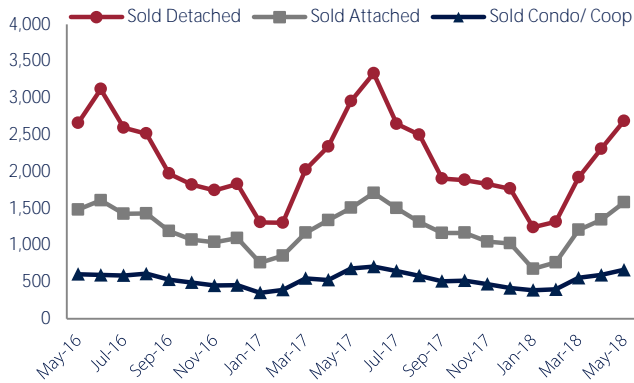
Up 2%
Vs. Year Ago

Days On Market 24



Down -11%
Vs. Year Ago

Units Sold*



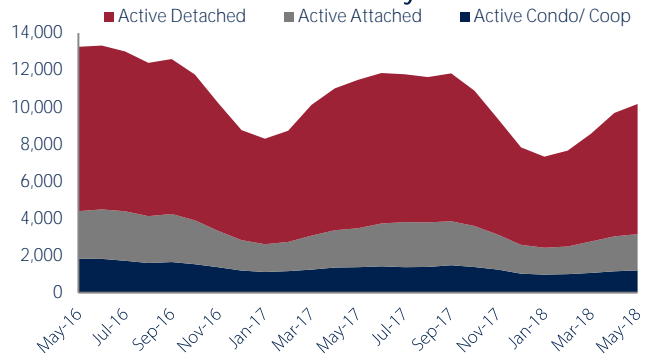
Units Sold

There was an increase in total units sold in May, with 4,932 sold this month in Northern Virginia versus 4,249 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 4% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 1,303 units or 11%. The total number of active inventory this May was 10,176 compared to 11,479 in May 2017. This month's total of 10,176 is higher than the previous month's total supply of available inventory of 9,689, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Northern Virginia Homes was \$433,000. This May, the median sale price was \$439,900, an increase of 2% or \$6,900 compared to last year. The current median sold price is approximately the same as the median price in April.

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



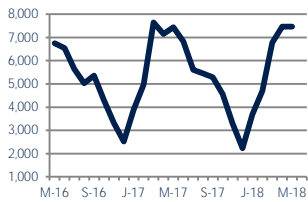
*Defined as the counties of Arlington, Culpeper, Fairfax, Fauquier, King George, Loudoun, Orange, Prince William, Spotsylvania, and Stafford and the cities of Alexandria, Fairfax, Falls Church, Fredericksburg, Manassas, and Manassas Park in VA.

*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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New Listings

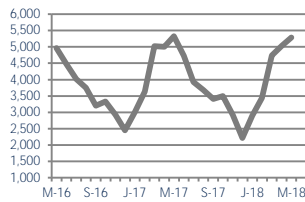
7,468



No Change
Vs. Year Ago

Current Contracts

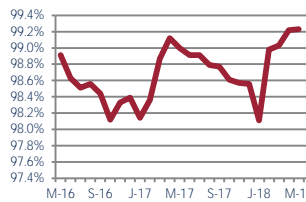
5,282



Down -1%
Vs. Year Ago

Sold Vs. List Price

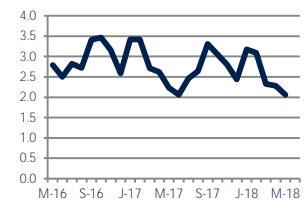
99.2%



No Change
Vs. Year Ago

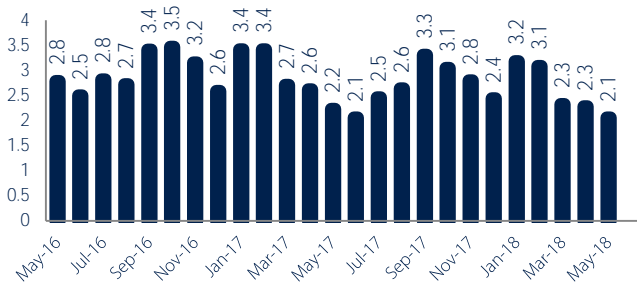
Months of Supply

2.1



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

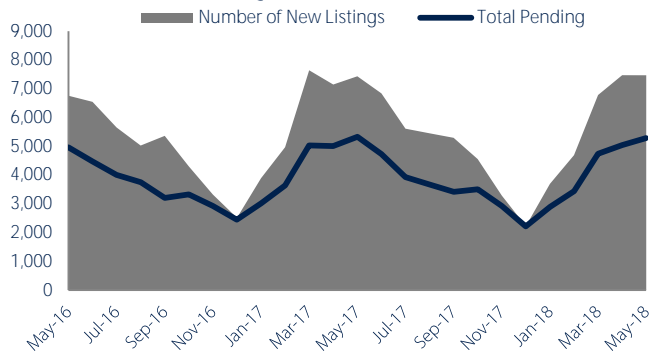
In May, there was 2.1 months of supply available in Northern Virginia, compared to 2.2 in May 2017. That is a decrease of 8% versus a year ago.

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.

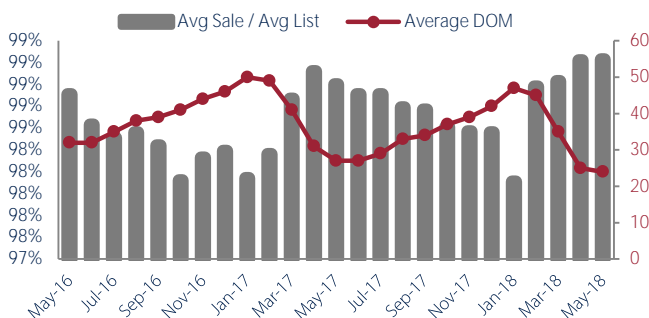
New Listings & Current Contracts

This month there were 7,468 homes newly listed for sale in Northern Virginia, which is similar to the amount in May 2017. There were 5,282 current contracts pending sale this May compared to 5,329 a year ago. The number of current contracts is 1% 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 Northern Virginia was 99.2% 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 24, lower than the average last year, which was 27, a decrease of 11%.



*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.

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