

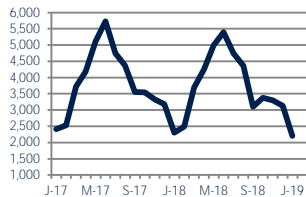


The Long & Foster Market Minute™

Focus On: Northern Virginia Housing Market

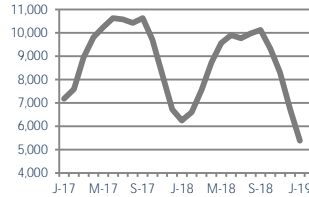
January 2019

Units Sold
2,208



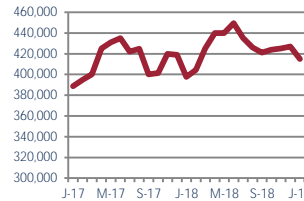
Down -4%
Vs. Year Ago

Active Inventory
5,388



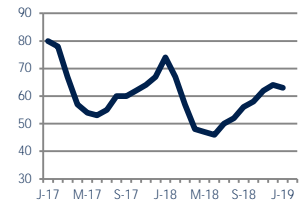
Down -14%
Vs. Year Ago

Median Sale Price
\$415,000



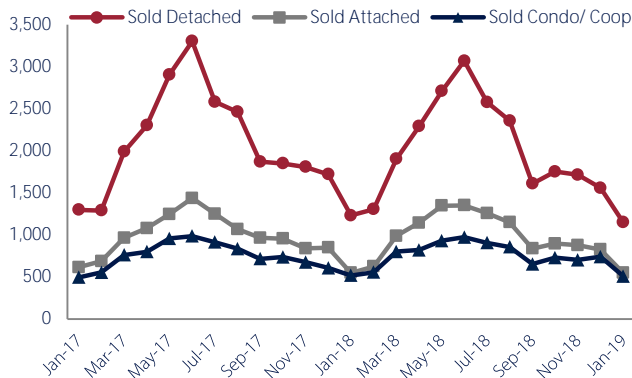
Up 4%
Vs. Year Ago

Days On Market
63



Down -15%
Vs. Year Ago

Units Sold*



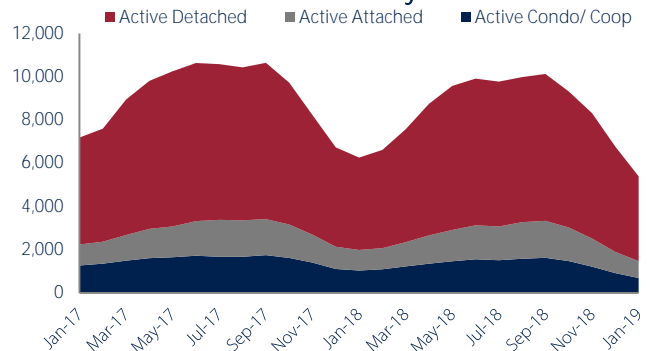
Units Sold

There was a decrease in total units sold in January, with 2,208 sold this month in Northern Virginia versus 3,127 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 4% versus January 2018.

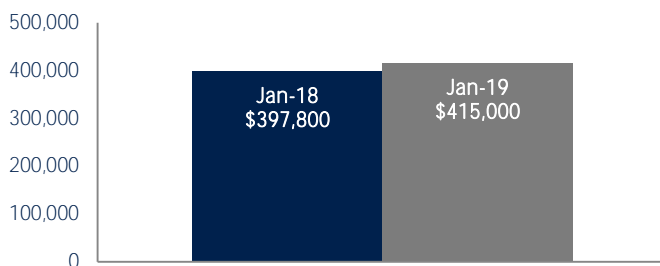
Active Inventory

Versus last year, the total number of homes available this month is lower by 869 units or 14%. The total number of active inventory this January was 5,388 compared to 6,257 in January 2018. This month's total of 5,388 is lower than the previous month's total supply of available inventory of 6,763, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Northern Virginia Homes was \$397,800. This January, the median sale price was \$415,000, an increase of 4% or \$17,200 compared to last year. The current median sold price is 3% 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.



*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.

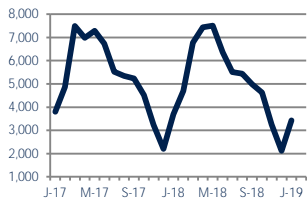
Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.





New Listings

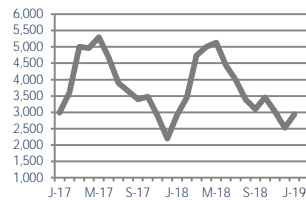
3,434



Down -7%
Vs. Year Ago

Current Contracts

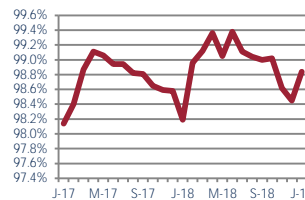
2,940



Up 1%
Vs. Year Ago

Sold Vs. List Price

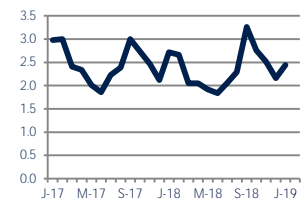
98.8%



Up 0.7%
Vs. Year Ago

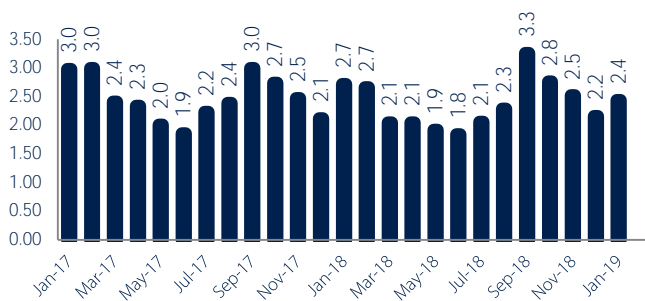
Months of Supply

2.4



Down -10%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

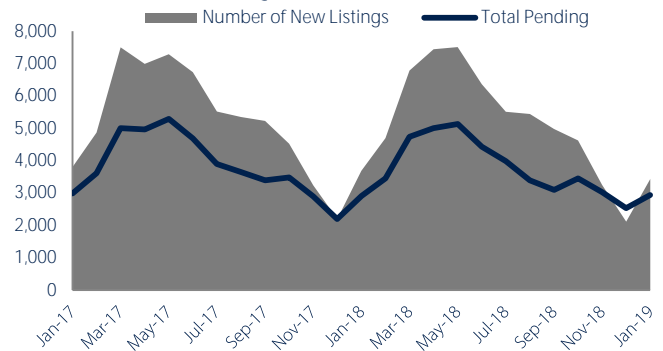
This month there were 3,434 homes newly listed for sale in Northern Virginia compared to 3,687 in January 2018, a decrease of 7%. There were 2,940 current contracts pending sale this January compared to 2,907 a year ago. The number of current contracts is 1% higher than last January.

Months of Supply

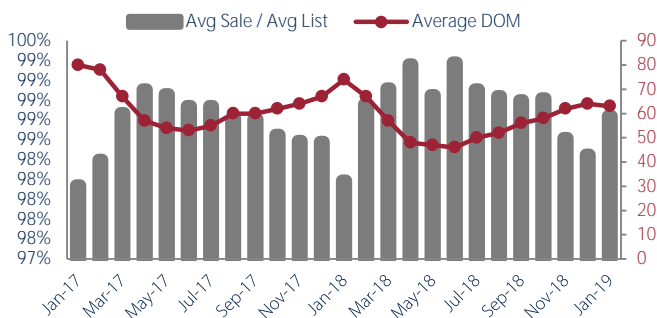
In January, there was 2.4 months of supply available in Northern Virginia, compared to 2.7 in January 2018. That is a decrease of 10% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Northern Virginia was 98.8% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 63, lower than the average last year, which was 74, a decrease of 15%.



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