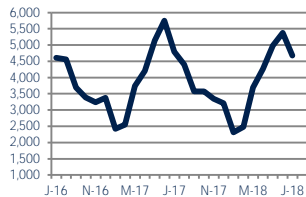


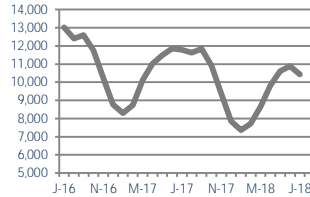


Units Sold 4,681



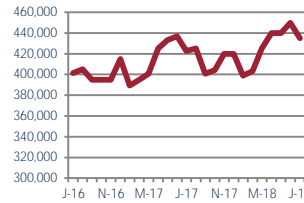
Down -2%
Vs. Year Ago

Active Inventory 10,426



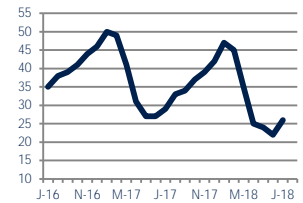
Down -12%
Vs. Year Ago

Median Sale Price \$435,000



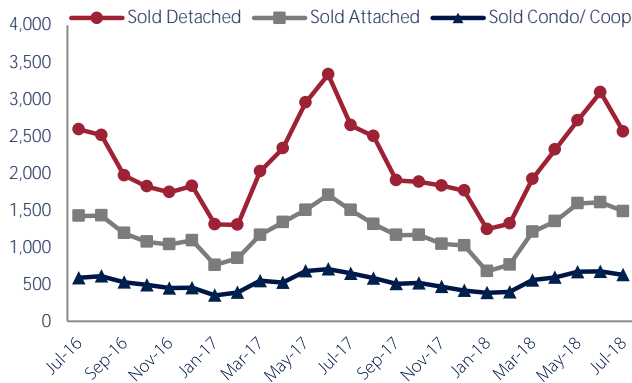
Up 3%
Vs. Year Ago

Days On Market 26



Down -10%
Vs. Year Ago

Units Sold*



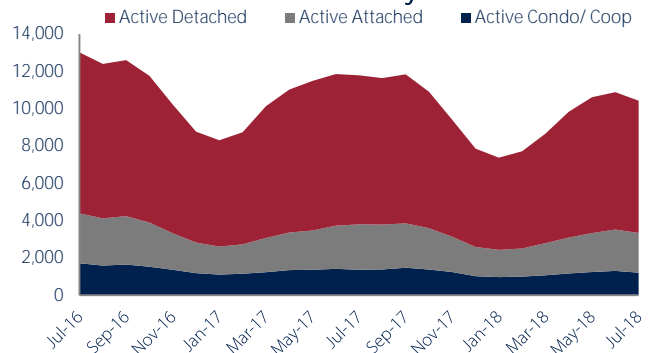
Units Sold

There was a decrease in total units sold in July, with 4,681 sold this month in Northern Virginia versus 5,380 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 2% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 1,360 units or 12%. The total number of active inventory this July was 10,426 compared to 11,786 in July 2017. This month's total of 10,426 is lower than the previous month's total supply of available inventory of 10,882, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Northern Virginia Homes was \$422,750. This July, the median sale price was \$435,000, an increase of 3% or \$12,250 compared to last year. The current median sold price is 3% 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.

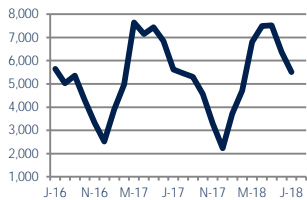
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

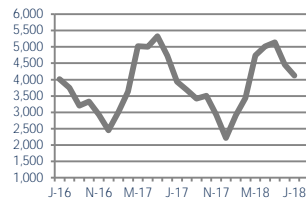
5,514



Down -2%
Vs. Year Ago

Current Contracts

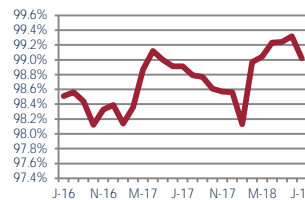
4,124



Up 5%
Vs. Year Ago

Sold Vs. List Price

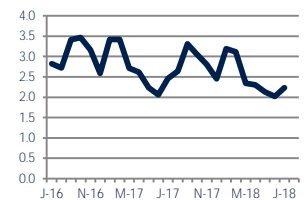
99.0%



No Change
Vs. Year Ago

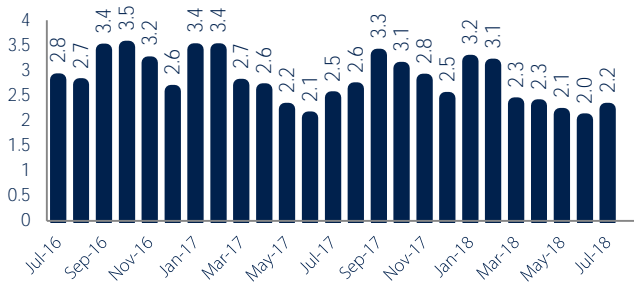
Months of Supply

2.2



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

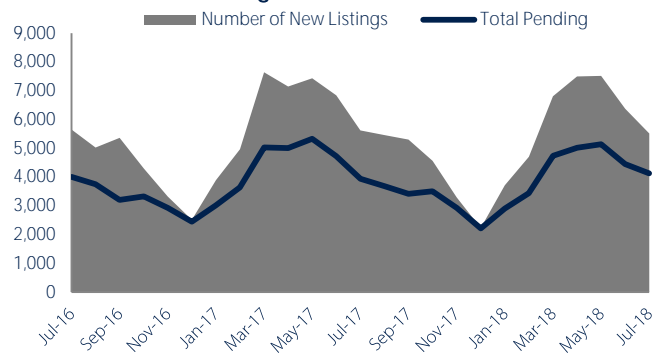
In July, there was 2.2 months of supply available in Northern Virginia, compared to 2.5 in July 2017. That is a decrease of 9% versus a year ago.

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.

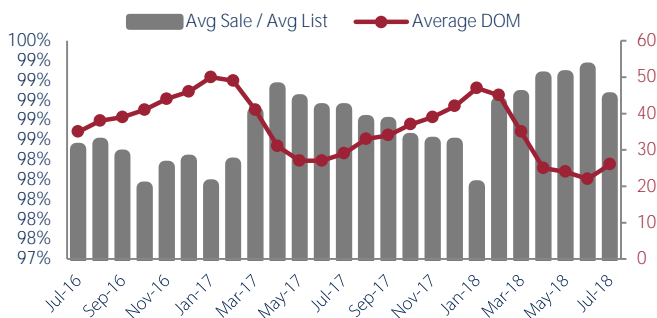
New Listings & Current Contracts

This month there were 5,514 homes newly listed for sale in Northern Virginia compared to 5,621 in July 2017, a decrease of 2%. There were 4,124 current contracts pending sale this July compared to 3,934 a year ago. The number of current contracts is 5% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Northern Virginia was 99.0% 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 26, lower than the average last year, which was 29, a decrease of 10%.



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