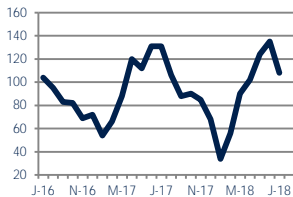


Zip Code(s): 22192, 22125 and 22195

Units Sold

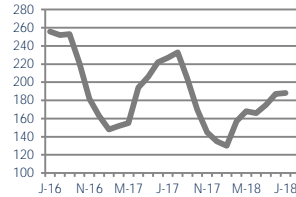
108



Down -18%
Vs. Year Ago

Active Inventory

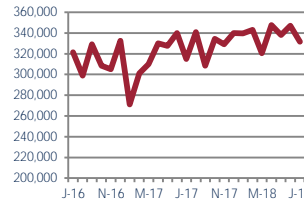
188



Down -17%
Vs. Year Ago

Median Sale Price

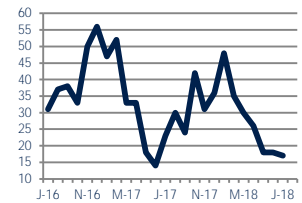
\$331,500



Up 5%
Vs. Year Ago

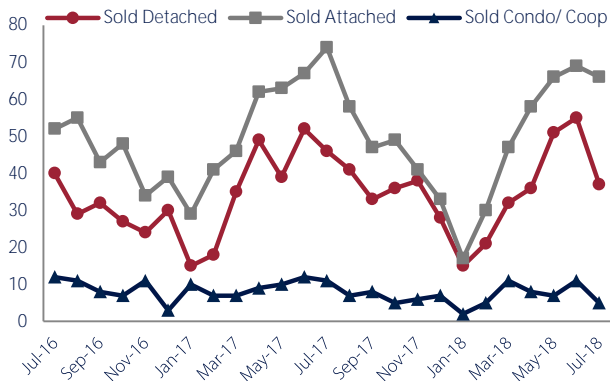
Days On Market

17



Down -26%
Vs. Year Ago

Units Sold*



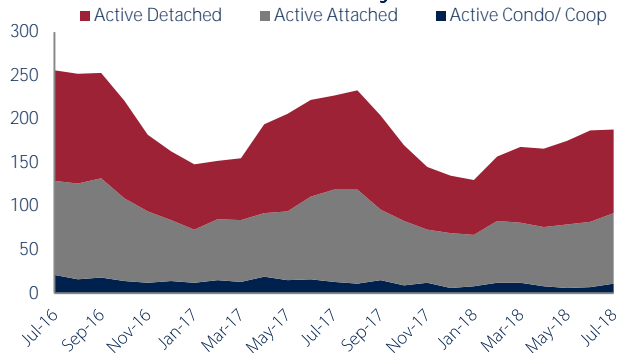
Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 17%. The total number of active inventory this July was 188 compared to 227 in July 2017. This month's total of 188 is higher than the previous month's total supply of available inventory of 187, an increase of 1%.

Units Sold

There was a decrease in total units sold in July, with 108 sold this month in Occoquan, Lake Ridge, and Northern Woodbridge versus 135 last month, a decrease of 20%. This month's total units sold was lower than at this time last year, a decrease of 18% versus July 2017.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Occoquan, Lake Ridge, and Northern Woodbridge Homes was \$315,000. This July, the median sale price was \$331,500, an increase of 5% or \$16,500 compared to last year. The current median sold price is 4% 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.

Occoquan, Lake Ridge, and Northern Woodbridge are defined as properties listed in zip code/s 22192, 22125 and 22195.

*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.



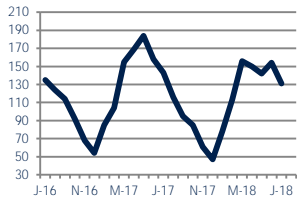
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22192, 22125 and 22195

New Listings

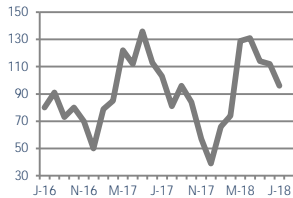
131



Down -8%
Vs. Year Ago

Current Contracts

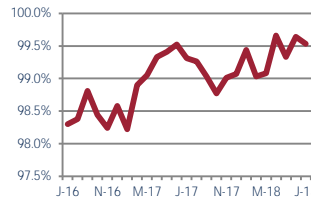
96



Down -7%
Vs. Year Ago

Sold Vs. List Price

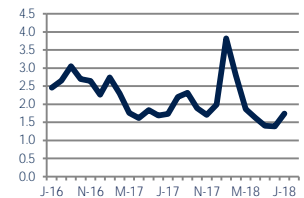
99.5%



No Change
Vs. Year Ago

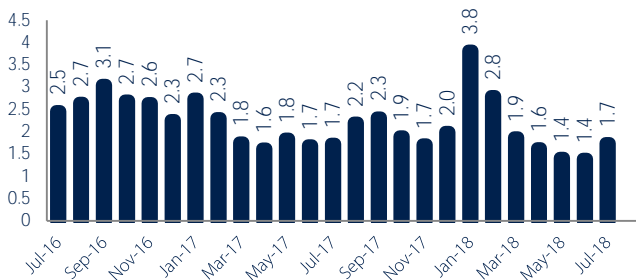
Months of Supply

1.7



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

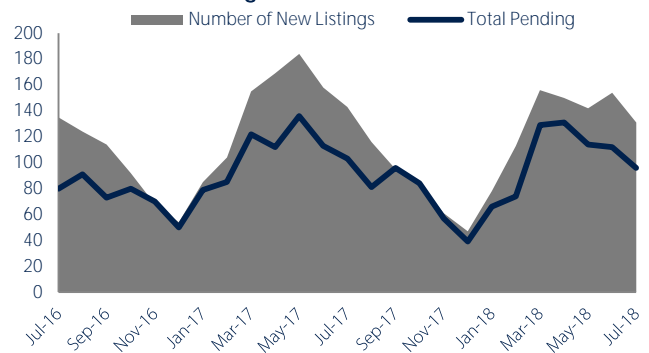
In July, there was 1.7 months of supply available in Occoquan, Lake Ridge, and Northern Woodbridge. The amount of supply is similar compared to a year ago.

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.

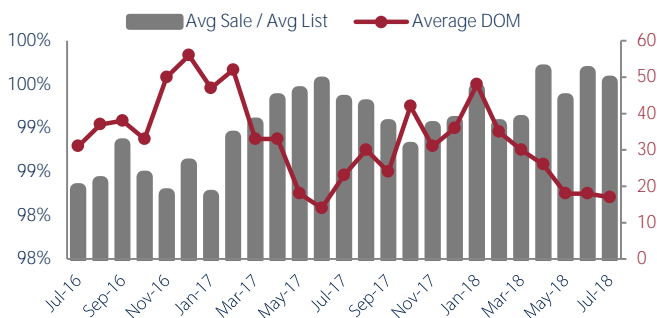
New Listings & Current Contracts

This month there were 131 homes newly listed for sale in Occoquan, Lake Ridge, and Northern Woodbridge compared to 143 in July 2017, a decrease of 8%. There were 96 current contracts pending sale this July compared to 103 a year ago. The number of current contracts is 7% lower 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 Occoquan, Lake Ridge, and Northern Woodbridge was 99.5% 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 17, lower than the average last year, which was 23, a decrease of 26%.



Occoquan, Lake Ridge, and Northern Woodbridge are defined as properties listed in zip code/s 22192, 22125 and 22195.

*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.

