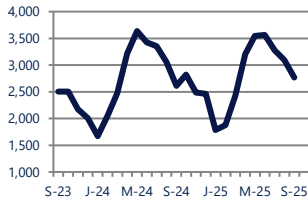


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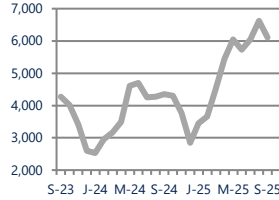
FOCUS ON: **NORTHERN VIRGINIA HOUSING MARKET** SEPTEMBER 2025

Units Sold
2,770



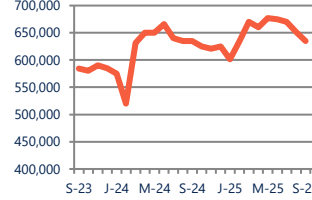
Up 6%
Vs. Year Ago

Active Inventory
6,111



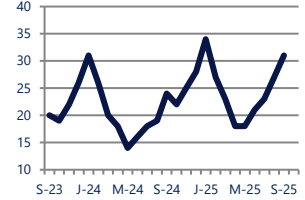
Up 40%
Vs. Year Ago

Median Sale Price
\$635,000



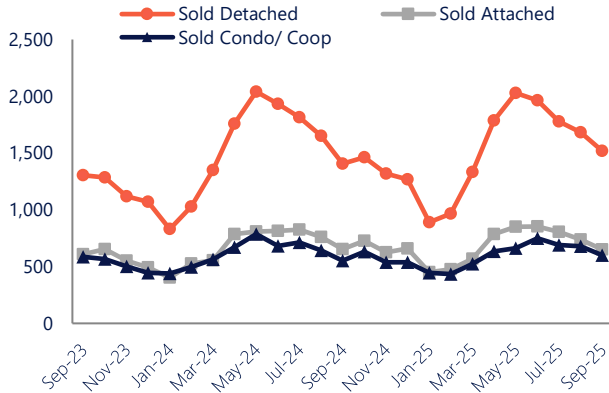
No Change
Vs. Year Ago

Days On Market
31



Up 29%
Vs. Year Ago

Units Sold*



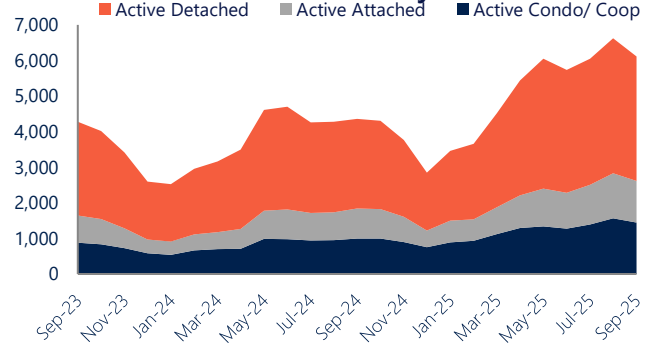
Units Sold

There was a decrease in total units sold in September, with 2,770 sold this month in Northern Virginia versus 3,099 last month, a decrease of 11%. This month's total units sold was higher than at this time last year, an increase of 6% versus September 2024.

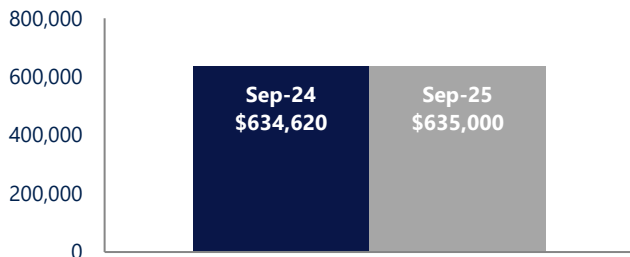
Active Inventory

Versus last year, the total number of homes available this month is higher by 1,755 units or 40%. The total number of active inventory this September was 6,111 compared to 4,356 in September 2024. This month's total of 6,111 is lower than the previous month's total supply of available inventory of 6,623, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Northern Virginia Homes was \$634,620. This September, the median sale price was \$635,000, which is similar compared to a year ago. The current median sold price is 2% higher than in August.

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.

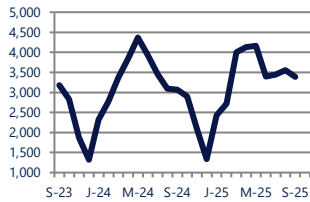
Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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

THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NORTHERN VIRGINIA HOUSING MARKET** SEPTEMBER 2025

New Listings

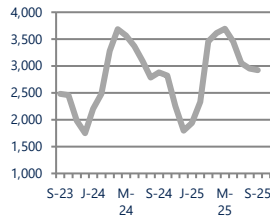
3,391



Up 11%
Vs. Year Ago

Current Contracts

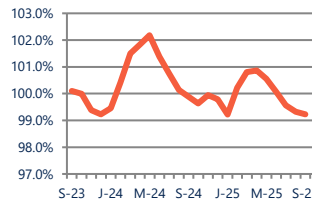
2,924



Up 1%
Vs. Year Ago

Sold Vs. List Price

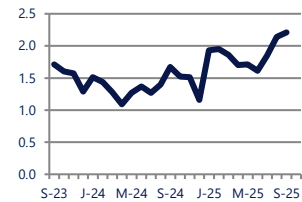
99.2%



Down -0.7%
Vs. Year Ago

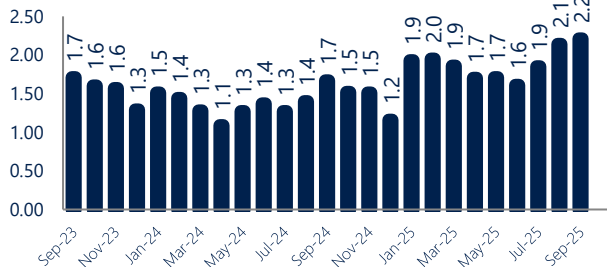
Months of Supply

2.2



Up 32%
Vs. Year Ago

Months Of Supply



Months of Supply

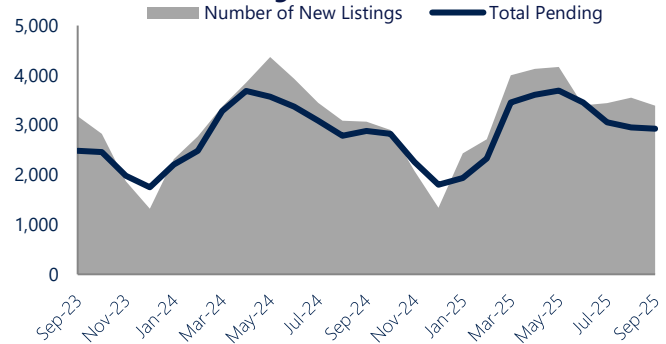
In September, there was 2.2 months of supply available in Northern Virginia, compared to 1.7 in September 2024. That is an increase of 32% versus a year ago.

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.

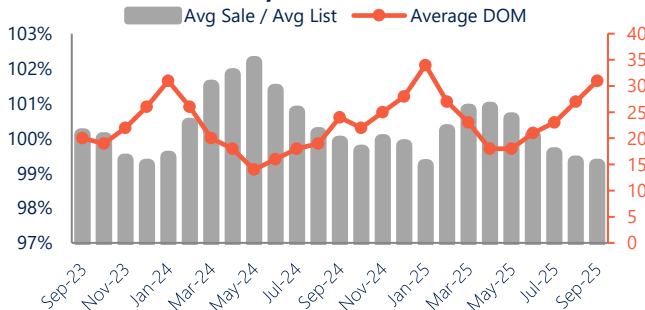
New Listings & Current Contracts

This month there were 3,391 homes newly listed for sale in Northern Virginia compared to 3,067 in September 2024, an increase of 11%. There were 2,924 current contracts pending sale this September compared to 2,881 a year ago. The number of current contracts is 1% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Northern Virginia was 99.2% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 31, higher than the average last year, which was 24, an increase of 29%.

*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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