

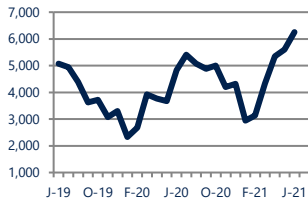


Focus On: Northern Virginia Housing Market

June 2021

Units Sold

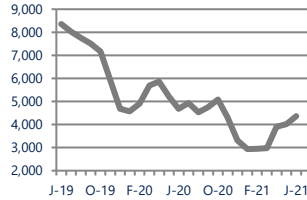
6,253



Up 29%
 Vs. Year Ago

Active Inventory

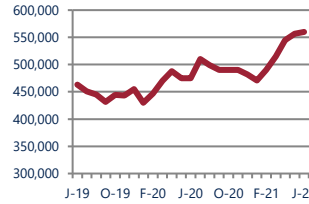
4,365



Down -7%
 Vs. Year Ago

Median Sale Price

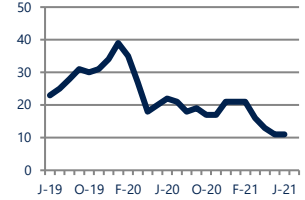
\$559,950



Up 18%
 Vs. Year Ago

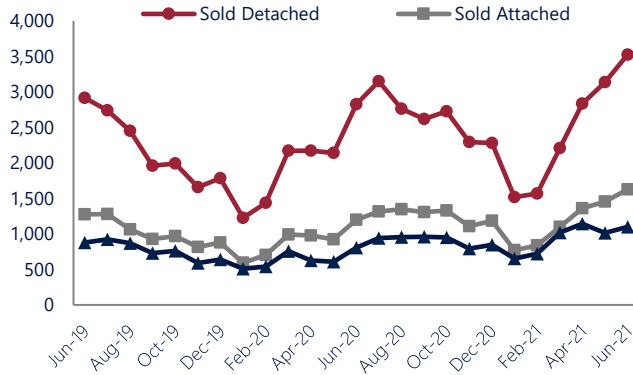
Days On Market

11



Down -50%
 Vs. Year Ago

Units Sold*



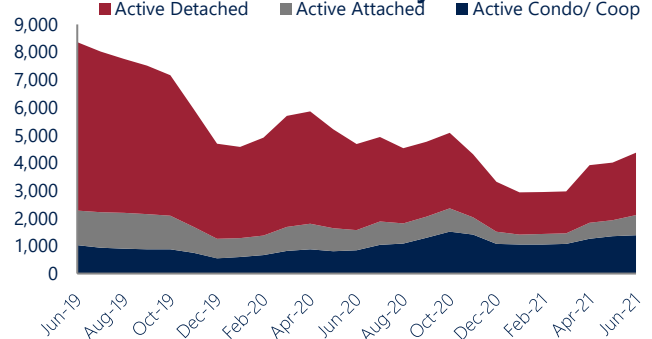
Units Sold

There was an increase in total units sold in June, with 6,253 sold this month in Northern Virginia versus 5,605 last month, an increase of 12%. This month's total units sold was higher than at this time last year, an increase of 29% versus June 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 312 units or 7%. The total number of active inventory this June was 4,365 compared to 4,677 in June 2020. This month's total of 4,365 is higher than the previous month's total supply of available inventory of 4,013, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Northern Virginia Homes was \$475,000. This June, the median sale price was \$559,950, an increase of 18% or \$84,950 compared to last year. The current median sold price is 1% higher than in May.

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.

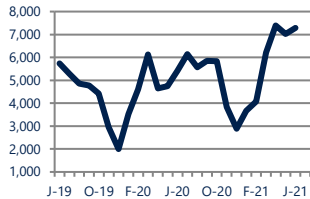
Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

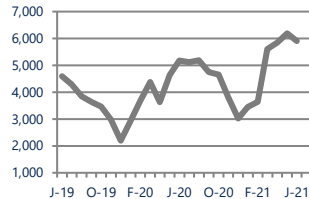
7,283



Up 35%
Vs. Year Ago

Current Contracts

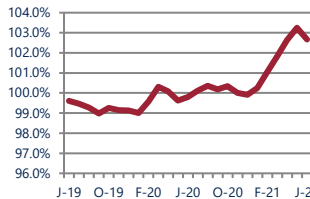
5,901



Up 14%
Vs. Year Ago

Sold Vs. List Price

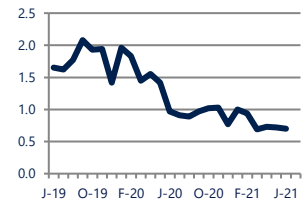
102.7%



Up 2.9%
Vs. Year Ago

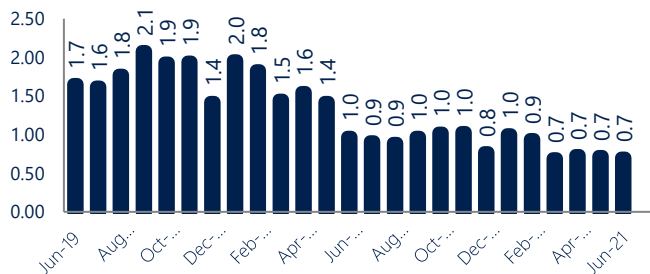
Months of Supply

0.7



Down -28%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

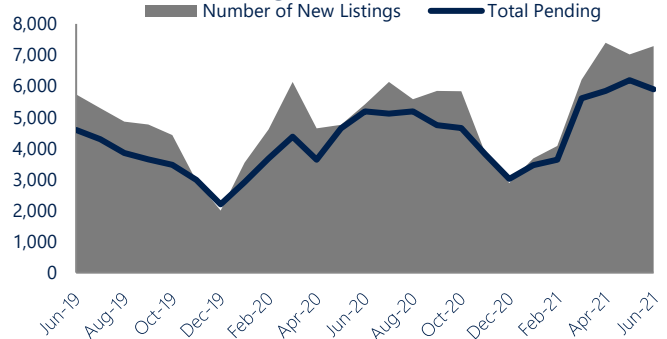
This month there were 7,283 homes newly listed for sale in Northern Virginia compared to 5,413 in June 2020, an increase of 35%. There were 5,901 current contracts pending sale this June compared to 5,183 a year ago. The number of current contracts is 14% higher than last June.

Months of Supply

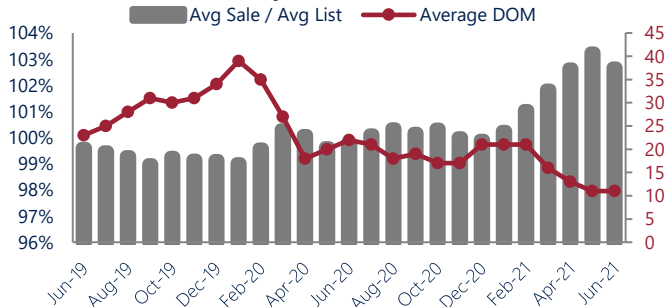
In June, there was 0.7 months of supply available in Northern Virginia, compared to 1.0 in June 2020. That is a decrease of 28% versus a year ago.

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 June, the average sale price in Northern Virginia was 102.7% of the average list price, which is 2.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 11, lower than the average last year, which was 22, a decrease of 50%.



*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.

