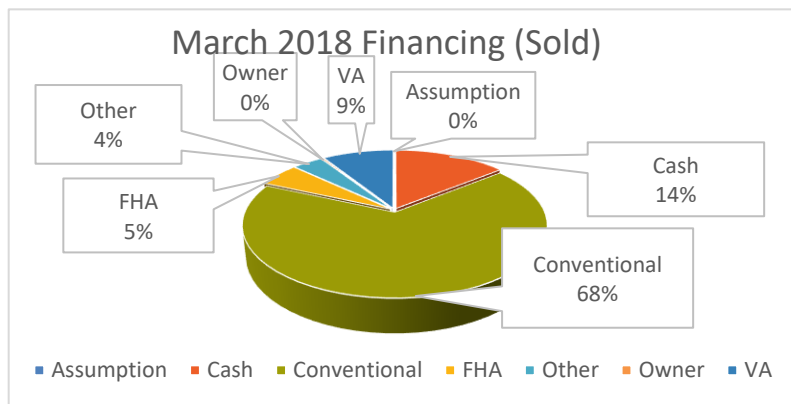




NORTHERN VIRGINIA ASSOCIATION OF REALTORS®
 8407 Pennell St., Fairfax, VA 22031 | 703.207.3216
 webmaster@nvar.com

Northern Virginia Area*
 Home Sales Report
 March 2018

| HOME SALES | Percent Change | 2018 | 2017 |
|--------------------------|----------------|-----------------|-----------------|
| Detached | | 725 | 774 |
| Attached | | 482 | 469 |
| Condos & Co-ops | | 561 | 536 |
| Total | -0.62% | 1,768 | 1,779 |
| Average Days On Market | -19.23% | 42 | 52 |
| INVENTORY | | | |
| Detached | | 1,660 | 2,226 |
| Attached | | 486 | 494 |
| Condos & Co-ops | | 745 | 947 |
| Total | -21.16% | 2,891 | 3,667 |
| New Listings | -12.75% | 3,196 | 3,663 |
| New Under Contract Sales | 5.47% | 926 | 878 |
| New Contingent Sales | -13.72% | 1,491 | 1,728 |
| All Pending Sales | -10.72% | 2,740 | 3,069 |
| Months Supply | -20.67% | 1.64 | 2.06 |
| SALES PRICE | | | |
| Average | 0.46% | \$568,576 | \$565,964 |
| Median | 3.31% | \$514,500 | \$498,000 |
| YEAR TO DATE | | | |
| YTD Homes Sold | -1.79% | 4,008 | 4,081 |
| YTD Sales Volume | -0.53% | \$2,264,431,515 | \$2,276,533,284 |
| YTD Average Sales Price | 1.28% | \$564,978 | \$557,837 |



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*EDITOR'SNOTE: Figures are based on data extracted from RealEstate Business Intelligence, LLC (RBIntel). Figures include data from the counties of Fairfax and Arlington, and the cities of Alexandria, Falls Church, Fairfax, and the towns of Vienna, Herndon and Clifton