



The Long & Foster Market Minute™

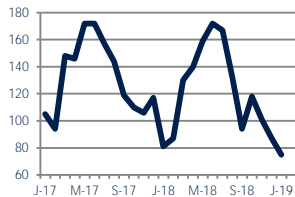
Focus On: **Leesburg Housing Market**

January 2019

Zip Code(s): 20175 and 20176

Units Sold

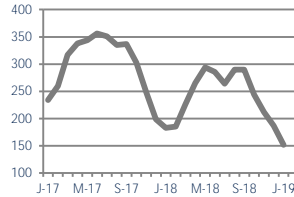
75



Down -7%
Vs. Year Ago

Active Inventory

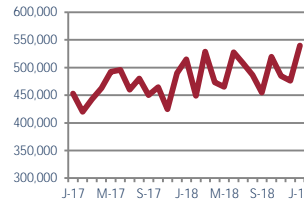
152



Down -17%
Vs. Year Ago

Median Sale Price

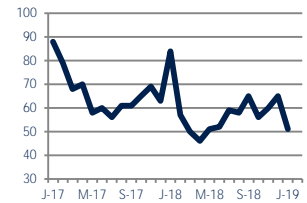
\$540,000



Up 5%
Vs. Year Ago

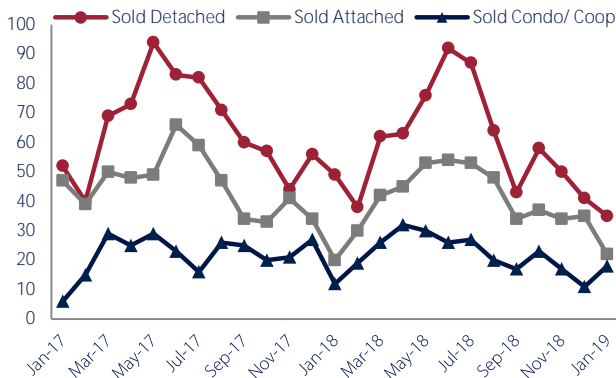
Days On Market

51



Down -39%
Vs. Year Ago

Units Sold*



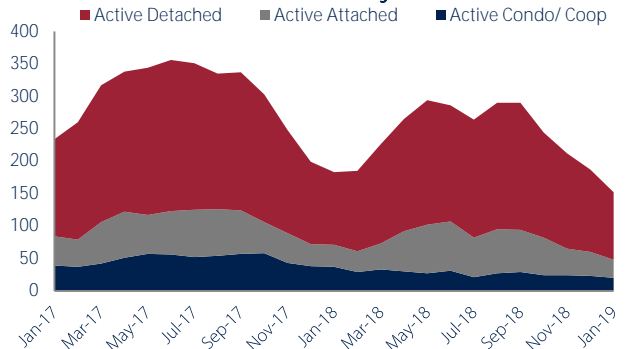
Units Sold

There was a decrease in total units sold in January, with 75 sold this month in Leesburg versus 87 last month, a decrease of 14%. This month's total units sold was lower than at this time last year, a decrease of 7% versus January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 17%. The total number of active inventory this January was 152 compared to 183 in January 2018. This month's total of 152 is lower than the previous month's total supply of available inventory of 187, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Leesburg Homes was \$515,000. This January, the median sale price was \$540,000, an increase of 5% or \$25,000 compared to last year. The current median sold price is 13% higher than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Leesburg are defined as properties listed in zip code/s 20175 and 20176.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





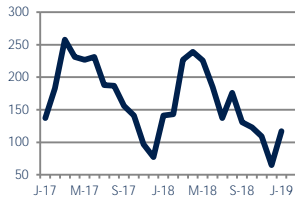
Focus On: Leesburg Housing Market

January 2019

Zip Code(s): 20175 and 20176

New Listings

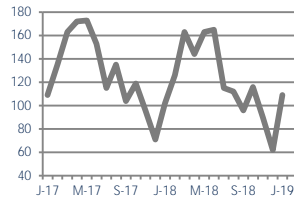
117



Down -17%
Vs. Year Ago

Current Contracts

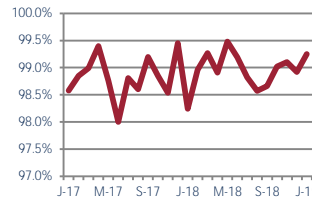
109



Up 7%
Vs. Year Ago

Sold Vs. List Price

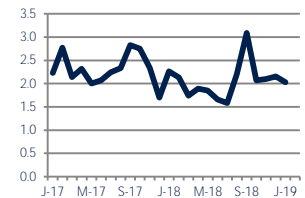
99.3%



Up 1%
Vs. Year Ago

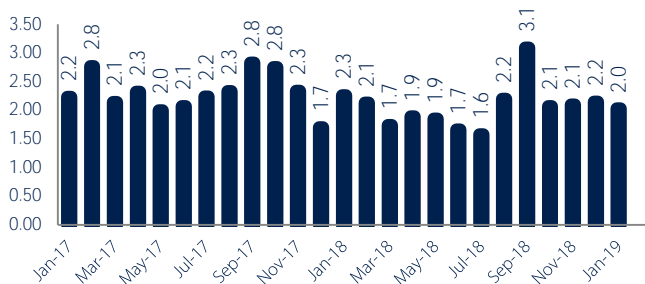
Months of Supply

2.0



Down -10%
Vs. Year Ago

Months Of Supply



Months of Supply

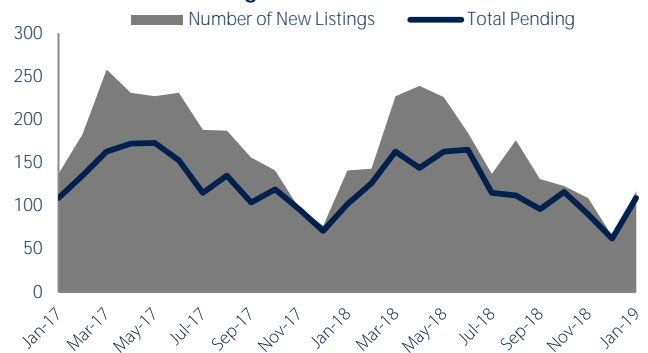
In January, there was 2.0 months of supply available in Leesburg, compared to 2.3 in January 2018. That is a decrease of 10% versus a year ago.

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.

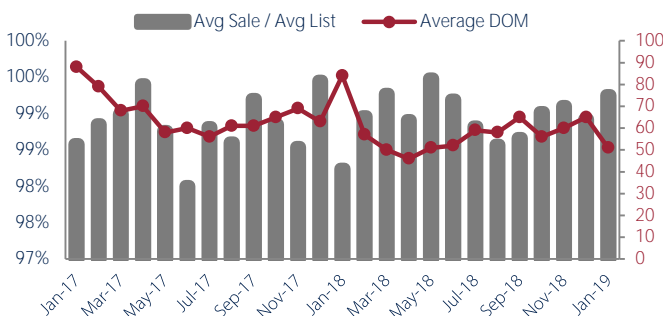
New Listings & Current Contracts

This month there were 117 homes newly listed for sale in Leesburg compared to 141 in January 2018, a decrease of 17%. There were 109 current contracts pending sale this January compared to 102 a year ago. The number of current contracts is 7% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Leesburg was 99.3% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 84, a decrease of 39%.



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