



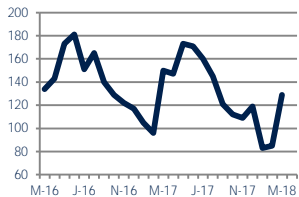
Focus On: Leesburg Housing Market

March 2018

Zip Code(s): 20175 and 20176

Units Sold

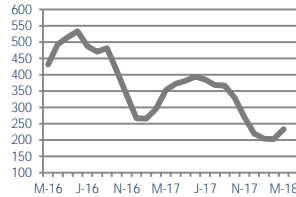
129



Down -14%
Vs. Year Ago

Active Inventory

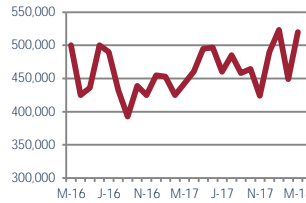
234



Down -34%
Vs. Year Ago

Median Sale Price

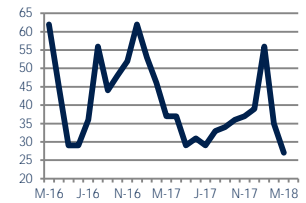
\$519,750



Up 17%
Vs. Year Ago

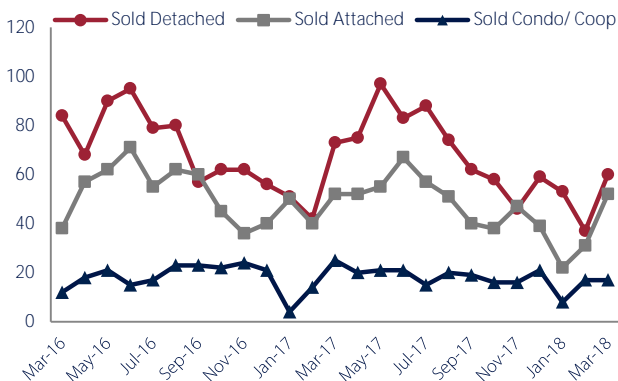
Days On Market

27



Down -27%
Vs. Year Ago

Units Sold*



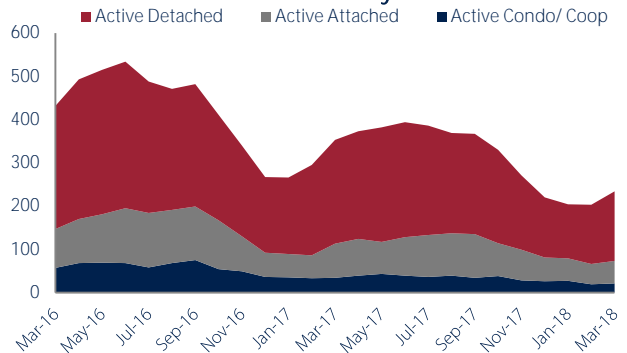
Units Sold

There was an increase in total units sold in March, with 129 sold this month in Leesburg. This month's total units sold was lower than at this time last year.

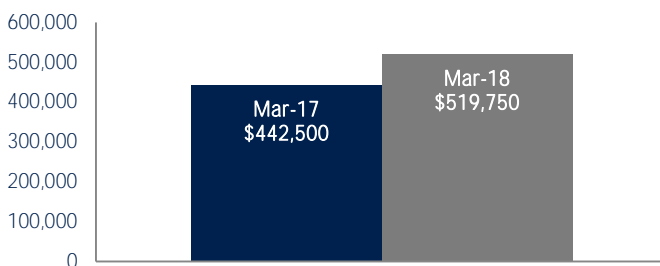
Active Inventory

Versus last year, the total number of homes available this month is lower by 119 units or 34%. The total number of active inventory this March was 234 compared to 353 in March 2017. This month's total of 234 is higher than the previous month's total supply of available inventory of 203, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Leesburg Homes was \$442,500. This March, the median sale price was \$519,750, an increase of 17% or \$77,250 compared to last year. The current median sold price is 16% higher than in February.

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 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





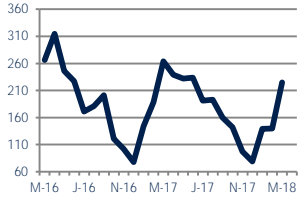
Focus On: Leesburg Housing Market

March 2018

Zip Code(s): 20175 and 20176

New Listings

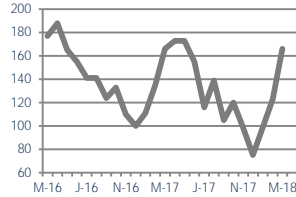
225



Down -15%
Vs. Year Ago

Current Contracts

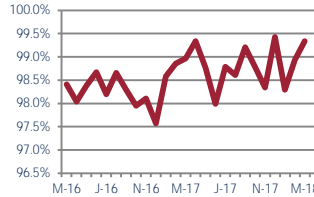
166



No Change
Vs. Year Ago

Sold Vs. List Price

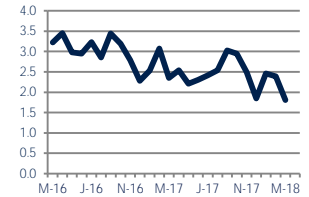
99.3%



No Change
Vs. Year Ago

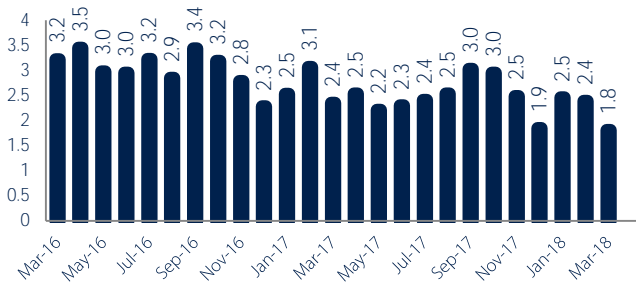
Months of Supply

1.8



Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

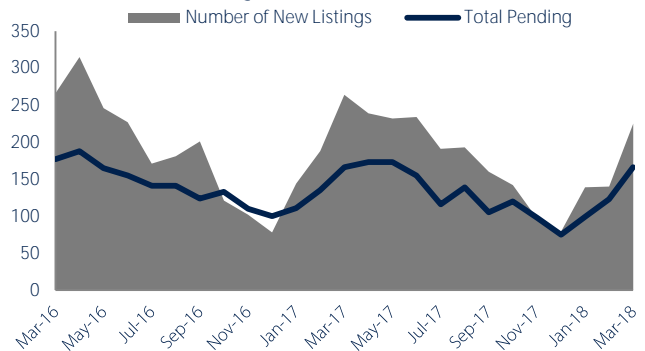
In March, there was 1.8 months of supply available in Leesburg, compared to 2.4 in March 2017. That is a decrease of 23% versus a year ago.

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.

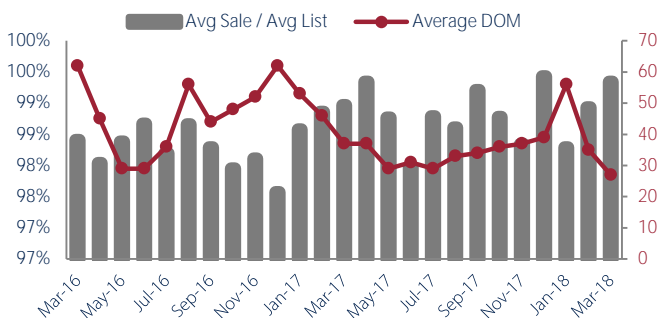
New Listings & Current Contracts

This month there were 225 homes newly listed for sale in Leesburg compared to 264 in March 2017, a decrease of 15%. There were 166 current contracts pending sale this March, consistent with the volume a year ago. The number of current contracts is 35% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Leesburg was 99.3% 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 27, lower than the average last year, which was 37, a decrease of 27%.



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