



The Long & Foster Market Minute™

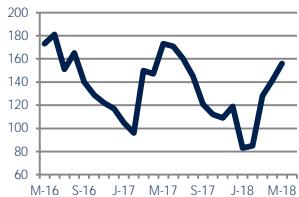
Focus On: **Leesburg Housing Market**

May 2018

Zip Code(s): 20175 and 20176

Units Sold

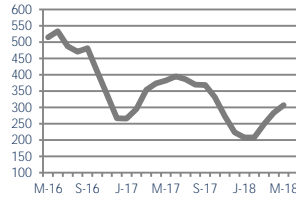
156



Down -10%
Vs. Year Ago

Active Inventory

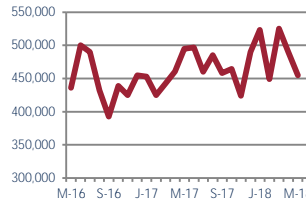
307



Down -20%
Vs. Year Ago

Median Sale Price

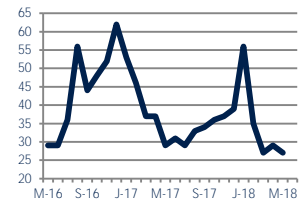
\$455,000



Down -8%
Vs. Year Ago

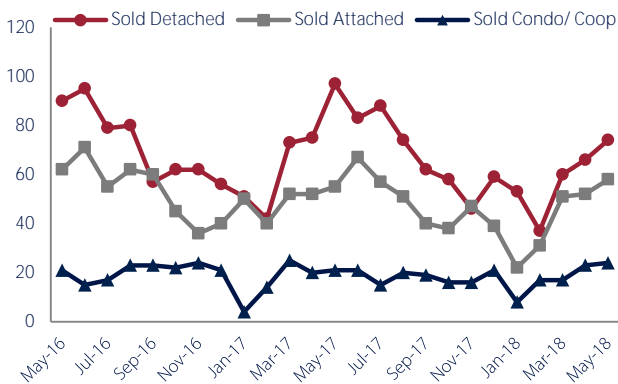
Days On Market

27



Down -7%
Vs. Year Ago

Units Sold*



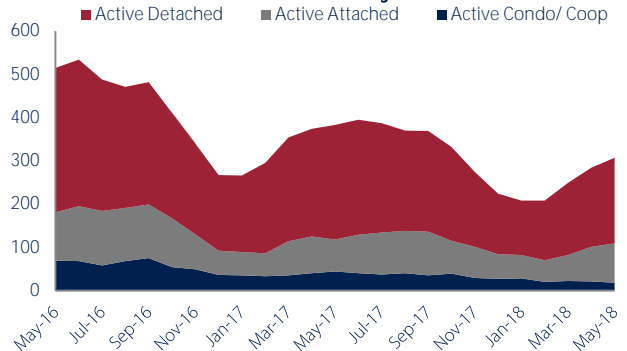
Units Sold

There was an increase in total units sold in May, with 156 sold this month in Leesburg versus 141 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 10% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 76 units or 20%. The total number of active inventory this May was 307 compared to 383 in May 2017. This month's total of 307 is higher than the previous month's total supply of available inventory of 284, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Leesburg Homes was \$495,000. This May, the median sale price was \$455,000, a decrease of 8% or \$40,000 compared to last year. The current median sold price is 7% lower than in April.

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





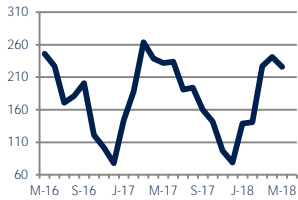
Focus On: Leesburg Housing Market

May 2018

Zip Code(s): 20175 and 20176

New Listings

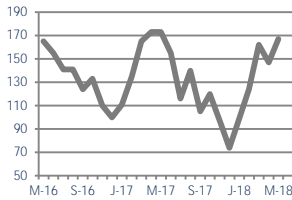
226



Down -3%
Vs. Year Ago

Current Contracts

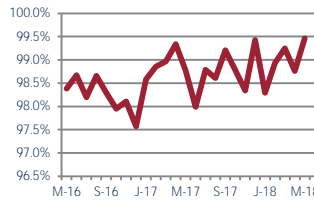
167



Down -3%
Vs. Year Ago

Sold Vs. List Price

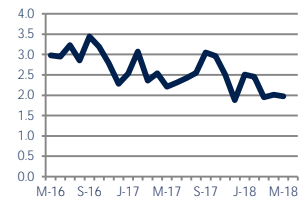
99.5%



Up 0.7%
Vs. Year Ago

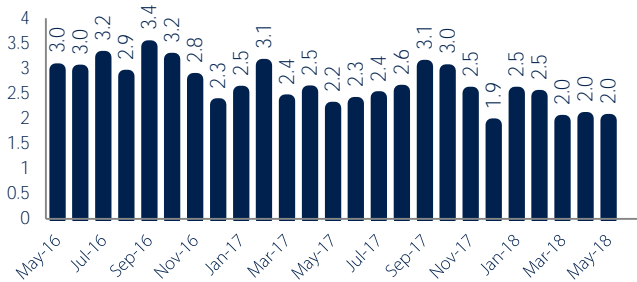
Months of Supply

2.0



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

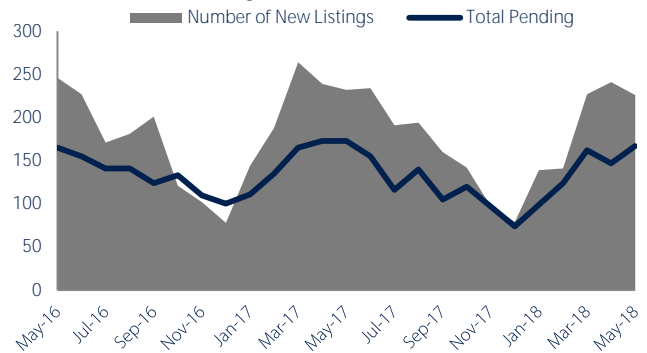
In May, there was 2.0 months of supply available in Leesburg, compared to 2.2 in May 2017. That is a decrease of 11% versus a year ago.

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.

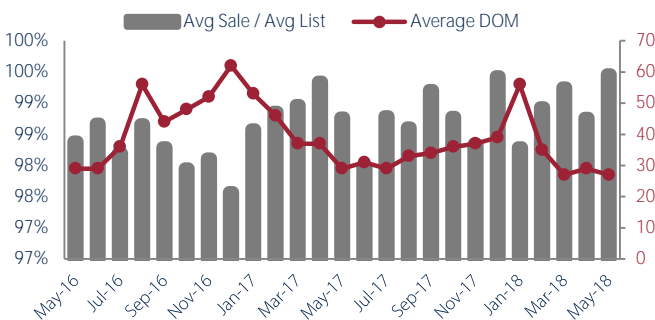
New Listings & Current Contracts

This month there were 226 homes newly listed for sale in Leesburg compared to 232 in May 2017, a decrease of 3%. There were 167 current contracts pending sale this May compared to 173 a year ago. The number of current contracts is 3% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Leesburg was 99.5% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 29, a decrease of 7%.



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