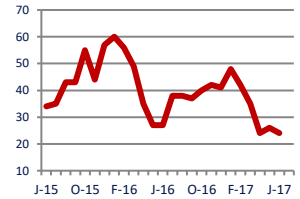
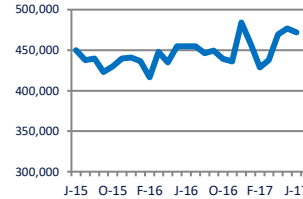
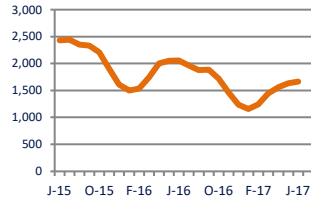
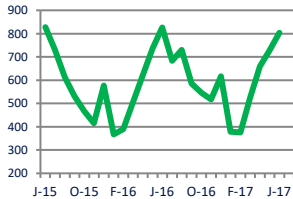




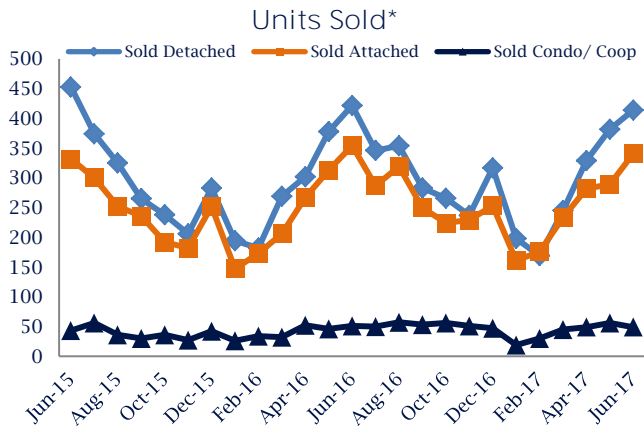
Focus On: Loudoun County Housing Market

June 2017

Units Sold 804	Active Inventory 1,665	Median Sale Price \$472,000	Days On Market 24
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Down -3% Vs. Year Ago	Down -19% Vs. Year Ago	Up 4% Vs. Year Ago	Down -11% Vs. Year Ago
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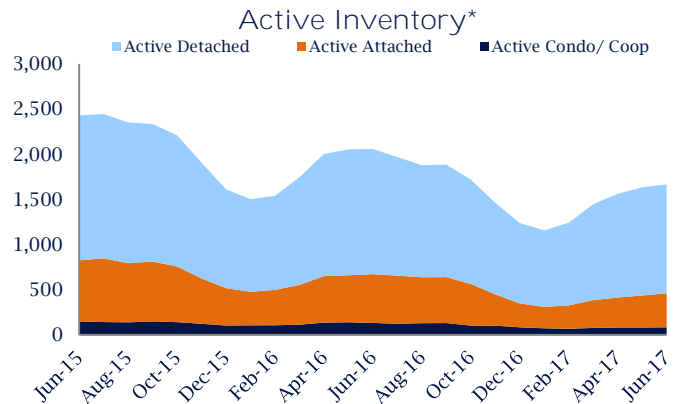


Units Sold

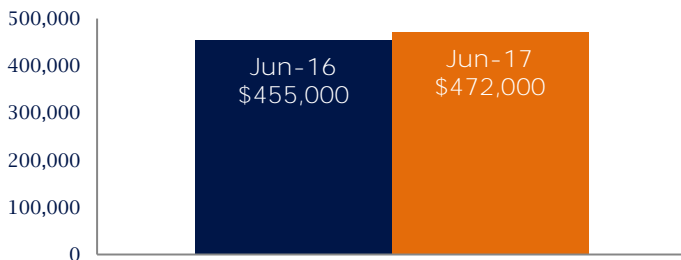
There was an increase in total units sold in June, with 804 sold this month in Loudoun County versus 727 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 3% versus June 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 392 units or 19%. The total number of active inventory this June was 1,665 compared to 2,057 in June 2016. This month's total of 1,665 is higher than the previous month's total supply of available inventory of 1,633, an increase of 2%.



Median Sale Price



Median Sale Price

Last June, the median sale price for Loudoun County Homes was \$455,000. This June, the median sale price was \$472,000, an increase of 4% or \$17,000 compared to last year. The current median sold price is 1% lower 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.

*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.

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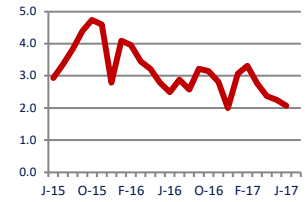
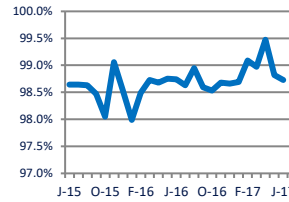
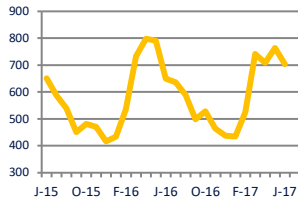
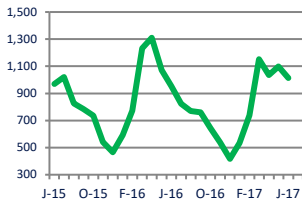




Focus On: Loudoun County Housing Market

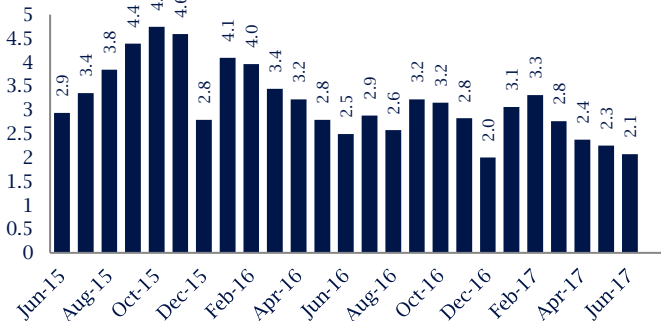
June 2017

New Listings 1,013	Current Contracts 703	Sold Vs. List Price 98.7%	Months of Supply 2.1
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Up 6% Vs. Year Ago	Up 8% Vs. Year Ago	No Change Vs. Year Ago	Down -17% Vs. Year Ago
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Months Of Supply



Months of Supply

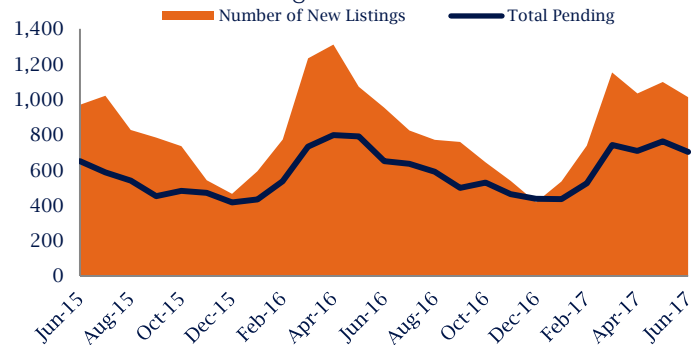
In June, there was 2.1 months of supply available in Loudoun County, compared to 2.5 in June 2016. That is a decrease of 17% versus a year ago.

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.

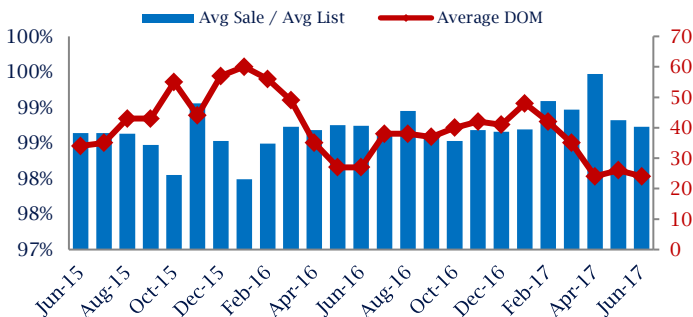
New Listings & Current Contracts

This month there were 1,013 homes newly listed for sale in Loudoun County compared to 954 in June 2016, an increase of 6%. There were 703 current contracts pending sale this June compared to 650 a year ago. The number of current contracts is 8% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Loudoun County was 98.7% 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 24, lower than the average last year, which was 27, a decrease of 11%.

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