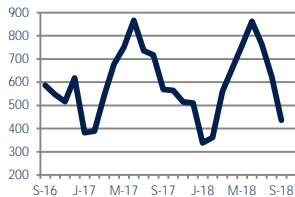


Units Sold

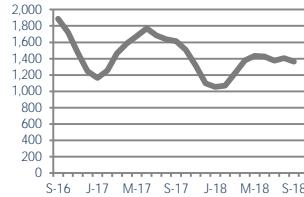
436



Down -23%
Vs. Year Ago

Active Inventory

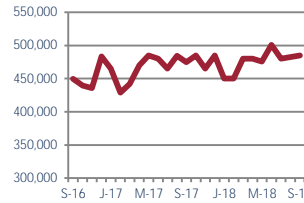
1,362



Down -16%
Vs. Year Ago

Median Sale Price

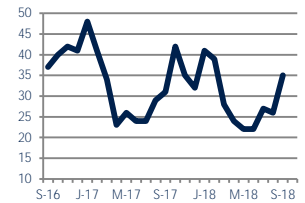
\$485,000



Up 2%
Vs. Year Ago

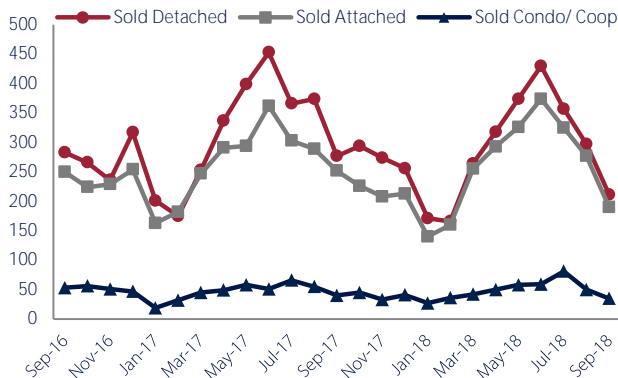
Days On Market

35



Up 13%
Vs. Year Ago

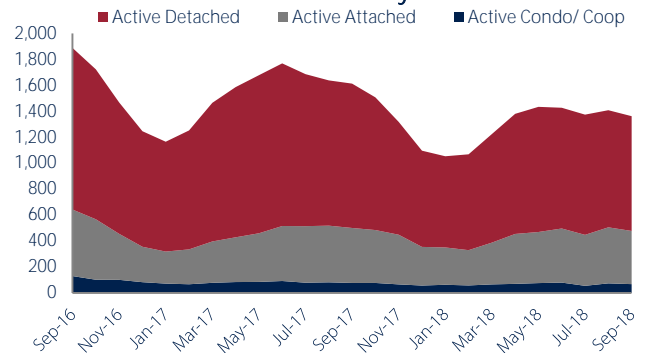
Units Sold*



Units Sold

There was a decrease in total units sold in September, with 436 sold this month in Loudoun County versus 624 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 23% versus September 2017.

Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 251 units or 16%. The total number of active inventory this September was 1,362 compared to 1,613 in September 2017. This month's total of 1,362 is lower than the previous month's total supply of available inventory of 1,408, a decrease of 3%.

Median Sale Price



Median Sale Price

Last September, the median sale price for Loudoun County Homes was \$474,900. This September, the median sale price was \$485,000, an increase of 2% or \$10,100 compared to last year. The current median sold price is 1% higher than in August.

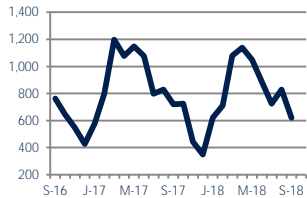
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



*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. 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.

New Listings

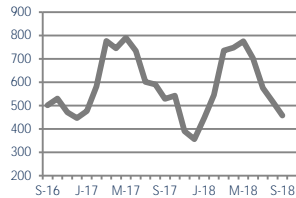
620



Down -14%
Vs. Year Ago

Current Contracts

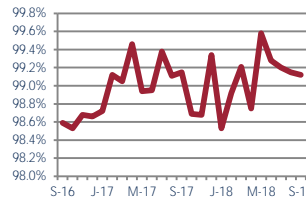
458



Down -13%
Vs. Year Ago

Sold Vs. List Price

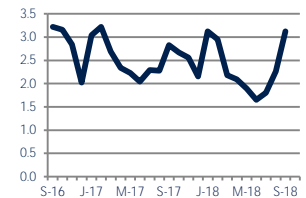
99.1%



No Change
Vs. Year Ago

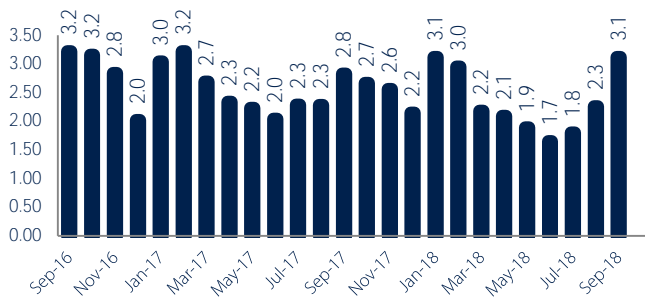
Months of Supply

3.1



Up 10%
Vs. Year Ago

Months Of Supply



Months of Supply

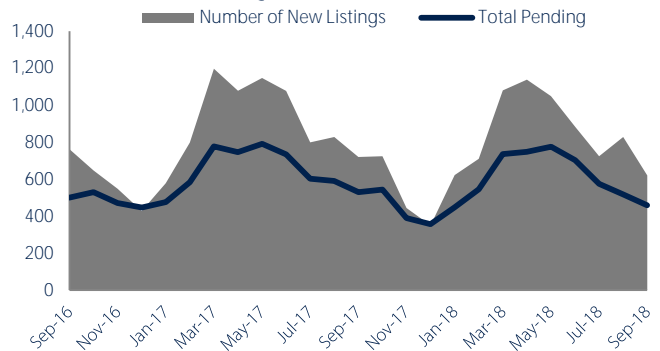
In September, there was 3.1 months of supply available in Loudoun County, compared to 2.8 in September 2017. That is an increase of 10% versus a year ago.

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.

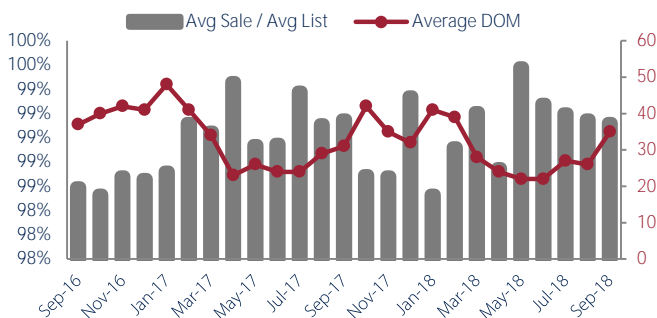
New Listings & Current Contracts

This month there were 620 homes newly listed for sale in Loudoun County compared to 720 in September 2017, a decrease of 14%. There were 458 current contracts pending sale this September compared to 529 a year ago. The number of current contracts is 13% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Loudoun County was 99.1% 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 35, higher than the average last year, which was 31, an increase of 13%.



*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.

