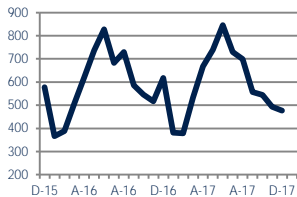




Units Sold

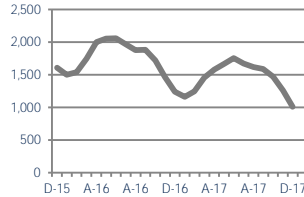
477



Down -23%
Vs. Year Ago

Active Inventory

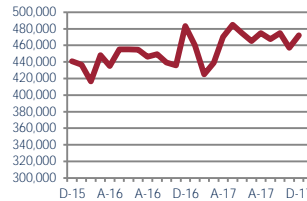
1,013



Down -19%
Vs. Year Ago

Median Sale Price

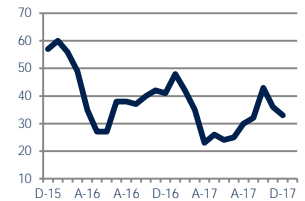
\$472,000



Down -2%
Vs. Year Ago

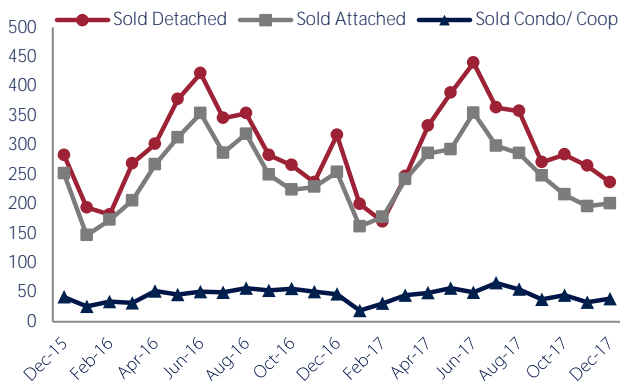
Days On Market

33



Down -20%
Vs. Year Ago

Units Sold*



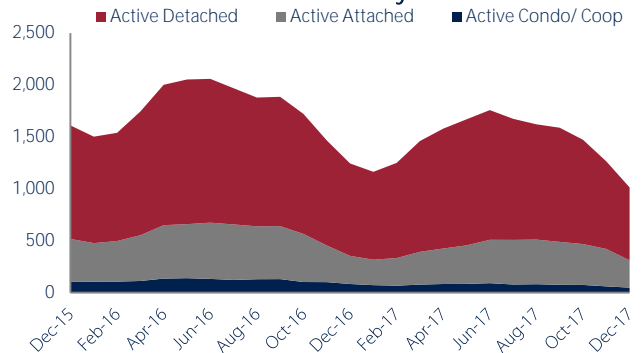
Units Sold

There was a decrease in total units sold in December, with 477 sold this month in Loudoun County versus 494 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 23% versus December 2016.

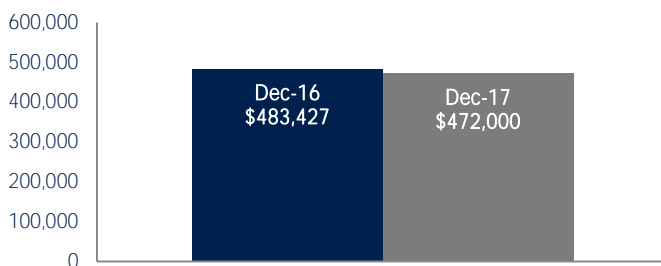
Active Inventory

Versus last year, the total number of homes available this month is lower by 231 units or 19%. The total number of active inventory this December was 1,013 compared to 1,244 in December 2016. This month's total of 1,013 is lower than the previous month's total supply of available inventory of 1,264, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Loudoun County Homes was \$483,427. This December, the median sale price was \$472,000, a decrease of 2% or \$11,427 compared to last year. The current median sold price is 3% higher than in November.

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

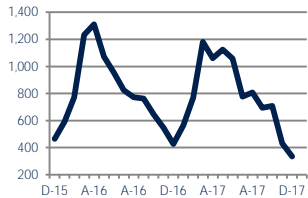


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and 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

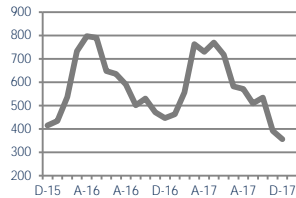
334



Down -22%
Vs. Year Ago

Current Contracts

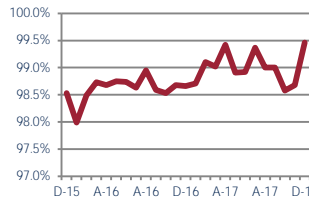
356



Down -20%
Vs. Year Ago

Sold Vs. List Price

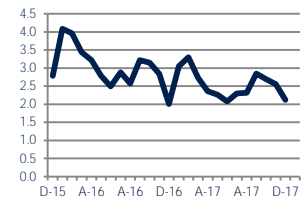
99.5%



Up 0.8%
Vs. Year Ago

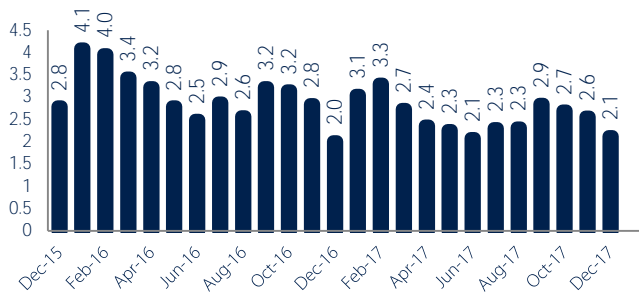
Months of Supply

2.1



Up 5%
Vs. Year Ago

Months Of Supply



Months of Supply

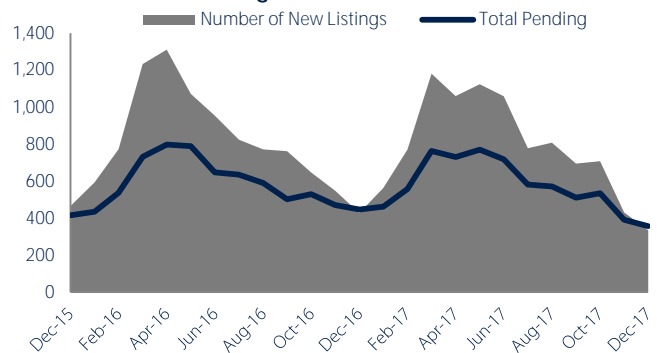
In December, there was 2.1 months of supply available in Loudoun County, compared to 2.0 in December 2016. That is an increase of 6% versus a year ago.

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.

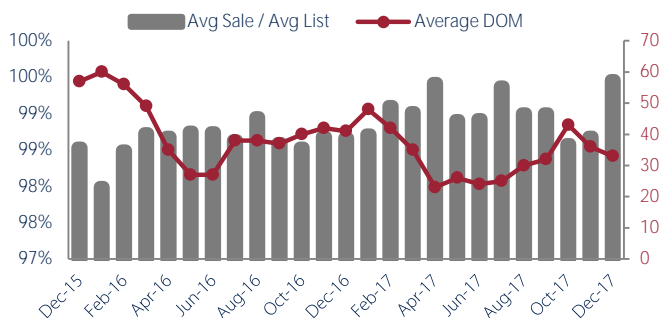
New Listings & Current Contracts

This month there were 334 homes newly listed for sale in Loudoun County compared to 428 in December 2016, a decrease of 22%. There were 356 current contracts pending sale this December compared to 447 a year ago. The number of current contracts is 20% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Loudoun County was 99.5% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 41, a decrease of 20%.



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