

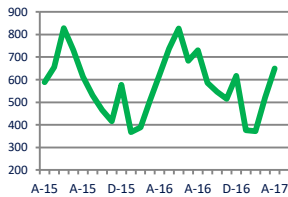


Focus On: Loudoun County Housing Market

April 2017

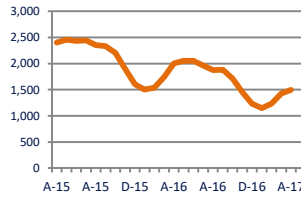
Units Sold

650



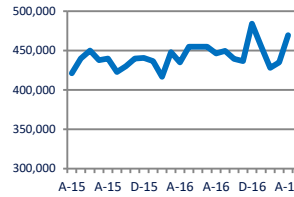
Active Inventory

1,495



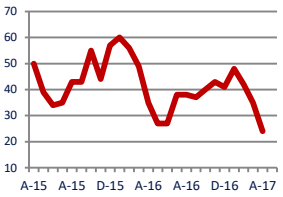
Median Sale Price

\$469,500



Days On Market

24



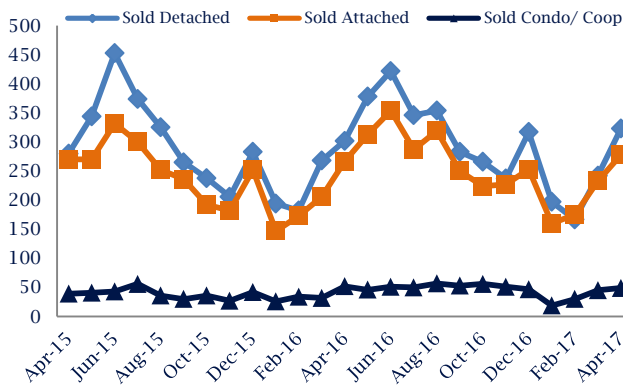
Up 5%
Vs. Year Ago

Down -25%
Vs. Year Ago

Up 8%
Vs. Year Ago

Down -31%
Vs. Year Ago

Units Sold*



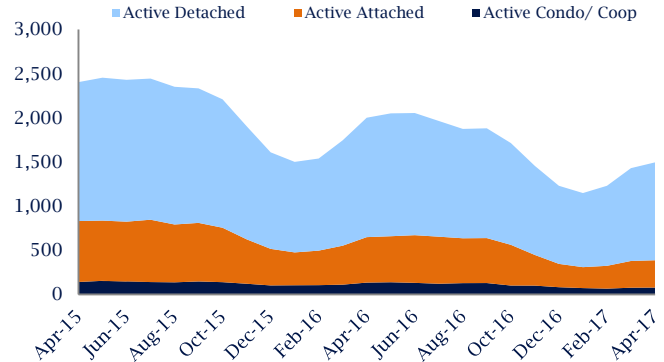
Units Sold

There was an increase in total units sold in April, with 650 sold this month in Loudoun County versus 520 last month, an increase of 25%. This month's total units sold was higher than at this time last year, an increase of 5% versus April 2016.

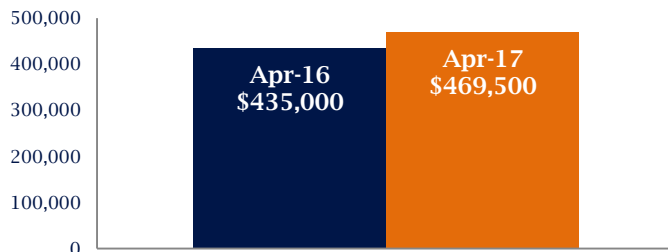
Active Inventory

Versus last year, the total number of homes available this month is lower by 506 units or 25%. The total number of active inventory this April was 1,495 compared to 2,001 in April 2016. This month's total of 1,495 is higher than the previous month's total supply of available inventory of 1,430, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Loudoun County Homes was \$435,000. This April, the median sale price was \$469,500, an increase of 8% or \$34,500 compared to last year. The current median sold price is 8% higher than in March.

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.



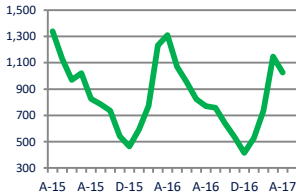


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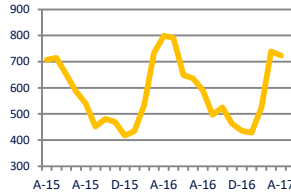
New Listings

1,026



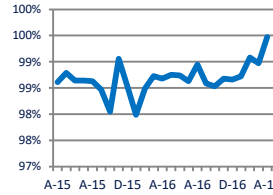
Current Contracts

723



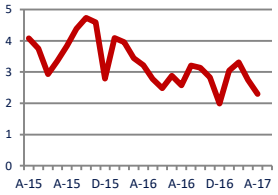
Sold Vs. List Price

99.5%



Months of Supply

2.3



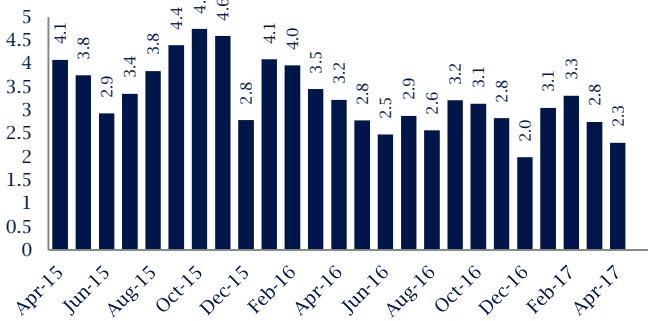
Down -22%
Vs. Year Ago

Down -10%
Vs. Year Ago

Up 0.8%
Vs. Year Ago

Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

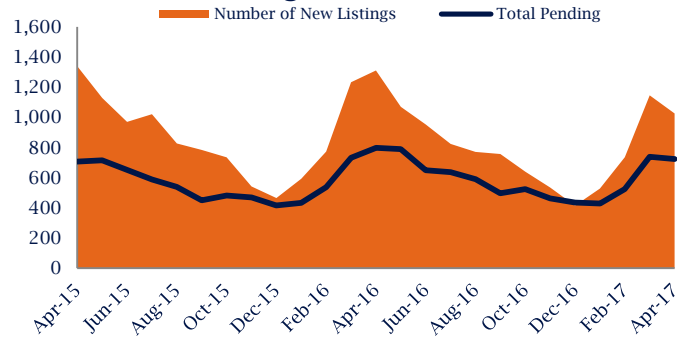
In April, there was 2.3 months of supply available in Loudoun County, compared to 3.2 in April 2016. That is a decrease of 29% versus a year ago.

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.

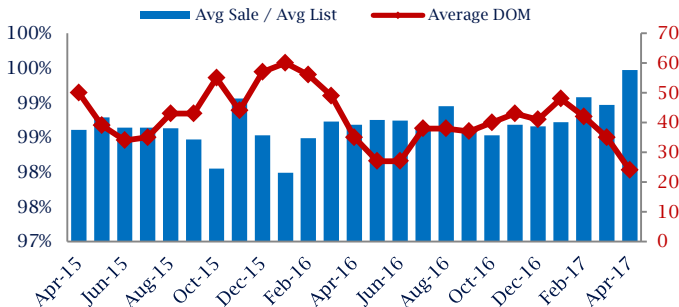
New Listings & Current Contracts

This month there were 1,026 homes newly listed for sale in Loudoun County compared to 1,311 in April 2016, a decrease of 22%. There were 723 current contracts pending sale this April compared to 799 a year ago. The number of current contracts is 10% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, 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 24, lower than the average last year, which was 35, a decrease of 31%.

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