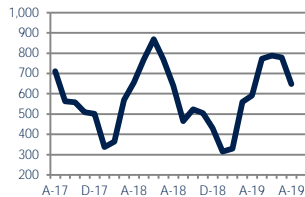


Units Sold

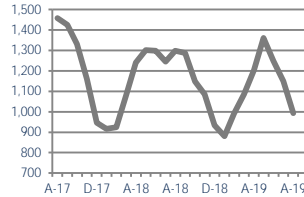
648



Up 1%
Vs. Year Ago

Active Inventory

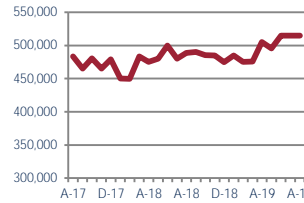
993



Down -23%
Vs. Year Ago

Median Sale Price

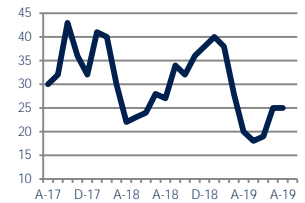
\$515,000



Up 5%
Vs. Year Ago

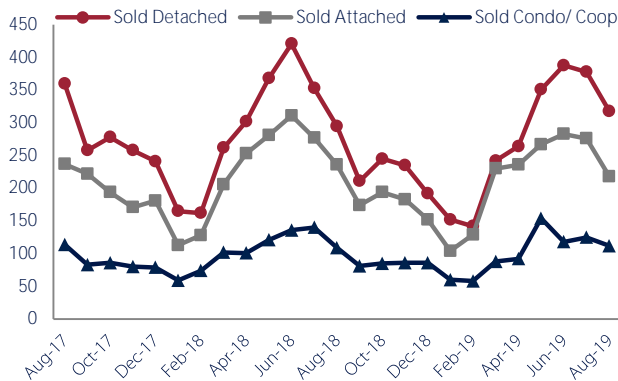
Days On Market

25



Down -7%
Vs. Year Ago

Units Sold*



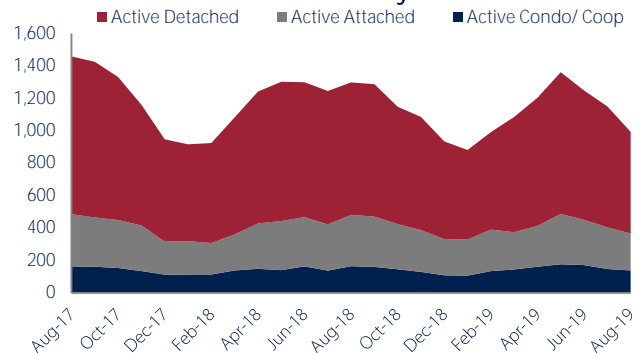
Units Sold

There was a decrease in total units sold in August, with 648 sold this month in Loudoun County versus 779 last month, a decrease of 17%. This month's total units sold was higher than at this time last year, an increase of 1% versus August 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 305 units or 23%. The total number of active inventory this August was 993 compared to 1,298 in August 2018. This month's total of 993 is lower than the previous month's total supply of available inventory of 1,150, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Loudoun County Homes was \$488,500. This August, the median sale price was \$515,000, an increase of 5% or \$26,500 compared to last year. The current median sold price is approximately the same as the median price in July.

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

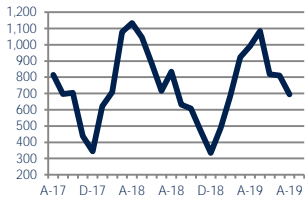


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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



New Listings

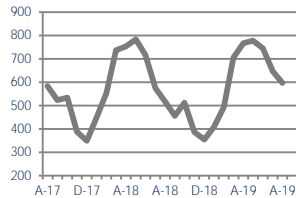
695



Down -17%
Vs. Year Ago

Current Contracts

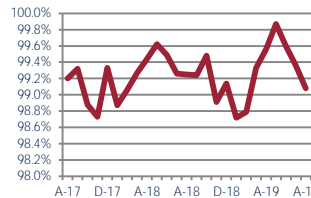
598



Up 15%
Vs. Year Ago

Sold Vs. List Price

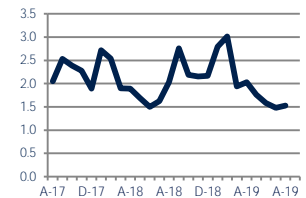
99.1%



No Change
Vs. Year Ago

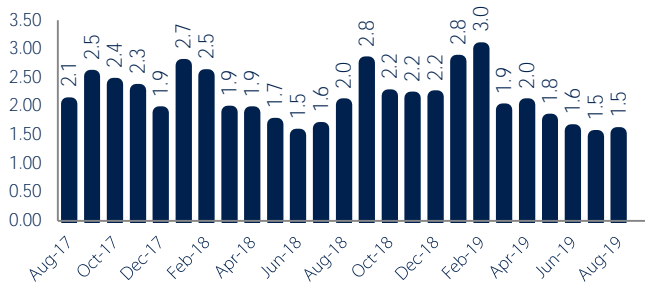
Months of Supply

1.5



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

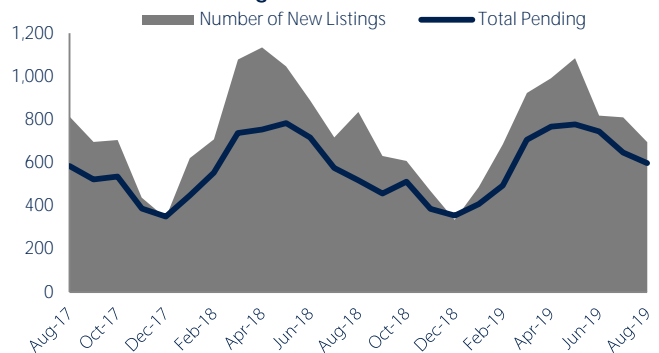
In August, there was 1.5 months of supply available in Loudoun County, compared to 2.0 in August 2018. That is a decrease of 24% versus a year ago.

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.

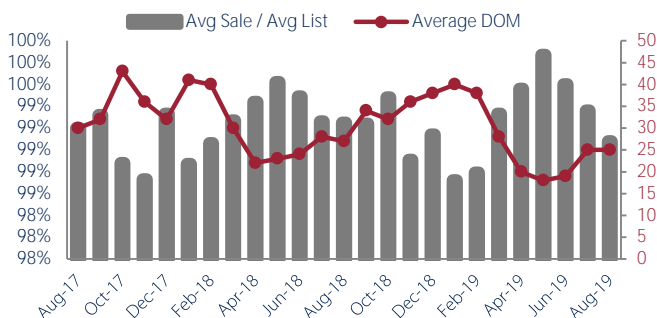
New Listings & Current Contracts

This month there were 695 homes newly listed for sale in Loudoun County compared to 835 in August 2018, a decrease of 17%. There were 598 current contracts pending sale this August compared to 518 a year ago. The number of current contracts is 15% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, 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 25, lower than the average last year, which was 27, a decrease of 7%.



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