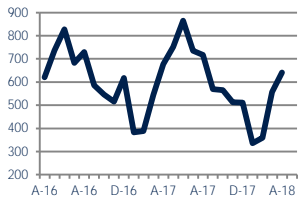




Units Sold

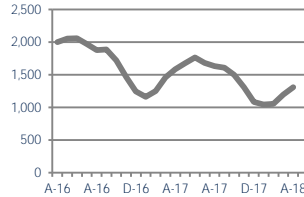
641



Down -5%
Vs. Year Ago

Active Inventory

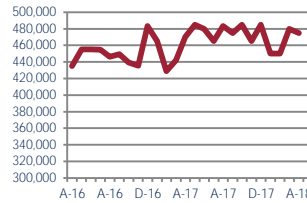
1,311



Down -17%
Vs. Year Ago

Median Sale Price

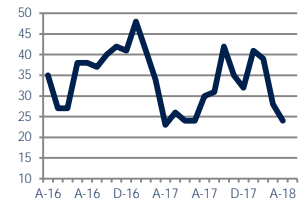
\$475,000



Up 1%
Vs. Year Ago

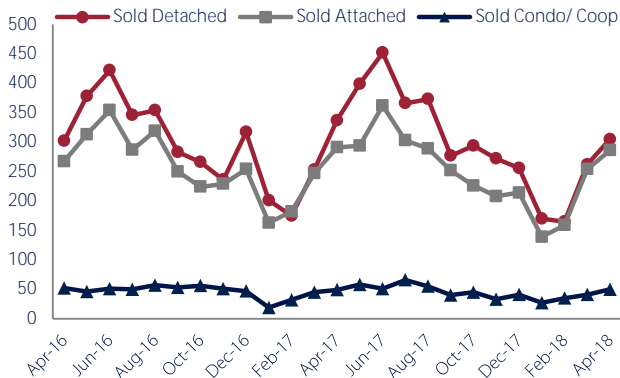
Days On Market

24



Up 4%
Vs. Year Ago

Units Sold*



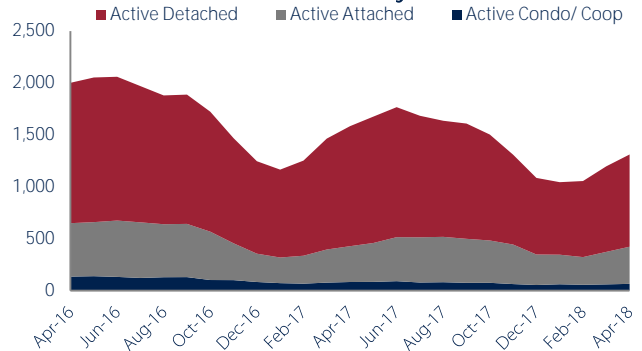
Units Sold

There was an increase in total units sold in April, with 641 sold this month in Loudoun County versus 557 last month, an increase of 15%. This month's total units sold was lower than at this time last year, a decrease of 5% versus April 2017.

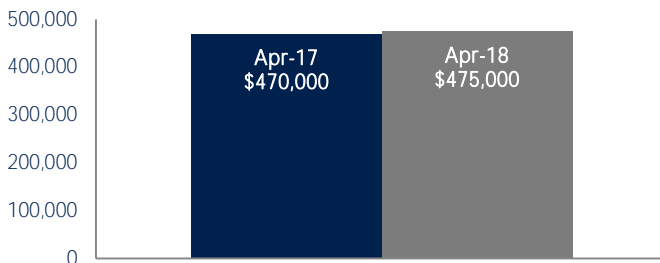
Active Inventory

Versus last year, the total number of homes available this month is lower by 273 units or 17%. The total number of active inventory this April was 1,311 compared to 1,584 in April 2017. This month's total of 1,311 is higher than the previous month's total supply of available inventory of 1,197, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Loudoun County Homes was \$470,000. This April, the median sale price was \$475,000, an increase of 1% or \$5,000 compared to last year. The current median sold price is 1% lower 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.

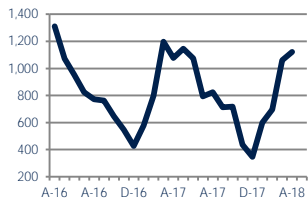


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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



New Listings

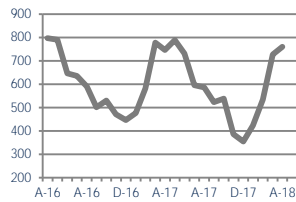
1,122



Up 4%
Vs. Year Ago

Current Contracts

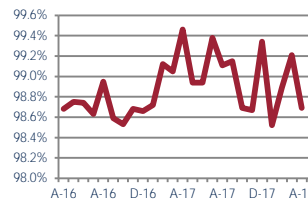
760



Up 2%
Vs. Year Ago

Sold Vs. List Price

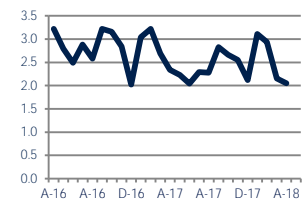
98.7%



Down -0.8%
Vs. Year Ago

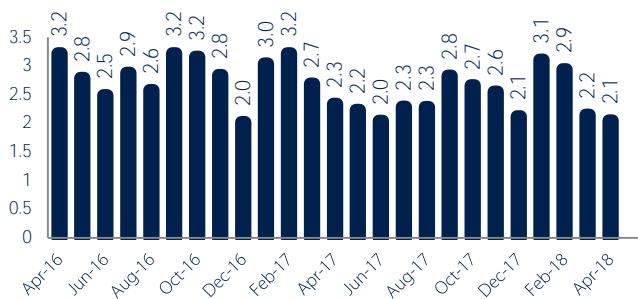
Months of Supply

2.1



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

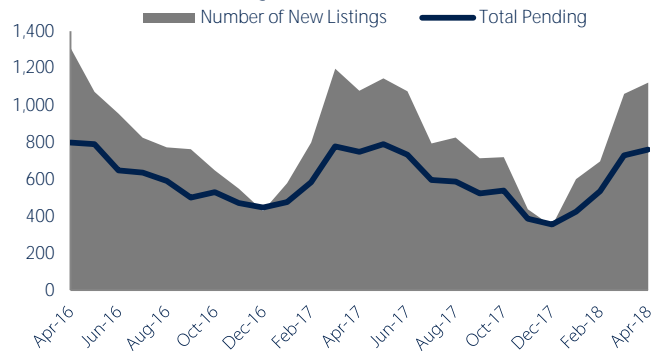
In April, there was 2.0 months of supply available in Loudoun County, compared to 2.3 in April 2017. That is a decrease of 13% versus a year ago.

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.

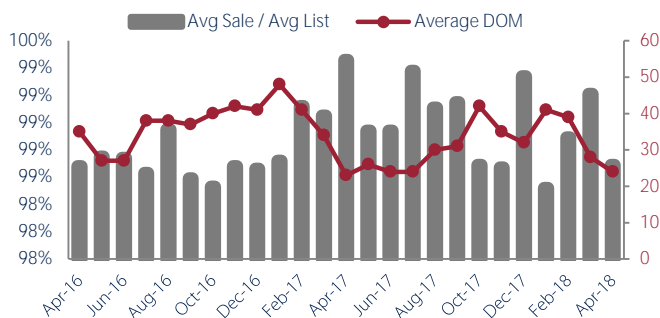
New Listings & Current Contracts

This month there were 1,122 homes newly listed for sale in Loudoun County compared to 1,078 in April 2017, an increase of 4%. There were 760 current contracts pending sale this April compared to 747 a year ago. The number of current contracts is 2% higher 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 98.7% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 24, higher than the average last year, which was 23, an increase of 4%.



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