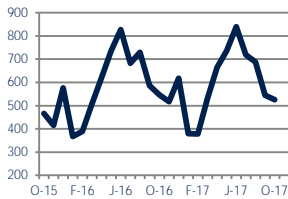




Units Sold

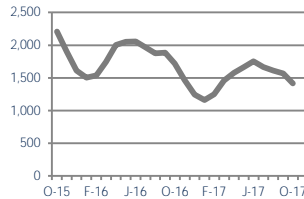
526



Down -4%
Vs. Year Ago

Active Inventory

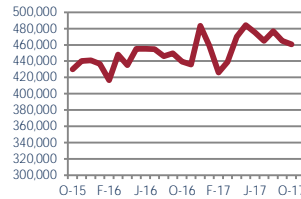
1,416



Down -18%
Vs. Year Ago

Median Sale Price

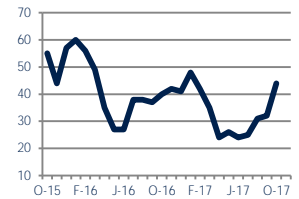
\$460,750



Up 5%
Vs. Year Ago

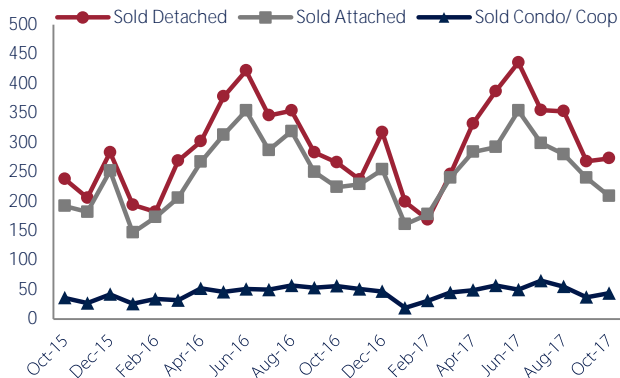
Days On Market

44



Up 10%
Vs. Year Ago

Units Sold*



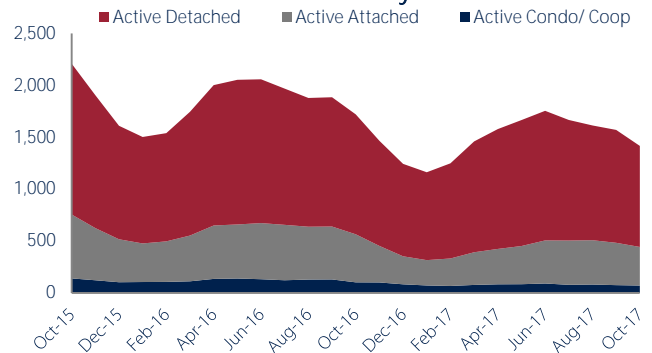
Units Sold

There was a decrease in total units sold in October, with 526 sold this month in Loudoun County versus 545 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 4% versus October 2016.

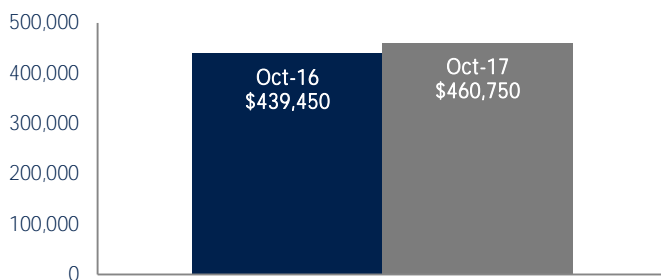
Active Inventory

Versus last year, the total number of homes available this month is lower by 304 units or 18%. The total number of active inventory this October was 1,416 compared to 1,720 in October 2016. This month's total of 1,416 is lower than the previous month's total supply of available inventory of 1,570, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

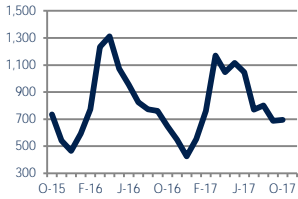
Last October, the median sale price for Loudoun County Homes was \$439,450. This October, the median sale price was \$460,750, an increase of 5% or \$21,300 compared to last year. The current median sold price is 1% lower than in September.

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



New Listings

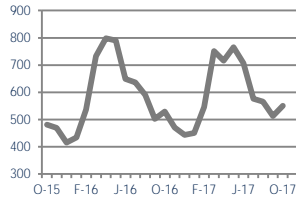
696



Up 8%
Vs. Year Ago

Current Contracts

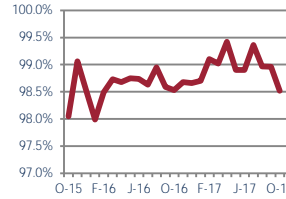
551



Up 4%
Vs. Year Ago

Sold Vs. List Price

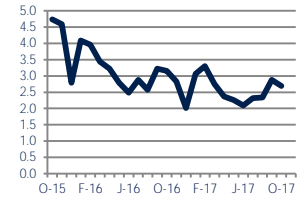
98.5%



No Change
Vs. Year Ago

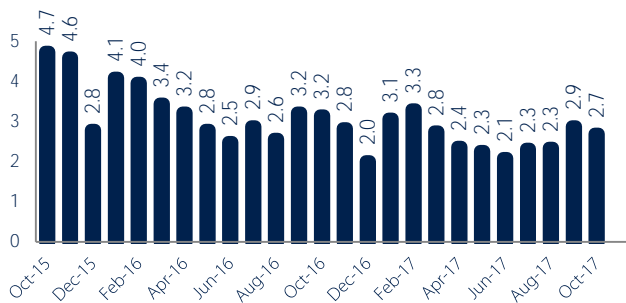
Months of Supply

2.7



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

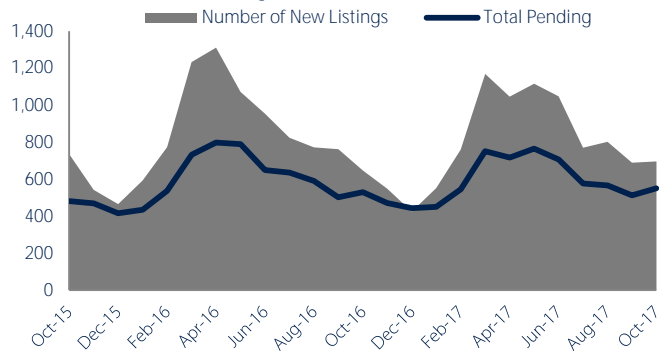
In October, there was 2.7 months of supply available in Loudoun County, compared to 3.2 in October 2016. That is a decrease of 15% versus a year ago.

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.

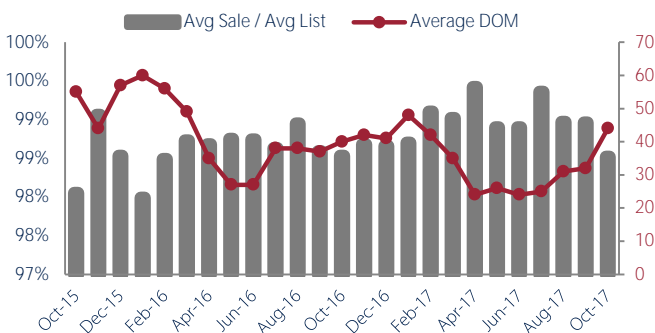
New Listings & Current Contracts

This month there were 696 homes newly listed for sale in Loudoun County compared to 647 in October 2016, an increase of 8%. There were 551 current contracts pending sale this October compared to 530 a year ago. The number of current contracts is 4% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Loudoun County was 98.5% 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 44, higher than the average last year, which was 40, an increase of 10%.