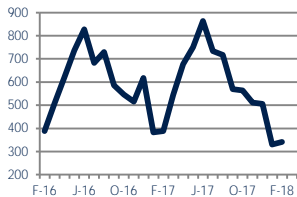




### Units Sold

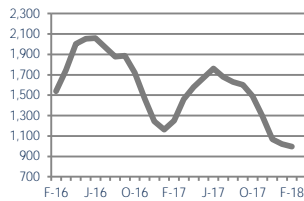
341



Down -12%  
Vs. Year Ago

### Active Inventory

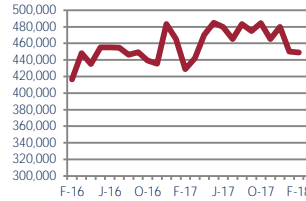
997



Down -20%  
Vs. Year Ago

### Median Sale Price

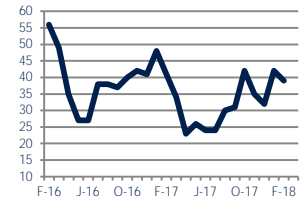
\$449,000



Up 5%  
Vs. Year Ago

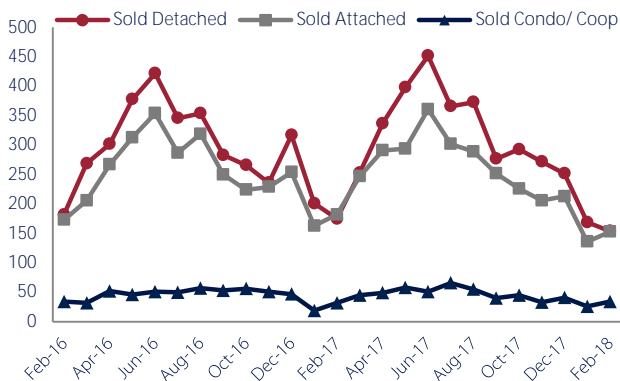
### Days On Market

39



Down -5%  
Vs. Year Ago

### Units Sold\*



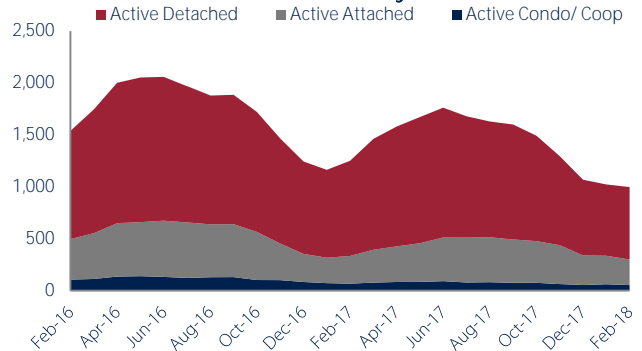
### Units Sold

There was an increase in total units sold in February, with 341 sold this month in Loudoun County versus 331 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 12% versus February 2017.

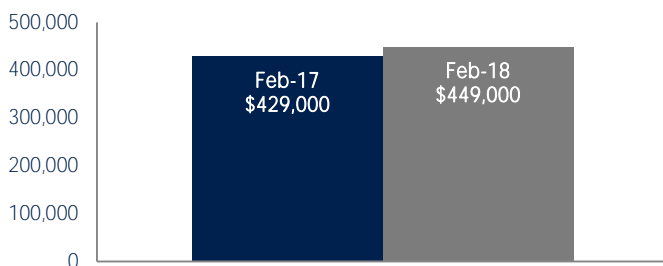
### Active Inventory

Versus last year, the total number of homes available this month is lower by 253 units or 20%. The total number of active inventory this February was 997 compared to 1,250 in February 2017. This month's total of 997 is lower than the previous month's total supply of available inventory of 1,022, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last February, the median sale price for Loudoun County Homes was \$429,000. This February, the median sale price was \$449,000, an increase of 5% or \$20,000 compared to last year. The current median sold price is approximately the same as the median price in January.

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

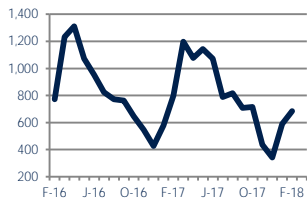


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

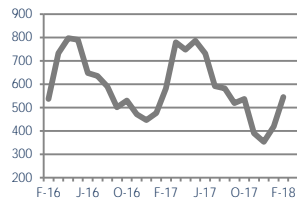
685



Down -14%  
Vs. Year Ago

### Current Contracts

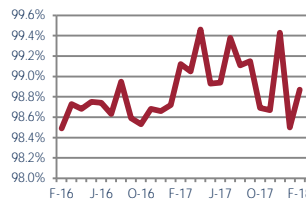
545



Down -7%  
Vs. Year Ago

### Sold Vs. List Price

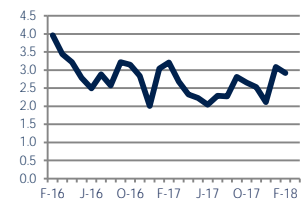
98.9%



No Change  
Vs. Year Ago

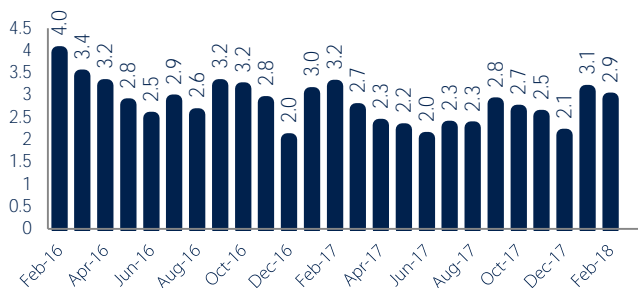
### Months of Supply

2.9



Down -9%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

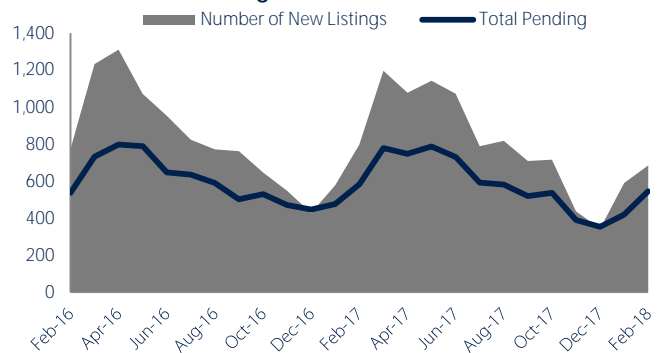
In February, there was 2.9 months of supply available in Loudoun County, compared to 3.2 in February 2017. That is a decrease of 9% versus a year ago.

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.

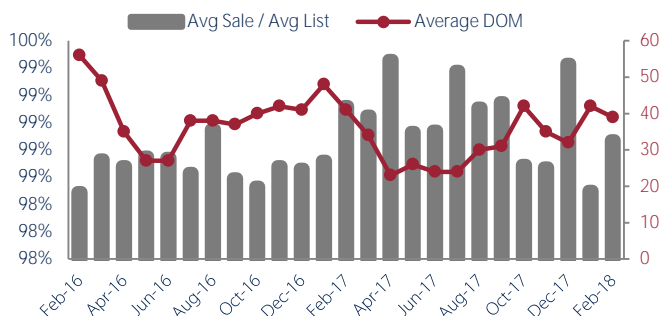
### New Listings & Current Contracts

This month there were 685 homes newly listed for sale in Loudoun County compared to 798 in February 2017, a decrease of 14%. There were 545 current contracts pending sale this February compared to 583 a year ago. The number of current contracts is 7% lower than last February.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In February, the average sale price in Loudoun County was 98.9% 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 39, lower than the average last year, which was 41, a decrease of 5%.



\*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.

