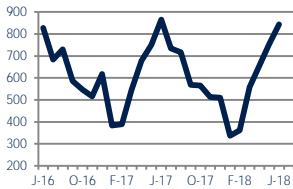


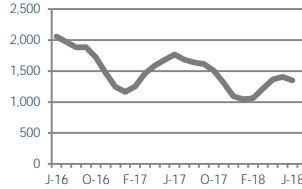


**Units Sold**  
844



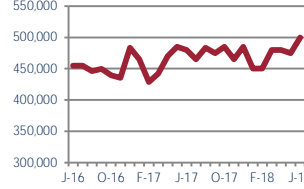
Down -3%  
Vs. Year Ago

**Active Inventory**  
1,352



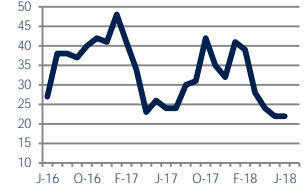
Down -24%  
Vs. Year Ago

**Median Sale Price**  
\$500,000



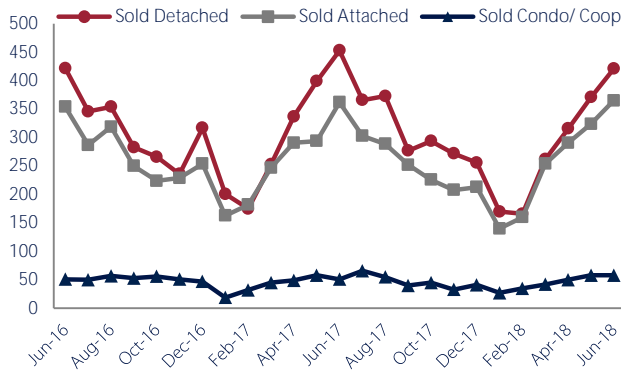
Up 4%  
Vs. Year Ago

**Days On Market**  
22



Down -8%  
Vs. Year Ago

### Units Sold\*



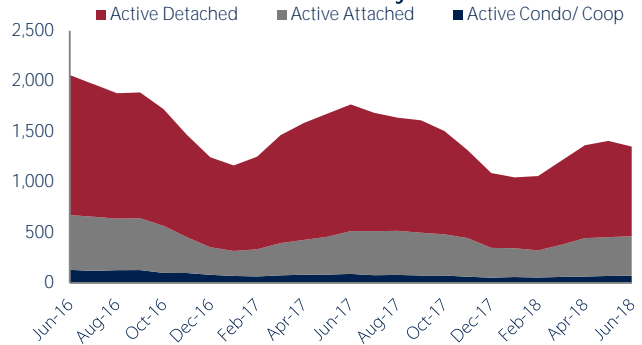
### Units Sold

There was an increase in total units sold in June, with 844 sold this month in Loudoun County versus 753 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 3% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 417 units or 24%. The total number of active inventory this June was 1,352 compared to 1,769 in June 2017. This month's total of 1,352 is lower than the previous month's total supply of available inventory of 1,408, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Loudoun County Homes was \$480,000. This June, the median sale price was \$500,000, an increase of 4% or \$20,000 compared to last year. The current median sold price is 5% higher than in May.

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



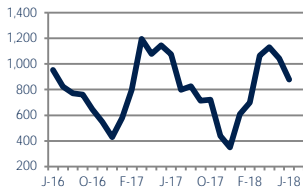
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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

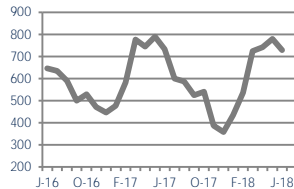
878



**Down -18%**  
Vs. Year Ago

### Current Contracts

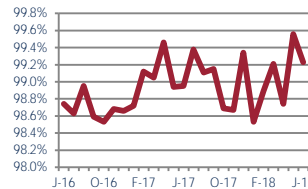
730



**Down -1%**  
Vs. Year Ago

### Sold Vs. List Price

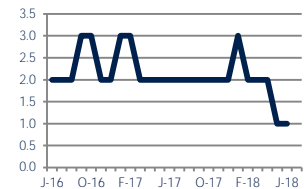
99.2%



**No Change**  
Vs. Year Ago

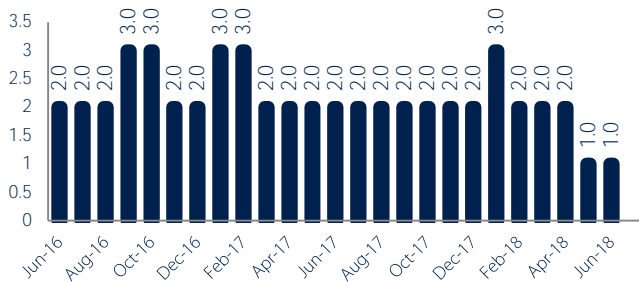
### Months of Supply

1.0



**Down -50%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

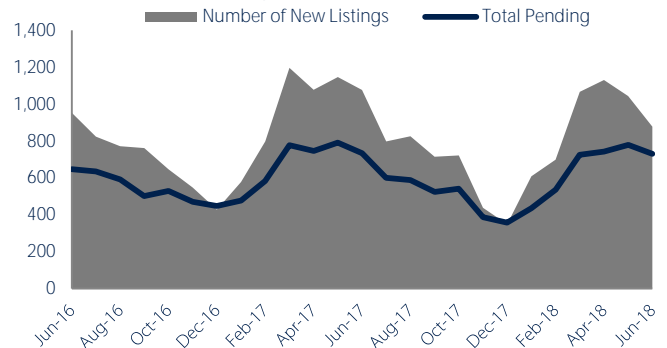
In June, there was 1.6 months of supply available in Loudoun County, compared to 2.0 in June 2017. That is a decrease of 22% versus a year ago.

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.

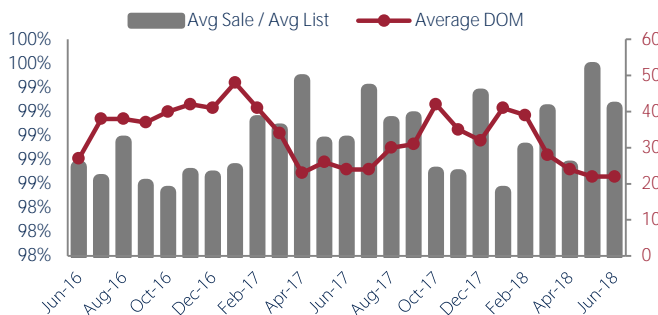
### New Listings & Current Contracts

This month there were 878 homes newly listed for sale in Loudoun County compared to 1,077 in June 2017, a decrease of 18%. There were 730 current contracts pending sale this June compared to 734 a year ago. The number of current contracts is 1% lower than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Loudoun County was 99.2% 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 22, lower than the average last year, which was 24, a decrease of 8%.



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