



# The Long & Foster Market Minute™

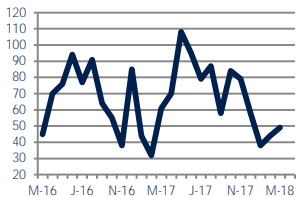
**Focus On:** Purcellville, Lovettsville, and Western Loudoun County Housing Market

March 2018

Zip Code(s): 20180, 20129, 20197, 20132, 20158, 20141 and 20135

## Units Sold

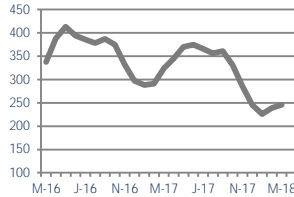
49



Down -20%  
Vs. Year Ago

## Active Inventory

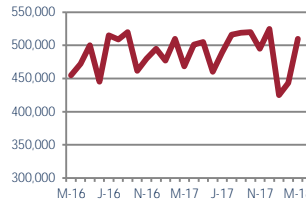
246



Down -24%  
Vs. Year Ago

## Median Sale Price

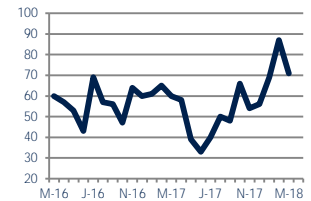
\$510,000



Up 9%  
Vs. Year Ago

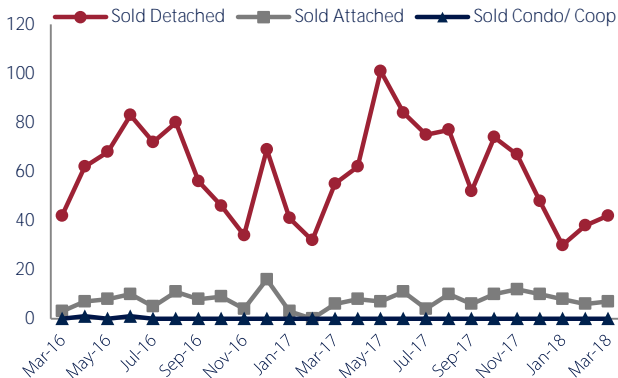
## Days On Market

71



Up 18%  
Vs. Year Ago

### Units Sold\*



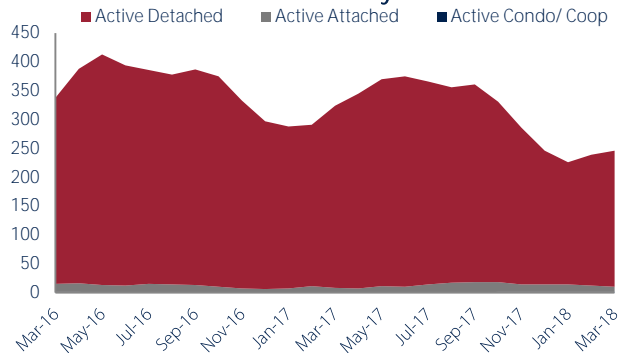
## Units Sold

There was an increase in total units sold in March, with 49 sold this month in Purcellville, Lovettsville, and Western Loudoun County versus 44 last month, an increase of 11%. This month's total units sold was lower than at this time last year, a decrease of 20% versus March 2017.

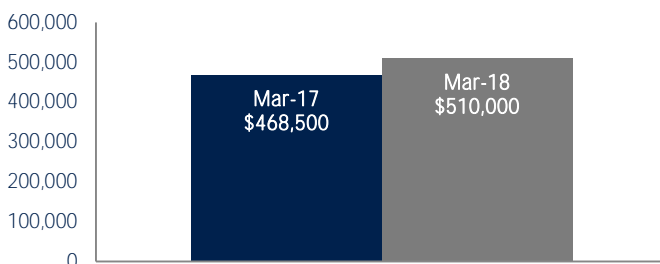
## Active Inventory

Versus last year, the total number of homes available this month is lower by 78 units or 24%. The total number of active inventory this March was 246 compared to 324 in March 2017. This month's total of 246 is higher than the previous month's total supply of available inventory of 239, an increase of 3%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Purcellville, Lovettsville, and Western Loudoun County Homes was \$468,500. This March, the median sale price was \$510,000, an increase of 9% or \$41,500 compared to last year. The current median sold price is 15% higher than in February.

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

Purcellville, Lovettsville, and Western Loudoun County are defined as properties listed in zip code/s 20180, 20129, 20197, 20132, 20158, 20141 and 20135.

\*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.



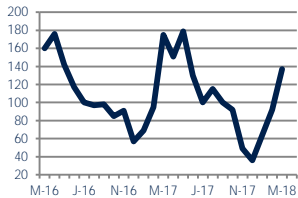
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 20180, 20129, 20197, 20132, 20158, 20141 and 20135

### New Listings

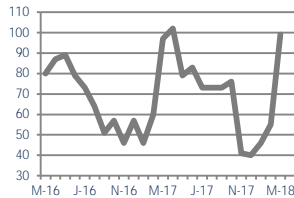
137



**Down -22%**  
Vs. Year Ago

### Current Contracts

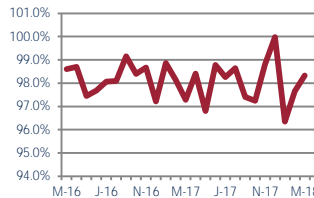
99



**Up 2%**  
Vs. Year Ago

### Sold Vs. List Price

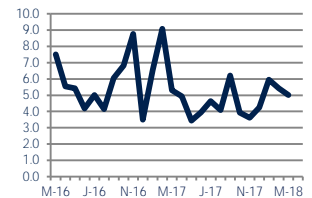
98.3%



**Up 1.1%**  
Vs. Year Ago

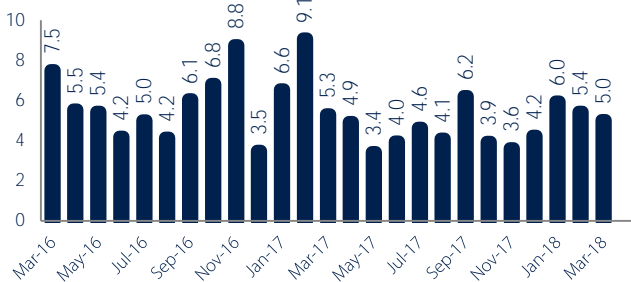
### Months of Supply

5.0



**Down -5%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

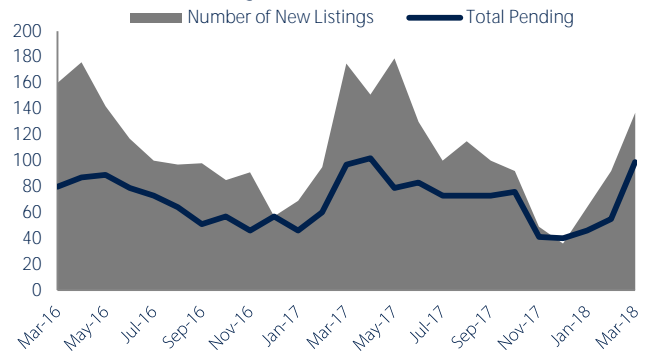
In March, there was 5.0 months of supply available in Purcellville, Lovettsville, and Western Loudoun County, compared to 5.3 in March 2017. That is a decrease of 5% versus a year ago.

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.

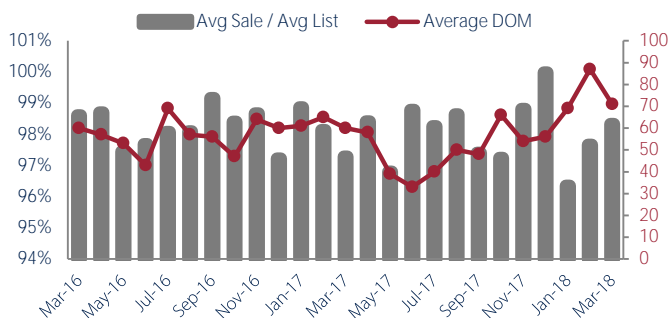
### New Listings & Current Contracts

This month there were 137 homes newly listed for sale in Purcellville, Lovettsville, and Western Loudoun County compared to 175 in March 2017, a decrease of 22%. There were 99 current contracts pending sale this March compared to 97 a year ago. The number of current contracts is 2% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Purcellville, Lovettsville, and Western Loudoun County was 98.3% of the average list price, which is 1.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 71, higher than the average last year, which was 60, an increase of 18%.



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