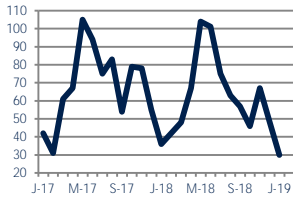


Units Sold

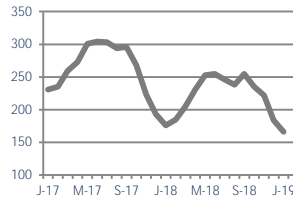
30



Down
Vs. Year Ago

Active Inventory

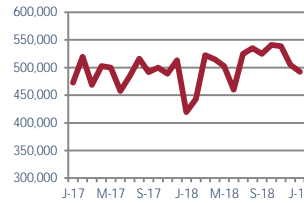
166



Down -6%
Vs. Year Ago

Median Sale Price

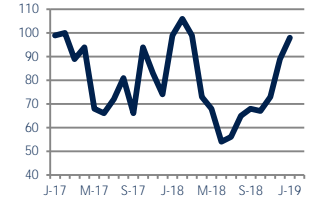
\$492,500



Up 17%
Vs. Year Ago

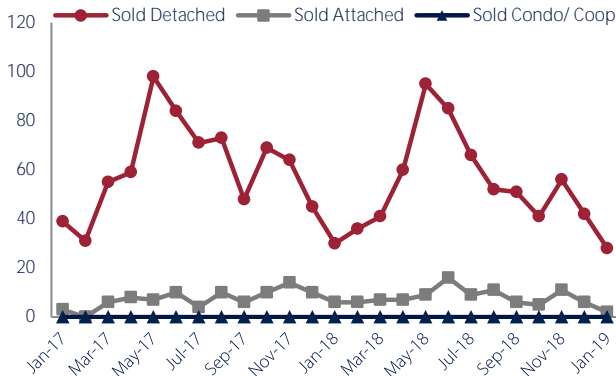
Days On Market

98



Down -1%
Vs. Year Ago

Units Sold*



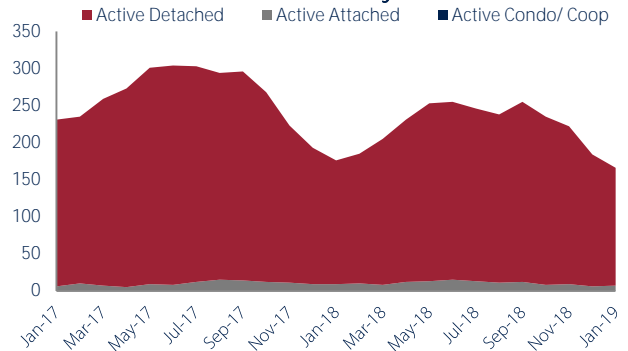
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 30 sold this month in Purcellville, Lovettsville, and Western Loudoun County. This month's total units sold was lower than at this time last year, a decrease from January 2018.

Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 6%. The total number of active inventory this January was 166 compared to 176 in January 2018. This month's total of 166 is lower than the previous month's total supply of available inventory of 184, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Purcellville, Lovettsville, and Western Loudoun County Homes was \$419,500. This January, the median sale price was \$492,500, an increase of 17% or \$73,000 compared to last year. The current median sold price is 2% lower than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



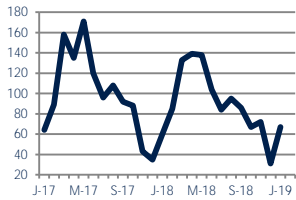
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

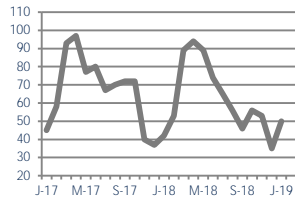
67



Up 12%
Vs. Year Ago

Current Contracts

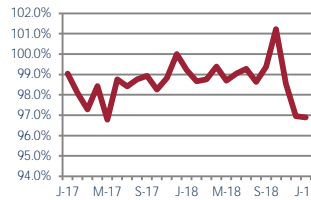
50



Up 19%
Vs. Year Ago

Sold Vs. List Price

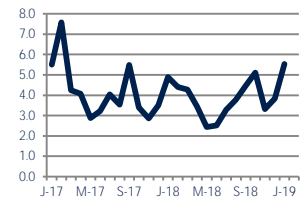
96.9%



Down -2.3%
Vs. Year Ago

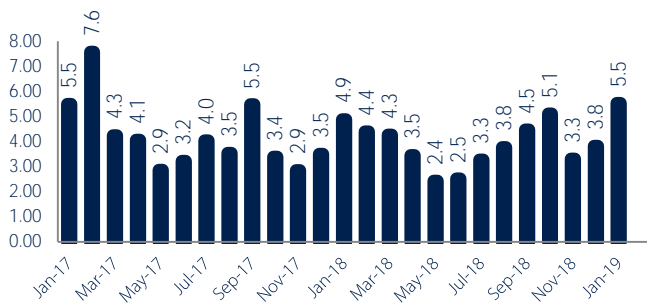
Months of Supply

5.5



Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

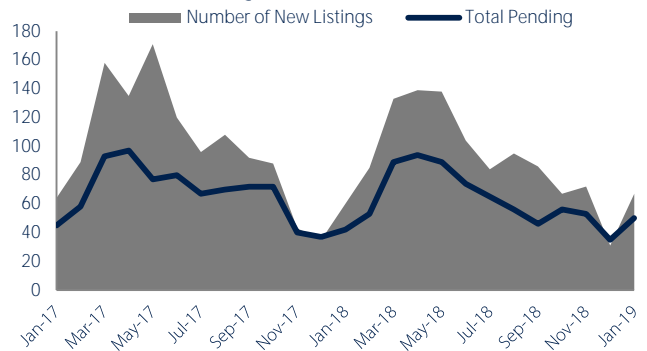
In January, there was 5.5 months of supply available in Purcellville, Lovettsville, and Western Loudoun County, compared to 4.9 in January 2018. That is an increase of 13% versus a year ago.

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.

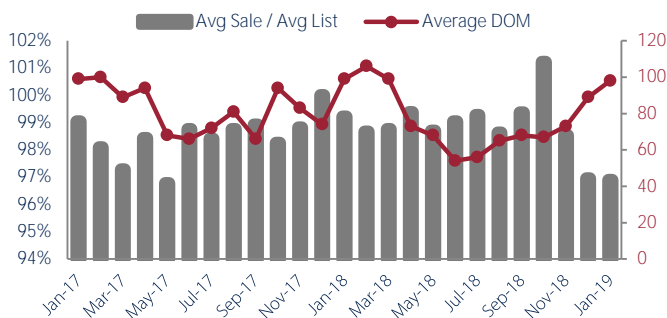
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Purcellville, Lovettsville, and Western Loudoun County compared to 60 in January 2018, an increase of 12%. There were 50 current contracts pending sale this January compared to 42 a year ago. The number of current contracts is 19% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Purcellville, Lovettsville, and Western Loudoun County was 96.9% of the average list price, which is 2.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 98, lower than the average last year, which was 99, a decrease of 1%.



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