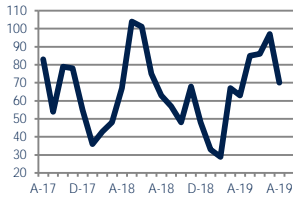


Units Sold

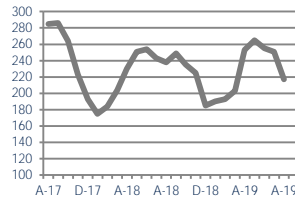
70



Up 11%
Vs. Year Ago

Active Inventory

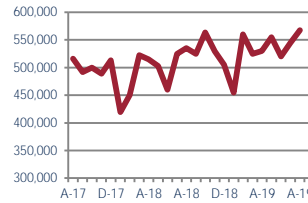
217



Down -9%
Vs. Year Ago

Median Sale Price

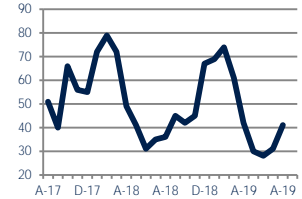
\$567,500



Up 6%
Vs. Year Ago

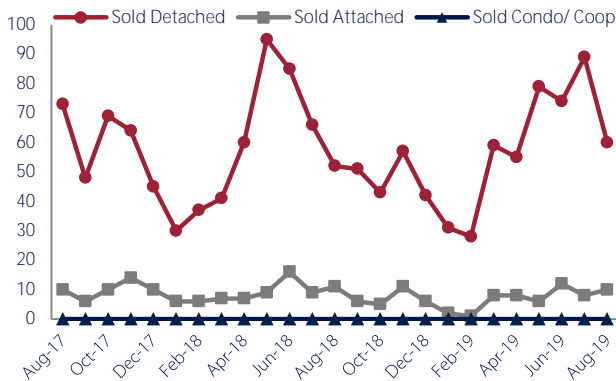
Days On Market

41



Up 14%
Vs. Year Ago

Units Sold*



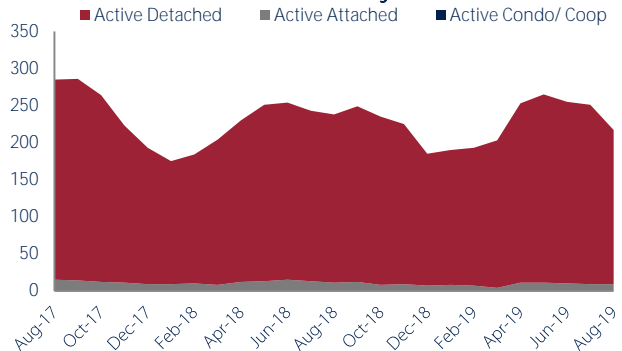
Units Sold

There was a decrease in total units sold in August, with 70 sold this month in Purcellville, Lovettsville, and Western Loudoun County versus 97 last month, a decrease of 28%. This month's total units sold was higher than at this time last year, an increase of 11% versus August 2018.

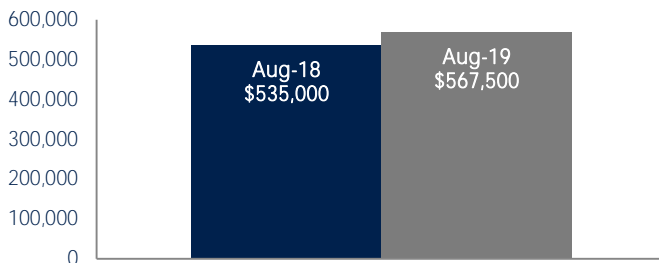
Active Inventory

Versus last year, the total number of homes available this month is lower by 21 units or 9%. The total number of active inventory this August was 217 compared to 238 in August 2018. This month's total of 217 is lower than the previous month's total supply of available inventory of 251, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last August, the median sale price for Purcellville, Lovettsville, and Western Loudoun County Homes was \$535,000. This August, the median sale price was \$567,500, an increase of 6% or \$32,500 compared to last year. The current median sold price is 4% higher than in July.

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.

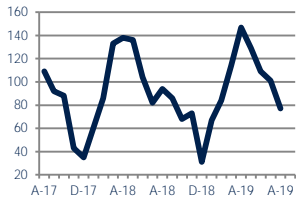
Information included in this report is based on data supplied by BRIGHTMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of BRIGHTMLS or Long & Foster Real Estate, Inc.



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

New Listings

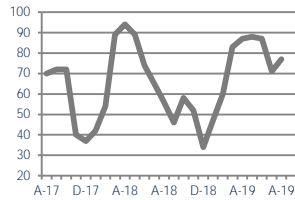
77



Down -18%
Vs. Year Ago

Current Contracts

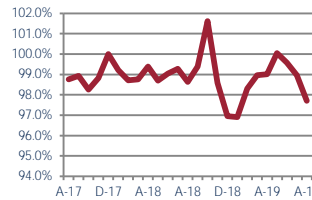
77



Up 38%
Vs. Year Ago

Sold Vs. List Price

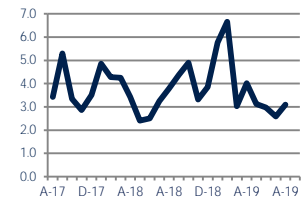
97.7%



Down -0.9%
Vs. Year Ago

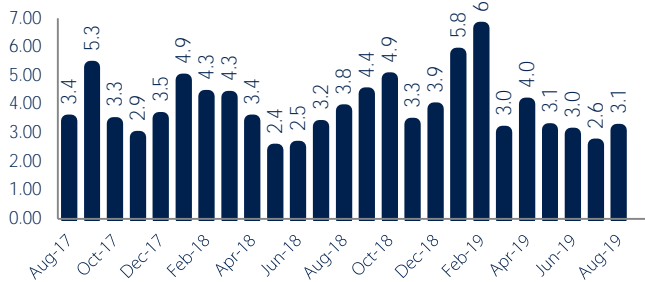
Months of Supply

3.1



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

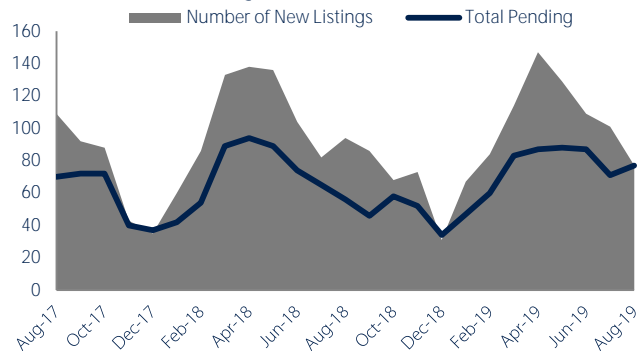
In August, there was 3.1 months of supply available in Purcellville, Lovettsville, and Western Loudoun County, compared to 3.8 in August 2018. That is a decrease of 18% versus a year ago.

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.

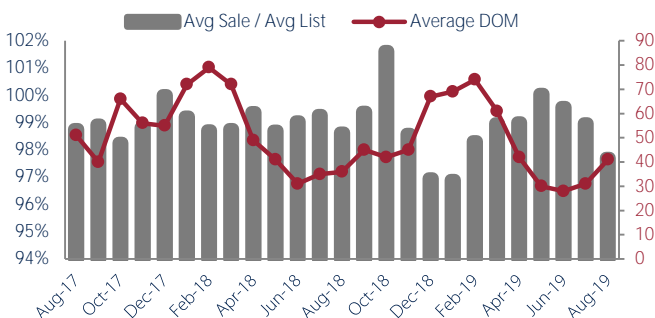
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Purcellville, Lovettsville, and Western Loudoun County compared to 94 in August 2018, a decrease of 18%. There were 77 current contracts pending sale this August compared to 56 a year ago. The number of current contracts is 38% higher than last August.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In August, the average sale price in Purcellville, Lovettsville, and Western Loudoun County was 97.7% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 41, higher than the average last year, which was 36, an increase of 14%.



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