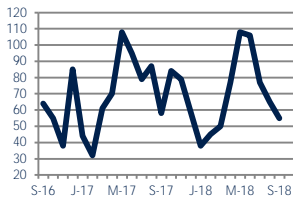


Units Sold

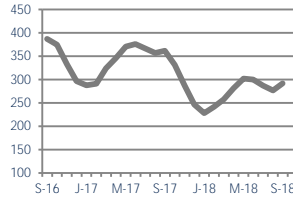
55



Down -5%
Vs. Year Ago

Active Inventory

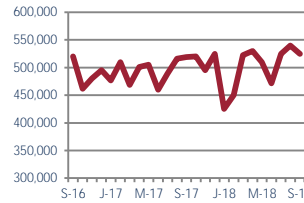
292



Down -19%
Vs. Year Ago

Median Sale Price

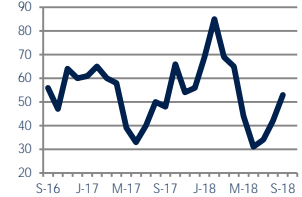
\$525,000



Up 1%
Vs. Year Ago

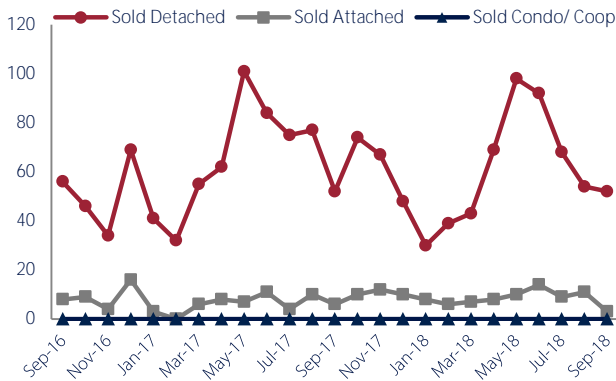
Days On Market

53



Up 10%
Vs. Year Ago

Units Sold*



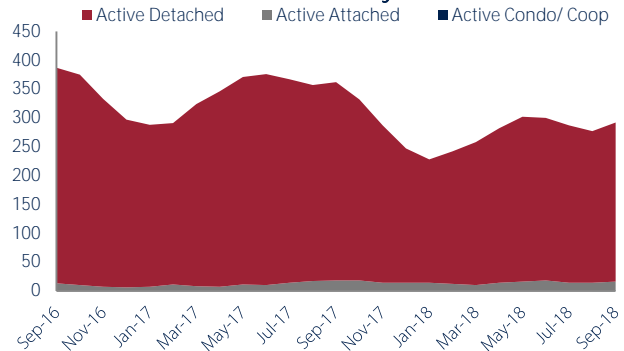
Units Sold

There was a decrease in total units sold in September, with 55 sold this month in Purcellville, Lovettsville, and Western Loudoun County versus 65 last month, a decrease of 15%. This month's total units sold was lower than at this time last year, a decrease of 5% versus September 2017.

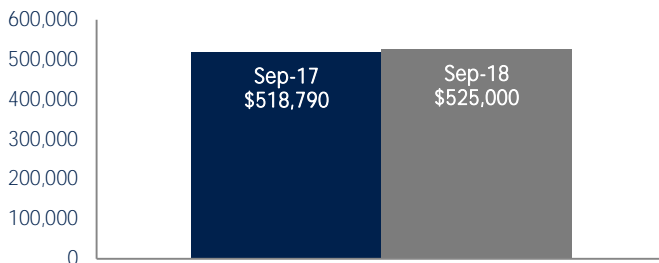
Active Inventory

Versus last year, the total number of homes available this month is lower by 70 units or 19%. The total number of active inventory this September was 292 compared to 362 in September 2017. This month's total of 292 is higher than the previous month's total supply of available inventory of 277, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Purcellville, Lovettsville, and Western Loudoun County Homes was \$518,790. This September, the median sale price was \$525,000, an increase of 1% or \$6,210 compared to last year. The current median sold price is 3% lower than in August.

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.

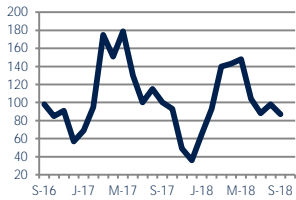
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by MRIS and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



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

New Listings

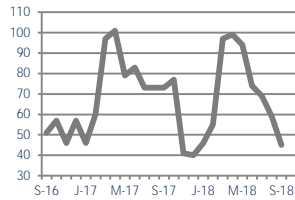
87



Down -13%
Vs. Year Ago

Current Contracts

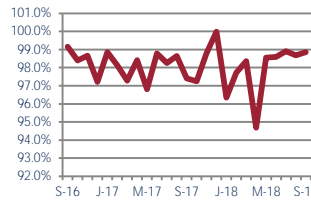
45



Down -38%
Vs. Year Ago

Sold Vs. List Price

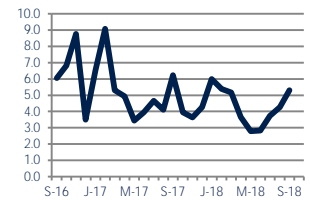
98.9%



Up 1.5%
Vs. Year Ago

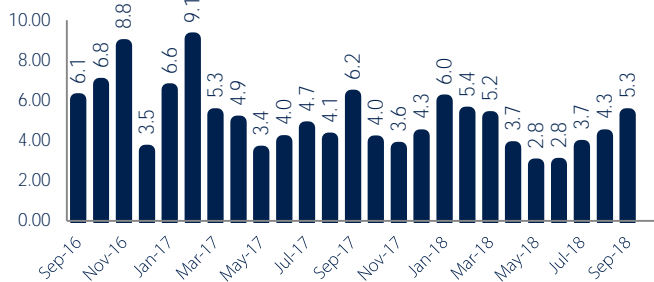
Months of Supply

5.3



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

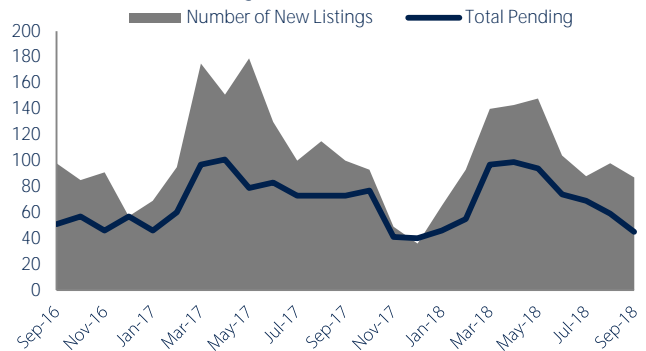
In September, there was 5.3 months of supply available in Purcellville, Lovettsville, and Western Loudoun County, compared to 6.2 in September 2017. That is a decrease of 15% versus a year ago.

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.

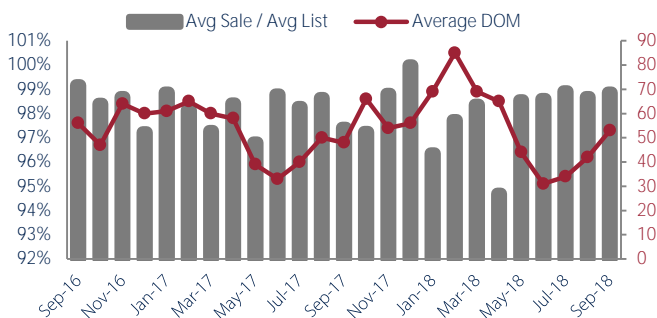
New Listings & Current Contracts

This month there were 87 homes newly listed for sale in Purcellville, Lovettsville, and Western Loudoun County compared to 100 in September 2017, a decrease of 13%. There were 45 current contracts pending sale this September compared to 73 a year ago. The number of current contracts is 38% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Purcellville, Lovettsville, and Western Loudoun County was 98.9% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 53, higher than the average last year, which was 48, an increase of 10%.



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