



The Long & Foster Market Minute™

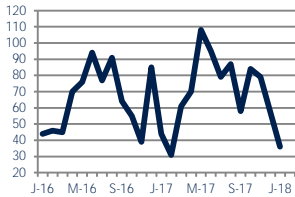
Focus On: Purcellville, Lovettsville, and Western Loudoun County Housing Market

January 2018

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

Units Sold

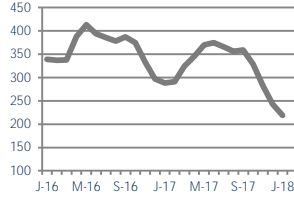
36



Down
Vs. Year Ago

Active Inventory

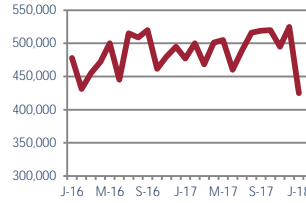
219



Down -24%
Vs. Year Ago

Median Sale Price

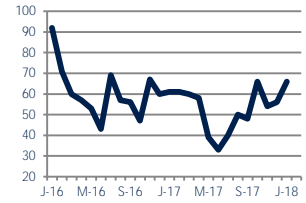
\$425,000



Down -11%
Vs. Year Ago

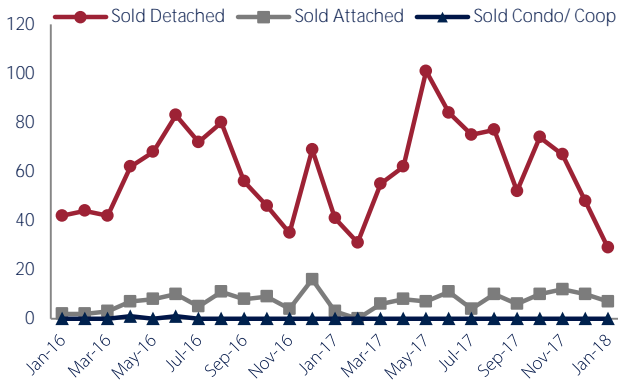
Days On Market

66



Up 8%
Vs. Year Ago

Units Sold*



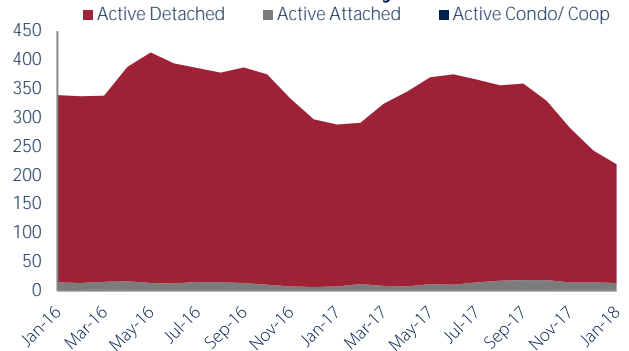
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 36 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 2017.

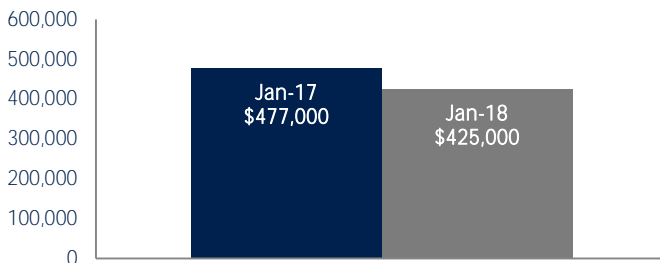
Active Inventory

Versus last year, the total number of homes available this month is lower by 69 units or 24%. The total number of active inventory this January was 219 compared to 288 in January 2017. This month's total of 219 is lower than the previous month's total supply of available inventory of 243, 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 \$477,000. This January, the median sale price was \$425,000, a decrease of 11% or \$52,000 compared to last year. The current median sold price is 19% 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 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

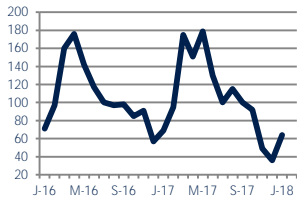




Zip Code(s): 20180, 20129, 20197, 20132, 20158, 20141 and 20135

New Listings

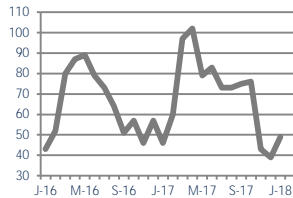
64



Down -7%
Vs. Year Ago

Current Contracts

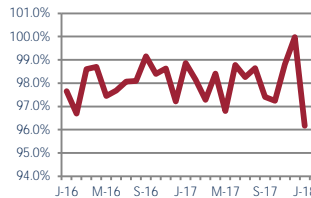
49



Up 7%
Vs. Year Ago

Sold Vs. List Price

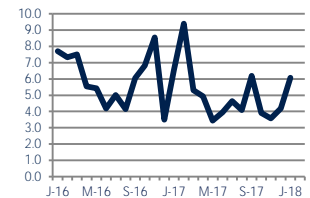
96.2%



Down -2.7%
Vs. Year Ago

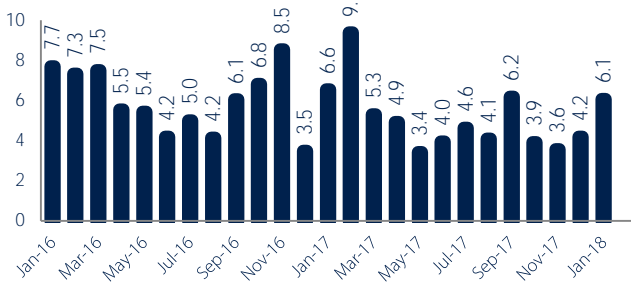
Months of Supply

6.1



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

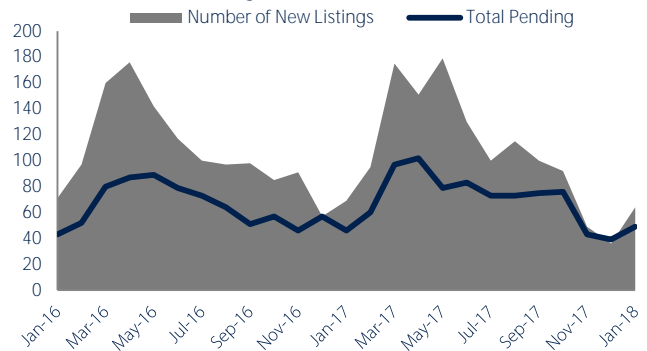
In January, there was 6.1 months of supply available in Purcellville, Lovettsville, and Western Loudoun County, compared to 6.5 in January 2017. That is a decrease of 7% versus a year ago.

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.

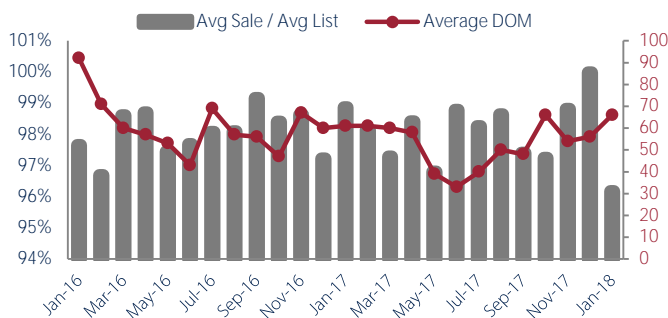
New Listings & Current Contracts

This month there were 64 homes newly listed for sale in Purcellville, Lovettsville, and Western Loudoun County compared to 69 in January 2017, a decrease of 7%. There were 49 current contracts pending sale this January compared to 46 a year ago. The number of current contracts is 7% 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 96.2% of the average list price, which is 2.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 66, higher than the average last year, which was 61, an increase of 8%.



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.

