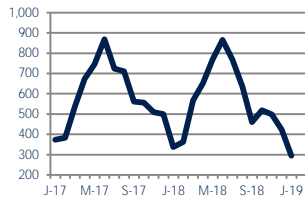




Units Sold

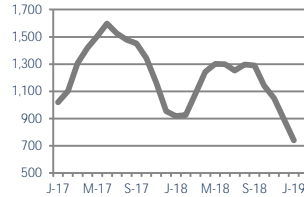
295



Down -12%
Vs. Year Ago

Active Inventory

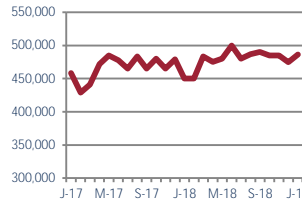
741



Down -19%
Vs. Year Ago

Median Sale Price

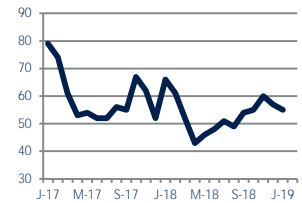
\$486,250



Up 8%
Vs. Year Ago

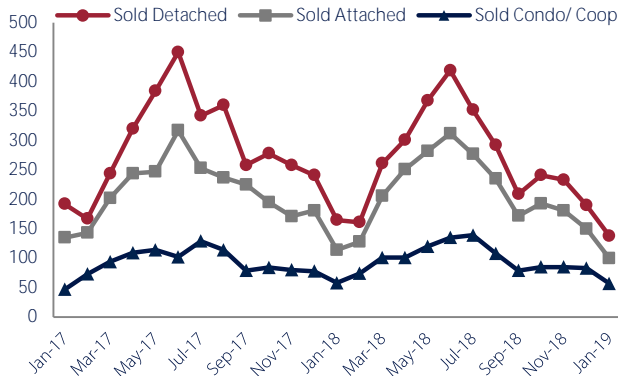
Days On Market

55



Down -17%
Vs. Year Ago

Units Sold*



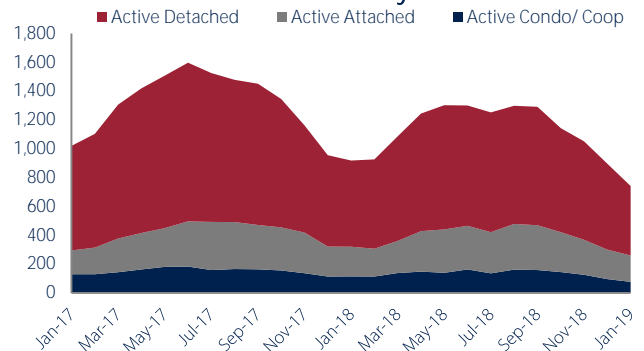
Units Sold

There was a decrease in total units sold in January, with 295 sold this month in Loudoun County versus 423 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 12% versus January 2018.

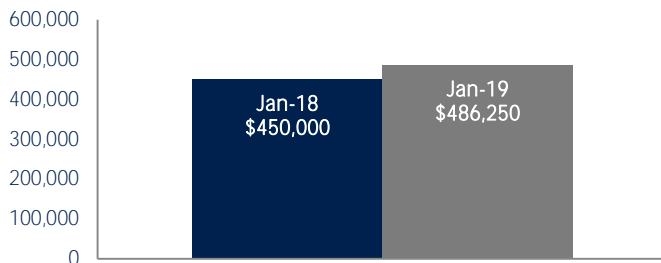
Active Inventory

Versus last year, the total number of homes available this month is lower by 177 units or 19%. The total number of active inventory this January was 741 compared to 918 in January 2018. This month's total of 741 is lower than the previous month's total supply of available inventory of 896, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Loudoun County Homes was \$450,000. This January, the median sale price was \$486,250, an increase of 8% or \$36,250 compared to last year. The current median sold price is 2% higher 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.



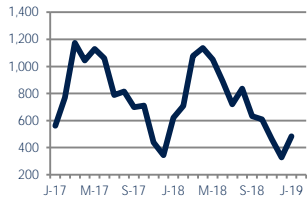
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by BRIGHTMLS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





New Listings

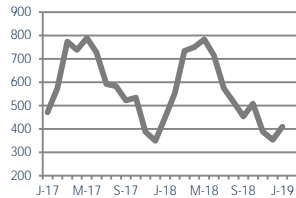
484



Down -22%
Vs. Year Ago

Current Contracts

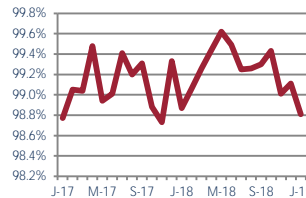
410



Down -8%
Vs. Year Ago

Sold Vs. List Price

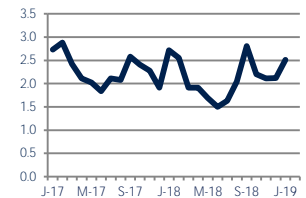
98.8%



No Change
Vs. Year Ago

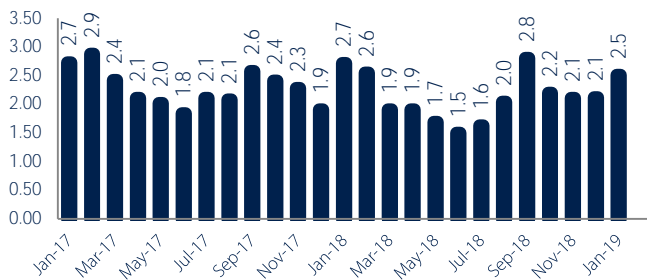
Months of Supply

2.5



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

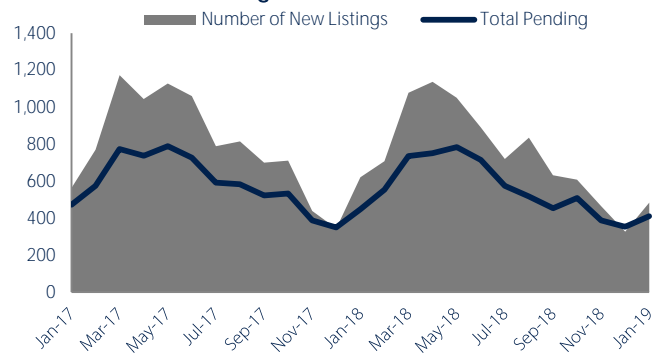
In January, there was 2.5 months of supply available in Loudoun County, compared to 2.7 in January 2018. That is a decrease of 8% versus a year ago.

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.

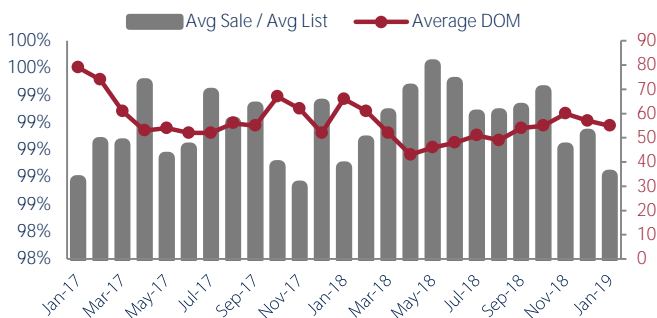
New Listings & Current Contracts

This month there were 484 homes newly listed for sale in Loudoun County compared to 621 in January 2018, a decrease of 22%. There were 410 current contracts pending sale this January compared to 448 a year ago. The number of current contracts is 8% lower 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 Loudoun County was 98.8% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 55, lower than the average last year, which was 66, a decrease of 17%.



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