



# The Long & Foster Market Minute™

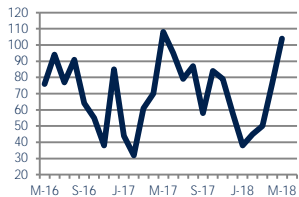
**Focus On:** Purcellville, Lovettsville, and Western Loudoun County Housing Market

May 2018

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

## Units Sold

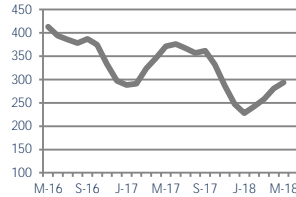
104



Down -4%  
Vs. Year Ago

## Active Inventory

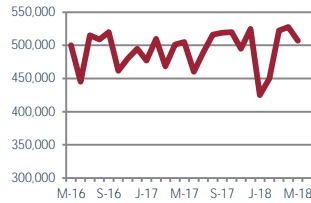
294



Down -21%  
Vs. Year Ago

## Median Sale Price

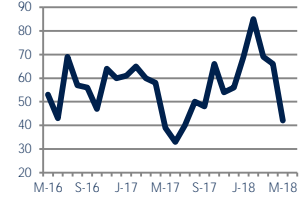
\$507,000



No Change  
Vs. Year Ago

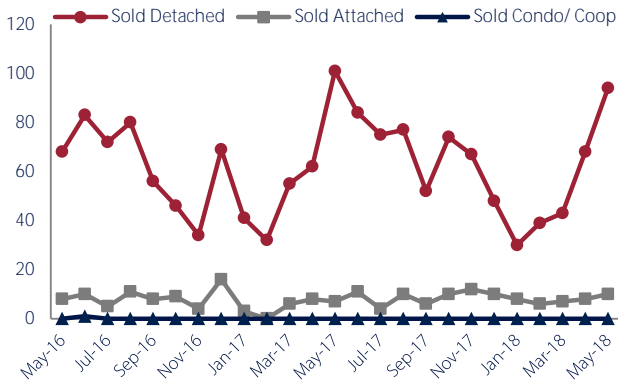
## Days On Market

42



Up 8%  
Vs. Year Ago

### Units Sold\*



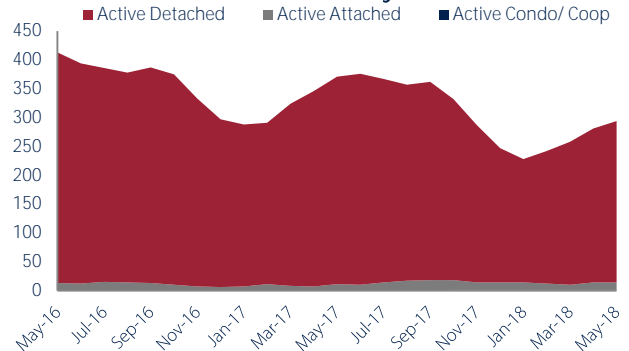
## Units Sold

There was an increase in total units sold in May, with 104 sold this month in Purcellville, Lovettsville, and Western Loudoun County. This month's total units sold was lower than at this time last year.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 77 units or 21%. The total number of active inventory this May was 294 compared to 371 in May 2017. This month's total of 294 is higher than the previous month's total supply of available inventory of 281, an increase of 5%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last May, the median sale price for Purcellville, Lovettsville, and Western Loudoun County Homes was \$505,000. This May, the median sale price was \$507,000, which is similar compared to a year ago. The current median sold price is 4% higher than in April.

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.

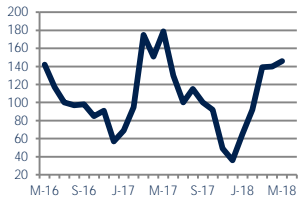
Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently 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**

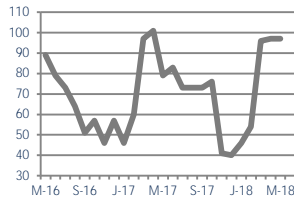
146



**Down -18%**  
Vs. Year Ago

**Current Contracts**

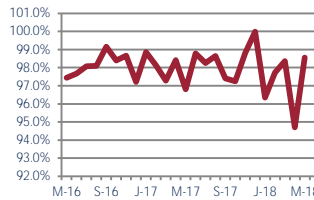
97



**Up 23%**  
Vs. Year Ago

**Sold Vs. List Price**

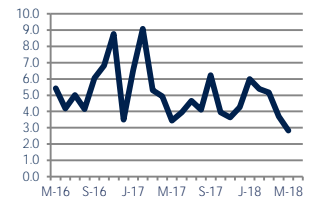
98.6%



**Up 1.8%**  
Vs. Year Ago

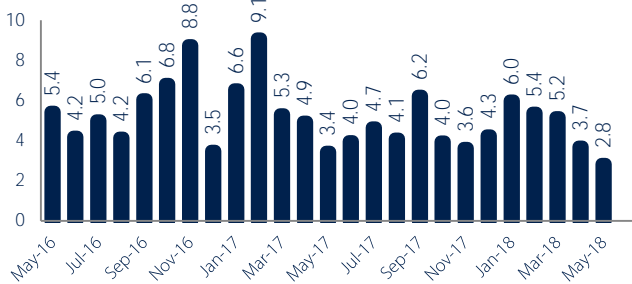
**Months of Supply**

2.8



**Down -18%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

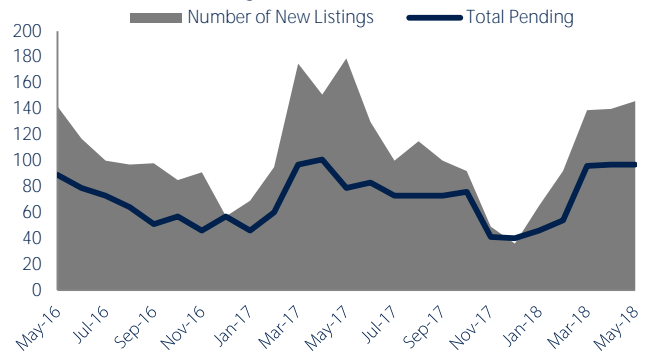
In May, there was 2.8 months of supply available in Purcellville, Lovettsville, and Western Loudoun County, compared to 3.4 in May 2017. That is a decrease of 18% versus a year ago.

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.

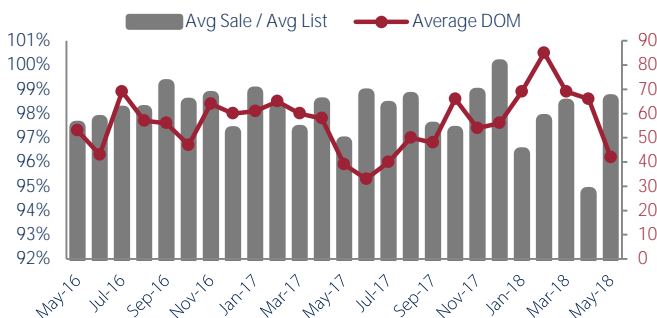
**New Listings & Current Contracts**

This month there were 146 homes newly listed for sale in Purcellville, Lovettsville, and Western Loudoun County compared to 179 in May 2017, a decrease of 18%. There were 97 current contracts pending sale this May compared to 79 a year ago. The number of current contracts remained stable as compared to last May.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In May, the average sale price in Purcellville, Lovettsville, and Western Loudoun County was 98.6% of the average list price, which is 1.8% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 42, higher than the average last year, which was 39, an increase of 8%.



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