November 2017

Loudoun County, VA - Attached/Townhouse

Presented by Matt Boyer

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New Listings		169		New Pendings		148		Closed Sales		149	
from	-24.6% Oct 2017: 224	from N	2 5.2% ov 2016: 35		- 19.1% Oct 2017: 183	from N	25.3% ov 2016: 98		-11.3% Oct 2017: 168		6.8% ov 2016: 79
YTD	2017 2,832	2016 2,880	+/- -1.7%	YTD	2017 2,432	2016 2,564	+/- -5.1%	YTD	2017 2,262	2016 2,281	+/- -0.8%
5-year	Nov averag	ge: 147		5-year	Nov averag	ge: 158		5-year Nov average: 140			

Medi Sold	an Price	\$421,000						
fron	• 0.2% • Oct 2017: • 20,000	400,000						
YTD	2017 \$419,080	2016 +/- \$398,000 5.3%						
5-year Nov average: \$395,880								

Summary

In Loudoun County, VA, the median sold price for Attached/Townhouse properties for November was \$421,000, representing an increase of 0.2% compared to last month and an increase of 5.3% from Nov 2016. The average days on market for units sold in November was 29 days, 32% below the 5-year November average of 43 days. There was a 19.1% month over month decrease in new contract activity with 148 New Pendings; a 6.8% MoM decrease in All Pendings (new contracts + contracts carried over from October) to 205; and a 10.1% decrease in supply to 241 active units.

This activity resulted in a Contract Ratio of 0.85 pendings per active listing, up from 0.82 in October and a decrease from 1.30 in November 2016. The Contract Ratio is 1% higher than the 5-year November average of 0.84. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, and indicates the market is moving in the seller's favor. A lower Contract Ratio signifies a relative decrease in contract activity compared to supply, and indicates the market is moving in the buyer's favor.



