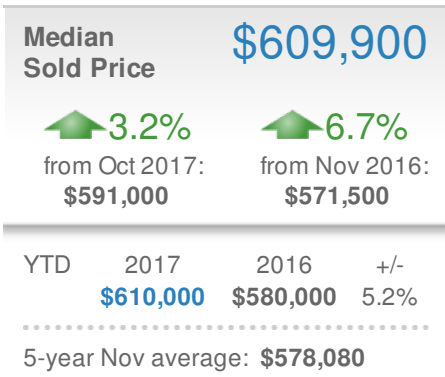
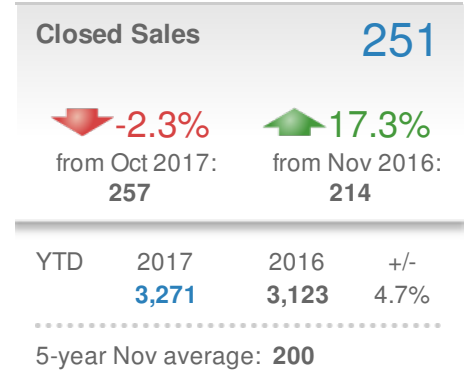
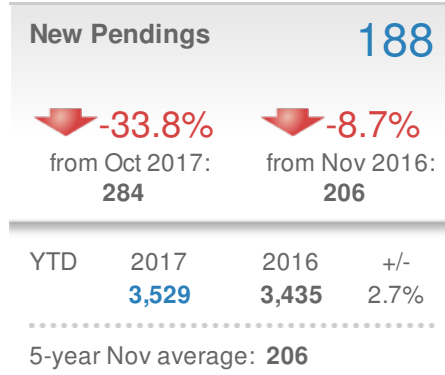
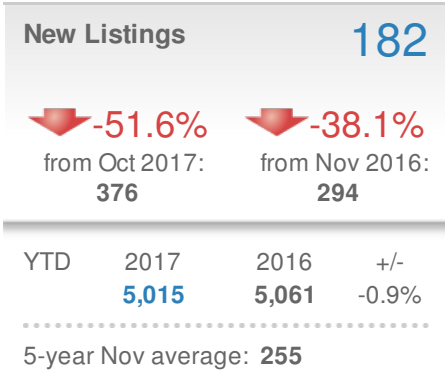


November 2017

Loudoun County, VA - Detached

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Summary

In Loudoun County, VA, the median sold price for Detached properties for November was \$609,900, representing an increase of 3.2% compared to last month and an increase of 6.7% from Nov 2016. The average days on market for units sold in November was 58 days, 10% below the 5-year November average of 64 days. There was a 33.8% month over month decrease in new contract activity with 188 New Pendings; a 22.9% MoM decrease in All Pendings (new contracts + contracts carried over from October) to 299; and a 17.1% decrease in supply to 760 active units.

This activity resulted in a Contract Ratio of 0.39 pendings per active listing, down from 0.42 in October and a decrease from 0.43 in November 2016. The Contract Ratio is 8% higher than the 5-year November average of 0.36. 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.

