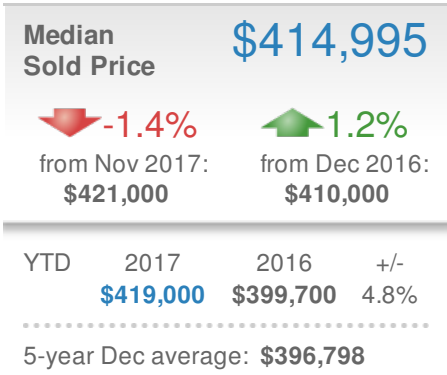
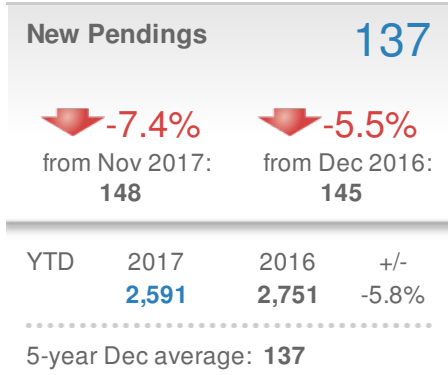
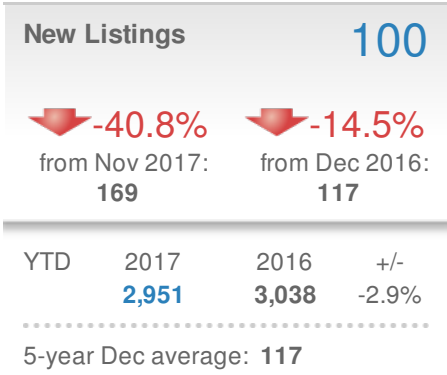


**December 2017**

Loudoun County, VA - Attached/Townhouse

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**Summary**

In Loudoun County, VA, the median sold price for Attached/Townhouse properties for December was \$414,995, representing a decrease of 1.4% compared to last month and an increase of 1.2% from Dec 2016. The average days on market for units sold in December was 27 days, 36% below the 5-year December average of 42 days. There was a 7.4% month over month decrease in new contract activity with 137 New Pendings; a 20.5% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 163; and a 28.6% decrease in supply to 172 active units.

This activity resulted in a Contract Ratio of 0.95 pendings per active listing, up from 0.85 in November and a decrease from 1.38 in December 2016. The Contract Ratio is 12% higher than the 5-year December average of 0.85. 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.

