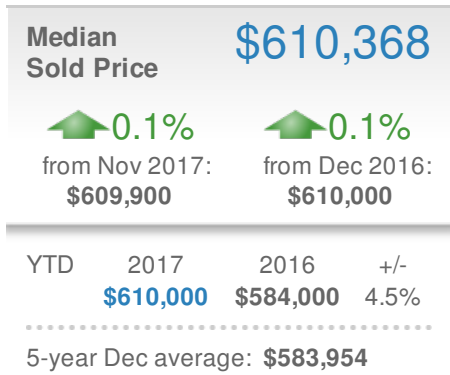
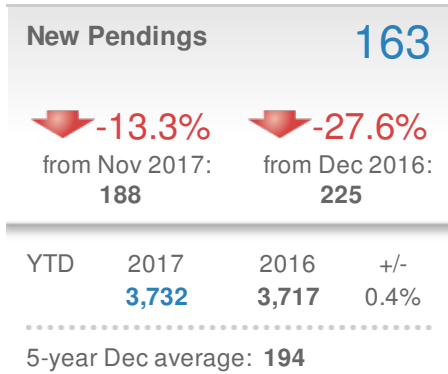
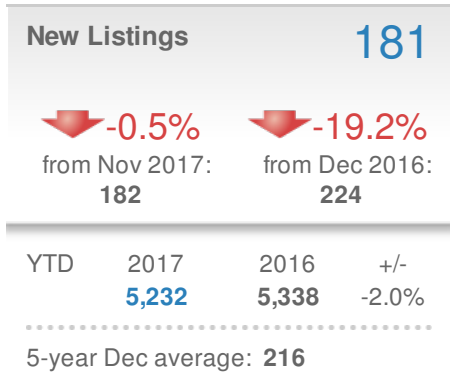


December 2017

Loudoun County, VA - Detached

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Summary

In Loudoun County, VA, the median sold price for Detached properties for December was \$610,368, representing an increase of 0.1% compared to last month and an increase of 0.1% from Dec 2016. The average days on market for units sold in December was 52 days, 26% below the 5-year December average of 70 days. There was a 13.3% month over month decrease in new contract activity with 163 New Pendings; a 24.4% MoM decrease in All Pendings (new contracts + contracts carried over from November) to 226; and a 15.8% decrease in supply to 640 active units.

This activity resulted in a Contract Ratio of 0.35 pendings per active listing, down from 0.39 in November and a decrease from 0.41 in December 2016. The Contract Ratio is 7% higher than the 5-year December average of 0.33. 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.

