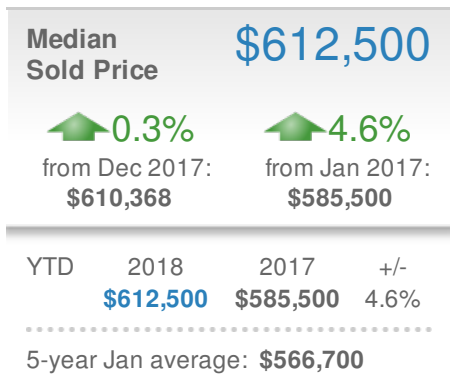
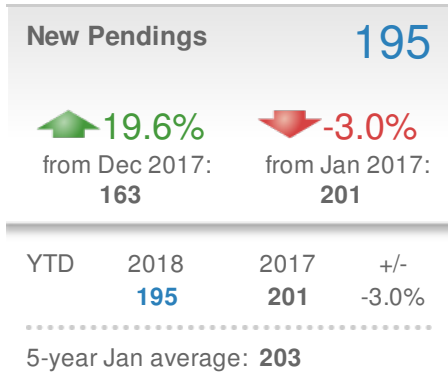
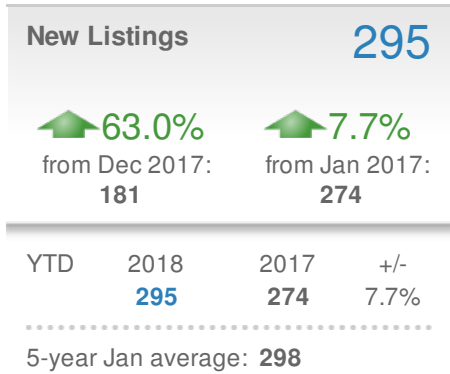


January 2018

Loudoun County, VA - Detached

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Summary

In Loudoun County, VA, the median sold price for Detached properties for January was \$612,500, representing an increase of 0.3% compared to last month and an increase of 4.6% from Jan 2017. The average days on market for units sold in January was 89 days, 10% above the 5-year January average of 81 days. There was a 19.6% month over month increase in new contract activity with 195 New Pendings; an 11.9% MoM increase in All Pendings (new contracts + contracts carried over from December) to 253; and a 3.9% decrease in supply to 615 active units.

This activity resulted in a Contract Ratio of 0.41 pendings per active listing, up from 0.35 in December and a decrease from 0.44 in January 2017. The Contract Ratio is 8% higher than the 5-year January average of 0.38. 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.

