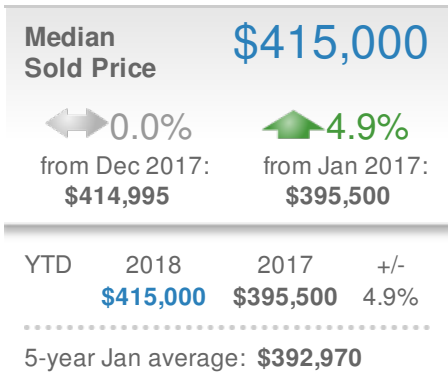
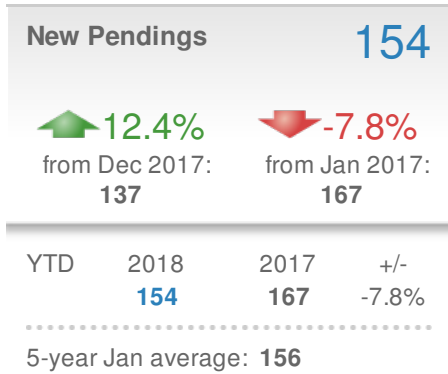
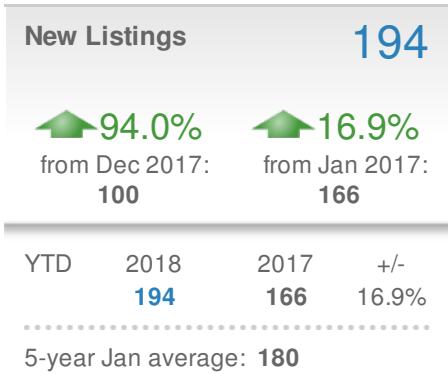


January 2018

Loudoun County, VA - Attached/Townhouse

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Summary

In Loudoun County, VA, the median sold price for Attached/Townhouse properties for January was \$415,000, representing an increase of 0% compared to last month and an increase of 4.9% from Jan 2017. The average days on market for units sold in January was 42 days, 21% below the 5-year January average of 53 days. There was a 12.4% month over month increase in new contract activity with 154 New Pendings; a 19.6% MoM increase in All Pendings (new contracts + contracts carried over from December) to 195; and a 3.5% increase in supply to 178 active units.

This activity resulted in a Contract Ratio of 1.10 pendings per active listing, up from 0.95 in December and a decrease from 1.72 in January 2017. The Contract Ratio is 7% higher than the 5-year January average of 1.03. 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.

