

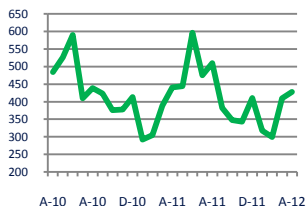


Focus On: Loudoun County Housing Market

April 2012

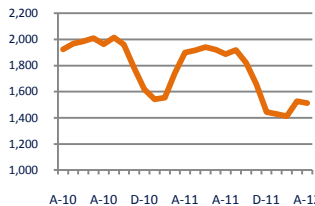
Units Sold

428



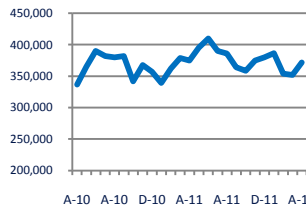
Active Inventory

1,513



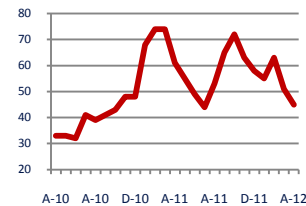
Median Sale Price

\$372,000



Days On Market

45



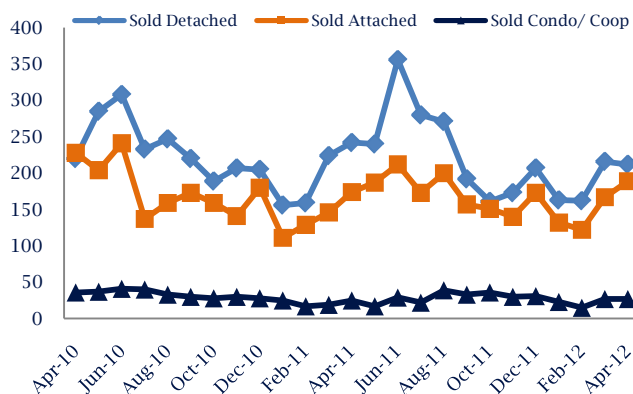
Down - 3%
Vs. Year Ago

Down - 20%
Vs. Year Ago

Down - 1%
Vs. Year Ago

Down - 26%
Vs. Year Ago

Units Sold*



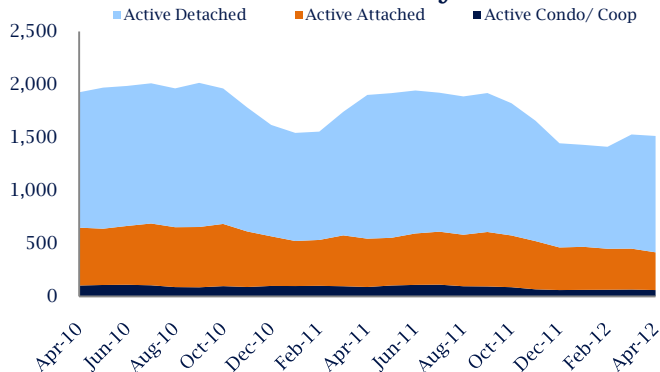
Units Sold

There was an increase in total units sold in April, with 428 sold this month in Loudoun County versus 410 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 3% versus April 2011.

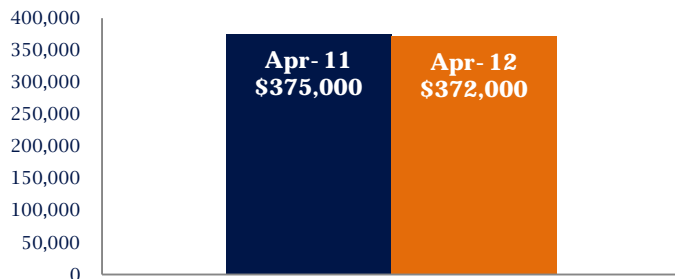
Active Inventory

Versus last year, the total number of homes available this month is lower by 387 units or 20%. The total number of active inventory this April was 1,513 compared to 1,900 in April 2011. This month's total of 1,513 is lower than the previous month's total supply of available inventory of 1,527, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Loudoun County Homes was \$375,000. This April, the median sale price was \$372,000, a decrease of 1% or \$3,000 compared to last year. The current median sold price is 6% higher than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by MRIS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of MRIS or Long & Foster Real Estate, Inc.



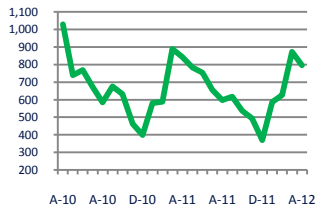


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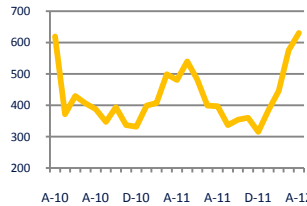
New Listings

796



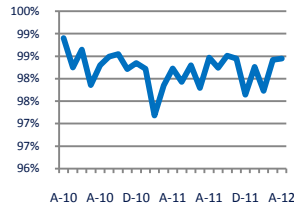
Current Contracts

631



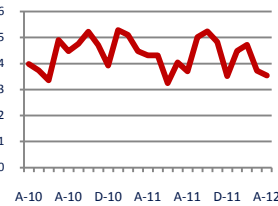
Sold Vs. List Price

98.5%



Months of Supply

3.5



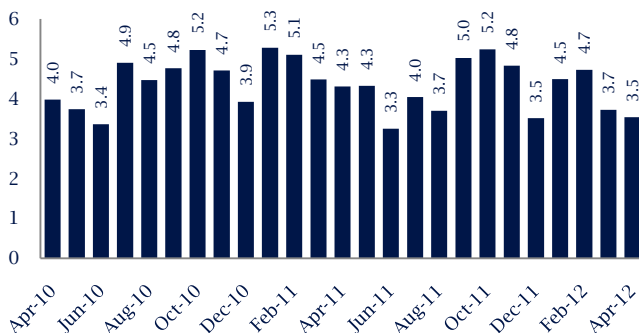
Down - 6%
Vs. Year Ago

Up 31%
Vs. Year Ago

No Change
Vs. Year Ago

Down - 18%
Vs. Year Ago

Months Of Supply



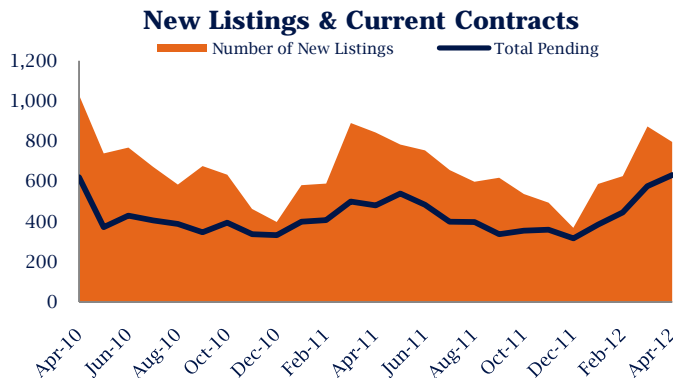
Months of Supply

In April, there was 3.5 months of supply available in Loudoun County, compared to 4.3 in April 2011. That is a decrease of 18% versus a year ago.

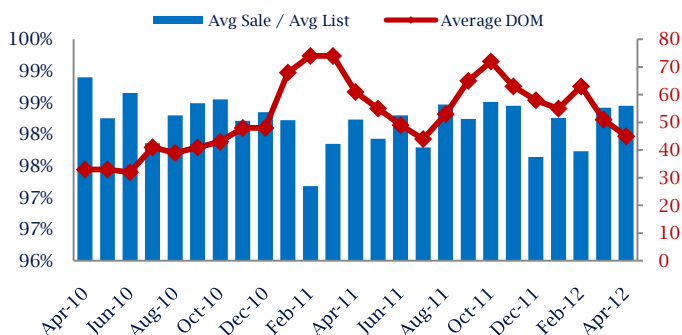
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 796 homes newly listed for sale in Loudoun County compared to 843 in April 2011, a decrease of 6%. There were 631 current contracts pending sale this April compared to 481 a year ago. The number of current contracts is 31% higher than last April.



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Loudoun County was 98.5% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 45, lower than the average last year, which was 61, a decrease of 26%.

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