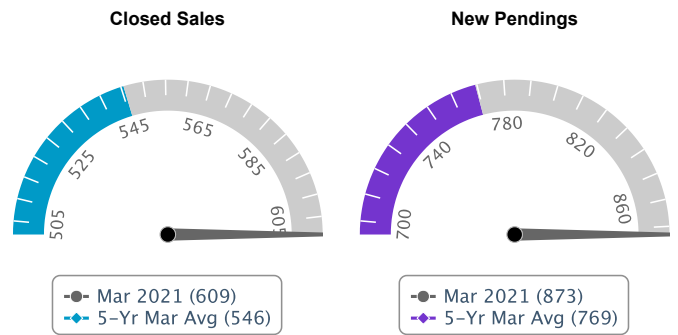


Association Executive Report

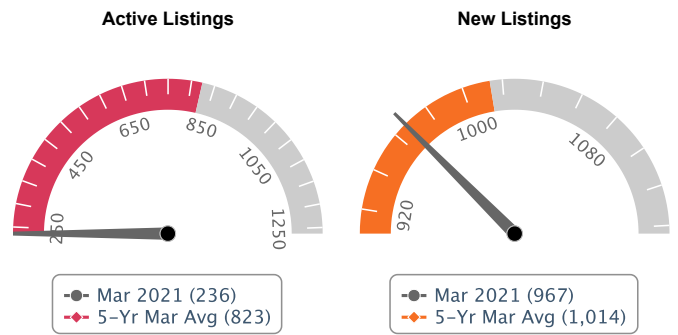
March 2021

Dulles Area Association of REALTORS

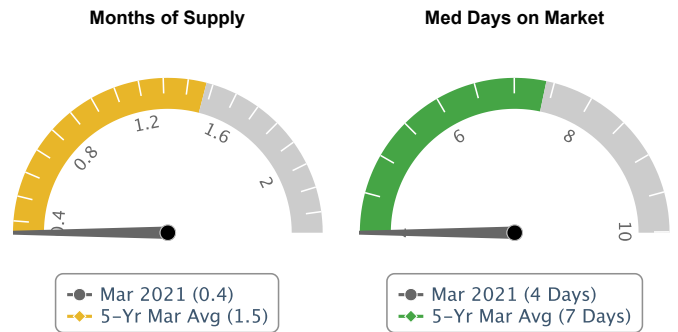
Statistic	Mar	YoY	MoM
Total Sold Dollar Volume	381,527,233	+ 15.5%	+41.9%
Closed Sales	609	+ 8.6%	+ 41%
Median Sold Price	\$575,100	+ 7.6%	- 0.9%
Average Sold Price	\$644,444	+ 9%	+ 1.3%
Median Days on Market	4 days	-33.3%	0%
Average Days on Market	11 days	-47.6%	-21.4%
Median Price per Sq Foot	\$233	+ 16.5%	+ 3.1%
Average Price per Sq Foot	\$235	+ 13%	+ 1.7%



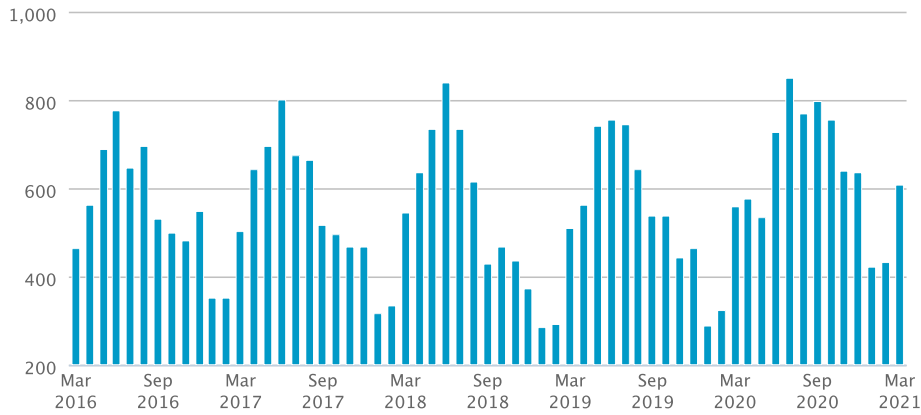
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for March was \$575,100, representing a decrease of 0.9% compared to last month and an increase of 7.6% from Mar 2020. The average days on market for units sold in March was 11 days, 55% below the 5-year March average of 25 days. There was a 63.5% month over month increase in new contract activity with 873 New Pendings; a 41.4% MoM increase in All Pendings (new contracts + contracts carried over from February) to 946; and a 0.8% decrease in supply to 236 active units.



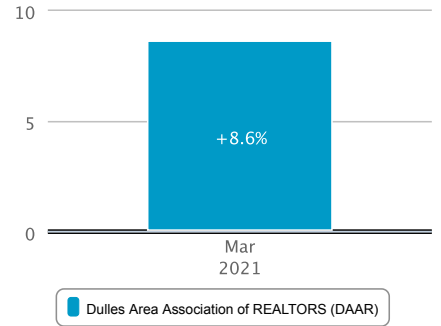
This activity resulted in a Contract Ratio of 4.01 pendings per active listing, up from 2.81 in February and an increase from 1.08 in March 2020. The Contract Ratio is 157% higher than the 5-year March average of 1.56. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



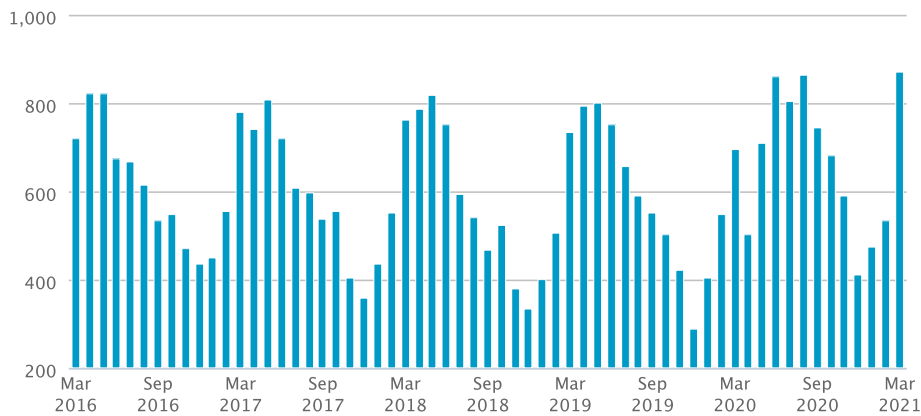
Closed Sales



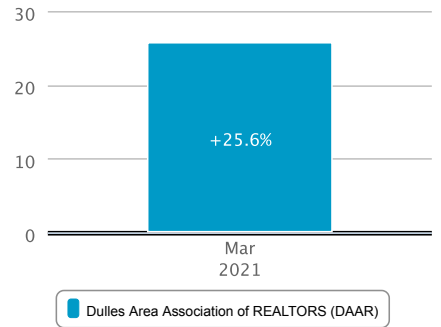
Mar 2021 vs. Mar 2020
YoY % Change



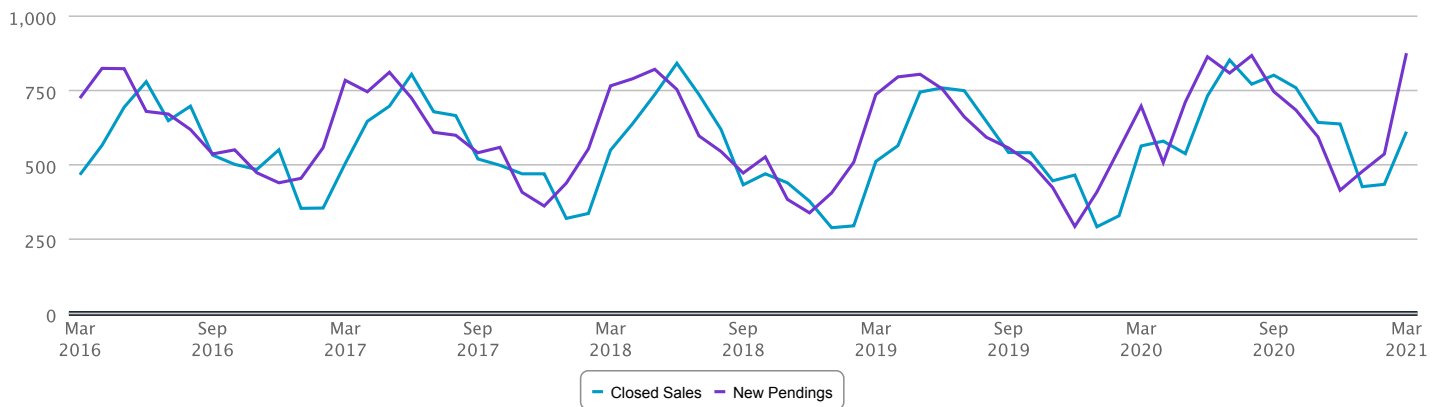
New Pendings



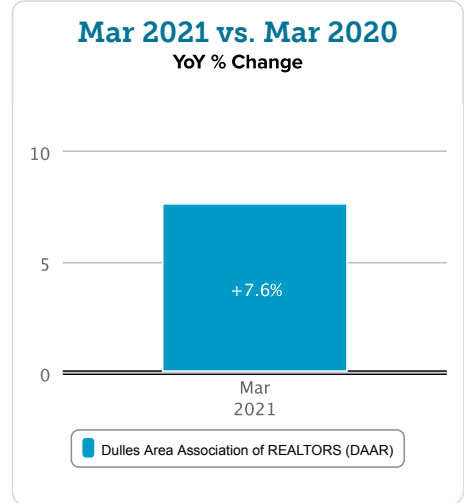
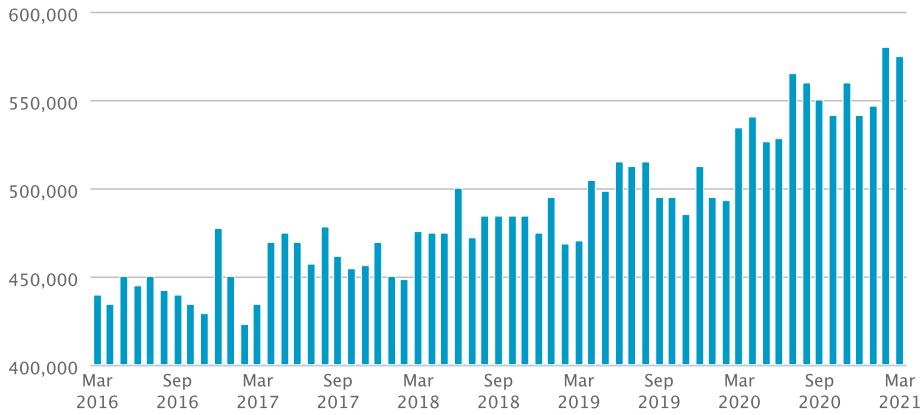
Mar 2021 vs. Mar 2020
YoY % Change



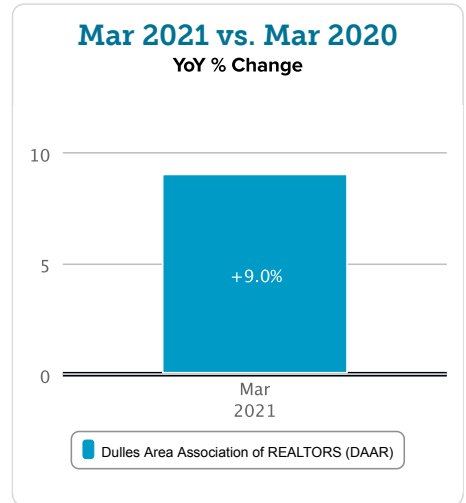
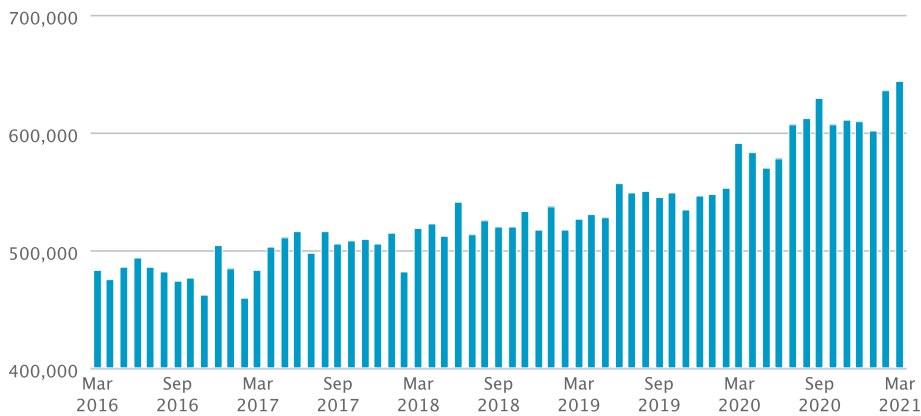
Closed Sales vs. New Pendings



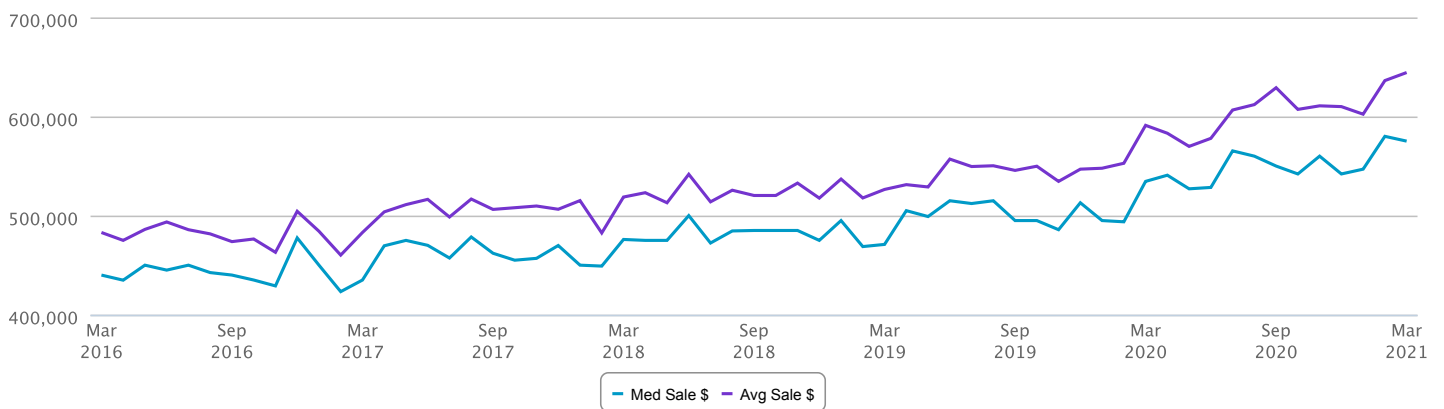
Median Sale Price



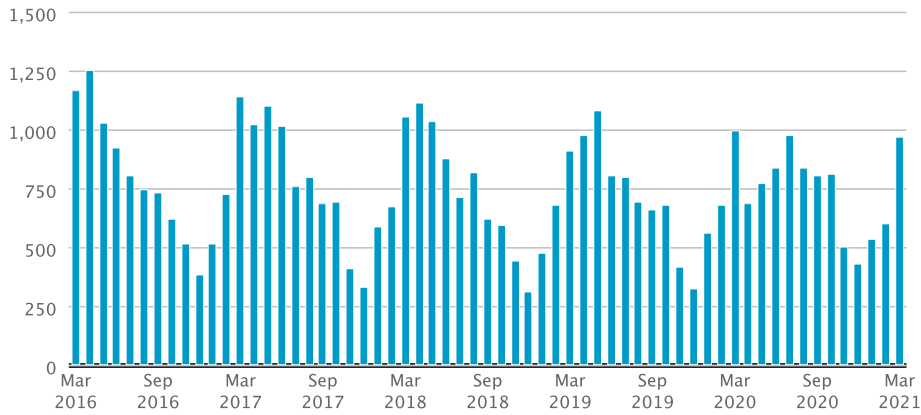
Average Sale Price



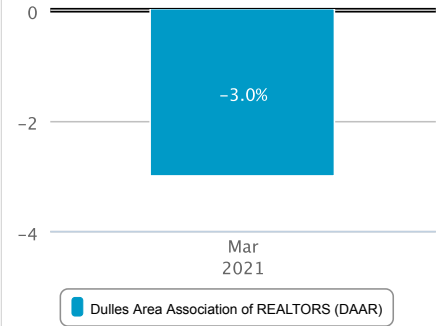
Median vs. Average Sale Price



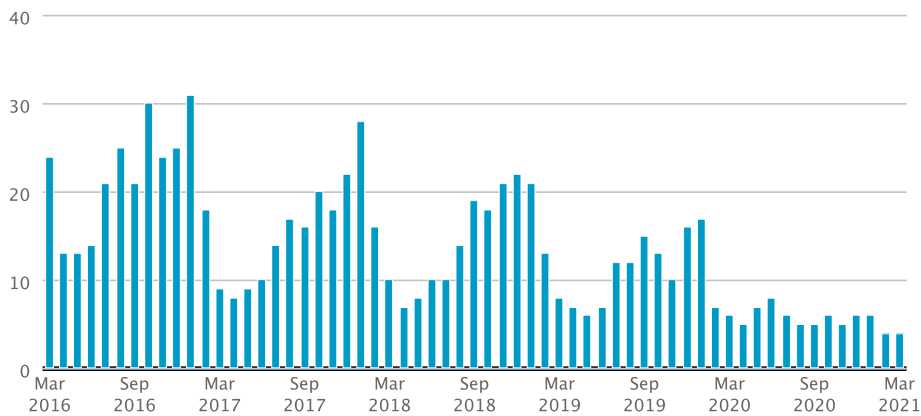
Active Listings



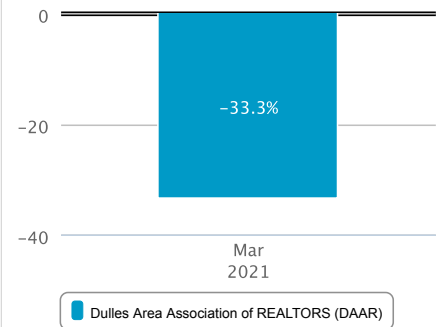
Mar 2021 vs. Mar 2020
YoY % Change



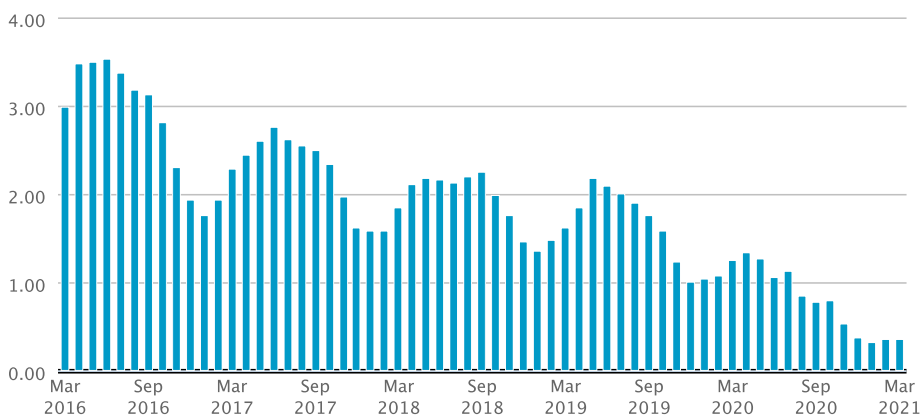
Median Days on Market



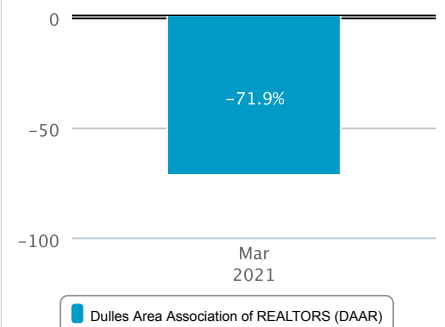
Mar 2021 vs. Mar 2020
YoY % Change



Months of Supply



Mar 2021 vs. Mar 2020
YoY % Change



March 2021

Loudoun County, VA

New Listings 967

▲ 60.4% from Feb 2021: 603
▼ -3.0% from Mar 2020: 997

YTD	2021	2020	+/-
	2,105	2,238	-5.9%

5-year Mar average: 1,014

New Pendings 873

▲ 63.5% from Feb 2021: 534
▲ 25.6% from Mar 2020: 695

YTD	2021	2020	+/-
	1,874	1,622	15.5%

5-year Mar average: 769

Closed Sales 609

▲ 41.0% from Feb 2021: 432
▲ 8.6% from Mar 2020: 561

YTD	2021	2020	+/-
	1,485	1,215	22.2%

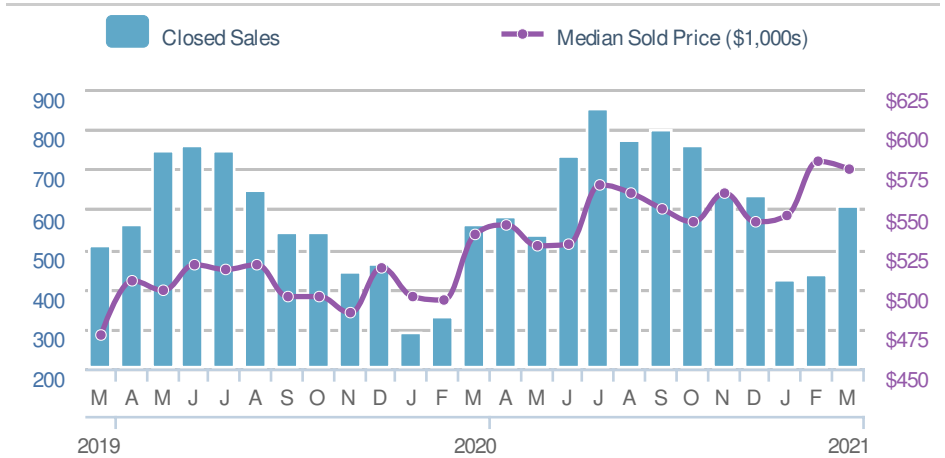
5-year Mar average: 546

Median Sold Price \$575,100

▼ -0.9% from Feb 2021: \$580,050
▲ 7.6% from Mar 2020: \$534,500

YTD	2021	2020	+/-
	\$574,585	\$511,500	12.3%

5-year Mar average: \$498,320



Active Listings 236

236
 Min 236 Max 1,263
 5-year Mar average 823

Feb 2021	Mar 2020
238	734

Avg DOM 11

11
 Min 11 Max 33
 5-year Mar average 25

Feb 2021	Mar 2020	YTD
14	21	13

Avg Sold to OLP Ratio 103.1%

103.1%
 Min 98.2% Max 103.1%
 5-year Mar average 99.8%

Feb 2021	Mar 2020	YTD
102.5%	100.1%	102.2%