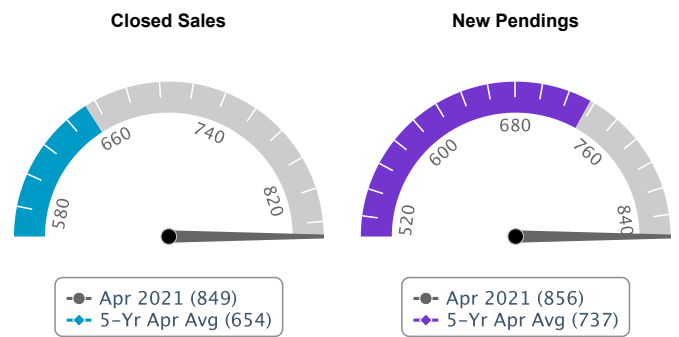


Association Executive Report

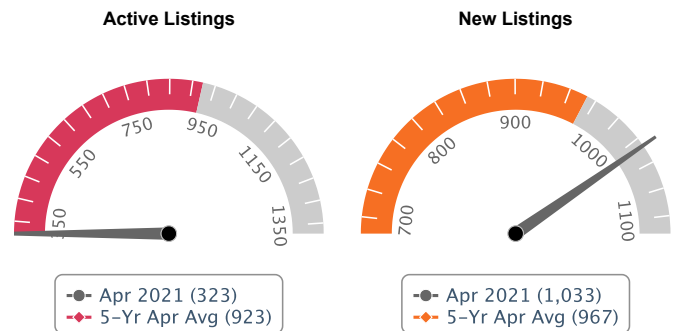
April 2021

Dulles Area Association of REALTORS

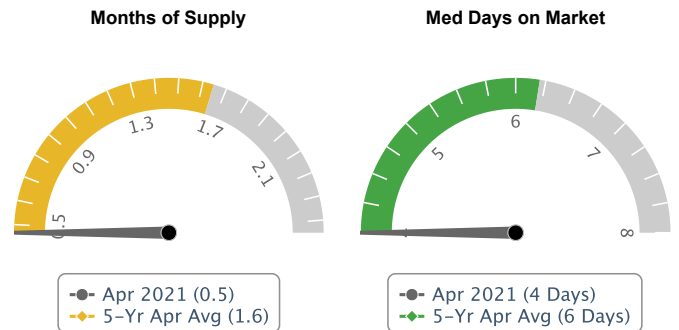
Statistic	Apr	YoY	MoM
Total Sold Dollar Volume	537,836,016	+ 60.1%	+ 41%
Closed Sales	849	+ 47.1%	+39.4%
Median Sold Price	\$606,000	+ 12.1%	+ 5.4%
Average Sold Price	\$657,450	+ 12.7%	+ 2%
Median Days on Market	4 days	- 20%	0%
Average Days on Market	10 days	-28.6%	- 9.1%
Median Price per Sq Foot	\$230	+ 12.2%	- 1.3%
Average Price per Sq Foot	\$239	+ 14.9%	+ 1.7%



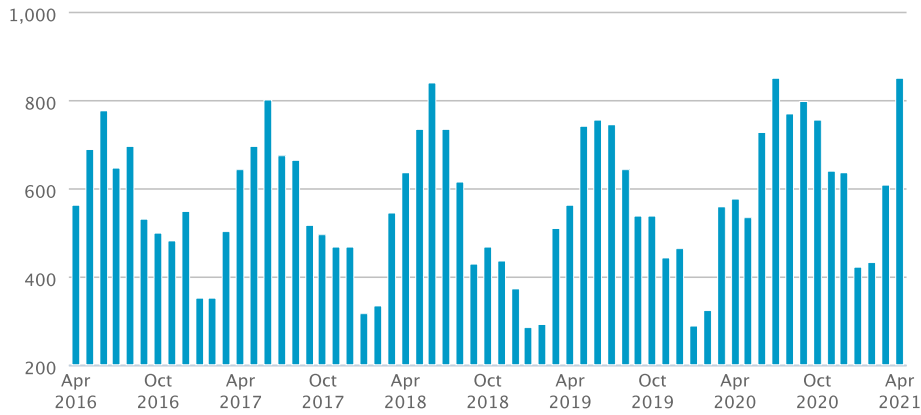
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for April was \$606,000, representing an increase of 5.4% compared to last month and an increase of 12.1% from Apr 2020. The average days on market for units sold in April was 10 days, 44% below the 5-year April average of 18 days. There was a 1.9% month over month decrease in new contract activity with 856 New Pendings; a 1% MoM decrease in All Pendings (new contracts + contracts carried over from March) to 937; and a 36.9% increase in supply to 323 active units.



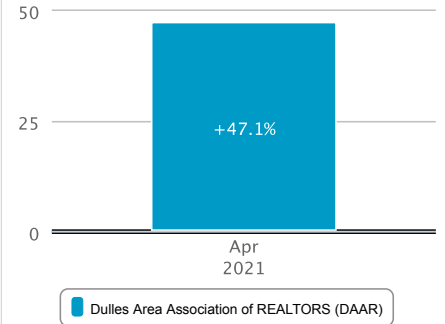
This activity resulted in a Contract Ratio of 2.90 pendencies per active listing, down from 4.01 in March and an increase from 0.89 in April 2020. The Contract Ratio is 123% higher than the 5-year April average of 1.30. A higher Contract Ratio signifies a relative increase in contract activity compared 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.



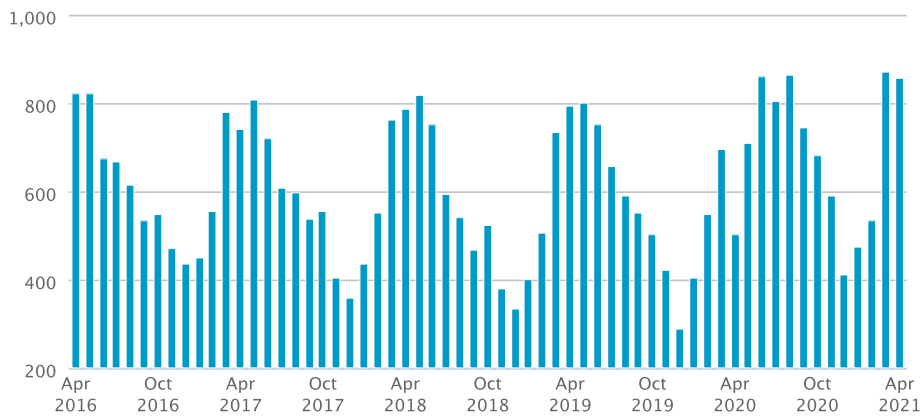
Closed Sales



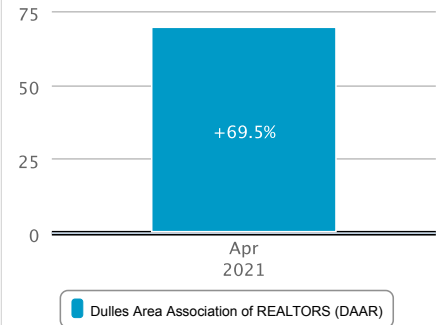
Apr 2021 vs. Apr 2020
YoY % Change



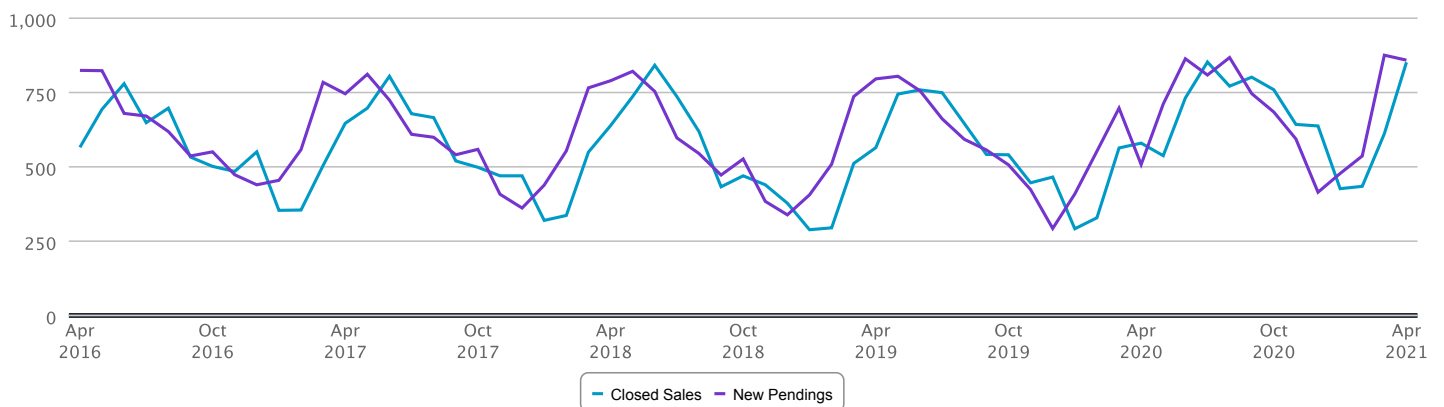
New Pendings



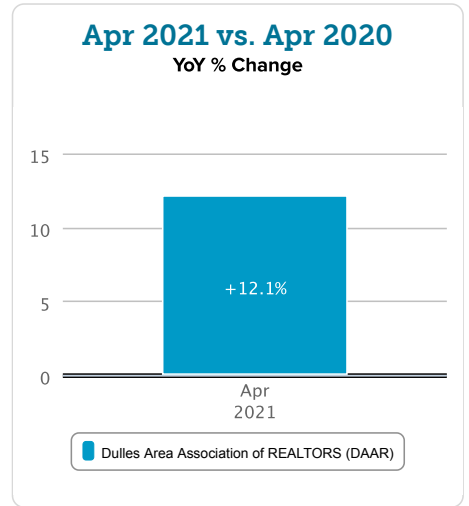
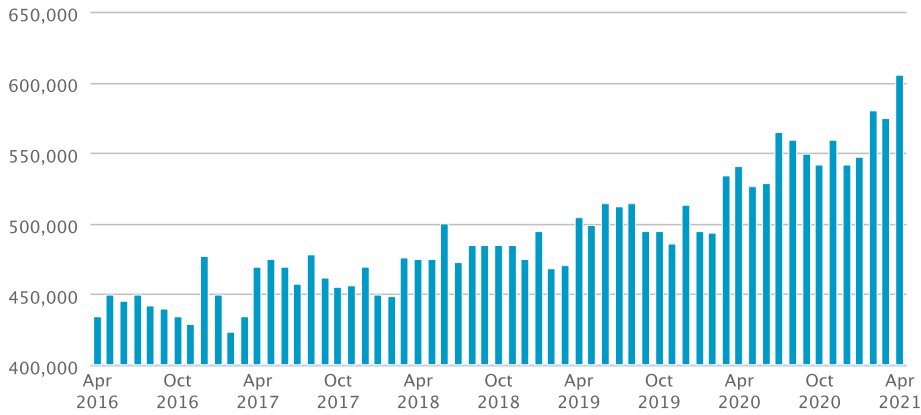
Apr 2021 vs. Apr 2020
YoY % Change



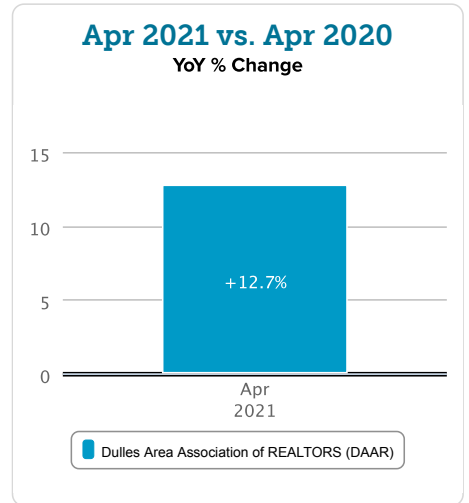
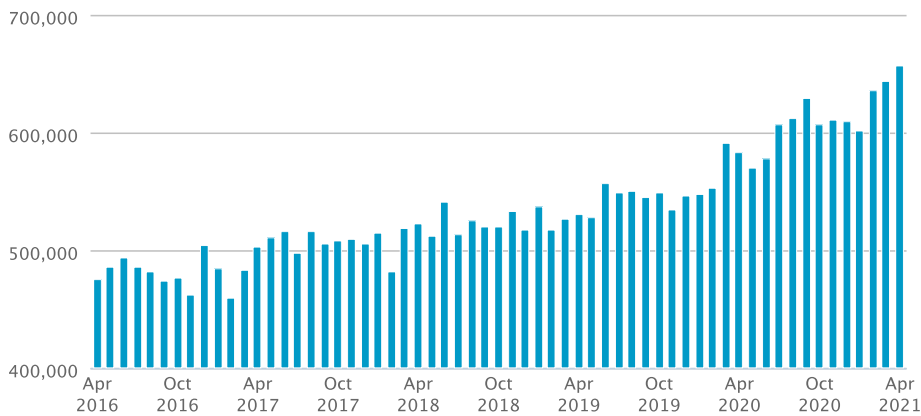
Closed Sales vs. New Pendings



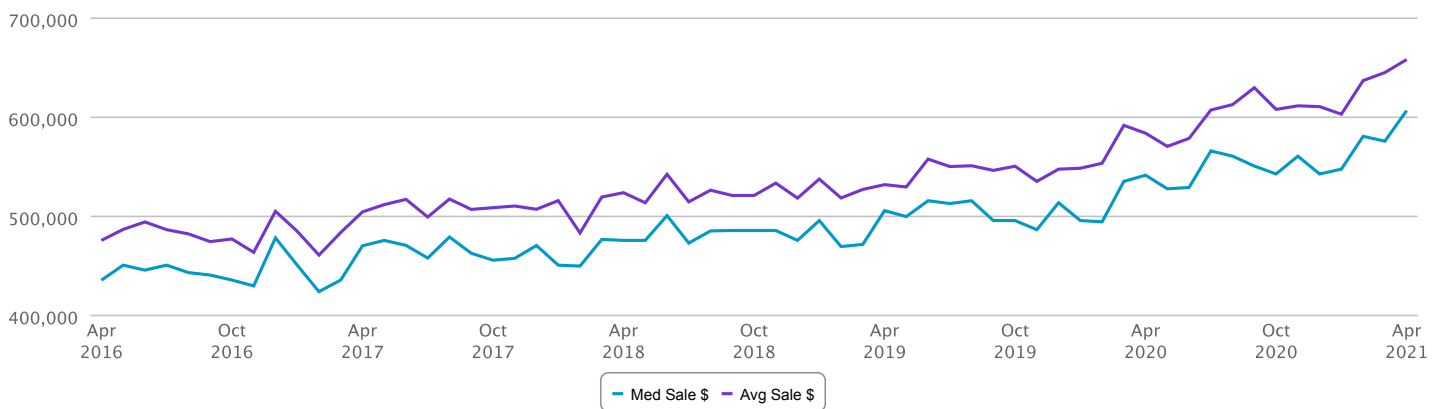
Median Sale Price



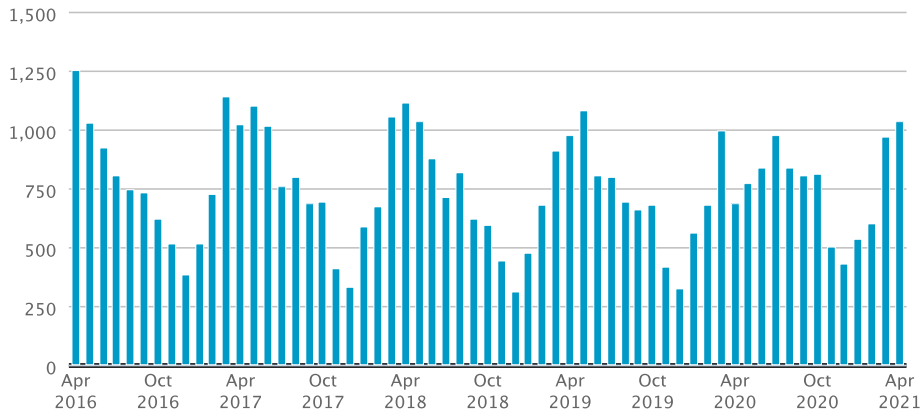
Average Sale Price



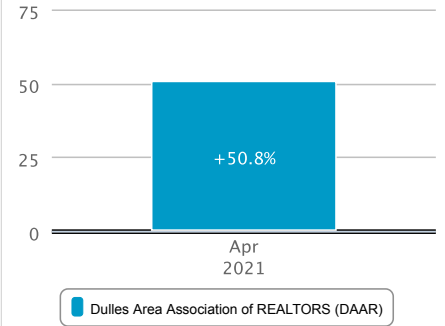
Median vs. Average Sale Price



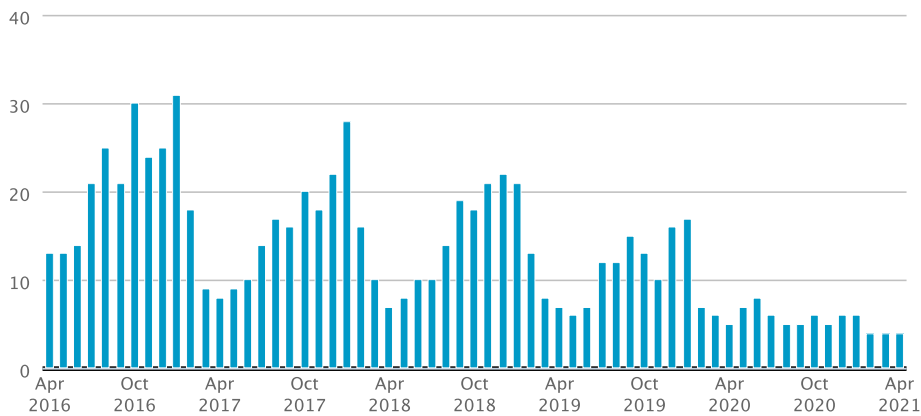
Active Listings



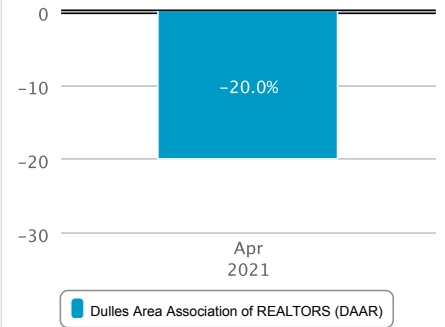
Apr 2021 vs. Apr 2020
YoY % Change



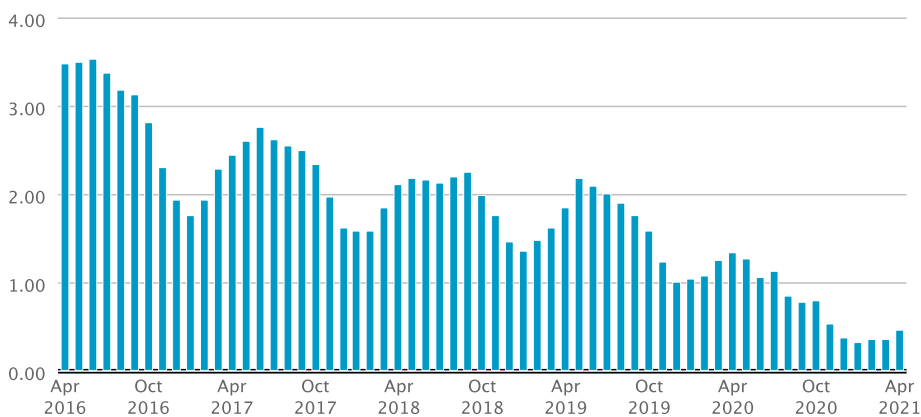
Median Days on Market



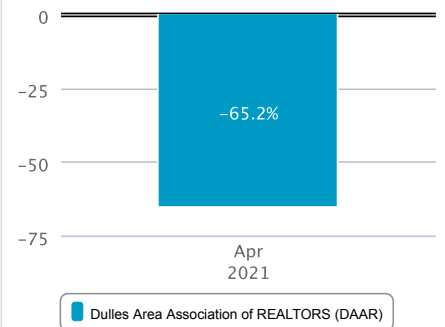
Apr 2021 vs. Apr 2020
YoY % Change



Months of Supply



Apr 2021 vs. Apr 2020
YoY % Change



April 2021

Loudoun County, VA

New Listings **1,033**

▲ **6.8%** ▲ **50.8%**
 from Mar 2021: **967** from Apr 2020: **685**

YTD	2021	2020	+/-
	3,139	2,922	7.4%

5-year Apr average: **967**

New Pendings **856**

▼ **-1.9%** ▲ **69.5%**
 from Mar 2021: **873** from Apr 2020: **505**

YTD	2021	2020	+/-
	2,736	2,101	30.2%

5-year Apr average: **737**

Closed Sales **849**

▲ **39.4%** ▲ **47.1%**
 from Mar 2021: **609** from Apr 2020: **577**

YTD	2021	2020	+/-
	2,364	1,809	30.7%

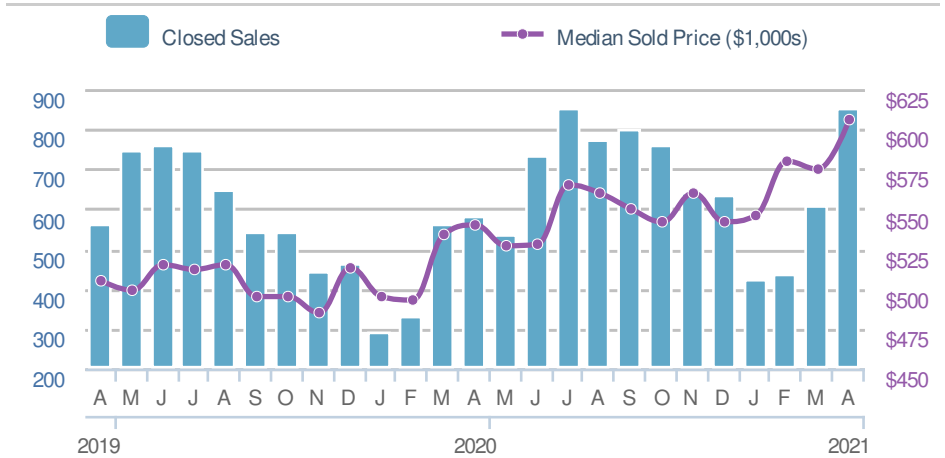
5-year Apr average: **654**

Median Sold Price **\$606,000**

▲ **5.4%** ▲ **12.1%**
 from Mar 2021: **\$575,100** from Apr 2020: **\$540,705**

YTD	2021	2020	+/-
	\$586,425	\$525,000	11.7%

5-year Apr average: **\$519,241**



Active Listings **323**

323
 Min 323 Max 1,373
 5-year Apr average: **923**

Mar 2021	Apr 2020
236	783

Avg DOM **10**

10
 Min 10 Max 25
 5-year Apr average: **18**

Mar 2021	Apr 2020	YTD
11	14	12

Avg Sold to OLP Ratio **103.8%**

103.8%
 Min 98.8% Max 103.8%
 5-year Apr average: **100.2%**

Mar 2021	Apr 2020	YTD
103.1%	100.1%	102.8%