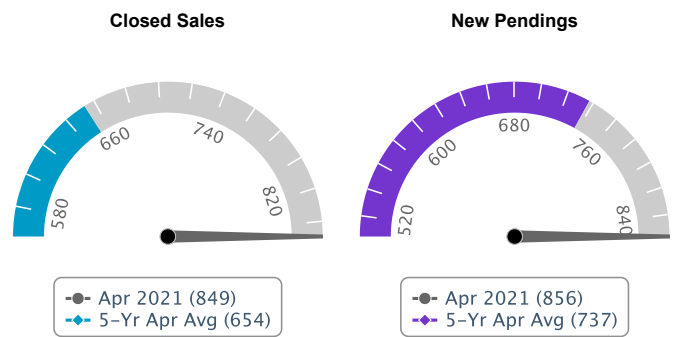


Association Executive Report

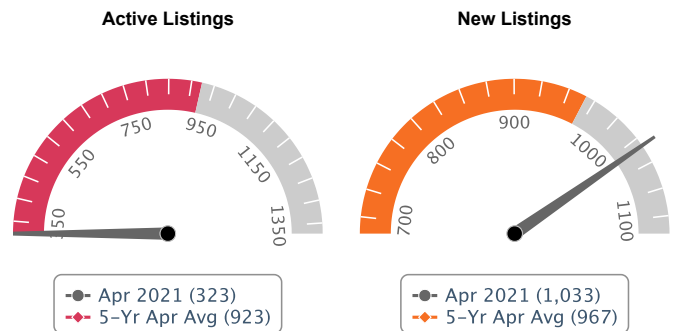
# April 2021

## Dulles Area Association of REALTORS

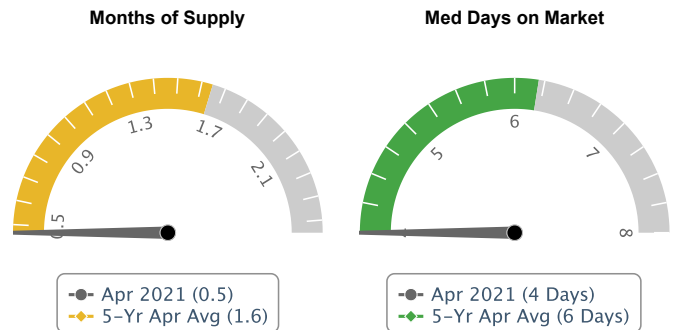
Statistic	Apr	YoY	MoM
<b>Total Sold Dollar Volume</b>	537,836,016	+ 60.1%	+ 41%
<b>Closed Sales</b>	849	+ 47.1%	+39.4%
<b>Median Sold Price</b>	\$606,000	+ 12.1%	+ 5.4%
<b>Average Sold Price</b>	\$657,450	+ 12.7%	+ 2%
<b>Median Days on Market</b>	4 days	- 20%	0%
<b>Average Days on Market</b>	10 days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



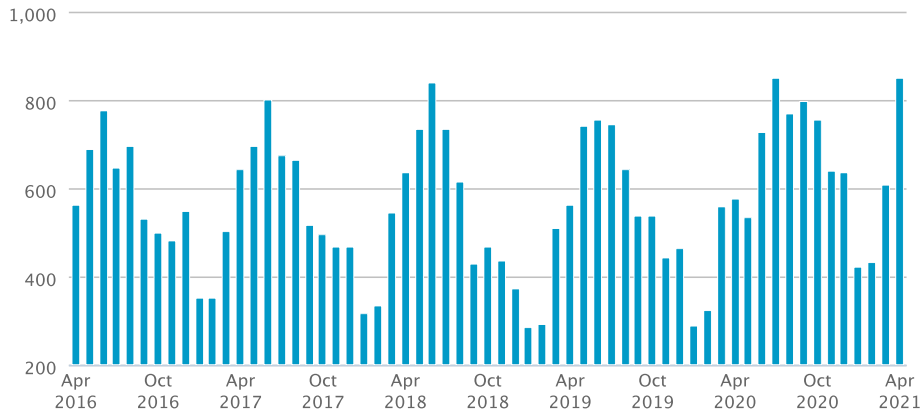
In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for April was \$606,000, representing an increase of 5.4% compared to last month and an increase of 12.1% from Apr 2020. The average days on market for units sold in April was 10 days, 44% below the 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.



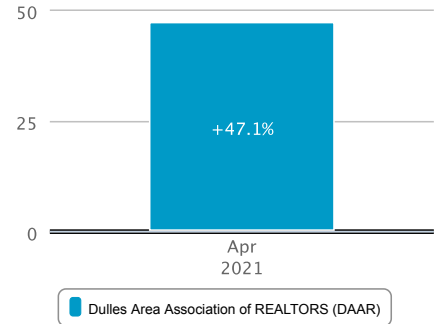
This activity resulted in a Contract Ratio of 2.90 pendings per active listing, down from 4.01 in March and an increase from 0.89 in April 2020. The Contract Ratio is 123% higher than the 5-year April average of 1.30. A higher Contract Ratio signifies a relative increase in contract activity compared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



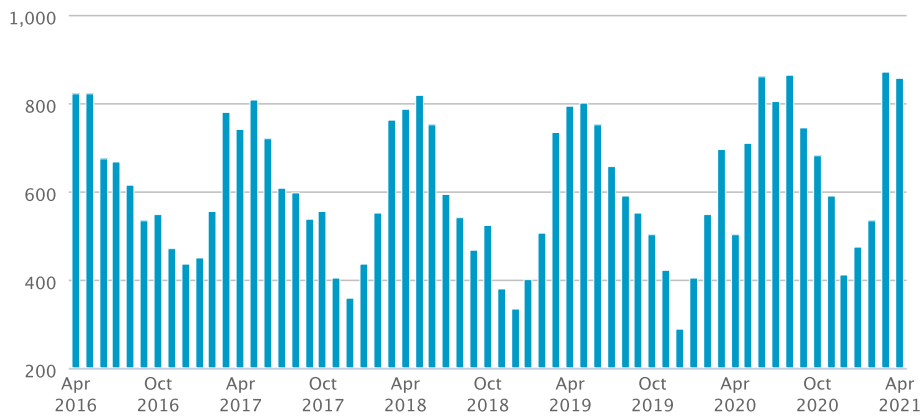
## Closed Sales



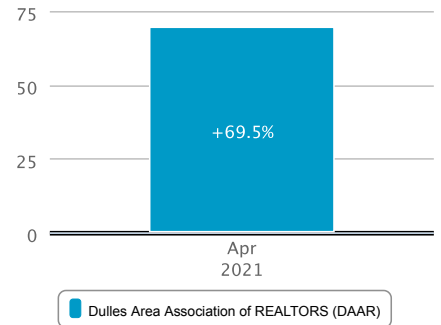
**Apr 2021 vs. Apr 2020**  
YoY % Change



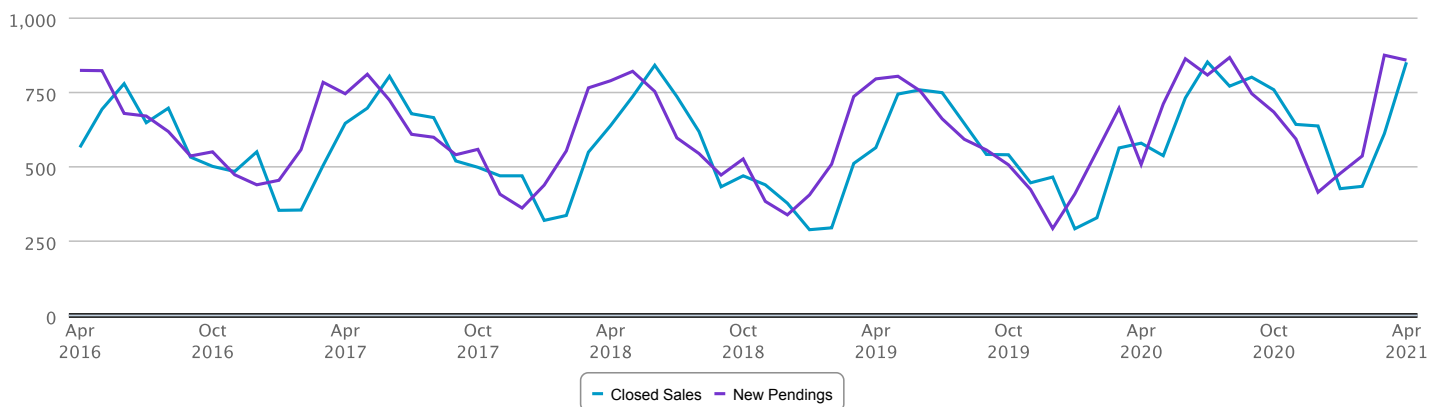
## New Pendings



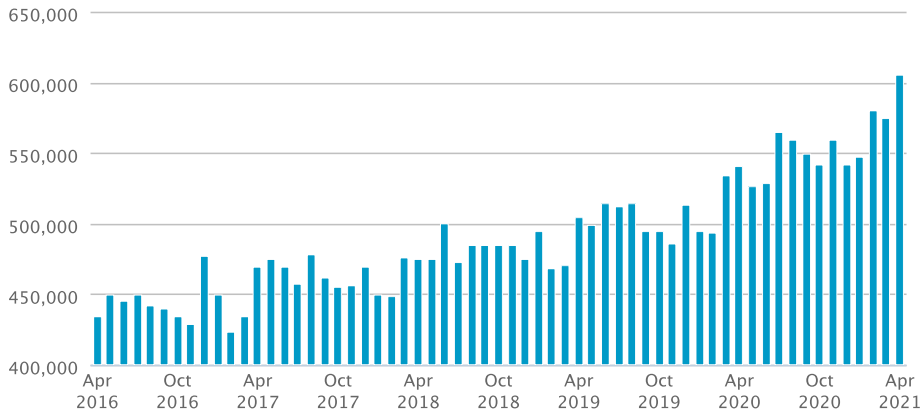
**Apr 2021 vs. Apr 2020**  
YoY % Change



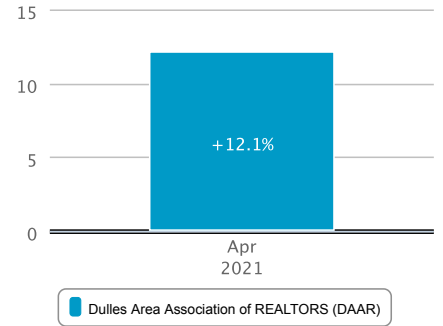
## Closed Sales vs. New Pendings



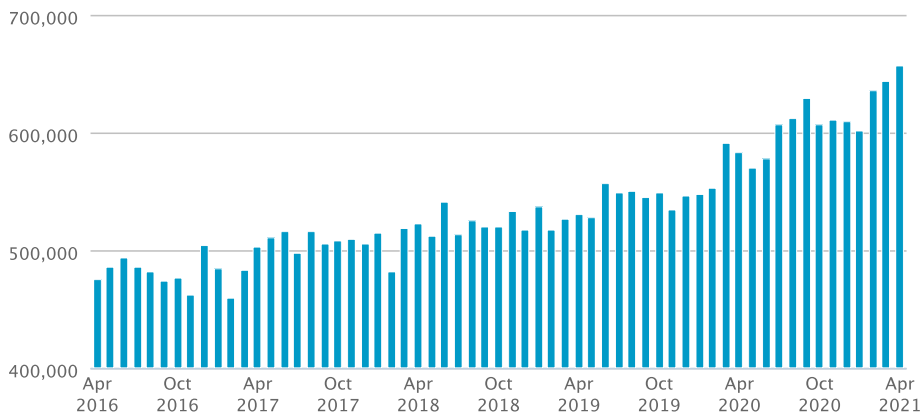
## Median Sale Price



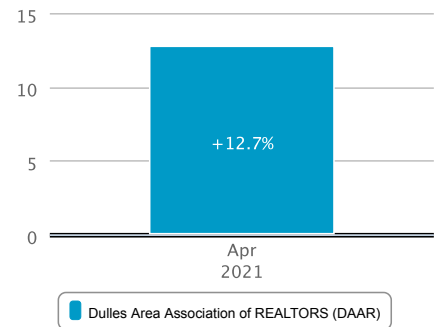
Apr 2021 vs. Apr 2020  
YoY % Change



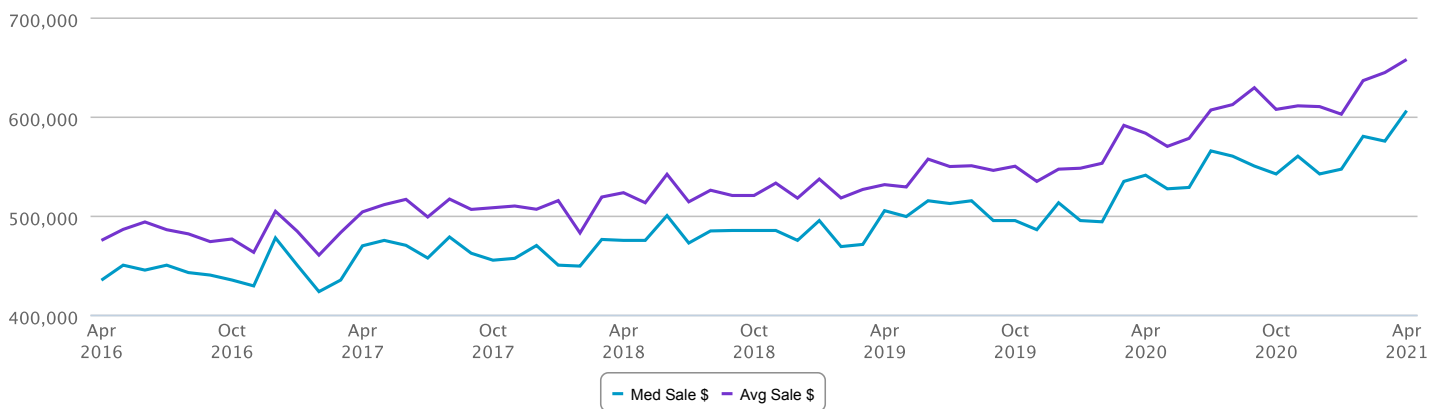
## Average Sale Price



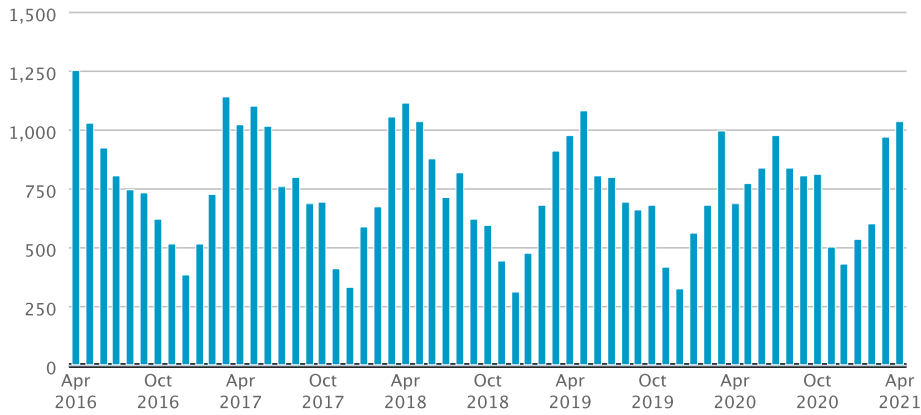
Apr 2021 vs. Apr 2020  
YoY % Change



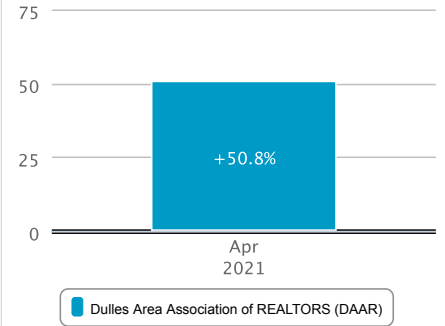
## Median vs. Average Sale Price



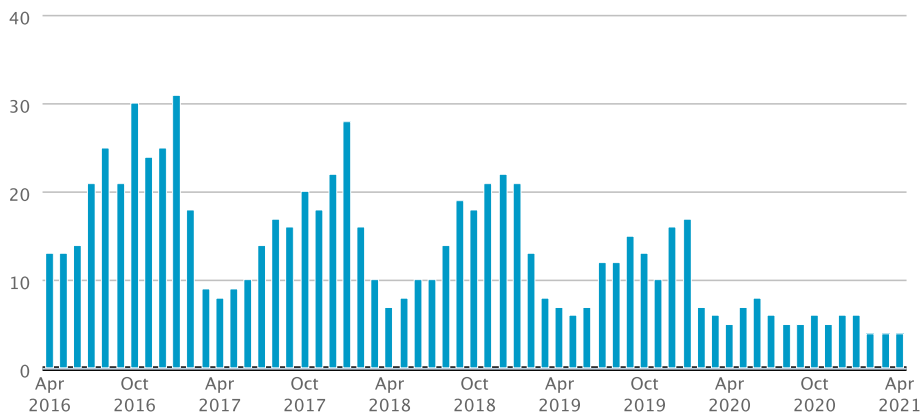
## Active Listings



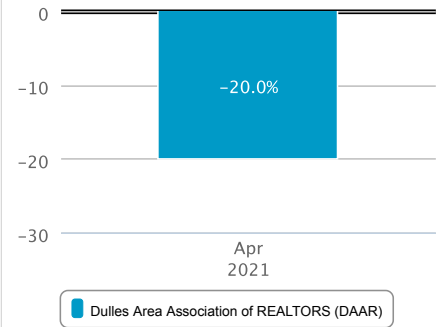
Apr 2021 vs. Apr 2020  
YoY % Change



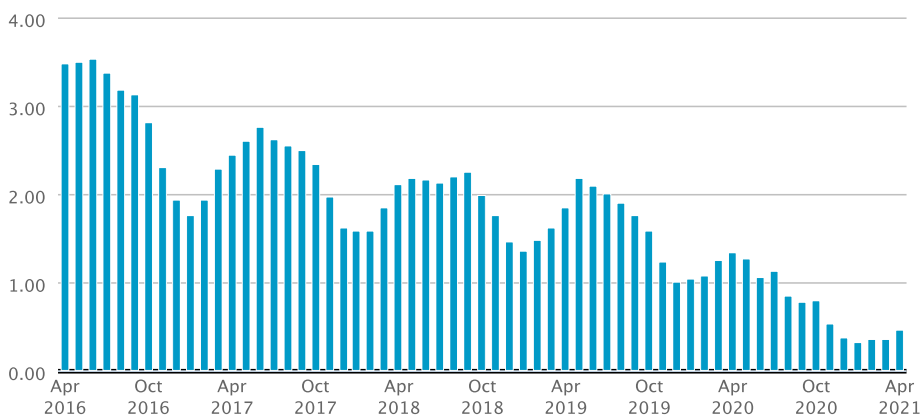
## Median Days on Market



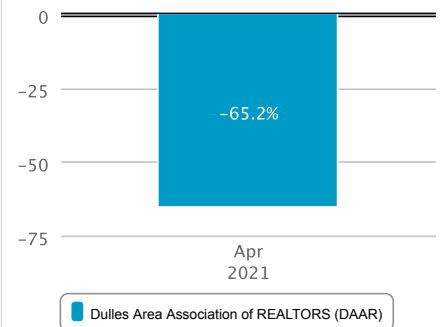
Apr 2021 vs. Apr 2020  
YoY % Change



## 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	+/-
	<b>3,139</b>	<b>2,922</b>	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	+/-
	<b>2,736</b>	<b>2,101</b>	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	+/-
	<b>2,364</b>	<b>1,809</b>	30.7%

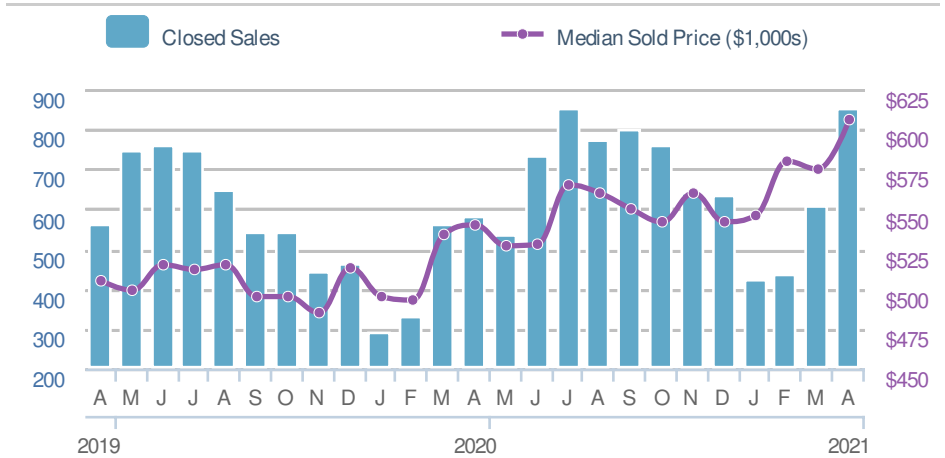
5-year Apr average: **654**

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

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

YTD	2021	2020	+/-
	<b>\$586,425</b>	<b>\$525,000</b>	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
<b>236</b>	<b>783</b>

**Avg DOM** **10**

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

Mar 2021	Apr 2020	YTD
<b>11</b>	<b>14</b>	<b>12</b>

**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
<b>103.1%</b>	<b>100.1%</b>	<b>102.8%</b>