

Association Executive Report

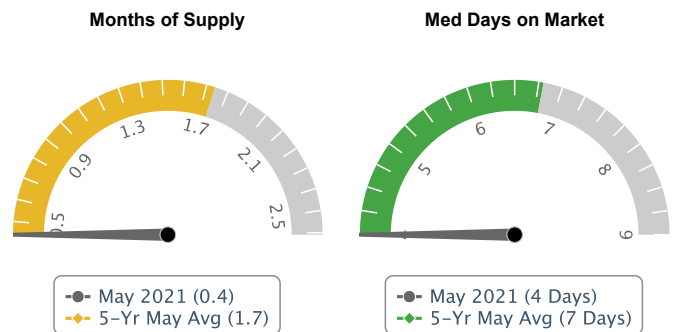
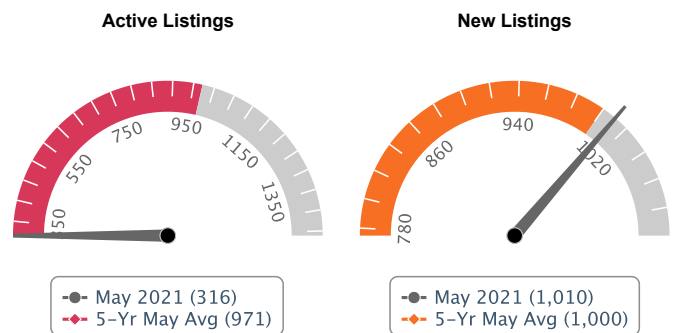
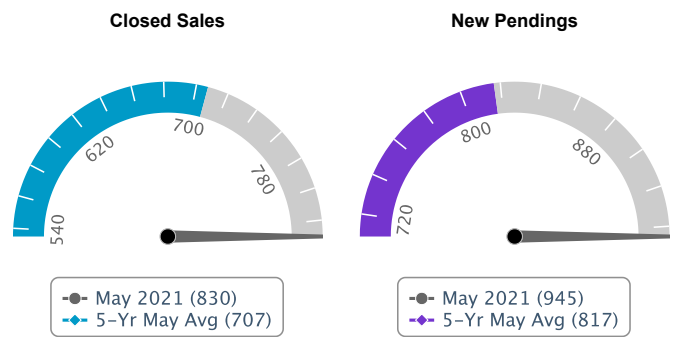
May 2021

Dulles Area Association of REALTORS

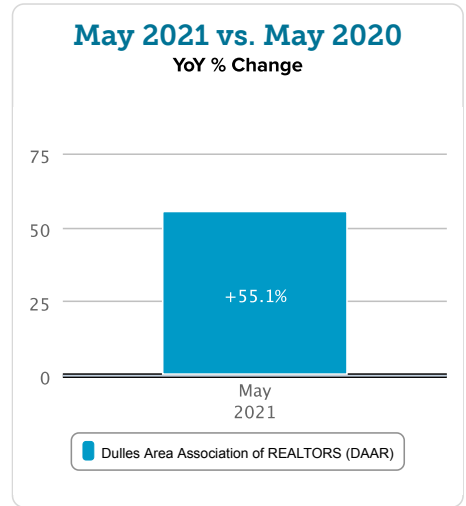
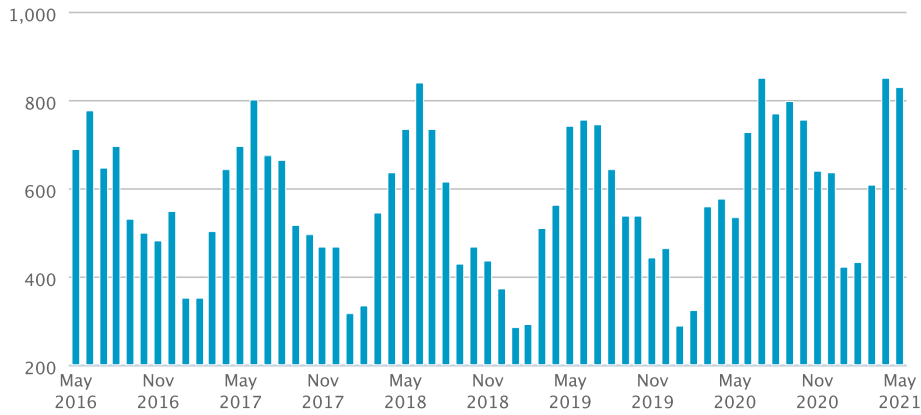
Statistic	May	YoY	MoM
Total Sold Dollar Volume	550,885,820	+ 80.3%	+ 2.4%
Closed Sales	830	+ 55.1%	- 2.2%
Median Sold Price	\$630,000	+ 19.5%	+ 4%
Average Sold Price	\$691,731	+ 21.4%	+ 5.2%
Median Days on Market	4 days	- 42.9%	0%
Average Days on Market	7 days	- 56.3%	- 30%
Median Price per Sq Foot	\$237	+ 16.2%	+ 3%
Average Price per Sq Foot	\$243	+ 16.8%	+ 1.7%

In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for May was \$630,000, representing an increase of 4% compared to last month and an increase of 19.5% from May 2020. The average days on market for units sold in May was 7 days, 62% below the 5-year May average of 18 days. There was a 10.4% month over month increase in new contract activity with 945 New Pending; a 10.6% MoM increase in All Pending (new contracts + contracts carried over from April) to 1,036; and a 2.2% decrease in supply to 316 active units.

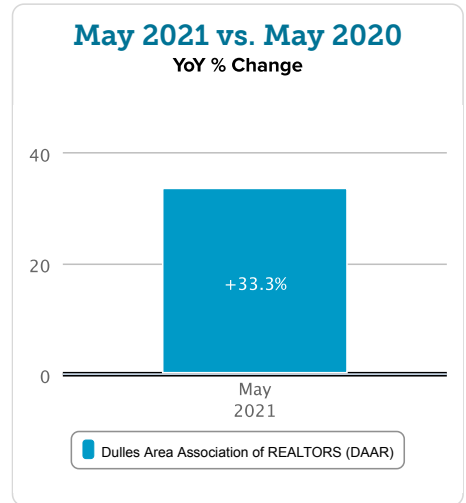
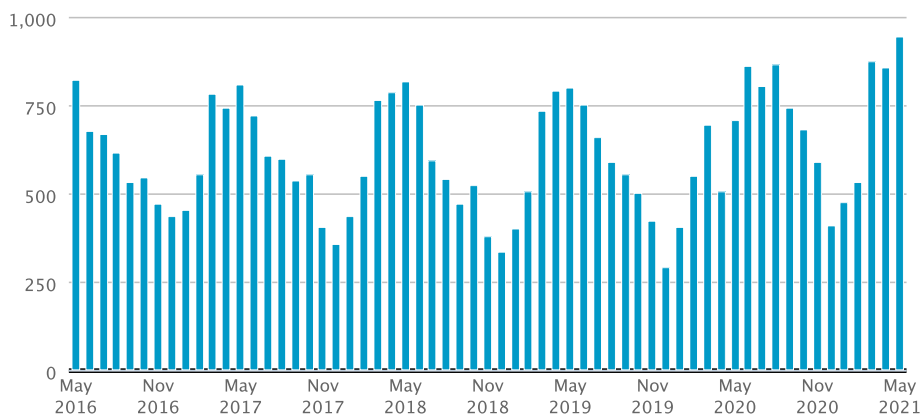
This activity resulted in a Contract Ratio of 3.28 pendings per active listing, up from 2.90 in April and an increase from 1.18 in May 2020. The Contract Ratio is 135% higher than the 5-year May average of 1.40. A higher Contract Ratio signifies a relative increase in contract activity compared to supply, 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.



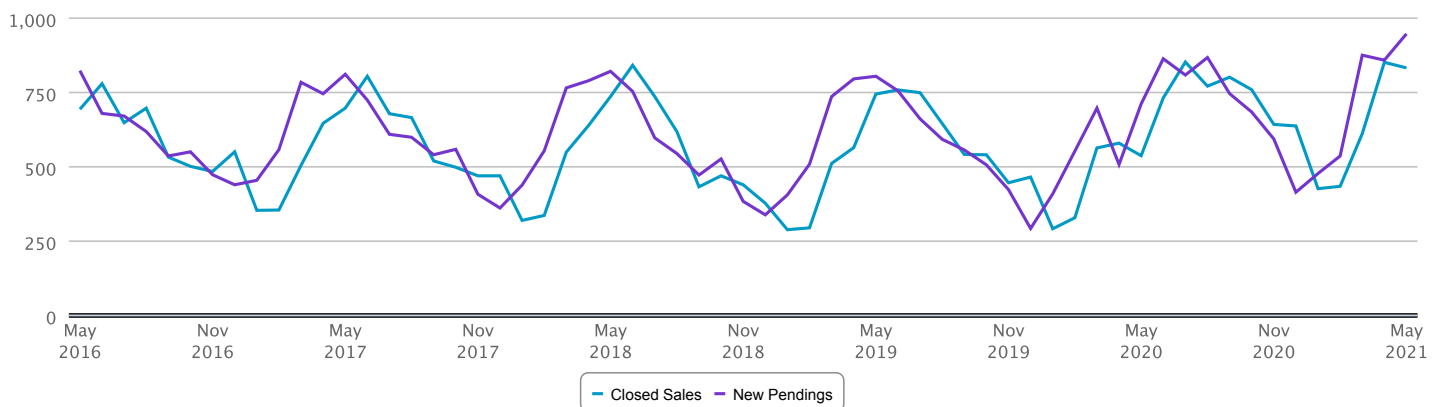
Closed Sales



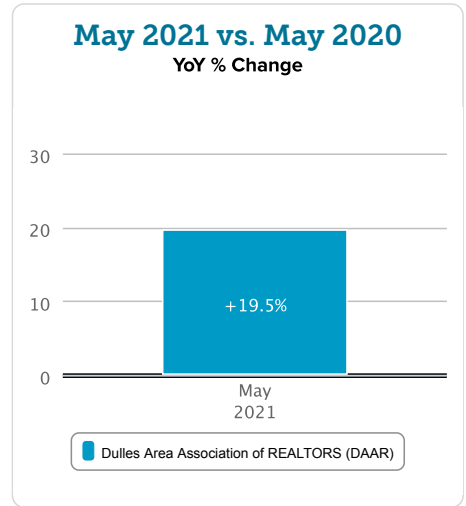
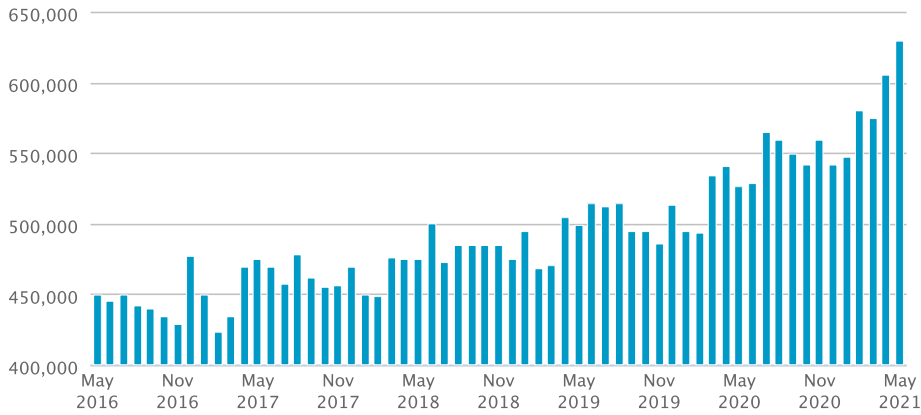
New Pendings



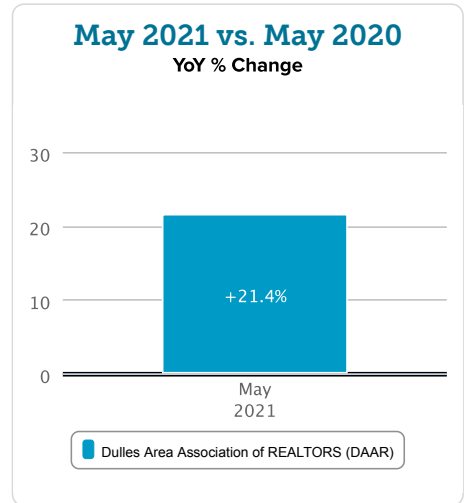
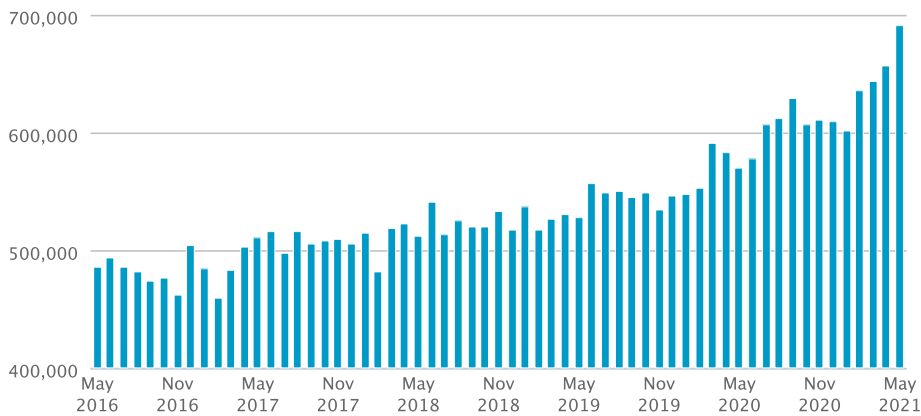
Closed Sales vs. New Pendings



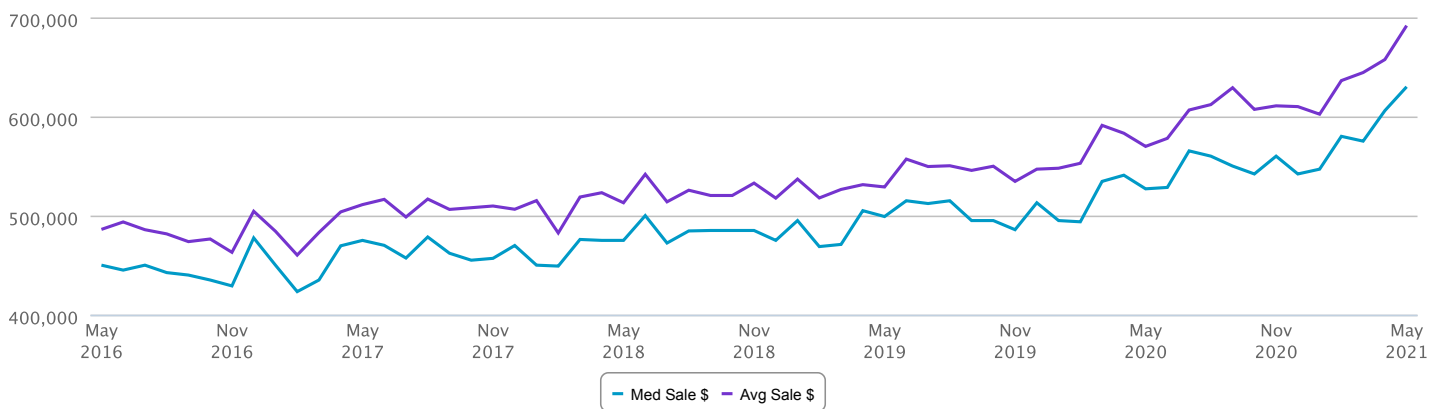
Median Sale Price



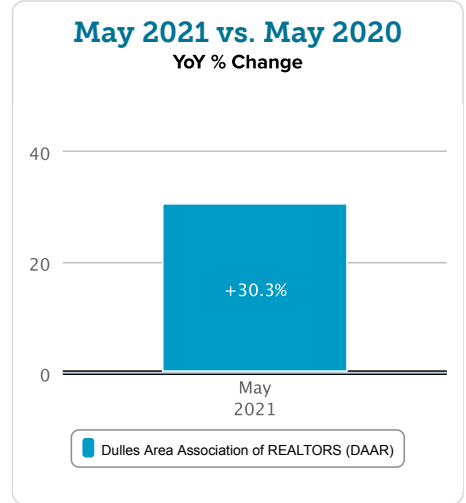
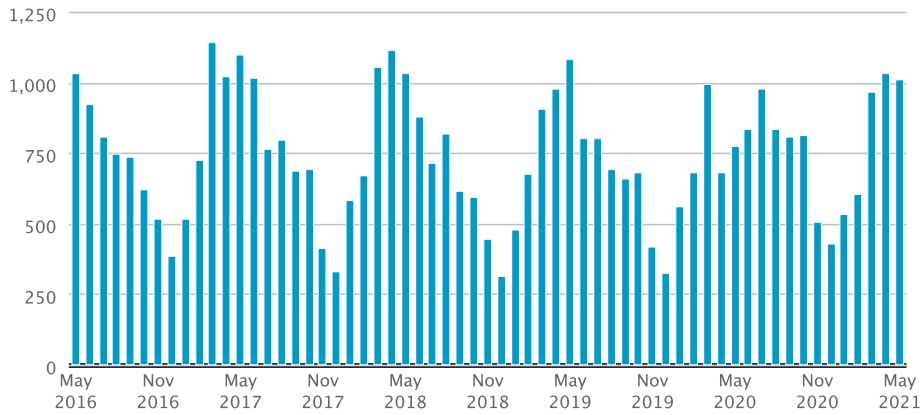
Average Sale Price



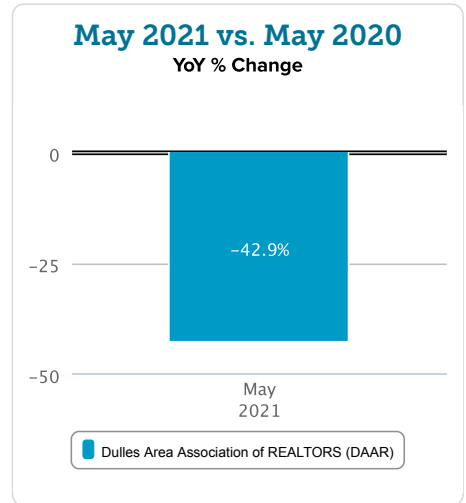
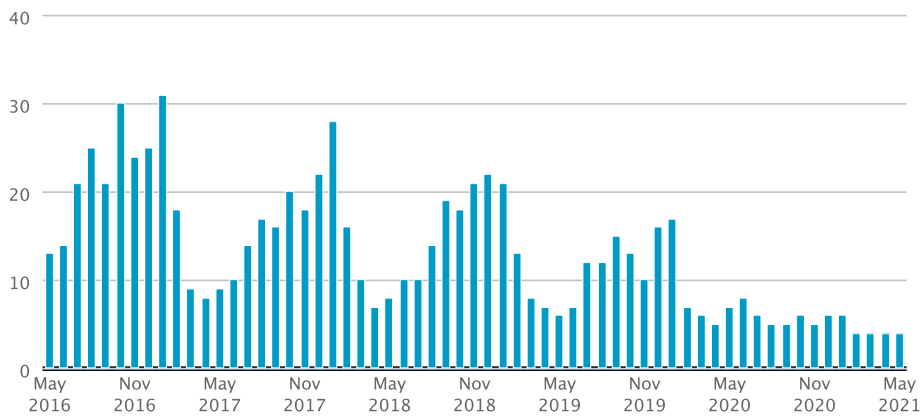
Median vs. Average Sale Price



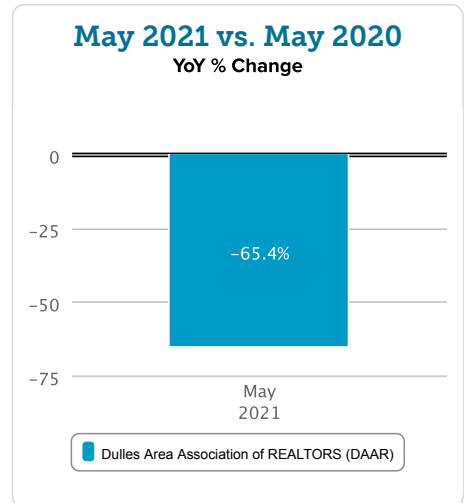
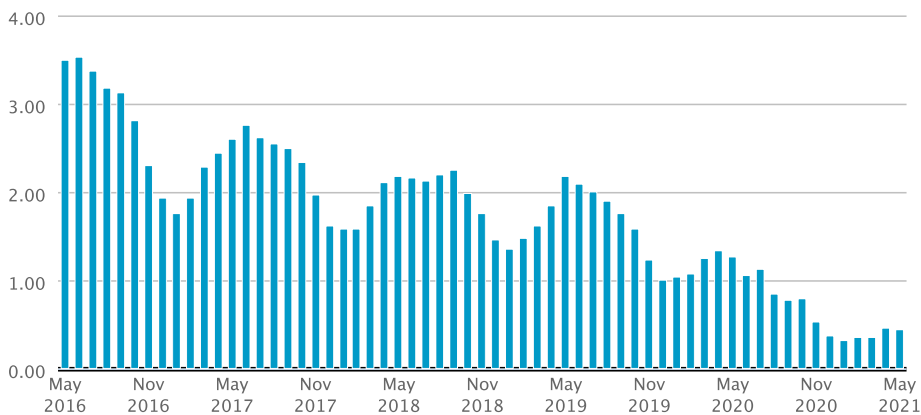
Active Listings



Median Days on Market



Months of Supply



May 2021

Loudoun County, VA

New Listings 1,010

↓ -2.2% ↑ 30.3%
 from Apr 2021: 1,033 from May 2020: 775

YTD	2021	2020	+/-
	4,148	3,697	12.2%

5-year May average: 1,000

New Pendings 945

↑ 10.4% ↑ 33.3%
 from Apr 2021: 856 from May 2020: 709

YTD	2021	2020	+/-
	3,683	2,801	31.5%

5-year May average: 817

Closed Sales 830

↓ -2.2% ↑ 55.1%
 from Apr 2021: 849 from May 2020: 535

YTD	2021	2020	+/-
	3,230	2,377	35.9%

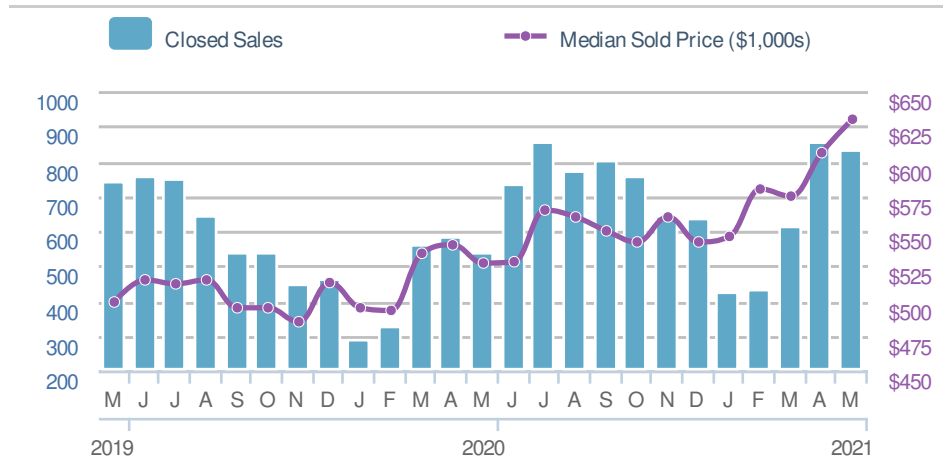
5-year May average: 707

Median Sold Price \$630,000

↑ 4.0% ↑ 19.5%
 from Apr 2021: \$606,000 from May 2020: \$527,000

YTD	2021	2020	+/-
	\$600,000	\$525,000	14.3%

5-year May average: \$521,200



Active Listings 316

316
 Min 316 5-year May average 971 Max 1,461

Apr 2021	May 2020
323	719

Avg DOM 7

7
 Min 7 5-year May average 18 Max 27

Apr 2021	May 2020	YTD
10	16	11

Avg Sold to OLP Ratio 104.2%

104.2%
 Min 98.4% 5-year May average 100.1% Max 104.2%

Apr 2021	May 2020	YTD
103.8%	99.7%	103.1%