

Association Executive Report

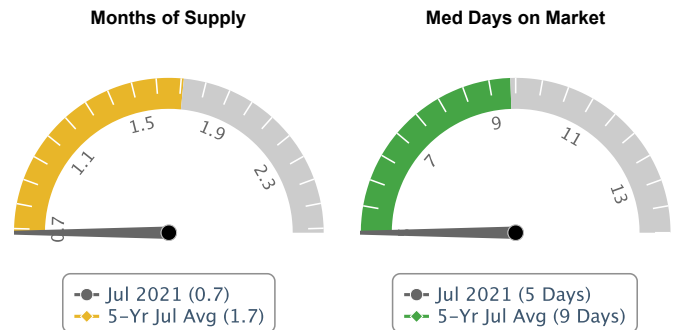
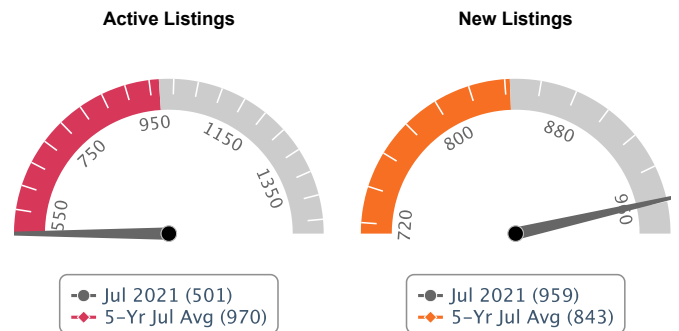
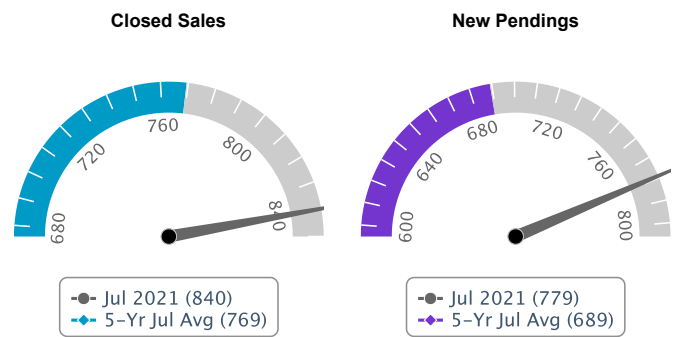
July 2021

Dulles Area Association of REALTORS

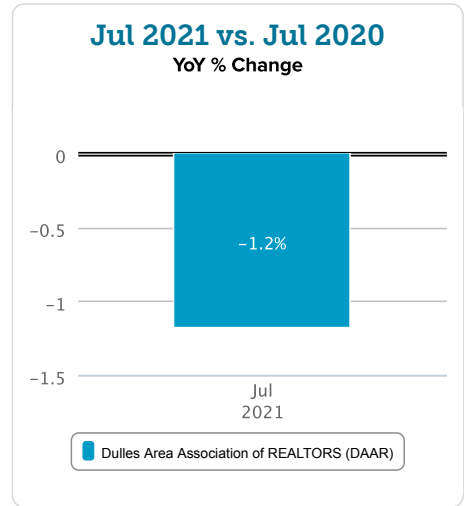
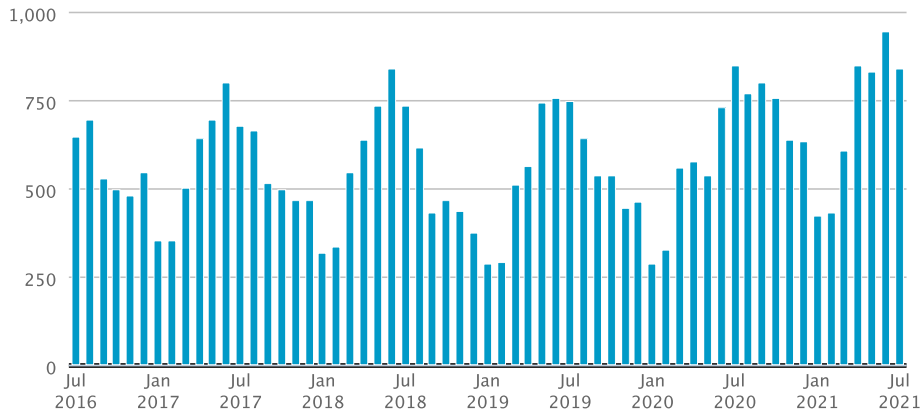
Statistic	Jul	YoY	MoM
Total Sold Dollar Volume	550,296,605	+ 7%	-15.3%
Closed Sales	840	- 1.2%	- 11%
Median Sold Price	\$625,000	+10.6%	- 4.9%
Average Sold Price	\$671,145	+10.7%	- 5.7%
Median Days on Market	5 days	- 16.7%	0%
Average Days on Market	8 days	- 60%	0%
Median Price per Sq Foot	\$238	+16.7%	+ 1.7%
Average Price per Sq Foot	\$244	+17.9%	+ 2.1%

In the Dulles Area Association of REALTORS (DAAR) area, the median sold price for residential properties for July was \$625,000, representing a decrease of 4.9% compared to last month and an increase of 10.6% from Jul 2020. The average days on market for units sold in July was 8 days, 62% below the 5-year July average of 21 days. There was a 10.8% month over month decrease in new contract activity with 779 New Pending; a 9.4% MoM decrease in All Pending (new contracts + contracts carried over from June) to 853; and a 23.1% increase in supply to 501 active units.

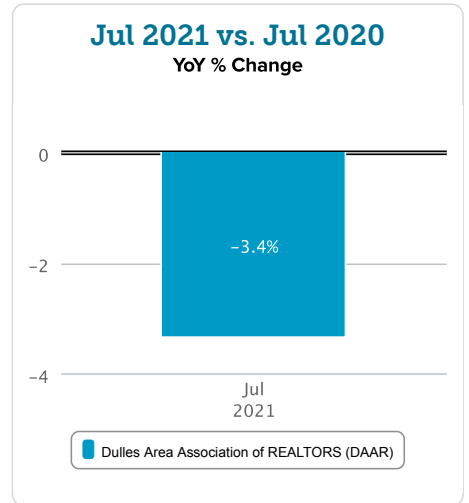
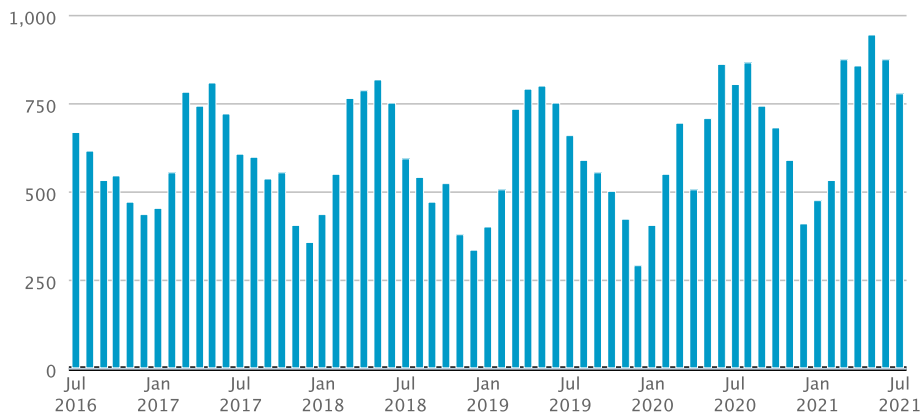
This activity resulted in a Contract Ratio of 1.70 pendings per active listing, down from 2.31 in June and an increase from 1.46 in July 2020. The Contract Ratio is 66% higher than the 5-year July average of 1.02. A higher Contract Ratio signifies a relative increase in contract activity compared to 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.



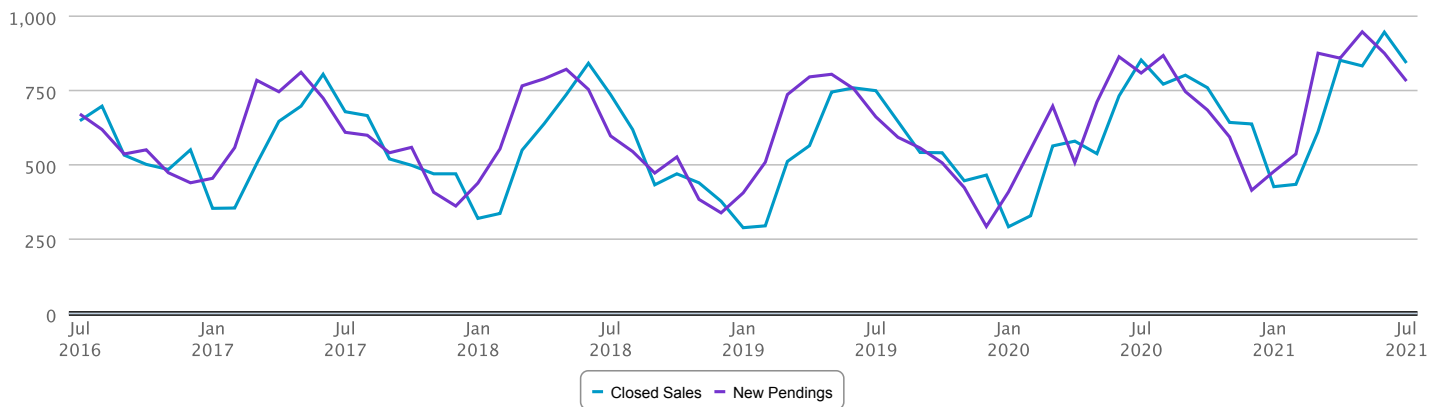
Closed Sales



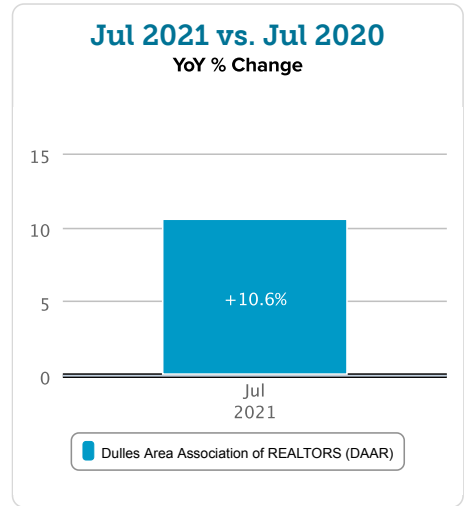
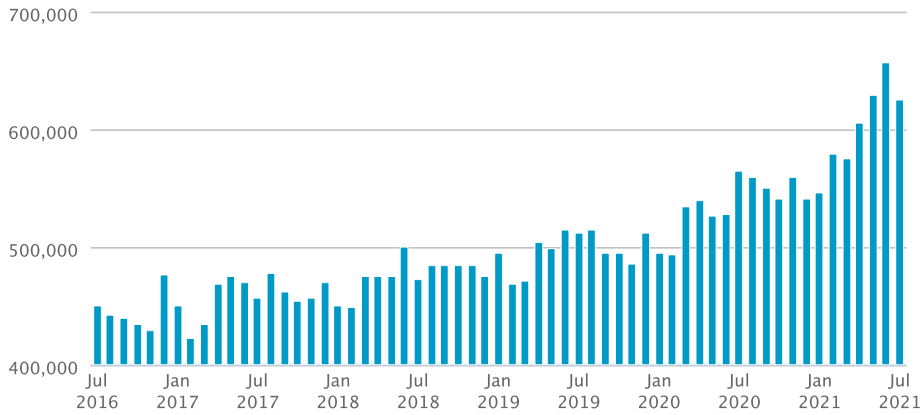
New Pendings



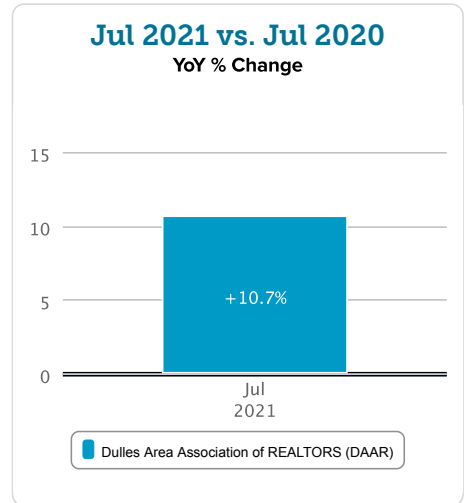
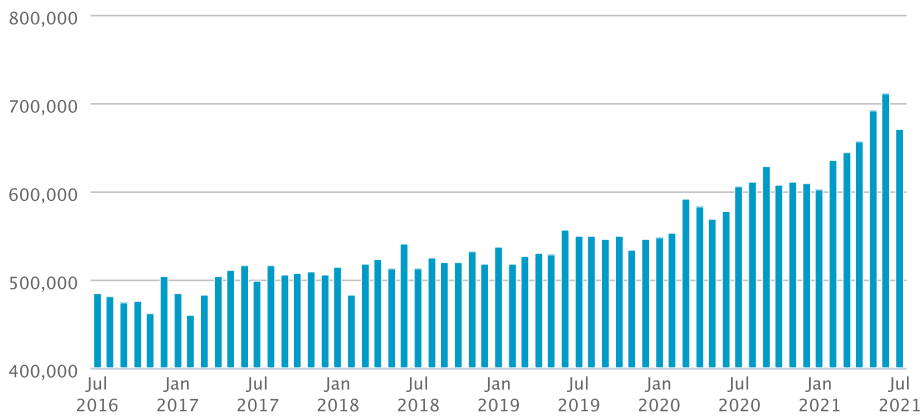
Closed Sales vs. New Pendings



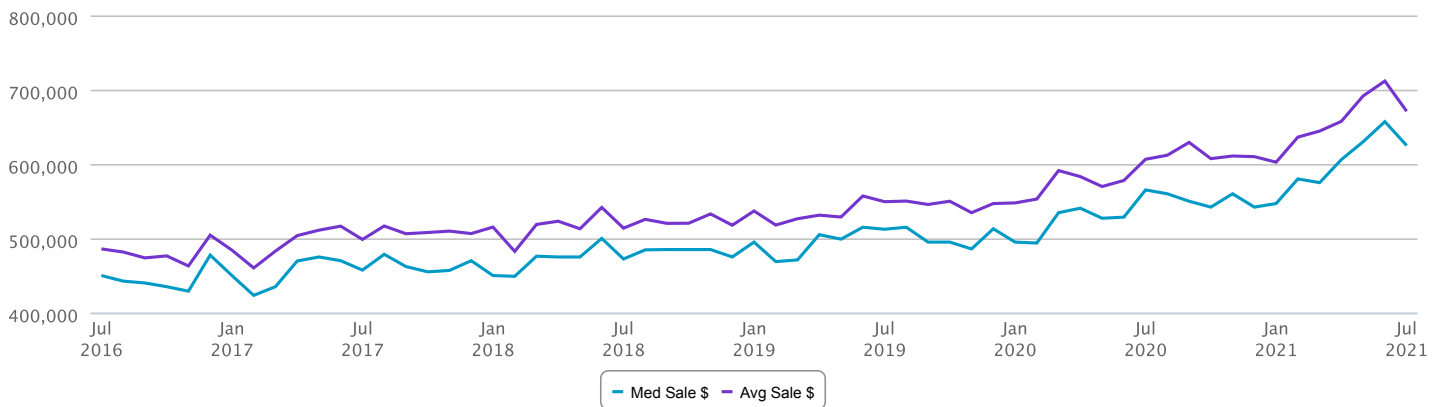
Median Sale Price



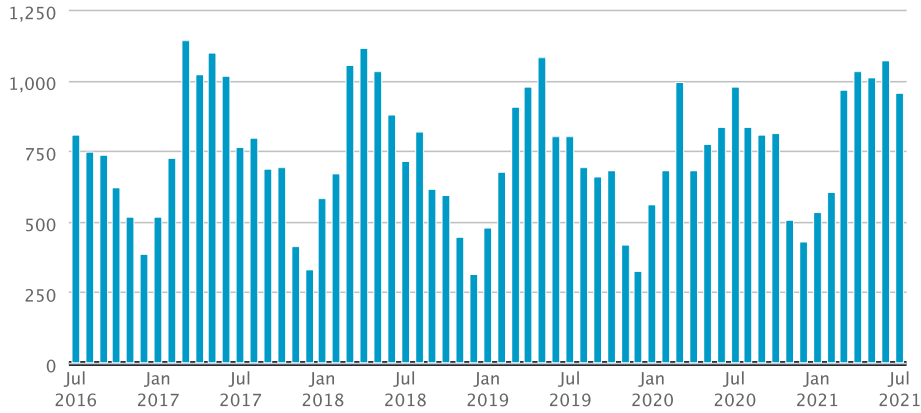
Average Sale Price



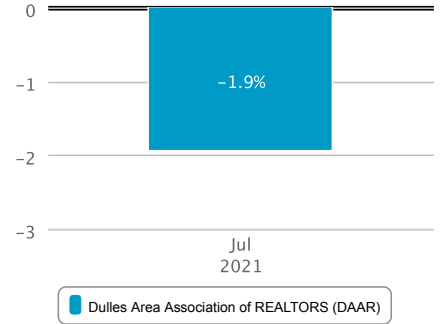
Median vs. Average Sale Price



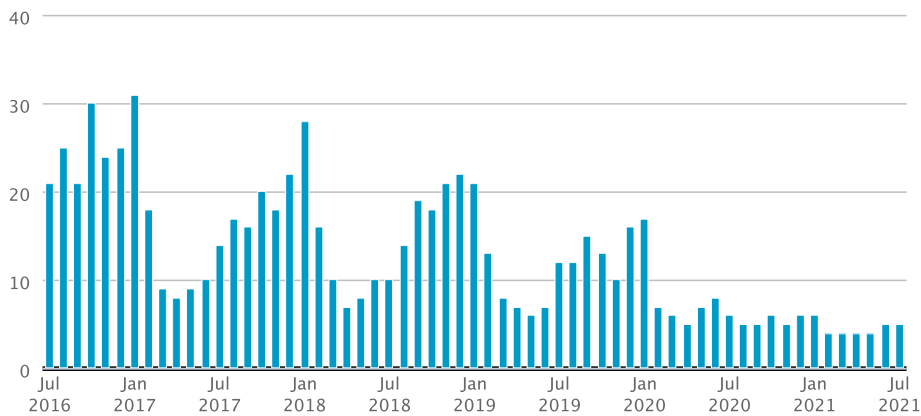
Active Listings



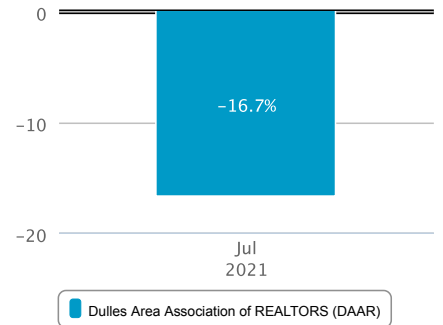
Jul 2021 vs. Jul 2020
YoY % Change



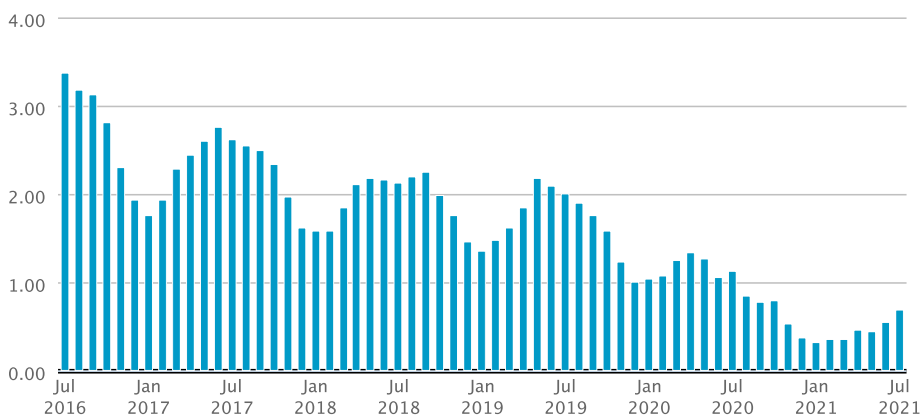
Median Days on Market



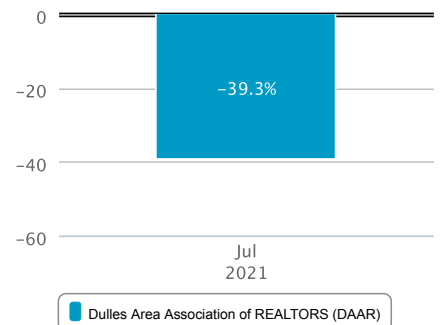
Jul 2021 vs. Jul 2020
YoY % Change



Months of Supply



Jul 2021 vs. Jul 2020
YoY % Change



July 2021

Loudoun County, VA

New Listings **959**

↓ -10.6% from Jun 2021: **1,073**
↓ -1.9% from Jul 2020: **978**

YTD	2021	2020	+/-
	6,180	5,510	12.2%

5-year Jul average: **843**

New Pendings **779**

↓ -10.8% from Jun 2021: **873**
↓ -3.3% from Jul 2020: **806**

YTD	2021	2020	+/-
	5,314	4,472	18.8%

5-year Jul average: **689**

Closed Sales **840**

↓ -11.0% from Jun 2021: **944**
↓ -1.2% from Jul 2020: **850**

YTD	2021	2020	+/-
	5,065	3,994	26.8%

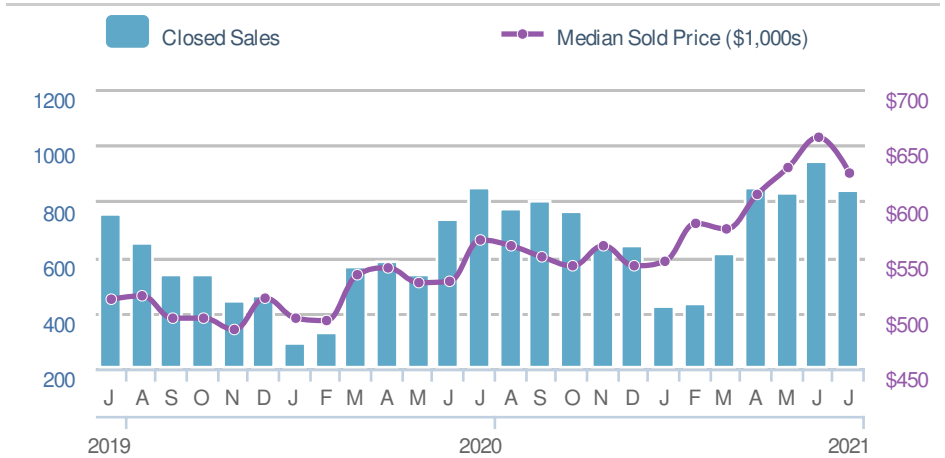
5-year Jul average: **769**

Median Sold Price **\$625,000**

↓ -4.9% from Jun 2021: **\$657,112**
↑ 10.6% from Jul 2020: **\$565,250**

YTD	2021	2020	+/-
	\$615,000	\$531,885	15.6%

5-year Jul average: **\$526,415**



Active Listings **501**

501
 Min 501 970 Max 1,479
 5-year Jul average

Jun 2021	Jul 2020
407	636

Avg DOM **8**

8
 Min 8 21 Max 27
 5-year Jul average

Jun 2021	Jul 2020	YTD
8	20	10

Avg Sold to OLP Ratio **102.1%**

102.1%
 Min 98.4% 99.6% Max 102.1%
 5-year Jul average

Jun 2021	Jul 2020	YTD
103.5%	99.7%	103.0%