

SEPTEMBER
2021

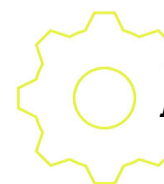
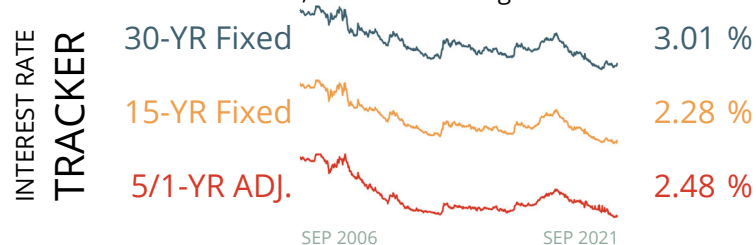
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: September 2021

- Market cools in Loudoun County, sales down from last year.** There were 726 sales in the county in September, which is 85 fewer sales than a year ago, a 10.5% decrease. This is the second decline in three months, and the sharpest drop since May 2020. While part of the decrease can be attributed to higher than normal sales last September, market activity has been slowing in the county and many parts of the state in recent months. Many local markets in the county had fewer sales, notably Aldie zip code 20105 (-46.2%), Purcellville zip code 20132 (-41.0%), and Chantilly zip code 20152 (-26.1%).
- Pending sales fall for the third straight month.** There were 638 pending sales in Loudoun County in September, 94 fewer than a year ago, which is a 12.8% decline. Pending sales were also down from August which is typical for this time of year. The Leesburg market was notably slower this month. Leesburg zip code 20175 had 22 fewer pending sales, and Leesburg zip code 20176 had 28 fewer pending sales than last September. Ashburn zip code 20148 had 19 fewer pending sales than a year ago.
- Home prices are rising rapidly amid market slowdown.** At \$600,000, the median sales price in September in Loudoun County was \$50,000 higher than last year (+9.1%). Even with fewer sales, upward pressure on prices continues to be a big factor in the market which is being driven by low inventory levels. At the local level, the strongest price growth this month occurred in Leesburg zip code 20176 (+24.9%), Purcellville zip code 20132 (+16.9%), and Chantilly zip code 20152 (+15.3%).
- Supply in the Loudoun market has increased, though new listings down again.** At the end of September there were 518 active listings on the market in Loudoun County, 54 more than a year ago (+11.6%), the second straight inventory increase. New listings declined 4.5% this month, the second straight decline. *September 30, 2021*



DAAR Market Dashboard

YoY Chg	Sep-21	Indicator
▼ -10.5%	726	Sales
▼ -12.8%	638	Pending Sales
▼ -4.5%	837	New Listings
▲ 9.3%	\$599,900	Median List Price
▲ 9.1%	\$600,000	Median Sales Price
▲ 13.7%	\$240	Median Price Per Square Foot
▼ -2.1%	\$486.7	Sold Dollar Volume (in millions)
▲ 0.2%	100.9%	Average Sold/Ask Price Ratio
▼ -6.3%	16	Average Days on Market
▲ 11.6%	518	Active Listings
▼ -8.7%	0.7	Months of Supply

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Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

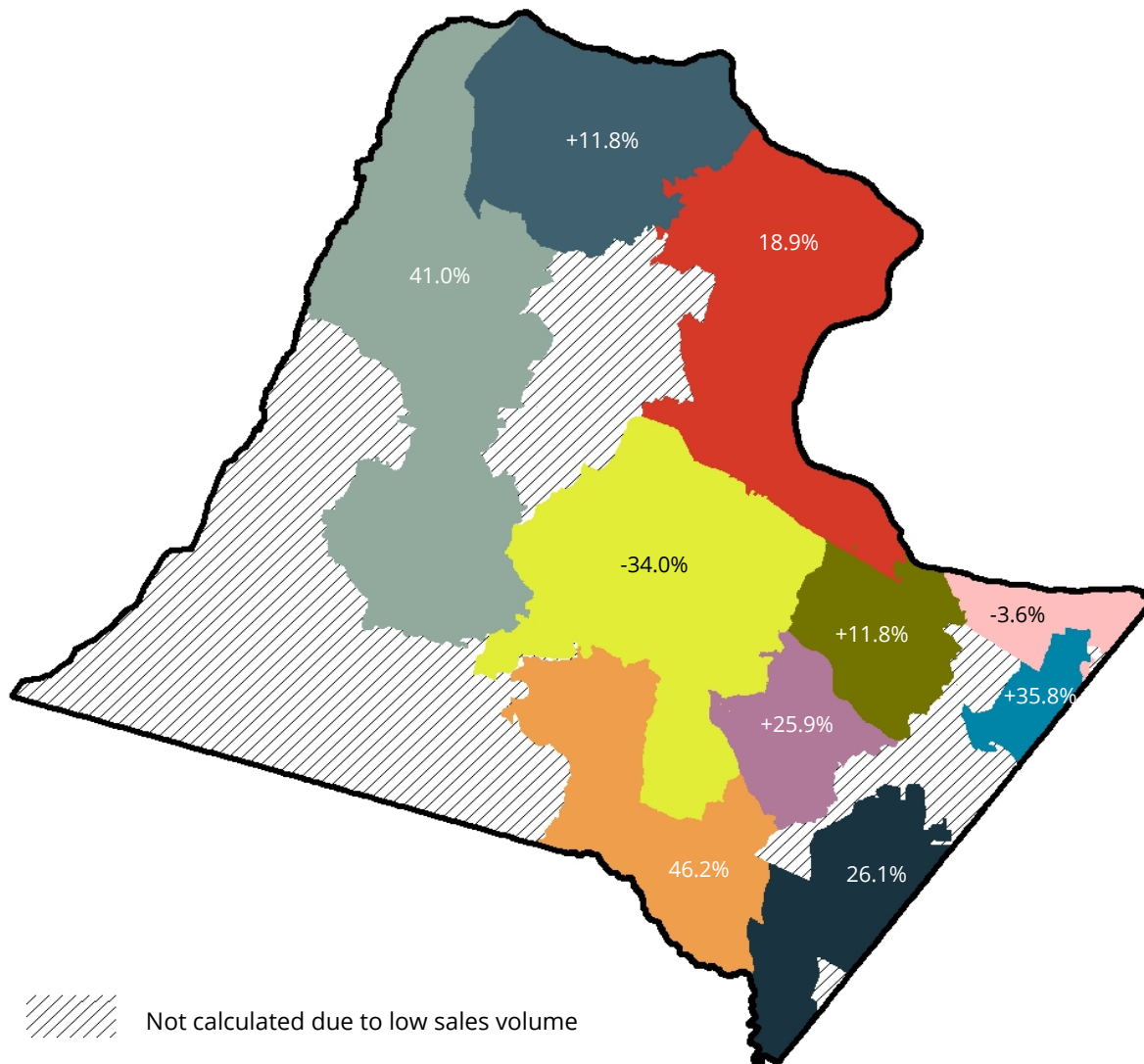
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Sep-20	Sep-21	% Chg
20105 Aldie	93	50	-46.2%
20132 Purcellville	39	23	-41.0%
20147 Ashburn	102	114	11.8%
20148 Ashburn	108	136	25.9%
20152 Chantilly	69	51	-26.1%
20164 Sterling	53	72	35.8%
20165 Sterling	56	54	-3.6%
20175 Leesburg	94	62	-34.0%
20176 Leesburg	106	86	-18.9%
20180 Lovettsville	17	19	11.8%

Total Market Overview



Key Metrics	Sep-19	2-year Trends	Sep-21	Sep-20	Sep-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales				811	726	-10.5%	5,544	6,559	18.3%
Pending Sales				732	638	-12.8%	6,081	6,712	10.4%
New Listings				876	837	-4.5%	7,646	8,147	6.6%
Median List Price				\$549,000	\$599,900	9.3%	\$539,900	\$599,000	10.9%
Median Sales Price				\$550,000	\$600,000	9.1%	\$541,563	\$615,000	13.6%
Median Price Per Square Foot				\$211	\$240	13.7%	\$206	\$234	13.7%
Sold Dollar Volume (in millions)				\$497.0	\$486.7	-2.1%	\$3,265.5	\$4,393.3	34.5%
Average Sold/Ask Price Ratio				100.6%	100.9%	0.2%	100.3%	102.7%	2.3%
Average Days on Market				17	16	-6.3%	20	11	-43.3%
Active Listings				464	518	11.6%	n/a	n/a	n/a
Months of Supply				0.8	0.7	-8.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed October 15, 2021

Single-Family Market Overview



Key Metrics	Sep-19	2-year Trends	Sep-20	Sep-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales			667	591	-11.4%	4,593	5,410	17.8%
Pending Sales			608	544	-10.5%	5,042	5,556	10.2%
New Listings			716	683	-4.6%	6,333	6,732	6.3%
Median List Price			\$599,990	\$640,000	6.7%	\$595,000	\$650,000	9.2%
Median Sales Price			\$610,000	\$650,000	6.6%	\$599,900	\$672,500	12.1%
Median Price Per Square Foot			\$204	\$233	14.4%	\$201	\$231	14.6%
Sold Dollar Volume (in millions)			\$443.7	\$433.6	-2.3%	\$2,926.7	\$3,948.7	34.9%
Average Sold/Ask Price Ratio			100.7%	101.1%	0.4%	100.4%	103.0%	2.5%
Average Days on Market			16	15	-4.0%	20	11	-45.1%
Active Listings			375	392	4.5%	n/a	n/a	n/a
Months of Supply			0.8	0.7	-15.8%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed October 15, 2021

Townhome & Condo Market Overview

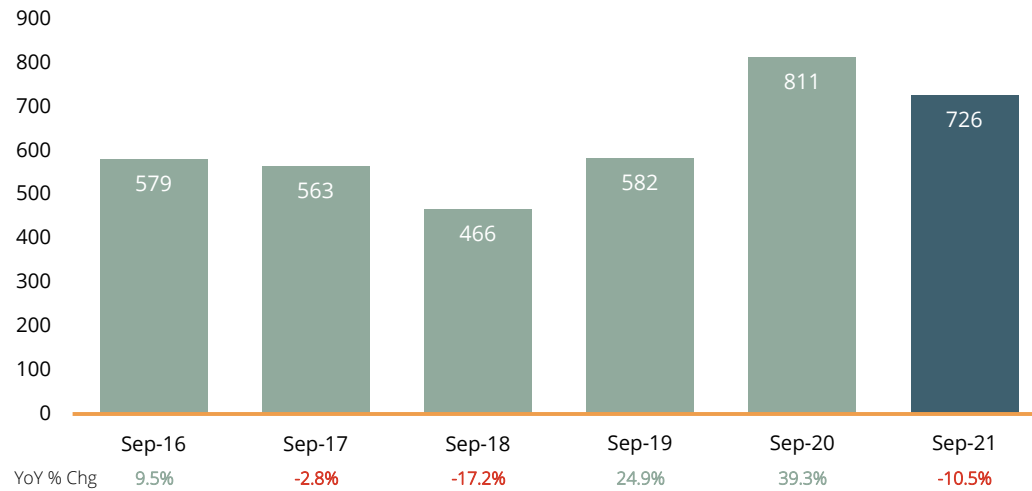


Key Metrics	2-year Trends	Sep-20	Sep-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Sep-19		Sep-21				
Sales		144	135	-6.3%	951	1,149	20.8%
Pending Sales		124	94	-24.2%	1,039	1,156	11.3%
New Listings		160	154	-3.8%	1,313	1,415	7.8%
Median List Price		\$365,000	\$399,900	9.6%	\$359,990	\$382,500	6.3%
Median Sales Price		\$365,000	\$395,000	8.2%	\$360,000	\$390,000	8.3%
Median Price Per Square Foot		\$241	\$269	11.7%	\$235	\$256	8.8%
Sold Dollar Volume (in millions)		\$53.3	\$53.1	-0.5%	\$338.7	\$444.6	31.3%
Average Sold/Ask Price Ratio		100.4%	100.1%	-0.3%	99.9%	101.2%	1.2%
Average Days on Market		22	18	-14.6%	22	14	-35.8%
Active Listings		89	126	41.6%	n/a	n/a	n/a
Months of Supply		0.8	1.0	24.0%	n/a	n/a	n/a

Sales



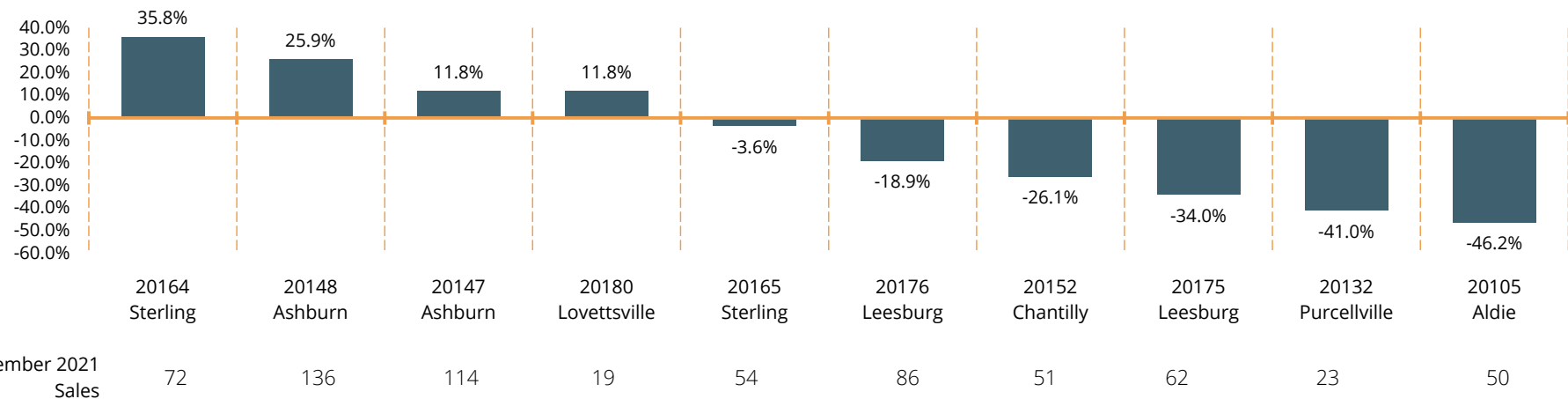
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Oct-20	616	35.4%	147	27.8%
Nov-20	531	39.0%	118	34.1%
Dec-20	520	29.0%	124	49.4%
Jan-21	336	36.6%	91	40.0%
Feb-21	356	27.1%	88	37.5%
Mar-21	497	5.1%	122	29.8%
Apr-21	703	38.9%	173	113.6%
May-21	716	61.6%	133	29.1%
Jun-21	826	36.1%	125	-0.8%
Jul-21	721	2.3%	135	-14.6%
Aug-21	664	-0.3%	147	26.7%
Sep-21	591	-11.4%	135	-6.3%
12-month Avg	590	21.3%	128	24.3%

Zip Code

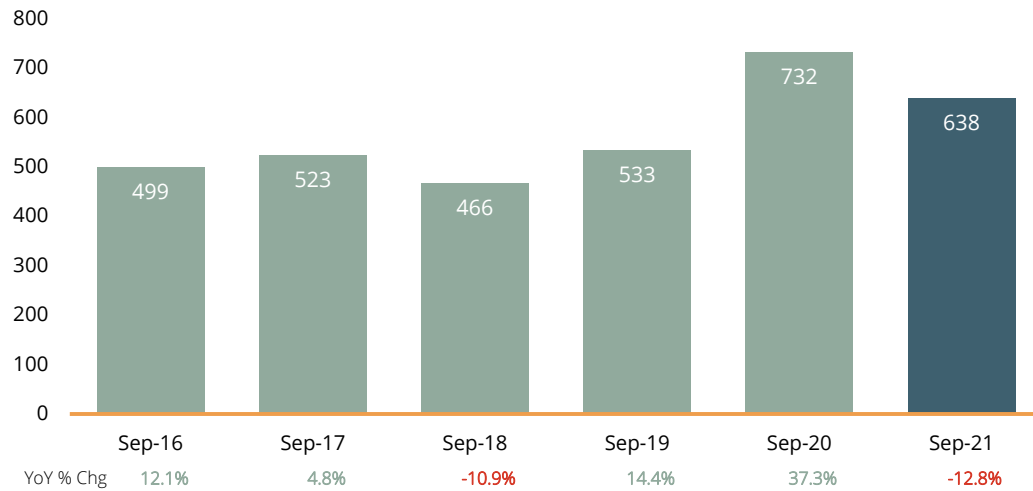
% Change in Sales
Sep-20 to Sep-21



Pending Sales



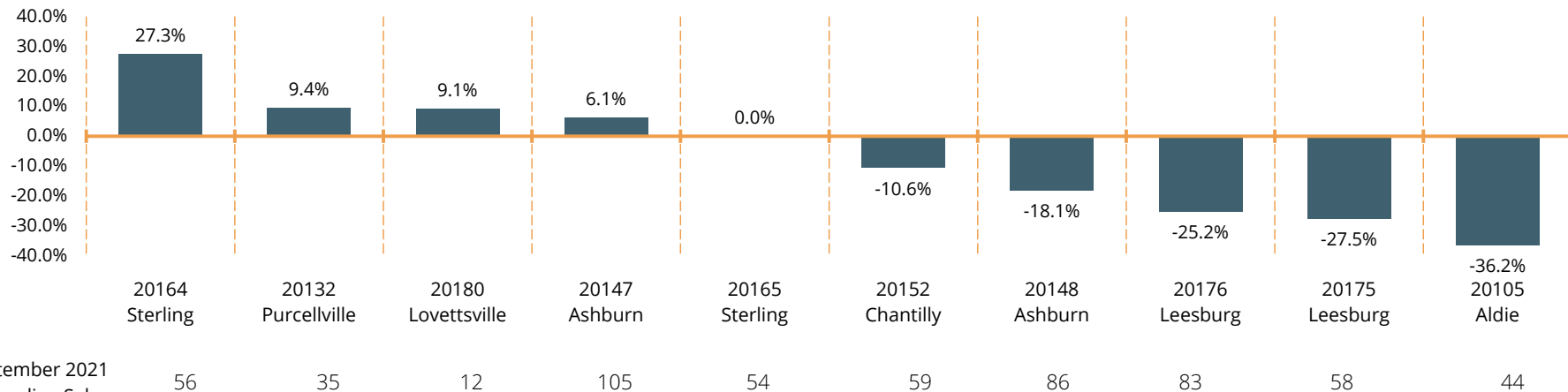
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Oct-20	551	40.6%	122	19.6%
Nov-20	462	35.1%	122	74.3%
Dec-20	318	42.6%	92	55.9%
Jan-21	370	12.8%	98	28.9%
Feb-21	426	-4.3%	105	5.0%
Mar-21	699	21.1%	170	61.9%
Apr-21	712	68.7%	141	85.5%
May-21	801	35.3%	136	19.3%
Jun-21	732	6.1%	139	-18.2%
Jul-21	653	-3.1%	141	8.5%
Aug-21	619	-12.3%	132	-8.3%
Sep-21	544	-10.5%	94	-24.2%
12-month Avg	574	14.8%	124	17.5%

Zip Code

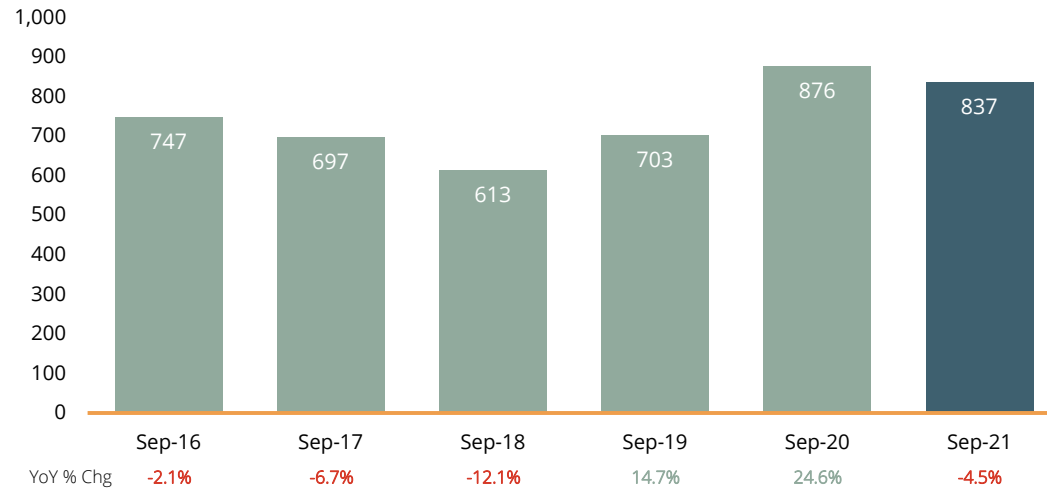
% Change in Pending Sales
Sep-20 to Sep-21



New Listings



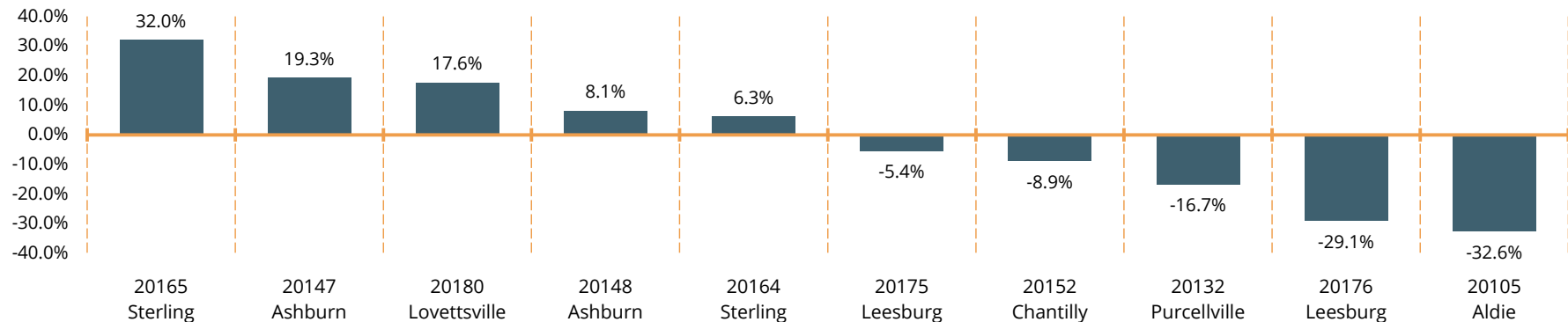
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-20	662	21.2%	186	32.9%
Nov-20	448	22.7%	123	64.0%
Dec-20	370	31.7%	99	70.7%
Jan-21	434	-10.7%	127	12.4%
Feb-21	513	-11.2%	110	-11.3%
Mar-21	786	-11.3%	201	37.7%
Apr-21	890	38.0%	158	22.5%
May-21	870	21.5%	160	8.8%
Jun-21	930	29.5%	170	0.0%
Jul-21	938	10.7%	192	6.1%
Aug-21	688	-7.2%	143	0.0%
Sep-21	683	-4.6%	154	-3.8%
12-month Avg	684	9.1%	152	14.9%

Zip Code

% Change in New Listings
Sep-20 to Sep-21



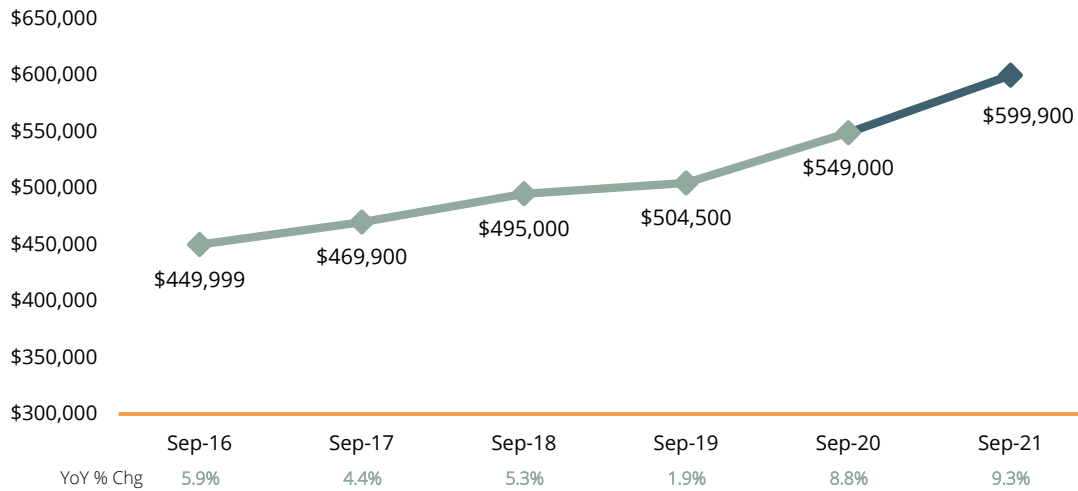
September 2021
New Listings

66 136 20 120 68 88 72 40 83 64

Median List Price



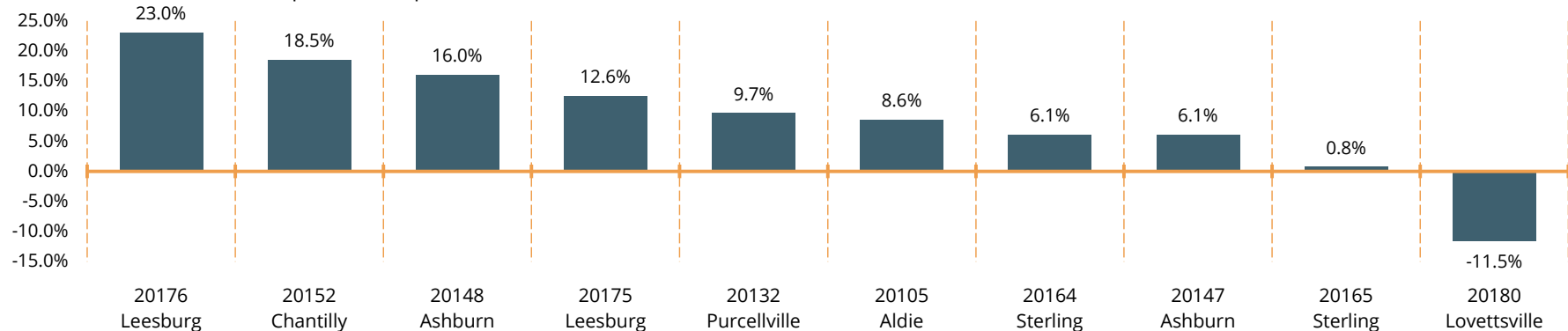
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-20	\$598,250	8.8%	\$369,900	4.2%
Nov-20	\$599,900	9.2%	\$352,900	1.1%
Dec-20	\$599,000	5.1%	\$350,000	7.0%
Jan-21	\$604,995	10.1%	\$374,000	13.3%
Feb-21	\$622,400	13.7%	\$367,500	14.9%
Mar-21	\$627,500	8.2%	\$362,500	-5.2%
Apr-21	\$639,990	8.0%	\$380,000	5.6%
May-21	\$650,000	15.0%	\$399,000	7.9%
Jun-21	\$675,000	16.4%	\$398,893	10.8%
Jul-21	\$650,000	4.0%	\$399,900	16.8%
Aug-21	\$674,950	12.5%	\$379,000	3.3%
Sep-21	\$640,000	6.7%	\$399,900	9.6%
12-month Avg	\$631,832	9.8%	\$377,791	7.2%

Zip Code

% Change in Median List Price
Sep-20 to Sep-21



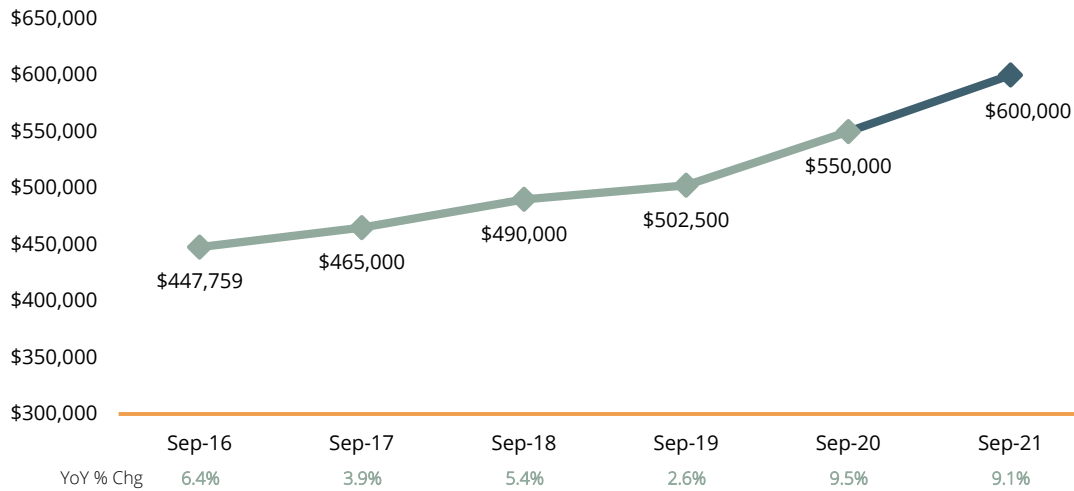
September 2021
Med. List Price

\$707,500	\$639,900	\$639,900	\$585,995	\$679,900	\$732,450	\$466,850	\$549,000	\$532,500	\$575,000
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Median Sales Price



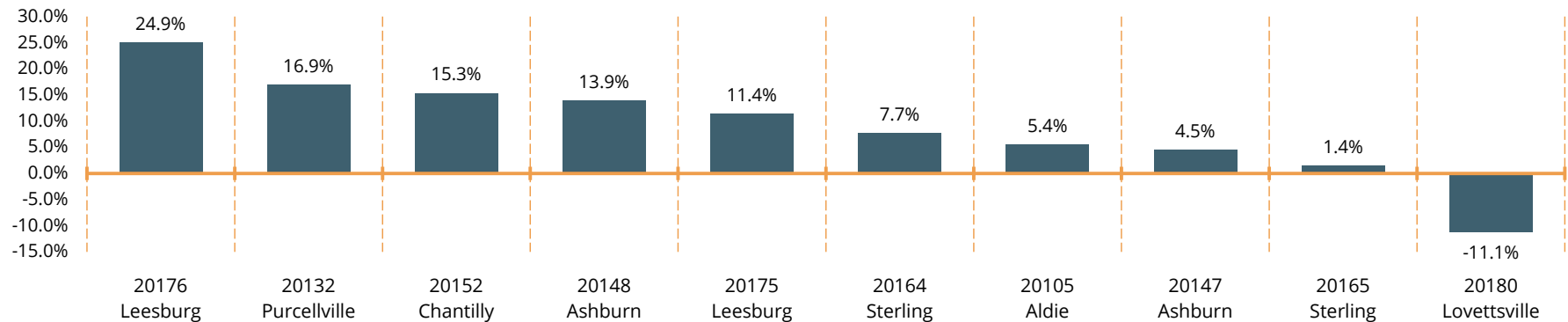
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-20	\$600,000	9.1%	\$370,000	5.7%
Nov-20	\$600,910	11.7%	\$356,500	4.5%
Dec-20	\$600,000	5.8%	\$346,250	6.5%
Jan-21	\$620,750	13.2%	\$367,500	10.7%
Feb-21	\$641,800	16.4%	\$372,500	19.8%
Mar-21	\$650,000	12.1%	\$367,165	-2.7%
Apr-21	\$670,000	12.6%	\$390,000	8.7%
May-21	\$680,000	21.4%	\$399,900	10.3%
Jun-21	\$700,000	20.1%	\$395,000	10.5%
Jul-21	\$676,000	7.3%	\$400,000	17.4%
Aug-21	\$679,950	11.9%	\$375,000	4.6%
Sep-21	\$650,000	6.6%	\$395,000	8.2%
12-month Avg	\$647,451	12.3%	\$377,901	8.5%

Zip Code

% Change in Median Sales Price
Sep-20 to Sep-21



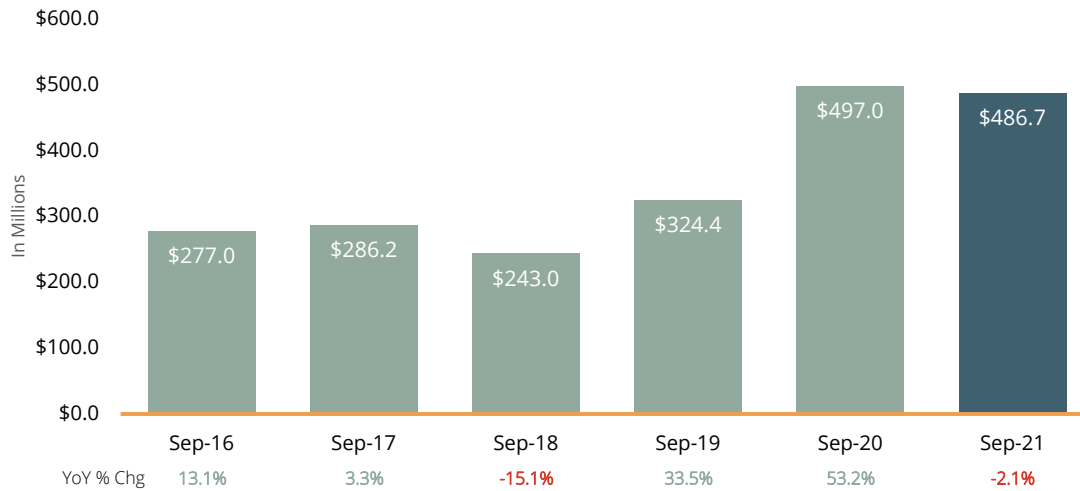
September 2021
Med. Sales Price

\$707,500	\$725,000	\$639,900	\$642,500	\$593,000	\$470,000	\$738,000	\$551,000	\$540,000	\$600,000
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Sold Dollar Volume (in millions)



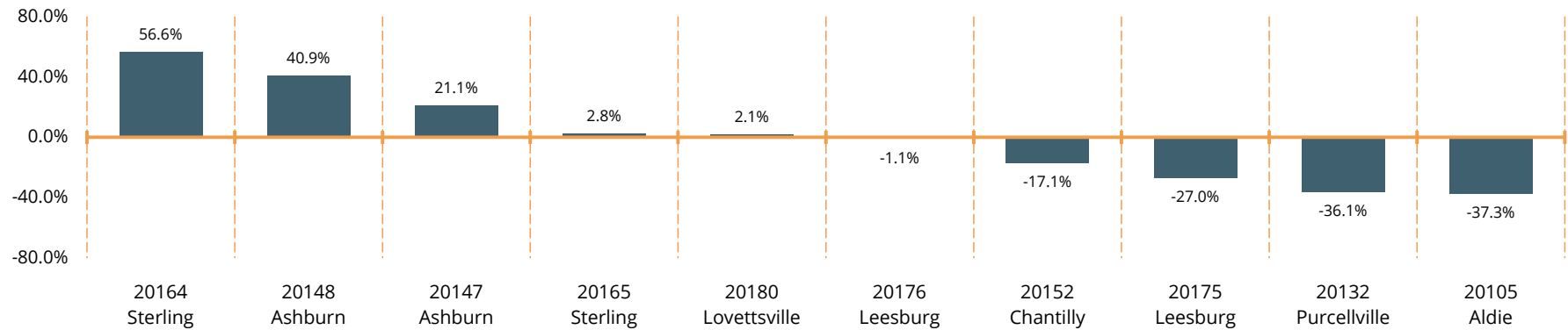
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Oct-20	\$409.1	48.7%	\$53.6	35.5%
Nov-20	\$354.4	59.5%	\$42.4	41.7%
Dec-20	\$349.9	45.2%	\$44.4	60.8%
Jan-21	\$226.6	53.1%	\$33.3	50.8%
Feb-21	\$250.2	49.1%	\$33.6	69.0%
Mar-21	\$354.0	18.3%	\$46.0	30.9%
Apr-21	\$509.1	62.1%	\$68.1	140.8%
May-21	\$534.5	95.7%	\$51.9	38.3%
Jun-21	\$627.7	67.2%	\$49.2	9.7%
Jul-21	\$521.9	11.5%	\$53.7	-2.6%
Aug-21	\$491.1	12.3%	\$55.7	31.2%
Sep-21	\$433.6	-2.3%	\$53.1	-0.5%
12-month Avg	\$421.8	38.1%	\$48.8	34.2%

Zip Code

% Change in Sold Dollar Volume
Sep-20 to Sep-21



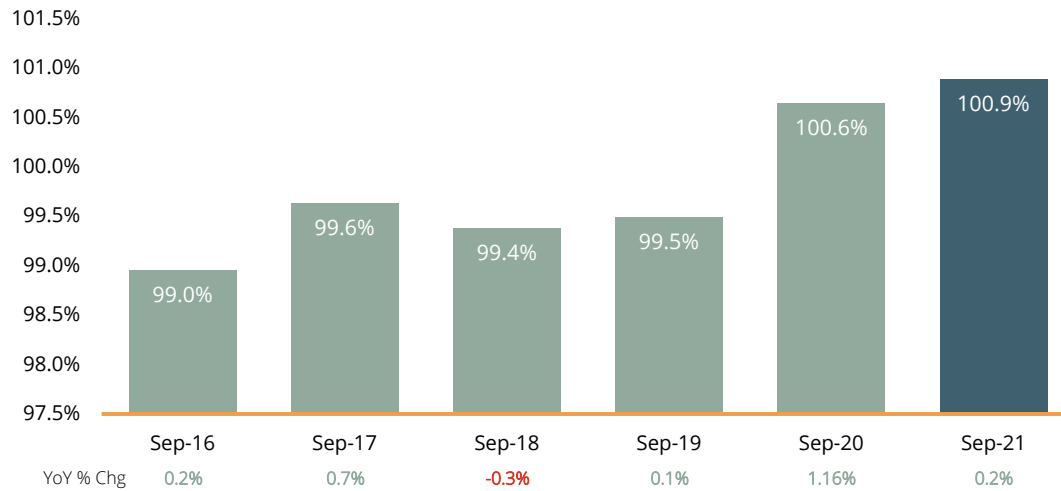
September 2021
Sold \$ Volume
(MILLIONS)

\$34.2	\$92.9	\$67.8	\$31.7	\$11.4	\$64.8	\$33.8	\$41.6	\$16.8	\$38.7
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Average Sold to Ask Price Ratio



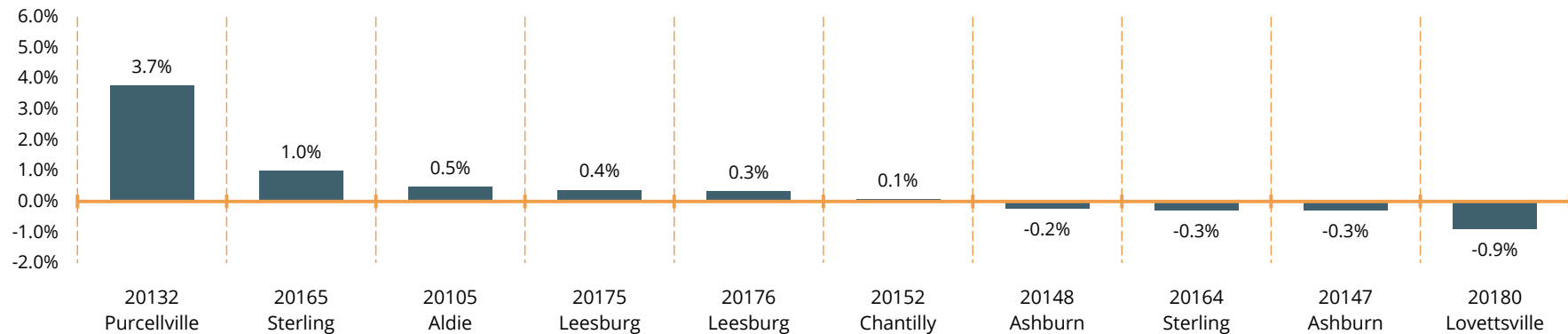
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-20	100.6%	1.3%	100.0%	0.3%
Nov-20	101.1%	1.6%	100.0%	0.7%
Dec-20	100.7%	0.8%	99.6%	0.0%
Jan-21	101.4%	2.1%	100.0%	0.7%
Feb-21	102.8%	3.2%	101.1%	1.4%
Mar-21	103.5%	3.0%	101.7%	1.2%
Apr-21	104.1%	3.8%	101.8%	1.5%
May-21	104.5%	4.6%	102.1%	2.1%
Jun-21	103.8%	3.6%	101.6%	2.4%
Jul-21	102.6%	1.6%	101.1%	1.5%
Aug-21	101.7%	1.2%	100.6%	0.5%
Sep-21	101.1%	0.4%	100.1%	-0.3%
12-month Avg	102.3%	2.3%	100.8%	1.0%

Zip Code

% Change in Average Sold to Ask Price Ratio
Sep-20 to Sep-21

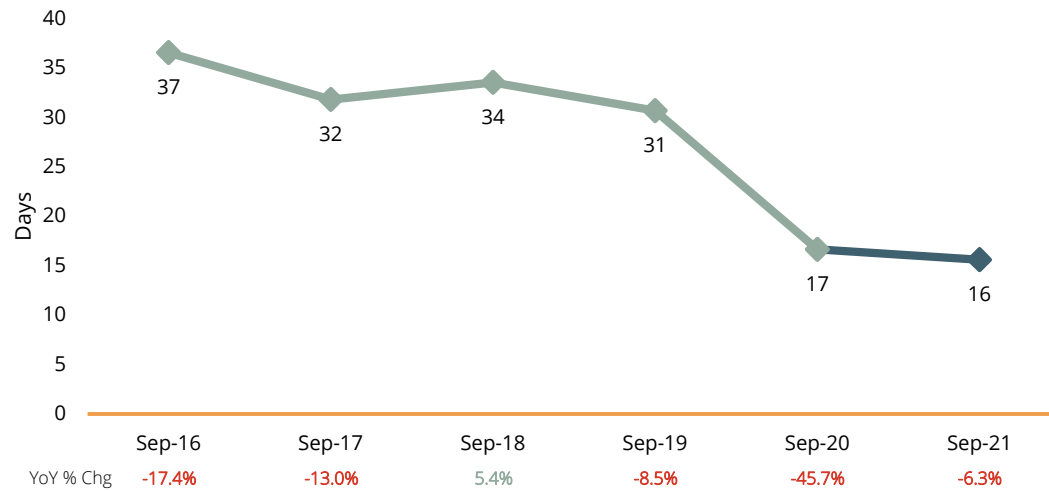


September 2021
Avg Sold/Ask %

20132 Purcellville	103.0%	20165 Sterling	101.6%	20105 Aldie	101.3%	20175 Leesburg	101.0%	20176 Leesburg	100.6%	20152 Chantilly	101.0%	20148 Ashburn	100.9%	20164 Sterling	101.1%	20147 Ashburn	100.9%	20180 Lovettsville	99.9%
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Average Days on Market

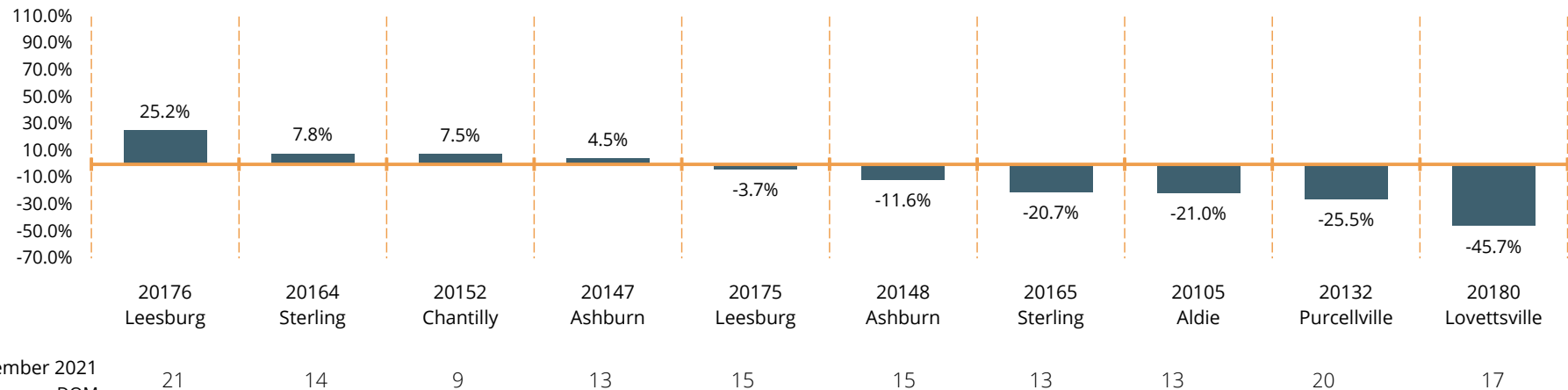
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-20	15	-52.8%	26	7.4%
Nov-20	12	-54.7%	18	-19.8%
Dec-20	18	-44.1%	22	-28.4%
Jan-21	16	-59.2%	20	-32.9%
Feb-21	14	-53.1%	15	-29.3%
Mar-21	11	-48.1%	12	-47.8%
Apr-21	10	-30.1%	12	-28.1%
May-21	7	-52.7%	11	-44.9%
Jun-21	8	-58.0%	10	-57.2%
Jul-21	8	-63.4%	14	-37.1%
Aug-21	12	-28.8%	16	-6.5%
Sep-21	15	-4.0%	18	-14.6%
12-month Avg	12	-48.4%	16	-28.5%

Zip Code

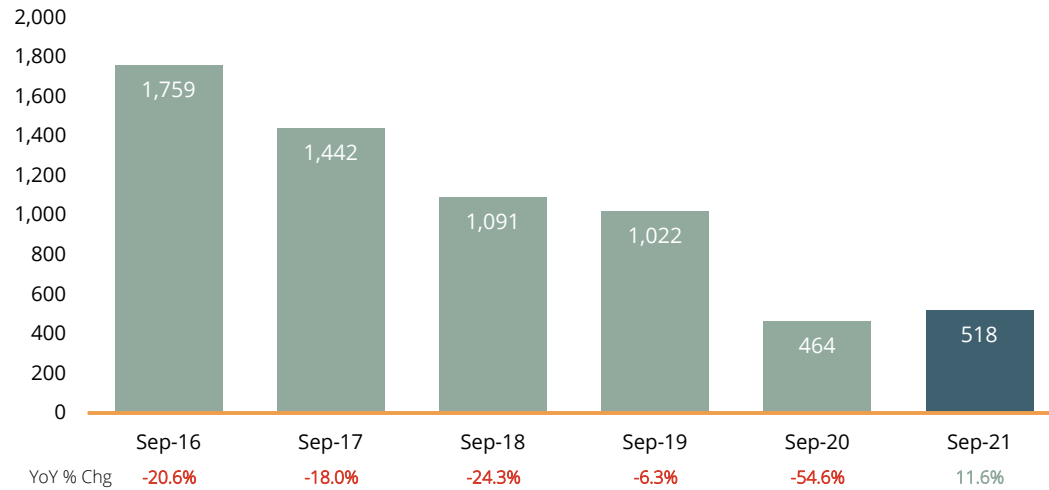
% Change in Average Days on Market
Sep-20 to Sep-21



Active Listings



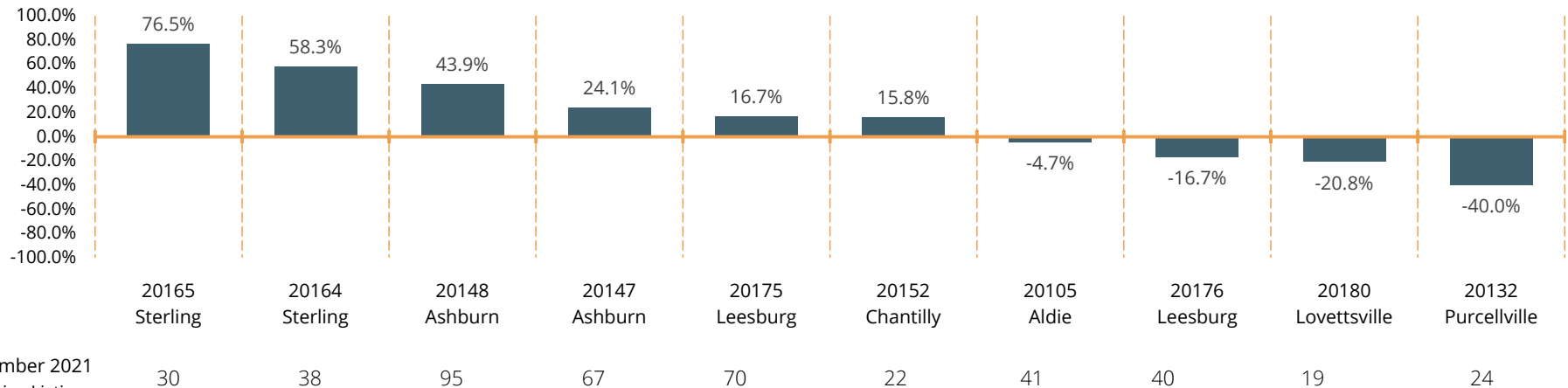
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-20	362	-59.5%	110	-21.4%
Nov-20	261	-65.0%	75	-38.0%
Dec-20	187	-61.0%	44	-37.1%
Jan-21	166	-67.6%	55	-32.9%
Feb-21	191	-63.7%	46	-47.7%
Mar-21	177	-70.9%	58	-43.7%
Apr-21	262	-58.6%	55	-53.0%
May-21	242	-59.1%	68	-46.0%
Jun-21	312	-36.3%	77	-10.5%
Jul-21	472	-9.8%	112	6.7%
Aug-21	394	-2.7%	91	21.3%
Sep-21	392	4.5%	126	41.6%
12-month Avg	285	-49.6%	76	-23.7%

Zip Code

% Change in Active Listings
Sep-20 to Sep-21



September 2021
Active Listings

30

38

95

67

70

22

41

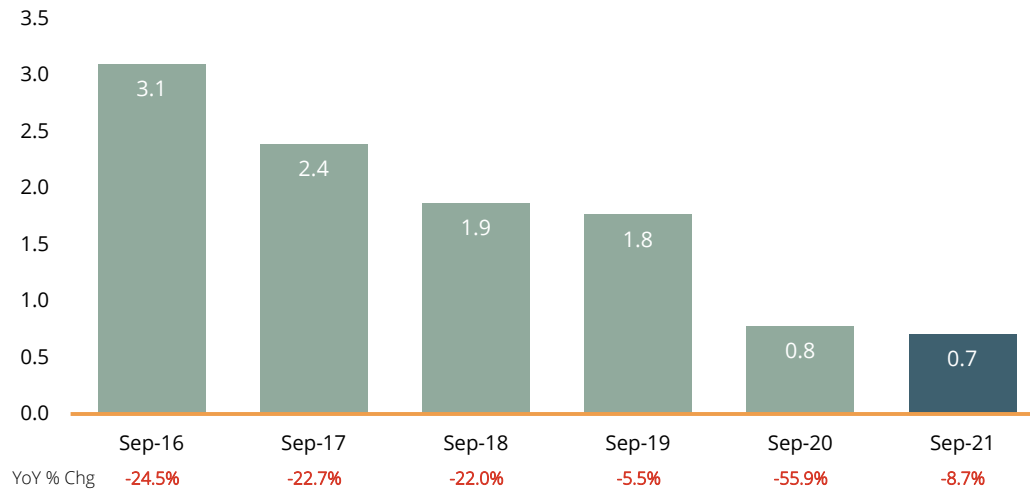
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19

24

Months Supply

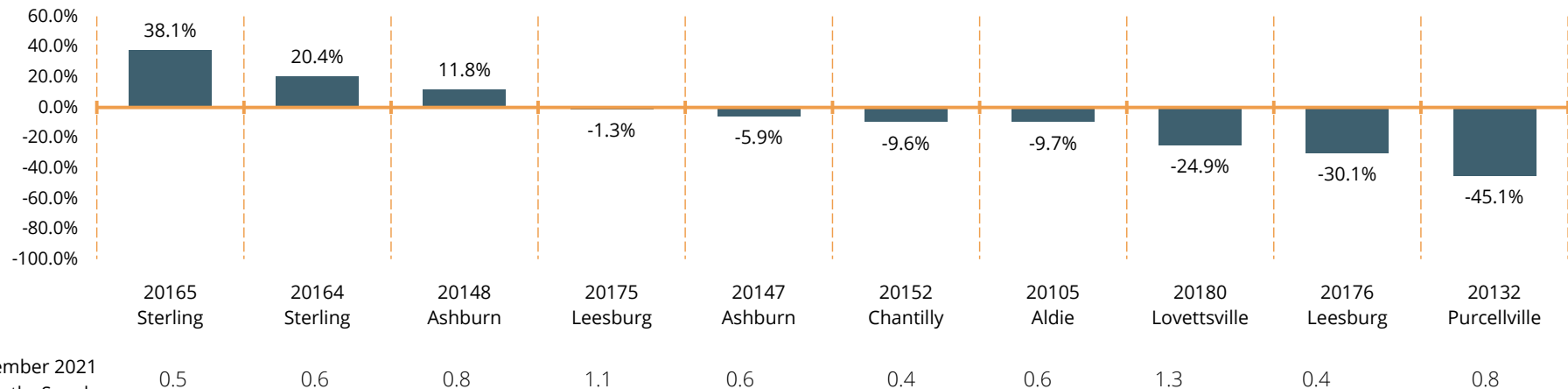
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
Oct-20	0.7	-61.4%	0.8	-44.7%
Nov-20	0.5	-67.8%	0.7	-43.3%
Dec-20	0.4	-64.6%	0.4	-44.7%
Jan-21	0.3	-71.2%	0.5	-41.9%
Feb-21	0.3	-68.0%	0.4	-55.4%
Mar-21	0.3	-74.4%	0.5	-52.7%
Apr-21	0.5	-64.7%	0.4	-63.0%
May-21	0.4	-67.4%	0.5	-59.9%
Jun-21	0.5	-51.4%	0.6	-33.1%
Jul-21	0.8	-30.7%	0.9	-16.4%
Aug-21	0.7	-23.6%	0.7	-6.9%
Sep-21	0.7	-15.8%	1.0	24.0%
12-month Avg	0.5	-57.6%	0.6	-39.0%

Zip Code

% Change in Months of Supply
Sep-20 to Sep-21



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg
Loudoun County	876	837	-4.5%	811	726	-10.5%	\$550,000	\$600,000	9.1%	464	518	11.6%	0.8	0.7	-8.7%
20105	95	64	-32.6%	93	50	-46.2%	\$700,000	\$738,000	5.4%	43	41	-4.7%	0.7	0.6	-9.7%
										40					
20147	114	136	19.3%	102	114	11.8%	\$527,500	\$551,000	4.5%	54	67	24.1%	0.6	0.6	-5.9%
20152	79	72	-8.9%	69	51	-26.1%	\$555,000	\$639,900	15.3%	19	22	15.8%	0.4	0.4	-9.6%
20165	50	66	32.0%	56	54	-3.6%	\$532,500	\$540,000	1.4%	17	30	76.5%	0.4	0.5	38.1%
20176	117	83	-29.1%	106	86	-18.9%	\$566,250	\$707,500	24.9%	48	40	-16.7%	0.6	0.4	-30.1%
										24					



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

All inquiries regarding this report may be directed to:

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Data and analysis provided by Virginia REALTORS® Chief Economist, Lisa Sturtevant, PhD.

The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.