

# DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

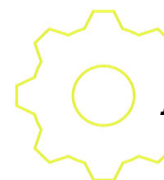
CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# DAAR Market Indicators Report



## Key Market Trends: March 2020

- › **Sales activity continues to moderate slightly.** There were 567 sales of existing homes in Loudoun County in March, 9 fewer than a year ago. Leesburg and northern portions of Sterling had the largest declines in sales activity. While overall sales were lower, sales of townhomes/condos increased.
- › **Pending sales declined; the 3rd drop in the past 4 quarters.** Pending sales continue to slow down in Loudoun County. There were 682 pending sales at the end of March, a 5.9% decline from last year. This most recent decline reflects the market uncertainty related to COVID-19.
- › **Amid sluggish sales, home prices are surging.** Home prices continue to climb in Loudoun County despite softening sales activity. This is due to strong demand and low inventory available on the market. The median sales price jumped up 12.1% in March to \$534,150.
- › **The supply of active listings continues to decline.** There were 711 active listings at the end of March in Loudoun County, a 26.3% drop from last year. All local markets in the County had shrinking inventories in March except Lovettsville which had 9 more listings.



## DAAR Market Dashboard

YoY Chg	Mar-20	Indicator
▼ -1.6%	567	Sales
▼ -5.9%	682	Pending Sales
▲ 12.2%	1032	New Listings
▲ 11.2%	\$529,990	Median List Price
▲ 12.1%	\$534,150	Median Sales Price
▲ 1.5%	\$201	Median Price Per Square Foot
▲ 8.8%	\$334	Sold Dollar Volume (in millions)
▲ 1.1%	100.6%	Average Sold/Ask Price Ratio
▼ -14.3%	6	Median Days on Market
▼ -27.7%	711	Active Listings
▼ -27.9%	1.2	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.**

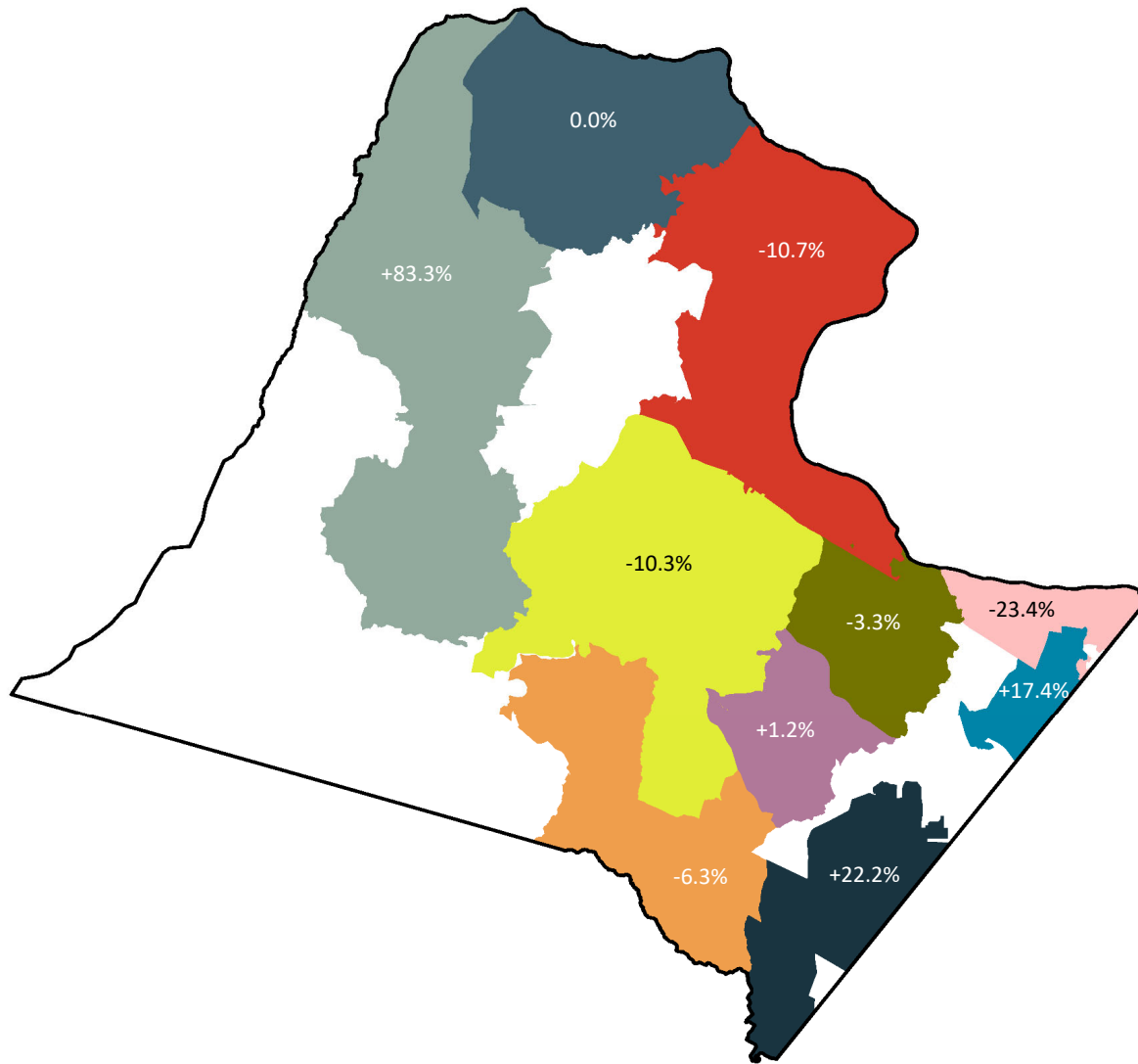
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

## **Are You Ready to Buy or Sell Real Estate?**

Contact an experienced REALTOR®.



# Market Activity - DAAR Footprint



Zip Code	Mar-19	Mar-20	% Chg
20105 Aldie	48	45	-6.3%
20132 Purcellville	24	44	83.3%
20147 Ashburn	91	88	-3.3%
20148 Ashburn	81	82	1.2%
20152 Chantilly	36	44	22.2%
20164 Sterling	46	54	17.4%
20165 Sterling	47	36	-23.4%
20175 Leesburg	58	52	-10.3%
20176 Leesburg	75	67	-10.7%
20180 Lovettsville	12	12	0.0%

# Total Market Overview



Key Metrics	2-year Trends	Mar-19	Mar-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Mar-18						
Sales		576	<b>567</b>	-1.6%	1,228	<b>1,222</b>	-0.5%
Pending Sales		725	<b>682</b>	-5.9%	1,708	<b>1,631</b>	-4.5%
New Listings		920	<b>1032</b>	12.2%	2,168	<b>2,333</b>	7.6%
Median List Price		\$475,000	<b>\$529,990</b>	11.6%	\$480,000	<b>\$510,000</b>	6.3%
Median Sales Price		\$476,500	<b>\$534,150</b>	12.1%	\$479,938	<b>\$512,662</b>	6.8%
Median Price Per Square Foot		\$198	<b>\$201</b>	1.5%	\$196	<b>\$207</b>	5.7%
Sold Dollar Volume (in millions)		\$307.5	<b>\$334.5</b>	8.8%	\$722.8	<b>\$695.4</b>	-3.8%
Average Sold/Ask Price Ratio		99.5%	<b>100.6%</b>	1.1%	99.4%	<b>100.0%</b>	0.6%
Median Days on Market		7	<b>6</b>	-14.3%	10	<b>7</b>	-30.0%
Active Listings		984	<b>711</b>	-27.7%	n/a	<b>n/a</b>	n/a
Months of Supply		1.7	<b>1.2</b>	-27.9%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed April 16, 2020

# Single-Family Market Overview



Key Metrics	2-year Trends		Mar-19	Mar-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Mar-18	Mar-20						
Sales			485	<b>473</b>	-2.5%	1,020	<b>999</b>	-2.1%
Pending Sales			611	<b>577</b>	-5.6%	1,423	<b>1,350</b>	-5.1%
New Listings			775	<b>886</b>	14.3%	1,813	<b>1,950</b>	7.6%
Median List Price			\$524,900	<b>\$580,000</b>	10.5%	\$529,900	<b>\$566,605</b>	6.9%
Median Sales Price			\$525,000	<b>\$580,000</b>	10.5%	\$530,000	<b>\$570,450</b>	7.6%
Median Price Per Square Foot			\$192	<b>\$197</b>	2.7%	\$192	<b>\$200</b>	4.5%
Sold Dollar Volume (in millions)			\$277.9	<b>\$299.3</b>	7.7%	\$656.2	<b>\$618.2</b>	-5.8%
Average Sold/Ask Price Ratio			99.5%	<b>100.6%</b>	1.1%	99.4%	<b>100.0%</b>	0.6%
Median Days on Market			7	<b>6</b>	-14.3%	11	<b>7</b>	-36.4%
Active Listings			849	<b>608</b>	-28.4%	n/a	<b>n/a</b>	n/a
Months of Supply			1.7	<b>1.3</b>	-27.8%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed April 16, 2020

# Townhome & Condo Market Overview



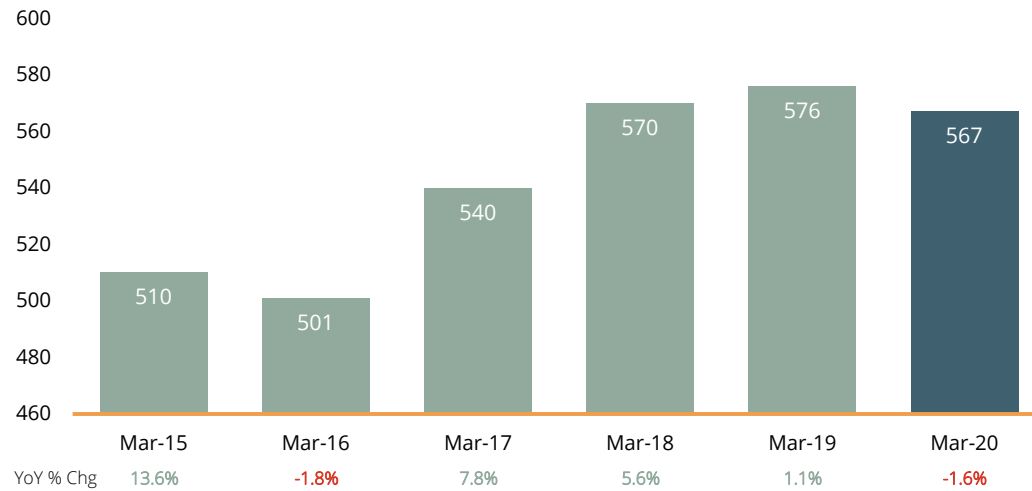
Key Metrics	2-year Trends	Mar-19	Mar-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Mar-18		Mar-20				
Sales		91	<b>94</b>	3.3%	208	<b>223</b>	7.2%
Pending Sales		114	<b>105</b>	-7.9%	285	<b>281</b>	-1.4%
New Listings		145	<b>146</b>	0.7%	355	<b>383</b>	7.9%
Median List Price		\$320,000	<b>\$382,450</b>	19.5%	\$320,000	<b>\$347,450</b>	8.6%
Median Sales Price		\$325,000	<b>\$377,498</b>	16.2%	\$320,000	<b>\$349,450</b>	9.2%
Median Price Per Square Foot		\$220	<b>\$230</b>	4.3%	\$216	<b>\$228</b>	5.5%
Sold Dollar Volume (in millions)		\$29.6	<b>\$35.2</b>	19.0%	\$66.6	<b>\$77.1</b>	15.8%
Average Sold/Ask Price Ratio		99.4%	<b>100.5%</b>	1.1%	99.3%	<b>99.9%</b>	0.7%
Median Days on Market		6	<b>6</b>	0.0%	8	<b>8</b>	0.0%
Active Listings		135	<b>103</b>	-23.7%	n/a	<b>n/a</b>	n/a
Months of Supply		1.4	<b>1.0</b>	-27.5%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed April 16, 2020

# Sales



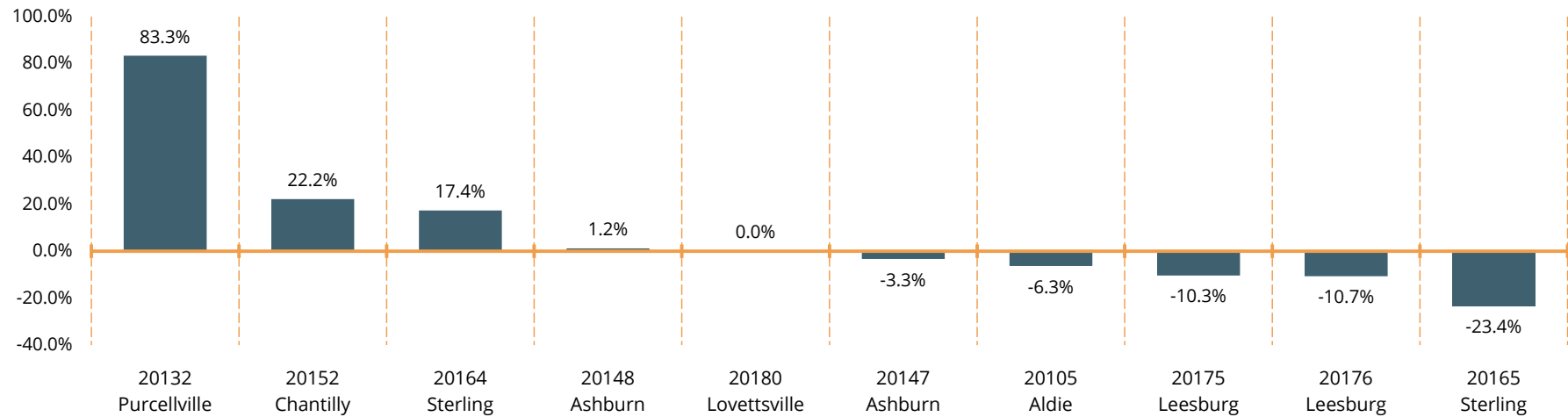
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Apr-19	509	-8.3%	91	-9.0%
May-19	633	-2.6%	156	28.9%
Jun-19	688	-6.5%	123	-8.9%
Jul-19	679	7.3%	125	-10.1%
Aug-19	559	4.7%	119	10.2%
Sep-19	478	24.2%	104	28.4%
Oct-19	455	3.4%	115	35.3%
Nov-19	382	-9.0%	88	3.5%
Dec-19	403	15.1%	83	-1.2%
Jan-20	246	-4.7%	65	6.6%
Feb-20	280	1.1%	64	14.3%
Mar-20	473	-2.5%	94	3.3%
12-month Avg	482	1.1%	102	7.1%

## Zip Code

% Change in Sales  
Mar-19 to Mar-20

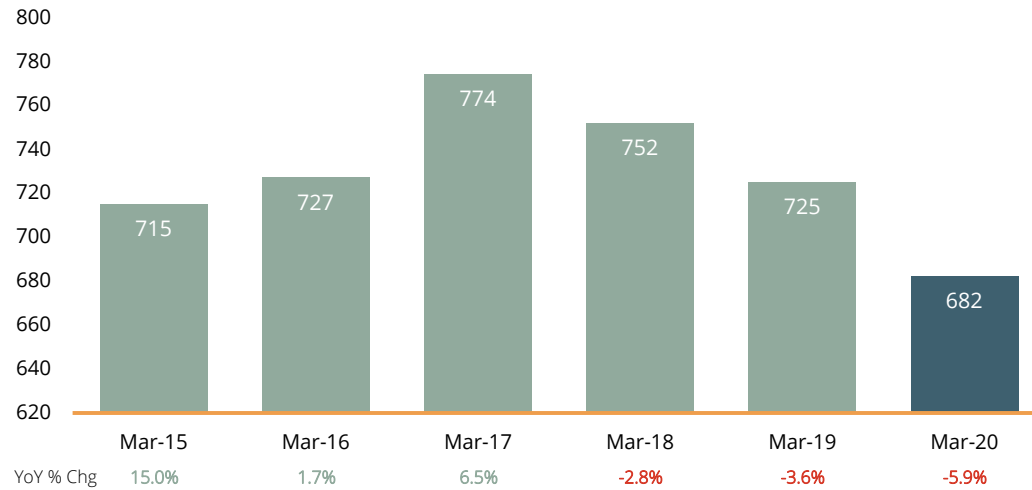




# Pending Sales



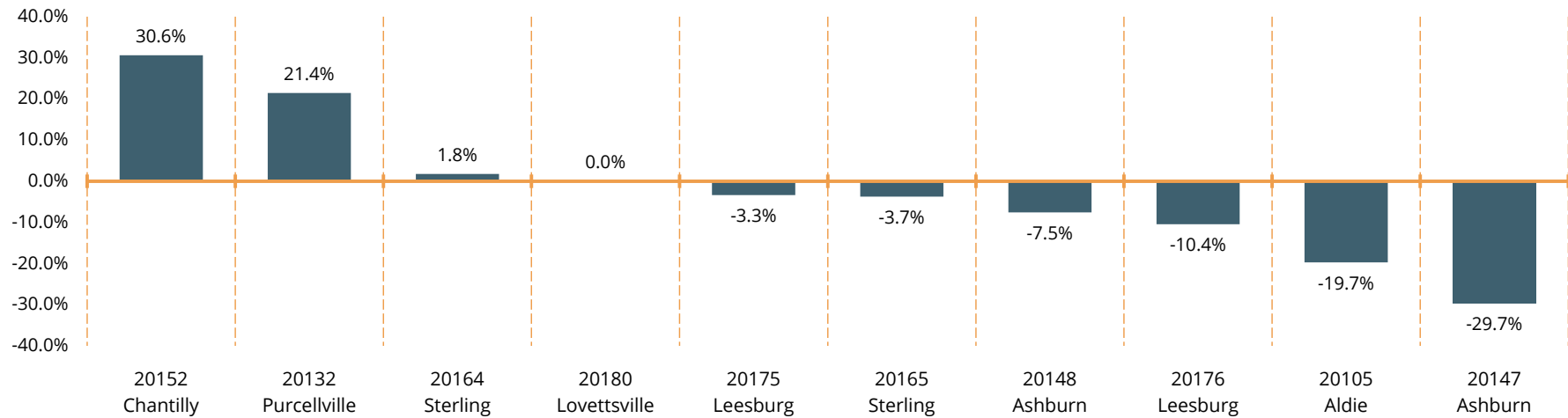
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-19	642	-0.8%	141	15.6%
May-19	658	-2.4%	127	0.8%
Jun-19	634	1.8%	114	5.6%
Jul-19	520	12.1%	126	5.9%
Aug-19	489	10.1%	97	15.5%
Sep-19	428	8.1%	105	50.0%
Oct-19	392	-6.9%	102	13.3%
Nov-19	342	7.9%	70	7.7%
Dec-19	223	-18.0%	59	-20.3%
Jan-20	328	-9.9%	76	-1.3%
Feb-20	445	-0.7%	100	6.4%
Mar-20	577	-5.6%	105	-7.9%
12-month Avg	473	-0.1%	102	6.9%

## Zip Code

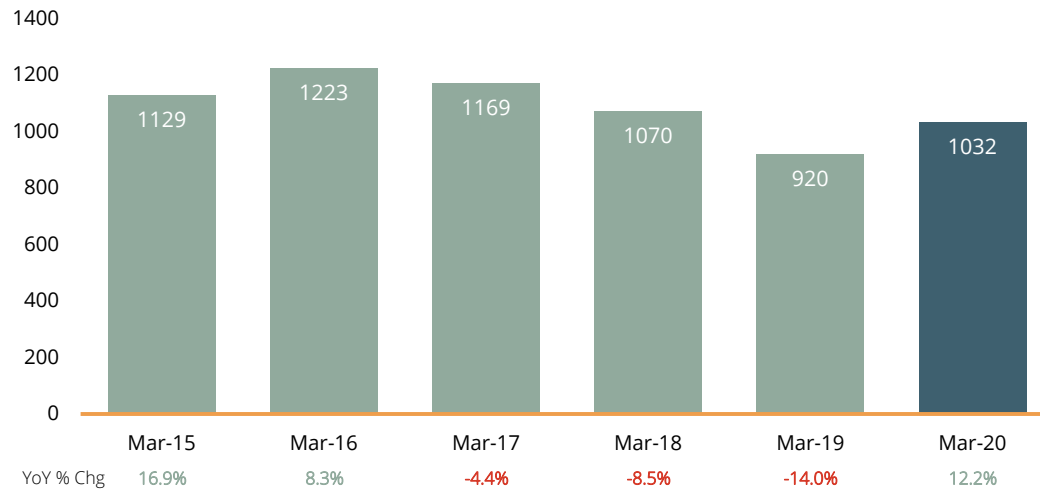
% Change in Pending Sales  
Mar-19 to Mar-20



# New Listings



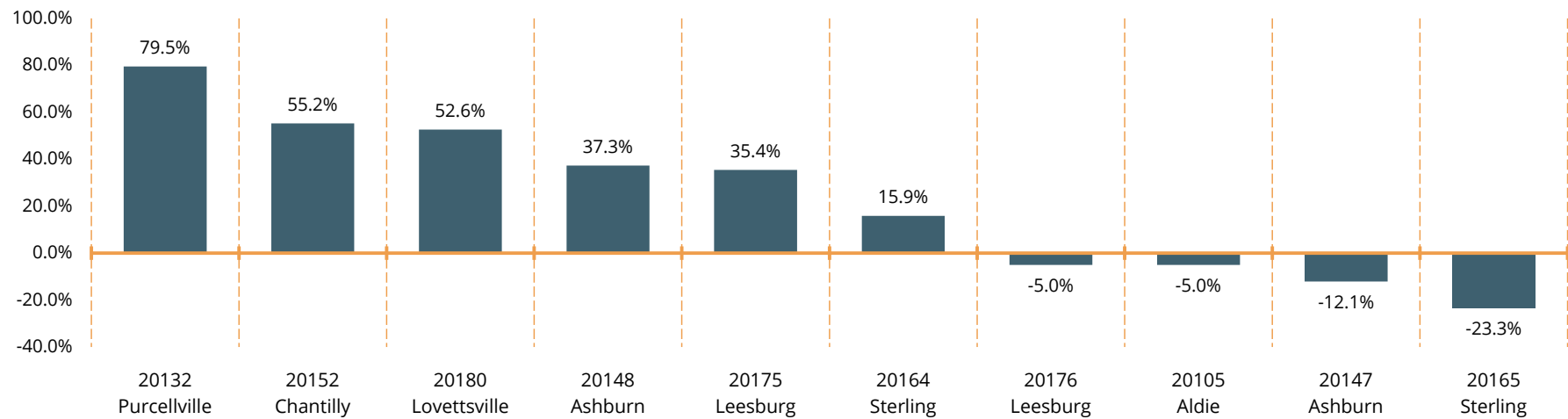
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-19	819	-16.1%	160	5.3%
May-19	891	0.0%	156	11.4%
Jun-19	661	-9.7%	122	-14.7%
Jul-19	643	7.9%	150	28.2%
Aug-19	590	-14.6%	124	-0.8%
Sep-19	580	9.0%	123	51.9%
Oct-19	546	13.3%	140	35.9%
Nov-19	365	-4.9%	75	10.3%
Dec-19	281	2.2%	58	-23.7%
Jan-20	486	8.2%	113	27.0%
Feb-20	578	-1.9%	124	2.5%
Mar-20	886	14.3%	146	0.7%
12-month Avg	611	-0.6%	124	9.6%

## Zip Code

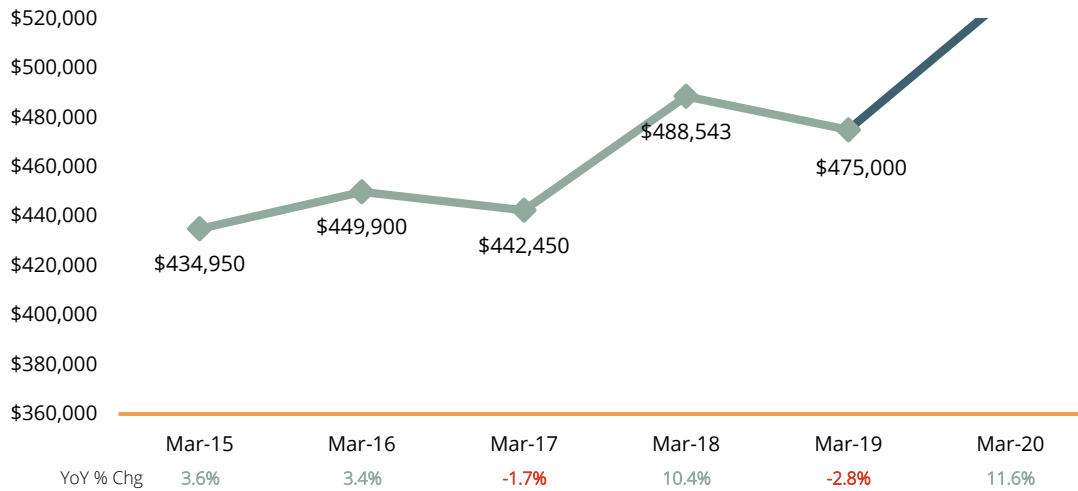
% Change in New Listings  
Mar-19 to Mar-20



# Median List Price



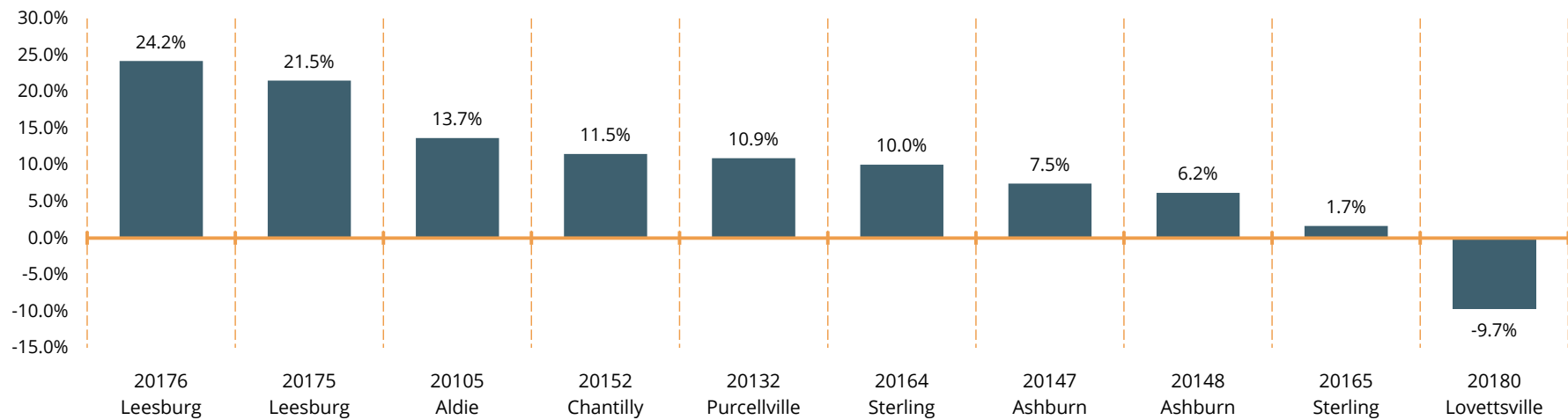
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-19	\$549,900	5.8%	\$316,900	-0.8%
May-19	\$549,675	5.7%	\$335,950	8.4%
Jun-19	\$560,000	3.7%	\$355,000	12.7%
Jul-19	\$565,000	6.8%	\$339,500	7.9%
Aug-19	\$579,900	8.4%	\$338,900	7.6%
Sep-19	\$559,700	5.8%	\$336,500	-1.0%
Oct-19	\$549,800	4.5%	\$355,000	12.7%
Nov-19	\$549,250	2.2%	\$349,000	7.6%
Dec-19	\$569,900	5.6%	\$327,000	2.4%
Jan-20	\$549,450	0.0%	\$330,000	6.5%
Feb-20	\$547,558	1.2%	\$319,900	-1.6%
Mar-20	\$580,000	10.5%	\$382,450	19.5%
12-month Avg	\$559,178	5.0%	\$340,508	6.8%

## Zip Code

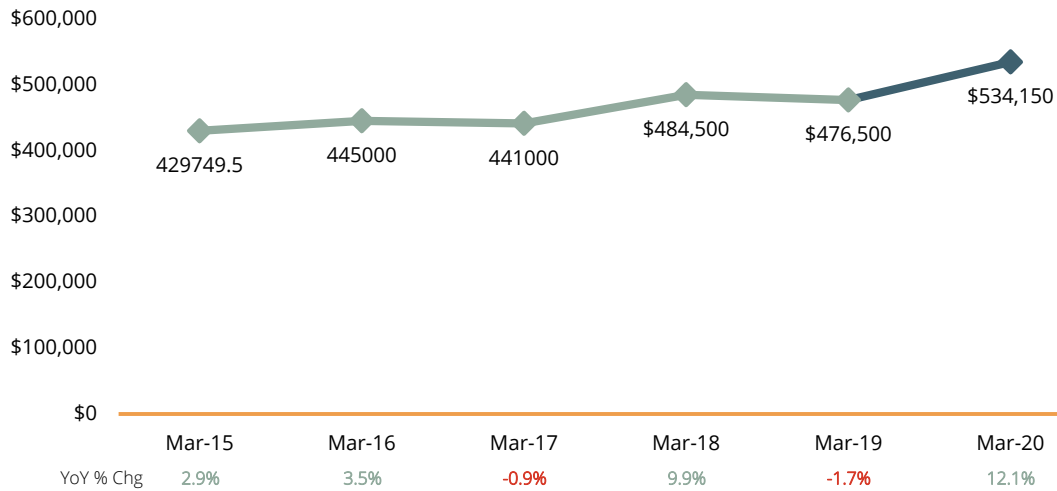
% Change in Median List Price  
Mar-19 to Mar-20



# Median Sales Price



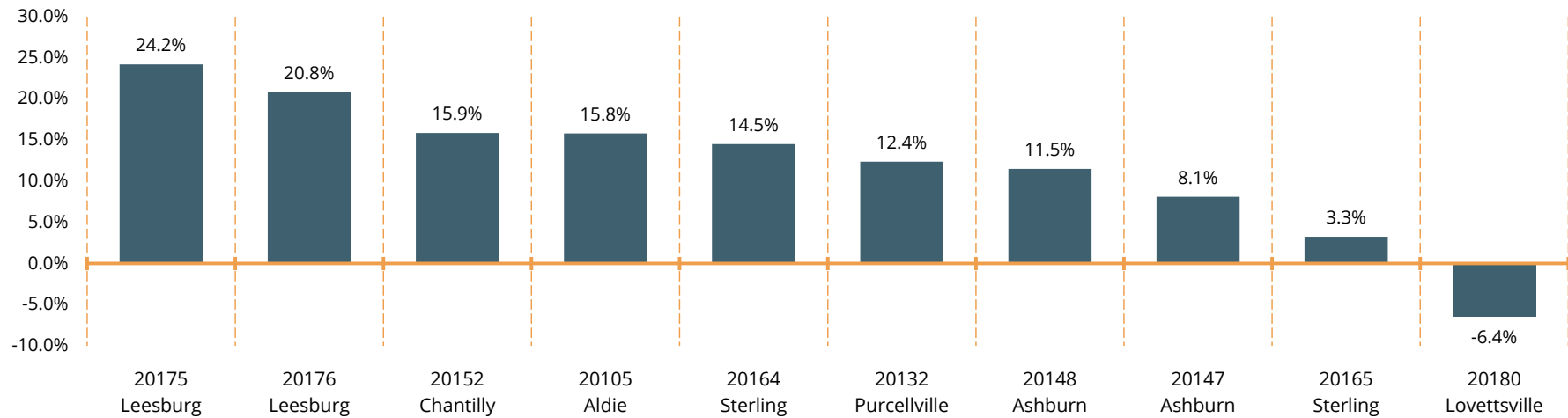
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-19	\$549,454	6.7%	\$315,000	-0.9%
May-19	\$550,000	6.4%	\$335,000	9.1%
Jun-19	\$560,000	3.7%	\$355,000	14.5%
Jul-19	\$565,000	7.0%	\$335,000	8.1%
Aug-19	\$575,000	8.2%	\$335,000	6.9%
Sep-19	\$558,500	5.6%	\$333,750	0.2%
Oct-19	\$549,800	4.7%	\$350,000	12.7%
Nov-19	\$537,920	-1.0%	\$341,250	6.6%
Dec-19	\$566,984	7.8%	\$325,000	1.8%
Jan-20	\$548,500	0.4%	\$332,100	8.9%
Feb-20	\$551,500	2.1%	\$310,888	-4.3%
Mar-20	\$580,000	10.5%	\$377,498	16.2%
12-month Avg	\$557,722	5.1%	\$337,124	6.6%

## Zip Code

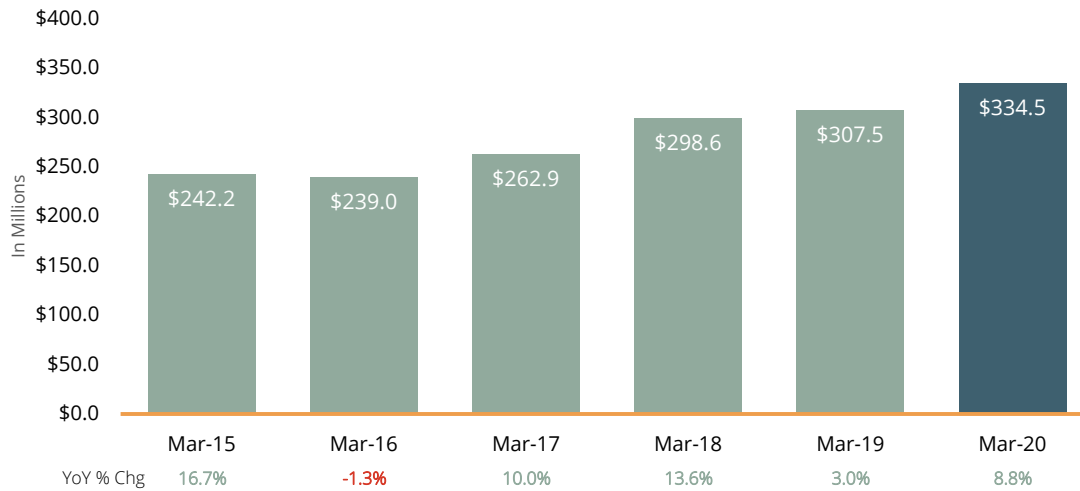
% Change in Median Sales Price  
Mar-19 to Mar-20



# Sold Dollar Volume (in millions)



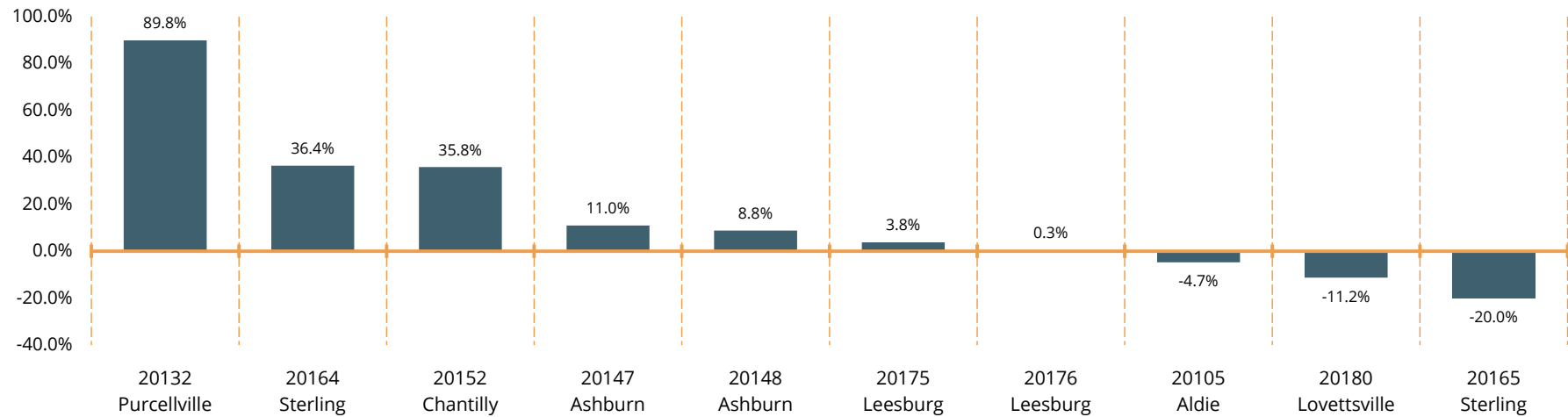
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Apr-19	\$291.7	-4.7%	\$29.3	-7.0%
May-19	\$368.0	1.4%	\$51.6	36.6%
Jun-19	\$412.1	-3.1%	\$41.6	-3.5%
Jul-19	\$405.3	13.6%	\$41.5	-3.1%
Aug-19	\$336.4	9.7%	\$38.3	14.0%
Sep-19	\$289.2	33.6%	\$35.2	32.3%
Oct-19	\$275.0	11.2%	\$39.6	48.1%
Nov-19	\$222.1	-8.5%	\$29.9	14.0%
Dec-19	\$240.9	20.6%	\$27.6	0.3%
Jan-20	\$148.0	-3.7%	\$22.1	17.7%
Feb-20	\$167.8	5.2%	\$19.9	12.0%
Mar-20	\$299.3	7.7%	\$35.2	19.0%
12-month Avg	\$288.0	6.2%	\$34.3	13.7%

## Zip Code

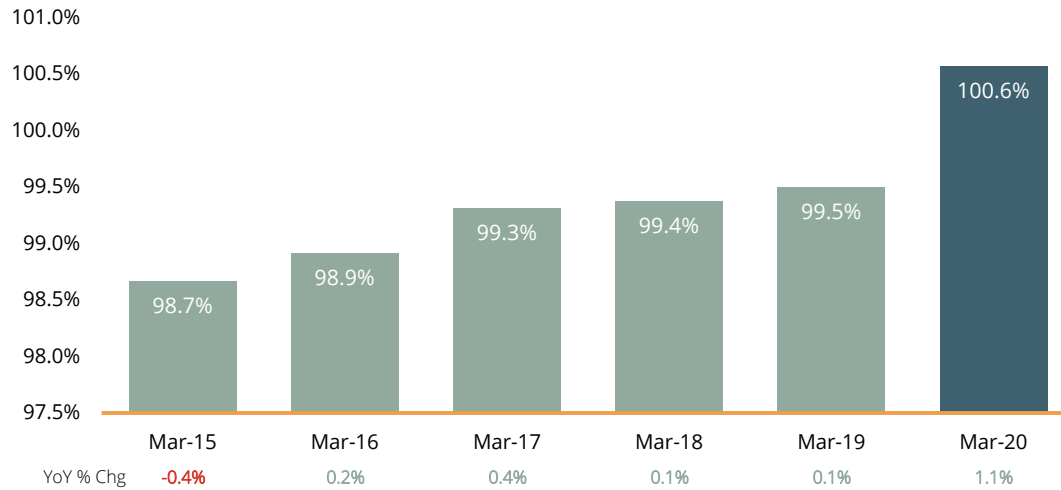
% Change in Sold Dollar Volume  
Mar-19 to Mar-20



# Average Sold to Ask Price Ratio



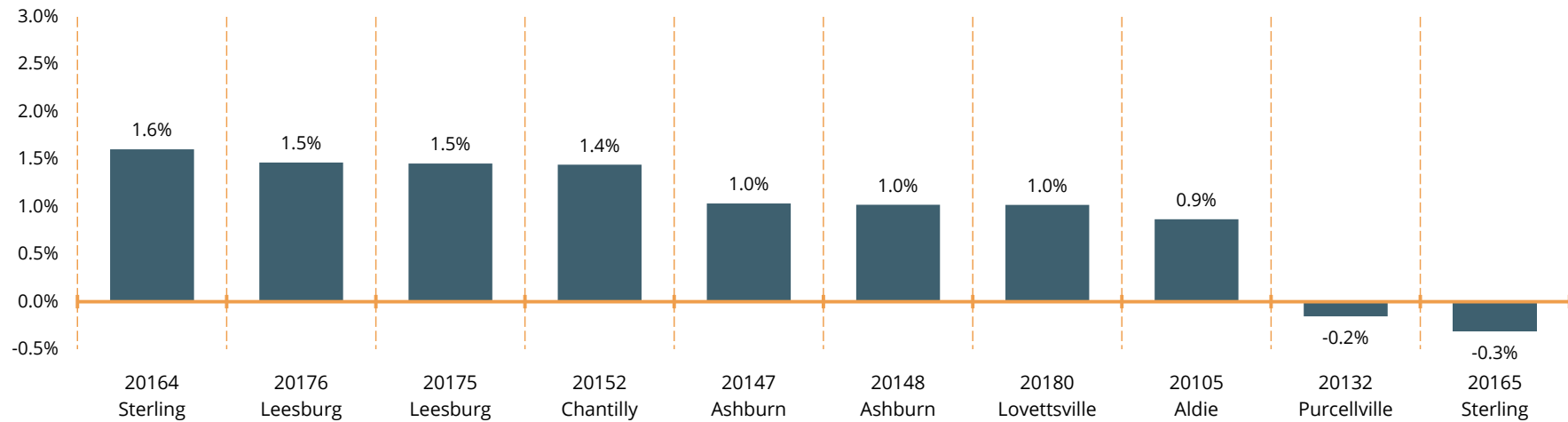
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Apr-19	99.7%	0.1%	99.3%	-0.5%
May-19	100.3%	0.5%	99.6%	0.5%
Jun-19	99.9%	0.2%	99.5%	0.1%
Jul-19	99.6%	-0.1%	99.6%	0.6%
Aug-19	99.3%	-0.2%	99.5%	1.0%
Sep-19	99.5%	0.1%	99.2%	0.2%
Oct-19	99.2%	-0.7%	99.6%	0.3%
Nov-19	99.6%	0.4%	99.4%	0.3%
Dec-19	99.9%	0.5%	99.6%	0.4%
Jan-20	99.3%	0.1%	99.3%	0.4%
Feb-20	99.6%	0.2%	99.7%	0.2%
Mar-20	100.6%	1.1%	100.5%	1.1%
12-month Avg	99.7%	0.2%	99.6%	0.4%

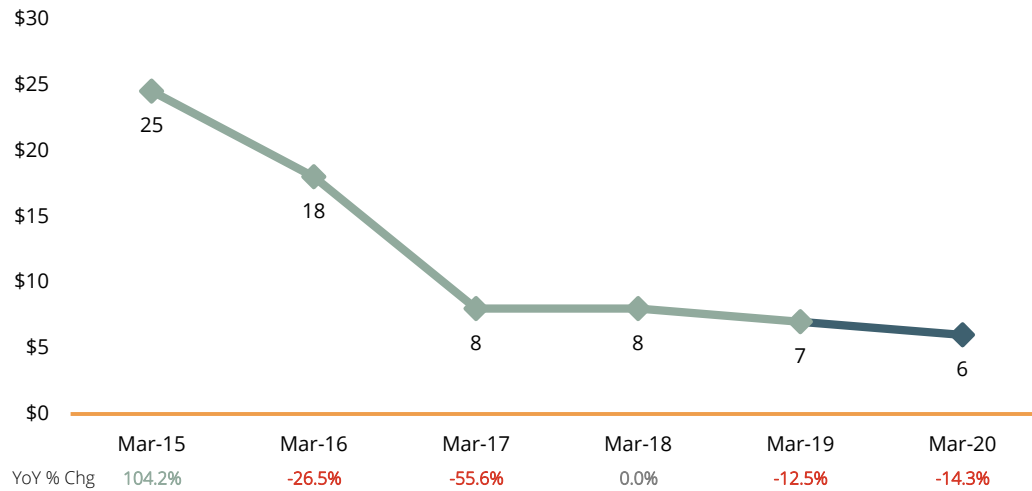
## Zip Code

% Change in Average Sold to Ask Price Ratio  
Mar-19 to Mar-20



# Median Days on Market

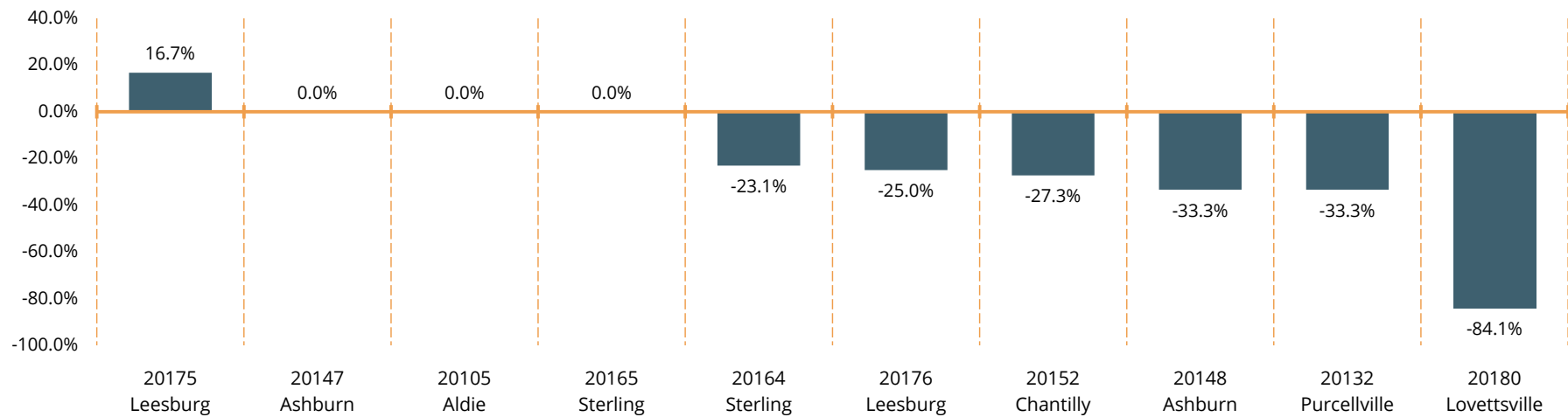
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-19	6	-14.3%	9	28.6%
May-19	6	-14.3%	6	-50.0%
Jun-19	7	-26.3%	7	-41.7%
Jul-19	10	0.0%	12	9.1%
Aug-19	10	-16.7%	8	-42.9%
Sep-19	12	-25.0%	12	-36.8%
Oct-19	11	-26.7%	8	-55.6%
Nov-19	9	-52.6%	9	-55.0%
Dec-19	13	-23.5%	21	2.4%
Jan-20	14	-26.3%	16	14.3%
Feb-20	7	-36.4%	7	-12.5%
Mar-20	6	-14.3%	6	0.0%
12-month Avg	9	-25.8%	10	-25.1%

## Zip Code

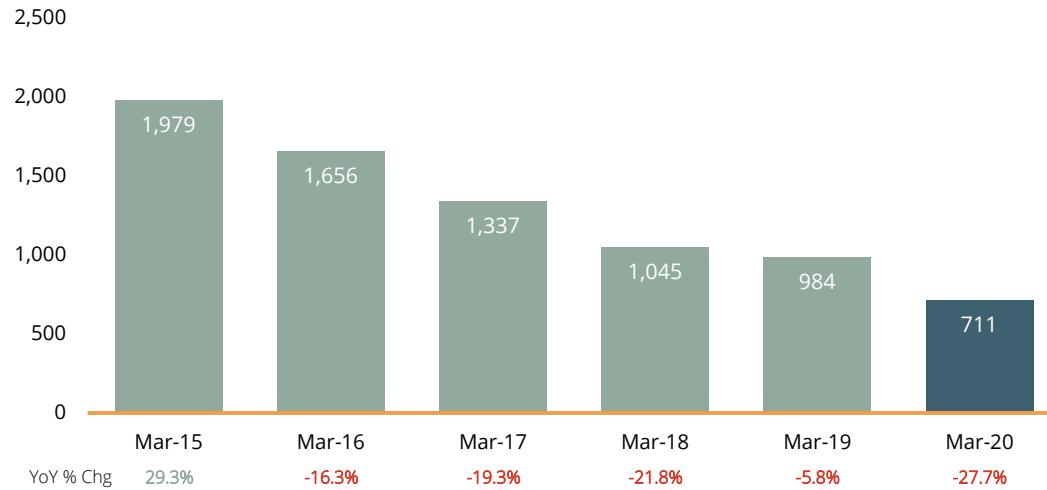
% Change in Median Days on Market  
Mar-19 to Mar-20



# Active Listings



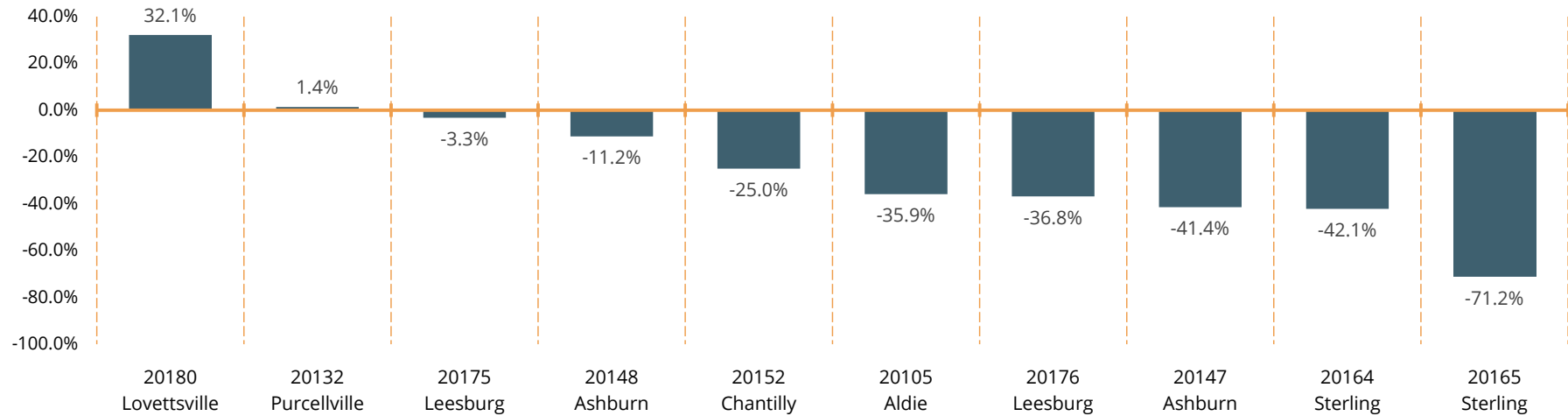
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-19	927	-11.0%	140	3.7%
May-19	1,066	-1.3%	152	21.6%
Jun-19	974	-5.1%	145	-1.4%
Jul-19	981	-0.4%	137	13.2%
Aug-19	942	-4.4%	135	-6.9%
Sep-19	898	-5.6%	124	-11.4%
Oct-19	893	10.9%	140	12.0%
Nov-19	746	-0.9%	121	13.1%
Dec-19	479	-27.2%	70	-27.1%
Jan-20	513	-21.8%	82	-20.4%
Feb-20	526	-27.9%	88	-29.6%
Mar-20	608	-28.4%	103	-23.7%
12-month Avg	796	-9.2%	120	-4.5%

## Zip Code

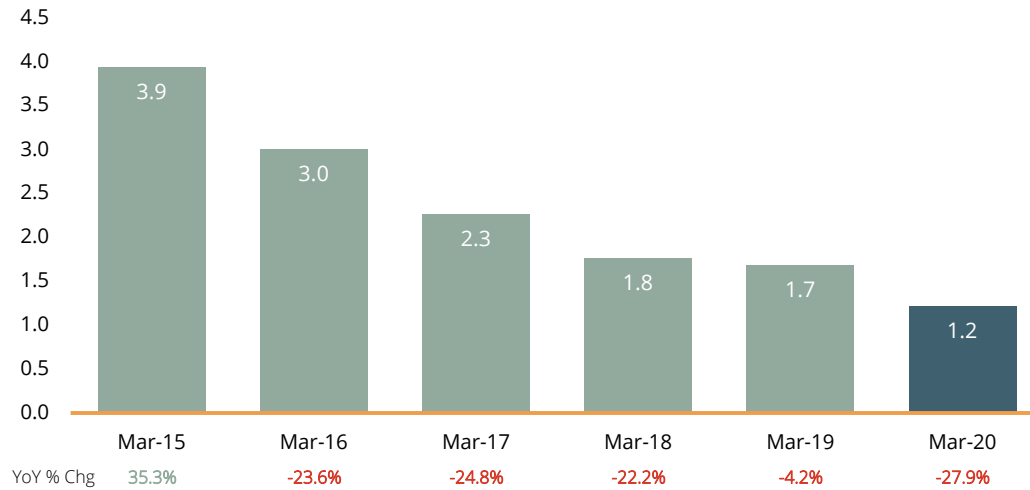
% Change in Active Listings  
Mar-19 to Mar-20





# Months Supply

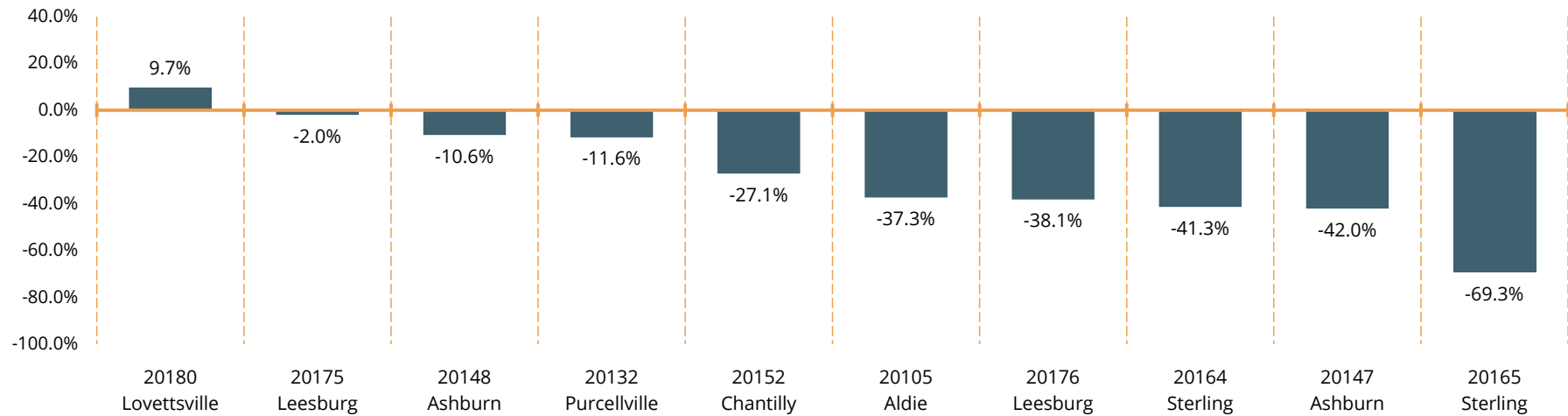
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
Apr-19	2.0	-6.2%	1.5	2.5%
May-19	2.3	4.8%	1.6	17.2%
Jun-19	2.1	1.1%	1.5	-1.4%
Jul-19	2.1	5.9%	1.4	15.3%
Aug-19	2.0	0.2%	1.4	-6.5%
Sep-19	1.9	-4.2%	1.3	-12.9%
Oct-19	1.8	11.5%	1.4	7.5%
Nov-19	1.6	0.1%	1.2	8.7%
Dec-19	1.0	-28.1%	0.7	-29.5%
Jan-20	1.1	-22.8%	0.8	-23.2%
Feb-20	1.1	-30.1%	0.9	-33.3%
Mar-20	1.3	-27.8%	1.0	-27.5%
12-month Avg	1.7	-6.7%	1.2	-6.5%

## Zip Code

**% Change in Months of Supply**  
Mar-19 to Mar-20



# Area Overview



New Listings				Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Mar-19	Mar-20	% chg	Mar-19	Mar-20	% chg	Mar-19	Mar-20	% chg	Mar-19	Mar-20	% chg	Mar-19	Mar-20	% chg
Loudoun County	920	1032	12.2%	576	567	-1.6%	\$476,500	\$534,150	12.1%	984	711	-27.7%	1.7	1.2	-27.9%
20105	100	95	-5.0%	48	45	-6.3%	\$588,000	\$681,000	15.8%	92	59	-35.9%	1.6	1.0	-37.3%
20132	39	70	79.5%	24	44	83.3%	\$527,500	\$592,700	12.4%	74	75	1.4%	3.0	2.7	-11.6%
20147	141	124	-12.1%	91	88	-3.3%	\$443,890	\$479,950	8.1%	99	58	-41.4%	1.1	0.6	-42.0%
20148	110	151	37.3%	81	82	1.2%	\$555,000	\$618,765	11.5%	107	95	-11.2%	1.3	1.1	-10.6%
20152	67	104	55.2%	36	44	22.2%	\$458,250	\$530,935	15.9%	60	45	-25.0%	1.4	1.0	-27.1%
20164	63	73	15.9%	46	54	17.4%	\$386,000	\$442,000	14.5%	38	22	-42.1%	0.8	0.5	-41.3%
20165	73	56	-23.3%	47	36	-23.4%	\$460,000	\$475,000	3.3%	59	17	-71.2%	1.2	0.4	-69.3%
20175	79	107	35.4%	58	52	-10.3%	\$465,000	\$577,500	24.2%	92	89	-3.3%	1.8	1.8	-2.0%
20176	140	133	-5.0%	75	67	-10.7%	\$480,000	\$580,000	20.8%	155	98	-36.8%	2.2	1.3	-38.1%
20180	19	29	52.6%	12	12	0.0%	\$463,470	\$433,750	-6.4%	28	37	32.1%	2.8	3.0	9.7%



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.

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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.