

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



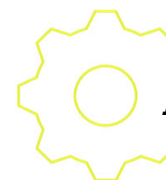
Key Market Trends: April 2020

Sales activity slowed down slightly in April. There were 587 sales in the Loudoun County housing market in April, 13 fewer sales than last year, representing a 2.2% drop. This is 2nd decline in sales activity in a row in the County and reflects the uncertainty in the market from COVID-19.

Largest decrease in pending sales in over 5 years. There were 498 pending sales in Loudoun County in April, which is 285 fewer pending sales than a year ago, a 36.4% decline. While pending sales have been slowing down in recent months (prior to COVID-19), this is by far the largest drop in pending sales in the County in over 5 years.

Prices continue to rise despite market slowdown. At \$540,000 the April median sales price in the Loudoun County housing market climbed 6.9% from last year, a gain of \$35,000. Home prices have been rising in the County for several years, a reflection of the tight supply of active listings & strong demand.

The inventory continues to shrink, and new listings declined sharply. The number of active listings in Loudoun County continues to decline, down 29.7% in April compared to last year. New listings also declined dramatically in April, falling 20.9% from a year ago, which is 205 fewer listings. This signals that potential sellers remain cautious during the on-going pandemic.



DAAR Market Dashboard

YoY Chg	Apr-20	Indicator
▼ -2.2%	587	Sales
▼ -36.4%	498	Pending Sales
▼ -20.9%	774	New Listings
▲ 5.9%	\$535,000	Median List Price
▲ 6.9%	\$540,000	Median Sales Price
▲ 5.8%	\$206	Median Price Per Square Foot
▲ 6.6%	\$342	Sold Dollar Volume (in millions)
▲ 0.7%	100.3%	Average Sold/Ask Price Ratio
▼ -16.7%	5	Median Days on Market
▼ -29.7%	750	Active Listings
▼ -31.7%	1.3	Months of Supply

Report Index



Market Activity - DAAR Footprint -----	4
Total Market Overview -----	5
Single-Family Market Overview -----	6
Townhome & Condo Market Overview -----	7
Sales -----	8
Pending Sales -----	9
New Listings -----	10
Median List Price -----	11
Median Sales Price -----	12
Sold Dollar Volume -----	13
Average Sold to Ask Price Ratio -----	14
Median Days on Market -----	15
Active Listings -----	16
Months of Supply -----	17
Area Overview -----	18

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.

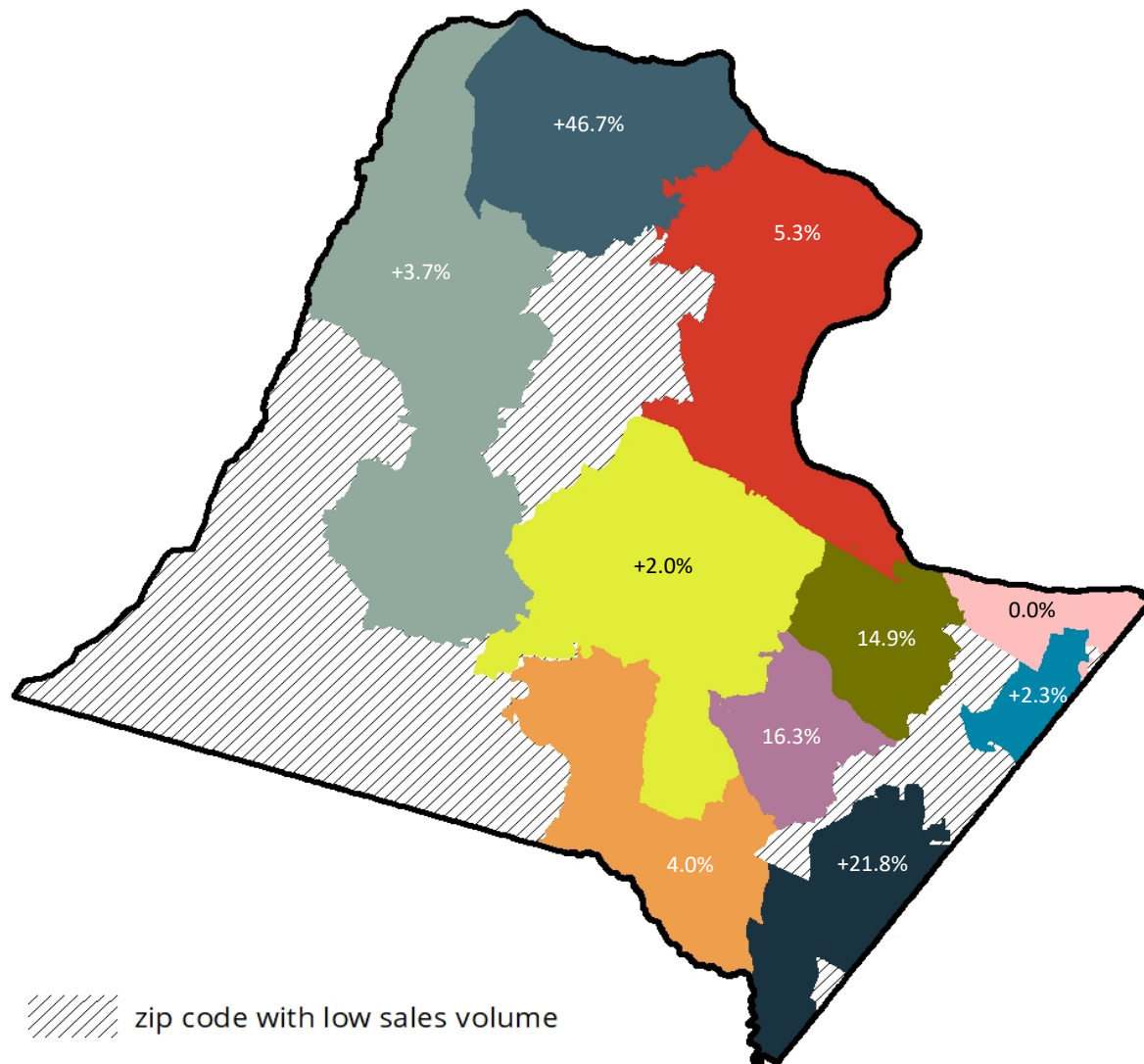
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Apr-19	Apr-20	% Chg
20105 Aldie	50	48	-4.0%
20132 Purcellville	27	28	3.7%
20147 Ashburn	94	80	-14.9%
20148 Ashburn	92	77	-16.3%
20152 Chantilly	55	67	21.8%
20164 Sterling	43	44	2.3%
20165 Sterling	51	51	0.0%
20175 Leesburg	49	50	2.0%
20176 Leesburg	75	71	-5.3%
20180 Lovettsville	15	22	46.7%

Total Market Overview



Key Metrics	2-year Trends	Apr-19	Apr-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Apr-18						
Sales		600	587	-2.2%	1,833	1,804	-1.6%
Pending Sales		783	498	-36.4%	2,491	2,129	-14.5%
New Listings		979	774	-20.9%	3,147	3,107	-1.3%
Median List Price		\$502,500	\$535,000	6.5%	\$489,990	\$524,900	7.1%
Median Sales Price		\$505,000	\$540,000	6.9%	\$490,000	\$525,000	7.1%
Median Price Per Square Foot		\$195	\$206	5.8%	\$196	\$204	4.3%
Sold Dollar Volume (in millions)		\$321.0	\$342.3	6.6%	\$978.1	\$1,034.4	5.8%
Average Sold/Ask Price Ratio		99.6%	100.3%	0.7%	99.5%	100.1%	0.7%
Median Days on Market		6	5	-16.7%	8	6	-25.0%
Active Listings		1,067	750	-29.7%	n/a	n/a	n/a
Months of Supply		1.9	1.3	-31.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 15, 2020

Single-Family Market Overview



Key Metrics	2-year Trends	Apr-19	Apr-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Apr-18		Apr-20				
Sales		509	506	-0.6%	1,533	1,503	-2.0%
Pending Sales		642	422	-34.3%	2,065	1,772	-14.2%
New Listings		819	645	-21.2%	2,632	2,595	-1.4%
Median List Price		\$549,900	\$592,500	7.7%	\$539,900	\$575,000	6.5%
Median Sales Price		\$549,454	\$595,150	8.3%	\$538,000	\$575,531	7.0%
Median Price Per Square Foot		\$191	\$200	4.6%	\$191	\$200	4.5%
Sold Dollar Volume (in millions)		\$291.7	\$314.0	7.6%	\$882.7	\$929.0	5.2%
Average Sold/Ask Price Ratio		99.7%	100.3%	0.6%	99.5%	100.2%	0.7%
Median Days on Market		6	5	-16.7%	8	6	-25.0%
Active Listings		927	633	-31.7%	n/a	n/a	n/a
Months of Supply		2.0	1.3	-33.1%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 15, 2020

Townhome & Condo Market Overview



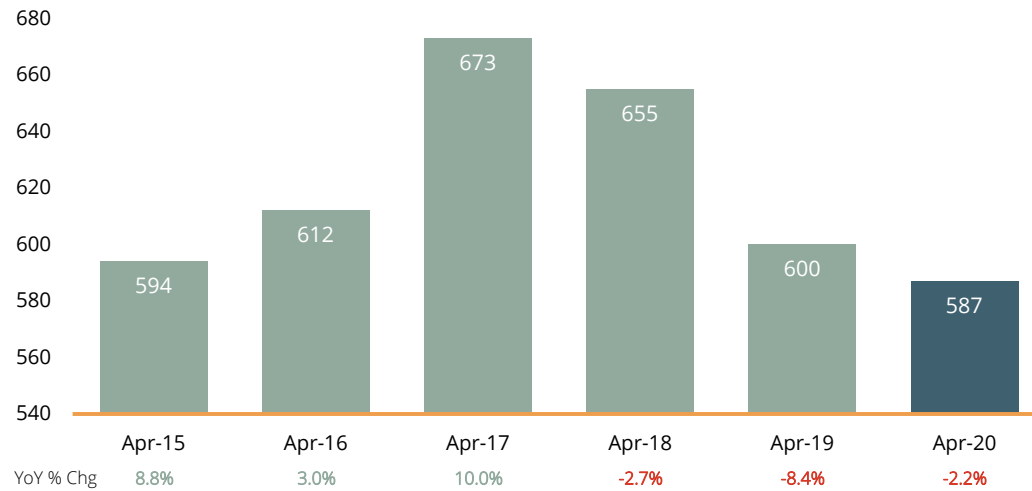
Key Metrics	2-year Trends	Apr-19	Apr-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Apr-18		Apr-20				
Sales		91	81	-11.0%	300	301	0.3%
Pending Sales		141	76	-46.1%	426	357	-16.2%
New Listings		160	129	-19.4%	515	512	-0.6%
Median List Price		\$316,900	\$359,900	13.6%	\$319,977	\$349,900	9.4%
Median Sales Price		\$315,000	\$358,900	13.9%	\$319,000	\$349,900	9.7%
Median Price Per Square Foot		\$217	\$239	10.0%	\$216	\$231	6.8%
Sold Dollar Volume (in millions)		\$29.3	\$28.3	-3.6%	\$95.4	\$105.4	10.5%
Average Sold/Ask Price Ratio		99.3%	100.3%	1.0%	99.3%	100.0%	0.7%
Median Days on Market		9	5	-44.4%	8	7	-12.5%
Active Listings		140	117	-16.4%	n/a	n/a	n/a
Months of Supply		1.5	1.2	-21.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 15, 2020

Sales



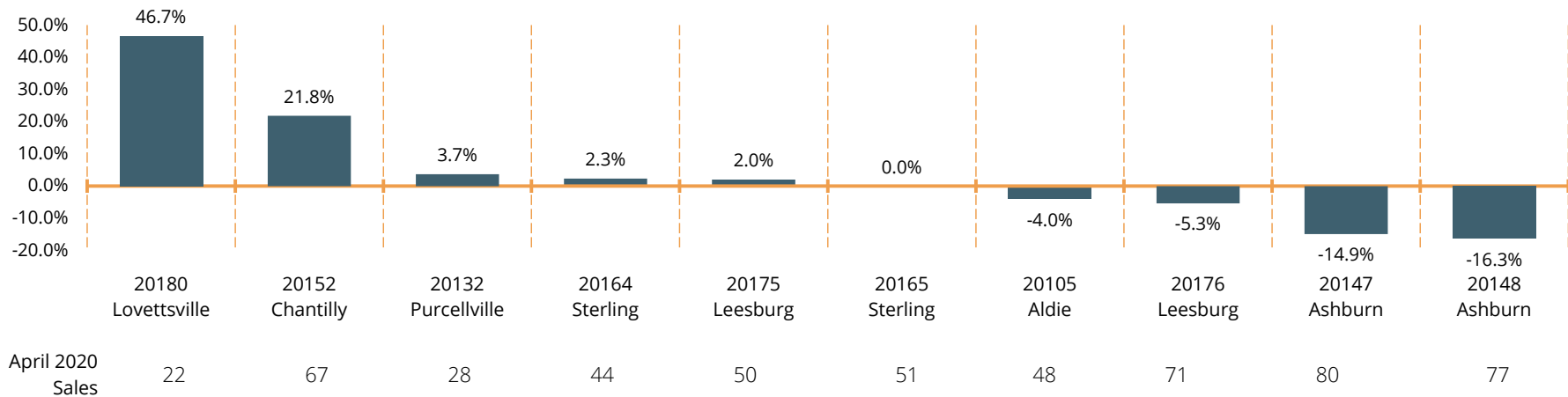
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-20	506	-0.6%	81	-11.0%
12-month Avg	482	1.8%	101	7.0%

Zip Code

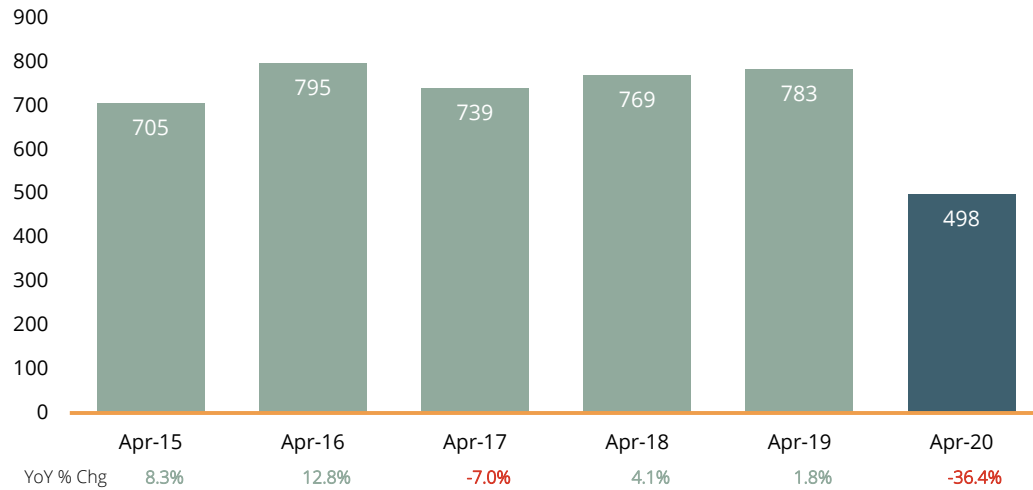
% Change in Sales
Apr-19 to Apr-20



Pending Sales



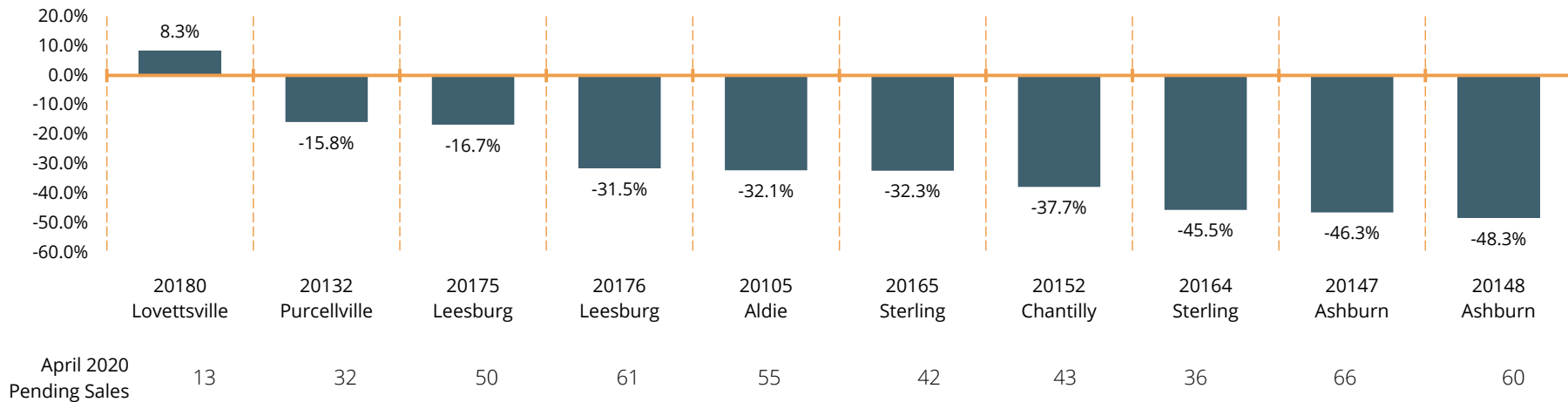
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-20	422	-34.3%	76	-46.1%
12-month Avg	455	-3.8%	96	-0.4%

Zip Code

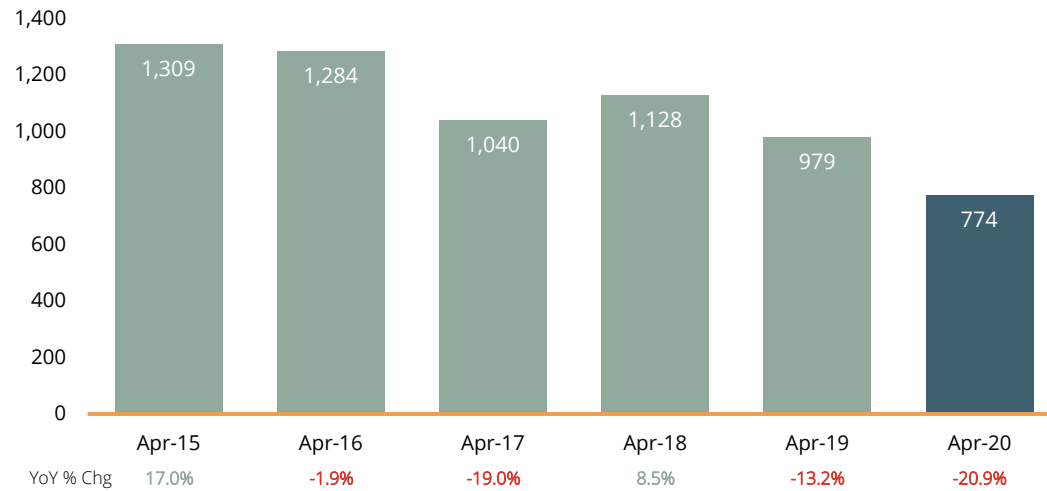
% Change in Pending Sales
Apr-19 to Apr-20



New Listings



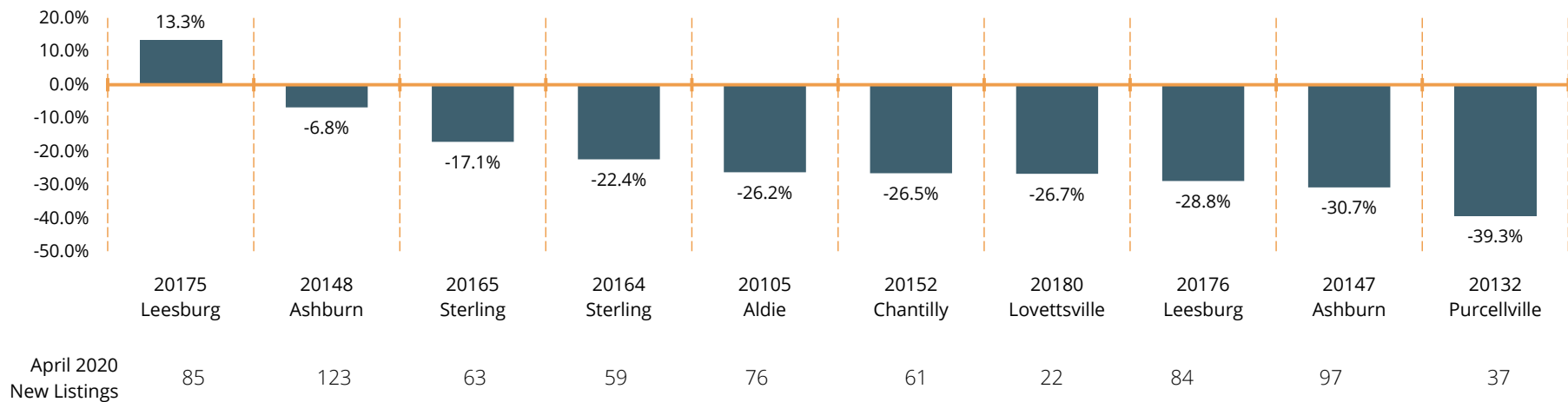
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-20	645	-21.2%	129	-19.4%
12-month Avg	596	-0.9%	122	6.7%

Zip Code

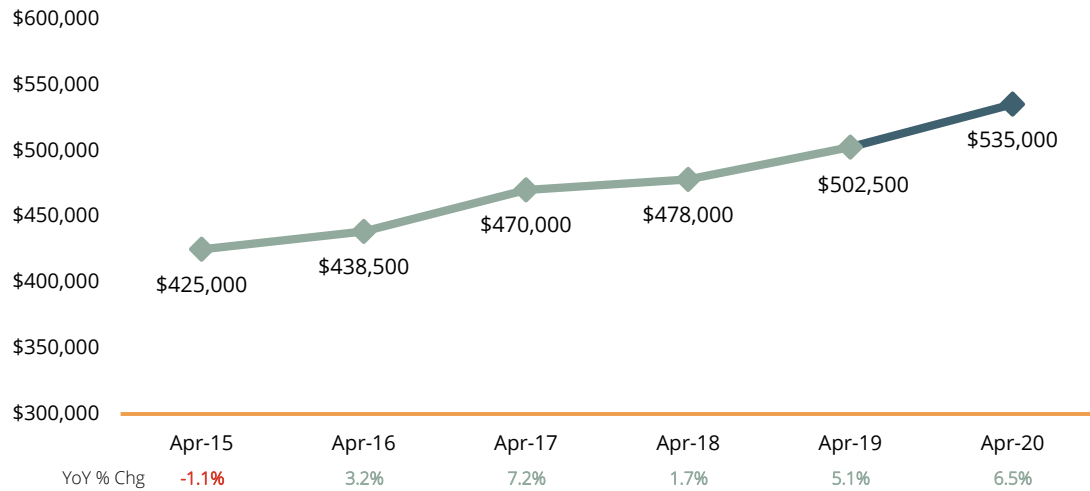
% Change in New Listings
Apr-19 to Apr-20



Median List Price



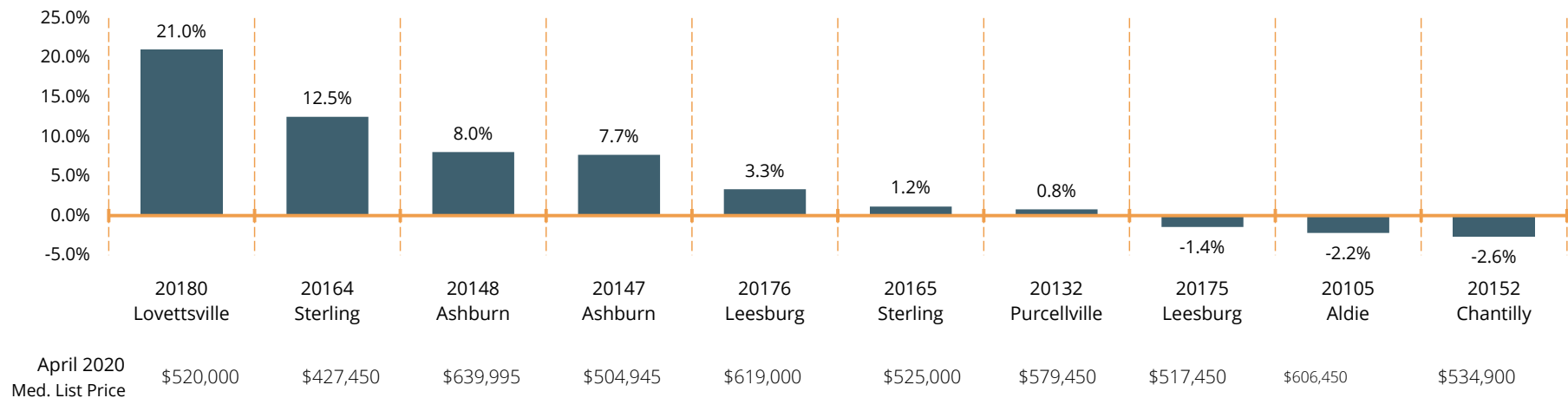
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-20	\$592,500	7.7%	\$359,900	13.6%
12-month Avg	\$562,728	5.2%	\$344,092	8.0%

Zip Code

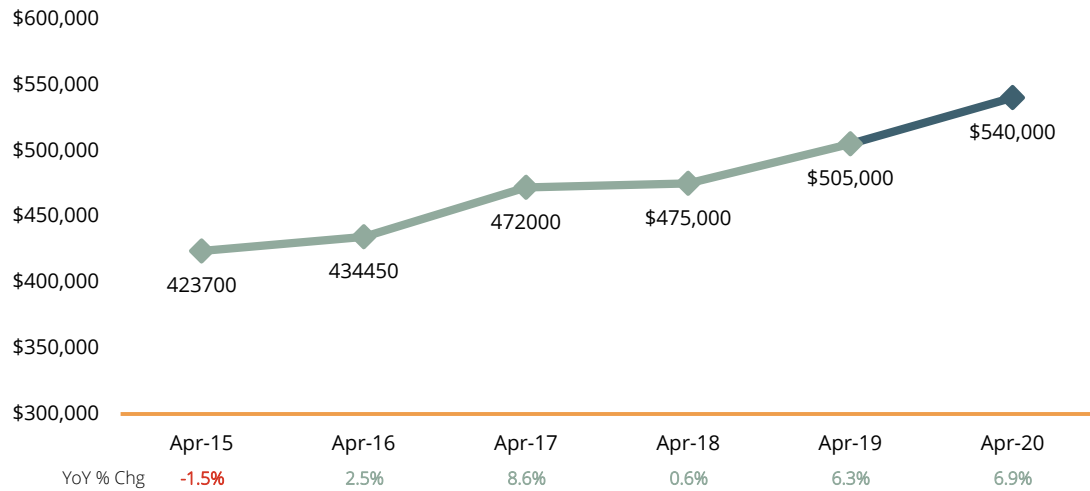
% Change in Median List Price
Apr-19 to Apr-20



Median Sales Price



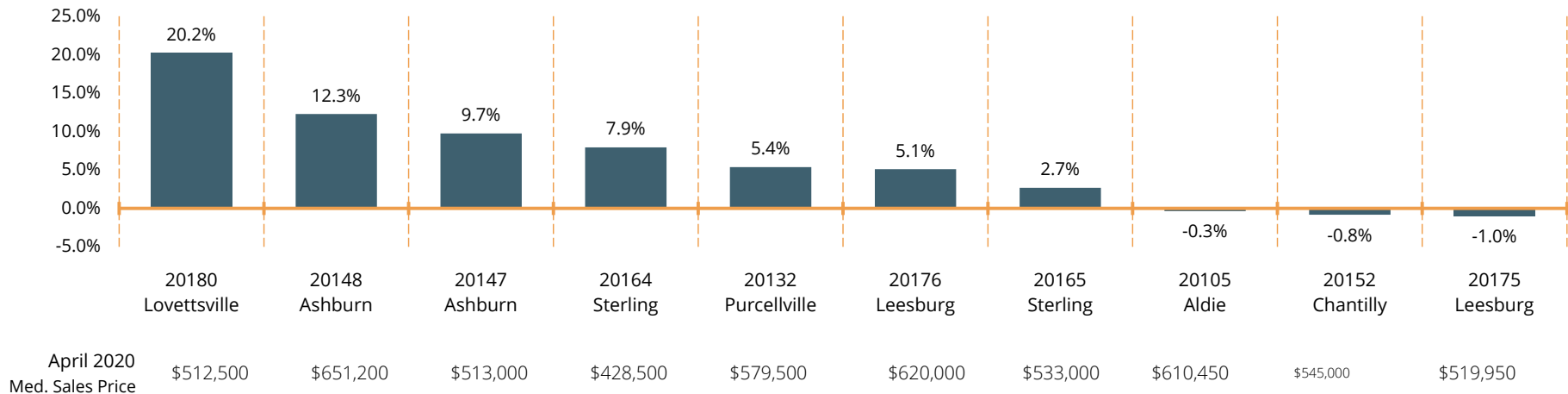
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-20	\$595,150	8.3%	\$358,900	13.9%
12-month Avg	\$561,530	5.3%	\$340,782	7.8%

Zip Code

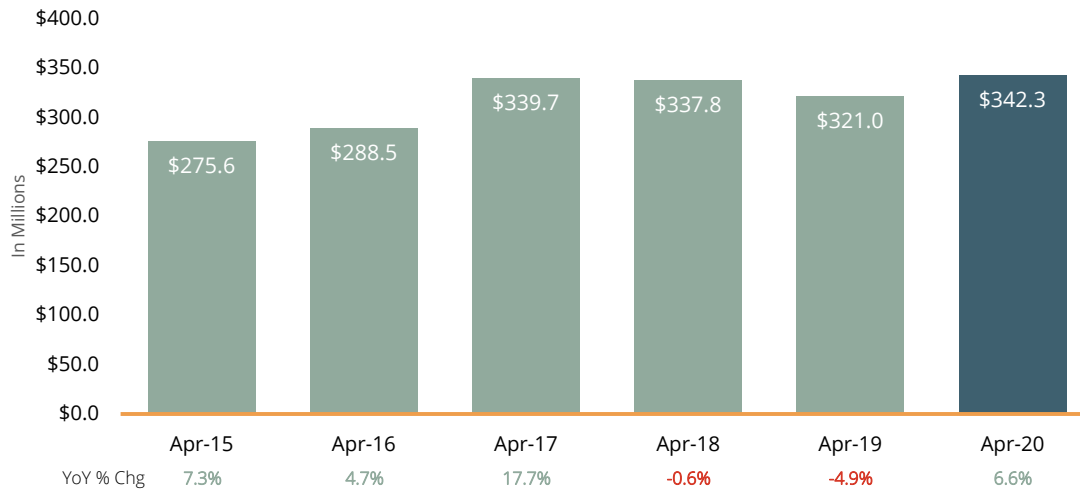
% Change in Median Sales Price
Apr-19 to Apr-20



Sold Dollar Volume (in millions)



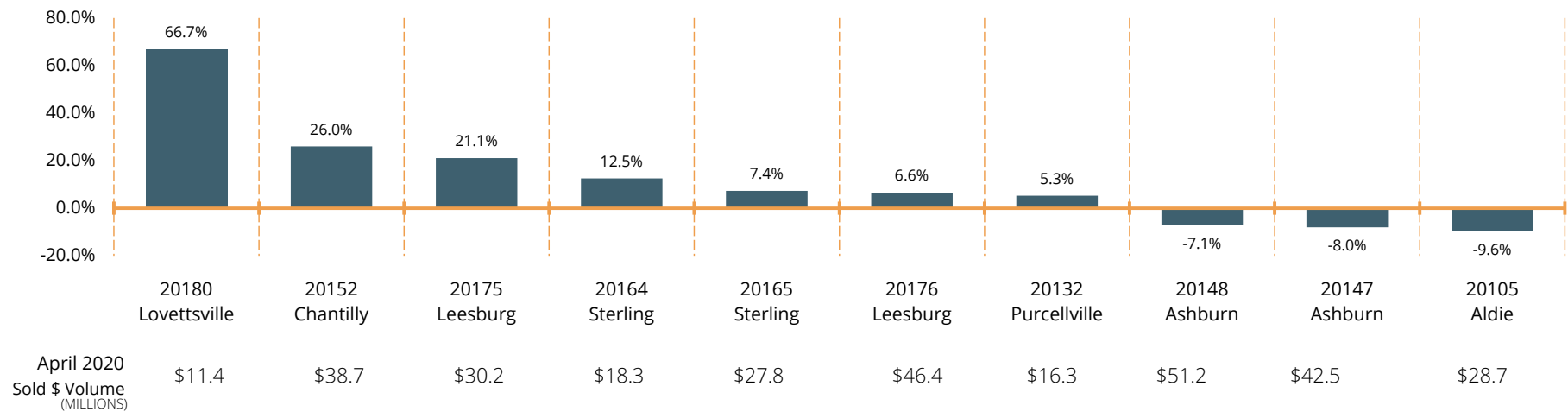
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-20	\$314.0	7.6%	\$28.3	-3.6%
12-month Avg	\$289.9	7.3%	\$34.2	14.2%

Zip Code

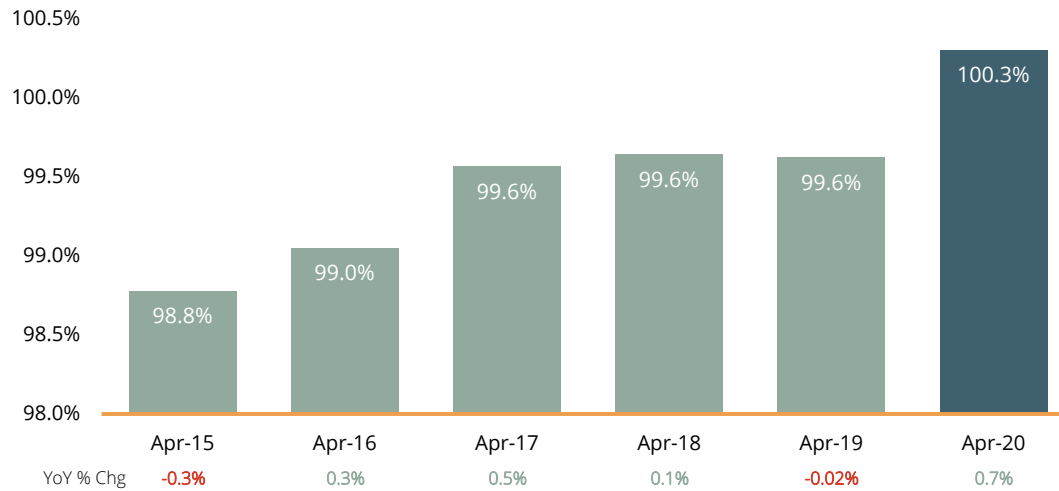
% Change in Sold Dollar Volume
Apr-19 to Apr-20



Average Sold to Ask Price Ratio



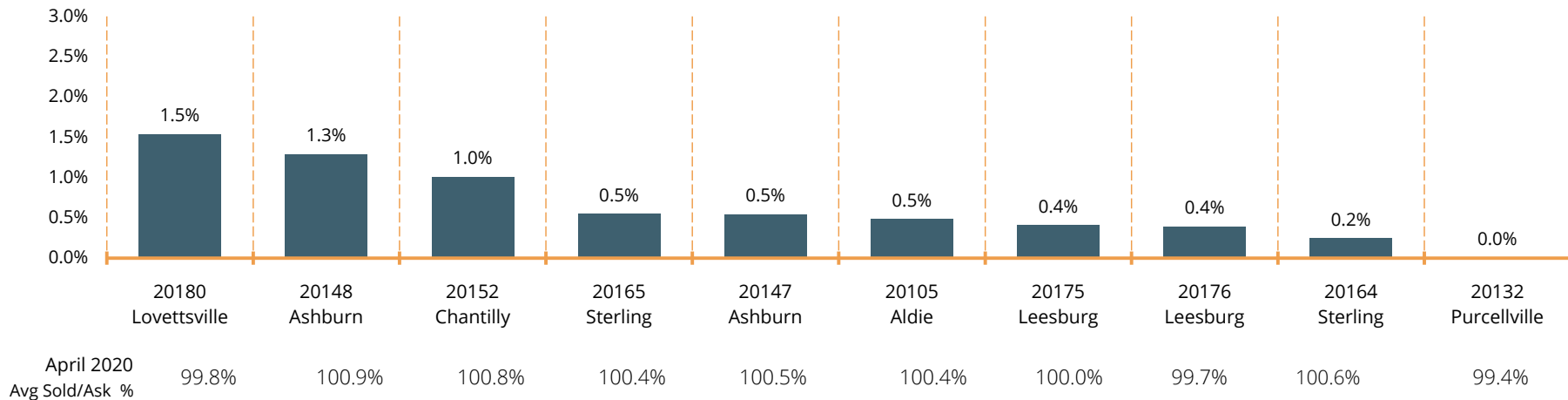
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-20	100.3%	0.6%	100.3%	1.0%
12-month Avg	99.7%	0.2%	99.7%	0.5%

Zip Code

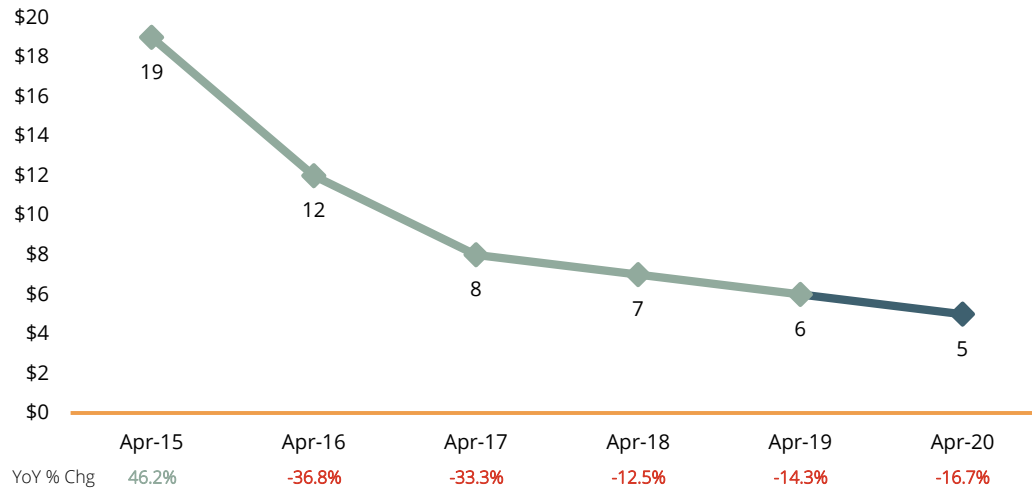
% Change in Average Sold to Ask Price Ratio
Apr-19 to Apr-20



Median Days on Market



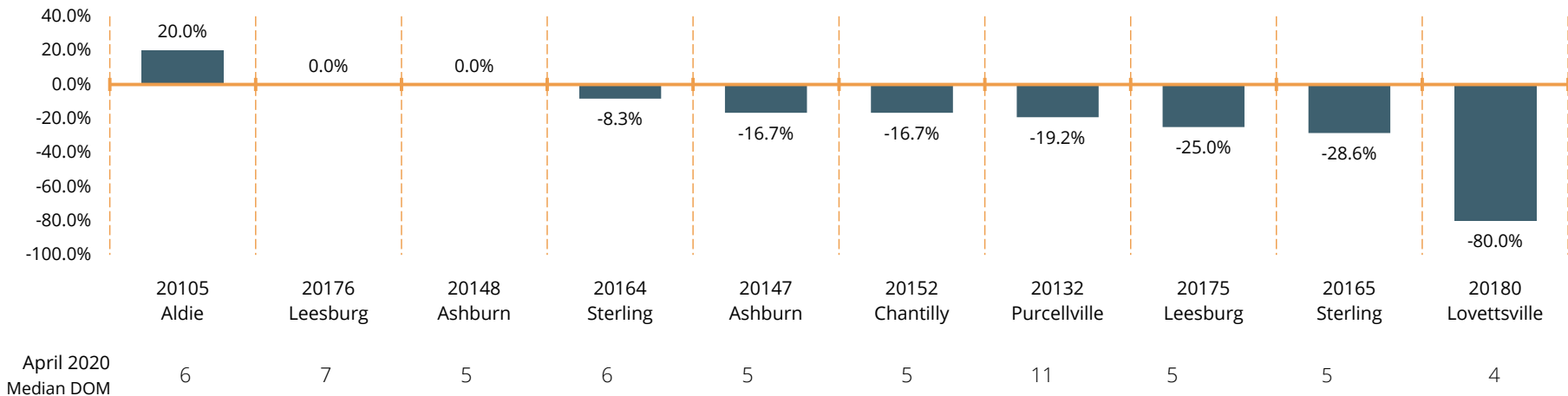
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-20	5	-16.7%	5	-44.4%
12-month Avg	9	-25.9%	10	-28.4%

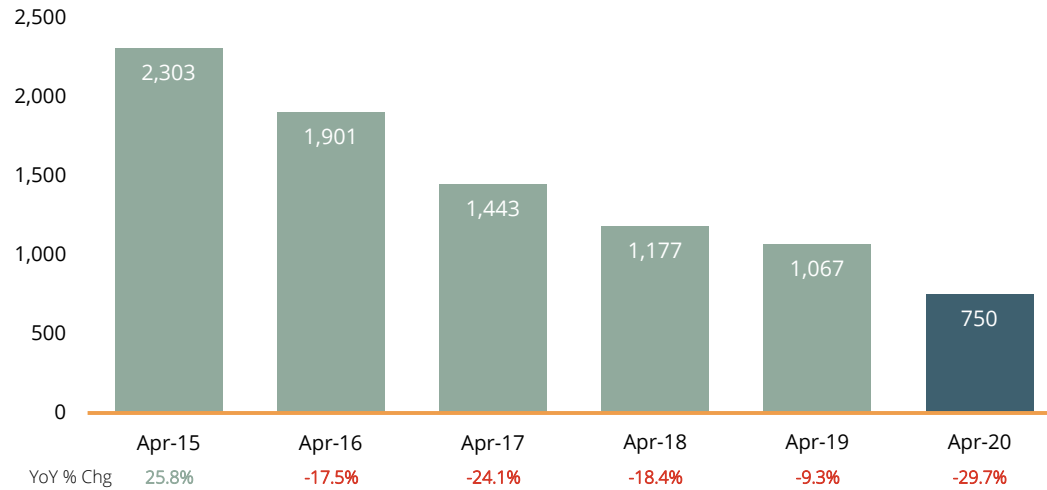
Zip Code

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



Active Listings

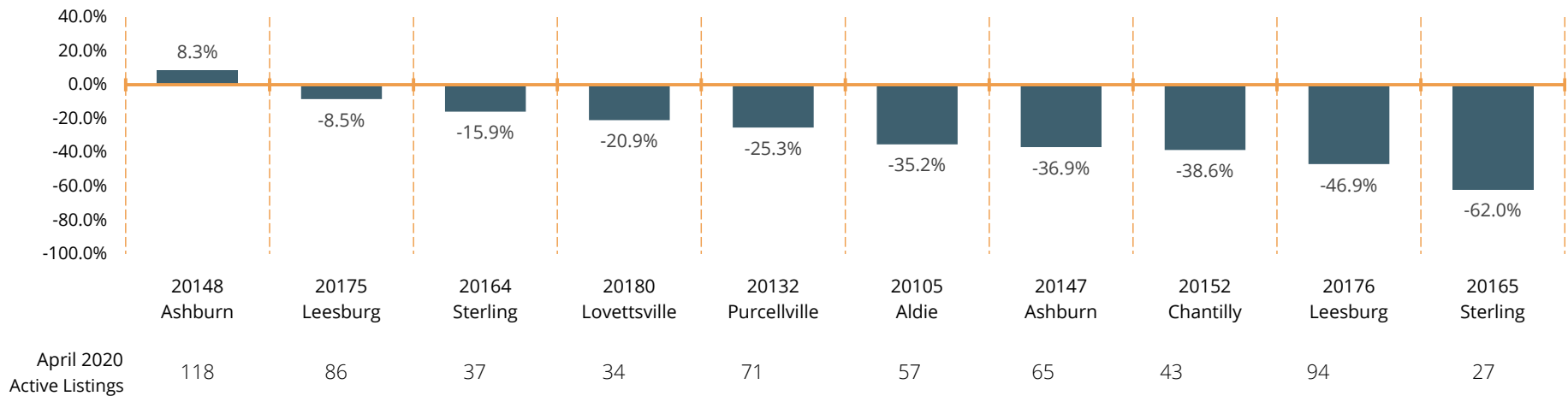
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-20	633	-31.7%	117	-16.4%
12-month Avg	772	-11.0%	118	-6.3%

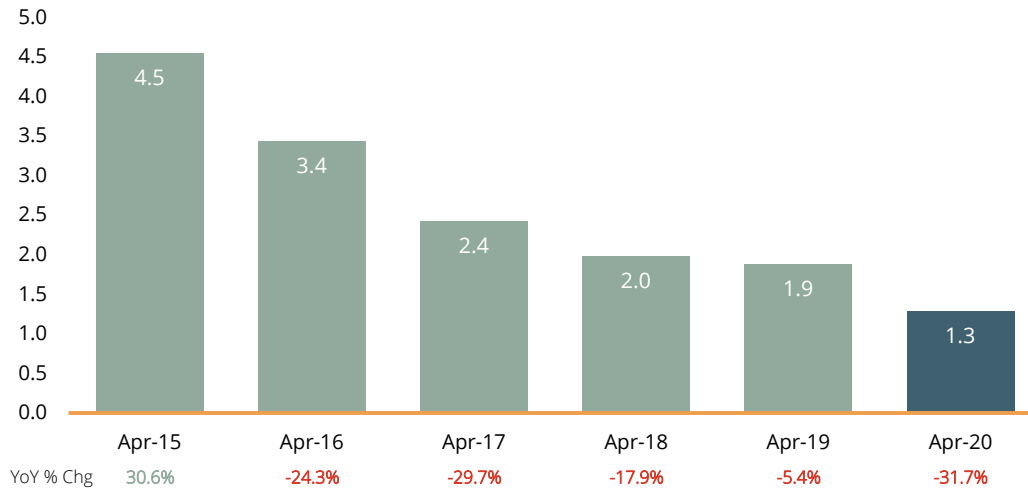
Zip Code

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



Months Supply

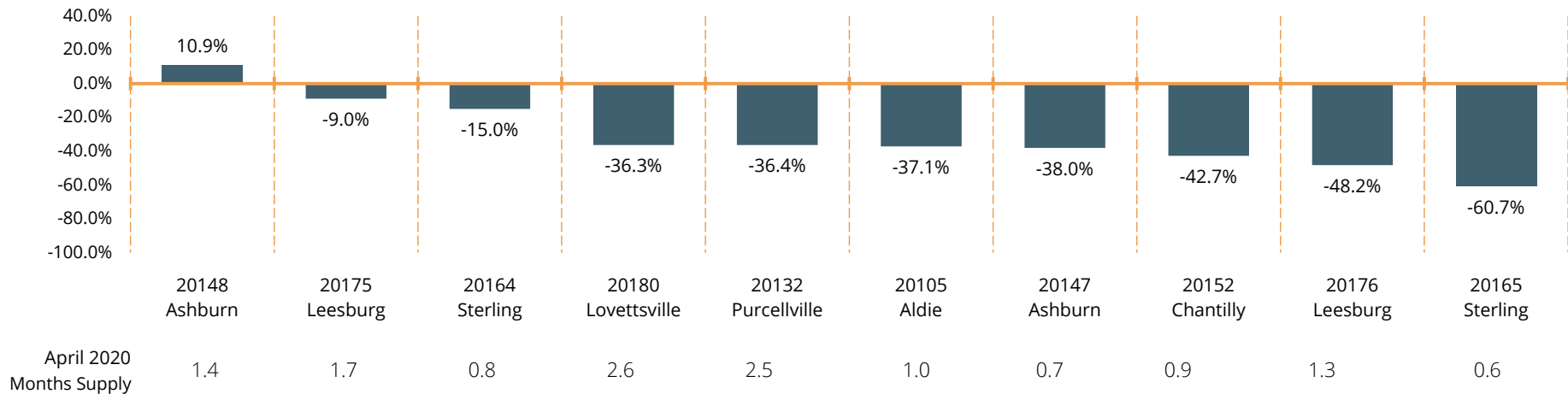
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-20	1.3	-33.1%	1.2	-21.9%
12-month Avg	1.6	-9.1%	1.2	-8.8%

Zip Code

% Change in Months of Supply
Apr-19 to Apr-20



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-19	Apr-20	% chg	Apr-19	Apr-20	% chg	Apr-19	Apr-20	% chg	Apr-19	Apr-20	% chg	Apr-19	Apr-20	% chg
Loudoun County	979	774	-20.9%	600	587	-2.2%	\$505,000	\$540,000	6.9%	1067	750	-29.7%	1.9	1.3	-31.7%
20105	103	76	-26.2%	50	48	-4.0%	\$612,500	\$610,450	-0.3%	88	57	-35.2%	1.6	1.0	-37.1%
20147	140	97	-30.7%	94	80	-14.9%	\$467,500	\$513,000	9.7%	103	65	-36.9%	1.2	0.7	-38.0%
20152	83	61	-26.5%	55	67	21.8%	\$549,446	\$545,000	-0.8%	70	43	-38.6%	1.6	0.9	-42.7%
20165	76	63	-17.1%	51	51	0.0%	\$519,000	\$533,000	2.7%	71	27	-62.0%	1.5	0.6	-60.7%
20176	118	84	-28.8%	75	71	-5.3%	\$589,900	\$620,000	5.1%	177	94	-46.9%	2.5	1.3	-48.2%



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.