

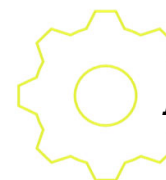
DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: May 2020

- Dramatic decline in sales compared to last May.** There were 546 home sales in Loudoun County in May, which is 243 fewer sales than last year, representing a 30.8% plunge. The sharp slowdown in sales activity is occurring throughout Virginia and beyond and reflects the uncertainty in the market from COVID-19.
- Market uncertainty continues to impact pending sales.** For the 3rd month in a row, COVID-19 is limiting the number of buyers that are active in the Loudoun County market which is pulling down pending sales activity. There were 706 pending sales in May, which is a 10.1% drop from last year.
- Home prices continue to climb amid the pandemic; reflect tight inventory.** At \$525,500, the May median sales price in the Loudoun County housing market rose 5.3% from a year ago, a gain of \$26,500. Most of the price gains occurred in the townhome and condo markets (+8.2%).
- The supply of active listings continues to shrink; large drop in new listings.** The inventory remains very tight in the Loudoun County housing market, and new listings are not being added to the market at the same rate as before the pandemic. There were 717 active listings at the end of May, a 41% decline from last year.



DAAR Market Dashboard

YoY Chg	May-20	Indicator
▼ -30.8%	546	Sales
▼ -10.1%	706	Pending Sales
▼ -17.6%	863	New Listings
▲ 5.2%	\$525,000	Median List Price
▲ 5.3%	\$525,500	Median Sales Price
▲ 3.7%	\$204	Median Price Per Square Foot
▼ -26.0%	\$311	Sold Dollar Volume (in millions)
▼ -0.1%	100.0%	Average Sold/Ask Price Ratio
— 0.0%	6	Median Days on Market
▼ -41.1%	717	Active Listings
▼ -40.8%	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.

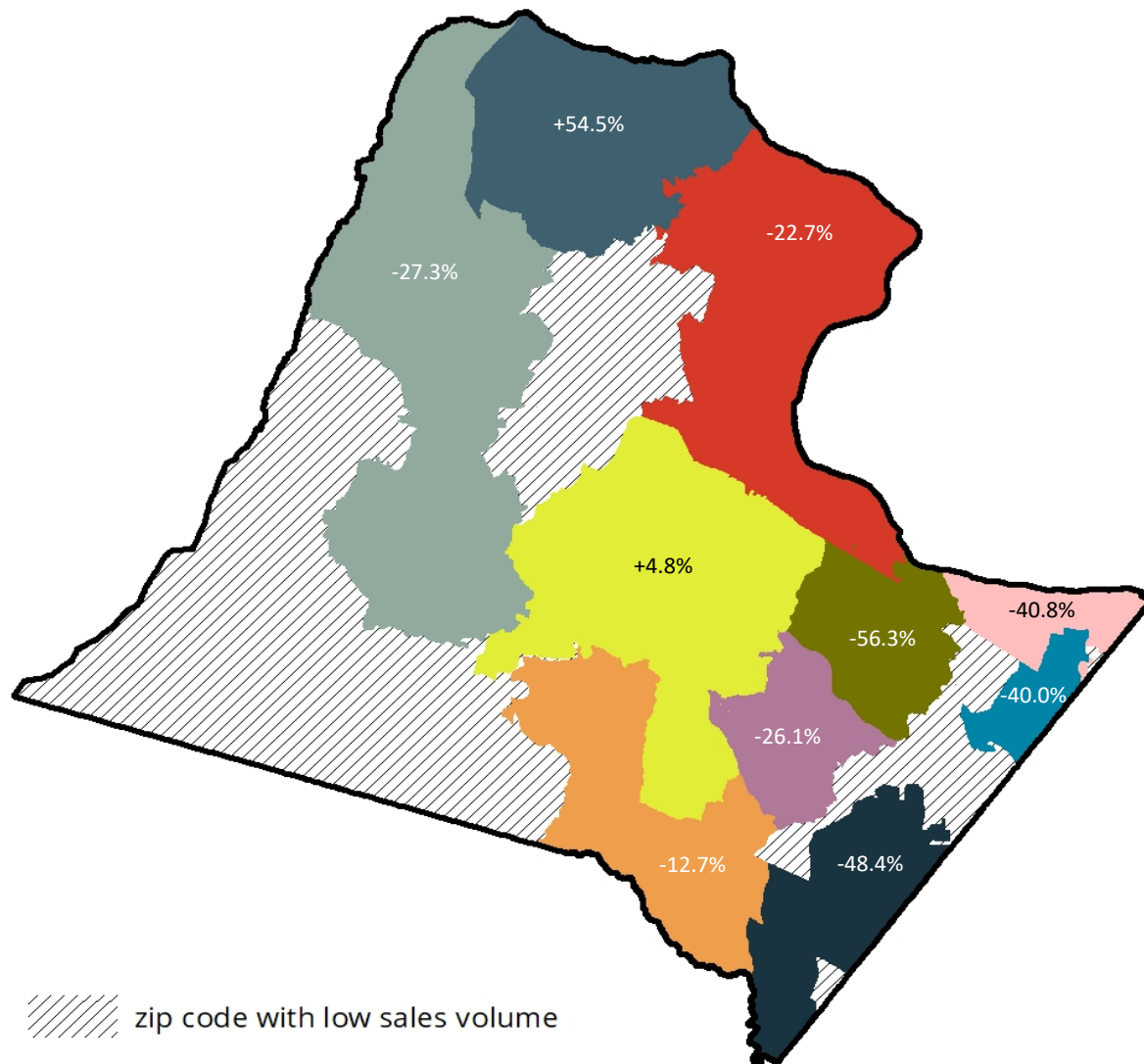
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	May-19	May-20	% Chg
20105 Aldie	71	62	-12.7%
20132 Purcellville	33	24	-27.3%
20147 Ashburn	142	62	-56.3%
20148 Ashburn	115	85	-26.1%
20152 Chantilly	64	33	-48.4%
20164 Sterling	60	36	-40.0%
20165 Sterling	71	42	-40.8%
20175 Leesburg	62	65	4.8%
20176 Leesburg	88	68	-22.7%
20180 Lovettsville	11	17	54.5%

Total Market Overview



Key Metrics	2-year Trends	May-19	May-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	May-18May-20						
Sales		789	546	-30.8%	2,622	2,350	-10.4%
Pending Sales		785	706	-10.1%	3,276	2,835	-13.5%
New Listings		1047	863	-17.6%	4,194	3,970	-5.3%
Median List Price		\$499,000	\$525,000	5.2%	\$491,000	\$524,948	6.9%
Median Sales Price		\$499,000	\$525,500	5.3%	\$493,000	\$525,000	6.5%
Median Price Per Square Foot		\$197	\$204	3.7%	\$196	\$204	4.2%
Sold Dollar Volume (in millions)		\$419.7	\$310.7	-26.0%	\$1,397.8	\$1,345.1	-3.8%
Average Sold/Ask Price Ratio		100.1%	100.0%	-0.1%	99.7%	100.1%	0.4%
Median Days on Market		6	6	0.0%	7	6	-14.3%
Active Listings		1,218	717	-41.1%	n/a	n/a	n/a
Months of Supply		2.1	1.3	-40.8%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends	May-19	May-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	May-18May-20						
Sales		633	443	-30.0%	2,166	1,946	-10.2%
Pending Sales		658	592	-10.0%	2,723	2,364	-13.2%
New Listings		891	716	-19.6%	3,523	3,311	-6.0%
Median List Price		\$549,675	\$565,000	2.8%	\$540,000	\$570,900	5.7%
Median Sales Price		\$550,000	\$560,000	1.8%	\$540,000	\$575,000	6.5%
Median Price Per Square Foot		\$192	\$197	2.9%	\$192	\$200	4.2%
Sold Dollar Volume (in millions)		\$368.0	\$273.2	-25.8%	\$1,250.8	\$1,202.2	-3.9%
Average Sold/Ask Price Ratio		100.3%	99.9%	-0.3%	99.7%	100.1%	0.4%
Median Days on Market		6	6	0.0%	7	6	-14.3%
Active Listings		1,066	591	-44.6%	n/a	n/a	n/a
Months of Supply		2.3	1.3	-44.2%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



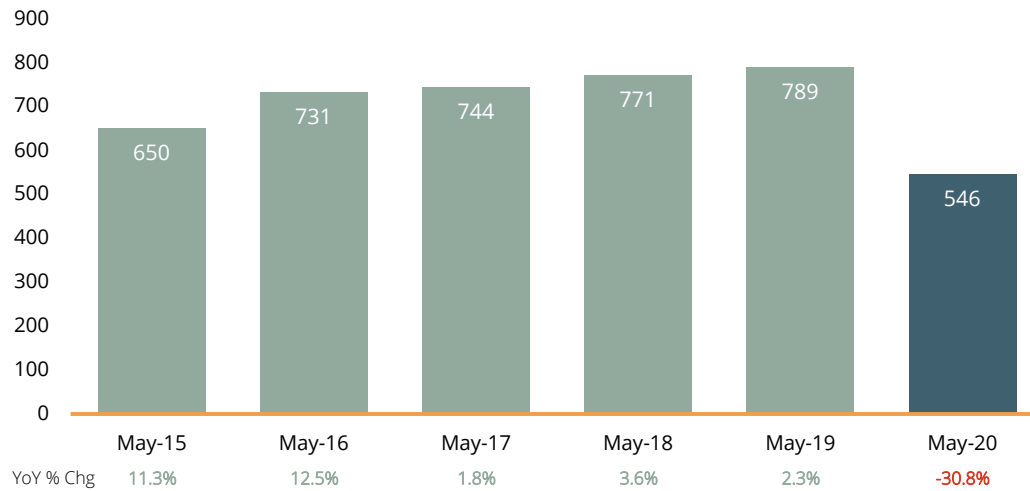
Key Metrics	2-year Trends	May-19	May-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	May-18May-20						
Sales		156	103	-34.0%	456	404	-11.4%
Pending Sales		127	114	-10.2%	553	471	-14.8%
New Listings		156	147	-5.8%	671	659	-1.8%
Median List Price		\$335,950	\$369,900	10.1%	\$325,000	\$350,005	7.7%
Median Sales Price		\$335,000	\$362,500	8.2%	\$325,000	\$351,000	8.0%
Median Price Per Square Foot		\$216	\$233	8.1%	\$216	\$231	6.9%
Sold Dollar Volume (in millions)		\$51.6	\$37.5	-27.4%	\$147.0	\$142.9	-2.8%
Average Sold/Ask Price Ratio		99.6%	100.0%	0.4%	99.4%	100.0%	0.7%
Median Days on Market		6	10	66.7%	8	8	0.0%
Active Listings		152	126	-17.1%	n/a	n/a	n/a
Months of Supply		1.6	1.3	-17.2%	n/a	n/a	n/a

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

Sales



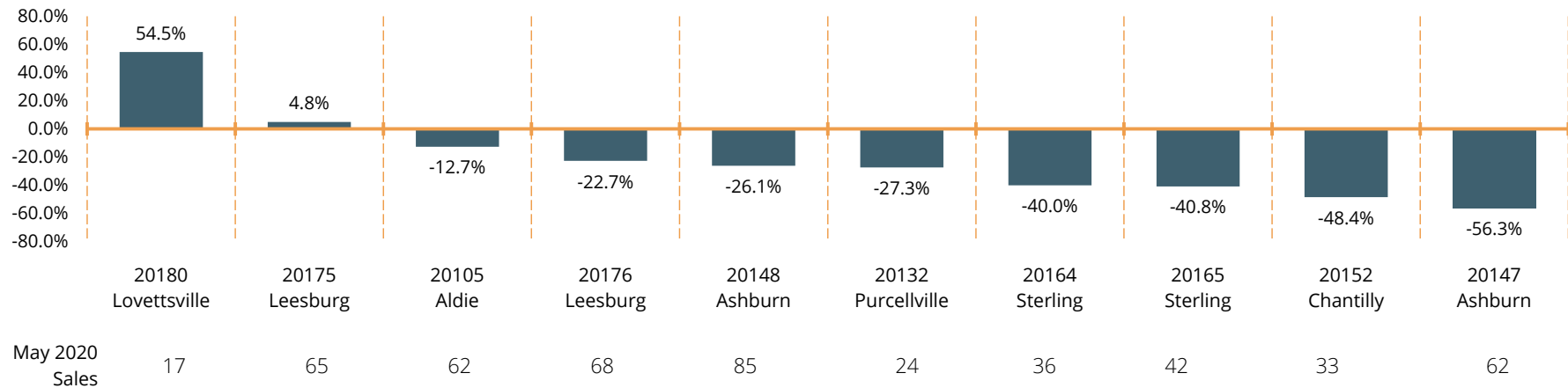
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-20	443	-30.0%	103	-34.0%
12-month Avg	466	-1.2%	97	-0.7%

Zip Code

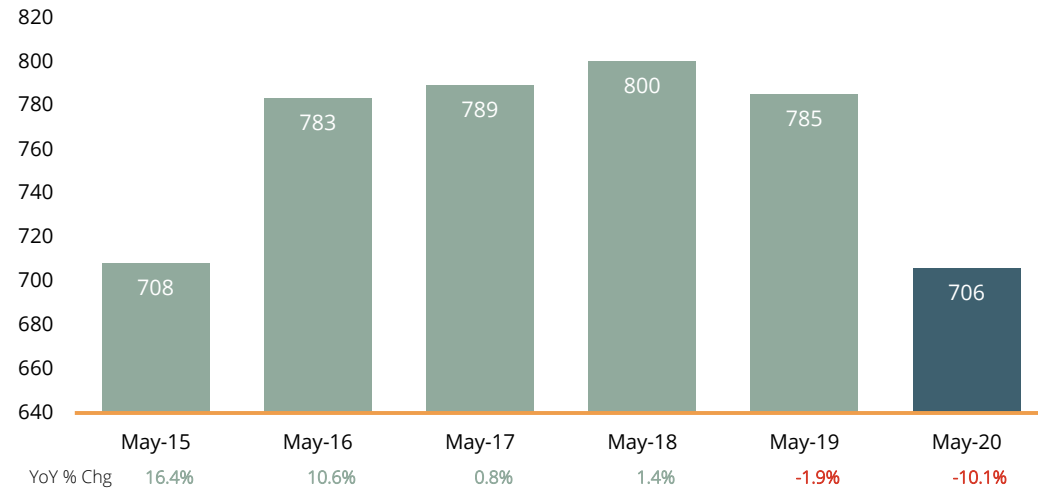
% Change in Sales
May-19 to May-20



Pending Sales



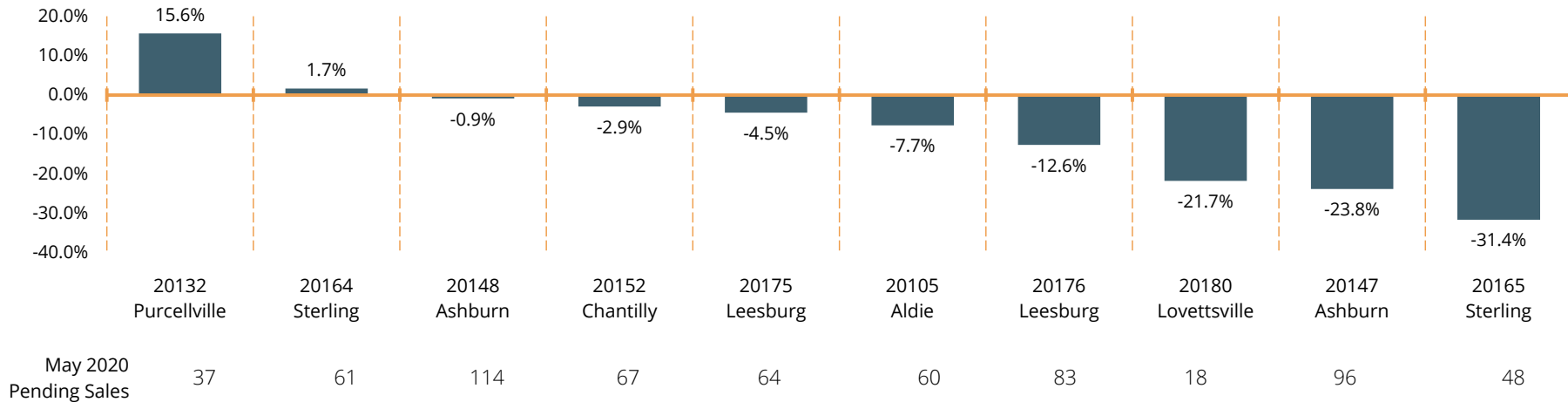
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-20	592	-10.0%	114	-10.2%
12-month Avg	449	-4.7%	95	-1.6%

Zip Code

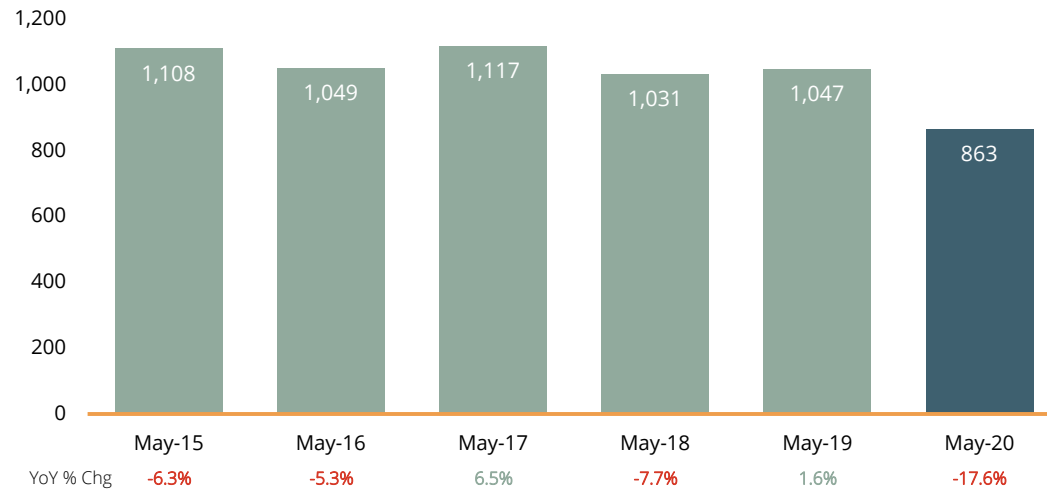
% Change in Pending Sales
May-19 to May-20



New Listings



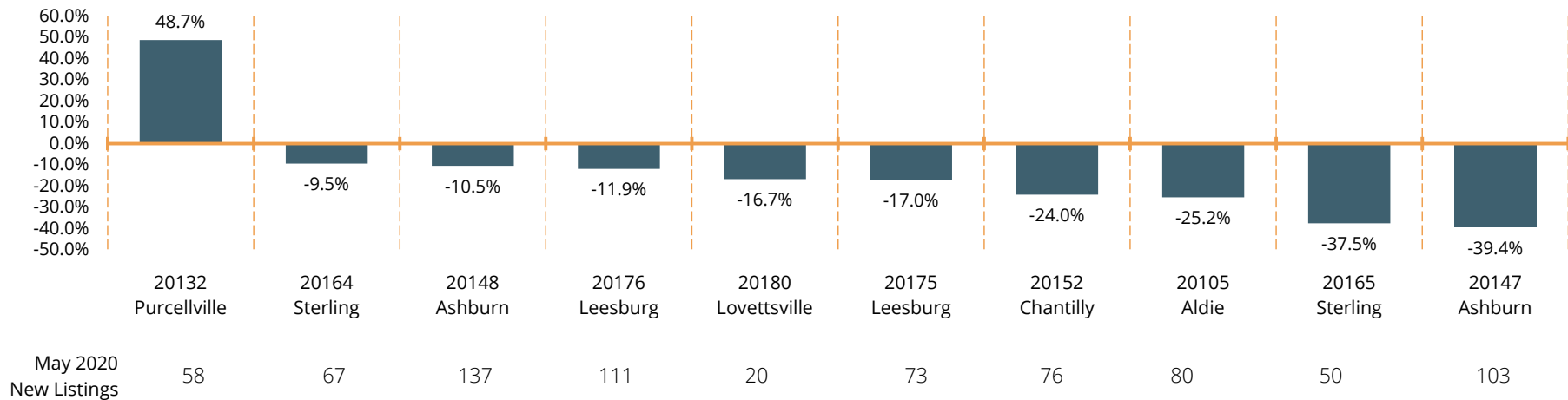
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-20	716	-19.6%	147	-5.8%
12-month Avg	581	-3.3%	121	4.8%

Zip Code

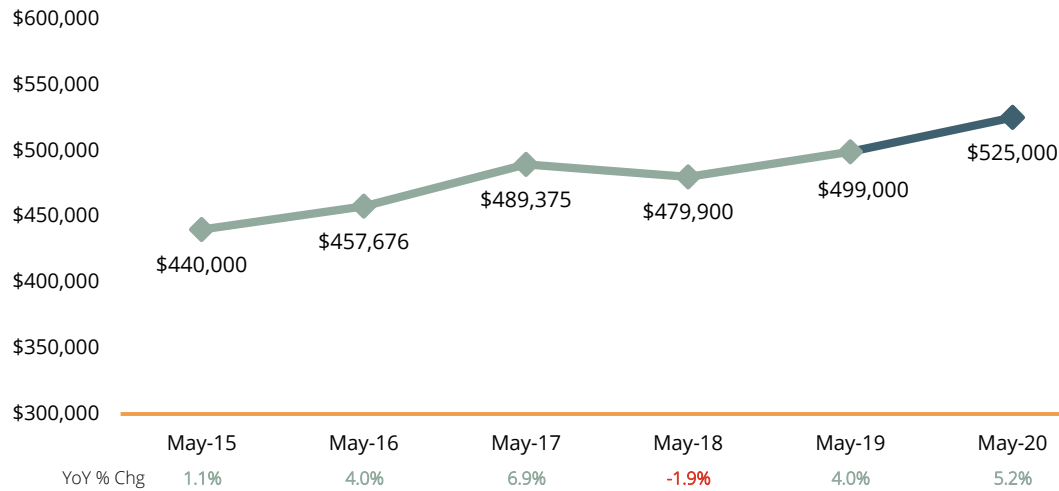
% Change in New Listings
May-19 to May-20



Median List Price



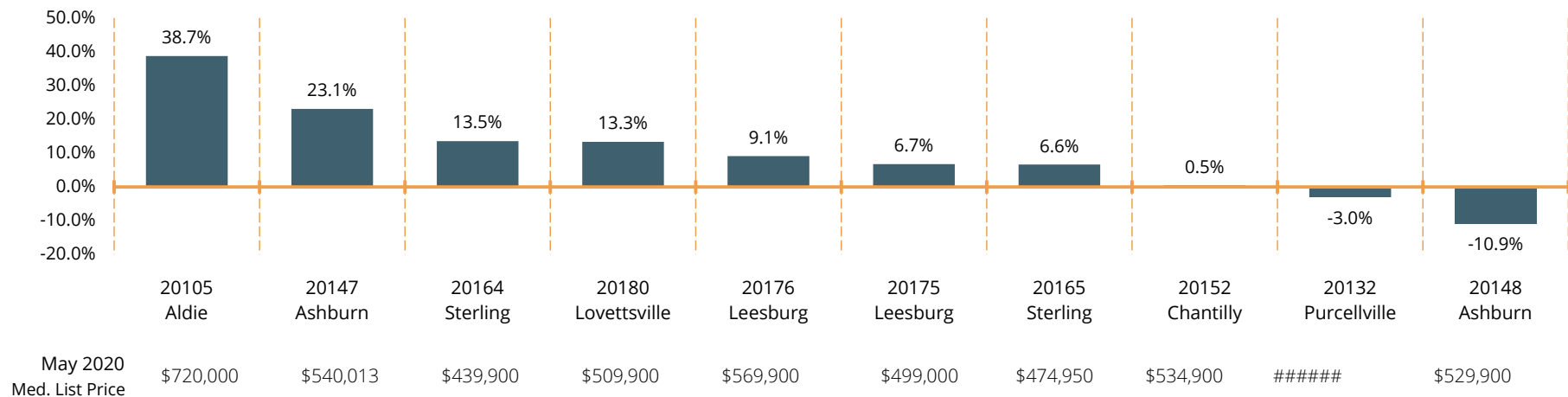
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-20	\$565,000	2.8%	\$369,900	10.1%
12-month Avg	\$564,005	4.9%	\$346,921	8.1%

Zip Code

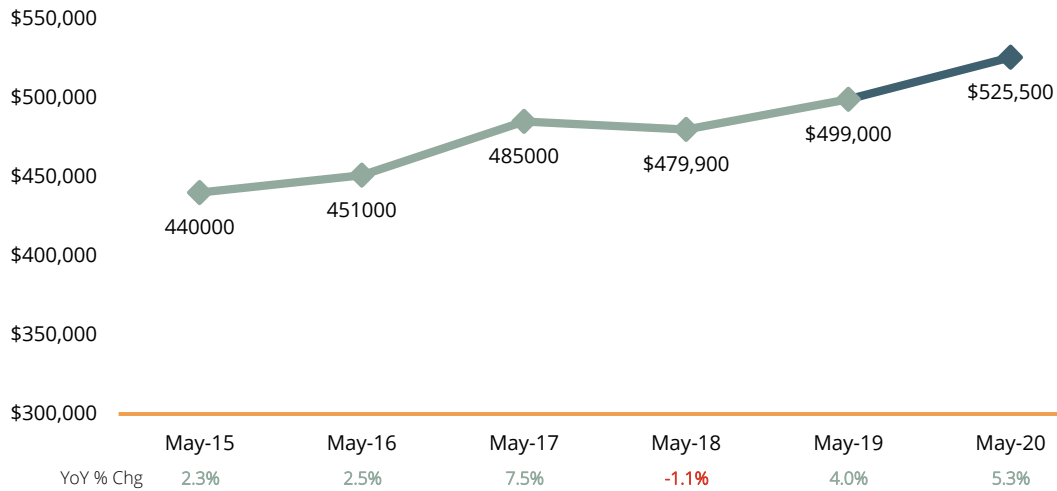
% Change in Median List Price
May-19 to May-20



Median Sales Price



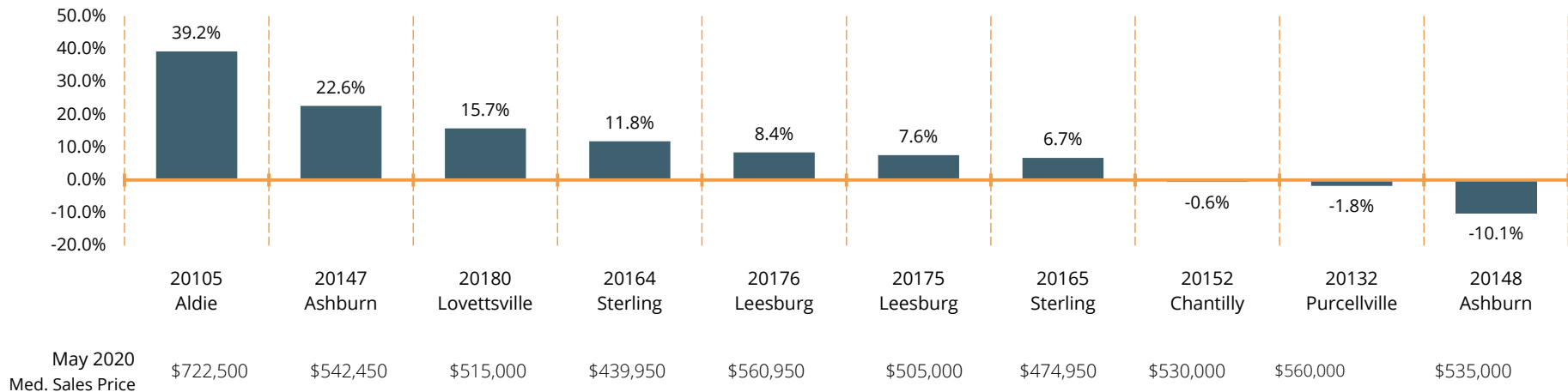
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-20	\$560,000	1.8%	\$362,500	8.2%
12-month Avg	\$562,363	4.9%	\$343,074	7.7%

Zip Code

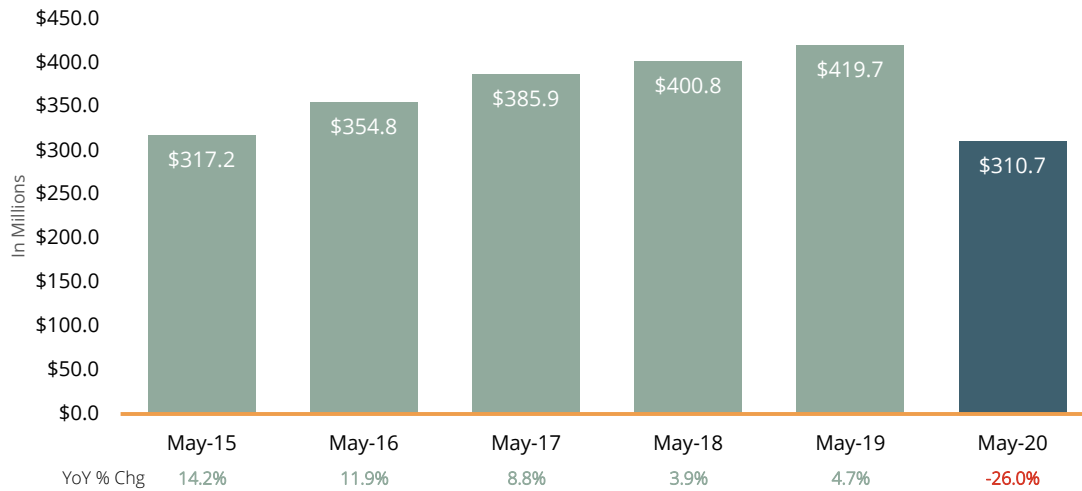
% Change in Median Sales Price
May-19 to May-20



Sold Dollar Volume (in millions)



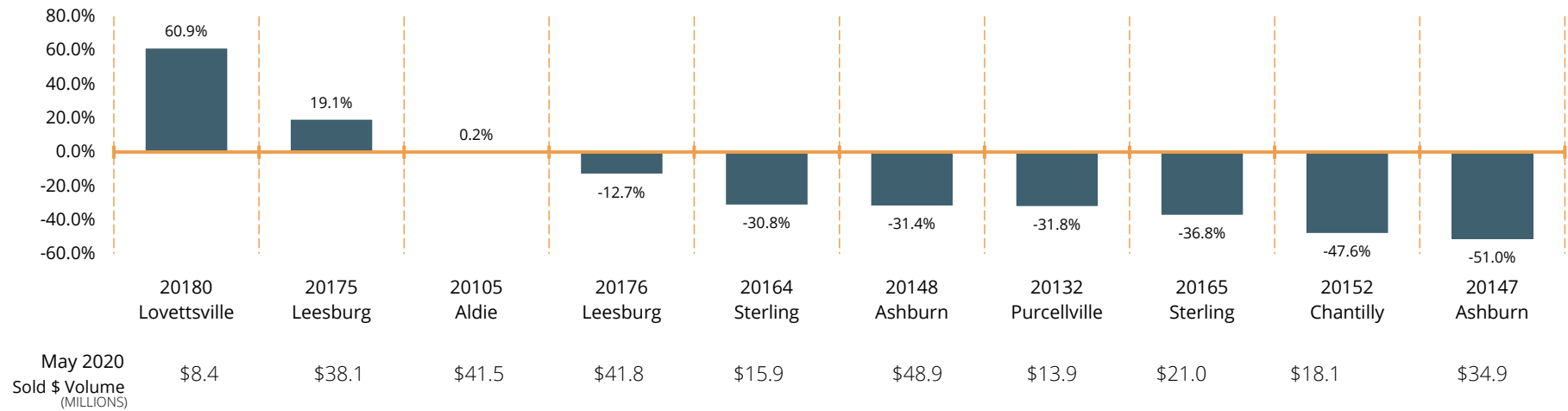
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-20	\$273.2	-25.8%	\$37.5	-27.4%
12-month Avg	\$282.0	4.3%	\$33.1	6.1%

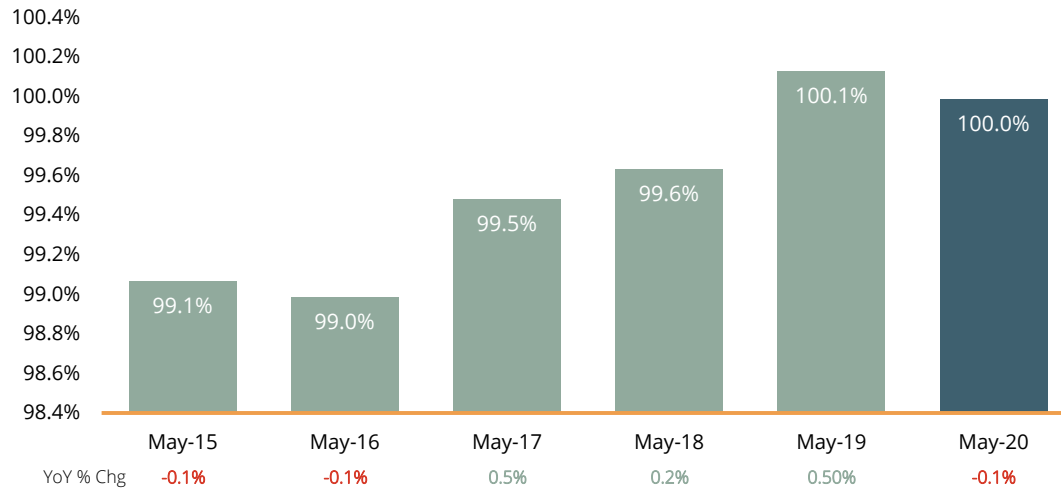
Zip Code

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



Average Sold to Ask Price Ratio

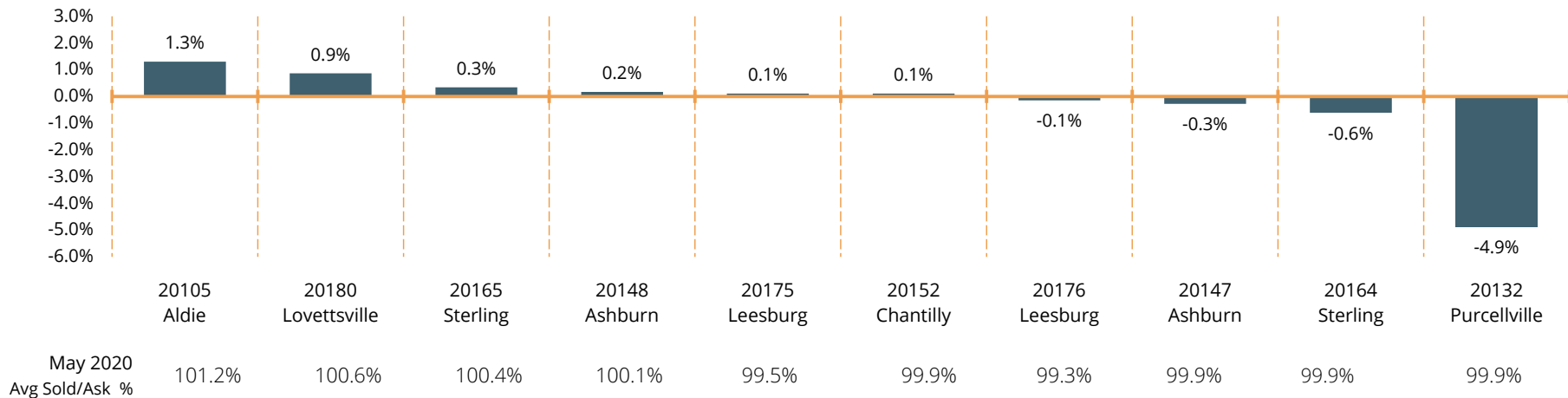
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-20	99.9%	-0.3%	100.0%	0.4%
12-month Avg	99.7%	0.2%	99.7%	0.5%

Zip Code

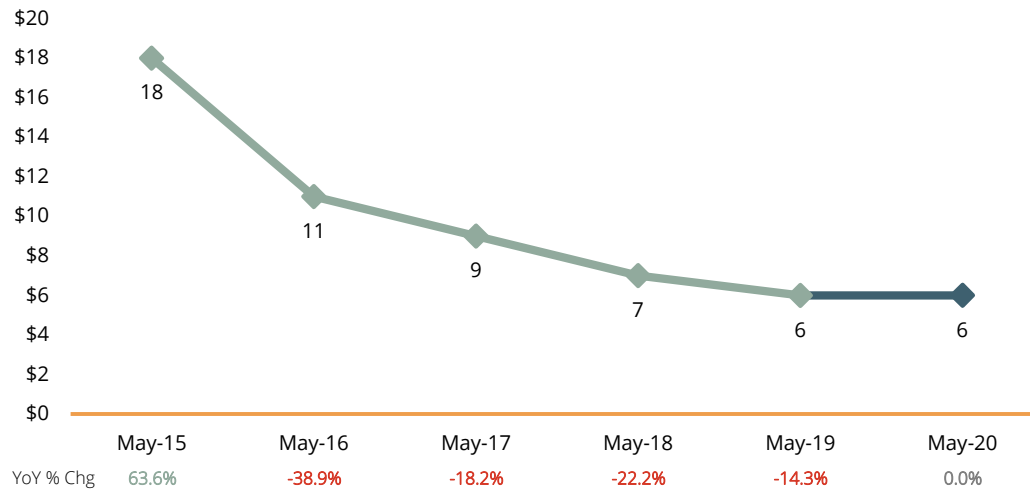
% Change in Average Sold to Ask Price Ratio
May-19 to May-20



May 2020
Avg Sold/Ask %

Median Days on Market

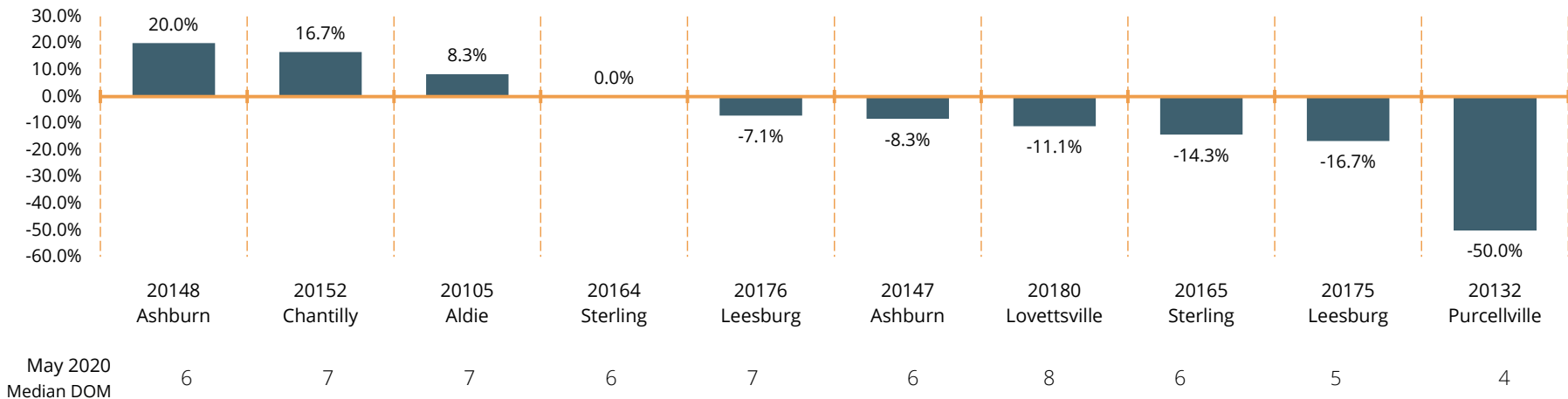
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-20	6	0.0%	10	66.7%
12-month Avg	9	-25.4%	10	-23.2%

Zip Code

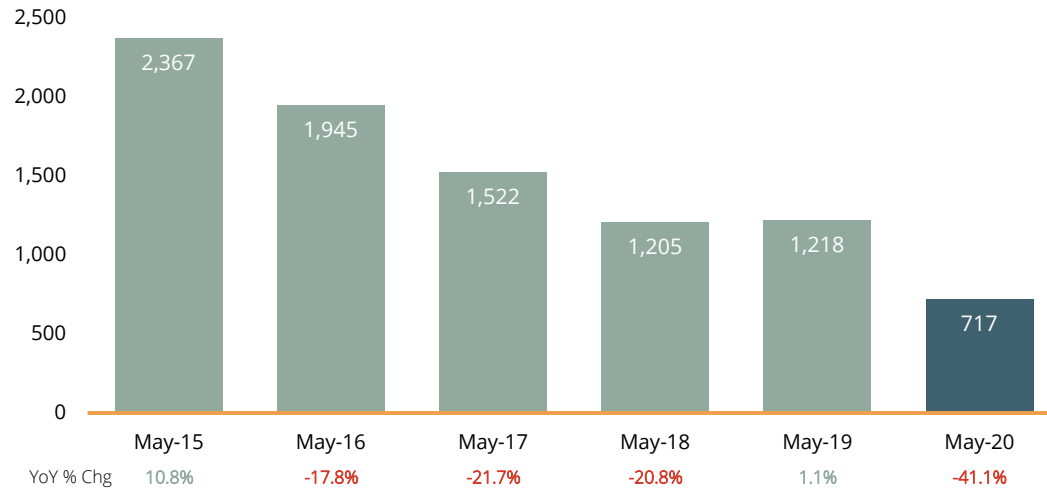
% Change in Median Days on Market
May-19 to May-20



Active Listings



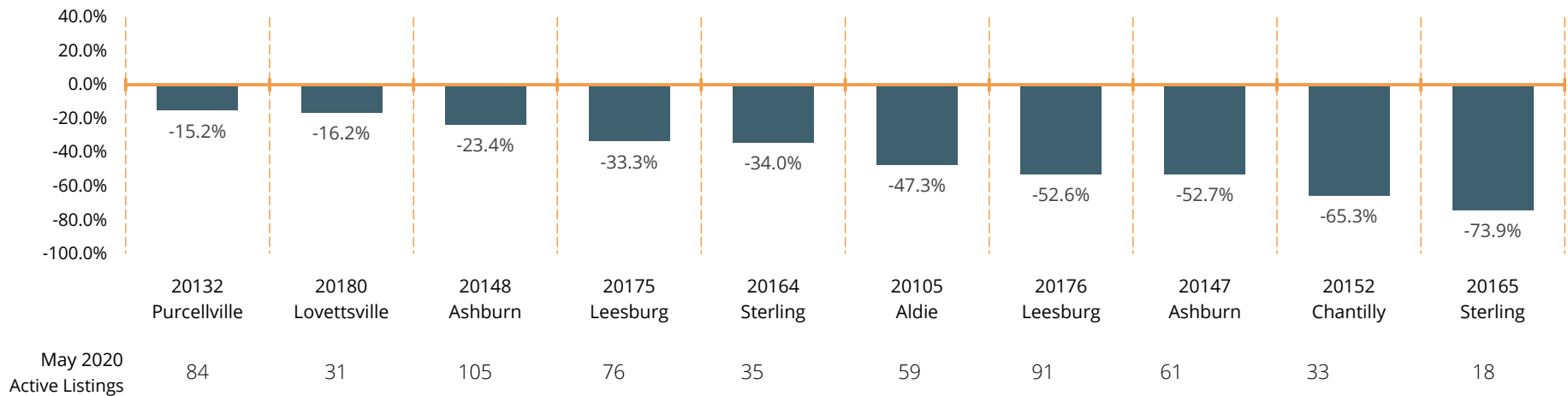
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-20	591	-44.6%	126	-17.1%
12-month Avg	732	-15.5%	116	-9.6%

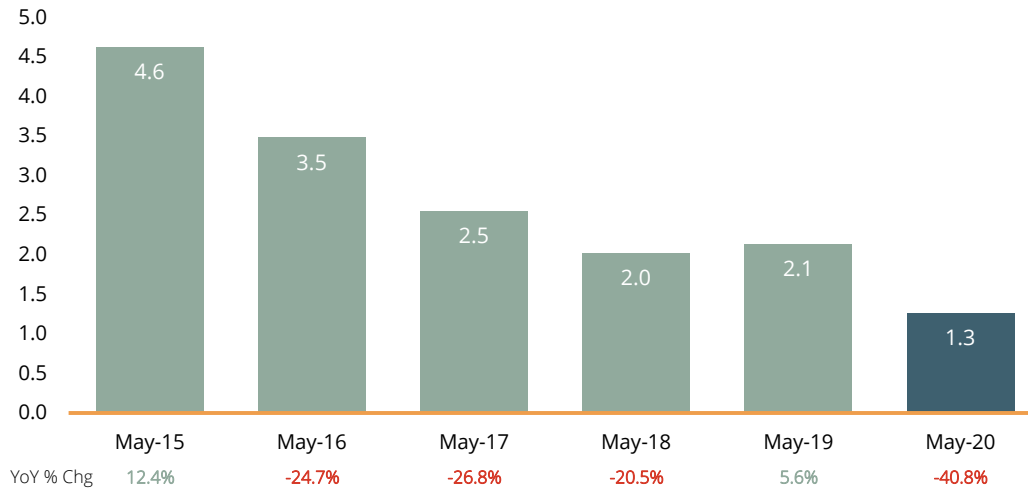
Zip Code

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



Months Supply

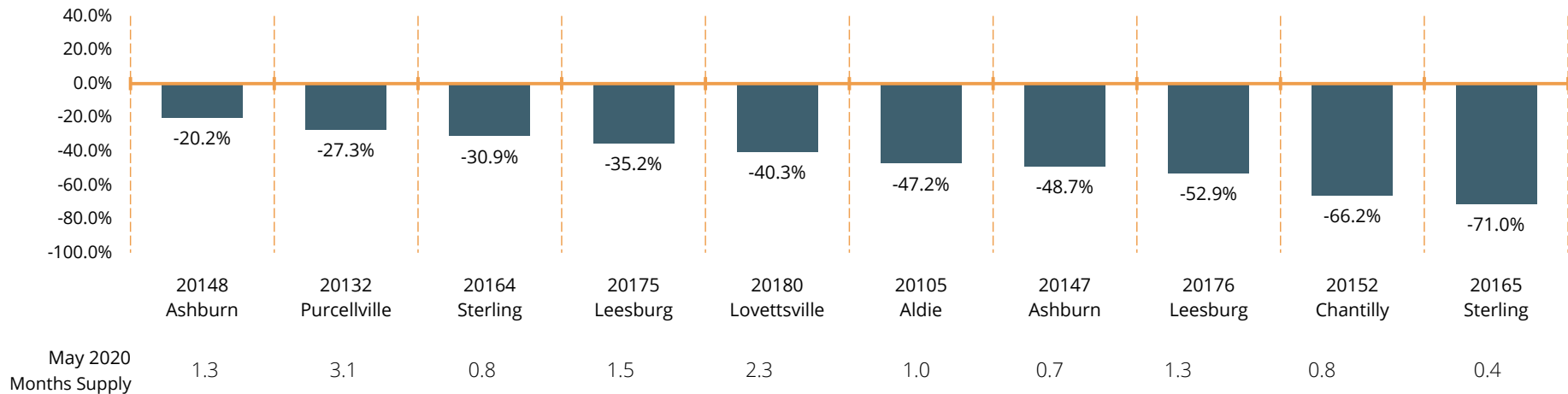
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
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%
May-20	1.3	-44.2%	1.3	-17.2%
12-month Avg	1.5	-14.2%	1.2	-11.8%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	May-19	May-20	% chg	May-19	May-20	% chg	May-19	May-20	% chg	May-19	May-20	% chg	May-19	May-20	% chg
Loudoun County	1047	863	-17.6%	789	546	-30.8%	\$499,000	\$525,500	5.3%	1218	717	-41.1%	2.1	1.3	-40.8%
20105	107	80	-25.2%	71	62	-12.7%	\$519,000	\$722,500	39.2%	112	59	-47.3%	2.0	1.0	-47.2%
20132	39	58	48.7%	33	24	-27.3%	\$570,000	\$560,000	-1.8%	99	84	-15.2%	4.2	3.1	-27.3%
20147	170	103	-39.4%	142	62	-56.3%	\$442,500	\$542,450	22.6%	129	61	-52.7%	1.4	0.7	-48.7%
20148	153	137	-10.5%	115	85	-26.1%	\$594,900	\$535,000	-10.1%	137	105	-23.4%	1.6	1.3	-20.2%
20152	100	76	-24.0%	64	33	-48.4%	\$533,000	\$530,000	-0.6%	95	33	-65.3%	2.3	0.8	-66.2%
20164	74	67	-9.5%	60	36	-40.0%	\$393,500	\$439,950	11.8%	53	35	-34.0%	1.1	0.8	-30.9%
20165	80	50	-37.5%	71	42	-40.8%	\$445,000	\$474,950	6.7%	69	18	-73.9%	1.4	0.4	-71.0%
20175	88	73	-17.0%	62	65	4.8%	\$469,500	\$505,000	7.6%	114	76	-33.3%	2.3	1.5	-35.2%
20176	126	111	-11.9%	88	68	-22.7%	\$517,500	\$560,950	8.4%	192	91	-52.6%	2.7	1.3	-52.9%
20180	24	20	-16.7%	11	17	54.5%	\$445,000	\$515,000	15.7%	37	31	-16.2%	3.9	2.3	-40.3%



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:

Robin Spensieri
Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

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.