

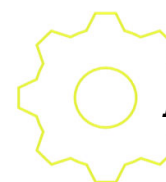
DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: June 2020

- Closed sales continue to be lower than last year, 4th month in a row.** There were 733 closed sales in Loudoun County in June, 9.6% fewer than last year, a drop of 78 sales. All of the declines this month occurred in the single-family detached market. There was a modest 2.4% uptick in townhome and condo sales in June.
- Pending sales are on the rise, signal for busy summer market.** After several slow months, pending sale activity surged in June in Loudoun County. There were 860 pending sales, up 15% from last year, a reflection of the pent-up demand from the market slowdown caused by COVID-19.
- Median sales price rises for the 15th consecutive month.** At \$528,500, the June median sales price in Loudoun County increased 1.6% from a year ago. Most of the price growth this month occurred in the single-family detached market (+4.1%). The June median sales price is \$82K higher than it was 5 years ago in the County.
- Overall inventory continues to plummet but jump in new listings offers hope for the buyer market.** There were about half as many active listings at the end of June as 12 months prior (-48.5%). However, new listings surged up 13.4% in June, a positive sign for the summer market.



DAAR Market Dashboard

YoY Chg	Jun-20	Indicator
▼ -9.6%	733	Sales
▲ 15.0%	860	Pending Sales
▲ 13.4%	888	New Listings
▲ 1.0%	\$525,000	Median List Price
▲ 1.6%	\$528,500	Median Sales Price
▲ 5.5%	\$205	Median Price Per Square Foot
▼ -7.3%	\$420	Sold Dollar Volume (in millions)
▲ 0.2%	100.0%	Average Sold/Ask Price Ratio
— 0.0%	7	Median Days on Market
▼ -48.5%	576	Active Listings
▼ -48.2%	1.0	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.

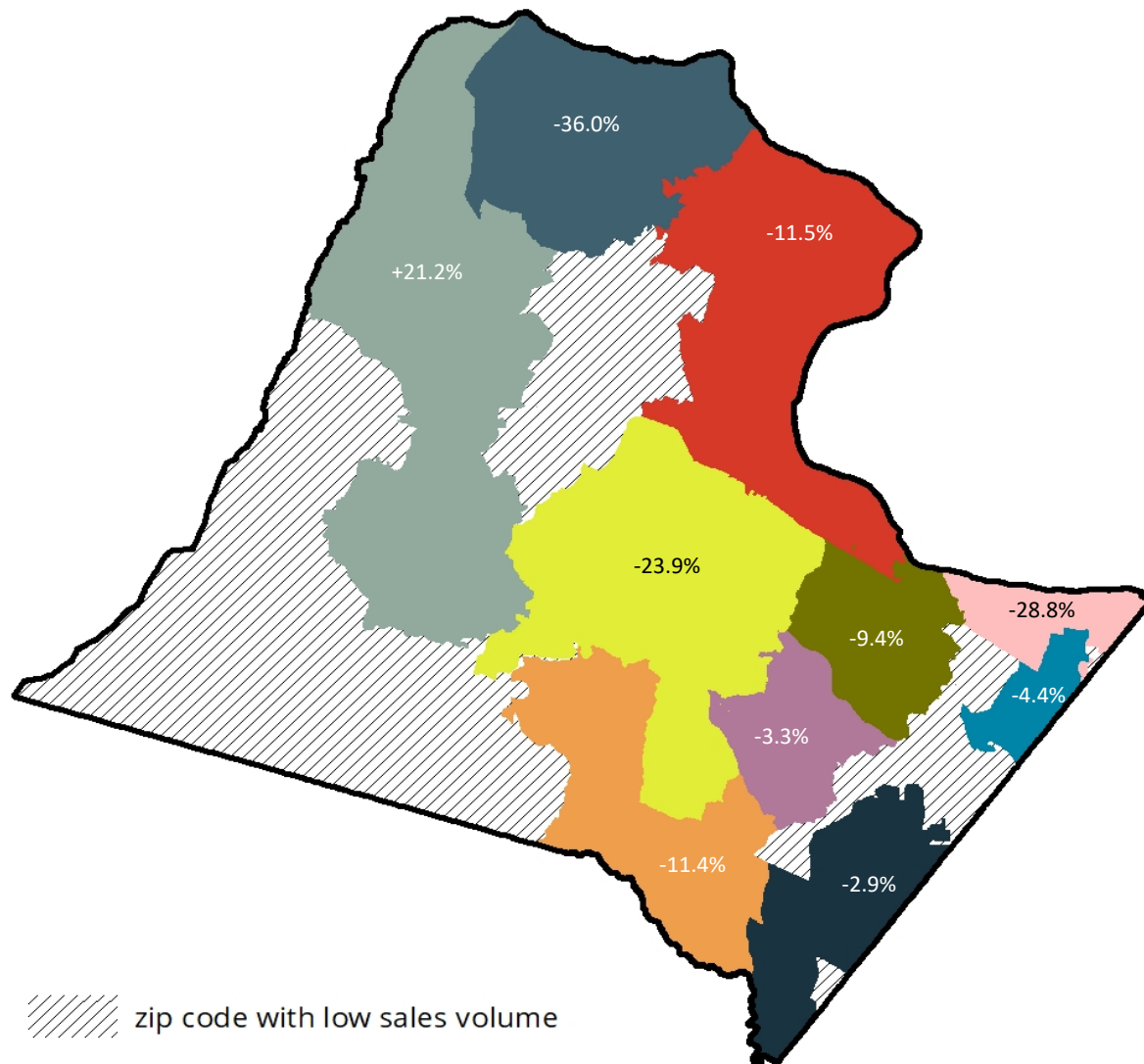
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Jun-19	Jun-20	% Chg
20105 Aldie	88	78	-11.4%
20132 Purcellville	33	40	21.2%
20147 Ashburn	117	106	-9.4%
20148 Ashburn	122	118	-3.3%
20152 Chantilly	70	68	-2.9%
20164 Sterling	68	65	-4.4%
20165 Sterling	66	47	-28.8%
20175 Leesburg	71	54	-23.9%
20176 Leesburg	96	85	-11.5%
20180 Lovettsville	25	16	-36.0%

Total Market Overview



Key Metrics	2-year Trends	Jun-19	Jun-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Jun-18Jun-20						
Sales		811	733	-9.6%	3,428	3,088	-9.9%
Pending Sales		748	860	15.0%	4,024	3,695	-8.2%
New Listings		783	888	13.4%	4,977	4,858	-2.4%
Median List Price		\$520,000	\$525,000	1.0%	\$499,900	\$525,000	5.0%
Median Sales Price		\$520,000	\$528,500	1.6%	\$499,950	\$525,974	5.2%
Median Price Per Square Foot		\$195	\$205	5.5%	\$196	\$205	4.5%
Sold Dollar Volume (in millions)		\$453.7	\$420.4	-7.3%	\$1,851.5	\$1,765.5	-4.6%
Average Sold/Ask Price Ratio		99.8%	100.0%	0.2%	99.7%	100.1%	0.4%
Median Days on Market		7	7	0.0%	7	6	-14.3%
Active Listings		1,119	576	-48.5%	n/a	n/a	n/a
Months of Supply		2.0	1.0	-48.2%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed July 17, 2020

Single-Family Market Overview



Key Metrics	2-year Trends	Jun-19	Jun-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Jun-18Jun-20						
Sales		688	607	-11.8%	2,850	2,555	-10.4%
Pending Sales		634	690	8.8%	3,357	3,054	-9.0%
New Listings		661	718	8.6%	4,184	4,029	-3.7%
Median List Price		\$560,000	\$580,000	3.6%	\$549,467	\$575,000	4.6%
Median Sales Price		\$560,000	\$582,750	4.1%	\$549,223	\$576,061	4.9%
Median Price Per Square Foot		\$190	\$201	5.3%	\$191	\$200	4.6%
Sold Dollar Volume (in millions)		\$412.1	\$375.5	-8.9%	\$1,662.8	\$1,577.7	-5.1%
Average Sold/Ask Price Ratio		99.9%	100.2%	0.3%	99.8%	100.1%	0.4%
Median Days on Market		7	7	0.0%	7	6	-14.3%
Active Listings		974	490	-49.7%	n/a	n/a	n/a
Months of Supply		2.1	1.1	-49.1%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed July 17, 2020

Townhome & Condo Market Overview



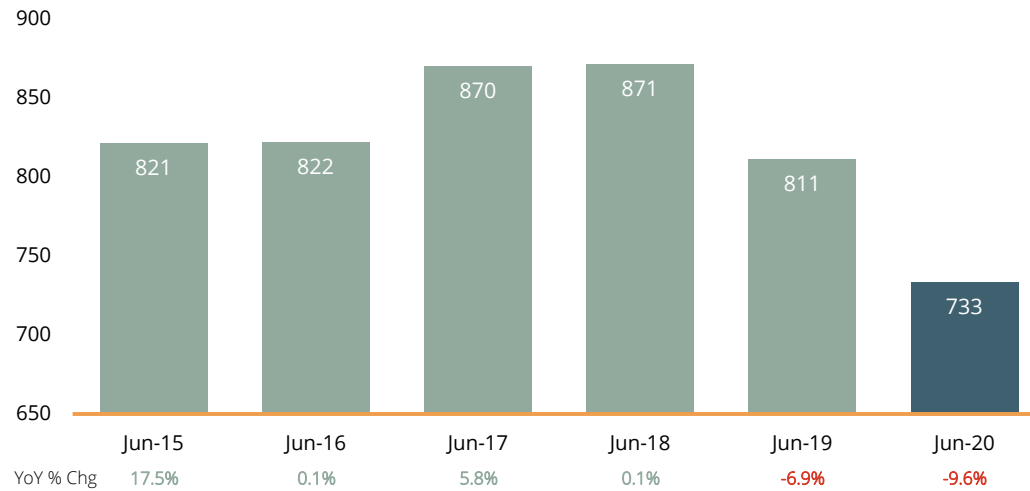
Key Metrics	2-year Trends	Jun-19	Jun-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Jun-18Jun-20						
Sales		123	126	2.4%	578	533	-7.8%
Pending Sales		114	170	49.1%	667	641	-3.9%
New Listings		122	170	39.3%	793	829	4.5%
Median List Price		\$355,000	\$359,995	1.4%	\$330,000	\$359,000	8.8%
Median Sales Price		\$355,000	\$357,500	0.7%	\$331,500	\$353,915	6.8%
Median Price Per Square Foot		\$227	\$230	1.2%	\$218	\$231	5.8%
Sold Dollar Volume (in millions)		\$41.6	\$44.9	7.9%	\$188.6	\$187.8	-0.4%
Average Sold/Ask Price Ratio		99.5%	99.3%	-0.2%	99.4%	99.9%	0.4%
Median Days on Market		7	12	71.4%	8	8	6.7%
Active Listings		145	86	-40.7%	n/a	n/a	n/a
Months of Supply		1.5	0.9	-41.5%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed July 17, 2020

Sales



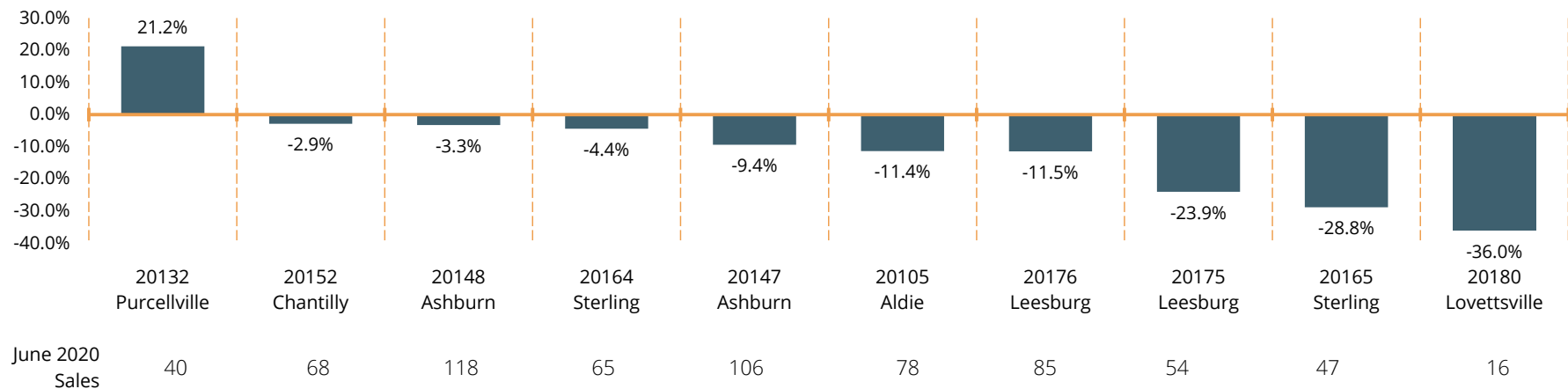
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jun-20	607	-11.8%	126	2.4%
12-month Avg	459	-1.8%	97	0.6%

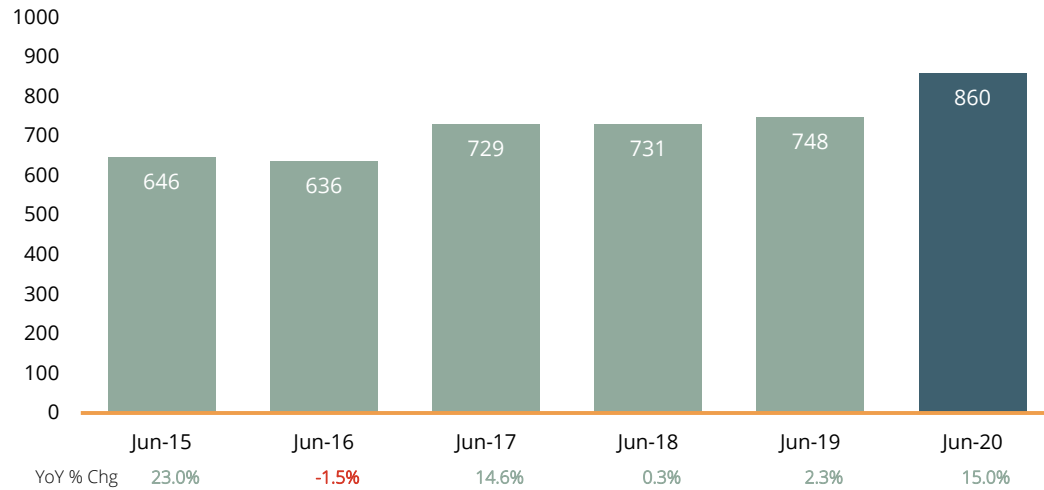
Zip Code

% Change in Sales
Jun-19 to Jun-20



Pending Sales

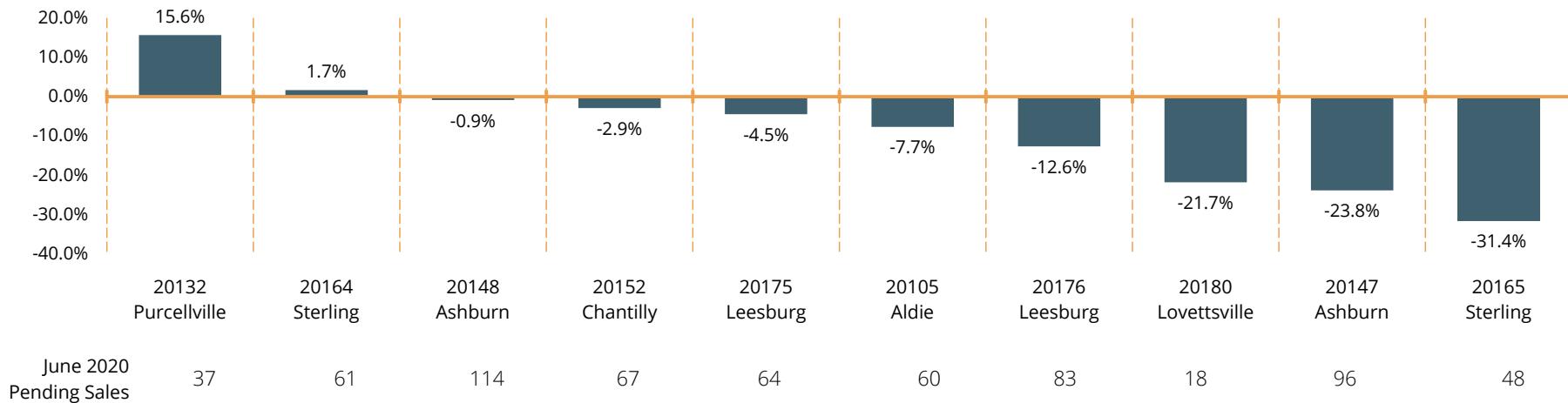
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-20	690	8.8%	170	49.1%
12-month Avg	454	-3.9%	100	2.7%

Zip Code

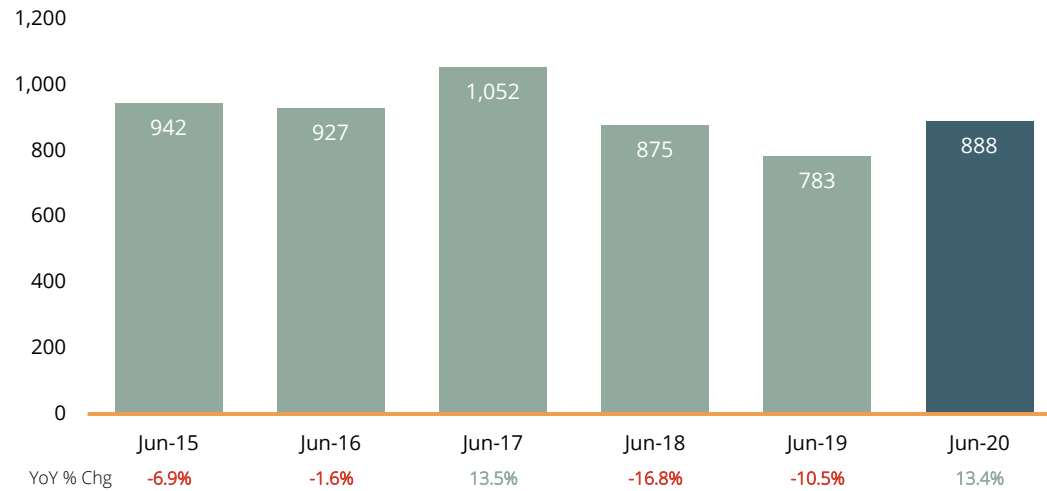
% Change in Pending Sales
Jun-19 to Jun-20



New Listings



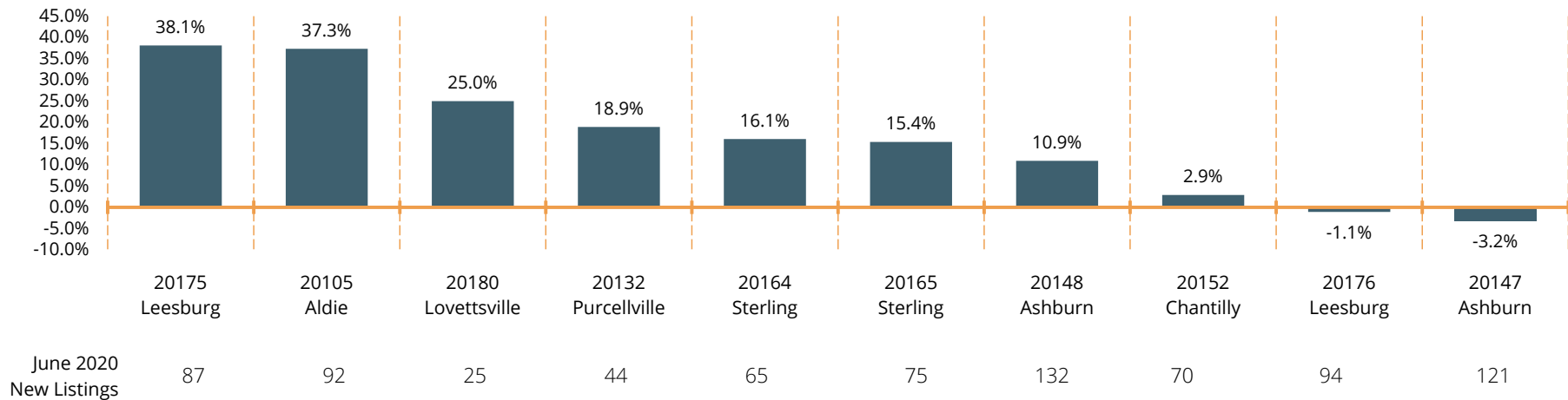
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jun-20	718	8.6%	170	39.3%
12-month Avg	586	-1.5%	125	10.0%

Zip Code

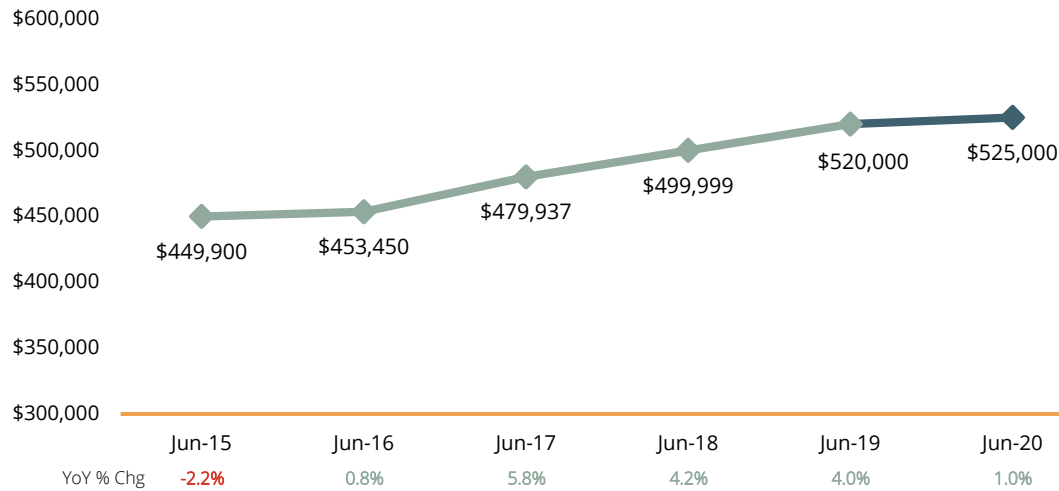
% Change in New Listings Jun-19 to Jun-20



Median List Price



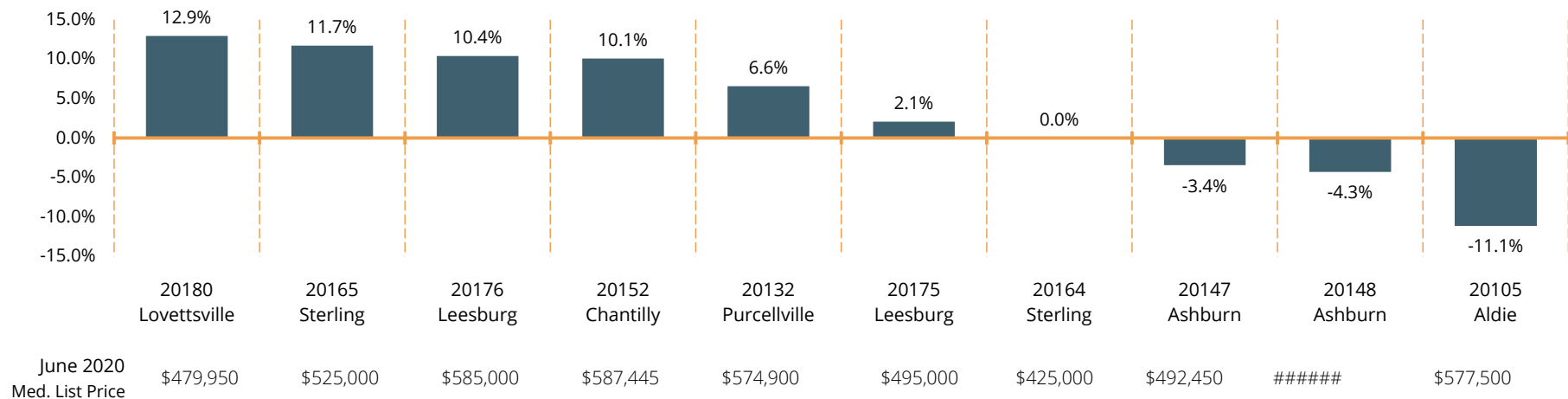
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-20	\$580,000	3.6%	\$359,995	1.4%
12-month Avg	\$565,671	4.9%	\$347,337	7.1%

Zip Code

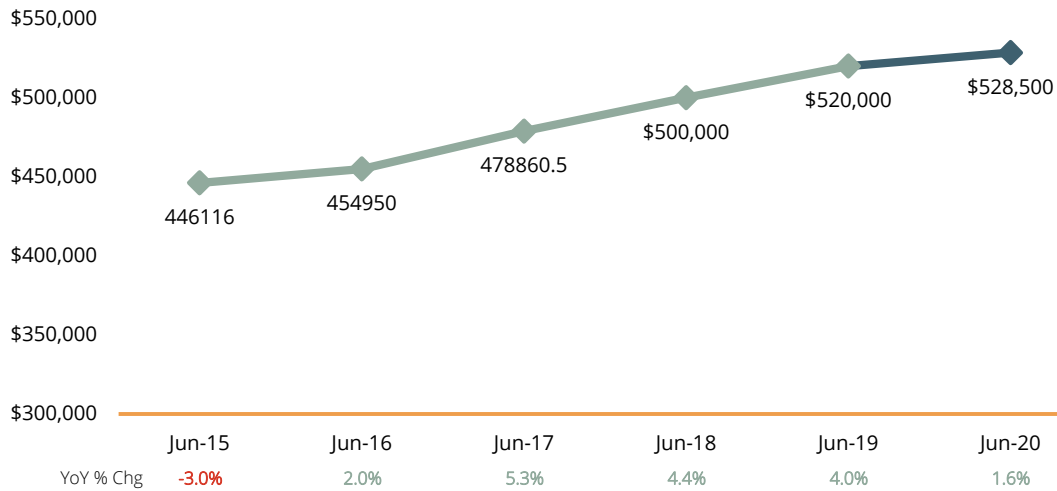
% Change in Median List Price
Jun-19 to Jun-20



Median Sales Price



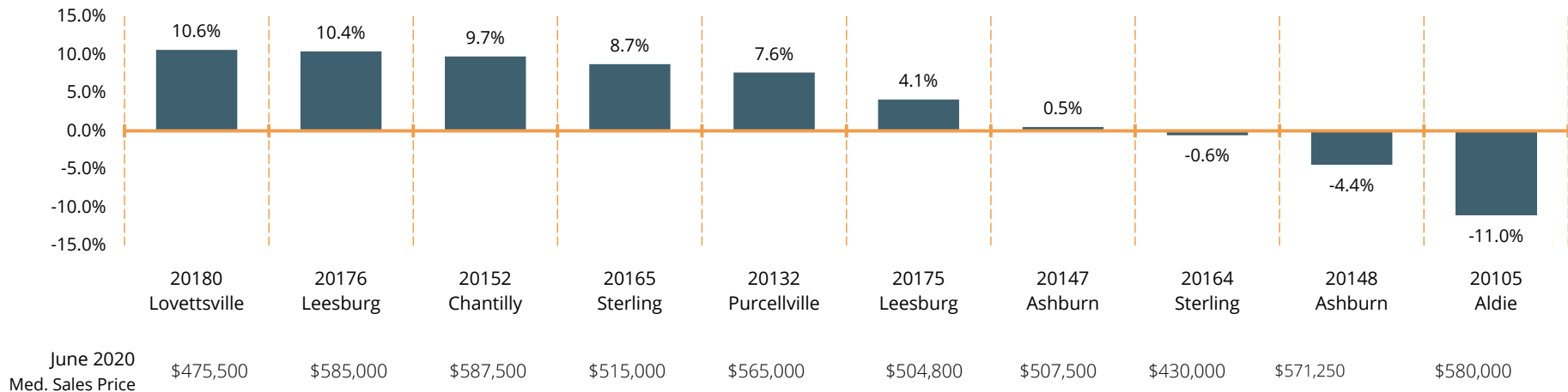
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-20	\$582,750	4.1%	\$357,500	0.7%
12-month Avg	\$564,259	4.9%	\$343,282	6.5%

Zip Code

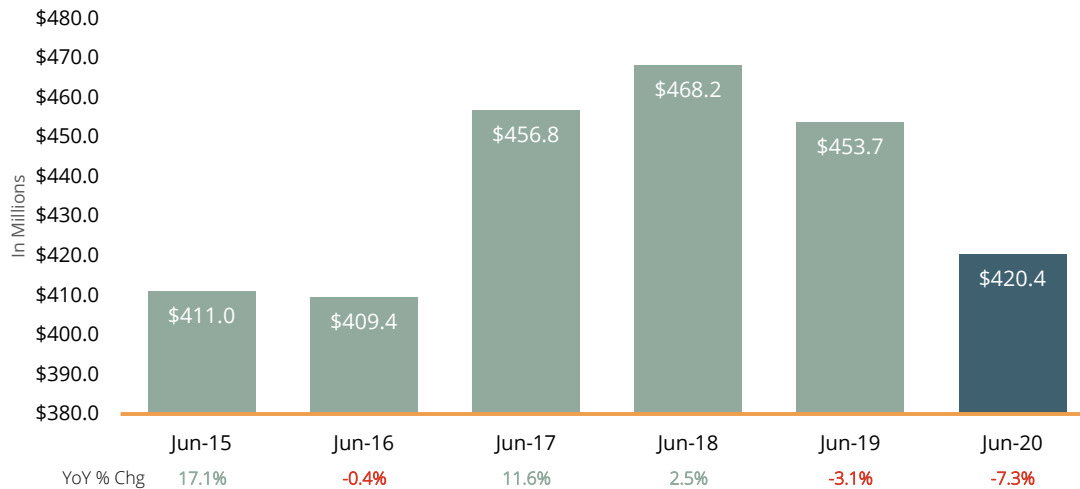
% Change in Median Sales Price
Jun-19 to Jun-20



Sold Dollar Volume (in millions)



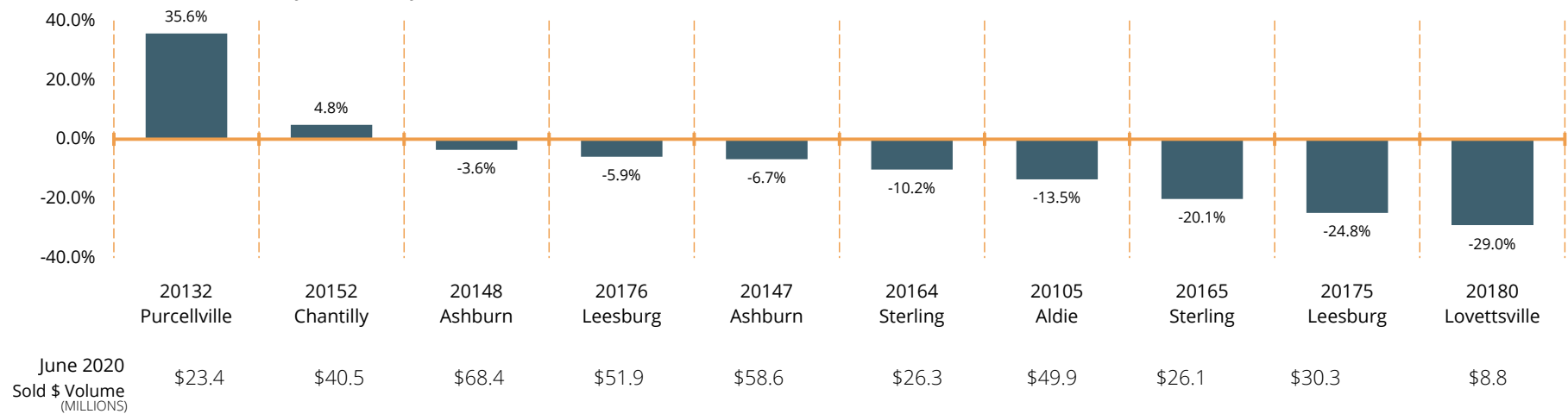
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jun-20	\$375.5	-8.9%	\$44.9	7.9%
12-month Avg	\$278.9	3.5%	\$33.3	7.5%

Zip Code

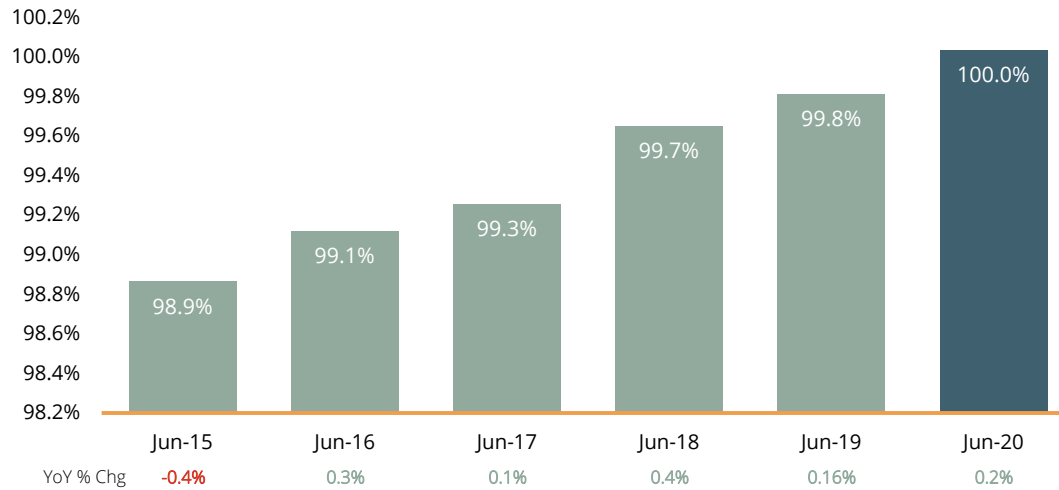
% Change in Sold Dollar Volume
Jun-19 to Jun-20



Average Sold to Ask Price Ratio



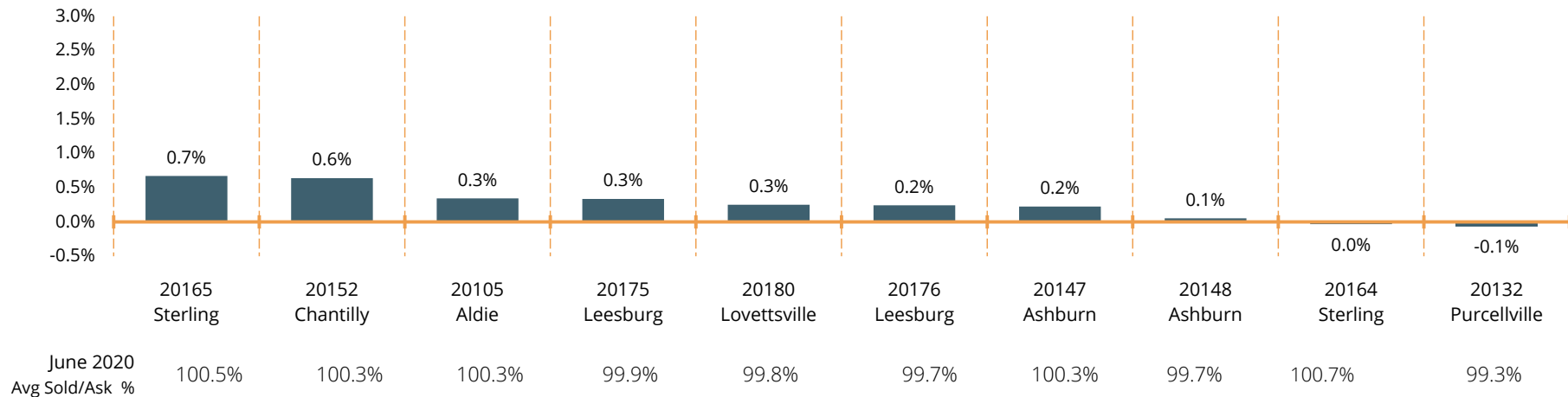
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jun-20	100.2%	0.3%	99.3%	-0.2%
12-month Avg	99.7%	0.2%	99.7%	0.5%

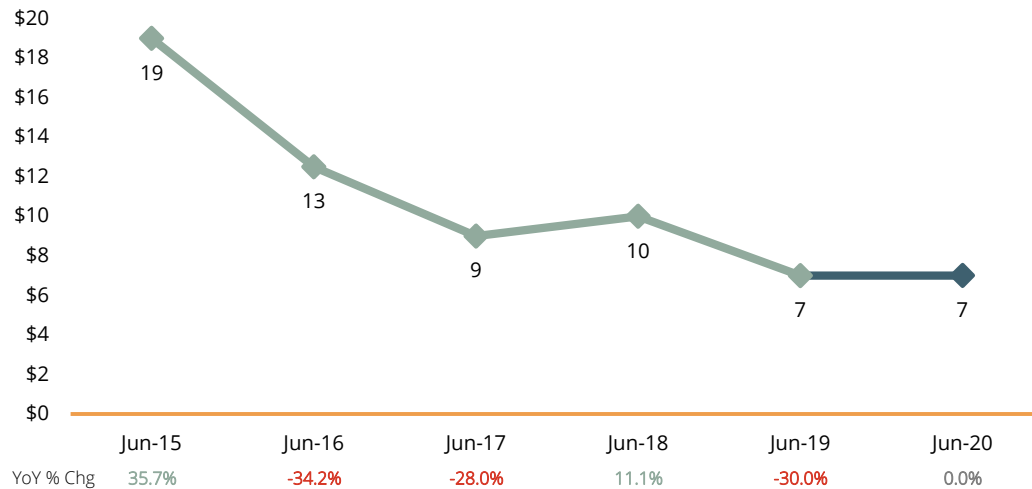
Zip Code

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



Median Days on Market

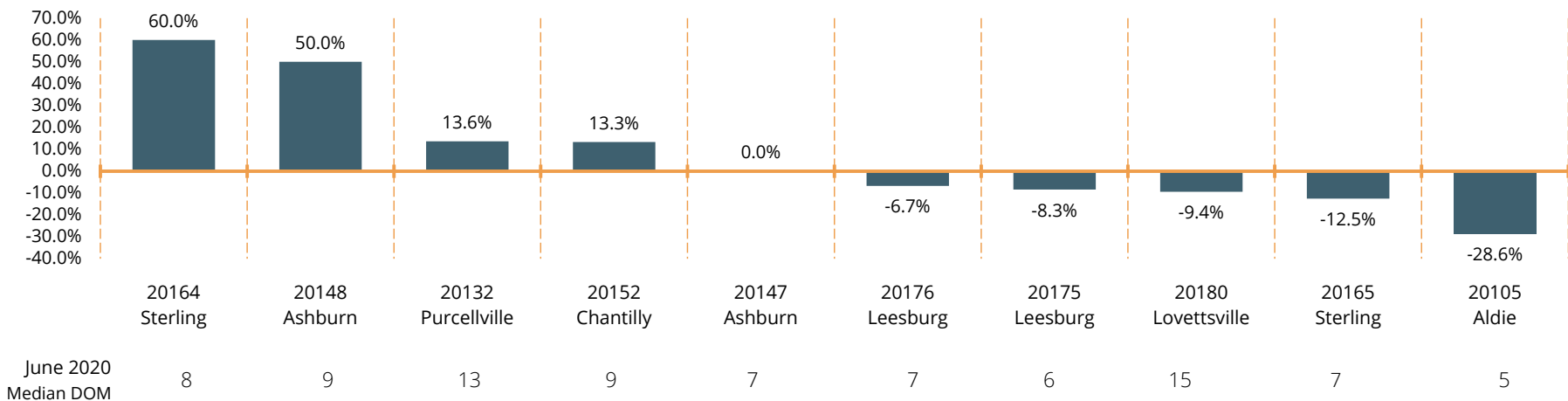
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-20	7	0.0%	12	71.4%
12-month Avg	9	-24.1%	11	-17.4%

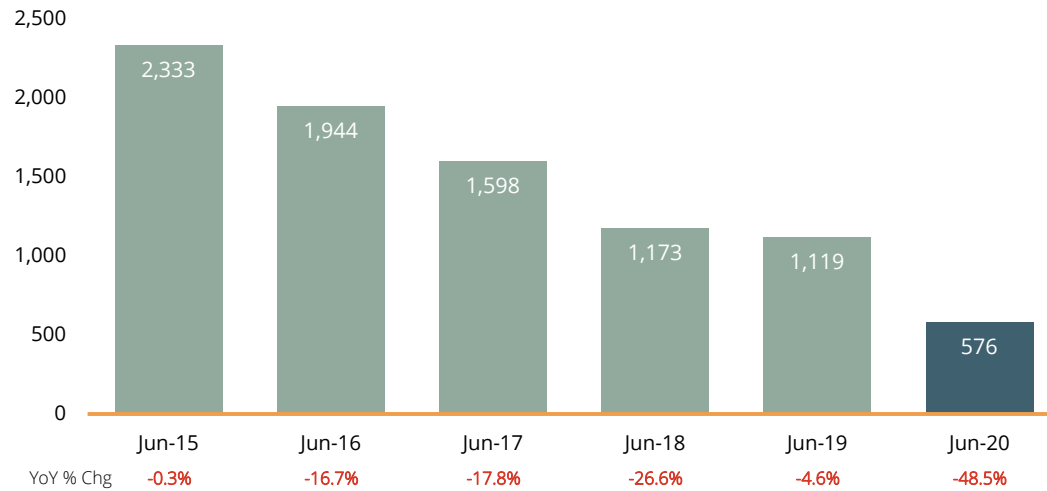
Zip Code

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



Active Listings

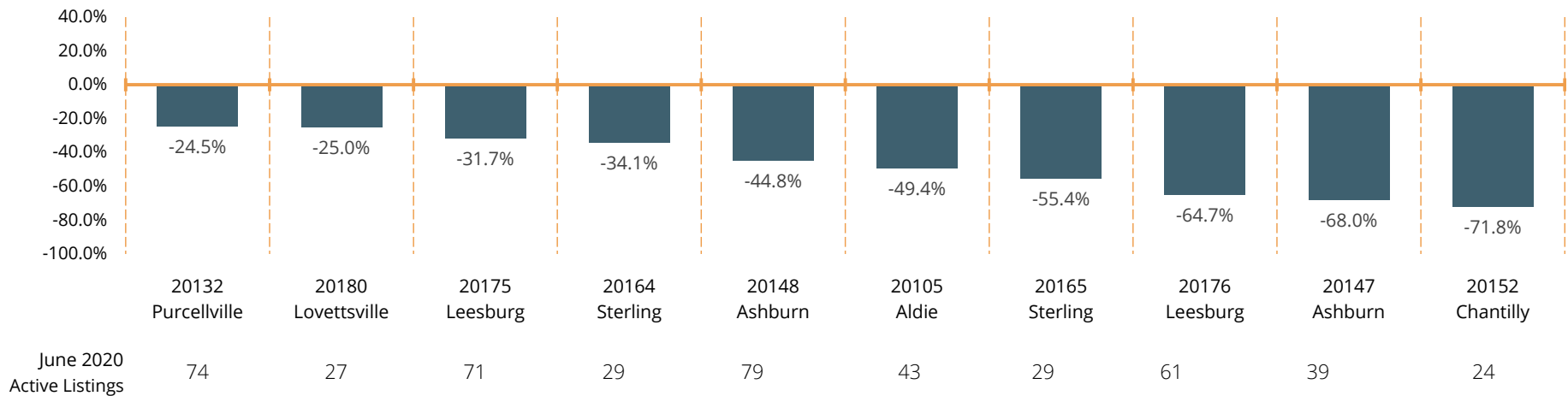
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-20	490	-49.7%	86	-40.7%
12-month Avg	692	-19.7%	111	-13.4%

Zip Code

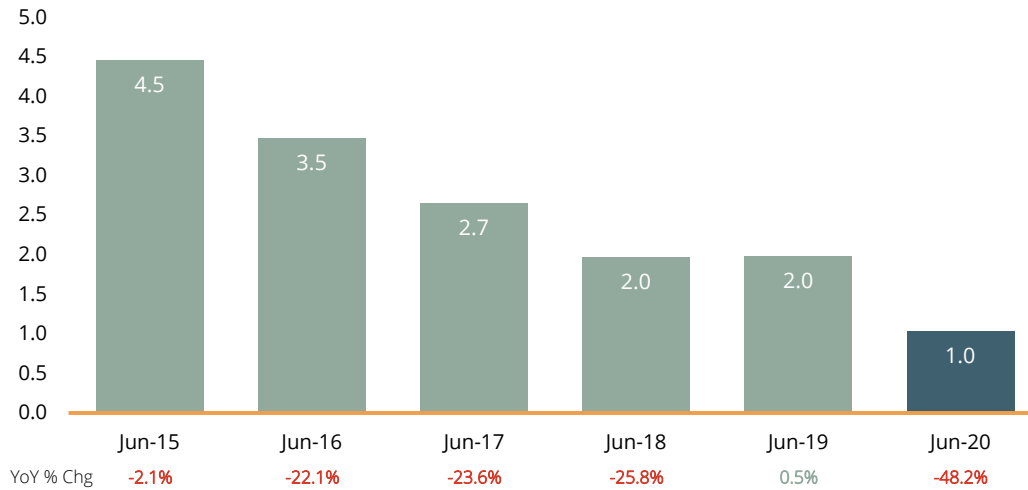
% Change in Active Listings
Jun-19 to Jun-20



Months Supply



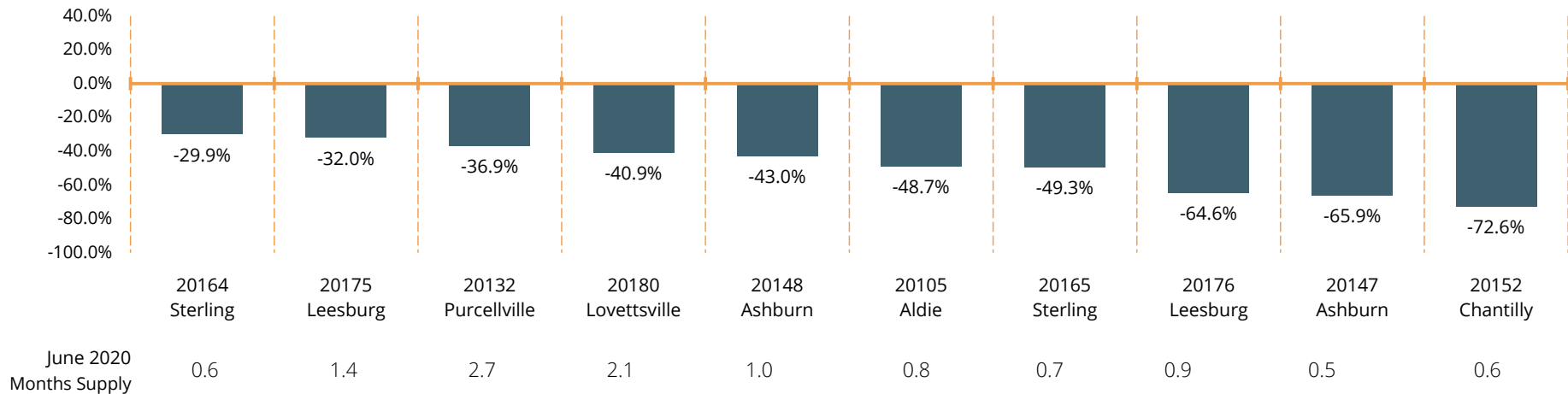
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
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%
Jun-20	1.1	-49.1%	0.9	-41.5%
12-month Avg	1.4	-19.1%	1.1	-15.6%

Zip Code

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



Area Overview



New Listings				Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-19	Jun-20	% chg	Jun-19	Jun-20	% chg	Jun-19	Jun-20	% chg	Jun-19	Jun-20	% chg	Jun-19	Jun-20	% chg
Loudoun County	783	888	13.4%	811	733	-9.6%	\$520,000	\$528,500	1.6%	1119	576	-48.5%	2.0	1.0	-48.2%
20105	67	92	37.3%	88	78	-11.4%	\$652,000	\$580,000	-11.0%	85	43	-49.4%	1.5	0.8	-48.7%
20132	37	44	18.9%	33	40	21.2%	\$525,000	\$565,000	7.6%	98	74	-24.5%	4.2	2.7	-36.9%
20147	125	121	-3.2%	117	106	-9.4%	\$505,000	\$507,500	0.5%	122	39	-68.0%	1.4	0.5	-65.9%
20148	119	132	10.9%	122	118	-3.3%	\$597,773	\$571,250	-4.4%	143	79	-44.8%	1.7	1.0	-43.0%
20152	68	70	2.9%	70	68	-2.9%	\$535,500	\$587,500	9.7%	85	24	-71.8%	2.0	0.6	-72.6%
20164	56	65	16.1%	68	65	-4.4%	\$432,500	\$430,000	-0.6%	44	29	-34.1%	0.9	0.6	-29.9%
20165	65	75	15.4%	66	47	-28.8%	\$473,750	\$515,000	8.7%	65	29	-55.4%	1.4	0.7	-49.3%
20175	63	87	38.1%	71	54	-23.9%	\$485,000	\$504,800	4.1%	104	71	-31.7%	2.1	1.4	-32.0%
20176	95	94	-1.1%	96	85	-11.5%	\$530,000	\$585,000	10.4%	173	61	-64.7%	2.5	0.9	-64.6%
20180	20	25	25.0%	25	16	-36.0%	\$430,000	\$475,500	10.6%	36	27	-25.0%	3.6	2.1	-40.9%



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.