

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

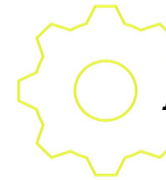
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



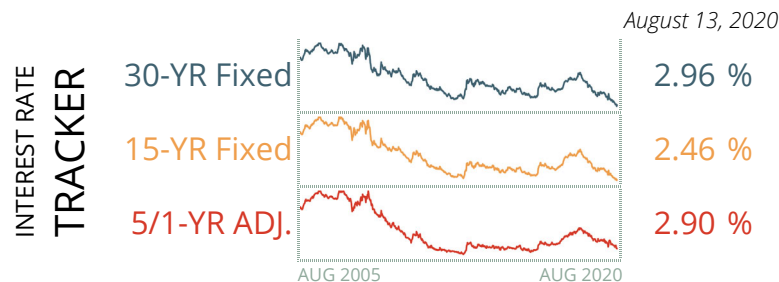
Key Market Trends: July 2020

- Sales activity rebounded in July after 4 sluggish months.** The summer market is picking up steam in Loudoun County. There were 863 sales in July, a 7.3% increase from a year ago, a gain of 59 sales. This is the 1st sign of sales growth in the County since February.
- Pending sales are surging in the County, reflecting pent-up demand.** For the 2nd month in a row, pending sales in Loudoun County are rising fast. There were 804 pending sales in July, a 24.5% jump from last year. Nearly all of the additional pending sales are in the single-family detached market.
- Home prices continue to rise in Loudoun, driven by very low supply.** The July median sales price in the County was \$562,980, which is an 8.5% gain from last year. The tight inventory continues to put upward pressure on home prices in the County, particularly in the single-family detached market, where the median price jumped 11.5% from last July, the sharpest gain in over 6 years.
- Overall active listings are falling sharply; however, new listings are on the rise.** There were 628 active listings on the market in Loudoun County at the end of July, a 43.8% drop from last year. For the 2nd month in a row there was a spike in new listings. If the trend holds, it could help to alleviate the supply shortage over time.



DAAR Market Dashboard

YoY Chg	Jul-20	Indicator
▲ 7.3%	863	Sales
▲ 24.5%	804	Pending Sales
▲ 29.6%	1,028	New Listings
▲ 5.8%	\$550,000	Median List Price
▲ 8.5%	\$562,980	Median Sales Price
▲ 4.3%	\$205	Median Price Per Square Foot
▲ 17.1%	\$523.1	Sold Dollar Volume (in millions)
▲ 1.2%	100.7%	Average Sold/Ask Price Ratio
▼ -40.0%	6	Median Days on Market
▼ -43.8%	628	Active Listings
▼ -43.8%	1.1	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.

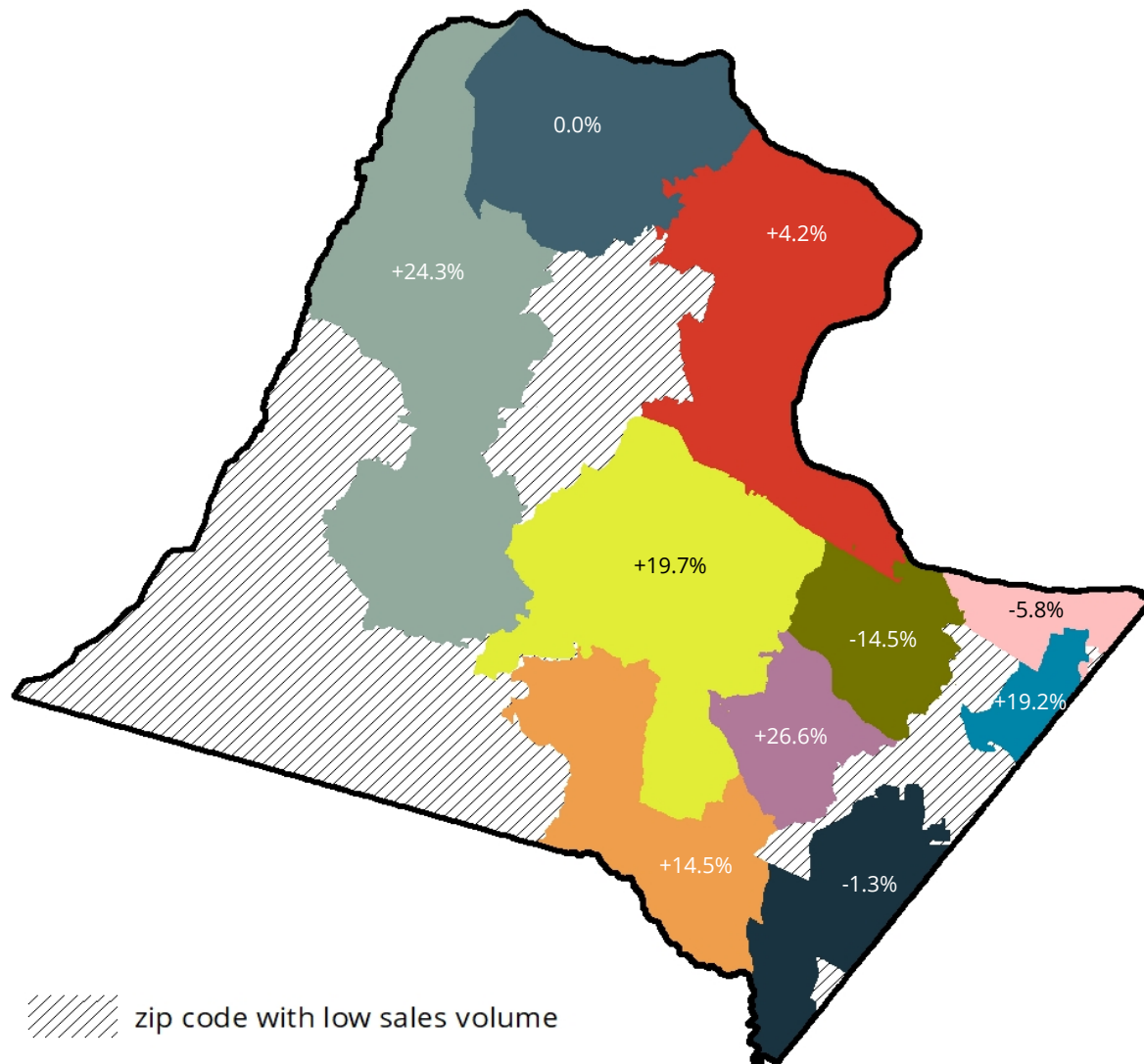
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		% Chg
	Jul-19	Jul-20	
20105 Aldie	76	87	14.5%
20132 Purcellville	37	46	24.3%
20147 Ashburn	131	112	-14.5%
20148 Ashburn	109	138	26.6%
20152 Chantilly	80	79	-1.3%
20164 Sterling	52	62	19.2%
20165 Sterling	69	65	-5.8%
20175 Leesburg	66	79	19.7%
20176 Leesburg	96	100	4.2%
20180 Lovettsville	19	19	0.0%

Total Market Overview



Key Metrics	2-year Trends		Jul-19	Jul-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Jul-18	Jul-20						
Sales			804	863	7.3%	4,232	3,951	-6.6%
Pending Sales			646	804	24.5%	4,670	4,499	-3.7%
New Listings			793	1,028	29.6%	5,770	5,886	2.0%
Median List Price			\$520,000	\$550,000	5.8%	\$499,990	\$529,993	6.0%
Median Sales Price			\$519,000	\$562,980	8.5%	\$500,500	\$531,000	6.1%
Median Price Per Square Foot			\$196	\$205	4.3%	\$196	\$205	4.5%
Sold Dollar Volume (in millions)			\$446.8	\$523.1	17.1%	\$2,298.2	\$2,288.6	-0.4%
Average Sold/Ask Price Ratio			99.6%	100.7%	1.2%	99.7%	100.2%	0.6%
Median Days on Market			10	6	-40.0%	8	6	-25.0%
Active Listings			1,118	628	-43.8%	n/a	n/a	n/a
Months of Supply			2.0	1.1	-43.8%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends		Jul-19	Jul-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Jul-18	Jul-20						
Sales			679	705	3.8%	3,529	3,260	-7.6%
Pending Sales			520	674	29.6%	3,877	3,728	-3.8%
New Listings			643	847	31.7%	4,827	4,876	1.0%
Median List Price			\$565,000	\$625,000	10.6%	\$549,990	\$587,250	6.8%
Median Sales Price			\$565,000	\$630,000	11.5%	\$550,000	\$587,000	6.7%
Median Price Per Square Foot			\$191	\$198	3.7%	\$191	\$200	4.4%
Sold Dollar Volume (in millions)			\$405.3	\$468.0	15.5%	\$2,068.2	\$2,045.7	-1.1%
Average Sold/Ask Price Ratio			99.6%	101.0%	1.4%	99.7%	100.3%	0.6%
Median Days on Market			10	5	-50.0%	7	6	-14.3%
Active Listings			981	523	-46.7%	n/a	n/a	n/a
Months of Supply			2.1	1.1	-46.0%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



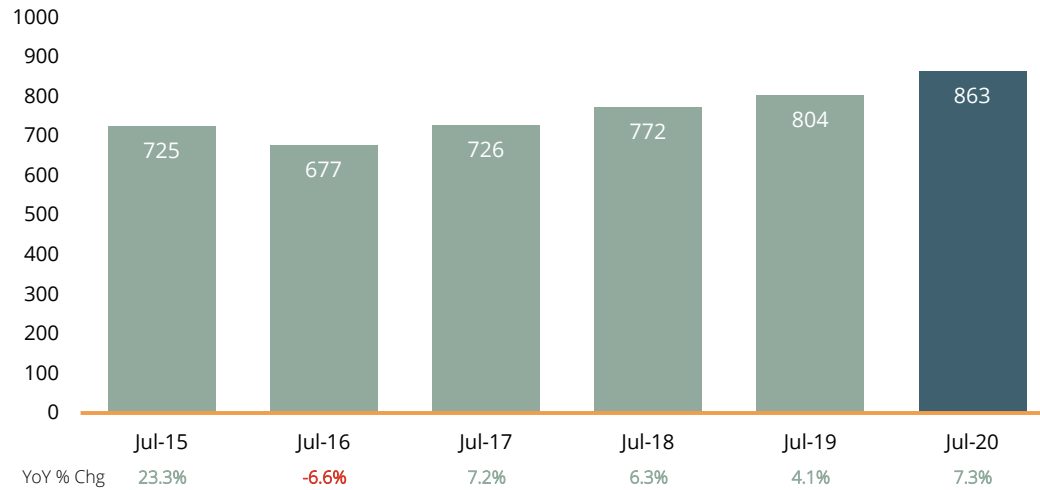
Key Metrics	2-year Trends		Jul-19	Jul-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Jul-18	Jul-20						
Sales			125	158	26.4%	703	691	-1.7%
Pending Sales			126	130	3.2%	793	771	-2.8%
New Listings			150	181	20.7%	943	1,010	7.1%
Median List Price			\$339,500	\$342,500	0.9%	\$330,000	\$350,000	6.1%
Median Sales Price			\$335,000	\$340,750	1.7%	\$333,000	\$350,000	5.1%
Median Price Per Square Foot			\$221	\$234	6.1%	\$219	\$232	6.0%
Sold Dollar Volume (in millions)			\$41.5	\$55.1	32.9%	\$230.1	\$242.9	5.6%
Average Sold/Ask Price Ratio			99.6%	99.6%	0.0%	99.5%	99.8%	0.3%
Median Days on Market			12	11	-8.3%	8	9	12.5%
Active Listings			137	105	-23.4%	n/a	n/a	n/a
Months of Supply			1.4	1.0	-27.5%	n/a	n/a	n/a

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

Sales



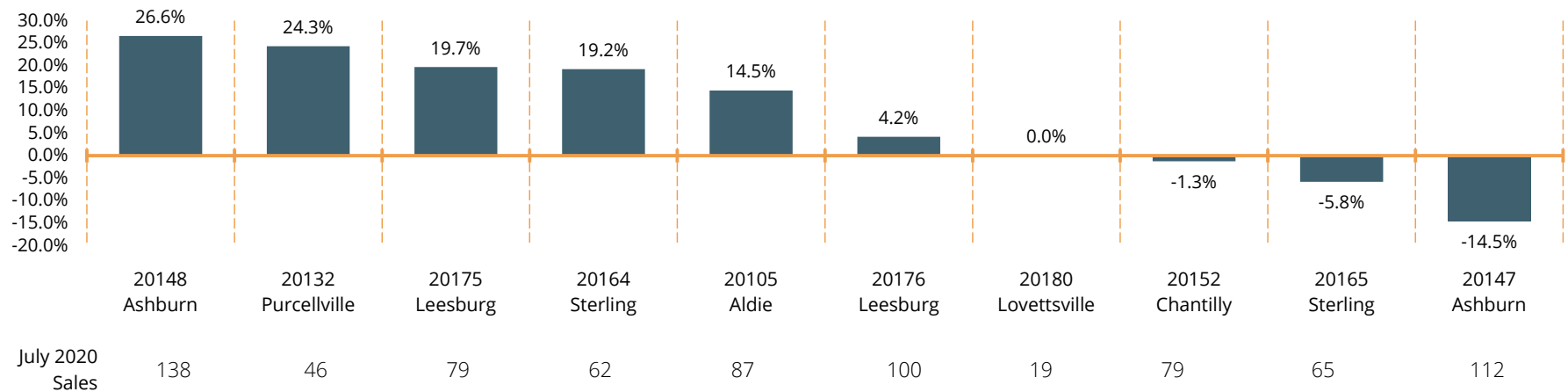
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	705	3.8%	158	26.4%
12-month Avg	461	-2.1%	100	4.7%

Zip Code

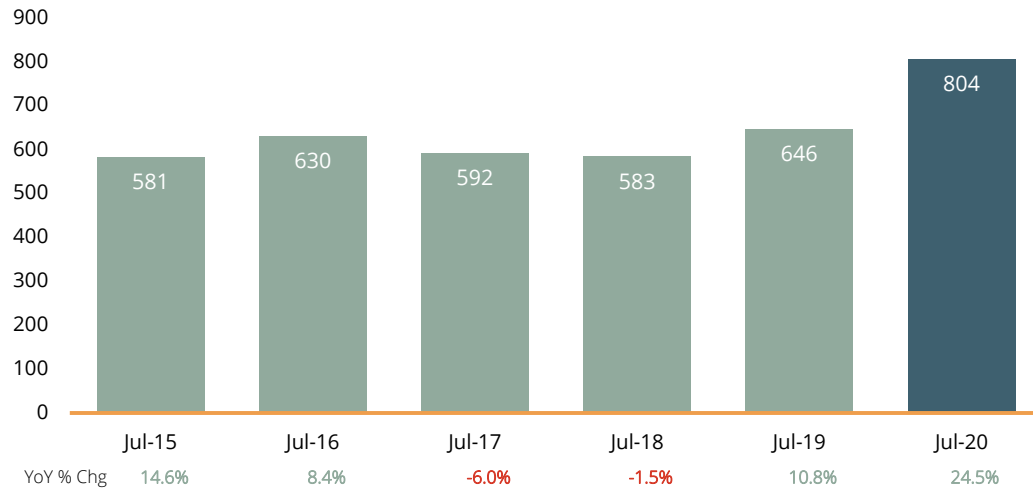
% Change in Sales
Jul-19 to Jul-20



Pending Sales



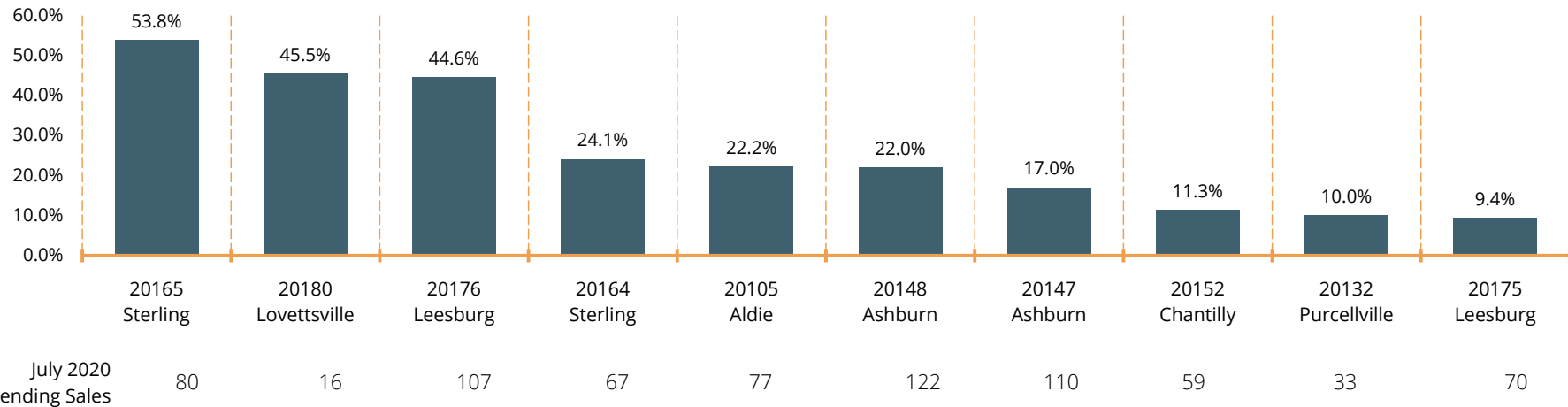
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	674	29.6%	130	3.2%
12-month Avg	467	-2.2%	100	2.4%

Zip Code

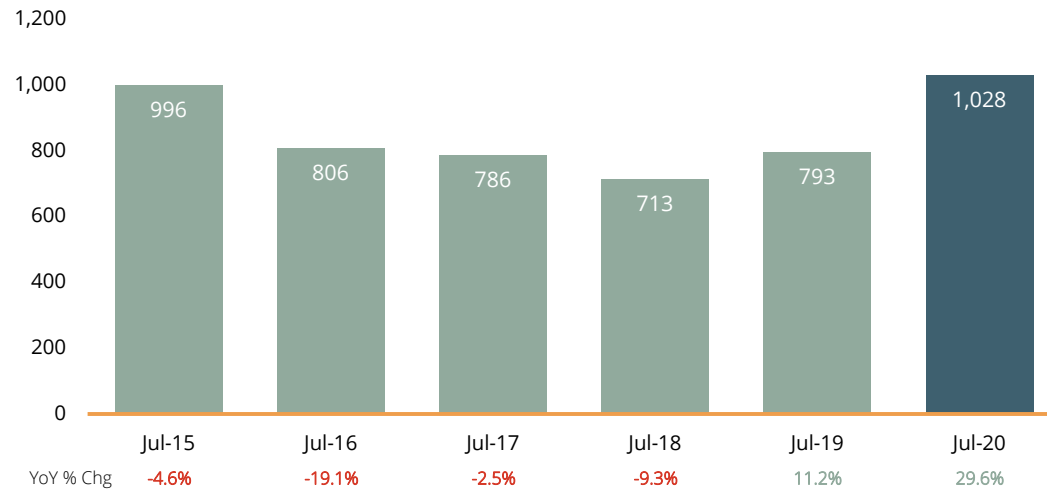
% Change in Pending Sales
Jul-19 to Jul-20



New Listings



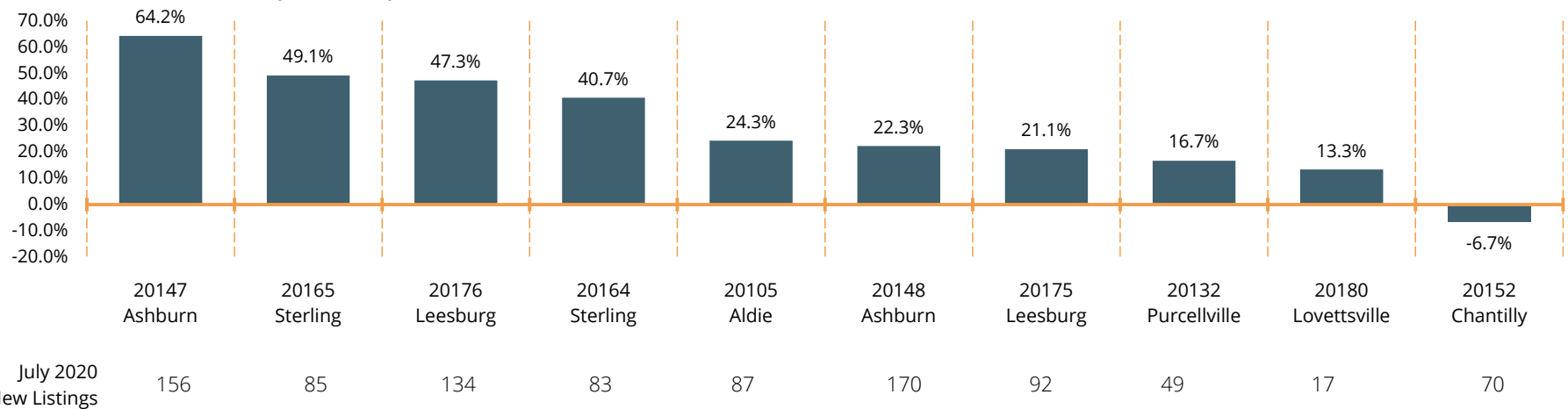
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	847	31.7%	181	20.7%
12-month Avg	603	0.7%	128	9.6%

Zip Code

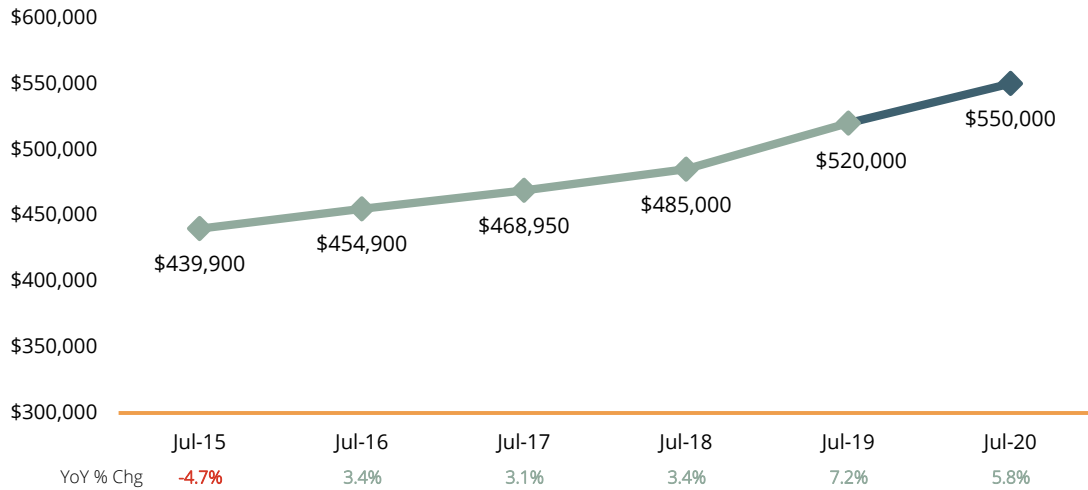
% Change in New Listings
Jul-19 to Jul-20



Median List Price



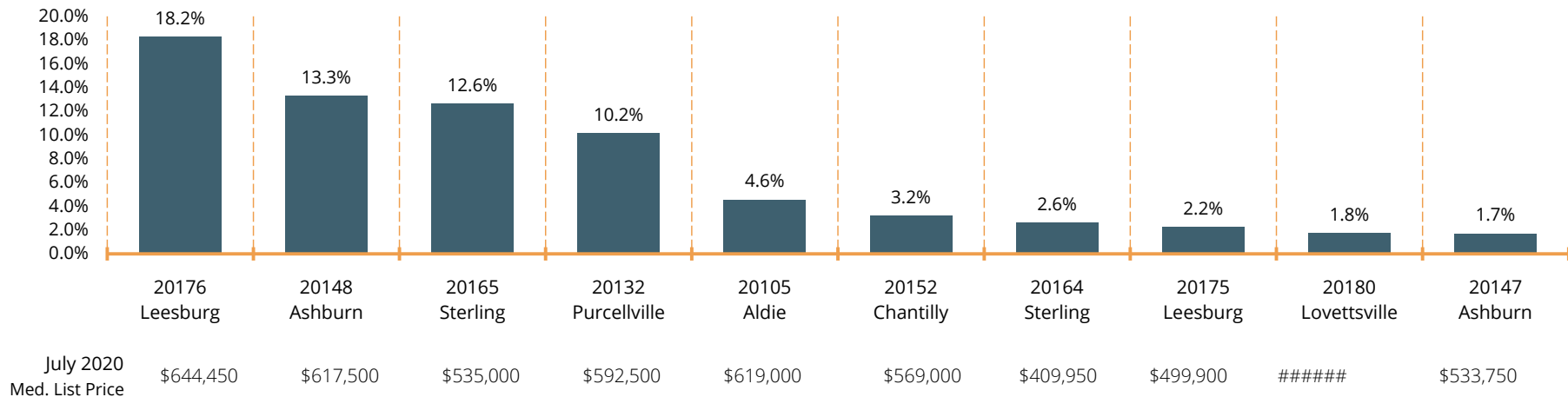
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	\$625,000	10.6%	\$342,500	0.9%
12-month Avg	\$570,671	5.2%	\$347,587	6.5%

Zip Code

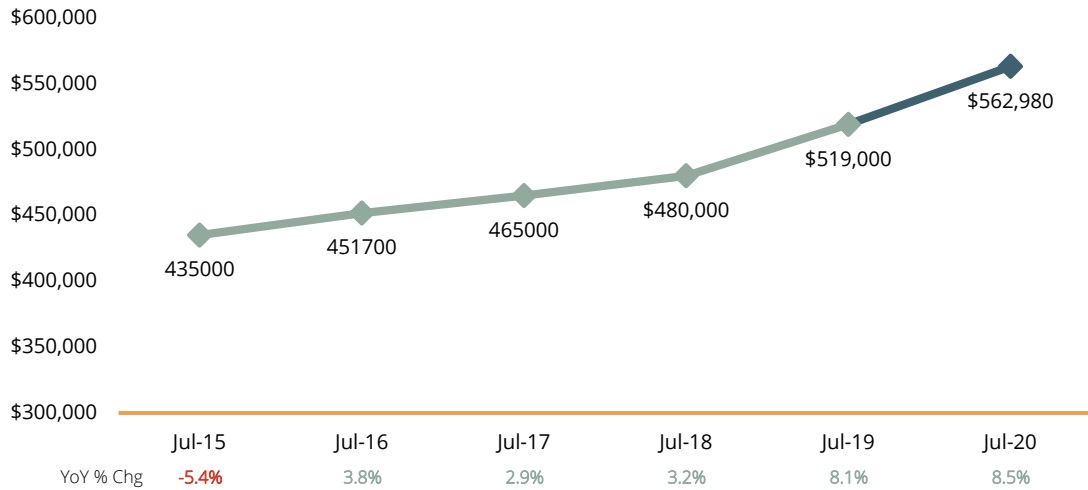
% Change in Median List Price
Jul-19 to Jul-20



Median Sales Price



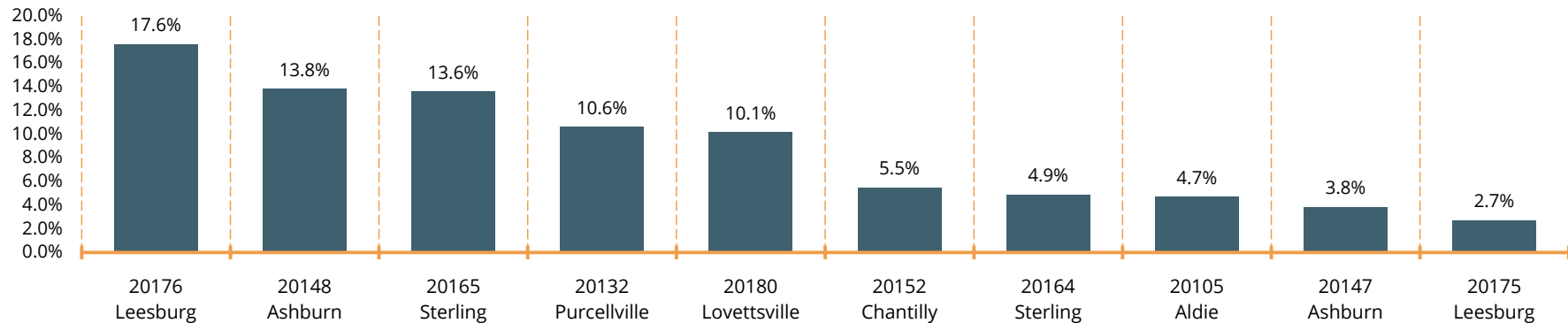
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	\$630,000	11.5%	\$340,750	1.7%
12-month Avg	\$569,675	5.3%	\$343,761	6.0%

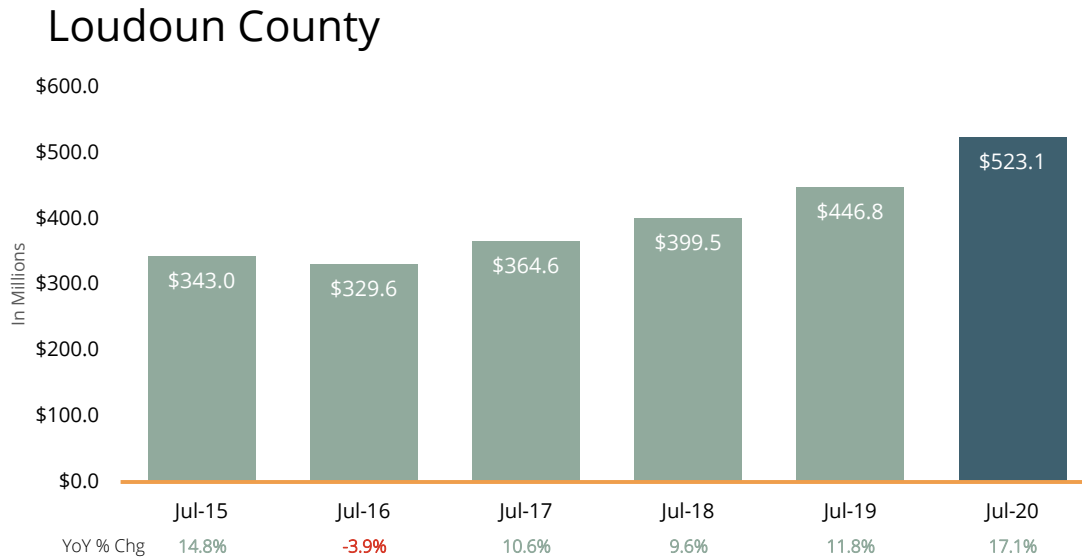
Zip Code

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

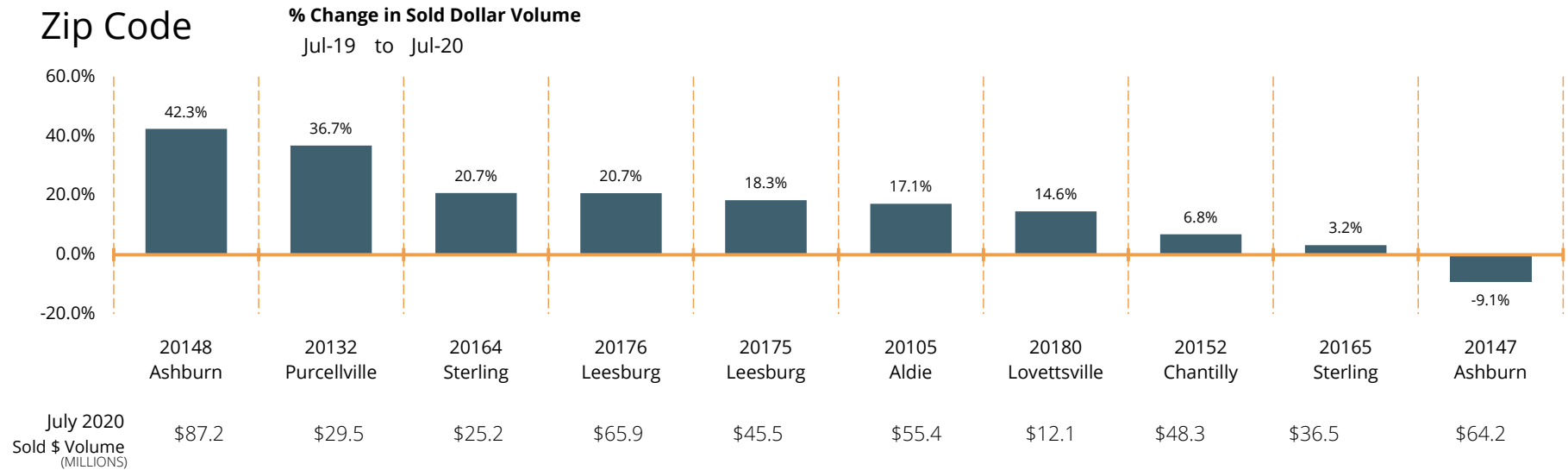


Zip Code	July 2020 Med. Sales Price
20176 Leesburg	\$635,000
20148 Ashburn	\$618,000
20165 Sterling	\$535,000
20132 Purcellville	\$595,000
20180 Lovettsville	\$580,000
20152 Chantilly	\$574,990
20164 Sterling	\$411,750
20105 Aldie	\$625,000
20147 Ashburn	\$540,000
20175 Leesburg	\$511,000

Sold Dollar Volume (in millions)



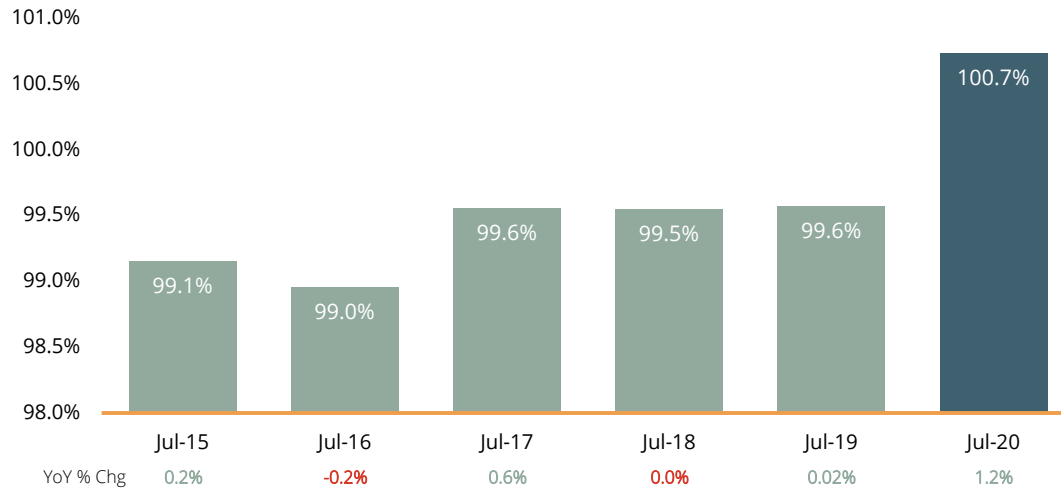
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Aug-19	\$336.4	9.7%	\$38.3	14.0%
Sep-19	\$289.2	33.6%	\$35.2	32.3%
Oct-19	\$275.0	11.2%	\$39.6	48.1%
Nov-19	\$222.1	-8.5%	\$29.9	14.0%
Dec-19	\$240.9	20.6%	\$27.6	0.3%
Jan-20	\$148.0	-3.7%	\$22.1	17.7%
Feb-20	\$167.8	5.2%	\$19.9	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%
Jul-20	\$468.0	15.5%	\$55.1	32.9%
12-month Avg	\$284.1	3.9%	\$34.5	11.5%



Average Sold to Ask Price Ratio



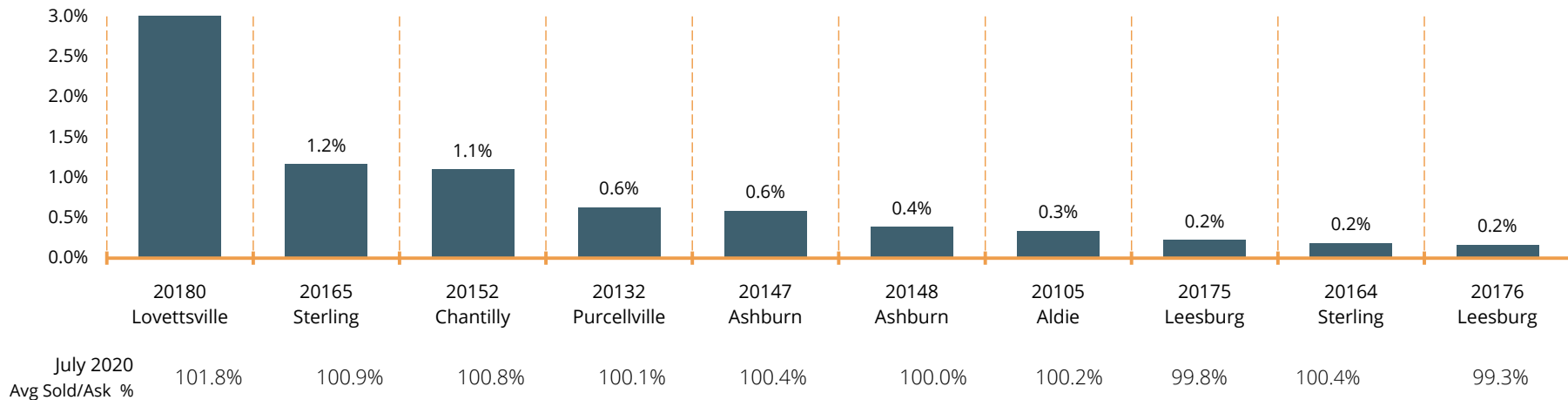
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	101.0%	1.4%	99.6%	0.0%
12-month Avg	99.9%	0.3%	99.7%	0.4%

Zip Code

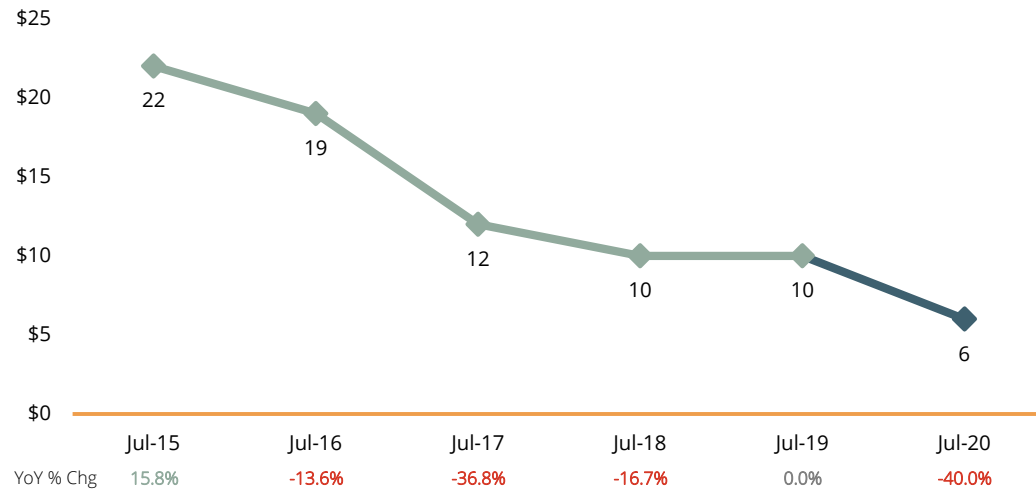
% Change in Average Sold to Ask Price Ratio
Jul-19 to Jul-20



Median Days on Market



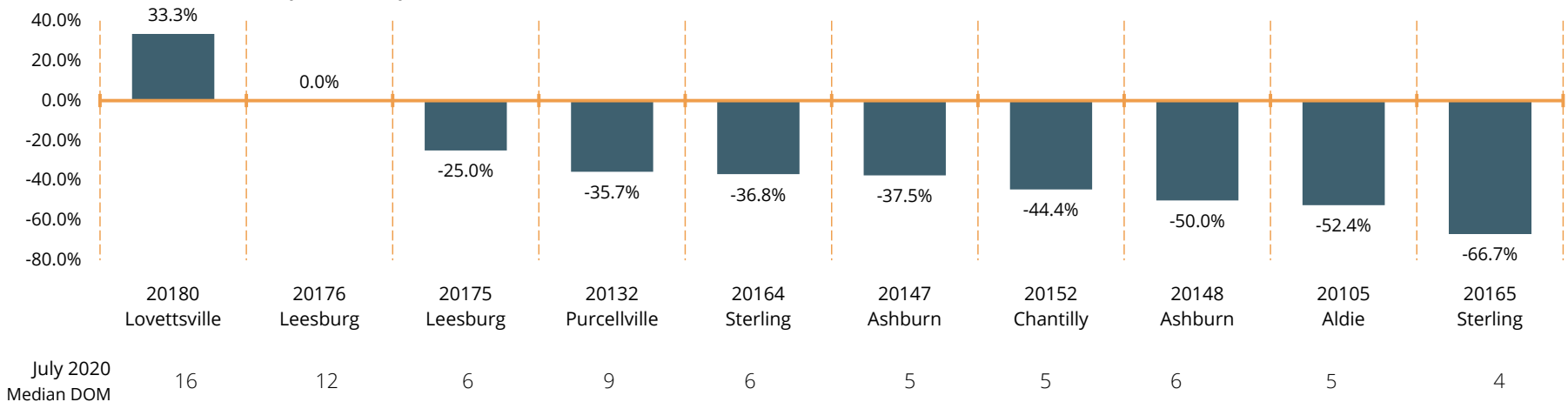
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	5	-50.0%	11	-8.3%
12-month Avg	9	-27.6%	10	-18.6%

Zip Code

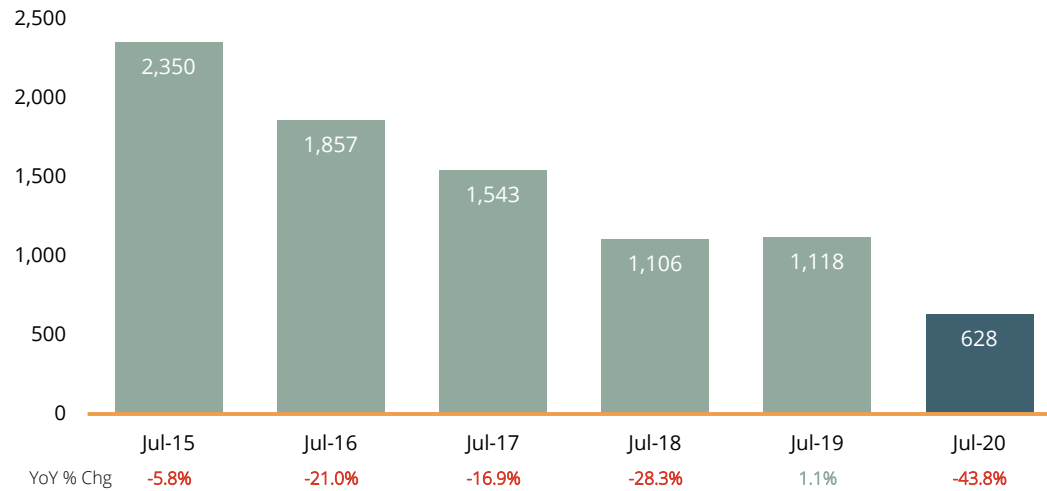
% Change in Median Days on Market
Jul-19 to Jul-20



Active Listings



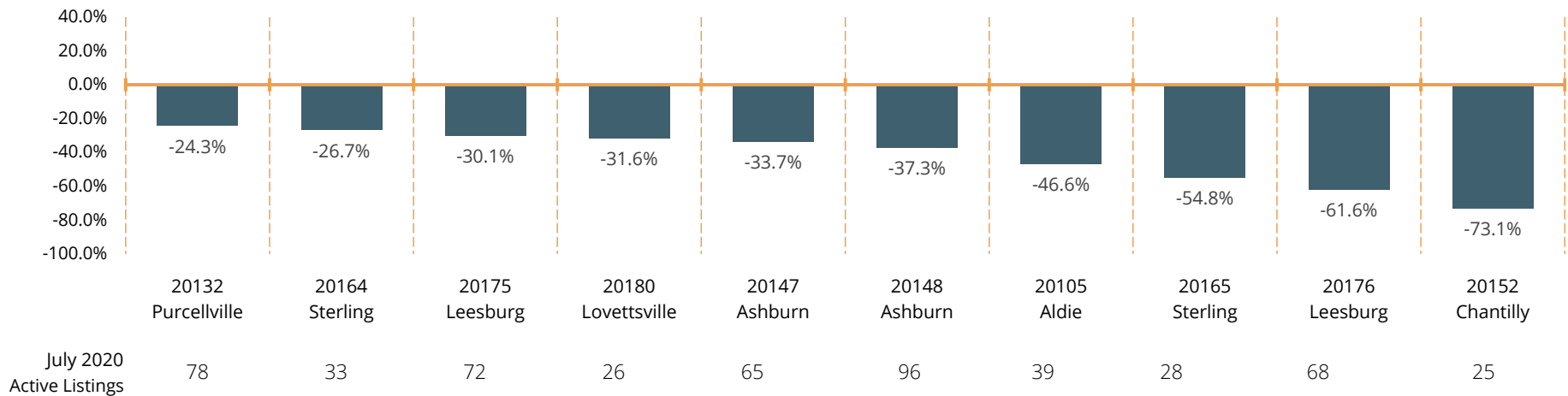
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	523	-46.7%	105	-23.4%
12-month Avg	654	-24.1%	108	-16.3%

Zip Code

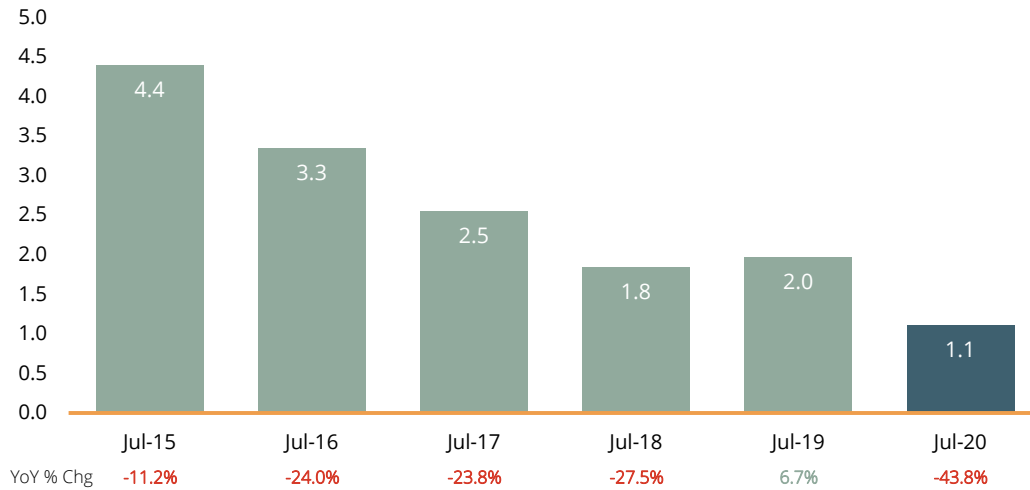
% Change in Active Listings
Jul-19 to Jul-20



Months Supply



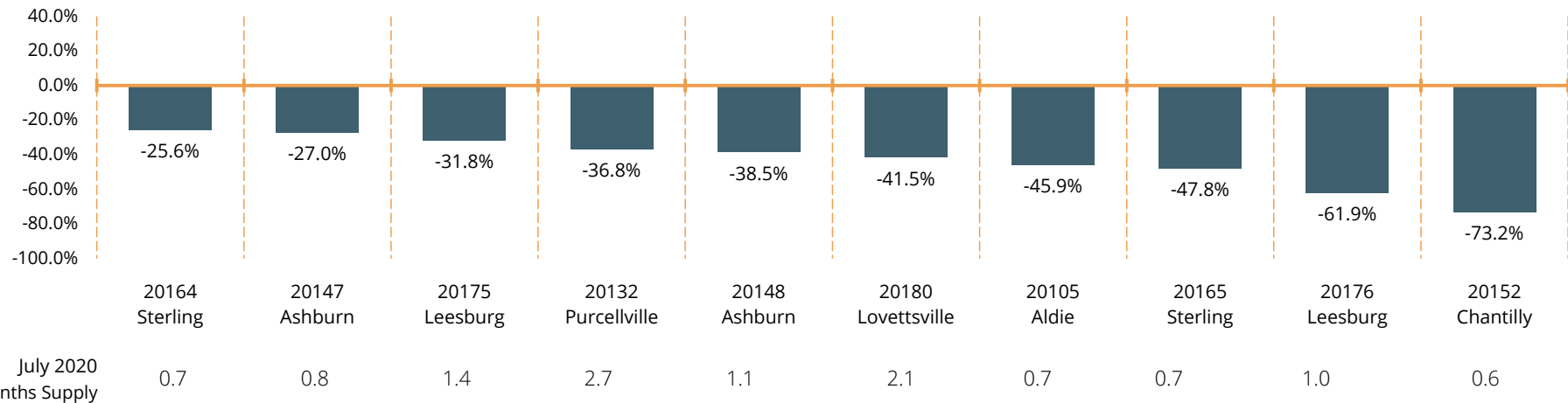
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-20	1.1	-46.0%	1.0	-27.5%
12-month Avg	1.4	-23.9%	1.1	-19.0%

Zip Code

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



July 2020
Months Supply

0.7 0.8 1.4 2.7 1.1 2.1 0.7 0.7 1.0 0.6

Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-19	Jul-20	% chg	Jul-19	Jul-20	% chg	Jul-19	Jul-20	% chg	Jul-19	Jul-20	% chg	Jul-19	Jul-20	% chg
Loudoun County	793	1028	29.6%	804	863	7.3%	\$519,000	\$562,980	8.5%	1118	628	-43.8%	2.0	1.1	-43.8%
20105	70	87	24.3%	76	87	14.5%	\$597,000	\$625,000	4.7%	73	39	-46.6%	1.3	0.7	-45.9%
20132	42	49	16.7%	37	46	24.3%	\$537,900	\$595,000	10.6%	103	78	-24.3%	4.3	2.7	-36.8%
20147	95	156	64.2%	131	112	-14.5%	\$520,000	\$540,000	3.8%	98	65	-33.7%	1.1	0.8	-27.0%
20148	139	170	22.3%	109	138	26.6%	\$543,000	\$618,000	13.8%	153	96	-37.3%	1.8	1.1	-38.5%
20152	75	70	-6.7%	80	79	-1.3%	\$545,000	\$574,990	5.5%	93	25	-73.1%	2.2	0.6	-73.2%
20164	59	83	40.7%	52	62	19.2%	\$392,500	\$411,750	4.9%	45	33	-26.7%	1.0	0.7	-25.6%
20165	57	85	49.1%	69	65	-5.8%	\$471,000	\$535,000	13.6%	62	28	-54.8%	1.3	0.7	-47.8%
20175	76	92	21.1%	66	79	19.7%	\$497,500	\$511,000	2.7%	103	72	-30.1%	2.1	1.4	-31.8%
20176	91	134	47.3%	96	100	4.2%	\$540,000	\$635,000	17.6%	177	68	-61.6%	2.5	1.0	-61.9%
20180	15	17	13.3%	19	19	0.0%	\$526,625	\$580,000	10.1%	38	26	-31.6%	3.5	2.1	-41.5%



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.