

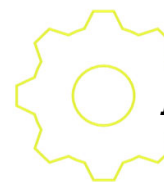
DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: August 2020

- Home sales are surging in Loudoun County, driven by the single-family detached market.** The County's housing market continues to rebound from the sluggish 1st half of the year. There were 782 sales in August, a 15.3% jump from last year. Sales of single-family detached homes increased 19.1% in August, while sales of townhomes and condos declined 2.5%.
- Potential for a busy fall market takes shape, with the largest spike in pending sales in over 6 years.** There were 850 pending sales in the Loudoun County housing market in August, a 45.1% surge from a year ago, an increase of 264. The increase occurred throughout the County, with all of the largest zip codes (by sales volume) having double-digit growth in pending sales this month.
- Price levels continue to climb in the County's housing market.** At \$560,000, the August median sales price in Loudoun County rose 8.7% from last year, a gain of \$45,000. Price growth continues to occur across property types. The median sales price for single-family detached homes and townhomes/condos rose 5.7% and 7.0%, respectively, compared to a year ago.
- Inventory levels remain very low, now less than 1 month of supply; however, an influx of new listings provides options for buyers.** There were 480 active listings on the market at the end of August in Loudoun County, less than half the level a year ago (-55.4%). New listings rose for the 3rd consecutive month, up 23.8%.



DAAR Market Dashboard

YoY Chg	Aug-20	Indicator
▲ 15.3%	782	Sales
▲ 45.1%	850	Pending Sales
▲ 23.8%	884	New Listings
▲ 7.1%	\$551,500	Median List Price
▲ 8.7%	\$560,000	Median Sales Price
▲ 6.7%	\$208	Median Price Per Square Foot
▲ 28.0%	\$479.8	Sold Dollar Volume (in millions)
▲ 1.1%	100.5%	Average Sold/Ask Price Ratio
▼ -50.0%	5	Median Days on Market
▼ -55.4%	480	Active Listings
▼ -55.9%	0.8	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.

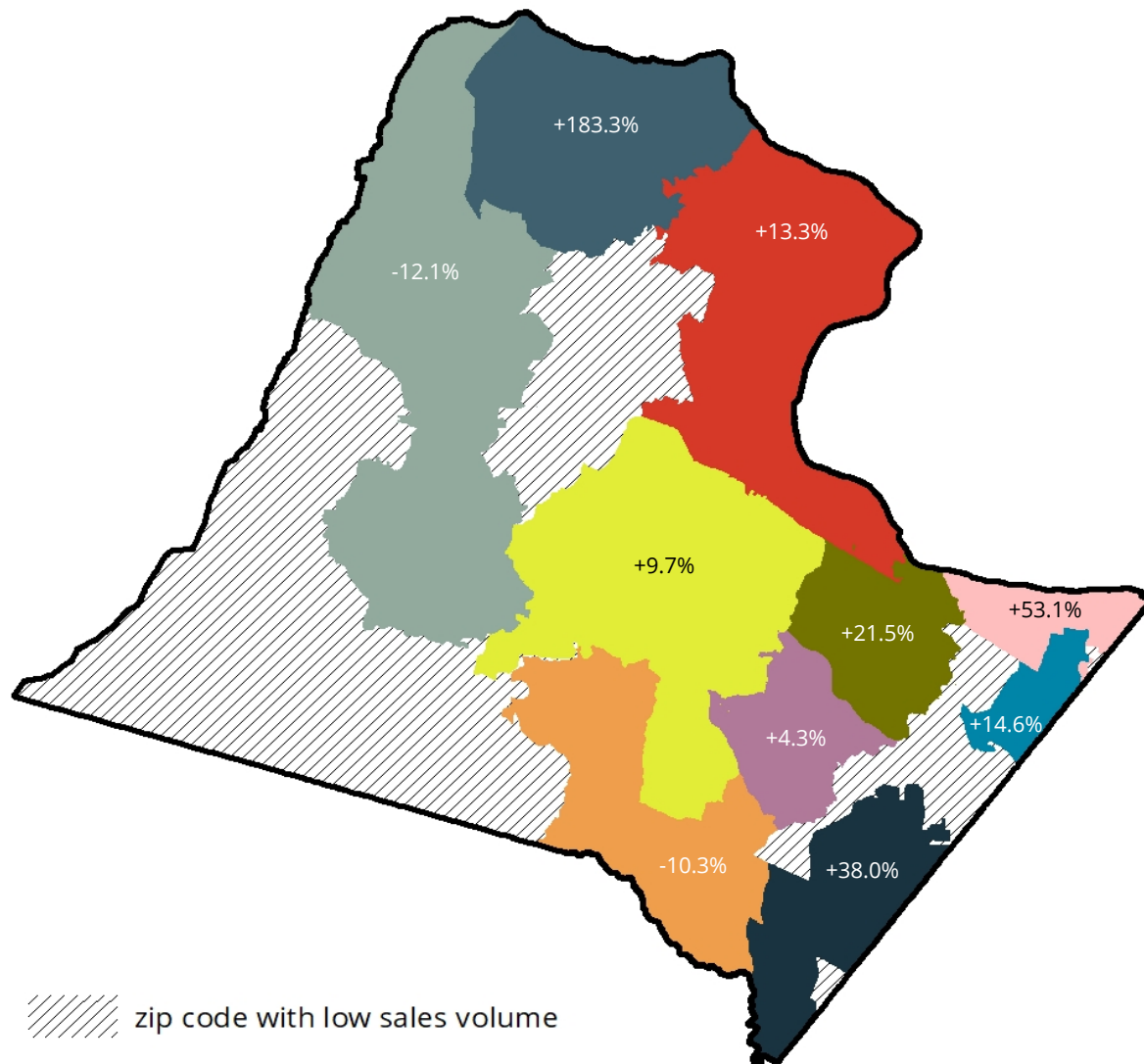
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Aug-19	Aug-20	% Chg
20105 Aldie	78	70	-10.3%
20132 Purcellville	33	29	-12.1%
20147 Ashburn	93	113	21.5%
20148 Ashburn	116	121	4.3%
20152 Chantilly	50	69	38.0%
20164 Sterling	48	55	14.6%
20165 Sterling	49	75	53.1%
20175 Leesburg	62	68	9.7%
20176 Leesburg	90	102	13.3%
20180 Lovettsville	6	17	183.3%

Total Market Overview



Key Metrics	2-year Trends	Aug-19	Aug-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Aug-18		Aug-20				
Sales		678	782	15.3%	4,910	4,733	-3.6%
Pending Sales		586	850	45.1%	5,256	5,349	1.8%
New Listings		714	884	23.8%	6,484	6,770	4.4%
Median List Price		\$515,000	\$551,500	7.1%	\$504,900	\$535,000	6.0%
Median Sales Price		\$515,000	\$560,000	8.7%	\$505,000	\$537,000	6.3%
Median Price Per Square Foot		\$195	\$208	6.7%	\$196	\$205	4.8%
Sold Dollar Volume (in millions)		\$374.8	\$479.8	28.0%	\$2,673.0	\$2,768.4	3.6%
Average Sold/Ask Price Ratio		99.4%	100.5%	1.1%	99.6%	100.3%	0.6%
Median Days on Market		10	5	-50.0%	8	6	-25.0%
Active Listings		1,077	480	-55.4%	n/a	n/a	n/a
Months of Supply		1.9	0.8	-55.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 14, 2020

Single-Family Market Overview



Key Metrics	2-year Trends	Aug-19	Aug-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Aug-18		Aug-20				
Sales		559	666	19.1%	4,088	3,926	-4.0%
Pending Sales		489	706	44.4%	4,366	4,434	1.6%
New Listings		590	741	25.6%	5,417	5,617	3.7%
Median List Price		\$579,900	\$599,900	3.4%	\$550,000	\$590,000	7.3%
Median Sales Price		\$575,000	\$607,500	5.7%	\$550,000	\$593,000	7.8%
Median Price Per Square Foot		\$190	\$204	7.4%	\$191	\$200	4.9%
Sold Dollar Volume (in millions)		\$336.4	\$437.3	30.0%	\$2,404.6	\$2,483.0	3.3%
Average Sold/Ask Price Ratio		99.3%	100.6%	1.3%	99.7%	100.4%	0.7%
Median Days on Market		10	5	-50.0%	8	6	-25.0%
Active Listings		942	405	-57.0%	n/a	n/a	n/a
Months of Supply		2.0	0.9	-57.2%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 14, 2020

Townhome & Condo Market Overview



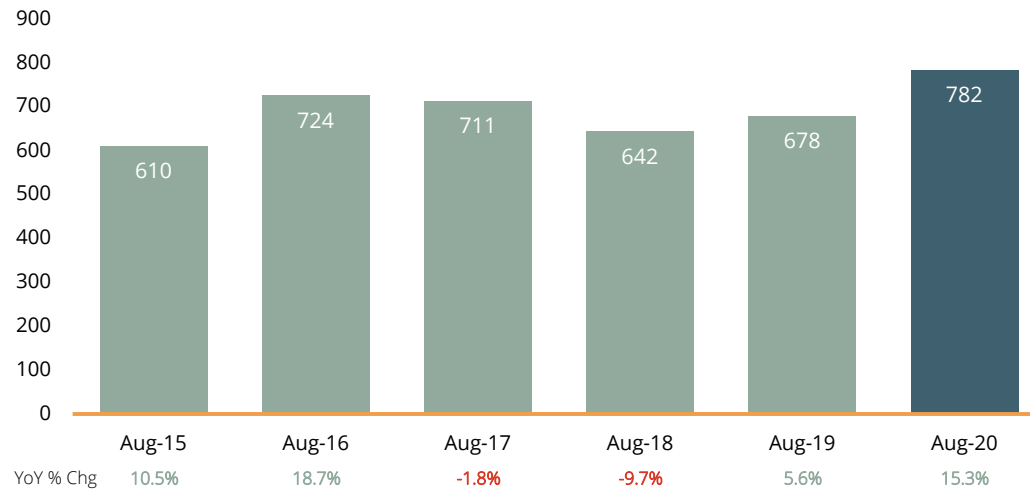
Key Metrics	2-year Trends	Aug-19	Aug-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Aug-18		Aug-20				
Sales		119	116	-2.5%	822	807	-1.8%
Pending Sales		97	144	48.5%	890	915	2.8%
New Listings		124	143	15.3%	1,067	1,153	8.1%
Median List Price		\$338,900	\$367,000	8.3%	\$334,700	\$350,000	4.6%
Median Sales Price		\$335,000	\$358,500	7.0%	\$335,000	\$353,000	5.4%
Median Price Per Square Foot		\$229	\$241	5.2%	\$220	\$234	6.0%
Sold Dollar Volume (in millions)		\$38.3	\$42.5	10.8%	\$268.4	\$285.4	6.3%
Average Sold/Ask Price Ratio		99.5%	100.1%	0.6%	99.5%	99.8%	0.4%
Median Days on Market		8	6	-25.0%	8	8	0.0%
Active Listings		135	75	-44.4%	n/a	n/a	n/a
Months of Supply		1.4	0.7	-46.8%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed September 14, 2020

Sales



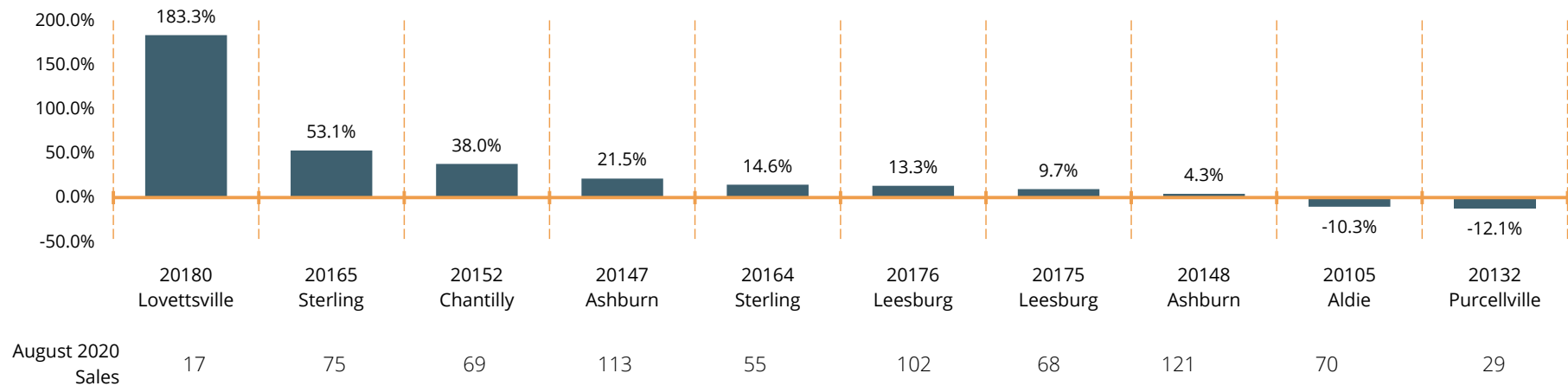
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Aug-20	666	19.1%	116	-2.5%
12-month Avg	470	-0.7%	100	3.5%

Zip Code

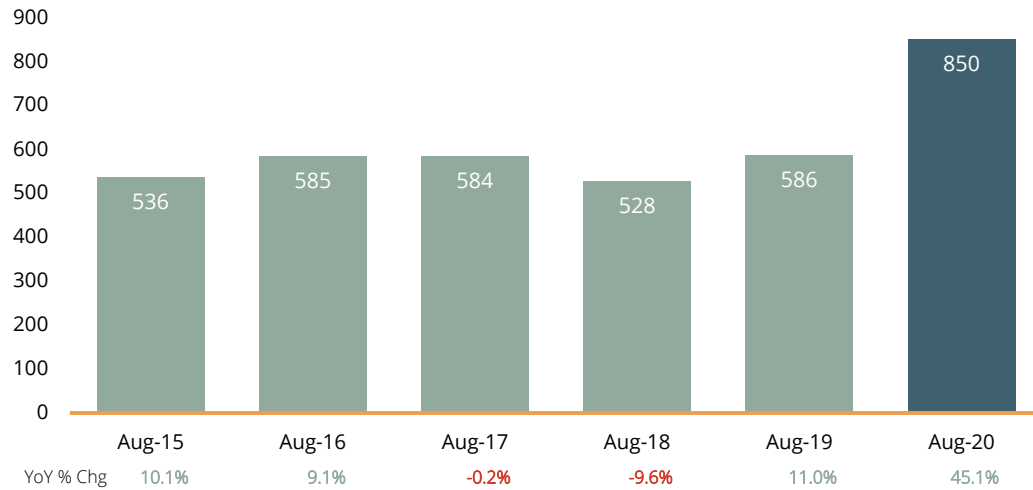
% Change in Sales
Aug-19 to Aug-20



Pending Sales



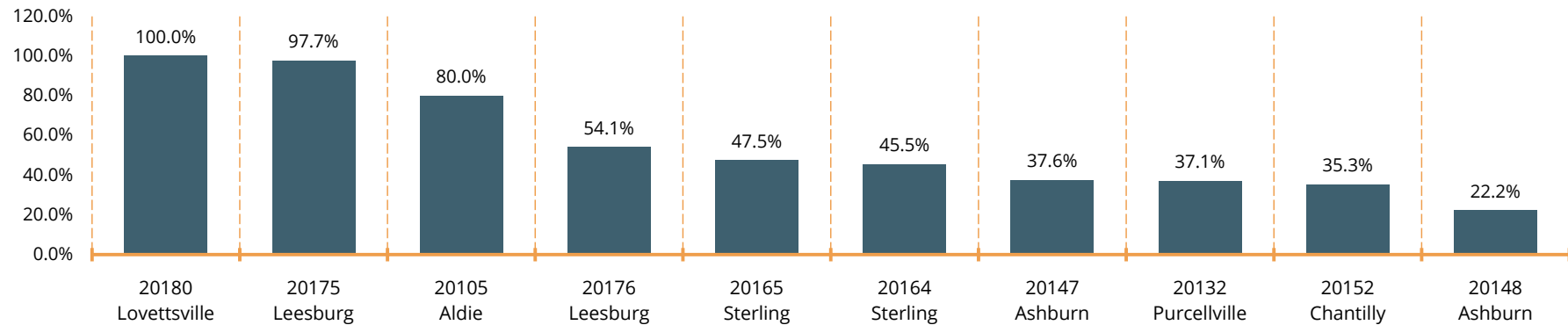
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Aug-20	706	44.4%	144	48.5%
12-month Avg	485	0.8%	104	5.2%

Zip Code

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



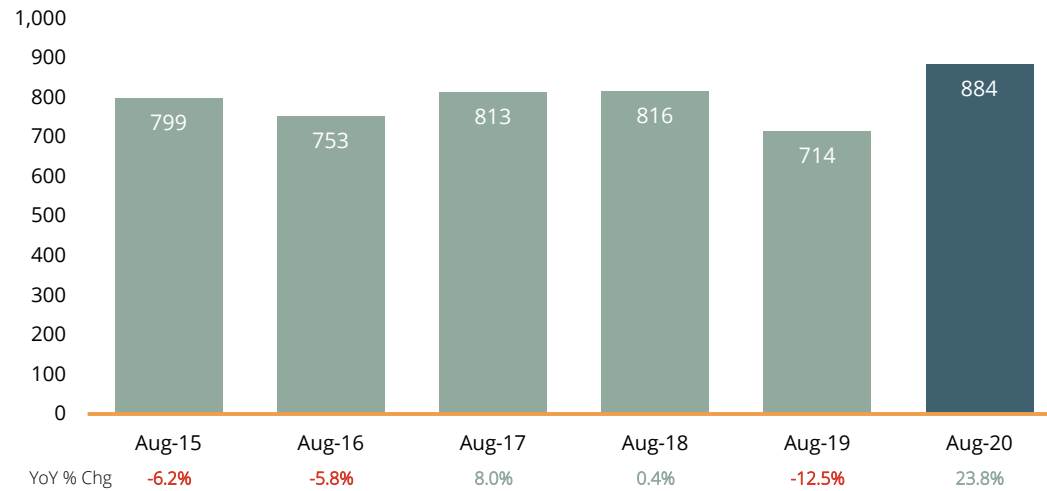
August 2020
Pending Sales

14 85 81 114 59 64 117 48 69 121

New Listings



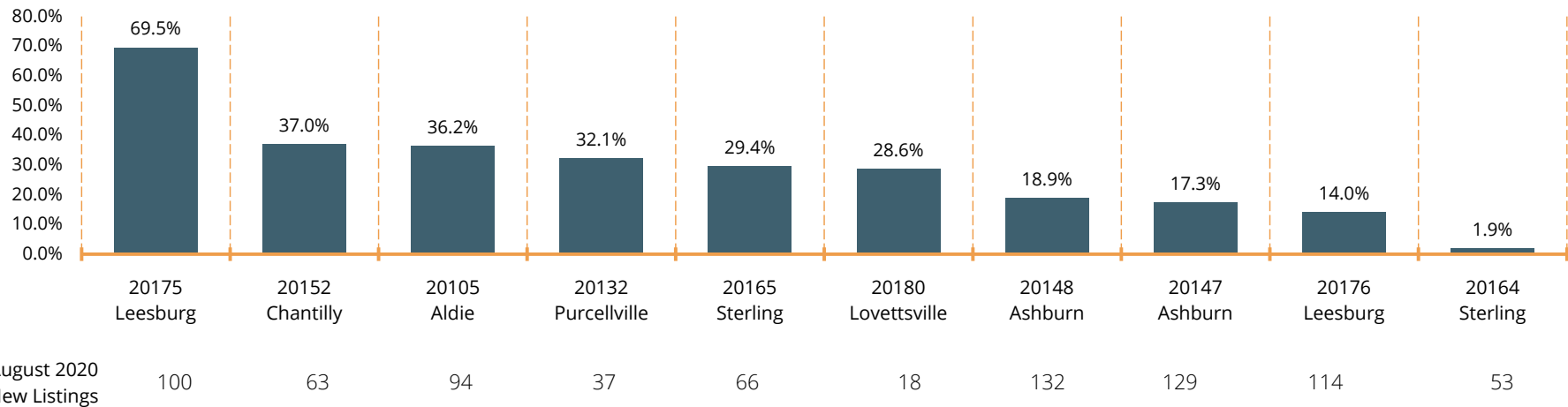
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Aug-20	741	25.6%	143	15.3%
12-month Avg	616	4.2%	129	11.0%

Zip Code

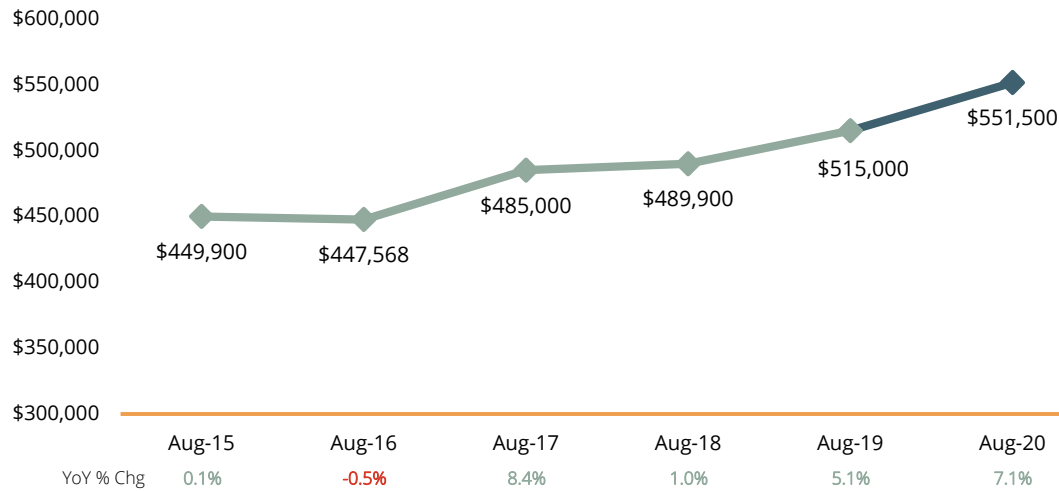
% Change in New Listings
Aug-19 to Aug-20



Median List Price



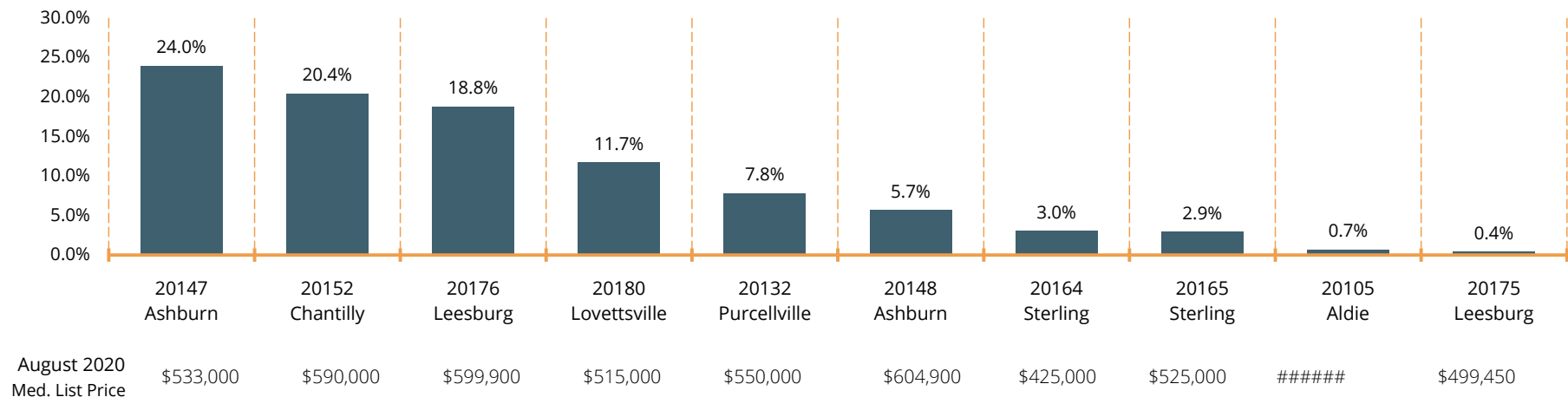
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Aug-20	\$599,900	3.4%	\$367,000	8.3%
12-month Avg	\$572,338	4.8%	\$349,929	6.6%

Zip Code

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

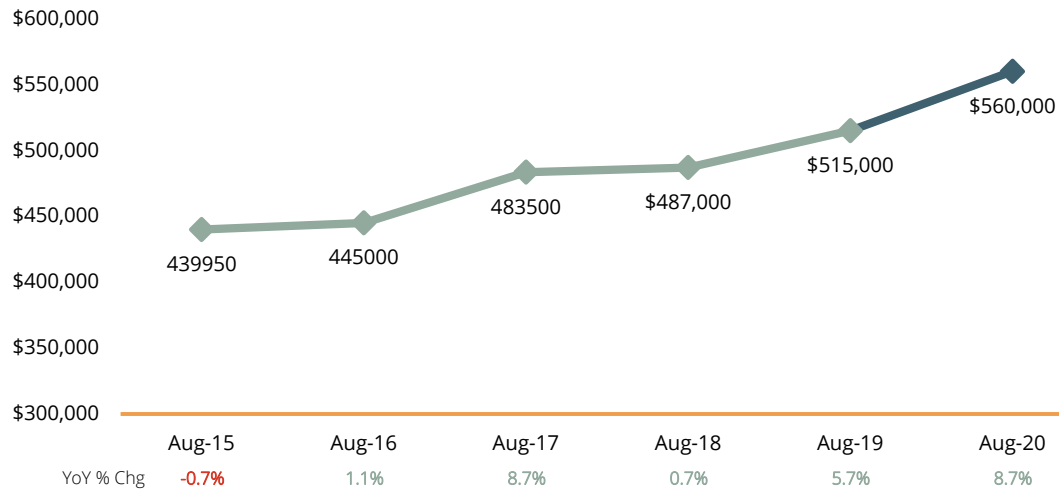


August 2020 Med. List Price	\$533,000	\$590,000	\$599,900	\$515,000	\$550,000	\$604,900	\$425,000	\$525,000	#####	\$499,450
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Median Sales Price



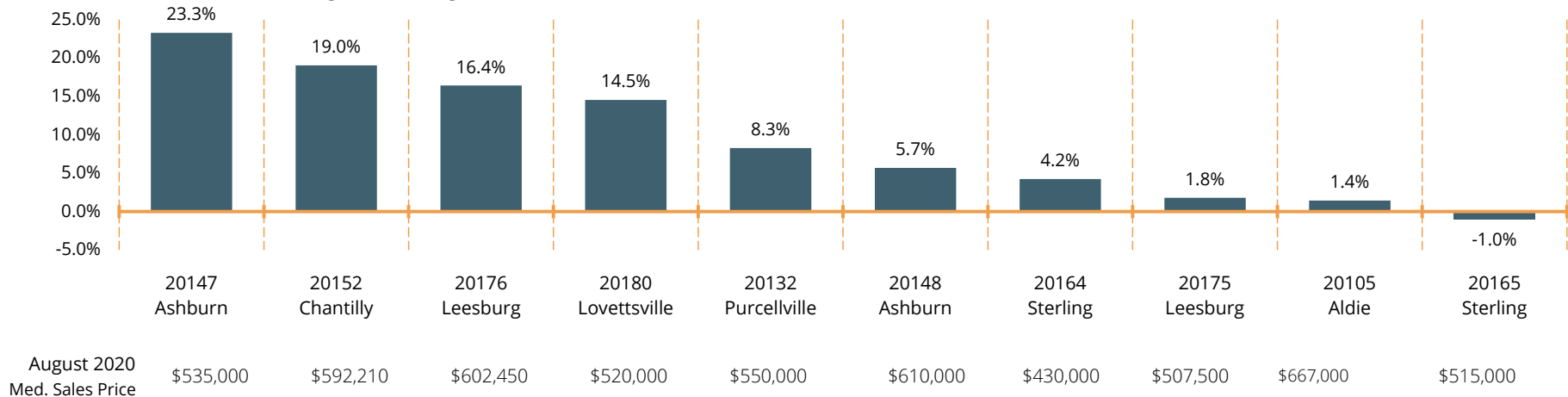
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Aug-20	\$607,500	5.7%	\$358,500	7.0%
12-month Avg	\$572,384	5.1%	\$345,720	6.0%

Zip Code

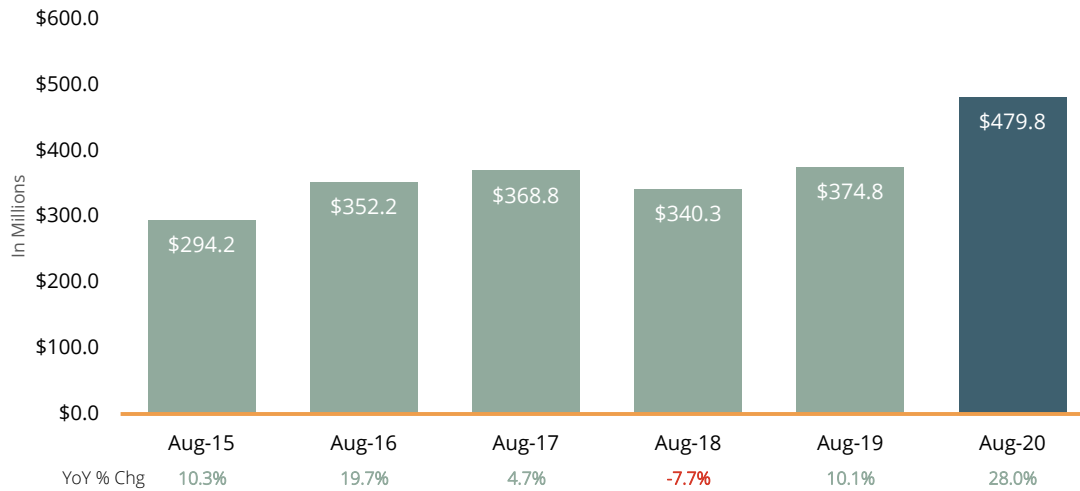
% Change in Median Sales Price
Aug-19 to Aug-20



Sold Dollar Volume (in millions)



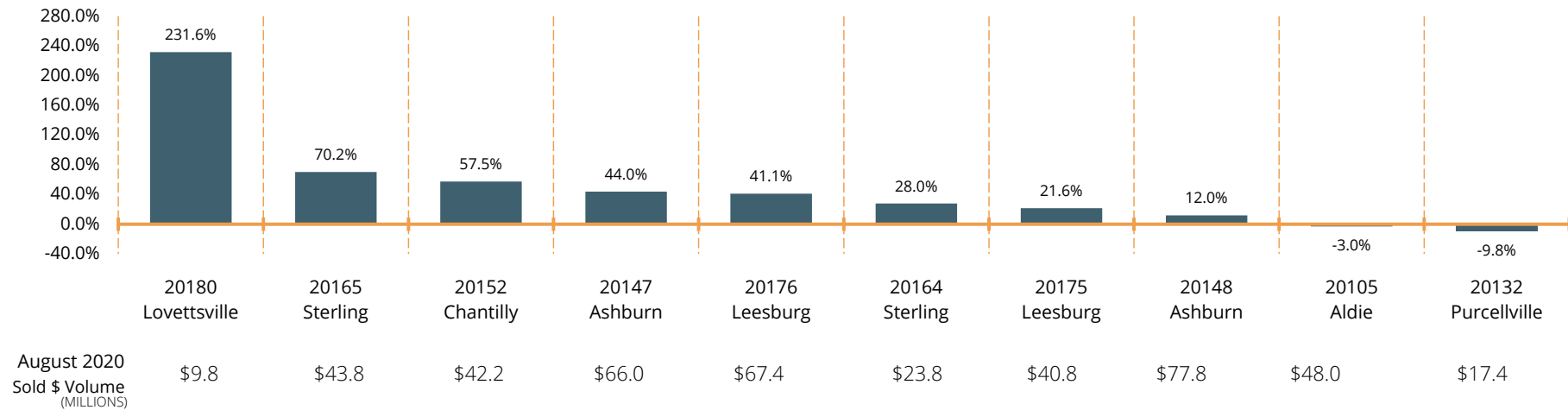
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Aug-20	\$437.3	30.0%	\$42.5	10.8%
12-month Avg	\$292.5	6.0%	\$34.8	11.2%

Zip Code

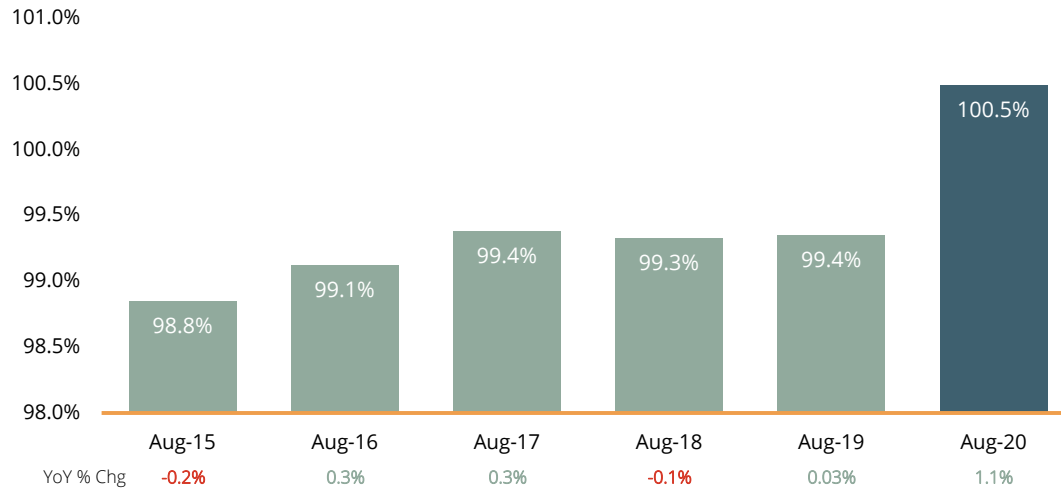
% Change in Sold Dollar Volume
Aug-19 to Aug-20



Average Sold to Ask Price Ratio



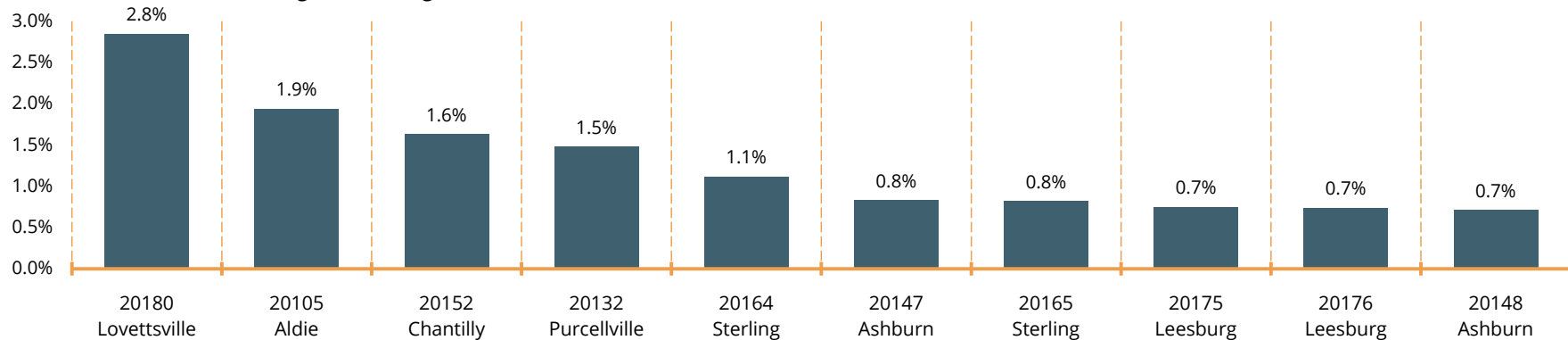
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Aug-20	100.6%	1.3%	100.1%	0.6%
12-month Avg	100.0%	0.4%	99.7%	0.4%

Zip Code

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



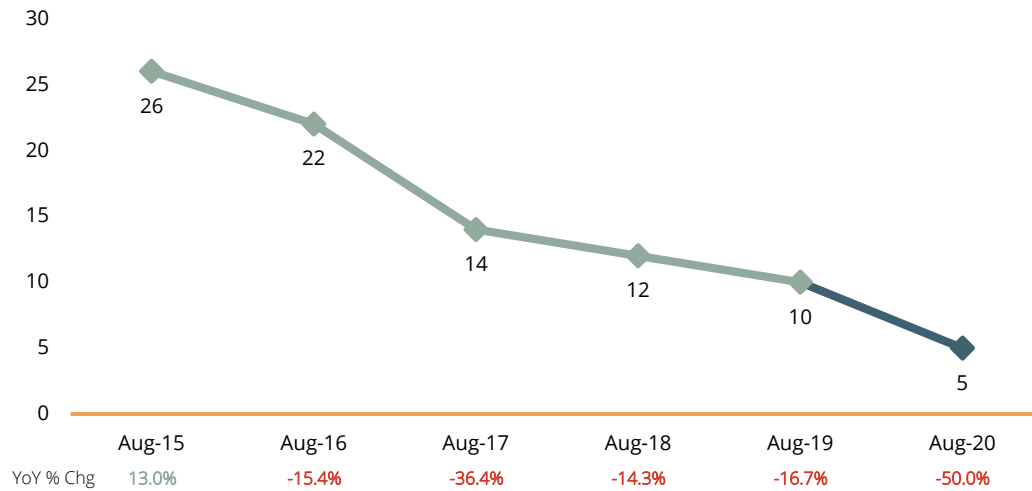
August 2020
Avg Sold/Ask %

101.4% 100.8% 100.7% 100.6% 100.7% 100.4% 100.4% 100.4% 100.0% 100.3%

Median Days on Market



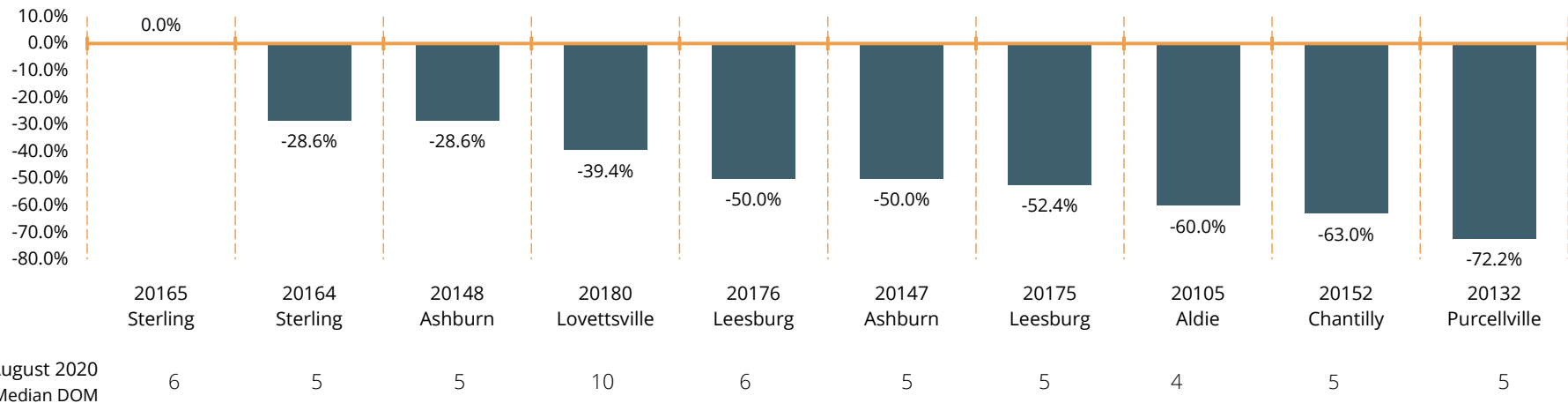
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Aug-20	5	-50.0%	6	-25.0%
12-month Avg	8	-30.1%	10	-16.6%

Zip Code

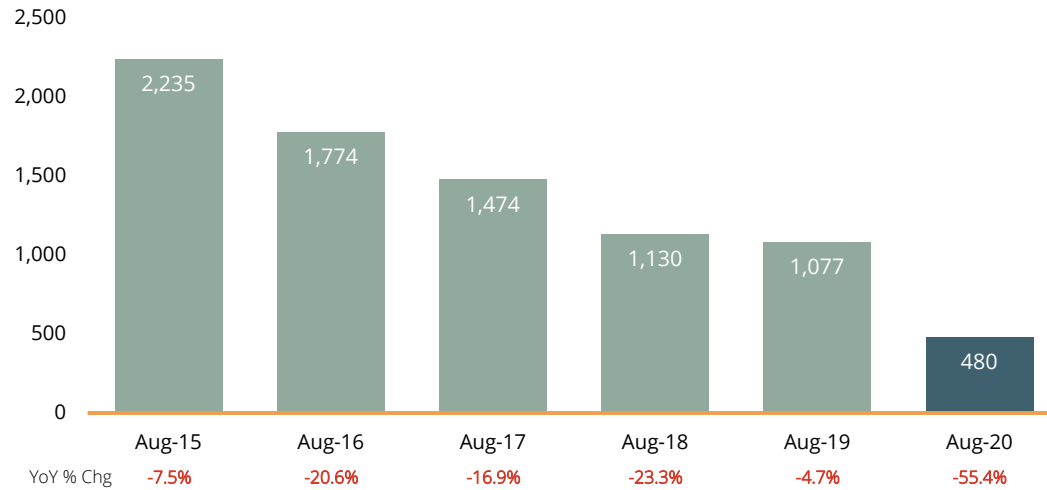
% Change in Median Days on Market
Aug-19 to Aug-20



Active Listings



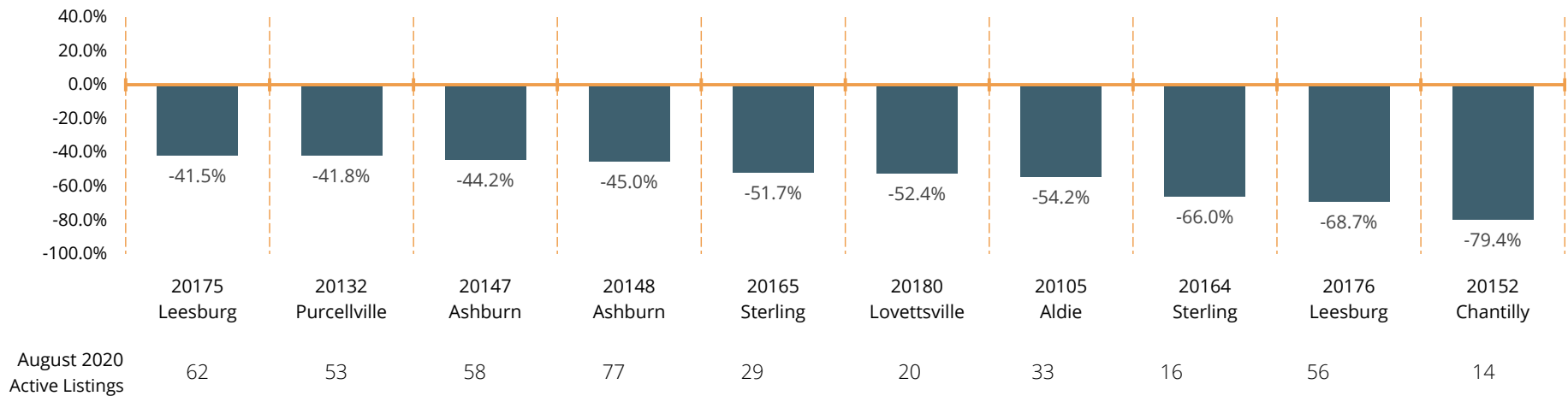
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Aug-20	405	-57.0%	75	-44.4%
12-month Avg	609	-29.0%	103	-19.7%

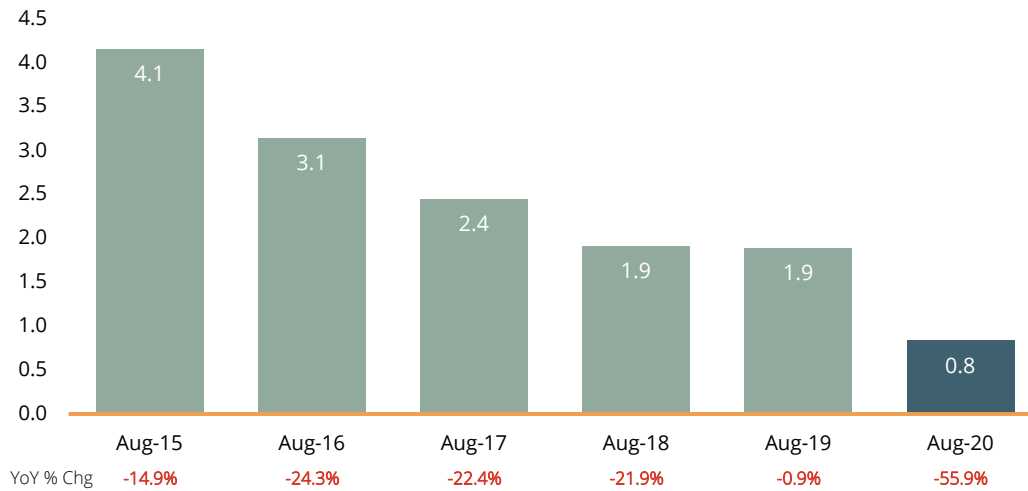
Zip Code

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



Months Supply

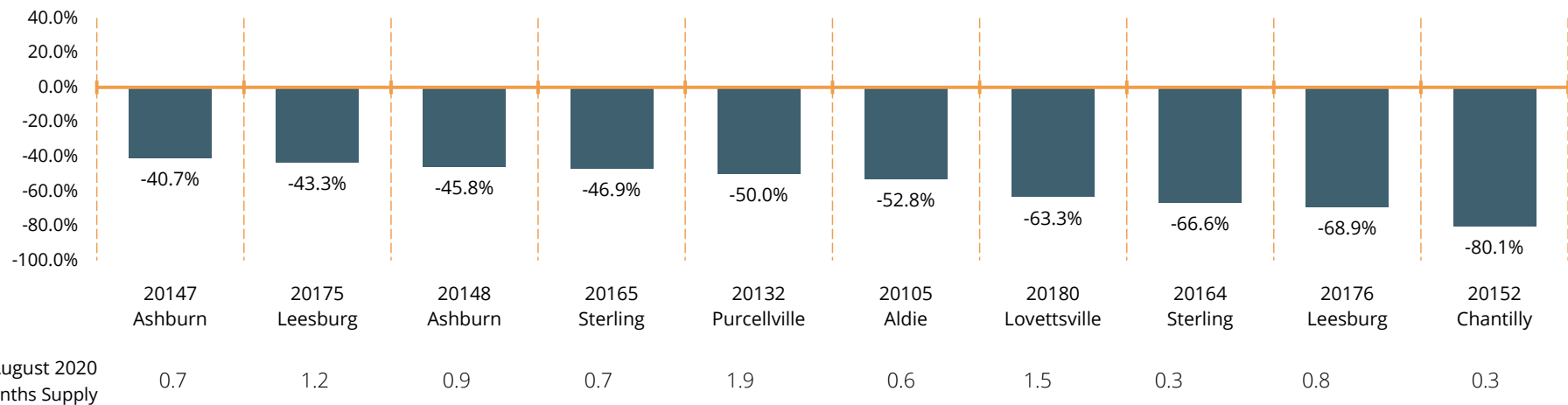
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Aug-20	0.9	-57.2%	0.7	-46.8%
12-month Avg	1.3	-29.2%	1.0	-22.6%

Zip Code

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



Area Overview



New Listings				Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Aug-19	Aug-20	% chg	Aug-19	Aug-20	% chg	Aug-19	Aug-20	% chg	Aug-19	Aug-20	% chg	Aug-19	Aug-20	% chg
Loudoun County	714	884	23.8%	678	782	15.3%	\$515,000	\$560,000	8.7%	1077	480	-55.4%	1.9	0.8	-55.9%
20105	69	94	36.2%	78	70	-10.3%	\$657,500	\$667,000	1.4%	72	33	-54.2%	1.2	0.6	-52.8%
20132	28	37	32.1%	33	29	-12.1%	\$508,000	\$550,000	8.3%	91	53	-41.8%	3.7	1.9	-50.0%
20147	110	129	17.3%	93	113	21.5%	\$434,000	\$535,000	23.3%	104	58	-44.2%	1.2	0.7	-40.7%
20148	111	132	18.9%	116	121	4.3%	\$577,224	\$610,000	5.7%	140	77	-45.0%	1.7	0.9	-45.8%
20152	46	63	37.0%	50	69	38.0%	\$497,500	\$592,210	19.0%	68	14	-79.4%	1.6	0.3	-80.1%
20164	52	53	1.9%	48	55	14.6%	\$412,500	\$430,000	4.2%	47	16	-66.0%	1.0	0.3	-66.6%
20165	51	66	29.4%	49	75	53.1%	\$520,000	\$515,000	-1.0%	60	29	-51.7%	1.3	0.7	-46.9%
20175	59	100	69.5%	62	68	9.7%	\$498,500	\$507,500	1.8%	106	62	-41.5%	2.1	1.2	-43.3%
20176	100	114	14.0%	90	102	13.3%	\$517,500	\$602,450	16.4%	179	56	-68.7%	2.5	0.8	-68.9%
20180	14	18	28.6%	6	17	183.3%	\$454,000	\$520,000	14.5%	42	20	-52.4%	4.0	1.5	-63.3%



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.

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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.