

SEPTEMBER
2020

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

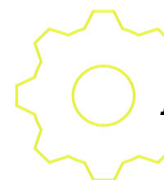
DAAR Market Indicators Report



Key Market Trends: September 2020

- September housing surge; sales activity in Loudoun County continues to increase, largest gain of any month in more than 6 years.** There were 811 sales in Loudoun County in September, jumping 39.3% from last year, an increase of 229 sales. Both the single-family detached and townhome / condo markets are expanding, with 189 and 40 more sales respectively.
- Pending sales are on the rise; busy fall market underway.** Following a slow spring, buyers have been more active in the Loudoun housing market since June. There were 732 pending sales in September, a 37.3% increase from last year. The recent surge in pending sales reflects buyers who likely paused home searches during the early months of the on-going pandemic.
- Strong price growth continues in the County's housing market; September median sales price now \$100,000+ higher than 4 years ago.** At \$550,000, the September median sales price in Loudoun County increased 9.5% from a year ago. The September median sales price of single-family detached homes climbed 9.2%. Median prices for townhomes and condos rose 9.4% this month compared to last year.
- Inventory levels continue to plummet; new listings on the rise, but not enough alleviate the supply shortage.** At the end of September, the inventory of active listings in Loudoun County was less than half the level it was a year ago (-54.6%). New listings on the other hand rose for the 4th straight month (+24.6%). There was less than 1 month of supply in September.

October 15, 2020



DAAR Market Dashboard

YoY Chg	Sep-20	Indicator
▲ 39.3%	811	Sales
▲ 37.3%	732	Pending Sales
▲ 24.6%	876	New Listings
▲ 8.8%	\$549,000	Median List Price
▲ 9.5%	\$550,000	Median Sales Price
▲ 5.8%	\$211	Median Price Per Square Foot
▲ 53.2%	\$497.0	Sold Dollar Volume (in millions)
▲ 1.2%	100.6%	Average Sold/Ask Price Ratio
▼ -58.3%	5	Median Days on Market
▼ -54.6%	464	Active Listings
▼ -55.9%	0.8	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.

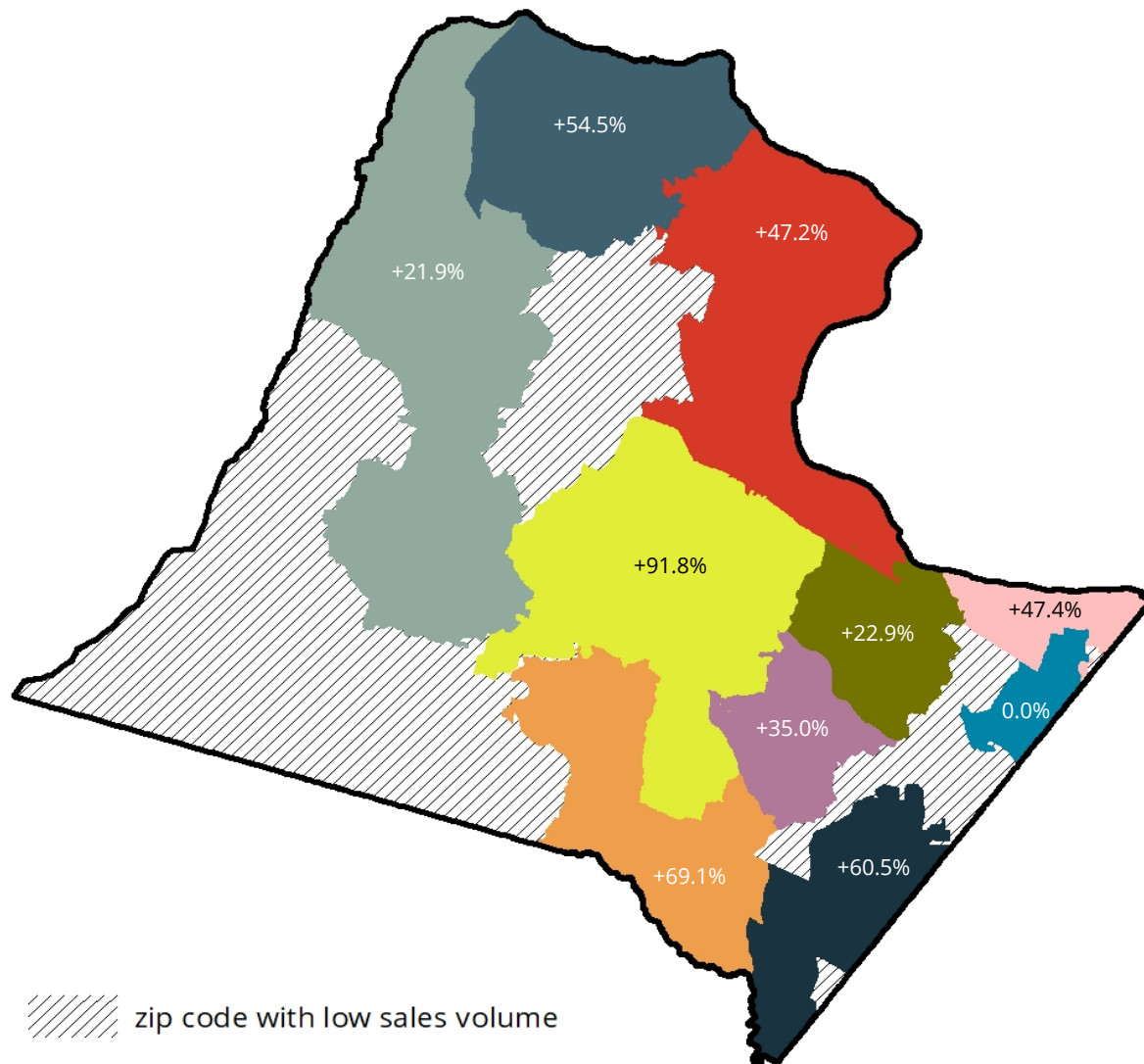
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Sep-19	Sep-20	% Chg
20105 Aldie	55	93	69.1%
20132 Purcellville	32	39	21.9%
20147 Ashburn	83	102	22.9%
20148 Ashburn	80	108	35.0%
20152 Chantilly	43	69	60.5%
20164 Sterling	53	53	0.0%
20165 Sterling	38	56	47.4%
20175 Leesburg	49	94	91.8%
20176 Leesburg	72	106	47.2%
20180 Lovettsville	11	17	54.5%

Total Market Overview



Key Metrics	2-year Trends	Sep-19	Sep-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Sep-18		Sep-20				
Sales		582	811	39.3%	5,492	5,544	0.9%
Pending Sales		533	732	37.3%	5,789	6,081	5.0%
New Listings		703	876	24.6%	7,187	7,646	6.4%
Median List Price		\$504,500	\$549,000	8.8%	\$504,900	\$538,500	6.7%
Median Sales Price		\$502,500	\$550,000	9.5%	\$505,000	\$540,000	6.9%
Median Price Per Square Foot		\$200	\$211	5.8%	\$196	\$206	5.1%
Sold Dollar Volume (in millions)		\$324.4	\$497.0	53.2%	\$2,997.4	\$3,265.5	8.9%
Average Sold/Ask Price Ratio		99.5%	100.6%	1.2%	99.6%	100.3%	0.7%
Median Days on Market		12	5	-58.3%	8	6	-25.0%
Active Listings		1,022	464	-54.6%	n/a	n/a	n/a
Months of Supply		1.8	0.8	-55.9%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends	Sep-19	Sep-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Sep-18		Sep-20				
Sales		478	667	39.5%	4,566	4,593	0.6%
Pending Sales		428	608	42.1%	4,794	5,042	5.2%
New Listings		580	716	23.4%	5,997	6,333	5.6%
Median List Price		\$559,700	\$599,990	7.2%	\$550,000	\$592,990	7.8%
Median Sales Price		\$558,500	\$610,000	9.2%	\$551,500	\$595,000	7.9%
Median Price Per Square Foot		\$195	\$204	4.5%	\$191	\$201	5.0%
Sold Dollar Volume (in millions)		\$289.2	\$443.7	53.4%	\$2,693.8	\$2,926.7	8.6%
Average Sold/Ask Price Ratio		99.5%	100.7%	1.1%	99.7%	100.4%	0.8%
Median Days on Market		12	5	-58.3%	8	6	-25.0%
Active Listings		898	375	-58.2%	n/a	n/a	n/a
Months of Supply		1.9	0.8	-58.4%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



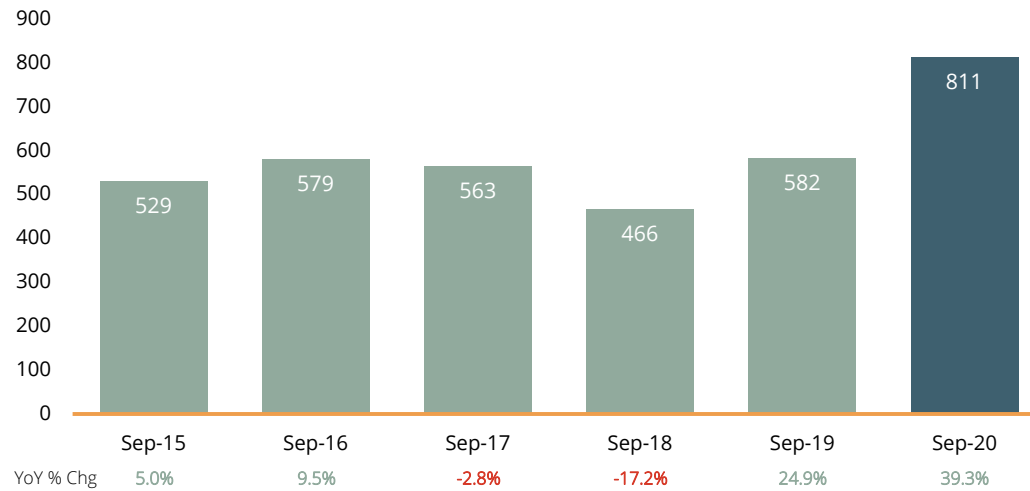
Key Metrics	2-year Trends	Sep-19	Sep-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Sep-18		Sep-20				
Sales		104	144	38.5%	926	951	2.7%
Pending Sales		105	124	18.1%	995	1,039	4.4%
New Listings		123	160	30.1%	1,190	1,313	10.3%
Median List Price		\$336,500	\$365,000	8.5%	\$335,000	\$359,000	7.2%
Median Sales Price		\$333,750	\$365,000	9.4%	\$335,000	\$356,000	6.3%
Median Price Per Square Foot		\$221	\$241	8.8%	\$220	\$235	6.7%
Sold Dollar Volume (in millions)		\$35.2	\$53.3	51.6%	\$303.6	\$338.7	11.6%
Average Sold/Ask Price Ratio		99.2%	100.4%	1.2%	99.4%	99.9%	0.5%
Median Days on Market		12	7	-41.7%	8	8	0.0%
Active Listings		124	89	-28.2%	n/a	n/a	n/a
Months of Supply		1.3	0.8	-38.4%	n/a	n/a	n/a

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

Sales



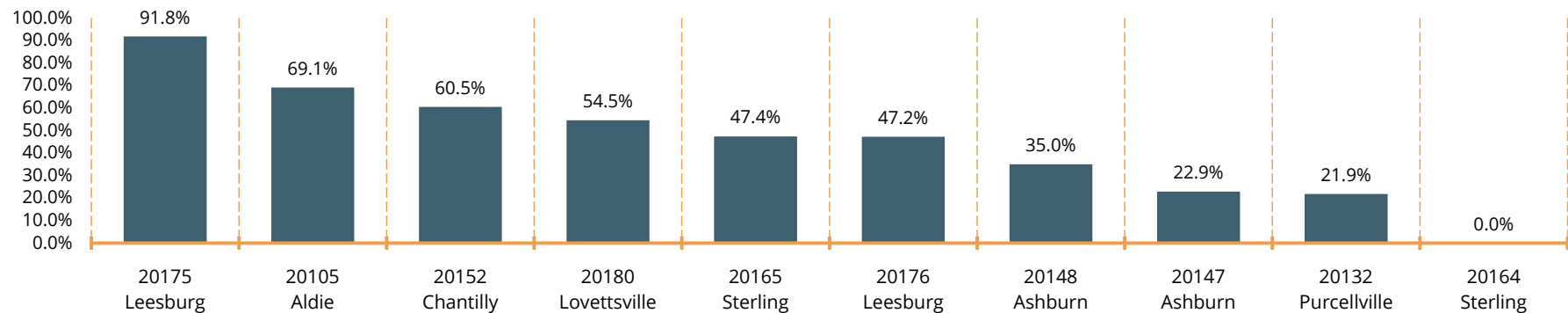
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Sep-20	667	39.5%	144	38.5%
12-month Avg	486	1.0%	103	4.8%

Zip Code

% Change in Sales
Sep-19 to Sep-20



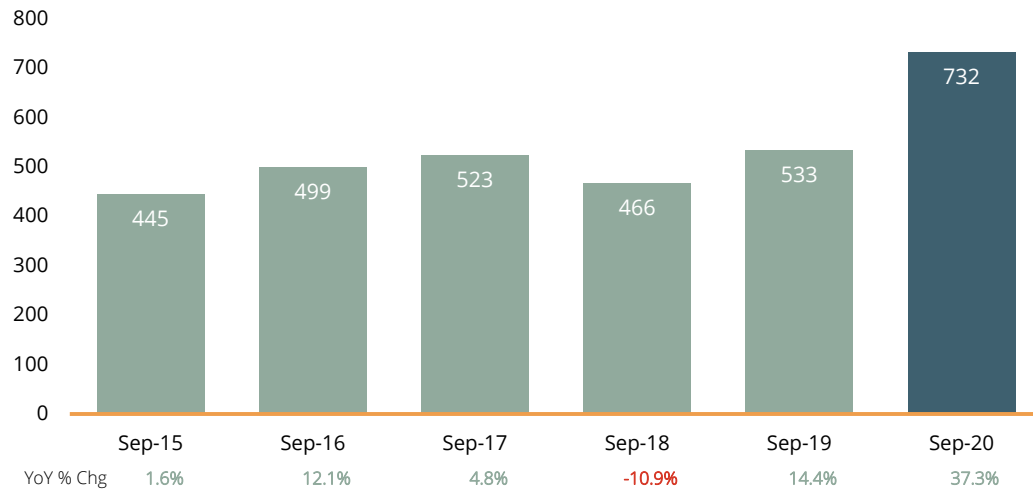
September 2020
Sales

94 93 69 17 56 106 108 102 39 53

Pending Sales



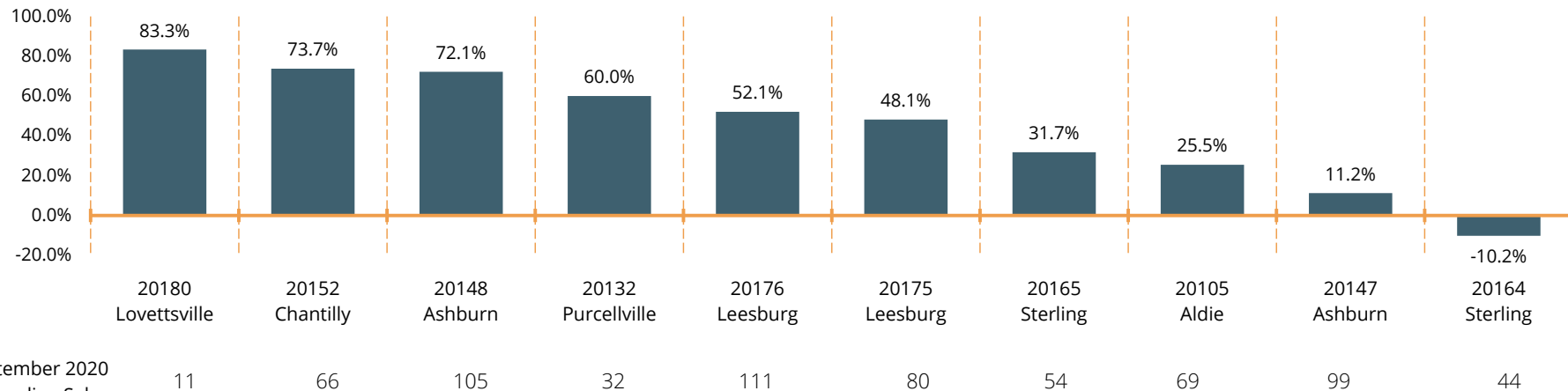
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-20	608	42.1%	124	18.1%
12-month Avg	500	3.4%	106	3.8%

Zip Code

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



September 2020
Pending Sales

11

66

105

32

111

80

54

69

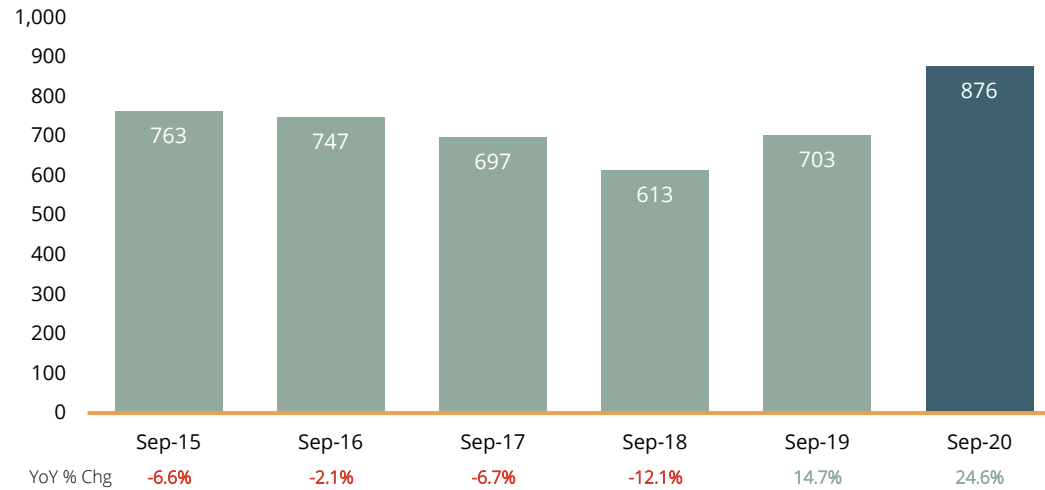
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New Listings



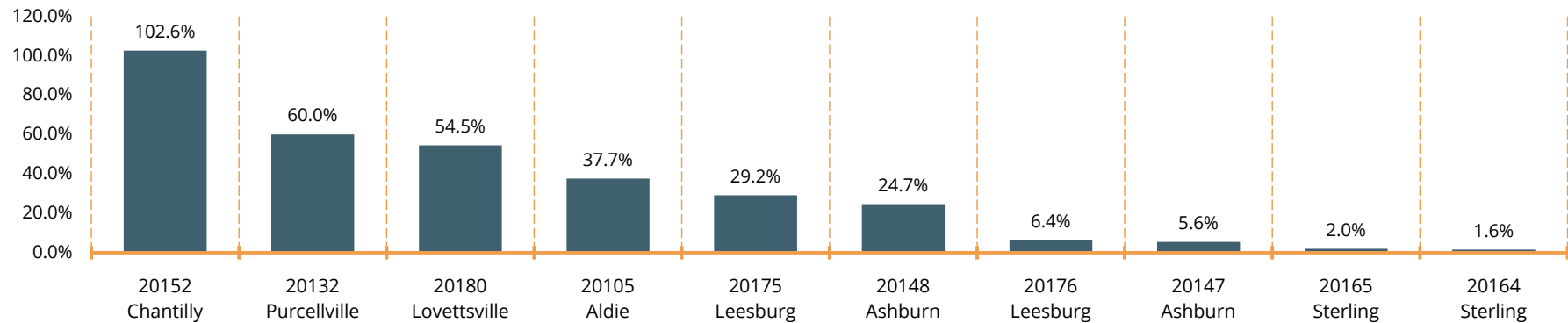
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-20	716	23.4%	160	30.1%
12-month Avg	627	5.4%	132	10.4%

Zip Code

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



September 2020
New Listings

79

48

17

95

93

111

117

114

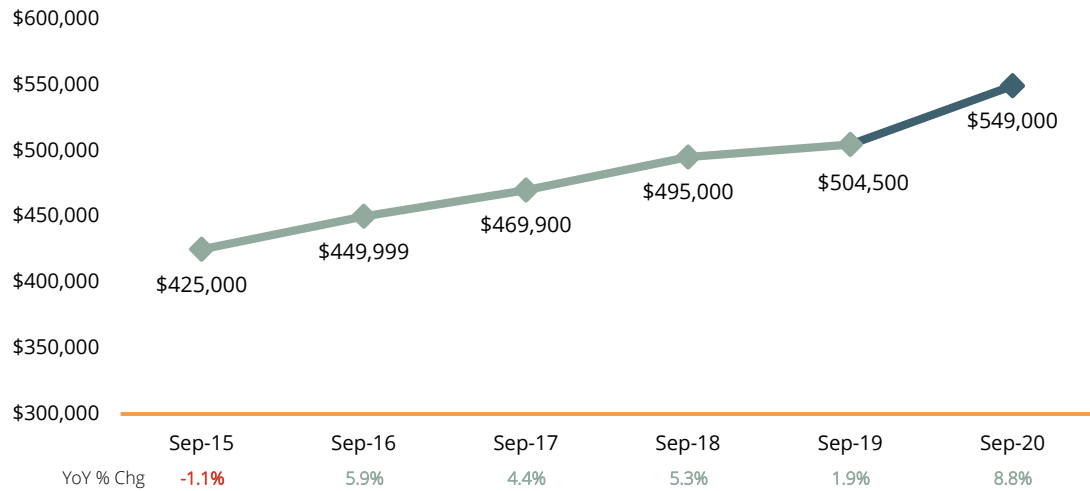
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Median List Price



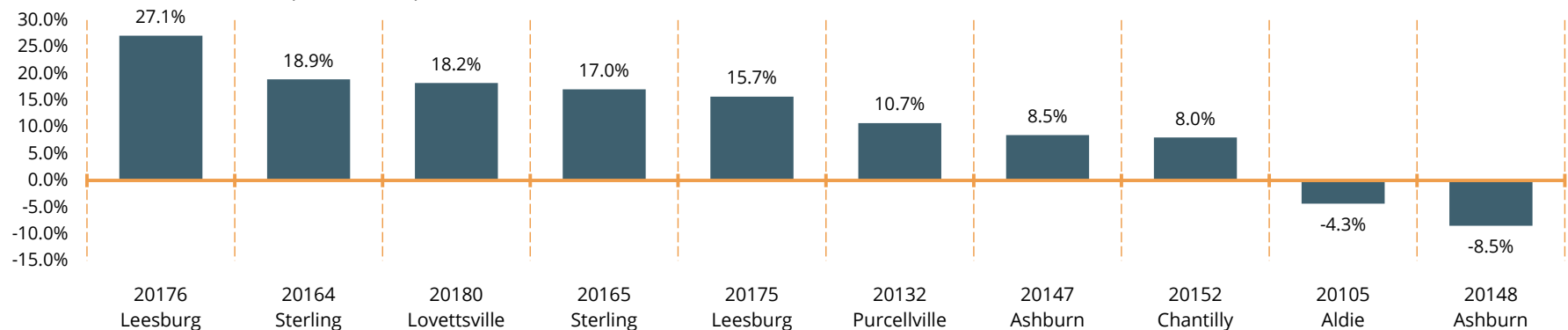
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-20	\$599,990	7.2%	\$365,000	8.5%
12-month Avg	\$575,696	4.9%	\$352,304	7.4%

Zip Code

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



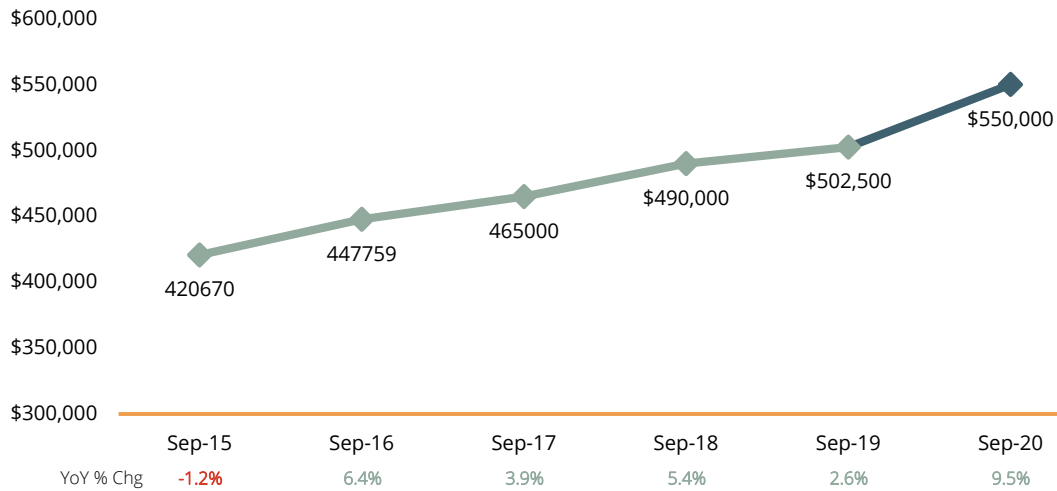
September 2020
Med. List Price

\$575,000	\$439,900	\$650,000	\$528,450	\$520,450	\$619,900	\$517,450	\$540,000	\$674,500	\$551,445
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Median Sales Price



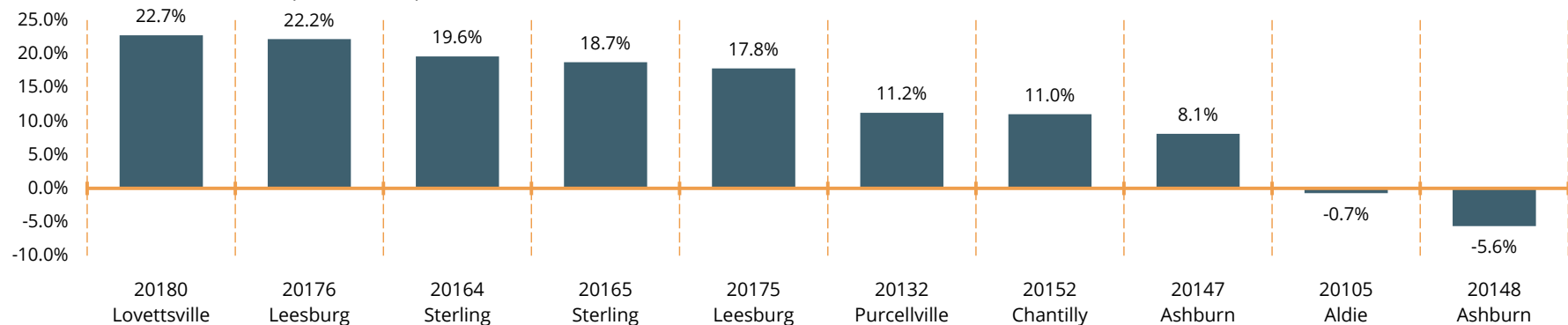
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Sep-20	\$610,000	9.2%	\$365,000	9.4%
12-month Avg	\$576,675	5.4%	\$348,324	6.8%

Zip Code

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



September 2020
Med. Sales Price

\$675,000	\$566,250	\$436,500	\$532,500	\$532,500	\$620,000	\$555,000	\$527,500	\$700,000	\$564,250
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Sold Dollar Volume (in millions)



Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-20	\$443.7	53.4%	\$53.3	51.6%
12-month Avg	\$305.4	8.3%	\$36.3	13.5%

Zip Code

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



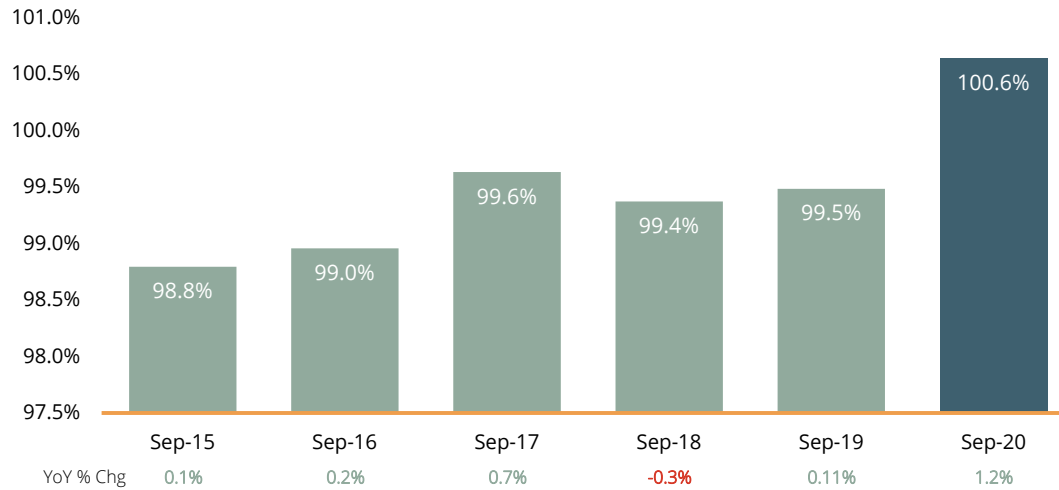
September 2020
Sold \$ Volume
(MILLIONS)

\$57.0	\$65.5	\$40.8	\$61.8	\$30.8	\$11.2	\$66.0	\$26.3	\$56.0	\$21.8
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Average Sold to Ask Price Ratio



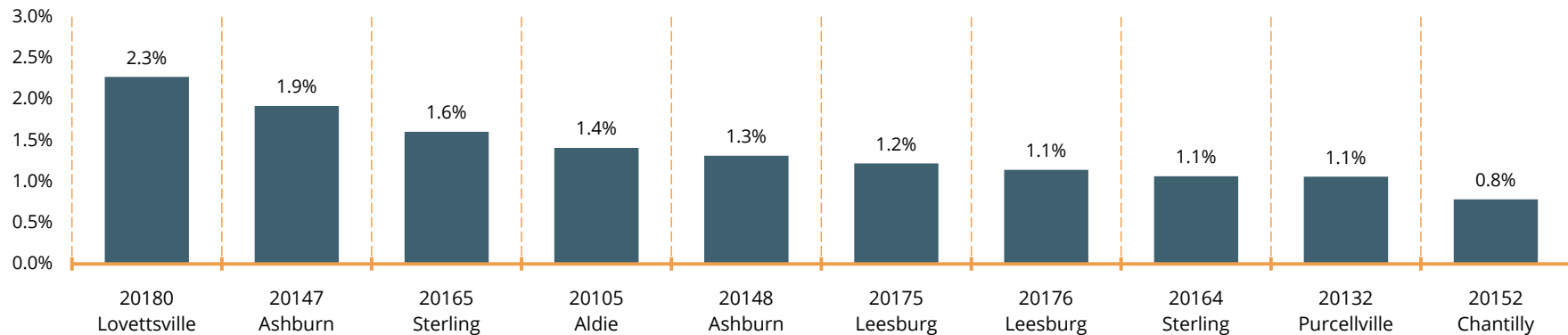
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Sep-20	100.7%	1.1%	100.4%	1.2%
12-month Avg	100.1%	0.5%	99.8%	0.5%

Zip Code

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



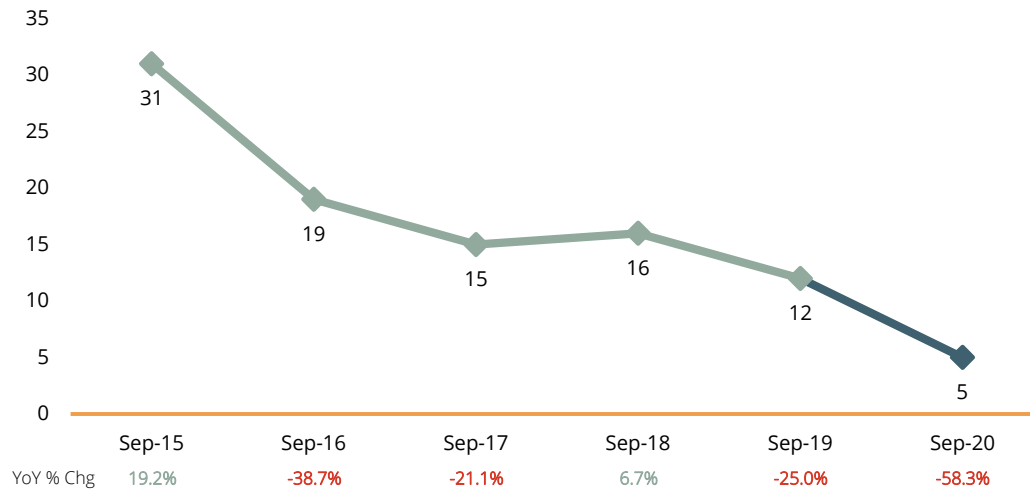
September 2020
Avg Sold/Ask %

20180 Lovettsville	20147 Ashburn	20165 Sterling	20105 Aldie	20148 Ashburn	20175 Leesburg	20176 Leesburg	20164 Sterling	20132 Purcellville	20152 Chantilly
100.8%	101.2%	100.6%	100.8%	101.1%	100.7%	100.3%	101.4%	99.3%	100.9%

Median Days on Market



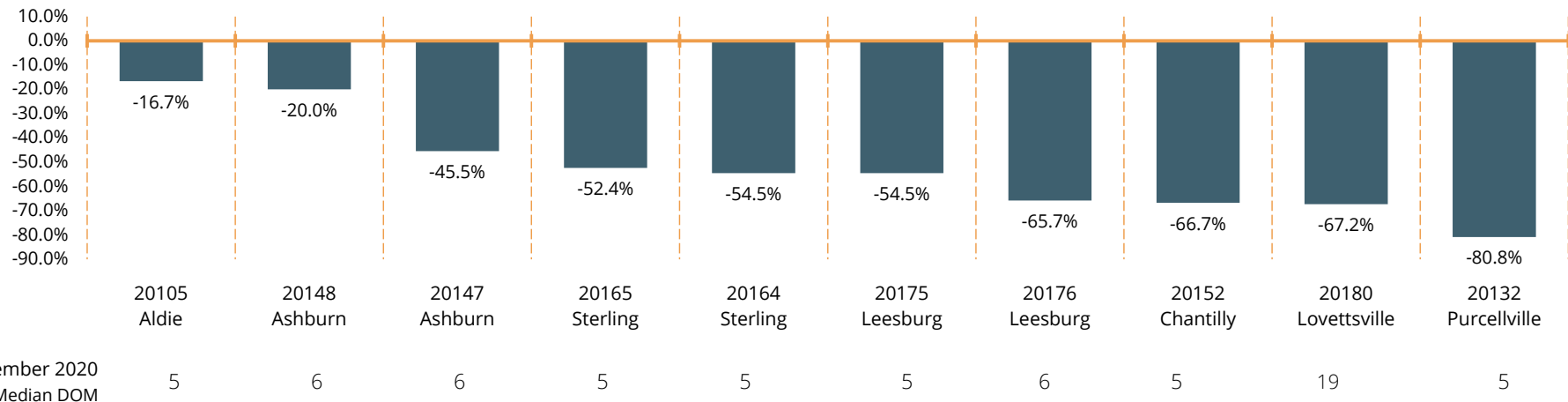
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-20	5	-58.3%	7	-41.7%
12-month Avg	8	-33.1%	10	-16.0%

Zip Code

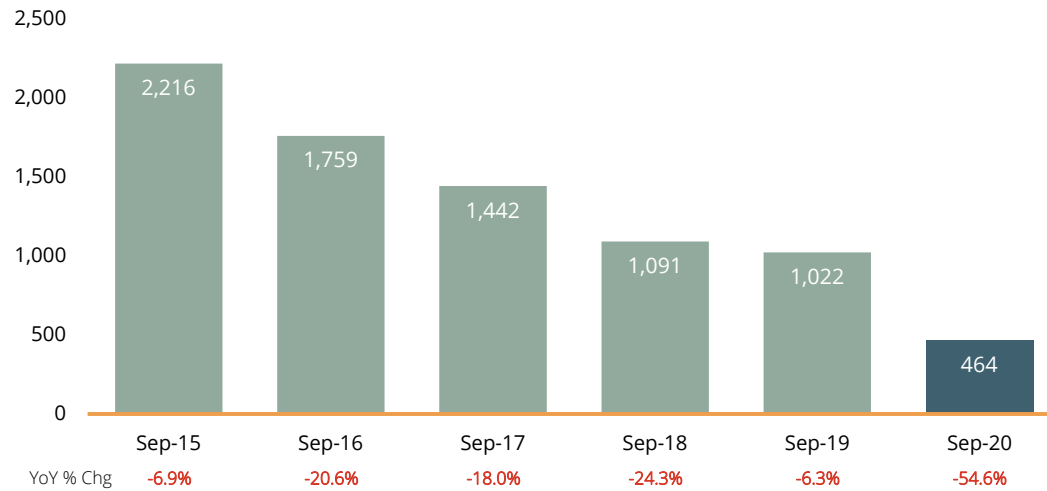
% Change in Median Days on Market
Sep-19 to Sep-20



Active Listings



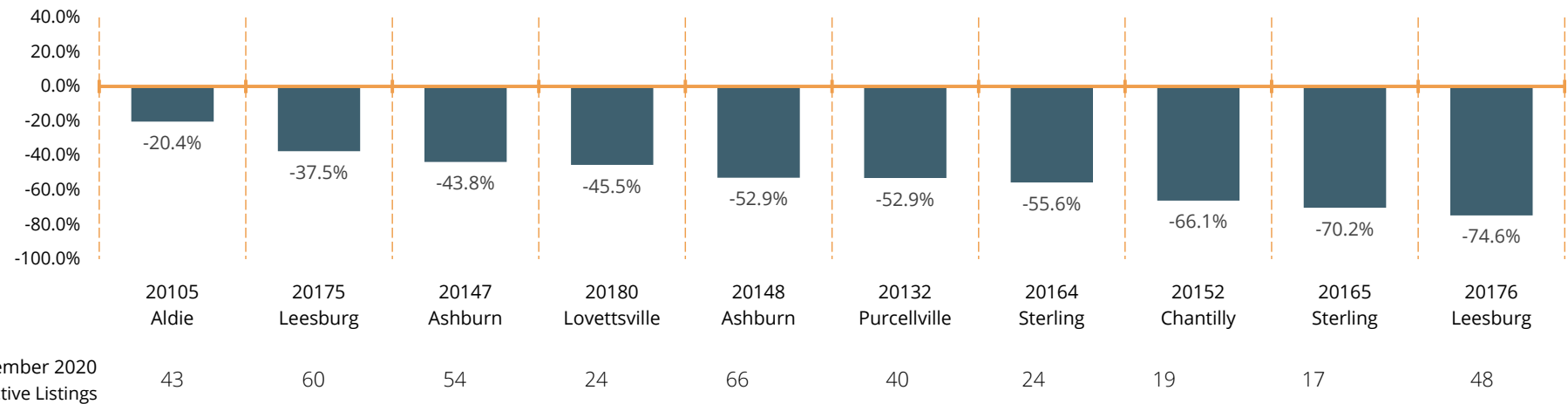
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-20	375	-58.2%	89	-28.2%
12-month Avg	565	-33.8%	100	-21.1%

Zip Code

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

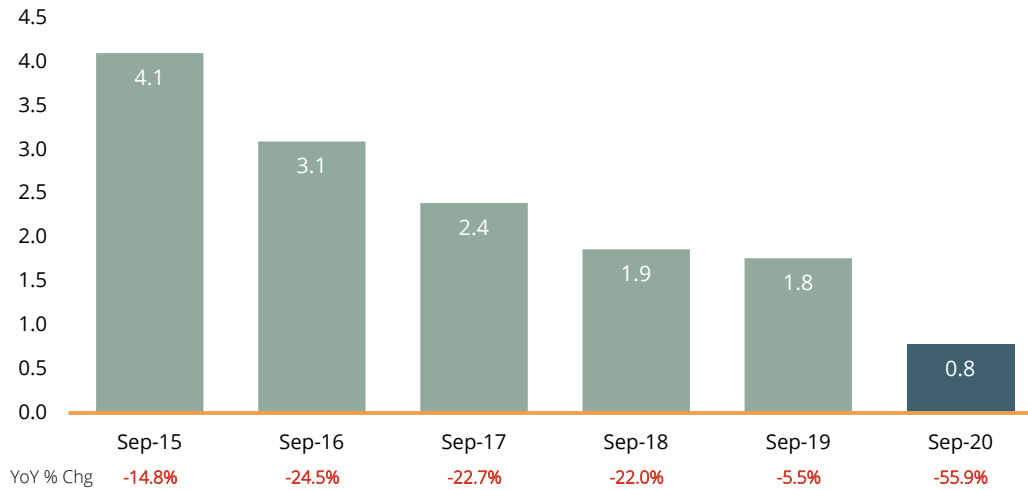


September 2020
Active Listings

43 60 54 24 66 40 24 19 17 48

Months Supply

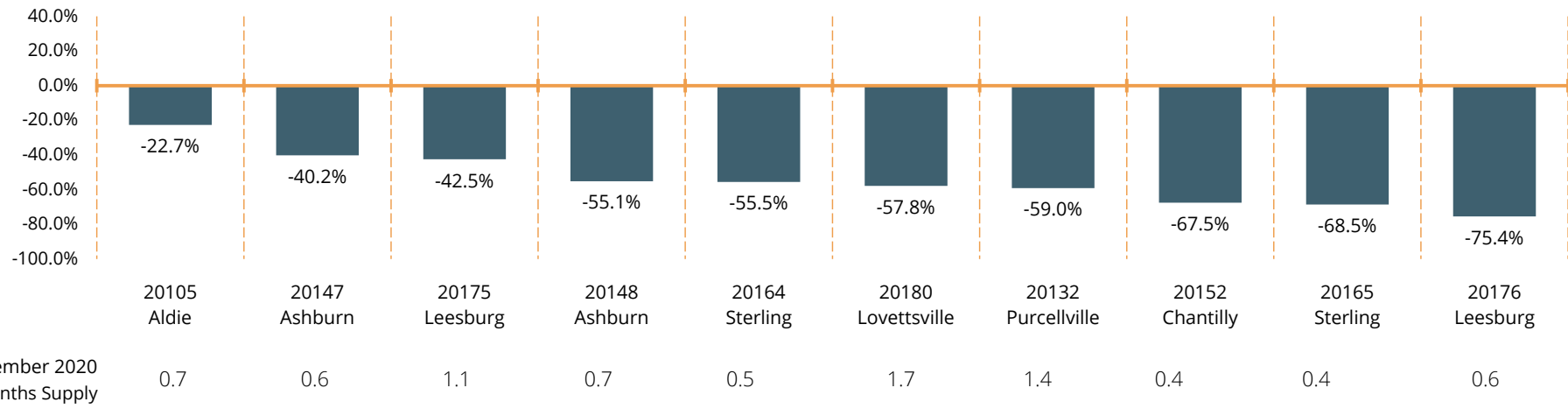
Loudoun County



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Sep-20	0.8	-58.4%	0.8	-38.4%
12-month Avg	1.2	-34.0%	1.0	-24.8%

Zip Code

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



Area Overview



New Listings				Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Sep-19	Sep-20	% chg	Sep-19	Sep-20	% chg	Sep-19	Sep-20	% chg	Sep-19	Sep-20	% chg	Sep-19	Sep-20	% chg
Loudoun County	703	876	24.6%	582	811	39.3%	\$502,500	\$550,000	9.5%	1,022	464	-54.6%	1.8	0.8	-55.9%
20105	69	95	37.7%	55	93	69.1%	\$704,900	\$700,000	-0.7%	54	43	-20.4%	0.9	0.7	-22.7%
20132	30	48	60.0%	32	39	21.9%	\$557,450	\$620,000	11.2%	85	40	-52.9%	3.4	1.4	-59.0%
20147	108	114	5.6%	83	102	22.9%	\$488,000	\$527,500	8.1%	96	54	-43.8%	1.1	0.6	-40.2%
20148	89	111	24.7%	80	108	35.0%	\$597,738	\$564,250	-5.6%	140	66	-52.9%	1.7	0.7	-55.1%
20152	39	79	102.6%	43	69	60.5%	\$500,000	\$555,000	11.0%	56	19	-66.1%	1.2	0.4	-67.5%
20164	63	64	1.6%	53	53	0.0%	\$365,000	\$436,500	19.6%	54	24	-55.6%	1.2	0.5	-55.5%
20165	49	50	2.0%	38	56	47.4%	\$448,500	\$532,500	18.7%	57	17	-70.2%	1.2	0.4	-68.5%
20175	72	93	29.2%	49	94	91.8%	\$452,000	\$532,500	17.8%	96	60	-37.5%	1.9	1.1	-42.5%
20176	110	117	6.4%	72	106	47.2%	\$463,500	\$566,250	22.2%	189	48	-74.6%	2.6	0.6	-75.4%
20180	11	17	54.5%	11	17	54.5%	\$550,000	\$675,000	22.7%	44	24	-45.5%	4.1	1.7	-57.8%



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.