

OCTOBER  
**2020**

# DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

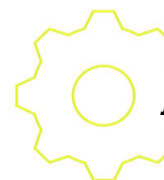
CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# DAAR Market Indicators Report



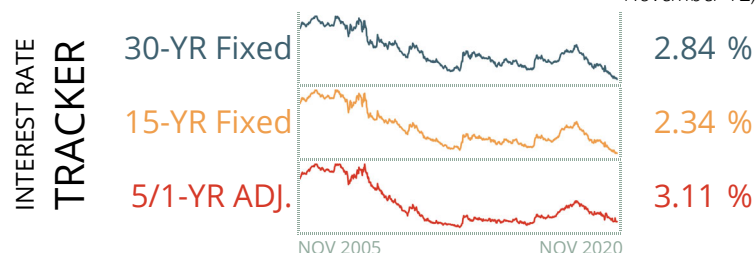
## Key Market Trends: October 2020

- Home sales continue to surge in the Loudoun County market, largely driven by pent-up demand from the spring.** There were 763 sales in Loudoun County in October, jumping up 33.9% from a year ago, an increase of 193 sales. The sales growth is widespread in the County, however in the local markets, sales activity in Leesburg (zip code 20175) and Ashburn (zip code 20148) was notably strong this month surging 68.9% and 69.9% respectively.
- Pending sales are mounting; strong demand in the single-family detached market.** There were 673 pending sales in October in Loudoun County, 179 more than last year, a 36.2% spike. Most of the additional pending sales are single-family detached homes which surged up 40.6% from last year.
- Home prices are climbing steadily, reflecting tight inventory and surge of active buyers in the market.** At \$541,500, the October median sales price in Loudoun County is \$41,500 higher than it was a year ago, representing an 8.3% increase. The median sales price in Sterling (zip code 20165) jumped up by \$83,750. Price growth was also strong in Leesburg (zip code 20176) where the median price rose by \$82,500 from a year ago.
- New listings continue to grow, but overall supply in the market remains very low.** There continues to be less than 1 month of supply in the Loudoun County housing market. At the end of October, there were just 472 active listings in the County, less than half (-54.3%) the supply level last year. For the 5th straight month, new listings rose, up 23.6% from a year ago.



## DAAR Market Dashboard

YoY Chg	Oct-20	Indicator
▲ 33.9%	763	Sales
▲ 36.2%	673	Pending Sales
▲ 23.6%	848	New Listings
▲ 8.0%	\$539,990	Median List Price
▲ 8.3%	\$541,500	Median Sales Price
▲ 7.9%	\$214	Median Price Per Square Foot
▲ 47.1%	\$462.7	Sold Dollar Volume (in millions)
▲ 1.1%	100.4%	Average Sold/Ask Price Ratio
▼ -43.3%	17	Average Days on Market
▼ -54.3%	472	Active Listings
▼ -56.6%	0.8	Months of Supply



November 12, 2020

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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.**

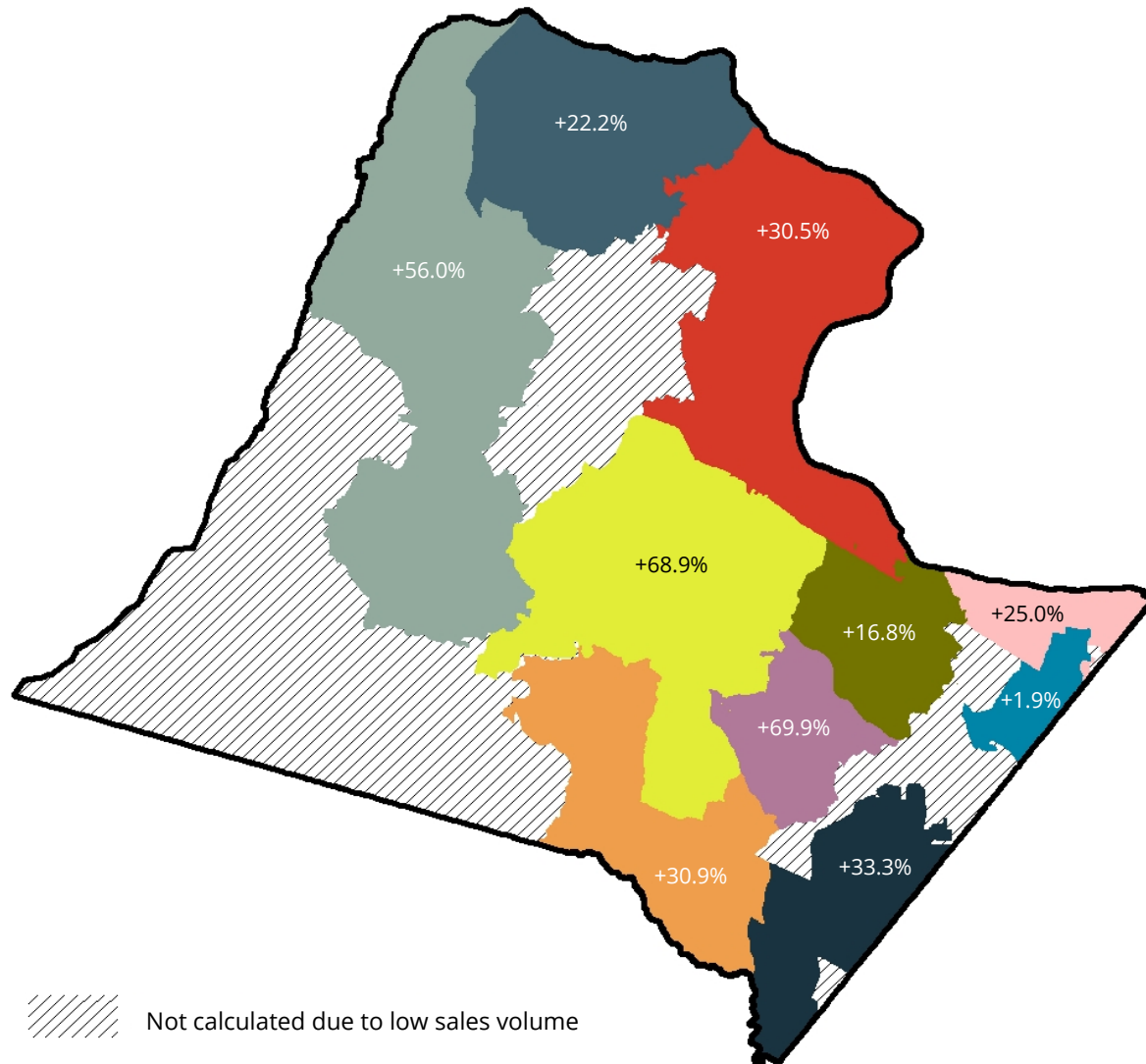
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

## **Are You Ready to Buy or Sell Real Estate?**


Contact an experienced REALTOR®.



# Market Activity - DAAR Footprint



Zip Code	Home Sales		% Chg
	Oct-19	Oct-20	
20105 Aldie	55	72	30.9%
20132 Purcellville	25	39	56.0%
20147 Ashburn	95	111	16.8%
20148 Ashburn	73	124	69.9%
20152 Chantilly	45	60	33.3%
20164 Sterling	52	53	1.9%
20165 Sterling	40	50	25.0%
20175 Leesburg	45	76	68.9%
20176 Leesburg	82	107	30.5%
20180 Lovettsville	9	11	22.2%

 Not calculated due to low sales volume

# Total Market Overview



Key Metrics	2-year Trends		Oct-19	Oct-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Oct-18	Oct-20						
Sales			570	<b>763</b>	33.9%	6,062	<b>6,307</b>	4.0%
Pending Sales			494	<b>673</b>	36.2%	6,283	<b>6,754</b>	7.5%
New Listings			686	<b>848</b>	23.6%	7,873	<b>8,494</b>	7.9%
Median List Price			\$499,911	<b>\$539,990</b>	8.0%	\$504,900	<b>\$539,000</b>	6.8%
Median Sales Price			\$500,000	<b>\$541,500</b>	8.3%	\$505,000	<b>\$540,000</b>	6.9%
Median Price Per Square Foot			\$198	<b>\$214</b>	7.9%	\$197	<b>\$207</b>	5.4%
Sold Dollar Volume (in millions)			\$314.6	<b>\$462.7</b>	47.1%	\$3,312.1	<b>\$3,728.2</b>	12.6%
Average Sold/Ask Price Ratio			99.3%	<b>100.4%</b>	1.1%	99.6%	<b>100.3%</b>	0.8%
Average Days on Market			30	<b>17</b>	-43.3%	25	<b>20</b>	-21.9%
Active Listings			1,033	<b>472</b>	-54.3%	n/a	<b>n/a</b>	n/a
Months of Supply			1.8	<b>0.8</b>	-56.6%	n/a	<b>n/a</b>	n/a

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

# Single-Family Market Overview



Key Metrics	2-year Trends		Oct-19	Oct-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Oct-18	Oct-20						
Sales			455	<b>616</b>	35.4%	5,021	<b>5,209</b>	3.7%
Pending Sales			392	<b>551</b>	40.6%	5,186	<b>5,593</b>	7.8%
New Listings			546	<b>662</b>	21.2%	6,543	<b>6,995</b>	6.9%
Median List Price			\$549,800	<b>\$598,250</b>	8.8%	\$550,000	<b>\$595,000</b>	8.2%
Median Sales Price			\$549,800	<b>\$600,000</b>	9.1%	\$550,215	<b>\$597,500</b>	8.6%
Median Price Per Square Foot			\$193	<b>\$208</b>	7.5%	\$192	<b>\$202</b>	5.2%
Sold Dollar Volume (in millions)			\$275.0	<b>\$409.1</b>	48.7%	\$2,968.9	<b>\$3,335.8</b>	12.4%
Average Sold/Ask Price Ratio			99.2%	<b>100.6%</b>	1.3%	99.6%	<b>100.4%</b>	0.8%
Average Days on Market			31	<b>15</b>	-52.8%	26	<b>19</b>	-26.5%
Active Listings			893	<b>362</b>	-59.5%	n/a	<b>n/a</b>	n/a
Months of Supply			1.8	<b>0.7</b>	-61.4%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



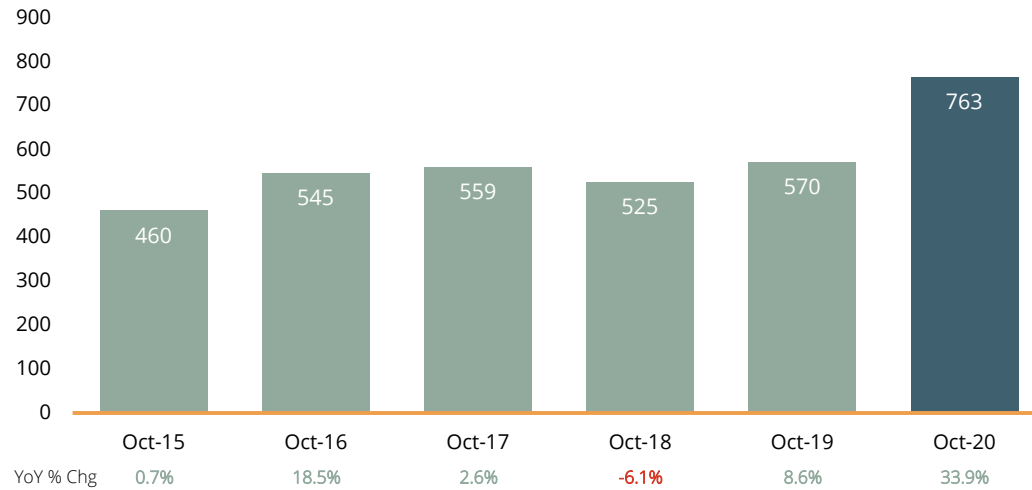
Key Metrics	2-year Trends		Oct-19	Oct-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Oct-18	Oct-20						
Sales			115	<b>147</b>	27.8%	1,041	<b>1,098</b>	5.5%
Pending Sales			102	<b>122</b>	19.6%	1,097	<b>1,161</b>	5.8%
New Listings			140	<b>186</b>	32.9%	1,330	<b>1,499</b>	12.7%
Median List Price			\$355,000	<b>\$369,900</b>	4.2%	\$335,000	<b>\$359,990</b>	7.5%
Median Sales Price			\$350,000	<b>\$370,000</b>	5.7%	\$335,000	<b>\$359,950</b>	7.4%
Median Price Per Square Foot			\$231	<b>\$238</b>	2.8%	\$221	<b>\$235</b>	6.7%
Sold Dollar Volume (in millions)			\$39.6	<b>\$53.6</b>	35.5%	\$343.2	<b>\$392.3</b>	14.3%
Average Sold/Ask Price Ratio			99.6%	<b>100.0%</b>	0.3%	99.5%	<b>99.9%</b>	0.5%
Average Days on Market			24	<b>26</b>	7.4%	21	<b>22</b>	4.8%
Active Listings			140	<b>110</b>	-21.4%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>0.8</b>	-44.7%	n/a	<b>n/a</b>	n/a

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

# Sales



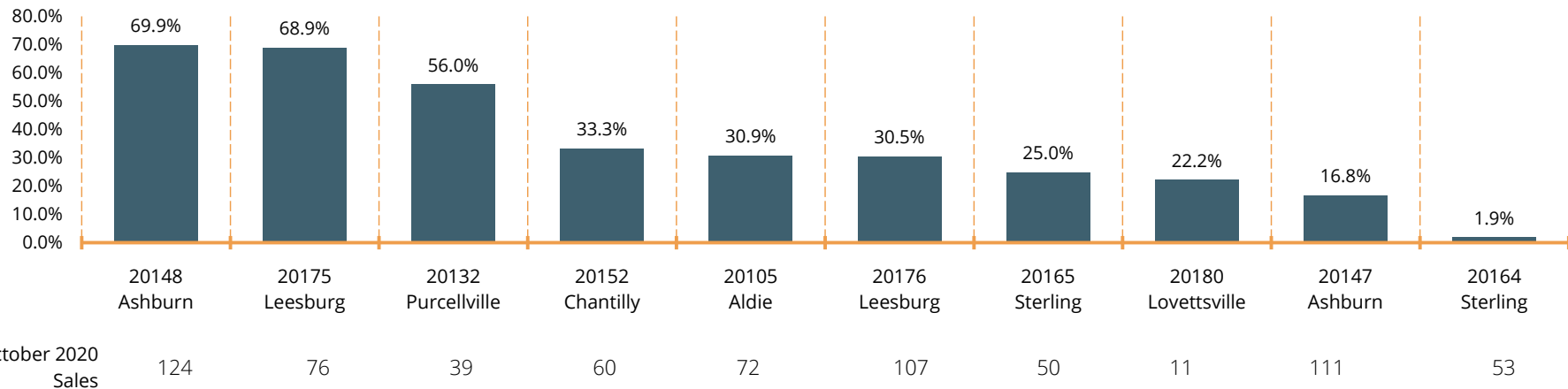
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	616	35.4%	147	27.8%
12-month Avg	500	3.5%	106	4.9%

## Zip Code

**% Change in Sales**  
Oct-19 to Oct-20

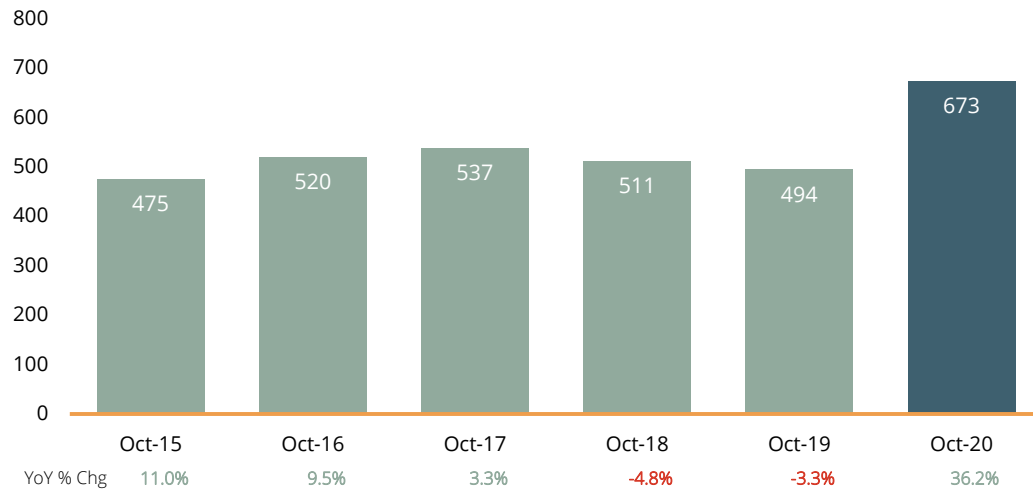




# Pending Sales



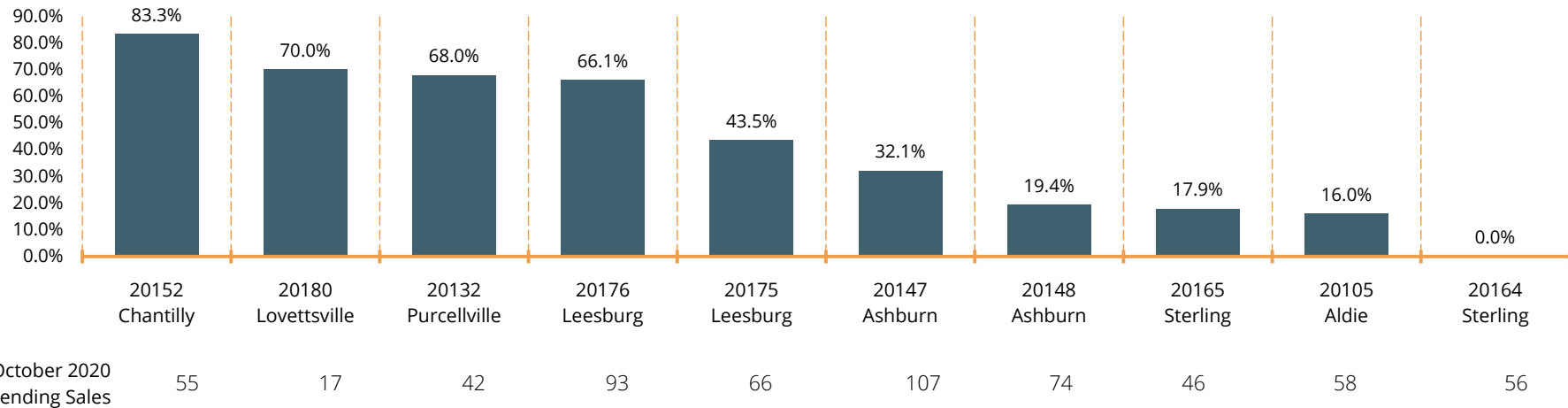
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	551	40.6%	122	19.6%
12-month Avg	513	6.6%	108	4.4%

## Zip Code

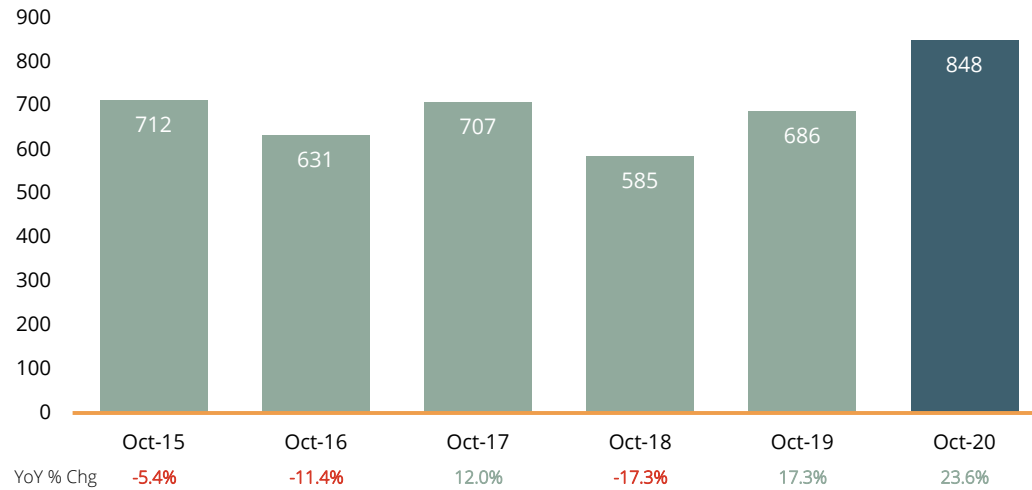
**% Change in Pending Sales**  
Oct-19 to Oct-20



# New Listings



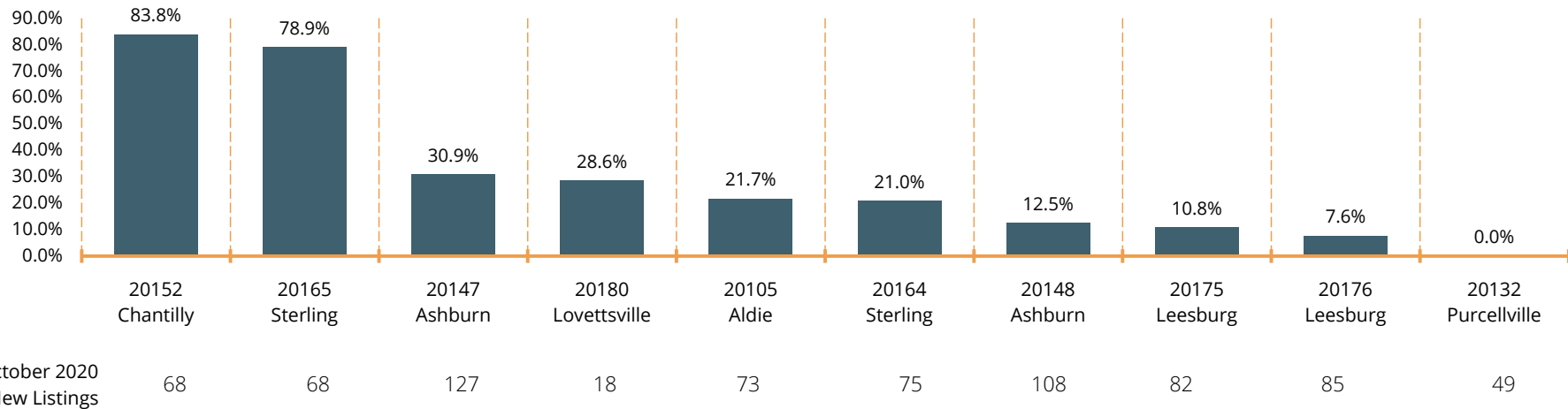
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	662	21.2%	186	32.9%
12-month Avg	637	6.1%	136	10.7%

## Zip Code

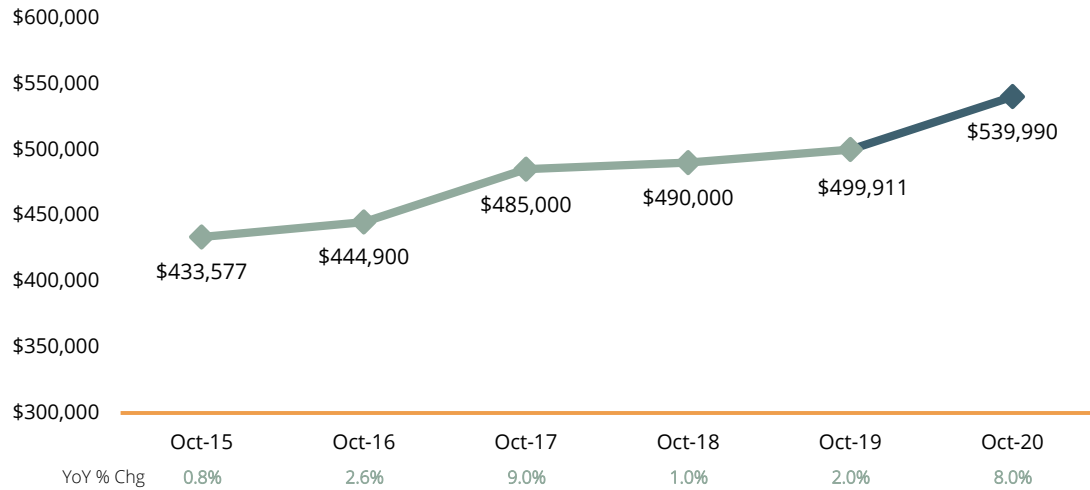
**% Change in New Listings**  
Oct-19 to Oct-20



# Median List Price



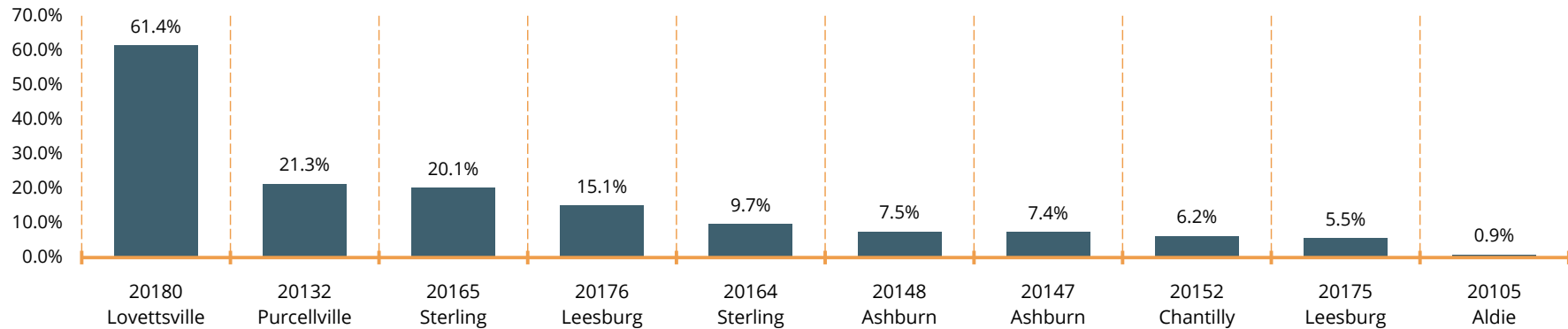
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	\$598,250	8.8%	\$369,900	4.2%
12-month Avg	\$579,733	5.3%	\$353,545	6.7%

## Zip Code

**% Change in Median List Price**  
Oct-19 to Oct-20

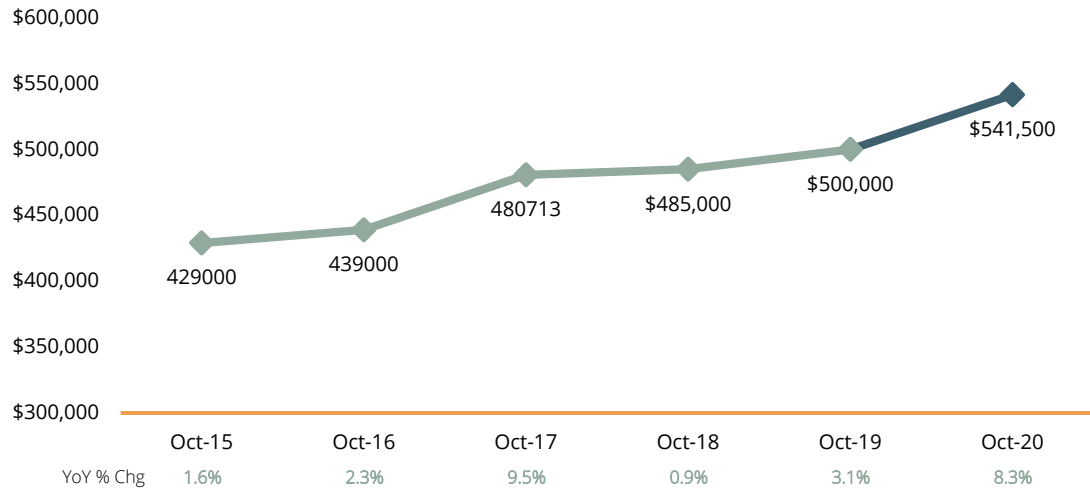


Zip Code	October 2020 Med. List Price
20180 Lovettsville	\$660,000
20132 Purcellville	\$679,000
20165 Sterling	\$537,450
20176 Leesburg	\$580,000
20164 Sterling	\$436,000
20148 Ashburn	\$569,900
20147 Ashburn	\$515,000
20152 Chantilly	\$572,500
20175 Leesburg	\$494,950
20105 Aldie	\$655,450

# Median Sales Price



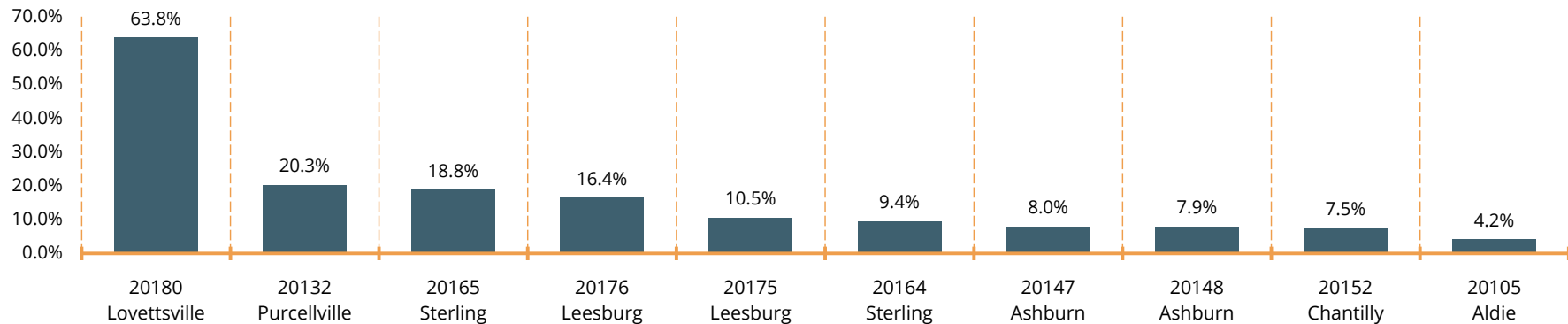
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	\$600,000	9.1%	\$370,000	5.7%
12-month Avg	\$580,859	5.8%	\$349,990	6.2%

## Zip Code

**% Change in Median Sales Price**  
Oct-19 to Oct-20

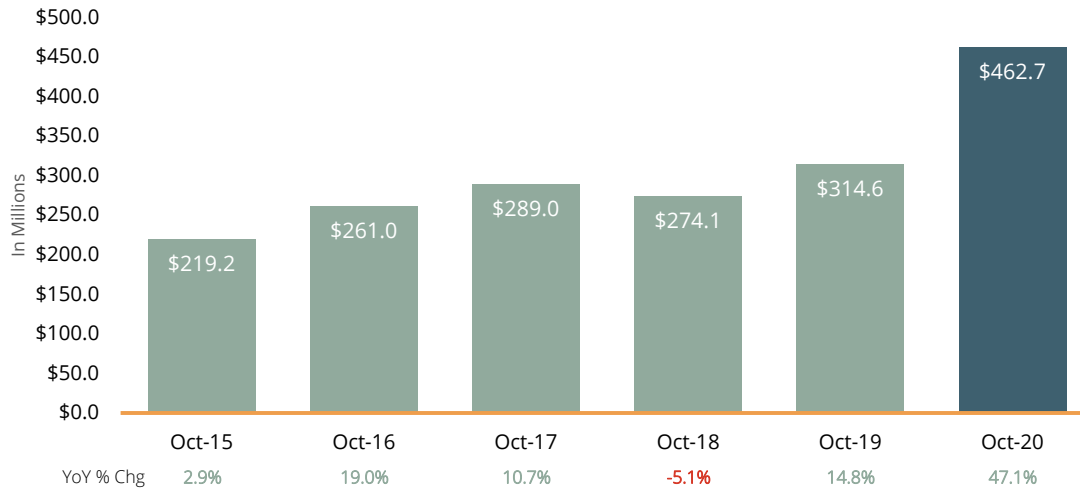


Zip Code	October 2020 Med. Sales Price
20180 Lovettsville	\$660,000
20132 Purcellville	\$670,000
20165 Sterling	\$530,000
20176 Leesburg	\$585,000
20175 Leesburg	\$499,950
20164 Sterling	\$435,000
20147 Ashburn	\$517,890
20148 Ashburn	\$571,700
20152 Chantilly	\$575,000
20105 Aldie	\$676,133

# Sold Dollar Volume (in millions)



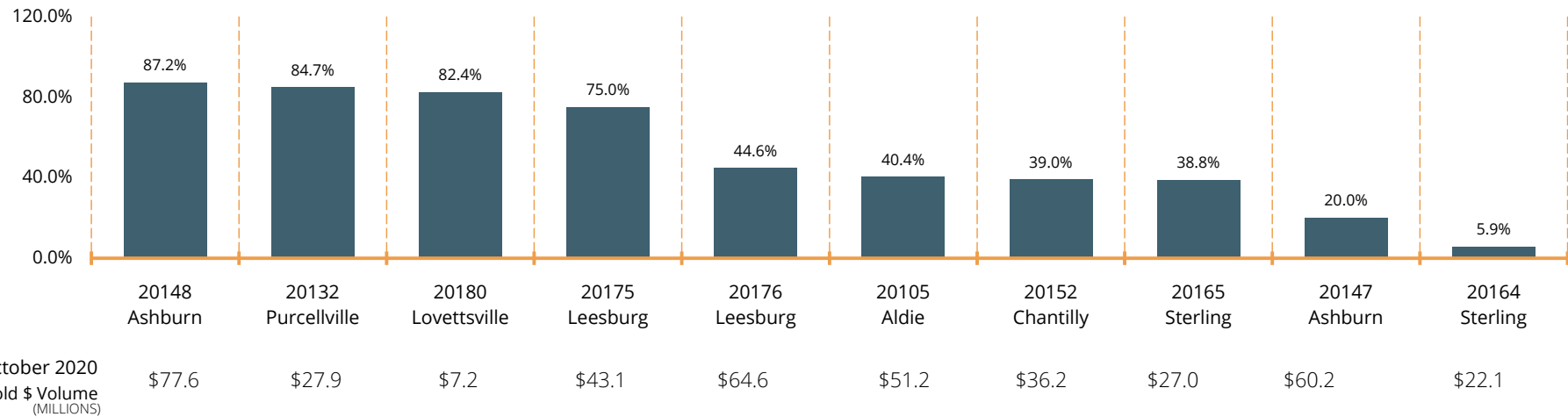
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	\$409.1	48.7%	\$53.6	35.5%
12-month Avg	\$316.6	11.4%	\$37.5	13.3%

## Zip Code

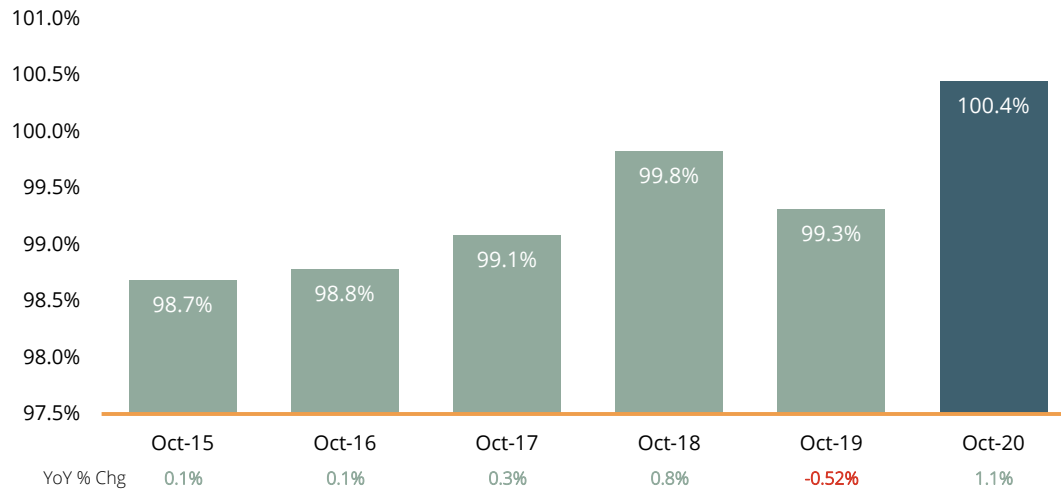
% Change in Sold Dollar Volume  
Oct-19 to Oct-20



# Average Sold to Ask Price Ratio



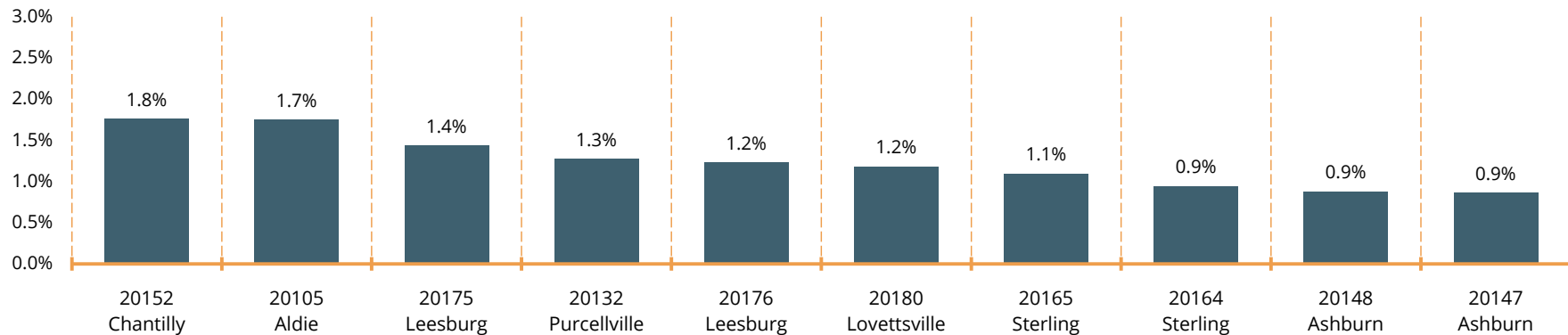
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	100.6%	1.3%	100.0%	0.3%
12-month Avg	100.2%	0.7%	99.8%	0.5%

## Zip Code

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



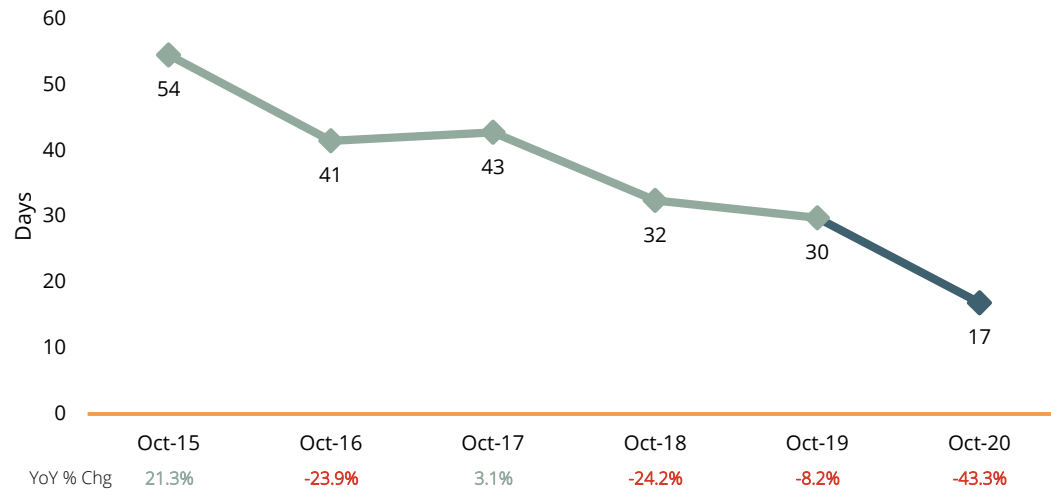
October 2020  
Avg Sold/Ask %

20152 Chantilly	101.2%	20105 Aldie	101.8%	20175 Leesburg	100.6%	20132 Purcellville	99.3%	20176 Leesburg	100.3%	20180 Lovettsville	99.3%	20165 Sterling	100.7%	20164 Sterling	100.5%	20148 Ashburn	100.5%	20147 Ashburn	100.3%
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# Average Days on Market



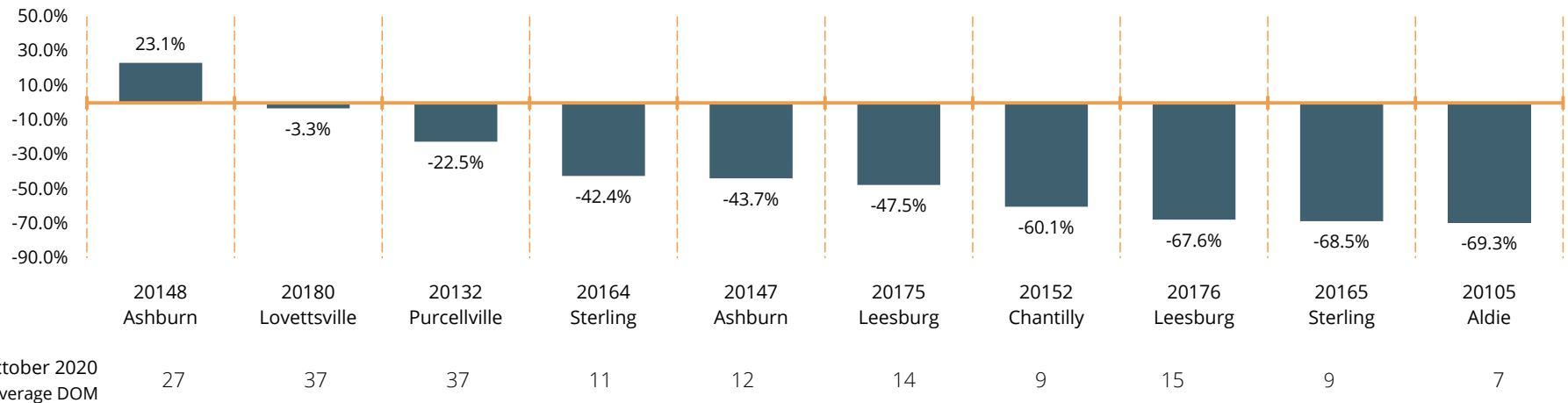
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-19	28	-25.0%	23	-23.5%
Dec-19	32	-16.0%	31	-17.2%
Jan-20	39	-8.3%	30	10.2%
Feb-20	30	-23.0%	21	-16.7%
Mar-20	22	-25.8%	24	14.8%
Apr-20	15	-22.3%	16	-26.7%
May-20	15	-18.8%	19	30.1%
Jun-20	20	3.7%	23	41.5%
Jul-20	21	-16.8%	22	-9.6%
Aug-20	17	-29.2%	17	-26.6%
Sep-20	16	-52.0%	22	-4.3%
Oct-20	15	-52.8%	26	7.4%
12-month Avg	22	-24.5%	23	-5.0%

## Zip Code

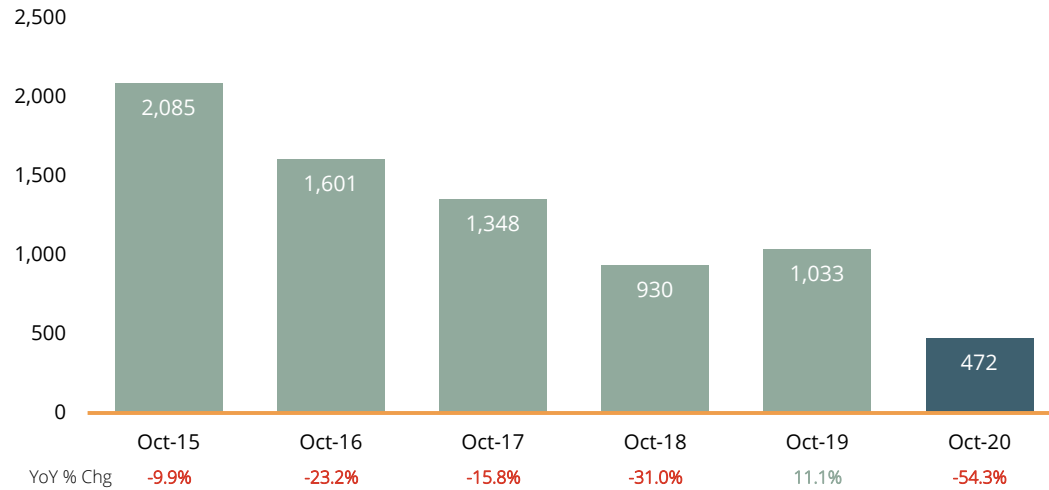
**% Change in Average Days on Market**  
Oct-19 to Oct-20



# Active Listings



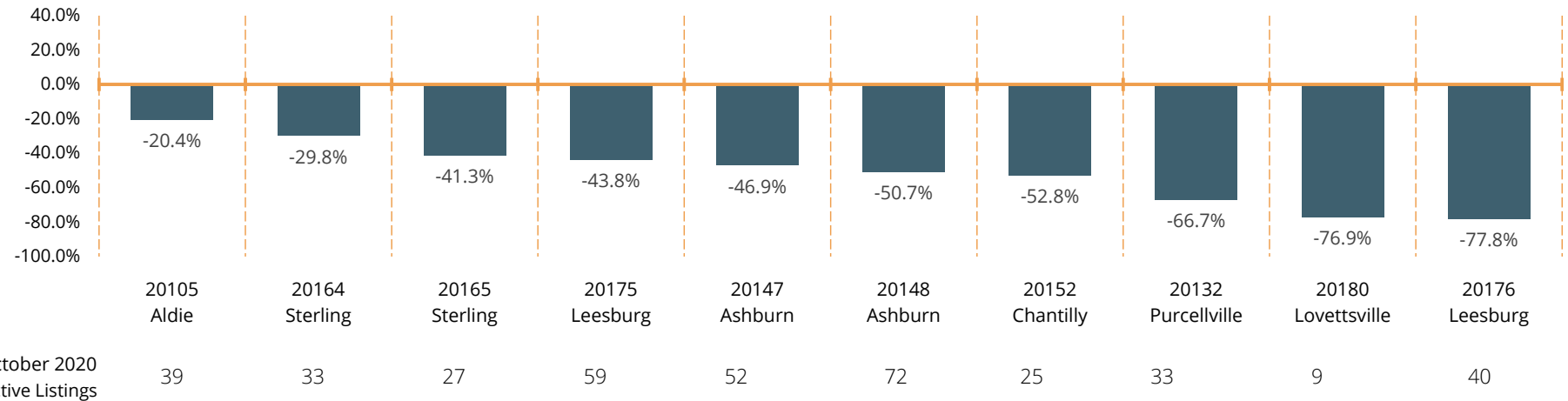
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	362	-59.5%	110	-21.4%
12-month Avg	521	-39.5%	98	-23.8%

## Zip Code

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

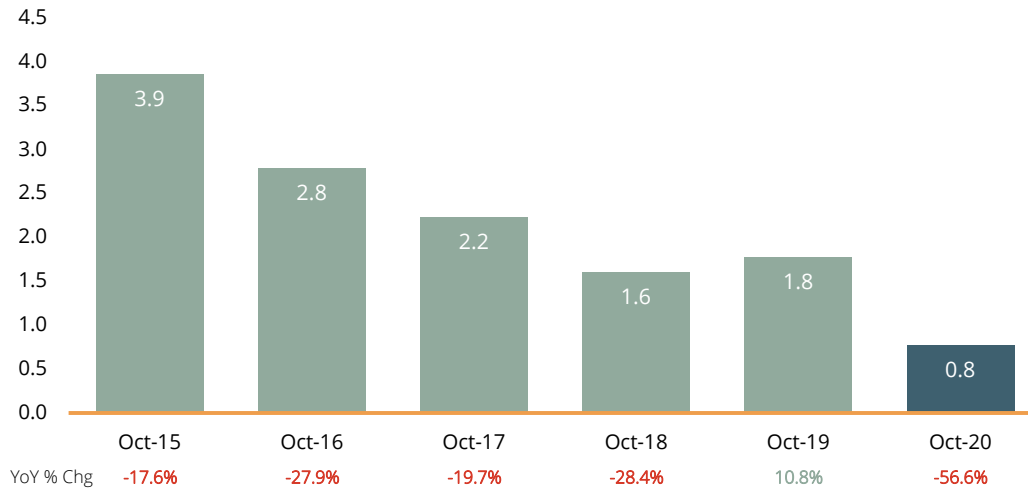




# Months Supply



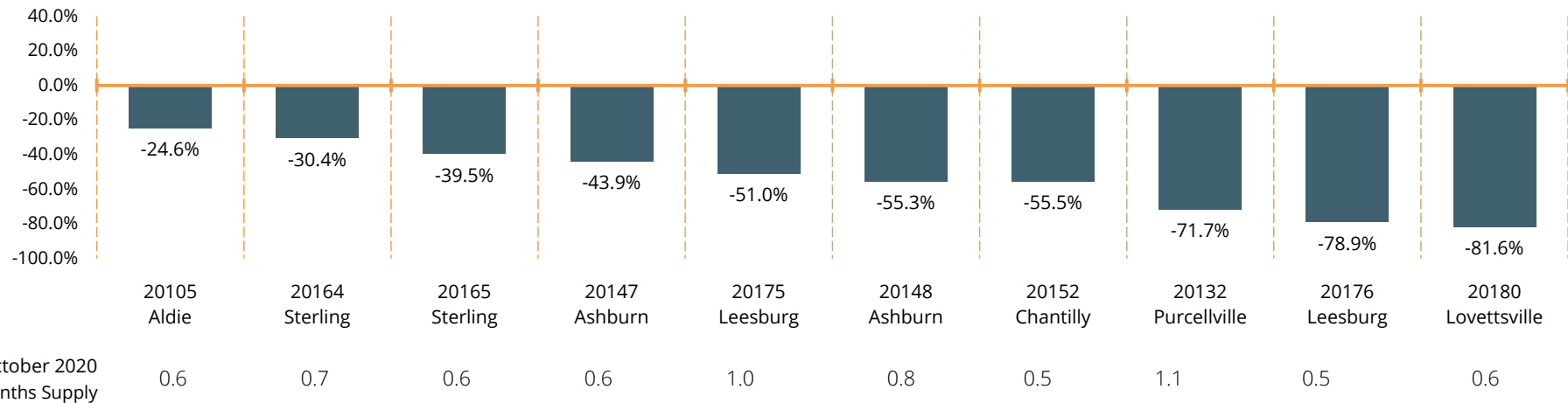
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-20	0.7	-61.4%	0.8	-44.7%
12-month Avg	1.1	-39.8%	0.9	-29.2%

## Zip Code

**% Change in Months of Supply**  
Oct-19 to Oct-20



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-19	Oct-20	% chg	Oct-19	Oct-20	% chg	Oct-19	Oct-20	% chg	Oct-19	Oct-20	% chg	Oct-19	Oct-20	% chg
Loudoun County	686	<b>848</b>	23.6%	570	<b>763</b>	33.9%	\$500,000	<b>\$541,500</b>	8.3%	1,033	<b>472</b>	-54.3%	1.8	<b>0.8</b>	-56.6%
20105	60	<b>73</b>	21.7%	55	<b>72</b>	30.9%	\$649,000	<b>\$676,133</b>	4.2%	49	<b>39</b>	-20.4%	0.8	<b>0.6</b>	-24.6%
20132	49	<b>49</b>	0.0%	25	<b>39</b>	56.0%	\$557,000	<b>\$670,000</b>	20.3%	99	<b>33</b>	-66.7%	3.9	<b>1.1</b>	-71.7%
20147	97	<b>127</b>	30.9%	95	<b>111</b>	16.8%	\$479,500	<b>\$517,890</b>	8.0%	98	<b>52</b>	-46.9%	1.1	<b>0.6</b>	-43.9%
20148	96	<b>108</b>	12.5%	73	<b>124</b>	69.9%	\$530,000	<b>\$571,700</b>	7.9%	146	<b>72</b>	-50.7%	1.7	<b>0.8</b>	-55.3%
20152	37	<b>68</b>	83.8%	45	<b>60</b>	33.3%	\$535,000	<b>\$575,000</b>	7.5%	53	<b>25</b>	-52.8%	1.2	<b>0.5</b>	-55.5%
20164	62	<b>75</b>	21.0%	52	<b>53</b>	1.9%	\$397,450	<b>\$435,000</b>	9.4%	47	<b>33</b>	-29.8%	1.0	<b>0.7</b>	-30.4%
20165	38	<b>68</b>	78.9%	40	<b>50</b>	25.0%	\$446,250	<b>\$530,000</b>	18.8%	46	<b>27</b>	-41.3%	1.0	<b>0.6</b>	-39.5%
20175	74	<b>82</b>	10.8%	45	<b>76</b>	68.9%	\$452,500	<b>\$499,950</b>	10.5%	105	<b>59</b>	-43.8%	2.1	<b>1.0</b>	-51.0%
20176	79	<b>85</b>	7.6%	82	<b>107</b>	30.5%	\$502,500	<b>\$585,000</b>	16.4%	180	<b>40</b>	-77.8%	2.5	<b>0.5</b>	-78.9%
20180	14	<b>18</b>	28.6%	9	<b>11</b>	22.2%	\$403,000	<b>\$660,000</b>	63.8%	39	<b>9</b>	-76.9%	3.4	<b>0.6</b>	-81.6%



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.