

DECEMBER  
**2020**

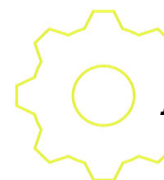
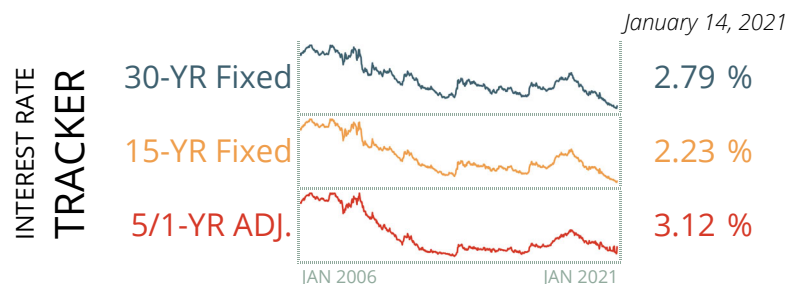
# DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report

## Key Market Trends: December 2020

- › **Loudoun County housing market strong through December, sales surging in most local areas.** There were 644 sales in December in the County, 158 more than last year (+32.5%). The strongest growth occurred in Chantilly (zip code 20152) where sales doubled from last December (+100.0%). Purcellville (zip code 20132) was the only local market to have a drop in sales this month (-12.5%).
- › **Pending sales continue to rise in the County, 7th consecutive month of growth.** There were 410 pending sales in Loudoun County in December, a 45.4% jump from last year. Sterling (zip code 20164) and Ashburn (zip code 20148) had strong pending sales growth this month, up 125.0% and 50.0% respectively. Pending sales in Lovettsville (zip code 20180) declined 80.0%.
- › **Home prices continue to climb in many parts of the County as inventory dries up and buyers remain active.** The December median sales price in Loudoun County was \$542,250, which is \$22,550 higher than last year, a 4.3% increase. Notably, the median sales price was about \$100,000 higher this month in both Ashburn (zip code 20148) and Leesburg (zip code 20176) compared to a year ago.
- › **Active listings continue to shrink rapidly in the Loudoun County market.** There were only 231 active listings on the market in the County at the end of December, a reduction of 318 listings from last year (-57.9%).



## DAAR Market Dashboard

YoY Chg	Dec-20	Indicator
▲ 32.5%	644	Sales
▲ 45.4%	410	Pending Sales
▲ 38.3%	469	New Listings
▲ 3.9%	\$540,000	Median List Price
▲ 4.3%	\$542,250	Median Sales Price
▲ 11.4%	\$221	Median Price Per Square Foot
▲ 46.8%	\$394.3	Sold Dollar Volume (in millions)
▲ 0.7%	100.5%	Average Sold/Ask Price Ratio
▼ -41.2%	18	Average Days on Market
▼ -57.9%	231	Active Listings
▼ -62.0%	0.4	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.**

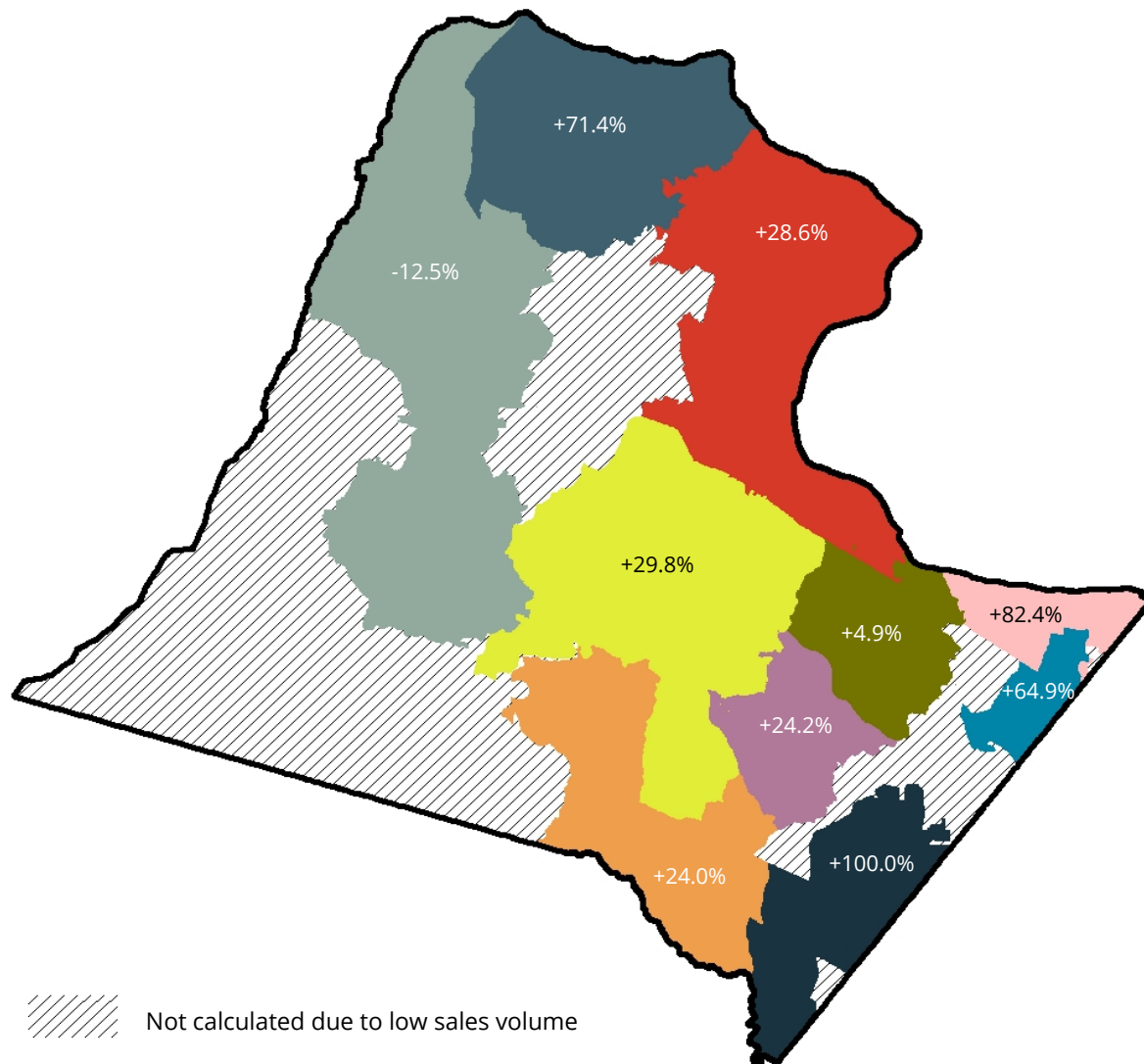
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Dec-19	Dec-20	% Chg
20105 Aldie	50	62	24.0%
20132 Purcellville	24	21	-12.5%
20147 Ashburn	81	85	4.9%
20148 Ashburn	66	82	24.2%
20152 Chantilly	28	56	100.0%
20164 Sterling	37	61	64.9%
20165 Sterling	34	62	82.4%
20175 Leesburg	47	61	29.8%
20176 Leesburg	63	81	28.6%
20180 Lovettsville	7	12	71.4%

# Total Market Overview



Key Metrics	2-year Trends	Dec-19	Dec-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Dec-18						
Sales		486	<b>644</b>	32.5%	7,018	<b>7,600</b>	8.3%
Pending Sales		282	<b>410</b>	45.4%	6,977	<b>7,748</b>	11.1%
New Listings		339	<b>469</b>	38.3%	8,652	<b>9,534</b>	10.2%
Median List Price		\$519,900	<b>\$540,000</b>	3.9%	\$500,990	<b>\$540,000</b>	7.8%
Median Sales Price		\$519,700	<b>\$542,250</b>	4.3%	\$505,000	<b>\$545,000</b>	7.9%
Median Price Per Square Foot		\$198	<b>\$221</b>	11.4%	\$197	<b>\$209</b>	5.8%
Sold Dollar Volume (in millions)		\$268.6	<b>\$394.3</b>	46.8%	\$3,832.7	<b>\$4,519.2</b>	17.9%
Average Sold/Ask Price Ratio		99.8%	<b>100.5%</b>	0.7%	99.6%	<b>100.4%</b>	0.8%
Average Days on Market		31	<b>18</b>	-41.2%	26	<b>19</b>	-26.1%
Active Listings		549	<b>231</b>	-57.9%	n/a	<b>n/a</b>	n/a
Months of Supply		0.9	<b>0.4</b>	-62.0%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2021

# Single-Family Market Overview



Key Metrics	2-year Trends		Dec-19	Dec-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Dec-18	Dec-20						
Sales			403	<b>520</b>	29.0%	5,806	<b>6,260</b>	7.8%
Pending Sales			223	<b>318</b>	42.6%	5,751	<b>6,373</b>	10.8%
New Listings			281	<b>370</b>	31.7%	7,189	<b>7,813</b>	8.7%
Median List Price			\$569,900	<b>\$599,000</b>	5.1%	\$550,000	<b>\$597,250</b>	8.6%
Median Sales Price			\$566,984	<b>\$600,000</b>	5.8%	\$550,715	<b>\$600,000</b>	8.9%
Median Price Per Square Foot			\$193	<b>\$216</b>	11.8%	\$193	<b>\$204</b>	5.7%
Sold Dollar Volume (in millions)			\$240.9	<b>\$349.9</b>	45.2%	\$3,431.9	<b>\$4,040.1</b>	17.7%
Average Sold/Ask Price Ratio			99.9%	<b>100.7%</b>	0.8%	99.6%	<b>100.5%</b>	0.9%
Average Days on Market			32	<b>18</b>	-44.1%	27	<b>18</b>	-30.5%
Active Listings			479	<b>187</b>	-61.0%	n/a	<b>n/a</b>	n/a
Months of Supply			1.0	<b>0.4</b>	-64.6%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2021

# Townhome & Condo Market Overview



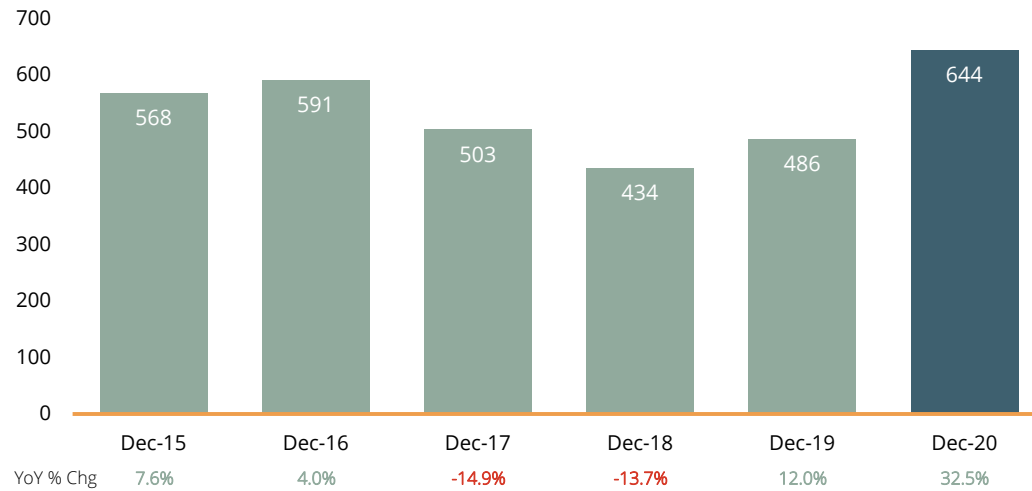
Key Metrics	2-year Trends	Dec-19	Dec-20	YoY Chg	YTD 2019	YTD 2020	YoY Chg
	Dec-18		Dec-20				
Sales		83	<b>124</b>	49.4%	1,212	<b>1,340</b>	10.6%
Pending Sales		59	<b>92</b>	55.9%	1,226	<b>1,375</b>	12.2%
New Listings		58	<b>99</b>	70.7%	1,463	<b>1,721</b>	17.6%
Median List Price		\$327,000	<b>\$350,000</b>	7.0%	\$336,995	<b>\$360,000</b>	6.8%
Median Sales Price		\$325,000	<b>\$346,250</b>	6.5%	\$335,000	<b>\$360,000</b>	7.5%
Median Price Per Square Foot		\$227	<b>\$244</b>	7.3%	\$221	<b>\$236</b>	6.7%
Sold Dollar Volume (in millions)		\$27.6	<b>\$44.4</b>	60.8%	\$400.7	<b>\$479.1</b>	19.6%
Average Sold/Ask Price Ratio		99.6%	<b>99.6%</b>	0.0%	99.5%	<b>99.9%</b>	0.4%
Average Days on Market		31	<b>22</b>	-28.4%	22	<b>22</b>	-1.0%
Active Listings		70	<b>44</b>	-37.1%	n/a	<b>n/a</b>	n/a
Months of Supply		0.7	<b>0.4</b>	-44.7%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2021

# Sales



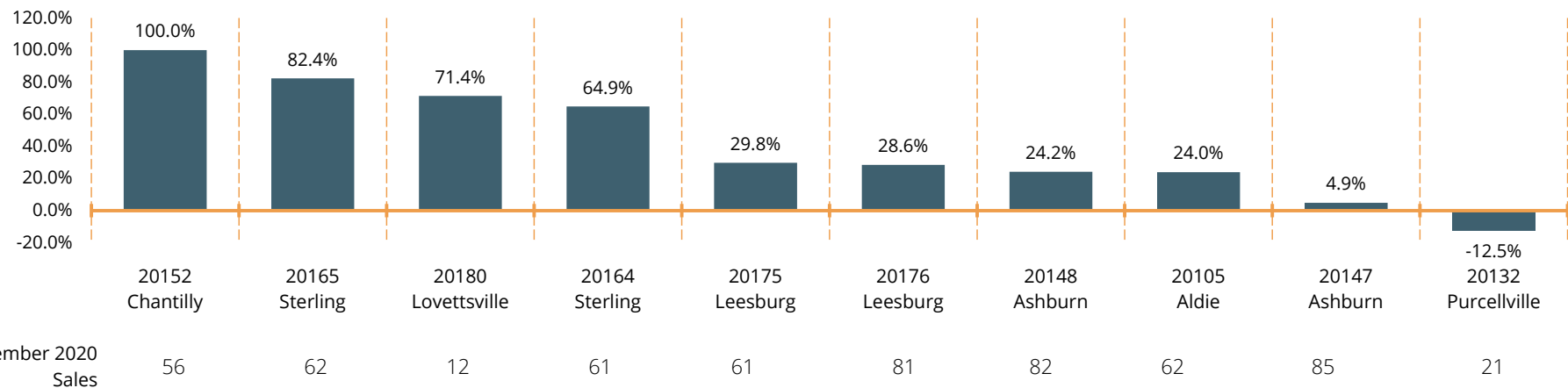
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Nov-20	531	39.0%	118	34.1%
Dec-20	520	29.0%	124	49.4%
12-month Avg	522	7.8%	112	10.6%

## Zip Code

% Change in Sales  
Dec-19 to Dec-20



December 2020  
Sales

56

62

12

61

61

81

82

62

85

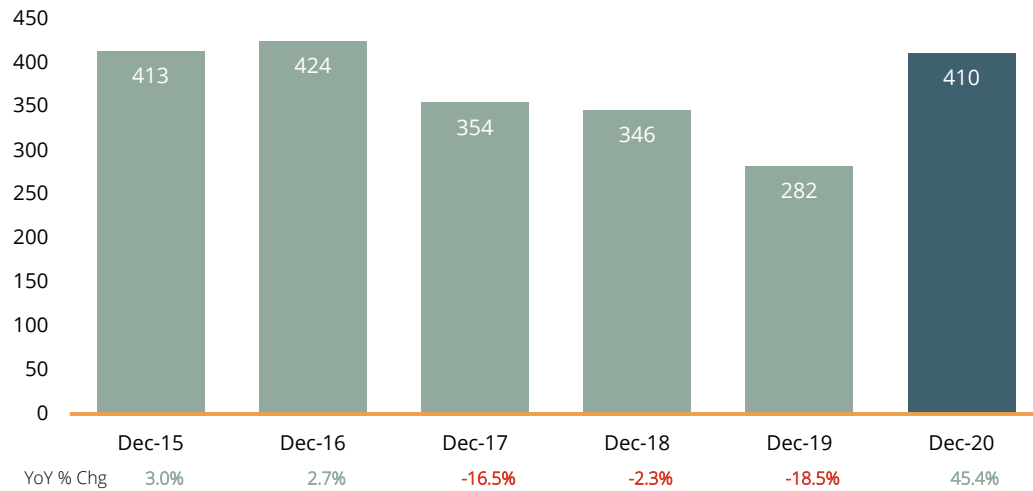
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# Pending Sales



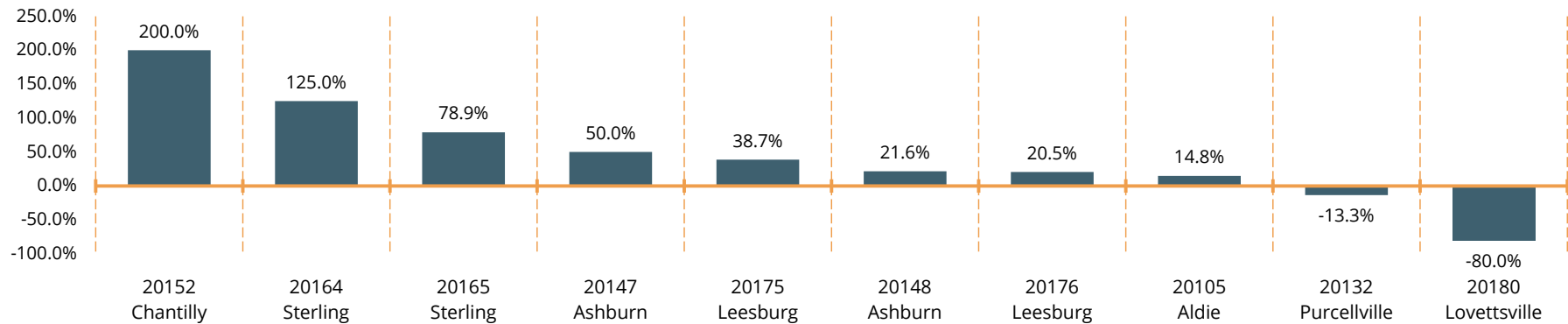
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Nov-20	462	35.1%	122	74.3%
Dec-20	318	42.6%	92	55.9%
12-month Avg	531	10.8%	115	12.2%

## Zip Code

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



December 2020  
Pending Sales

33

45

34

63

43

45

53

31

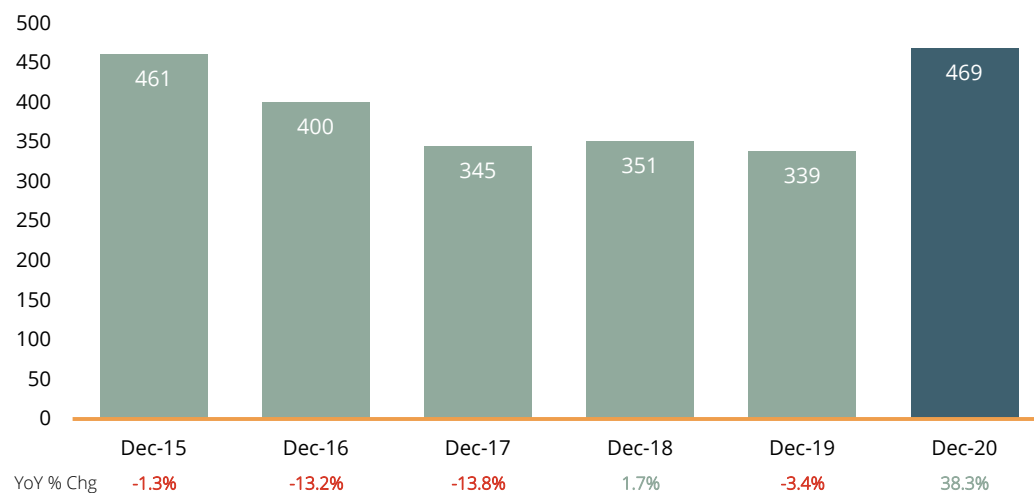
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# New Listings



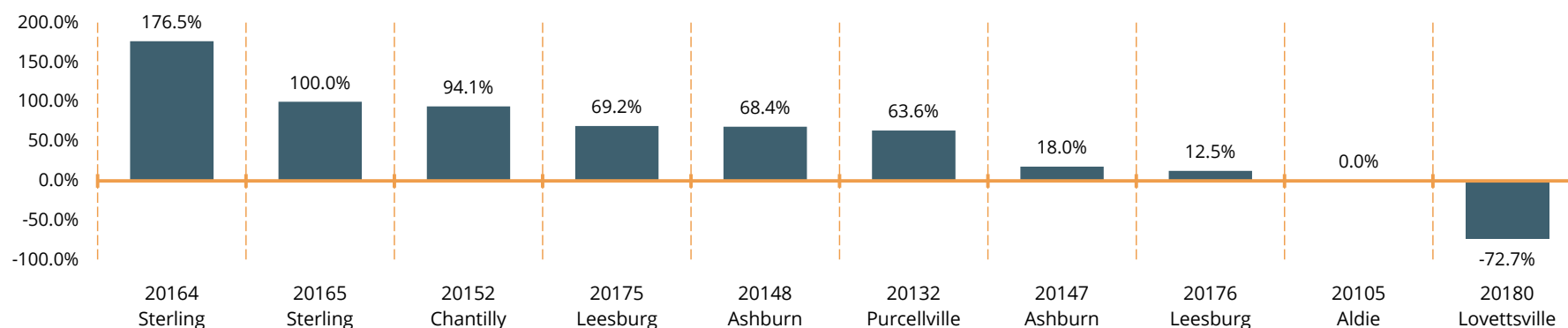
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Nov-20	448	22.7%	123	64.0%
Dec-20	370	31.7%	99	70.7%
12-month Avg	651	8.7%	143	17.6%

## Zip Code

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



December 2020  
New Listings

47

26

33

66

64

18

59

54

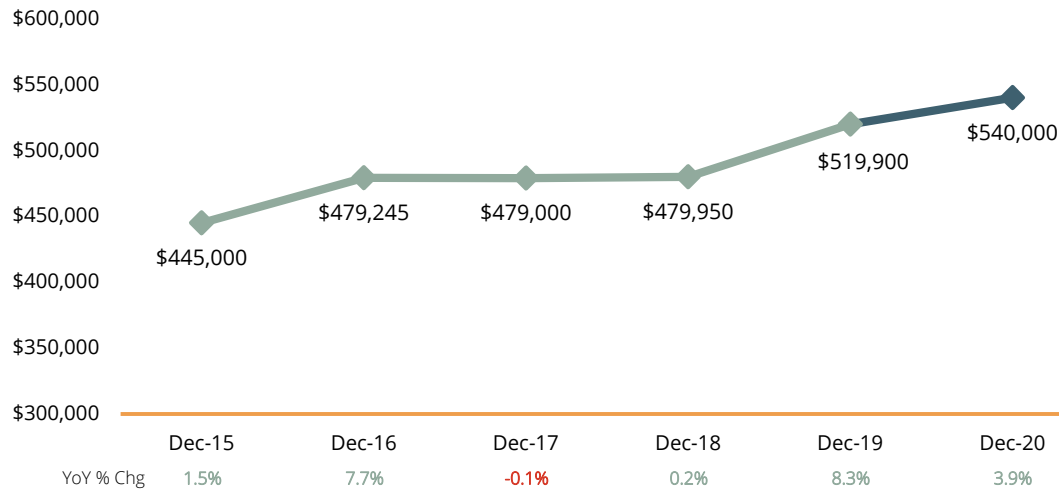
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# Median List Price



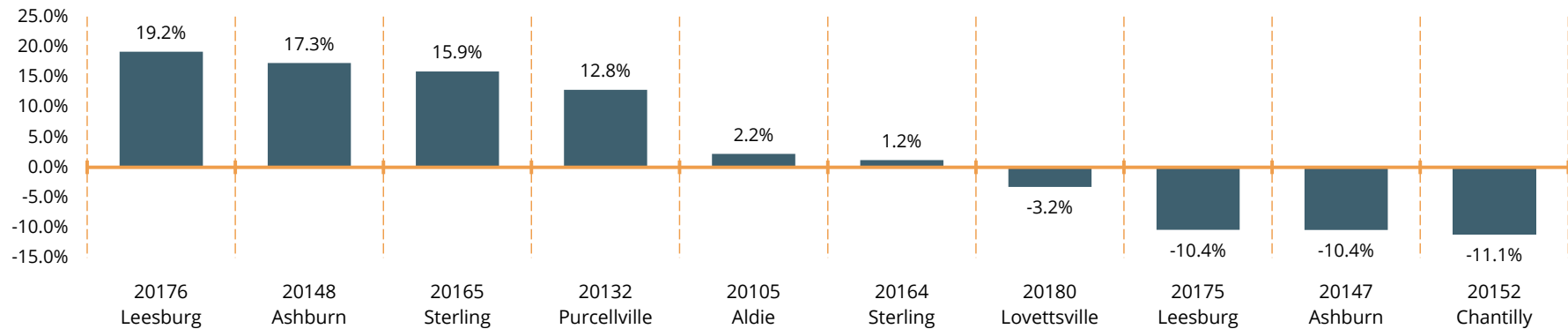
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Nov-20	\$599,900	9.2%	\$352,900	1.1%
Dec-20	\$599,000	5.1%	\$350,000	7.0%
12-month Avg	\$586,379	5.8%	\$355,787	6.5%

## Zip Code

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



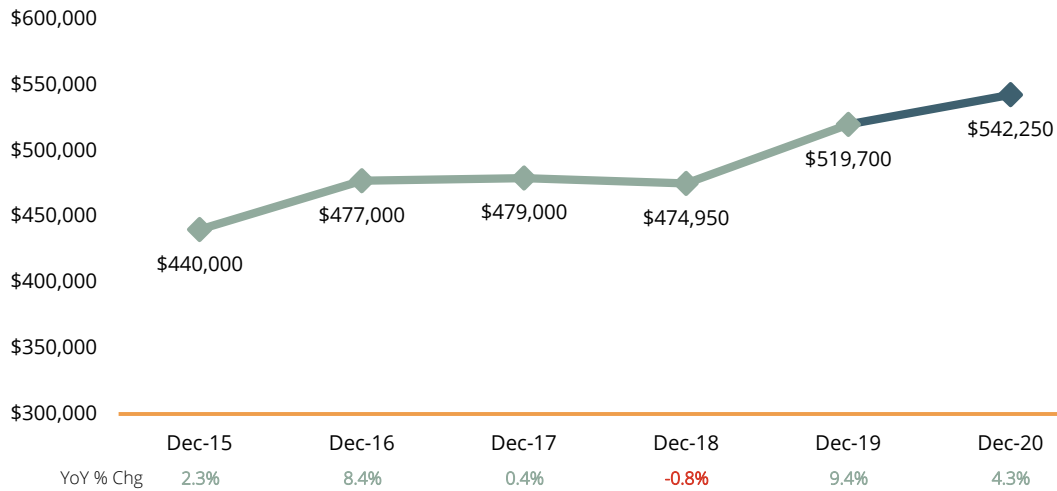
December 2020  
Med. List Price

20176 Leesburg	\$589,900	20148 Ashburn	\$647,400	20165 Sterling	\$519,950	20132 Purcellville	\$637,500	20105 Aldie	\$694,997	20164 Sterling	\$419,900	20180 Lovettsville	\$469,250	20175 Leesburg	\$492,975	20147 Ashburn	\$474,990	20152 Chantilly	\$522,500
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# Median Sales Price



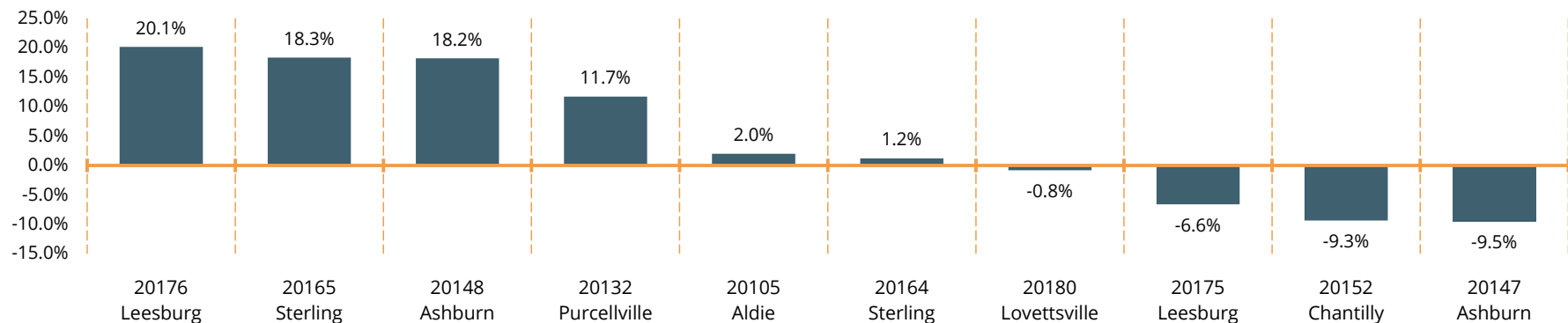
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Nov-20	\$600,910	11.7%	\$356,500	4.5%
Dec-20	\$600,000	5.8%	\$346,250	6.5%
12-month Avg	\$588,859	6.7%	\$353,032	6.4%

## Zip Code

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



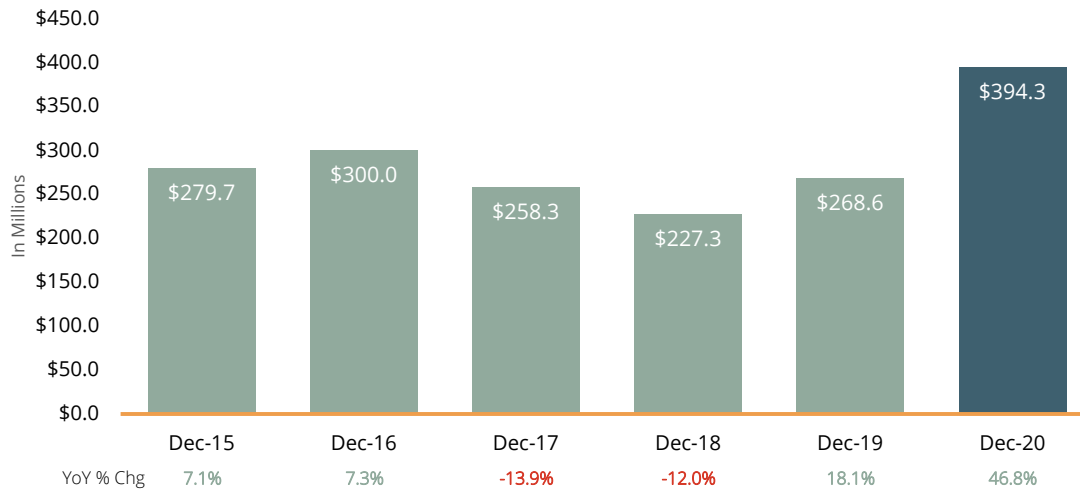
December 2020  
Med. Sales Price

20176 Leesburg	\$600,501	20165 Sterling	\$525,000	20148 Ashburn	\$649,500	20132 Purcellville	\$625,500	20105 Aldie	\$693,407	20164 Sterling	\$430,000	20180 Lovettsville	\$481,000	20175 Leesburg	\$501,608	20152 Chantilly	\$532,500	20147 Ashburn	\$475,000
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# Sold Dollar Volume (in millions)



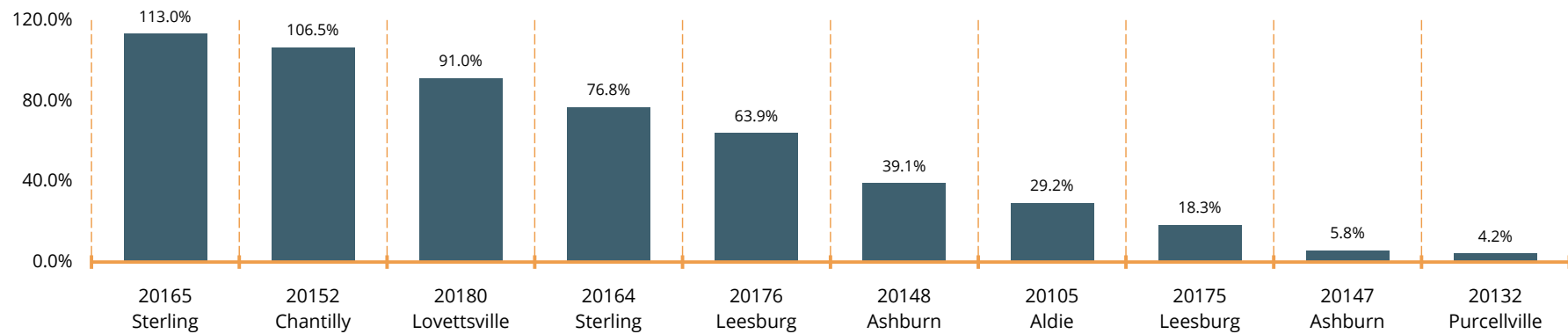
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Nov-20	\$354.4	59.5%	\$42.4	41.7%
Dec-20	\$349.9	45.2%	\$44.4	60.8%
12-month Avg	\$336.7	17.7%	\$39.9	19.6%

## Zip Code

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



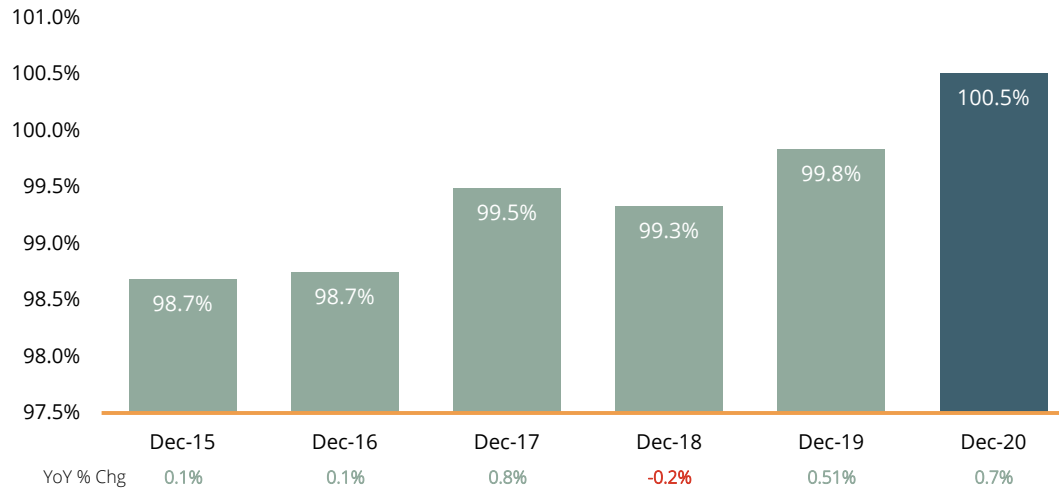
December 2020  
Sold \$ Volume  
(MILLIONS)

20165 Sterling	\$34.5	20152 Chantilly	\$33.2	20180 Lovettsville	\$6.4	20164 Sterling	\$26.5	20176 Leesburg	\$53.0	20148 Ashburn	\$54.6	20105 Aldie	\$43.0	20175 Leesburg	\$31.6	20147 Ashburn	\$46.1	20132 Purcellville	\$14.1
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# Average Sold to Ask Price Ratio



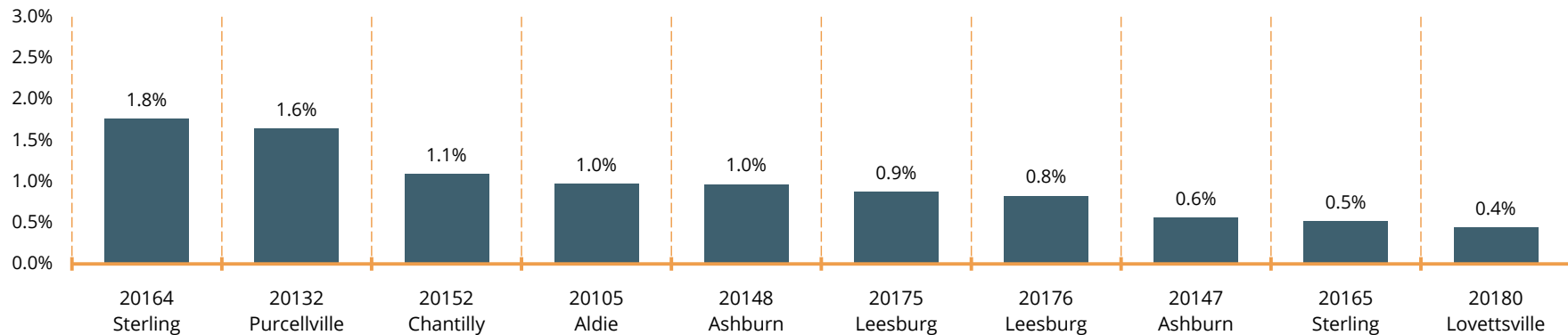
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Nov-20	101.1%	1.6%	100.0%	0.7%
Dec-20	100.7%	0.8%	99.6%	0.0%
12-month Avg	100.4%	0.8%	99.9%	0.5%

## Zip Code

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



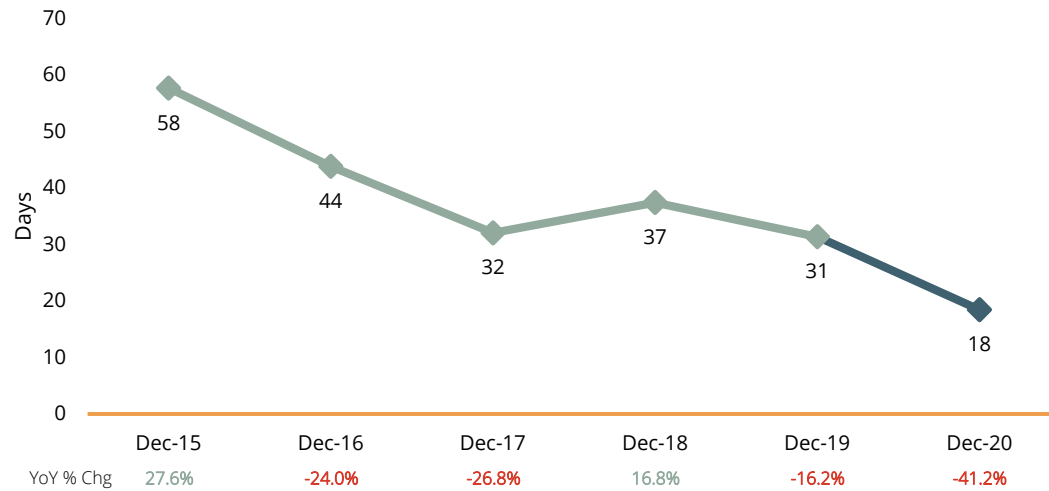
December 2020  
Avg Sold/Ask %

101.2%    100.2%    101.1%    100.7%    100.8%    100.7%    100.2%    100.6%    100.1%    100.4%

# Average Days on Market



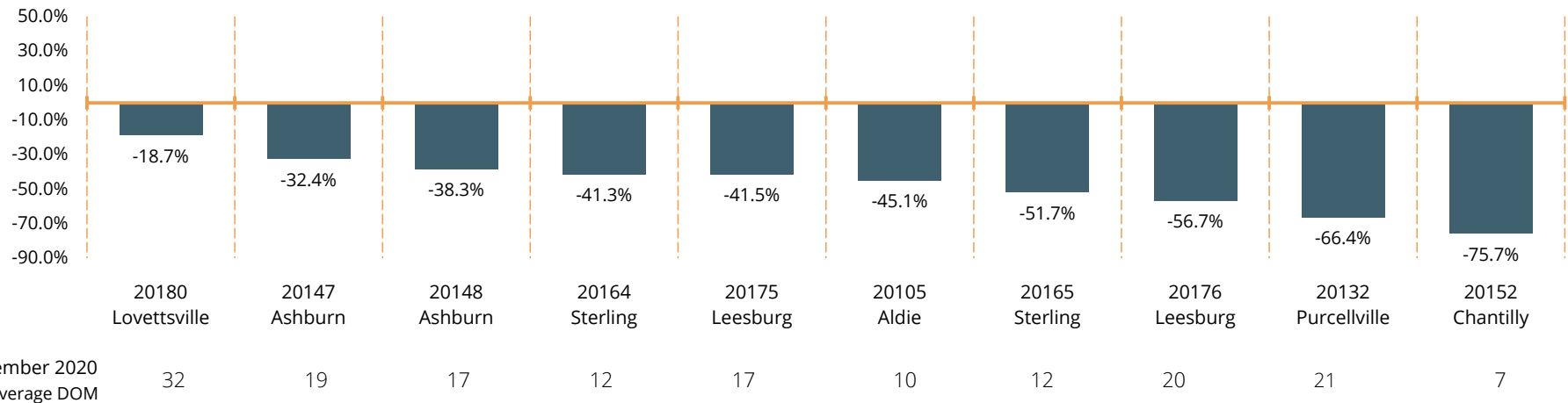
## Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Nov-20	12	-54.7%	18	-19.8%
Dec-20	18	-44.1%	22	-28.4%
12-month Avg	20	-29.6%	22	-5.1%

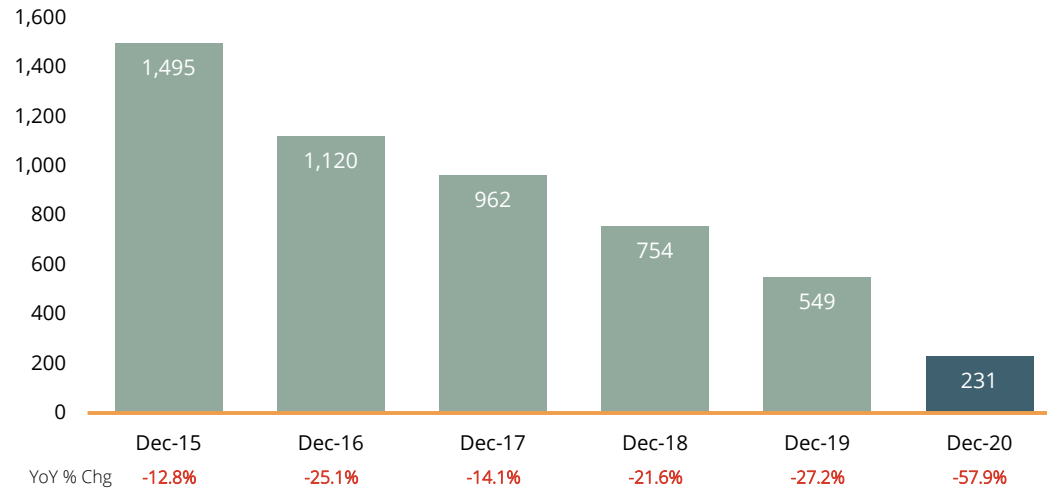
## Zip Code

% Change in Average Days on Market  
Dec-19 to Dec-20



# Active Listings

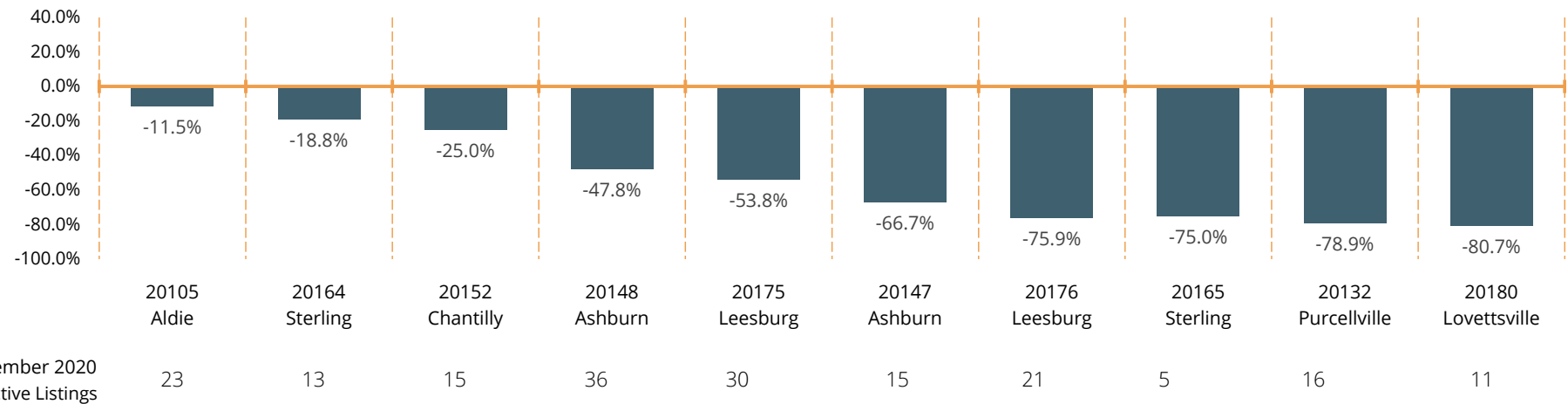
## Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Nov-20	261	-65.0%	75	-38.0%
Dec-20	187	-61.0%	44	-37.1%
12-month Avg	456	-46.0%	92	-28.0%

## Zip Code

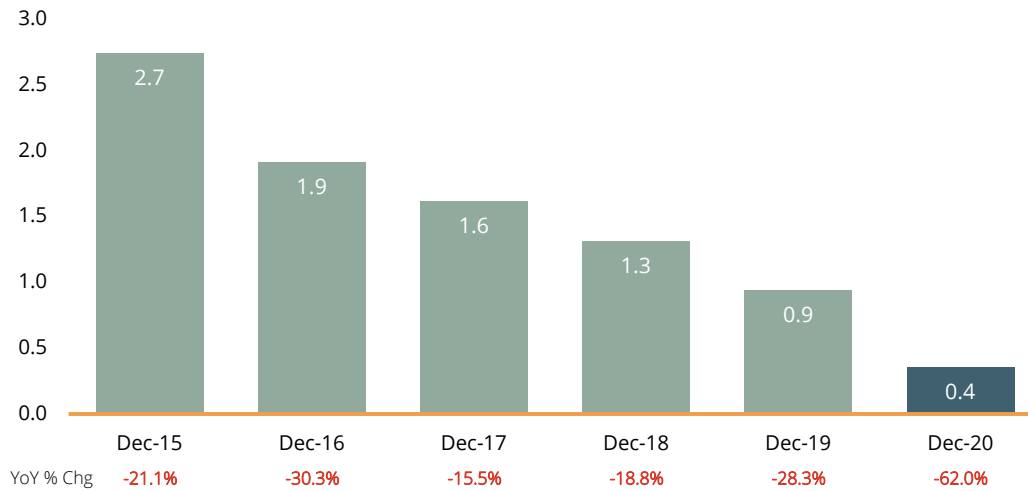
**% Change in Active Listings**  
Dec-19 to Dec-20





# Months Supply

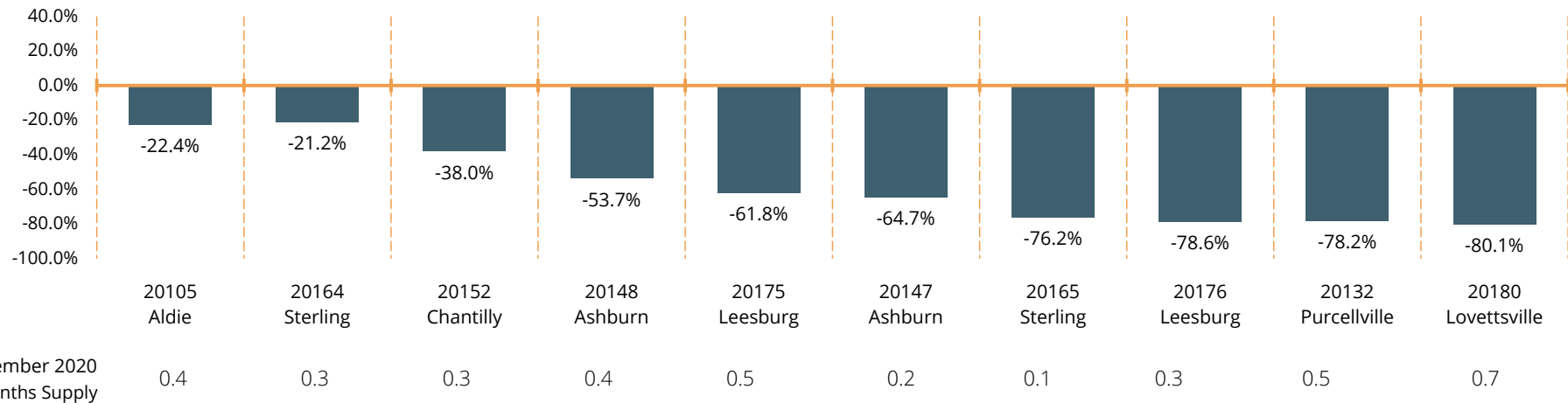
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Nov-20	0.5	-67.8%	0.7	-43.3%
Dec-20	0.4	-64.6%	0.4	-44.7%
12-month Avg	0.9	-46.7%	0.9	-33.6%

## Zip Code

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



# Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Dec-19	Dec-20	% chg	Dec-19	Dec-20	% chg	Dec-19	Dec-20	% chg	Dec-19	Dec-20	% chg	Dec-19	Dec-20	% chg
Loudoun County	339	<b>469</b>	38.3%	486	<b>644</b>	32.5%	\$519,700	<b>\$542,250</b>	4.3%	549	<b>231</b>	-57.9%	0.9	<b>0.4</b>	-62.0%
20105	42	<b>42</b>	0.0%	50	<b>62</b>	24.0%	\$679,950	<b>\$693,407</b>	2.0%	26	<b>23</b>	-11.5%	0.5	<b>0.4</b>	-22.4%
20132	11	<b>18</b>	63.6%	24	<b>21</b>	-12.5%	\$559,995	<b>\$625,500</b>	11.7%	76	<b>16</b>	-78.9%	2.3	<b>0.5</b>	-78.2%
20147	50	<b>59</b>	18.0%	81	<b>85</b>	4.9%	\$525,000	<b>\$475,000</b>	-9.5%	45	<b>15</b>	-66.7%	0.5	<b>0.2</b>	-64.7%
20148	38	<b>64</b>	68.4%	66	<b>82</b>	24.2%	\$549,569	<b>\$649,500</b>	18.2%	69	<b>36</b>	-47.8%	0.8	<b>0.4</b>	-53.7%
20152	17	<b>33</b>	94.1%	28	<b>56</b>	100.0%	\$587,308	<b>\$532,500</b>	-9.3%	20	<b>15</b>	-25.0%	0.4	<b>0.3</b>	-38.0%
20164	17	<b>47</b>	176.5%	37	<b>61</b>	64.9%	\$425,000	<b>\$430,000</b>	1.2%	16	<b>13</b>	-18.8%	0.3	<b>0.3</b>	-21.2%
20165	13	<b>26</b>	100.0%	34	<b>62</b>	82.4%	\$443,700	<b>\$525,000</b>	18.3%	20	<b>5</b>	-75.0%	0.4	<b>0.1</b>	-76.2%
20175	39	<b>66</b>	69.2%	47	<b>61</b>	29.8%	\$537,000	<b>\$501,608</b>	-6.6%	65	<b>30</b>	-53.8%	1.3	<b>0.5</b>	-61.8%
20176	48	<b>54</b>	12.5%	63	<b>81</b>	28.6%	\$499,900	<b>\$600,501</b>	20.1%	87	<b>21</b>	-75.9%	1.2	<b>0.3</b>	-78.6%
20180	22	<b>6</b>	-72.7%	7	<b>12</b>	71.4%	\$485,000	<b>\$481,000</b>	-0.8%	57	<b>11</b>	-80.7%	3.6	<b>0.7</b>	-80.1%



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.