

JANUARY
2021

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

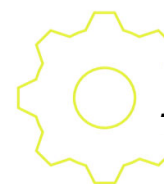
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: January 2021

- Home sales continue to surge in Loudoun County, 7th straight month of market growth.** The Loudoun County housing market had a strong start to 2021. There were 427 sales in January, a 37.3% increase from last year, a gain of 116 sales. Most local markets continue to experience sales growth. Sales in Chantilly (zip code 20152) more than tripled from last year (+236.4%). Sales were also strong in Ashburn (zip code 20147), up 57.1% from last year.
- Pending sales continue to mount, signaling busy months ahead in Loudoun market.** There were 468 pending sales in Loudoun County in January, up 15.8% from last year. Most of the additional pending sales were in Chantilly zip code 20152 (+138.1%), Sterling zip code 20164 (+54.5%), and Ashburn zip code 20148 (+33.3%).
- January median sales price in the County \$54K higher than last year.** At \$549,000, the January median sales price in Loudoun County rose 10.9% from last year. Prices are climbing in most local areas as market activity remains busy. Leesburg (zip code 20176) had the largest median price growth, up \$235,000 from last year to \$650,000. Prices in Ashburn zip code 20147 were relatively flat this month, inching down \$3,000 from a year ago.
- Inventory remains tight in Loudoun County; new listings dropped for the first time since last spring.** There were just 221 active listings in the County at the end of January, down 62.9% from a year ago. New listings declined by 6.3% from January of last year, which is 38 fewer new listings.

February 11, 2021



DAAR Market Dashboard

YoY Chg	Jan-21	Indicator
▲ 37.3%	427	Sales
▲ 15.8%	468	Pending Sales
▼ -6.3%	561	New Listings
▲ 10.2%	\$539,999	Median List Price
▲ 10.9%	\$549,000	Median Sales Price
▲ 8.2%	\$222	Median Price Per Square Foot
▲ 52.8%	\$259.9	Sold Dollar Volume (in millions)
▲ 1.8%	101.1%	Average Sold/Ask Price Ratio
▼ -54.7%	17	Average Days on Market
▼ -62.9%	221	Active Listings
▼ -67.1%	0.3	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
Average 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.

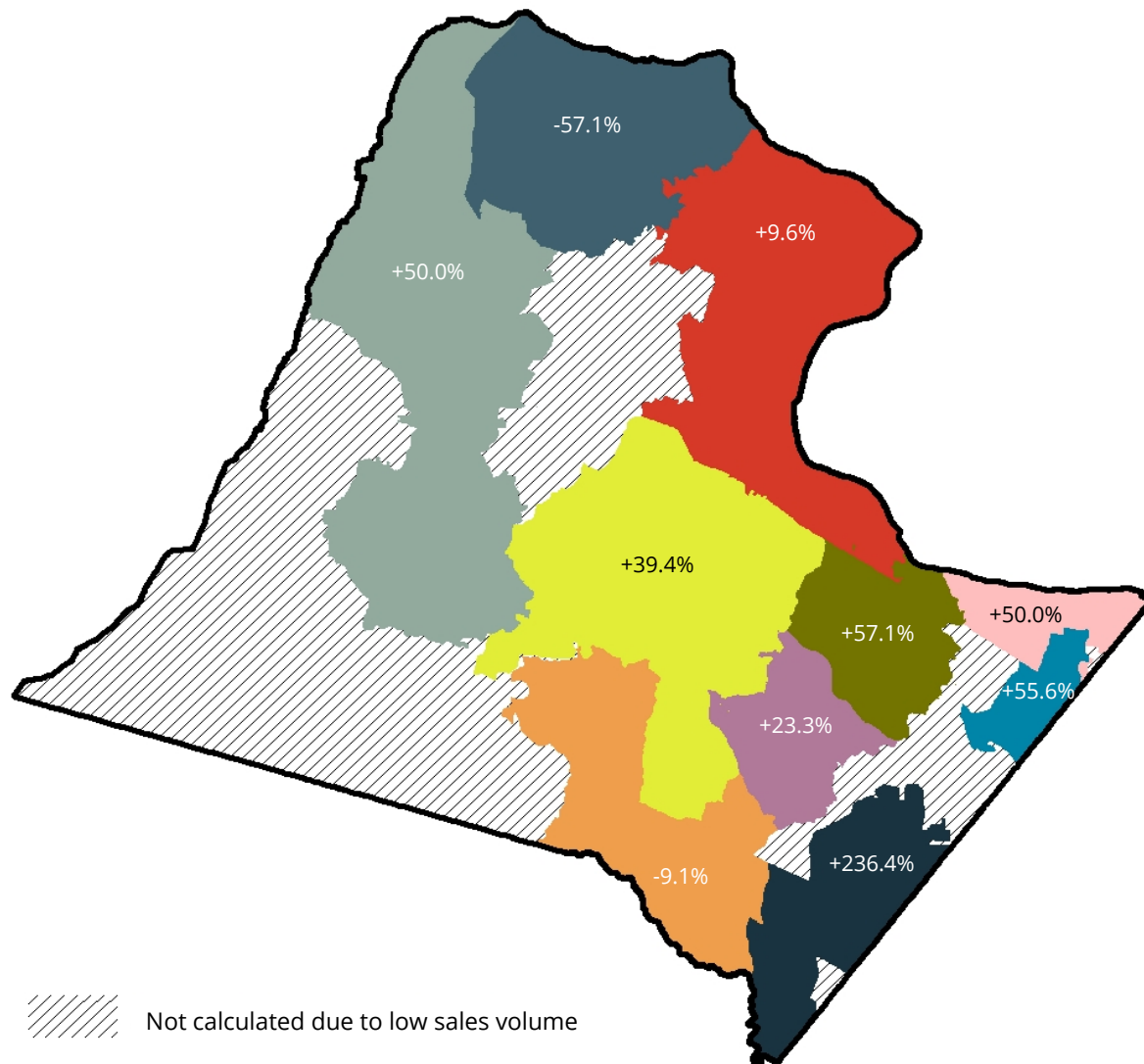
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Jan-20	Jan-21	% Chg
20105 Aldie	33	30	-9.1%
20132 Purcellville	12	18	50.0%
20147 Ashburn	35	55	57.1%
20148 Ashburn	43	53	23.3%
20152 Chantilly	11	37	236.4%
20164 Sterling	27	42	55.6%
20165 Sterling	22	33	50.0%
20175 Leesburg	33	46	39.4%
20176 Leesburg	52	57	9.6%
20180 Lovettsville	14	6	-57.1%

Total Market Overview



Key Metrics	2-year Trends	Jan-20	Jan-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jan-19						
Sales		311	427	37.3%	311	427	37.3%
Pending Sales		404	468	15.8%	404	468	15.8%
New Listings		599	561	-6.3%	599	561	-6.3%
Median List Price		\$489,900	\$539,999	10.2%	\$489,900	\$539,999	10.2%
Median Sales Price		\$495,000	\$549,000	10.9%	\$495,000	\$549,000	10.9%
Median Price Per Square Foot		\$205	\$222	8.2%	\$205	\$222	8.2%
Sold Dollar Volume (in millions)		\$170.1	\$259.9	52.8%	\$170.1	\$259.9	52.8%
Average Sold/Ask Price Ratio		99.3%	101.1%	1.8%	99.3%	101.1%	1.8%
Average Days on Market		37	17	-54.7%	37	17	-54.7%
Active Listings		595	221	-62.9%	n/a	n/a	n/a
Months of Supply		1.0	0.3	-67.1%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends	Jan-20	Jan-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jan-19		Jan-21				
Sales		246	336	36.6%	246	336	36.6%
Pending Sales		328	370	12.8%	328	370	12.8%
New Listings		486	434	-10.7%	486	434	-10.7%
Median List Price		\$549,450	\$604,995	10.1%	\$549,450	\$604,995	10.1%
Median Sales Price		\$548,500	\$620,750	13.2%	\$548,500	\$620,750	13.2%
Median Price Per Square Foot		\$201	\$218	8.2%	\$201	\$218	8.2%
Sold Dollar Volume (in millions)		\$148.0	\$226.6	53.1%	\$148.0	\$226.6	53.1%
Average Sold/Ask Price Ratio		99.3%	101.4%	2.1%	99.3%	101.4%	2.1%
Average Days on Market		39	16	-59.2%	39	16	-59.2%
Active Listings		513	166	-67.6%	n/a	n/a	n/a
Months of Supply		1.1	0.3	-71.2%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



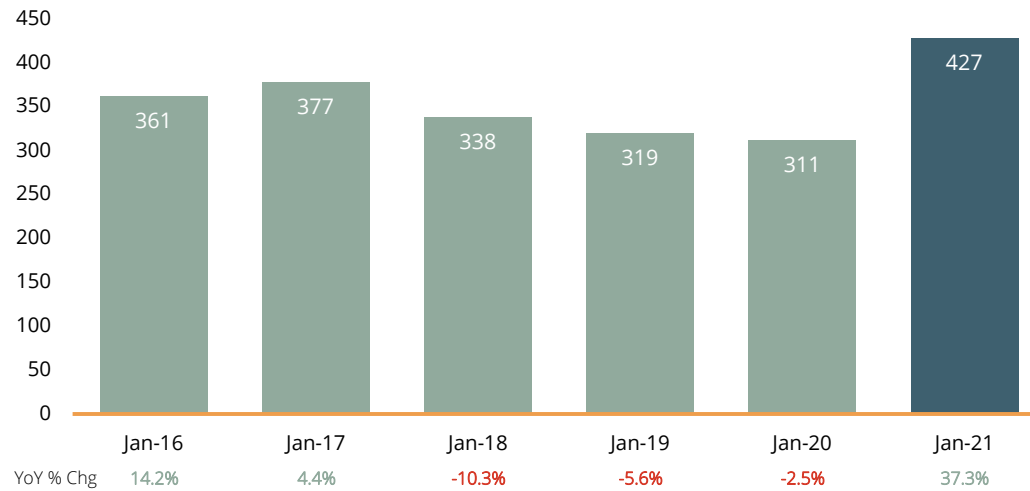
Key Metrics	2-year Trends	Jan-20	Jan-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jan-19		Jan-21				
Sales		65	91	40.0%	65	91	40.0%
Pending Sales		76	98	28.9%	76	98	28.9%
New Listings		113	127	12.4%	113	127	12.4%
Median List Price		\$330,000	\$374,000	13.3%	\$330,000	\$374,000	13.3%
Median Sales Price		\$332,100	\$367,500	10.7%	\$332,100	\$367,500	10.7%
Median Price Per Square Foot		\$226	\$239	5.7%	\$226	\$239	5.7%
Sold Dollar Volume (in millions)		\$22.1	\$33.3	50.8%	\$22.1	\$33.3	50.8%
Average Sold/Ask Price Ratio		99.3%	100.0%	0.7%	99.3%	100.0%	0.7%
Average Days on Market		30	20	-32.9%	30	20	-32.9%
Active Listings		82	55	-32.9%	n/a	n/a	n/a
Months of Supply		0.8	0.5	-41.9%	n/a	n/a	n/a

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

Sales



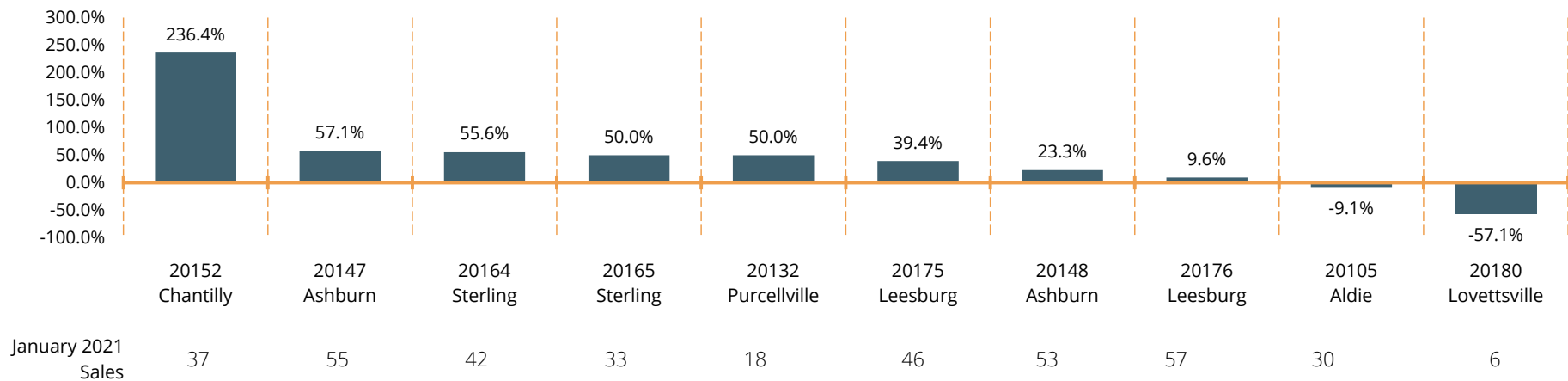
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jan-21	336	36.6%	91	40.0%
12-month Avg	529	9.6%	114	12.3%

Zip Code

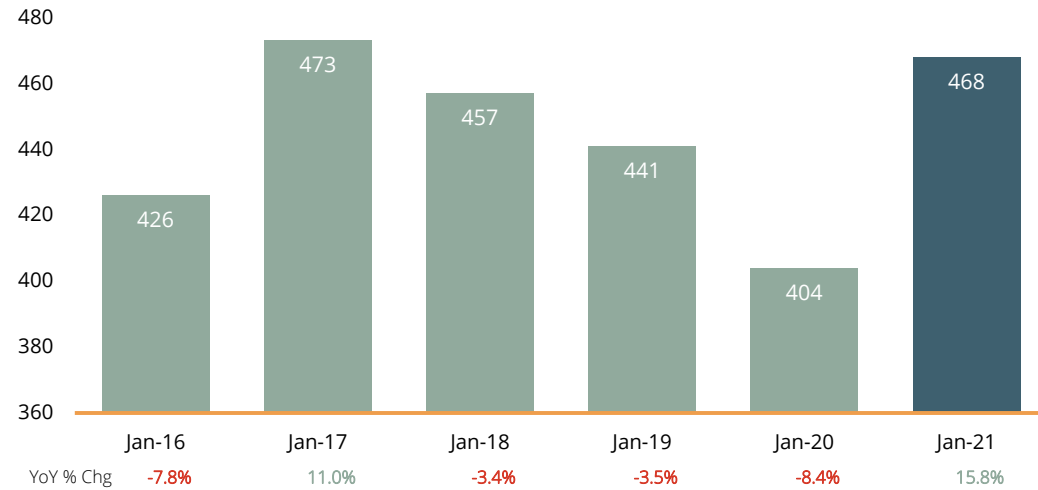
% Change in Sales
Jan-20 to Jan-21



Pending Sales



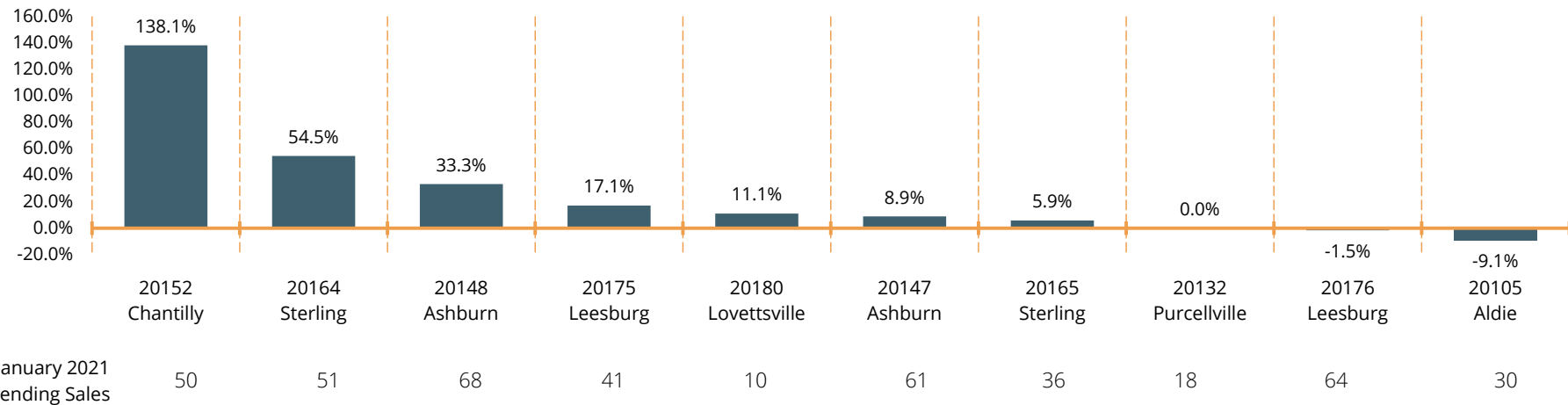
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jan-21	370	12.8%	98	28.9%
12-month Avg	535	12.2%	116	14.0%

Zip Code

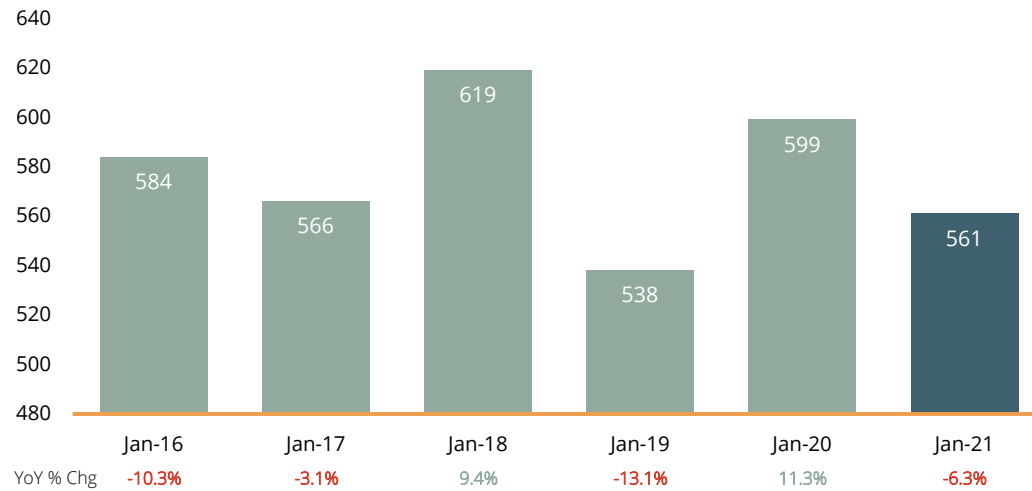
% Change in Pending Sales
Jan-20 to Jan-21



New Listings



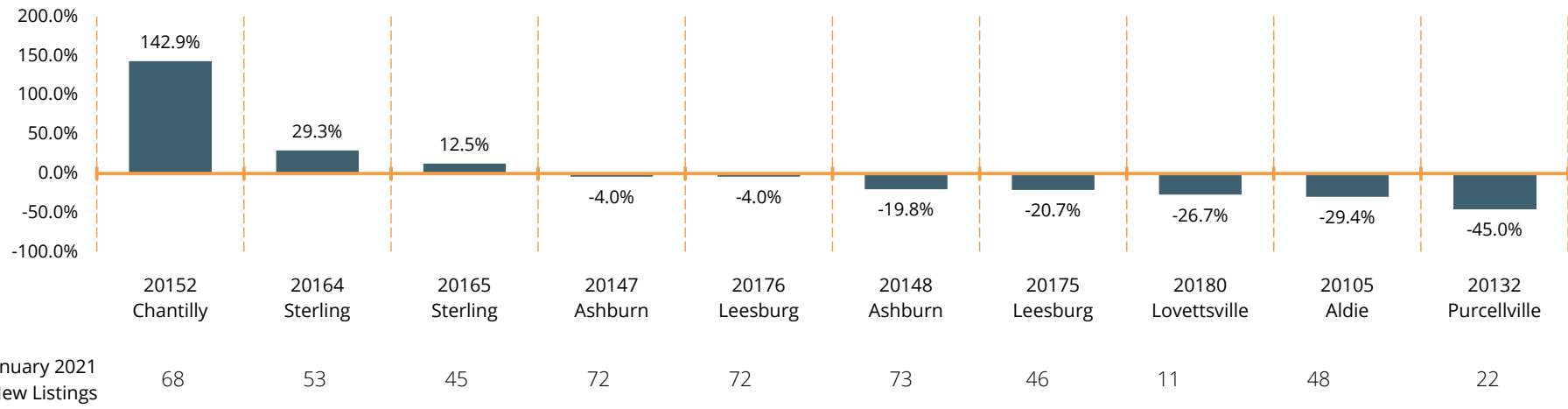
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jan-21	434	-10.7%	127	12.4%
12-month Avg	647	7.4%	145	16.7%

Zip Code

% Change in New Listings
Jan-20 to Jan-21



January 2021
New Listings

68

53

45

72

72

73

46

11

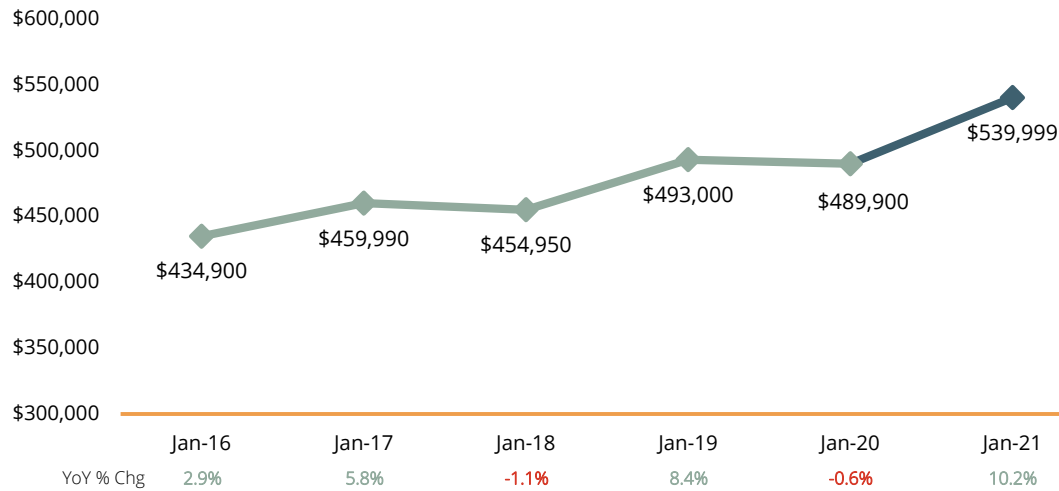
48

22

Median List Price



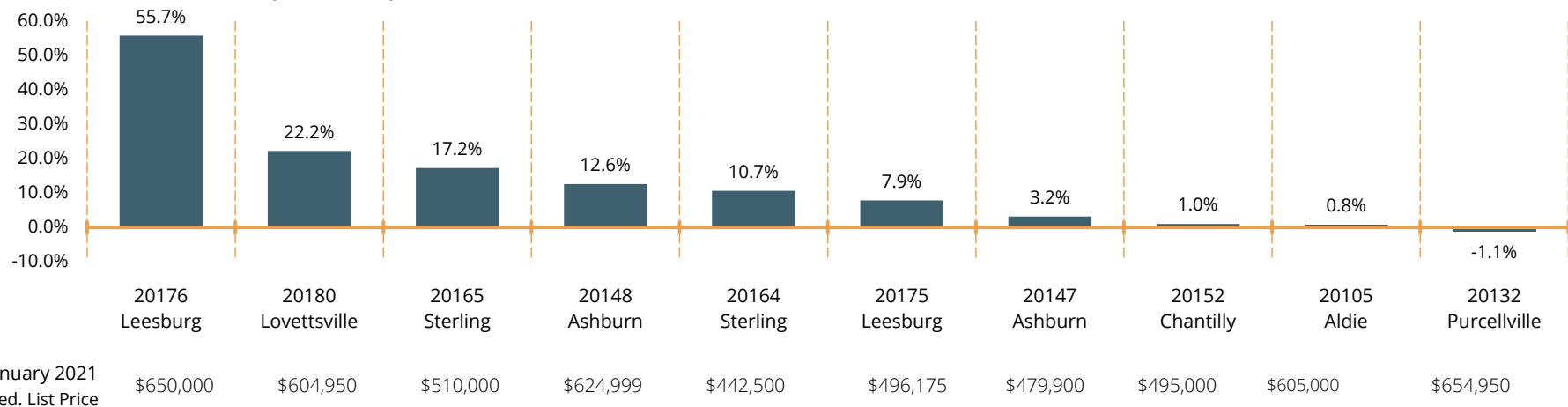
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-21	\$604,995	10.1%	\$374,000	13.3%
12-month Avg	\$591,008	6.7%	\$359,454	7.1%

Zip Code

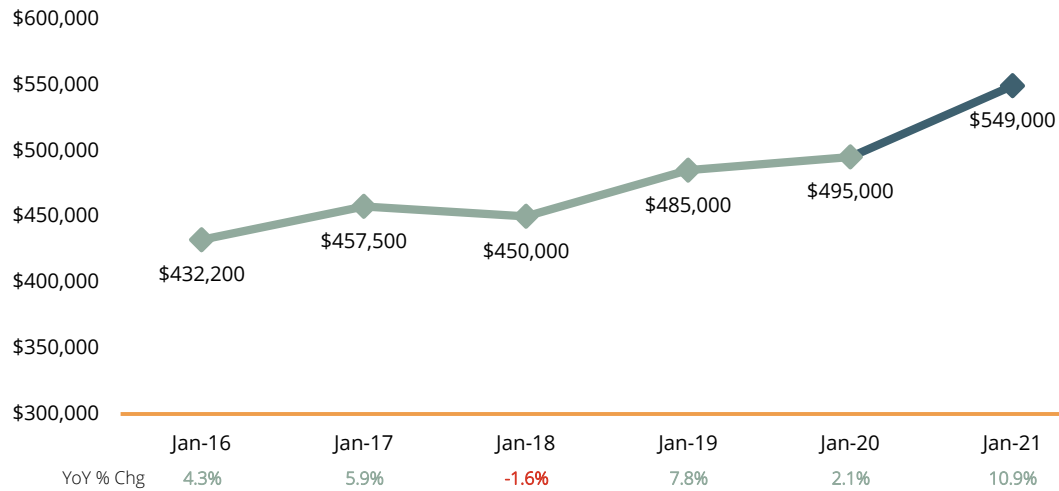
% Change in Median List Price
Jan-20 to Jan-21



Median Sales Price



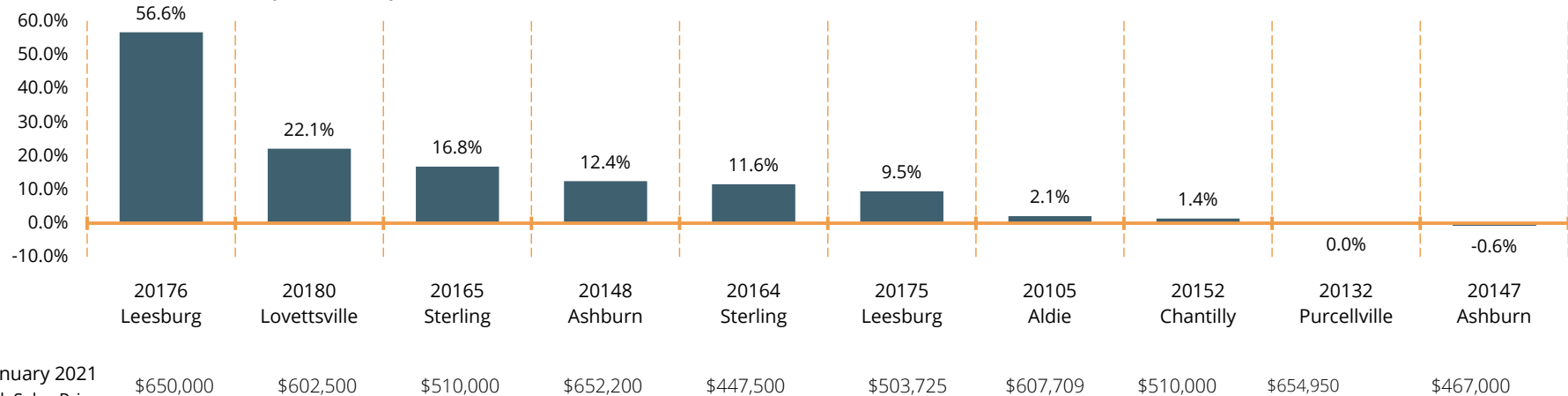
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jan-21	\$620,750	13.2%	\$367,500	10.7%
12-month Avg	\$594,880	7.7%	\$355,982	6.6%

Zip Code

% Change in Median Sales Price
Jan-20 to Jan-21



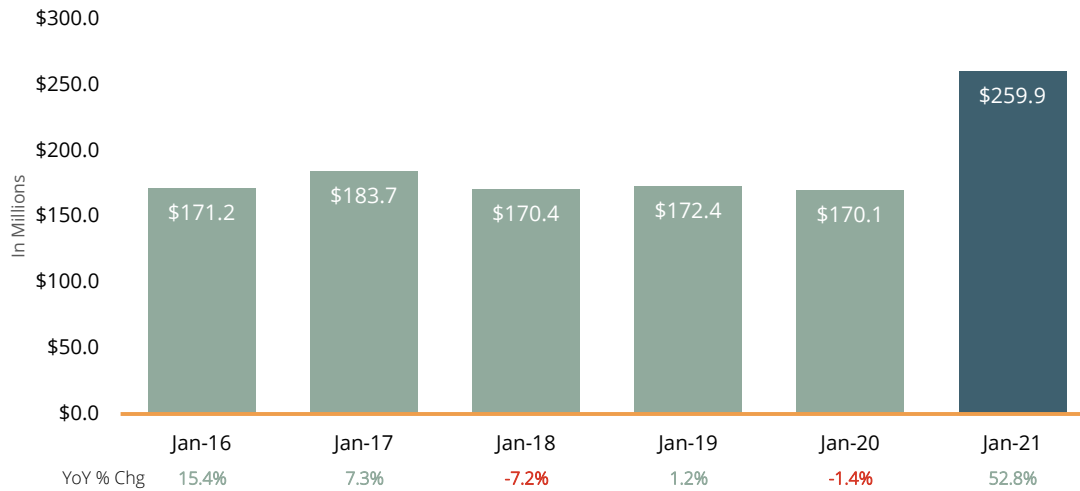
January 2021
Med. Sales Price

\$650,000 \$602,500 \$510,000 \$652,200 \$447,500 \$503,725 \$607,709 \$510,000 \$654,950 \$467,000

Sold Dollar Volume (in millions)



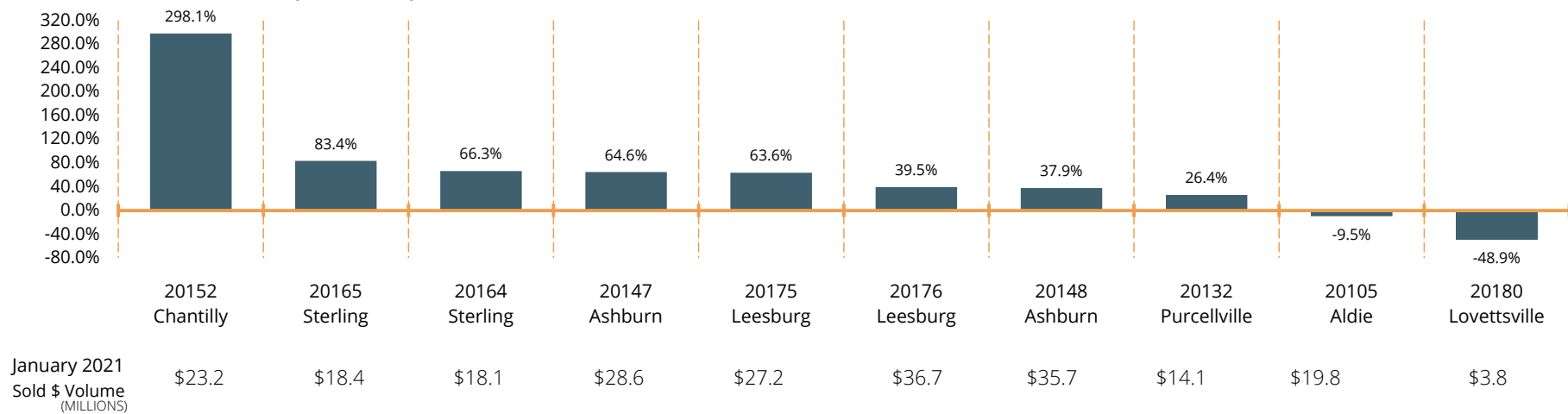
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-21	\$226.6	53.1%	\$33.3	50.8%
12-month Avg	\$343.2	20.2%	\$40.9	21.4%

Zip Code

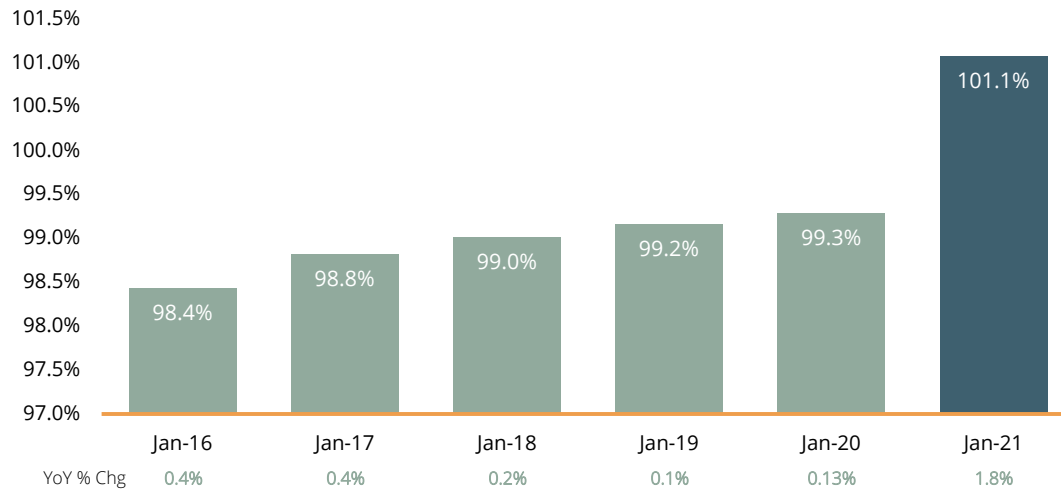
% Change in Sold Dollar Volume
Jan-20 to Jan-21



Average Sold to Ask Price Ratio



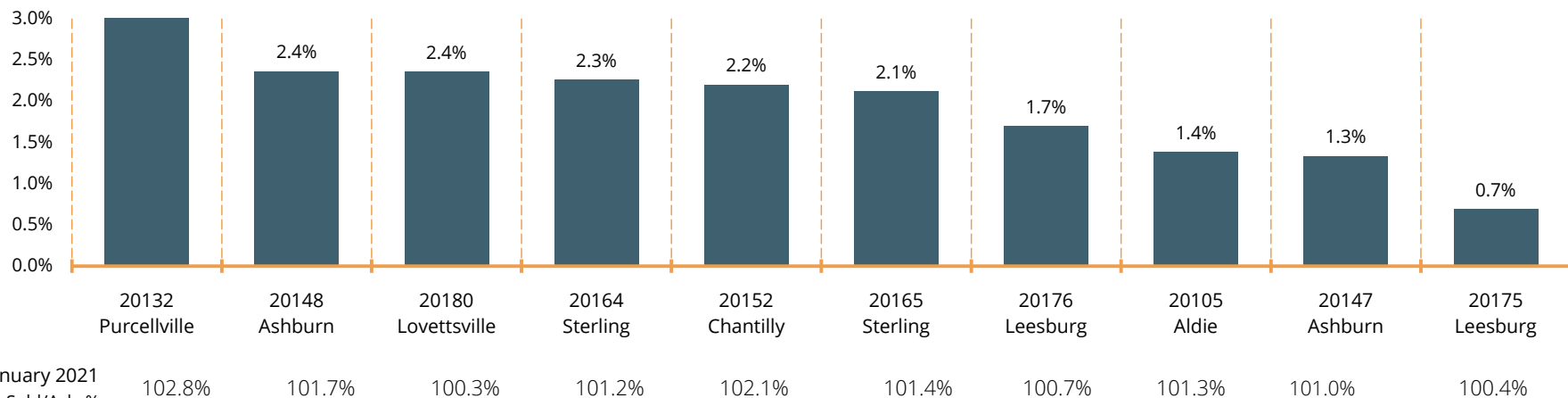
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jan-21	101.4%	2.1%	100.0%	0.7%
12-month Avg	100.5%	1.0%	100.0%	0.5%

Zip Code

% Change in Average Sold to Ask Price Ratio
Jan-20 to Jan-21



January 2021
Avg Sold/Ask %

102.8%

101.7%

100.3%

101.2%

102.1%

101.4%

100.7%

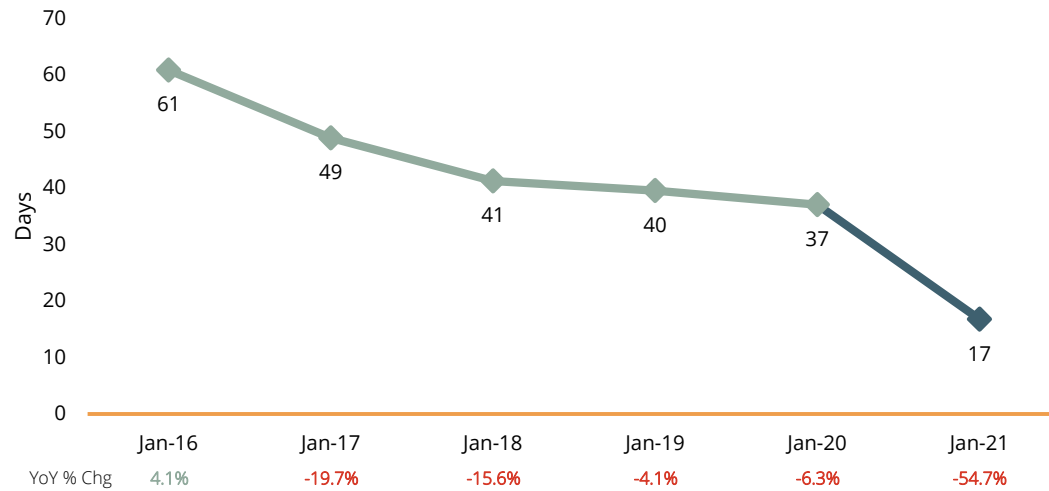
101.3%

101.0%

100.4%

Average Days on Market

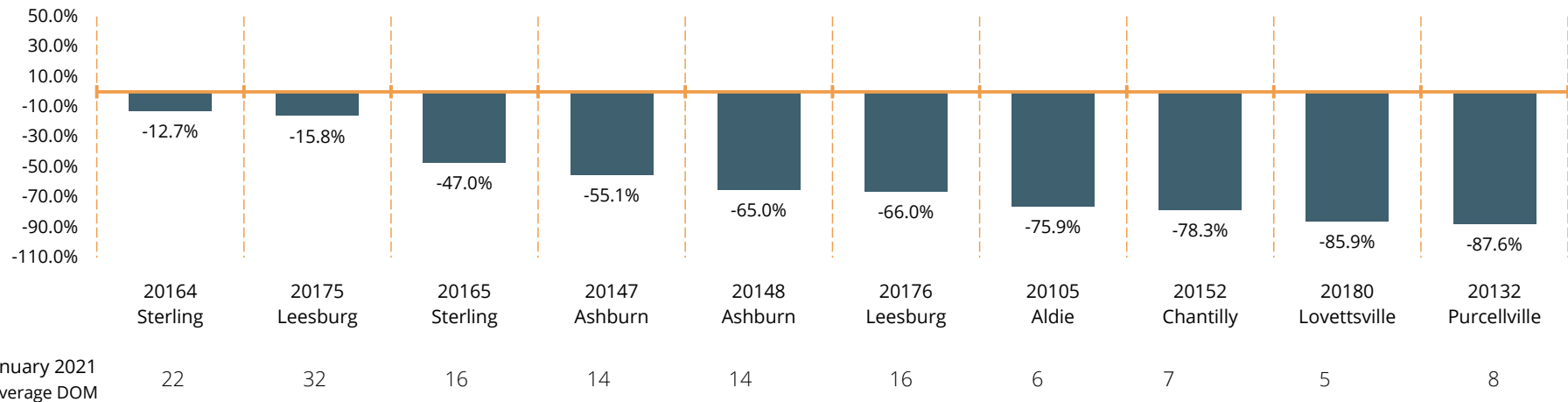
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jan-21	16	-59.2%	20	-32.9%
12-month Avg	18	-35.8%	21	-9.6%

Zip Code

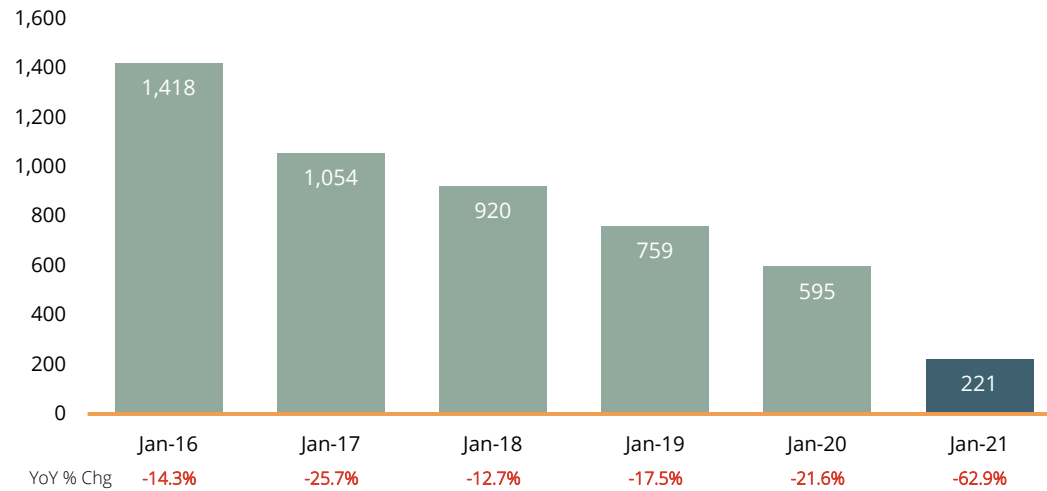
% Change in Average Days on Market
Jan-20 to Jan-21



Active Listings



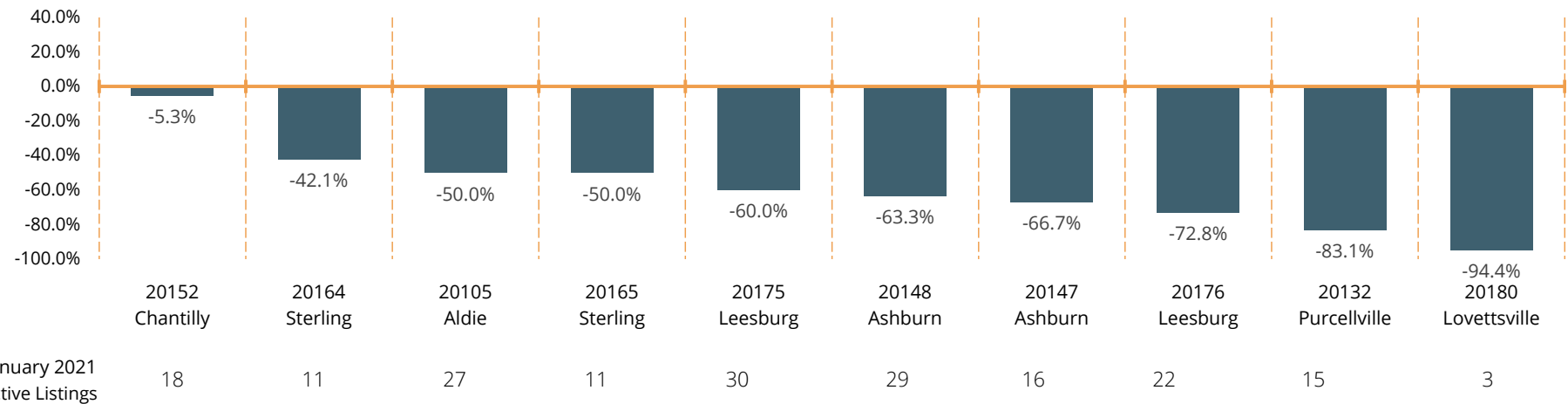
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jan-21	166	-67.6%	55	-32.9%
12-month Avg	427	-48.7%	89	-28.8%

Zip Code

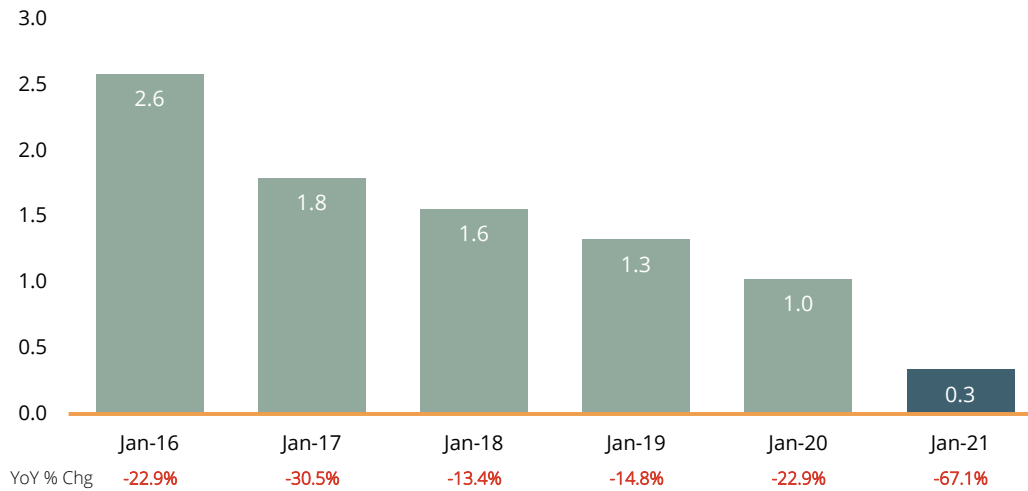
% Change in Active Listings
Jan-20 to Jan-21



Months Supply



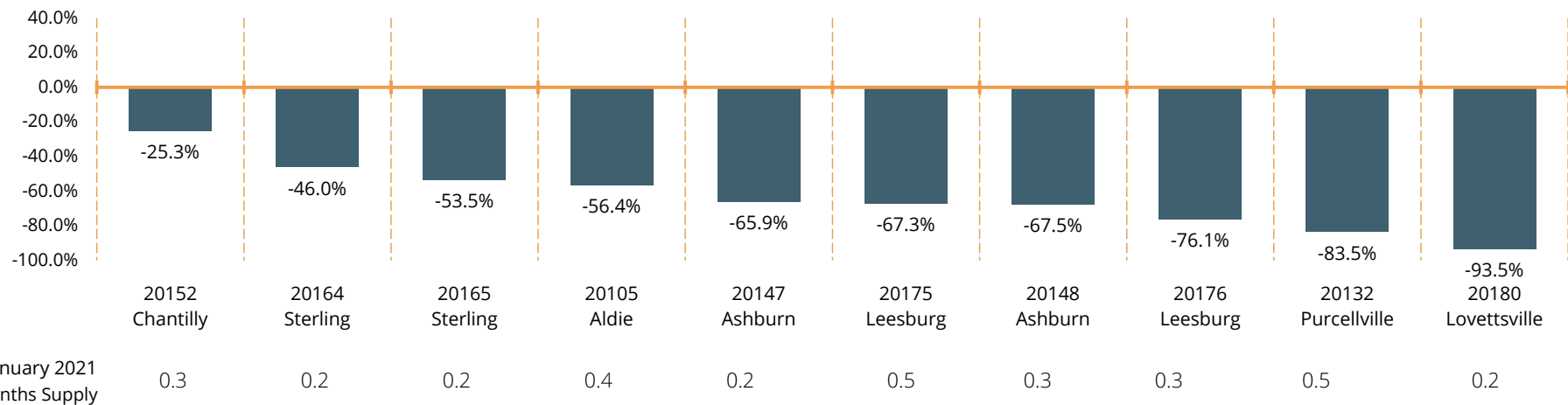
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
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%
Jan-21	0.3	-71.2%	0.5	-41.9%
12-month Avg	0.9	-49.5%	0.8	-34.7%

Zip Code

% Change in Months of Supply
Jan-20 to Jan-21



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-20	Jan-21	% chg	Jan-20	Jan-21	% chg	Jan-20	Jan-21	% chg	Jan-20	Jan-21	% chg	Jan-20	Jan-21	% chg
Loudoun County	599	561	-6.3%	311	427	37.3%	\$495,000	\$549,000	10.9%	595	221	-62.9%	1.0	0.3	-67.1%
20105	68	48	-29.4%	33	30	-9.1%	\$595,000	\$607,709	2.1%	54	27	-50.0%	0.9	0.4	-56.4%
20132	40	22	-45.0%	12	18	50.0%	\$655,000	\$654,950	0.0%	89	15	-83.1%	2.8	0.5	-83.5%
20147	75	72	-4.0%	35	55	57.1%	\$470,000	\$467,000	-0.6%	48	16	-66.7%	0.5	0.2	-65.9%
20148	91	73	-19.8%	43	53	23.3%	\$580,000	\$652,200	12.4%	79	29	-63.3%	0.9	0.3	-67.5%
20152	28	68	142.9%	11	37	236.4%	\$503,000	\$510,000	1.4%	19	18	-5.3%	0.4	0.3	-25.3%
20164	41	53	29.3%	27	42	55.6%	\$401,000	\$447,500	11.6%	19	11	-42.1%	0.4	0.2	-46.0%
20165	40	45	12.5%	22	33	50.0%	\$436,800	\$510,000	16.8%	22	11	-50.0%	0.5	0.2	-53.5%
20175	58	46	-20.7%	33	46	39.4%	\$460,000	\$503,725	9.5%	75	30	-60.0%	1.5	0.5	-67.3%
20176	75	72	-4.0%	52	57	9.6%	\$415,000	\$650,000	56.6%	81	22	-72.8%	1.1	0.3	-76.1%
20180	15	11	-26.7%	14	6	-57.1%	\$493,500	\$602,500	22.1%	54	3	-94.4%	3.1	0.2	-93.5%



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.