

FEBRUARY
2021

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

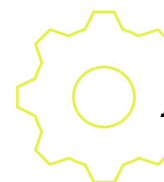
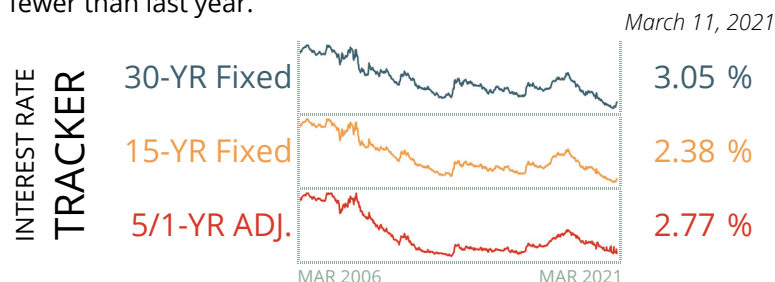
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: February 2021

- Market activity continues to outpace last year by double-digit rates in most local areas.** There were 444 sales in Loudoun County overall in February, which is 100 more sales than last year, representing a 29.1% surge. Sales in Chantilly (zip code 20152) more than quadrupled from last February (+380.0%), and sales in Ashburn (zip code 20147) more than doubled (+132.3%).
- Dip in pending sales activity for the first time in nine months.** There were 531 pending sales in Loudoun County in February, 14 fewer than last year, a 2.6% decline. This is the first drop in pending sales since last May. The largest declines occurred in Purcellville (zip code 20132), which had 34.9% fewer pending sales, and Leesburg (zip code 20176), where pending sales were down 20.0% from a year ago. Several local markets had more pending sales than last year; the strongest growth was in Leesburg (zip code 20175), up 33.3% from a year ago.
- A \$90K jump in median sales price, largest price gain for the County in more than five years.** Prices are soaring in the Loudoun County housing market. The February median sales price in the County was \$585,000, which is an 18.2% spike from last year. Most local markets experienced very sharp price growth this month. The strongest growth occurred in Sterling (zip code 20165), which had a 30.0% increase in the median sales price.
- Inventory levels continue to plummet; new listings down for second straight month.** There were only 237 active listings in the County at the end of February, a 61.4% reduction from last year. There were 623 new listings this month, 11.3% fewer than last year.



DAAR Market Dashboard

YoY Chg	Feb-21	Indicator
▲ 29.1%	444	Sales
▼ -2.6%	531	Pending Sales
▼ -11.3%	623	New Listings
▲ 10.7%	\$552,500	Median List Price
▲ 18.2%	\$585,000	Median Sales Price
▲ 8.7%	\$227	Median Price Per Square Foot
▲ 51.3%	\$283.8	Sold Dollar Volume (in millions)
▲ 2.9%	102.4%	Average Sold/Ask Price Ratio
▼ -49.9%	14	Average Days on Market
▼ -61.4%	237	Active Listings
▼ -66.2%	0.4	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.

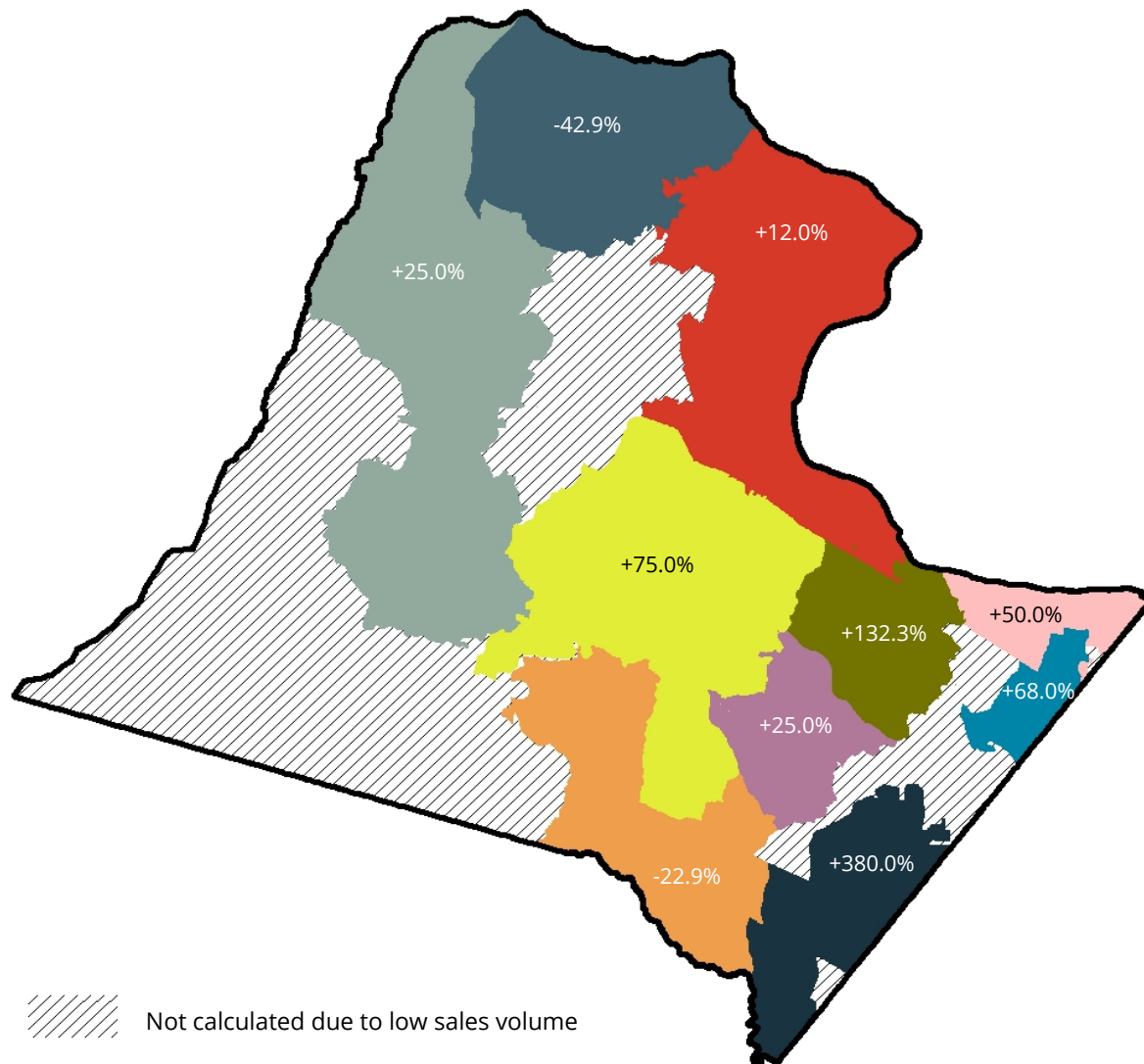
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends	Feb-20	Feb-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Feb-19						
Sales		344	444	29.1%	655	871	33.0%
Pending Sales		545	531	-2.6%	949	999	5.3%
New Listings		702	623	-11.3%	1,301	1,184	-9.0%
Median List Price		\$498,900	\$552,500	10.7%	\$499,900	\$550,000	10.0%
Median Sales Price		\$495,000	\$585,000	18.2%	\$500,000	\$566,000	13.2%
Median Price Per Square Foot		\$208	\$227	8.7%	\$207	\$225	9.0%
Sold Dollar Volume (in millions)		\$187.7	\$283.8	51.3%	\$357.7	\$543.7	52.0%
Average Sold/Ask Price Ratio		99.6%	102.4%	2.9%	99.5%	101.8%	2.2%
Average Days on Market		28	14	-49.9%	32	15	-51.9%
Active Listings		614	237	-61.4%	n/a	n/a	n/a
Months of Supply		1.1	0.4	-66.2%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends	Feb-20	Feb-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Feb-19		Feb-21				
Sales		280	356	27.1%	526	692	31.6%
Pending Sales		445	426	-4.3%	773	796	3.0%
New Listings		578	513	-11.2%	1,064	947	-11.0%
Median List Price		\$547,558	\$622,400	13.7%	\$554,990	\$615,592	10.9%
Median Sales Price		\$551,500	\$641,800	16.4%	\$562,795	\$633,127	12.5%
Median Price Per Square Foot		\$203	\$223	9.9%	\$202	\$221	9.6%
Sold Dollar Volume (in millions)		\$167.8	\$250.2	49.1%	\$315.7	\$476.8	51.0%
Average Sold/Ask Price Ratio		99.6%	102.8%	3.2%	99.6%	102.1%	2.5%
Average Days on Market		30	14	-53.1%	33	15	-55.4%
Active Listings		526	191	-63.7%	n/a	n/a	n/a
Months of Supply		1.1	0.3	-68.0%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



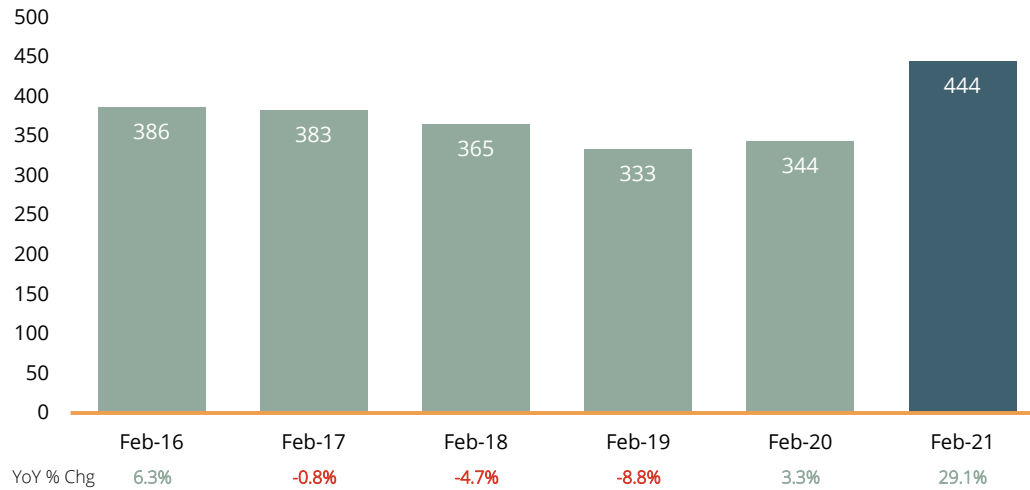
Key Metrics	Feb-19	2-year Trends	Feb-20	Feb-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales			64	88	37.5%	129	179	38.8%
Pending Sales			100	105	5.0%	176	203	15.3%
New Listings			124	110	-11.3%	237	237	0.0%
Median List Price			\$319,900	\$367,500	14.9%	\$332,500	\$370,000	11.3%
Median Sales Price			\$310,888	\$372,500	19.8%	\$330,500	\$374,000	13.2%
Median Price Per Square Foot			\$227	\$243	7.0%	\$227	\$241	6.1%
Sold Dollar Volume (in millions)			\$19.9	\$33.6	69.0%	\$42.0	\$66.9	59.4%
Average Sold/Ask Price Ratio			99.7%	101.1%	1.4%	99.4%	100.5%	1.1%
Average Days on Market			21	15	-29.3%	26	17	-33.8%
Active Listings			88	46	-47.7%	n/a	n/a	n/a
Months of Supply			0.9	0.4	-55.4%	n/a	n/a	n/a

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

Sales



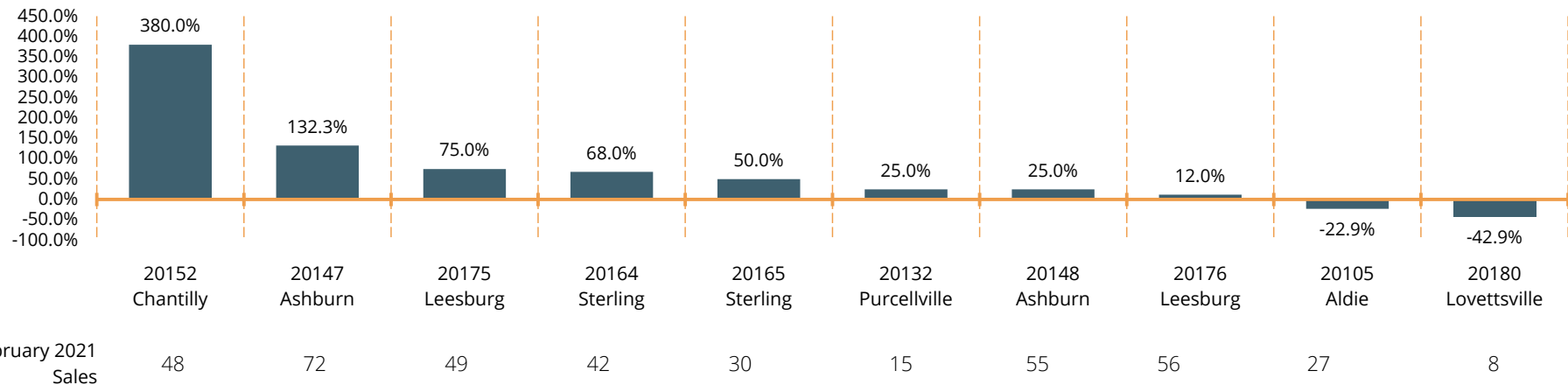
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Feb-21	356	27.1%	88	37.5%
12-month Avg	536	10.9%	116	13.6%

Zip Code

% Change in Sales
Feb-20 to Feb-21



February 2021
Sales

48

72

49

42

30

15

55

56

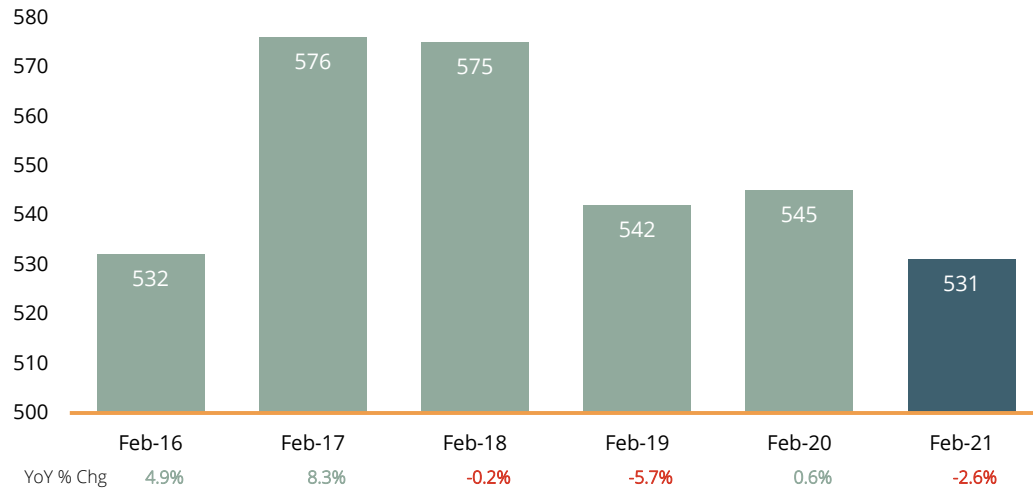
27

8

Pending Sales



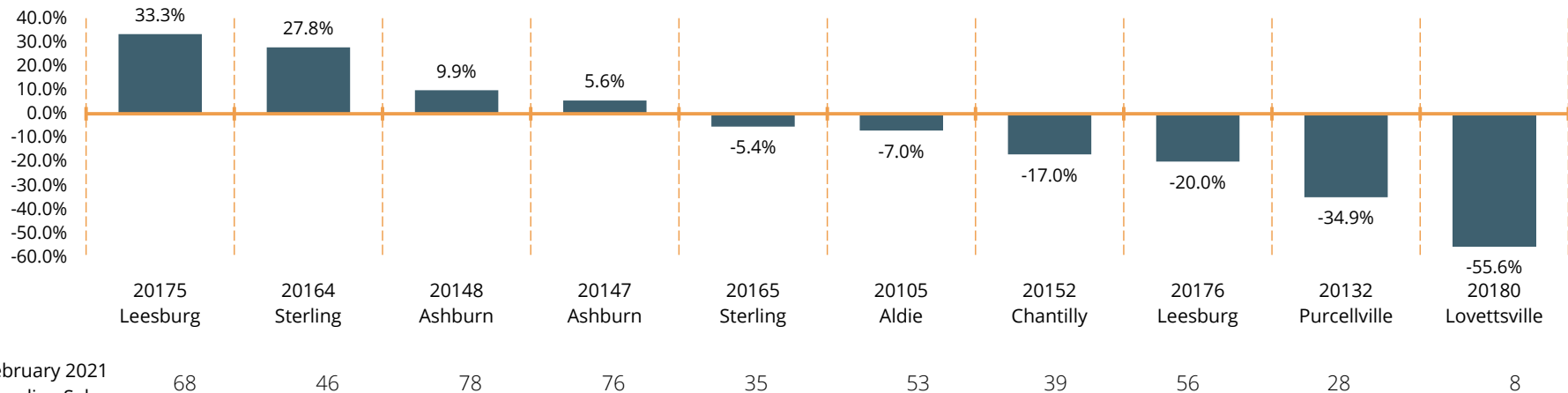
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Feb-21	426	-4.3%	105	5.0%
12-month Avg	533	12.0%	117	13.9%

Zip Code

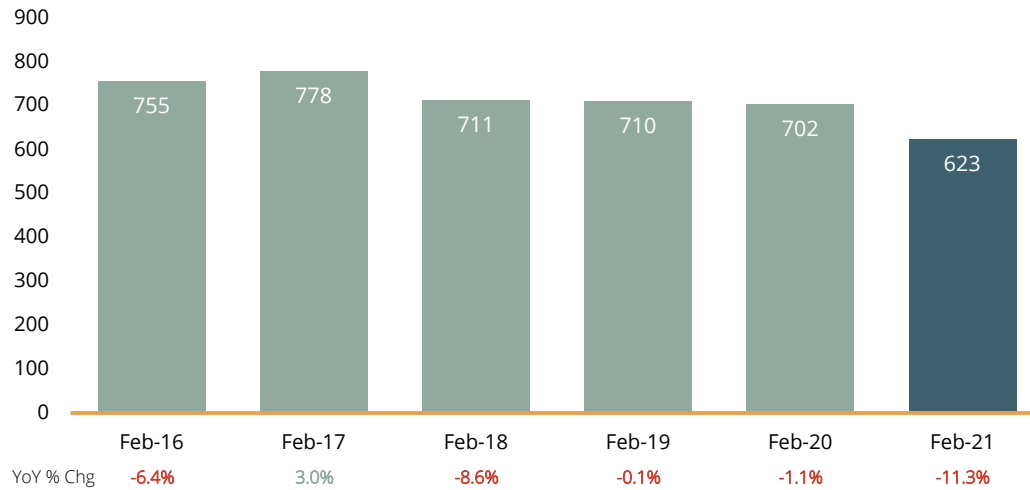
% Change in Pending Sales
Feb-20 to Feb-21



New Listings



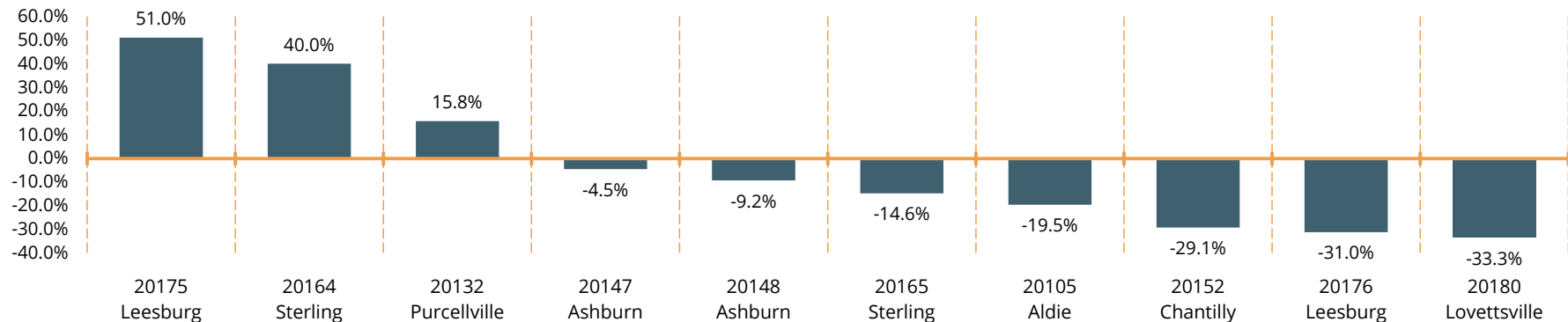
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Feb-21	513	-11.2%	110	-11.3%
12-month Avg	641	6.7%	143	15.5%

Zip Code

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



February 2021
New Listings

74

56

44

85

99

35

62

39

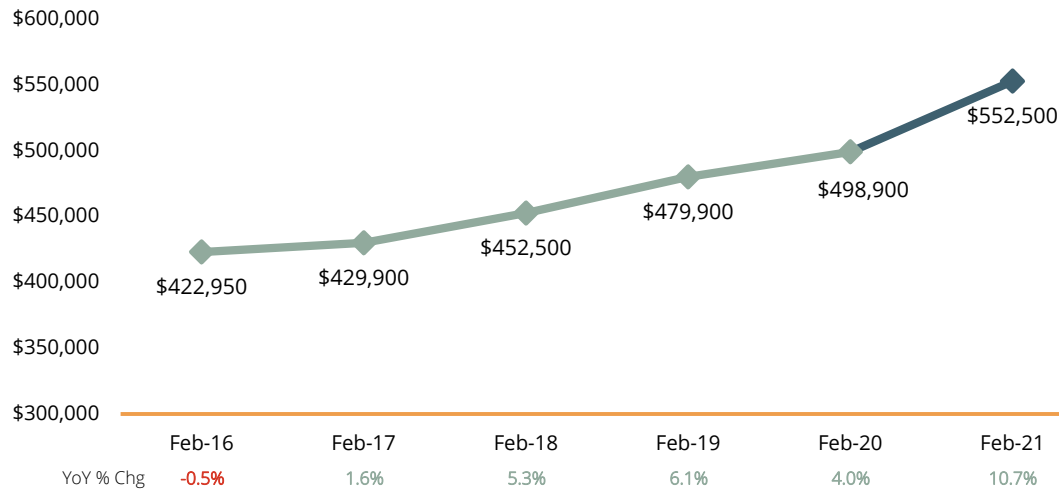
60

14

Median List Price



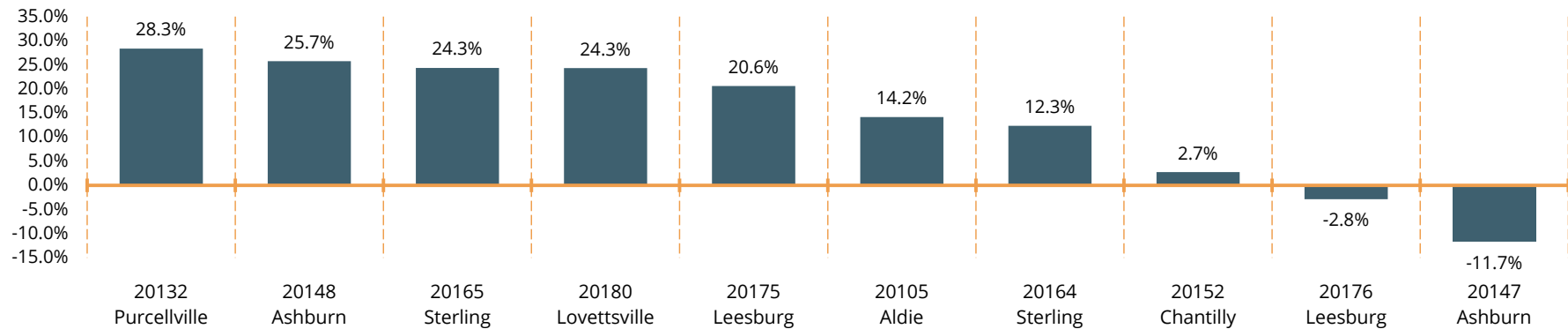
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-21	\$622,400	13.7%	\$367,500	14.9%
12-month Avg	\$597,245	7.7%	\$363,420	8.4%

Zip Code

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



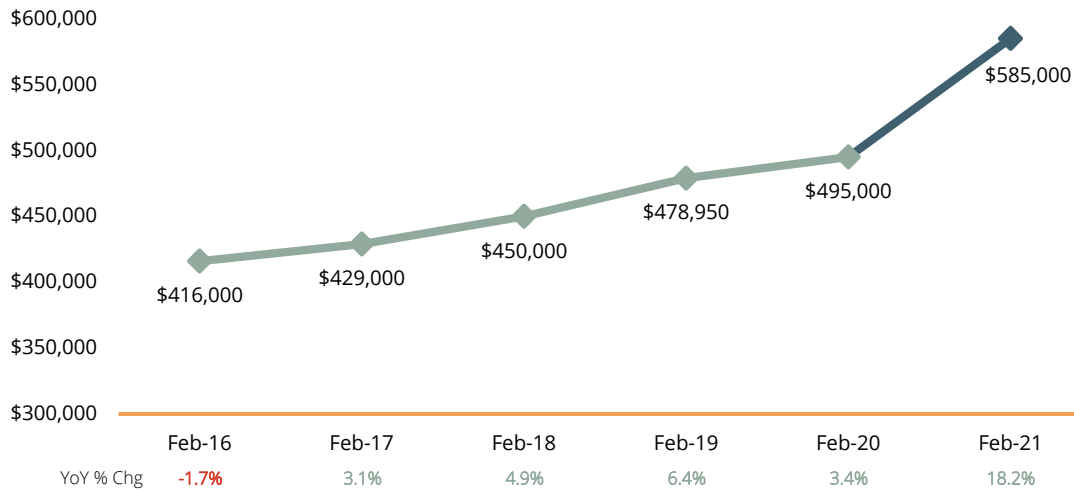
February 2021
Med. List Price

\$625,000	\$659,990	\$534,500	\$549,950	\$615,000	\$724,900	\$432,500	\$604,995	\$519,495	\$520,000
-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------

Median Sales Price



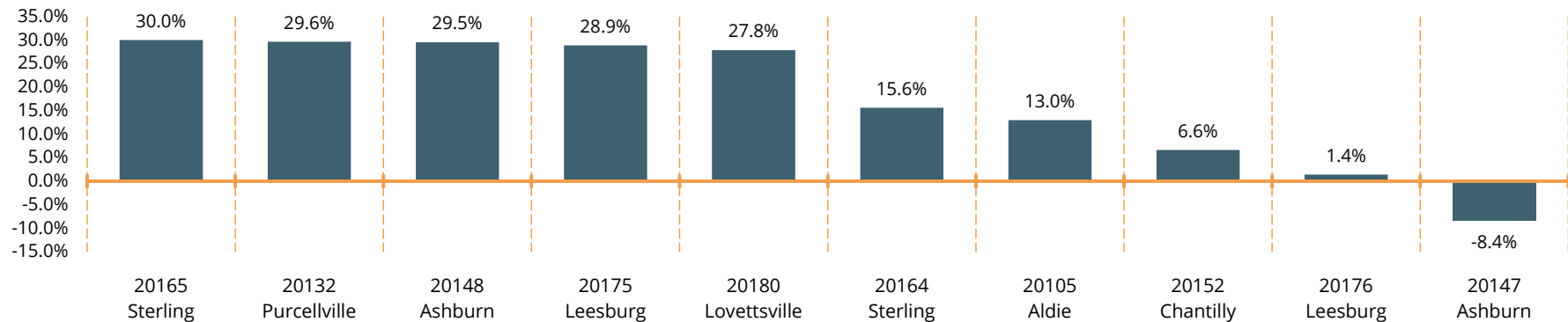
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-21	\$641,800	16.4%	\$372,500	19.8%
12-month Avg	\$602,405	8.9%	\$361,116	8.5%

Zip Code

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



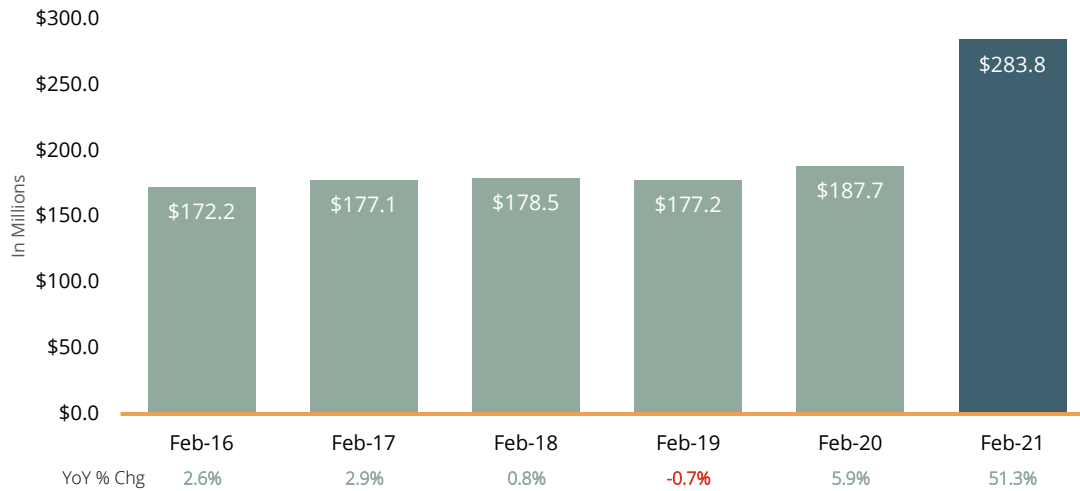
February 2021
Med. Sales Price

20165 Sterling	\$559,000	20132 Purcellville	\$615,000	20148 Ashburn	\$680,000	20175 Leesburg	\$625,000	20180 Lovettsville	\$562,500	20164 Sterling	\$448,000	20105 Aldie	\$725,900	20152 Chantilly	\$614,240	20176 Leesburg	\$542,500	20147 Ashburn	\$535,750
----------------	-----------	--------------------	-----------	---------------	-----------	----------------	-----------	--------------------	-----------	----------------	-----------	-------------	-----------	-----------------	-----------	----------------	-----------	---------------	-----------

Sold Dollar Volume (in millions)



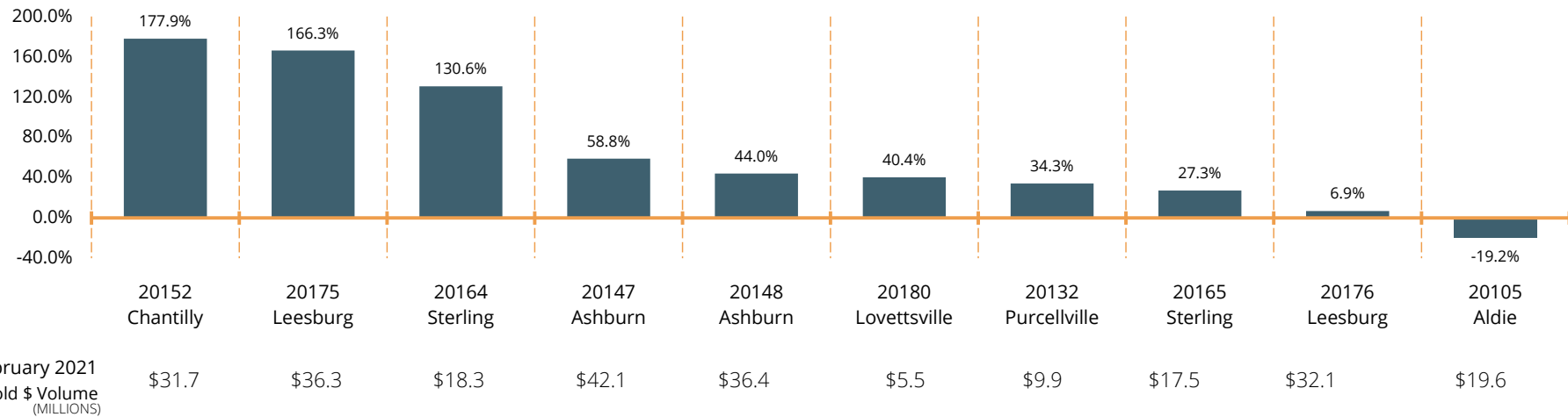
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-21	\$250.2	49.1%	\$33.6	69.0%
12-month Avg	\$350.1	22.3%	\$42.0	24.1%

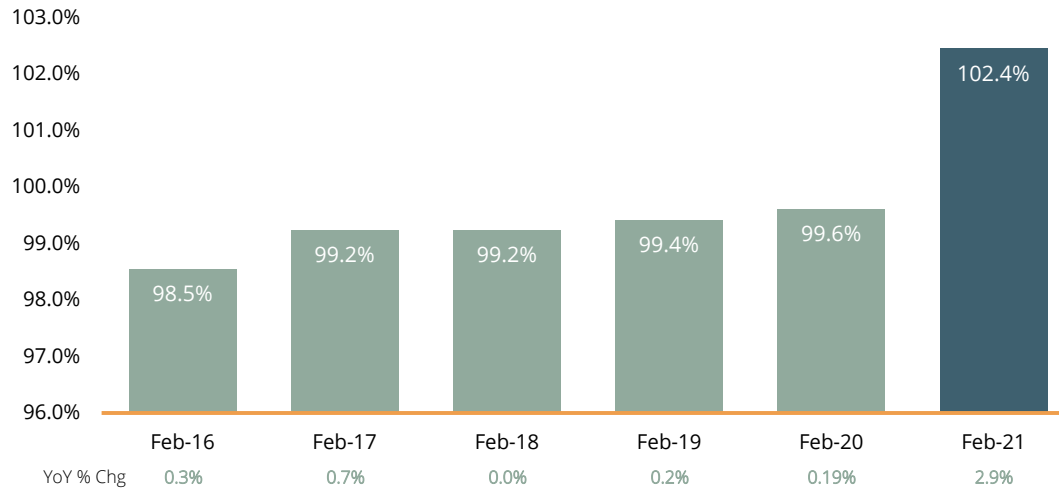
Zip Code

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



Average Sold to Ask Price Ratio

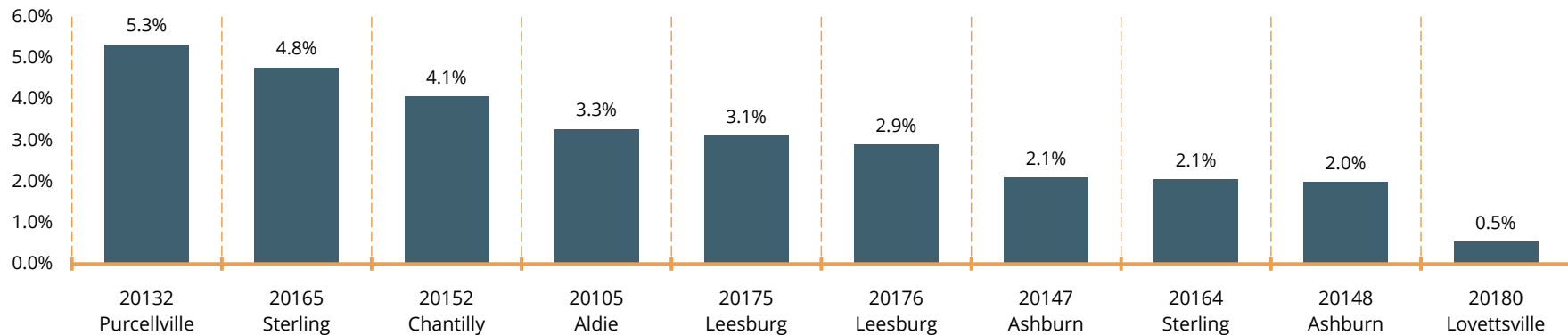
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Feb-21	102.8%	3.2%	101.1%	1.4%
12-month Avg	100.8%	1.2%	100.1%	0.6%

Zip Code

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



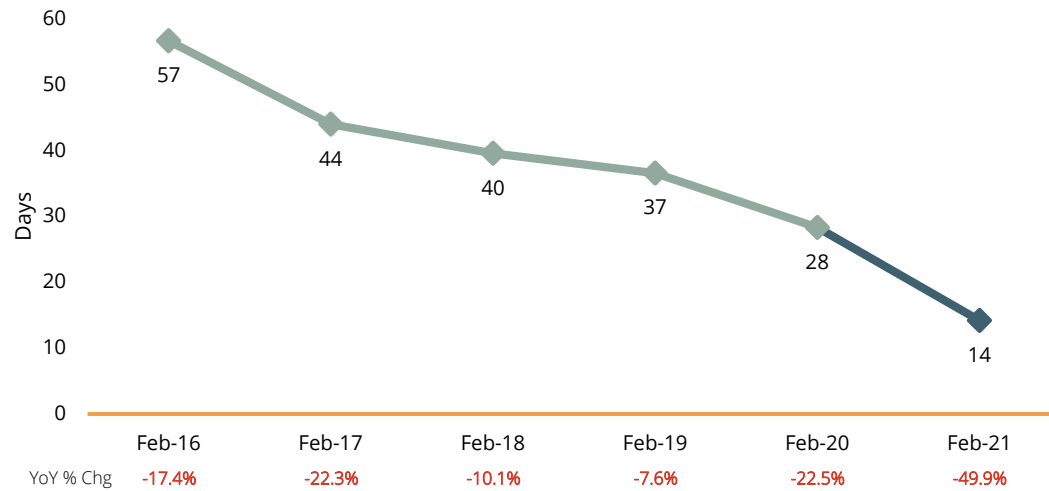
February 2021
Avg Sold/Ask %

103.6% 105.1% 104.0% 102.8% 102.4% 101.8% 102.0% 101.8% 102.4% 99.2%

Average Days on Market



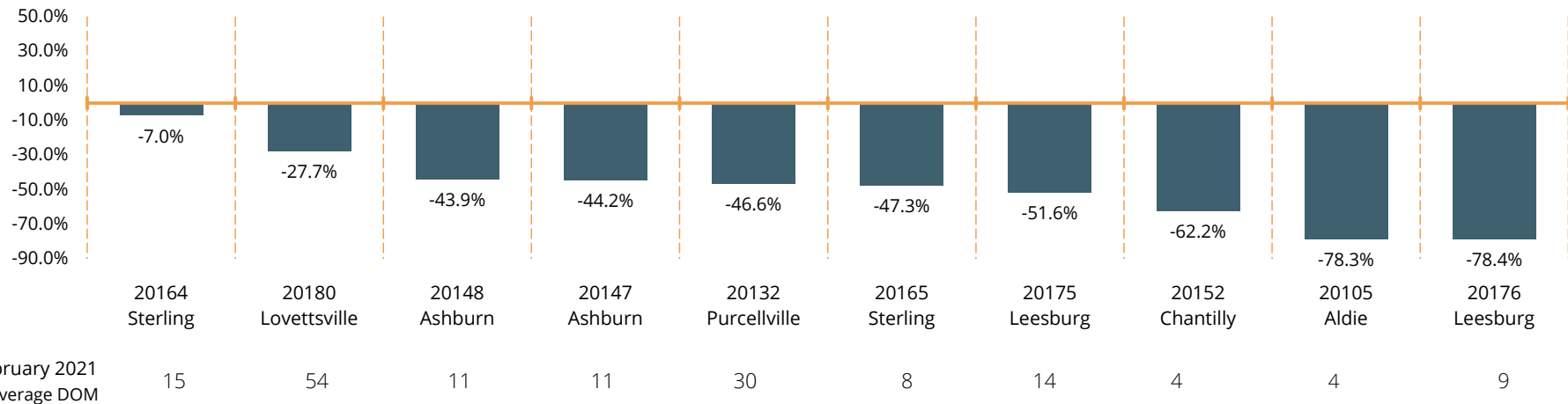
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Feb-21	14	-53.1%	15	-29.3%
12-month Avg	17	-38.9%	20	-10.5%

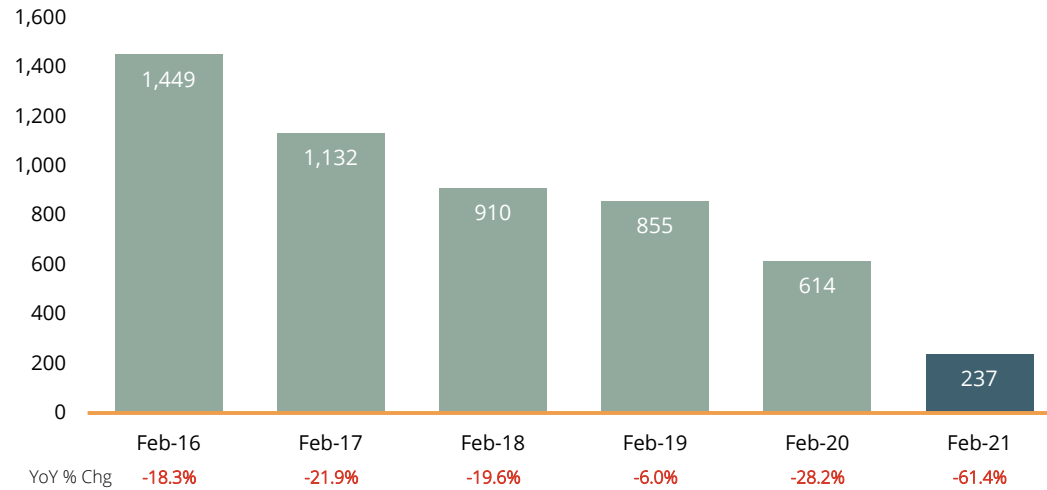
Zip Code

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



Active Listings

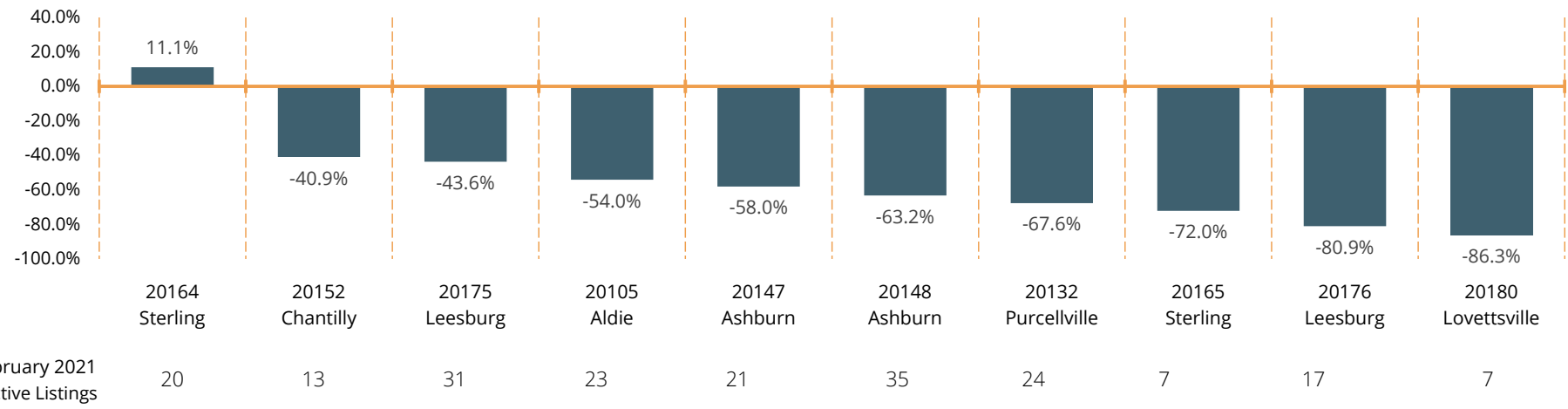
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Feb-21	191	-63.7%	46	-47.7%
12-month Avg	399	-51.1%	86	-29.8%

Zip Code

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



February 2021
Active Listings

20

13

31

23

21

35

24

7

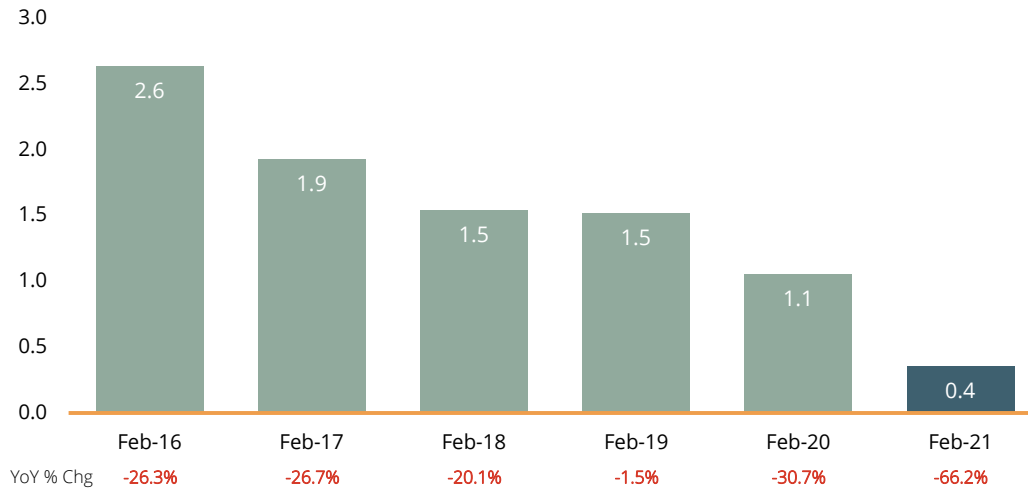
17

7

Months Supply



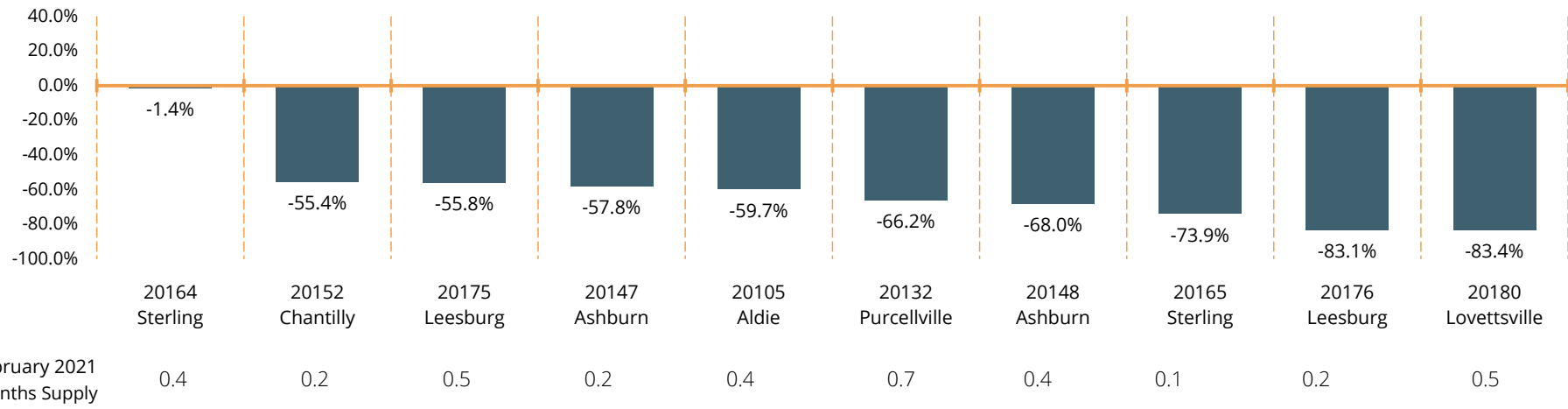
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Feb-21	0.3	-68.0%	0.4	-55.4%
12-month Avg	0.8	-52.0%	0.8	-36.0%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Feb-20	Feb-21	% chg	Feb-20	Feb-21	% chg	Feb-20	Feb-21	% chg	Feb-20	Feb-21	% chg	Feb-20	Feb-21	% chg
Loudoun County	702	623	-11.3%	344	444	29.1%	\$495,000	\$585,000	18.2%	614	237	-61.4%	1.1	0.4	-66.2%
20105	77	62	-19.5%	35	27	-22.9%	\$642,500	\$725,900	13.0%	50	23	-54.0%	0.9	0.4	-59.7%
20132	38	44	15.8%	12	15	25.0%	\$474,468	\$615,000	29.6%	74	24	-67.6%	2.2	0.7	-66.2%
20147	89	85	-4.5%	31	72	132.3%	\$585,000	\$535,750	-8.4%	50	21	-58.0%	0.6	0.2	-57.8%
20148	109	99	-9.2%	44	55	25.0%	\$525,000	\$680,000	29.5%	95	35	-63.2%	1.1	0.4	-68.0%
20152	55	39	-29.1%	10	48	380.0%	\$576,061	\$614,240	6.6%	22	13	-40.9%	0.5	0.2	-55.4%
20164	40	56	40.0%	25	42	68.0%	\$387,500	\$448,000	15.6%	18	20	11.1%	0.4	0.4	-1.4%
20165	41	35	-14.6%	20	30	50.0%	\$430,000	\$559,000	30.0%	25	7	-72.0%	0.5	0.1	-73.9%
20175	49	74	51.0%	28	49	75.0%	\$485,000	\$625,000	28.9%	55	31	-43.6%	1.1	0.5	-55.8%
20176	87	60	-31.0%	50	56	12.0%	\$535,000	\$542,500	1.4%	89	17	-80.9%	1.2	0.2	-83.1%
20180	21	14	-33.3%	14	8	-42.9%	\$440,000	\$562,500	27.8%	51	7	-86.3%	2.8	0.5	-83.4%



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.

All inquiries regarding this report may be directed to:

Robin Spensieri
Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

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.