

MARCH
2021

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

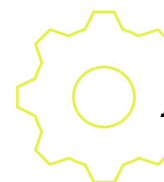
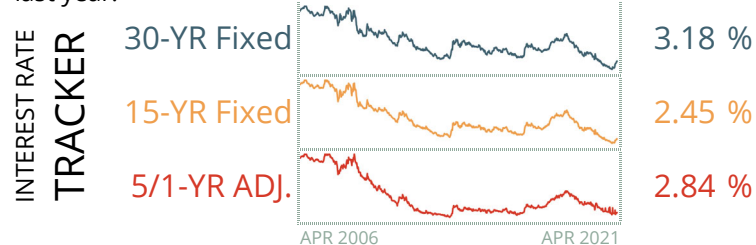
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: March 2021

- Sales growth continued in Loudoun County for the ninth straight month, though the pace of growth moderated.** There were 619 home sales in Loudoun County in March, 52 more than a year ago, representing a 9.2% increase. Sales activity expanded in most local markets, but it was not as big of a surge as it has been for much of the past several months. Leesburg (zip code 20175) and Aldie (zip code 20105) had the largest increase in sales activity, with 26.9% and 26.7% more sales, respectively, from a year ago. Ashburn (zip code 20148) also had a strong month with 18.3% more sales than last March. Sales in Purcellville (zip code 20132) declined 15.9% from last year.
- Pending sales are back on the rise after slowing down last month.** After declining in February, pending sales in the Loudoun County housing market jumped back up in March. There were 869 pending sales in the County this month, 187 more than a year ago, which is a 27.4% increase. Most of the pending sales activity this month occurred in the Ashburn area; zip code 20147 had 57.8% more pending sales and zip code 20148 had 44.9% more pending sales than last year. Lovettsville (zip code 20180) was the only local area to have a drop in pending sales this month (-15.0%).
- Sales prices are rising sharply in many local areas.** At \$576,000, the March median sales price in Loudoun County was nearly \$42,000 higher than it was a year ago, representing a 7.8% gain. Ashburn (zip code 20147) and Leesburg (zip code 20176) saw the largest median sales price gains this month, jumping up 20.8% and 15.5%, respectively, compared to last year.
- Supply in the County's housing market remains tight, new listings continue to decline.** There were just 235 active listings for sale in the County at the end of March, a 66.9% reduction from last year. New listings were down 4.4% compared to March of last year.



DAAR Market Dashboard

YoY Chg	Mar-21	Indicator
▲ 9.2%	619	Sales
▲ 27.4%	869	Pending Sales
▼ -4.4%	987	New Listings
▲ 5.4%	\$558,500	Median List Price
▲ 7.8%	\$576,000	Median Sales Price
▲ 16.4%	\$234	Median Price Per Square Foot
▲ 19.6%	\$400.1	Sold Dollar Volume (in millions)
▲ 2.6%	103.2%	Average Sold/Ask Price Ratio
▼ -47.9%	12	Average Days on Market
▼ -66.9%	235	Active Listings
▼ -71.2%	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.

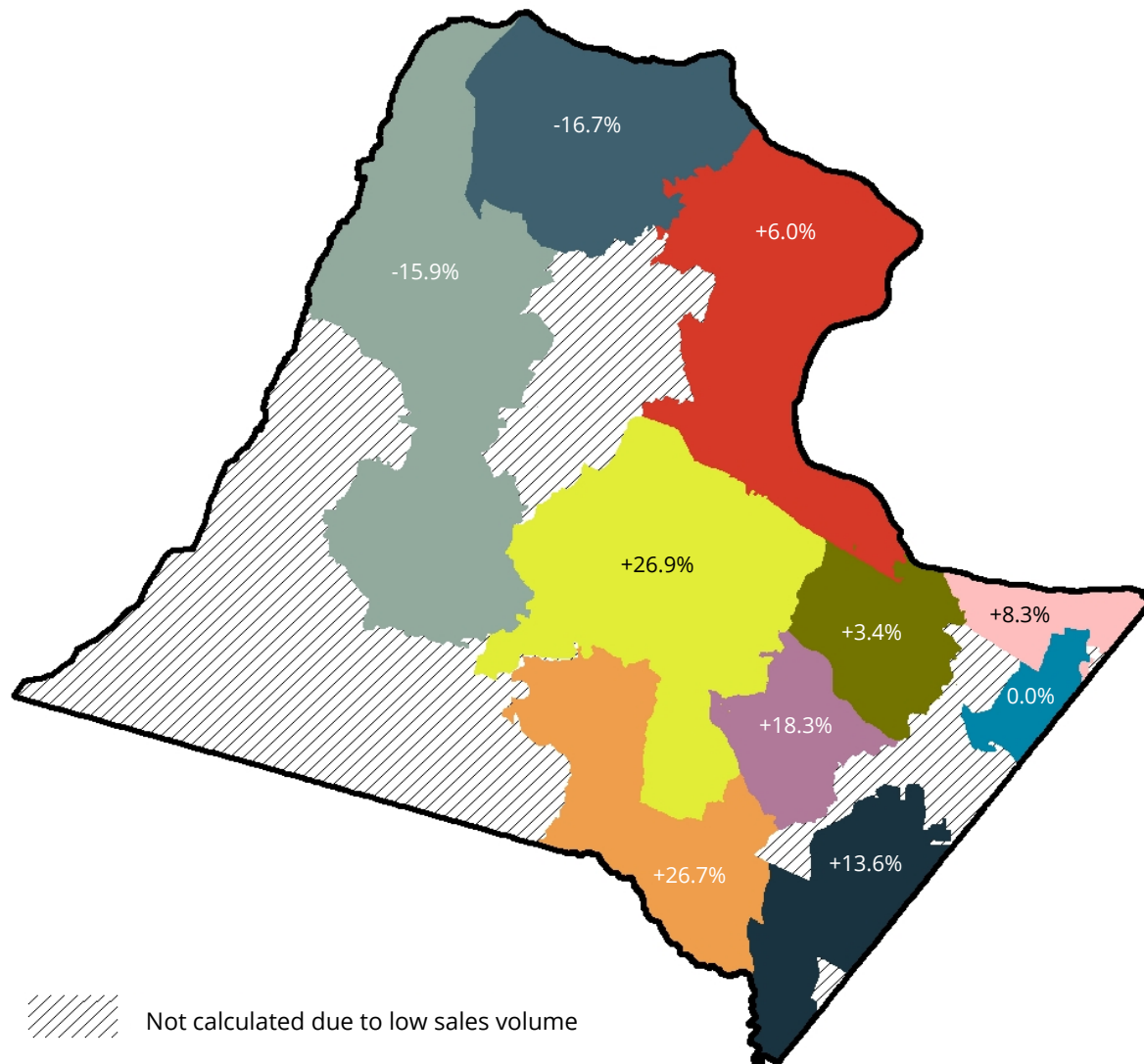
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends	Mar-20	Mar-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Mar-19		Mar-21				
Sales		567	619	9.2%	1,222	1,490	21.9%
Pending Sales		682	869	27.4%	1,631	1,868	14.5%
New Listings		1,032	987	-4.4%	2,333	2,171	-6.9%
Median List Price		\$529,990	\$558,500	5.4%	\$519,158	\$550,000	5.9%
Median Sales Price		\$534,150	\$576,000	7.8%	\$519,158	\$575,000	10.8%
Median Price Per Square Foot		\$201	\$234	16.4%	\$204	\$228	12.0%
Sold Dollar Volume (in millions)		\$334.5	\$400.1	19.6%	\$692.2	\$943.8	36.3%
Average Sold/Ask Price Ratio		100.6%	103.2%	2.6%	100.1%	102.4%	2.3%
Average Days on Market		22	12	-47.9%	27	14	-49.4%
Active Listings		711	235	-66.9%	n/a	n/a	n/a
Months of Supply		1.2	0.4	-71.2%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed April 14, 2021

Single-Family Market Overview



Key Metrics	2-year Trends		Mar-20	Mar-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Mar-19	Mar-21						
Sales			473	497	5.1%	999	1,189	19.0%
Pending Sales			577	699	21.1%	1,350	1,495	10.7%
New Listings			886	786	-11.3%	1,950	1,733	-11.1%
Median List Price			\$580,000	\$627,500	8.2%	\$575,000	\$620,000	7.8%
Median Sales Price			\$580,000	\$650,000	12.1%	\$576,061	\$635,000	10.2%
Median Price Per Square Foot			\$197	\$229	16.2%	\$200	\$225	12.3%
Sold Dollar Volume (in millions)			\$299.3	\$354.0	18.3%	\$615.1	\$830.8	35.1%
Average Sold/Ask Price Ratio			100.6%	103.5%	3.0%	100.1%	102.7%	2.6%
Average Days on Market			22	11	-48.1%	28	13	-51.7%
Active Listings			608	177	-70.9%	n/a	n/a	n/a
Months of Supply			1.3	0.3	-74.4%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed April 14, 2021

Townhome & Condo Market Overview



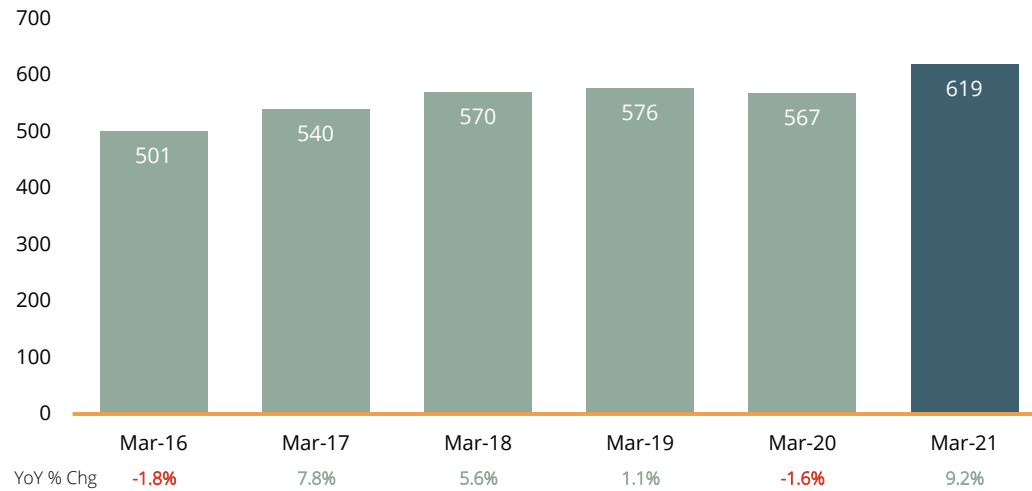
Key Metrics	2-year Trends	Mar-20	Mar-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Mar-19		Mar-21				
Sales		94	122	29.8%	223	301	35.0%
Pending Sales		105	170	61.9%	281	373	32.7%
New Listings		146	201	37.7%	383	438	14.4%
Median List Price		\$382,450	\$362,500	-5.2%	\$349,900	\$369,330	5.6%
Median Sales Price		\$377,498	\$367,165	-2.7%	\$349,900	\$370,000	5.7%
Median Price Per Square Foot		\$230	\$244	6.2%	\$228	\$243	6.6%
Sold Dollar Volume (in millions)		\$35.2	\$46.0	30.9%	\$77.1	\$112.9	46.4%
Average Sold/Ask Price Ratio		100.5%	101.7%	1.2%	99.9%	101.0%	1.1%
Average Days on Market		24	12	-47.8%	25	15	-39.1%
Active Listings		103	58	-43.7%	n/a	n/a	n/a
Months of Supply		1.0	0.5	-52.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed April 14, 2021

Sales



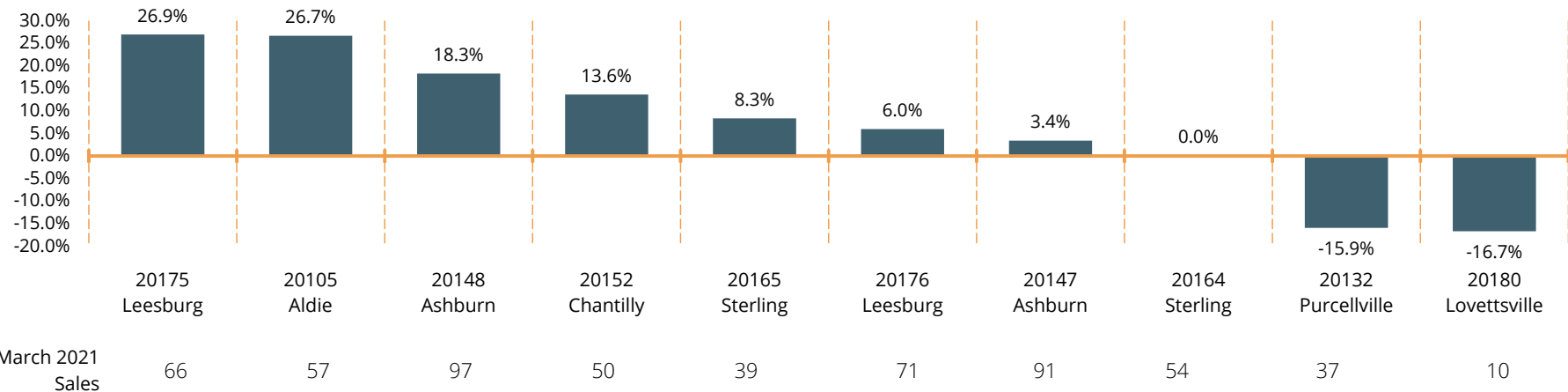
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Mar-21	497	5.1%	122	29.8%
12-month Avg	538	11.5%	118	15.6%

Zip Code

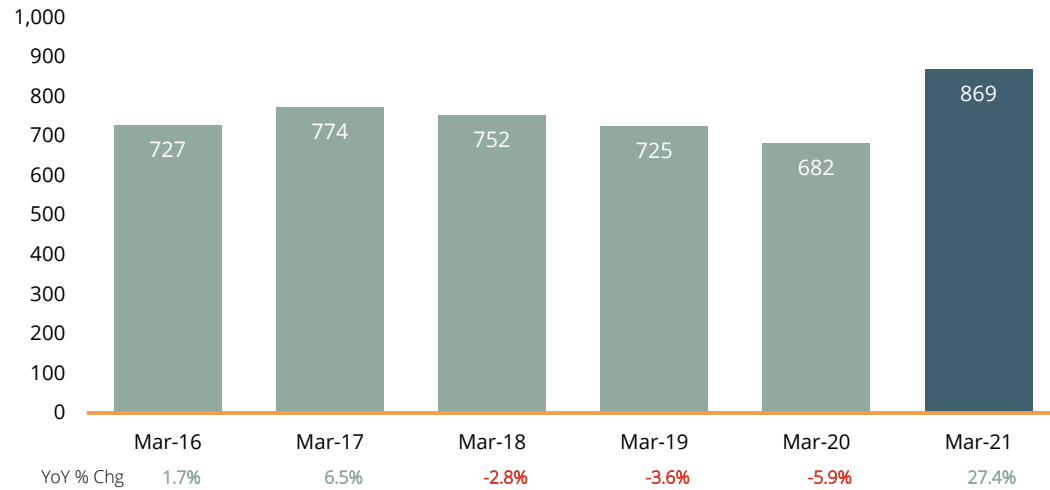
% Change in Sales
Mar-20 to Mar-21



Pending Sales



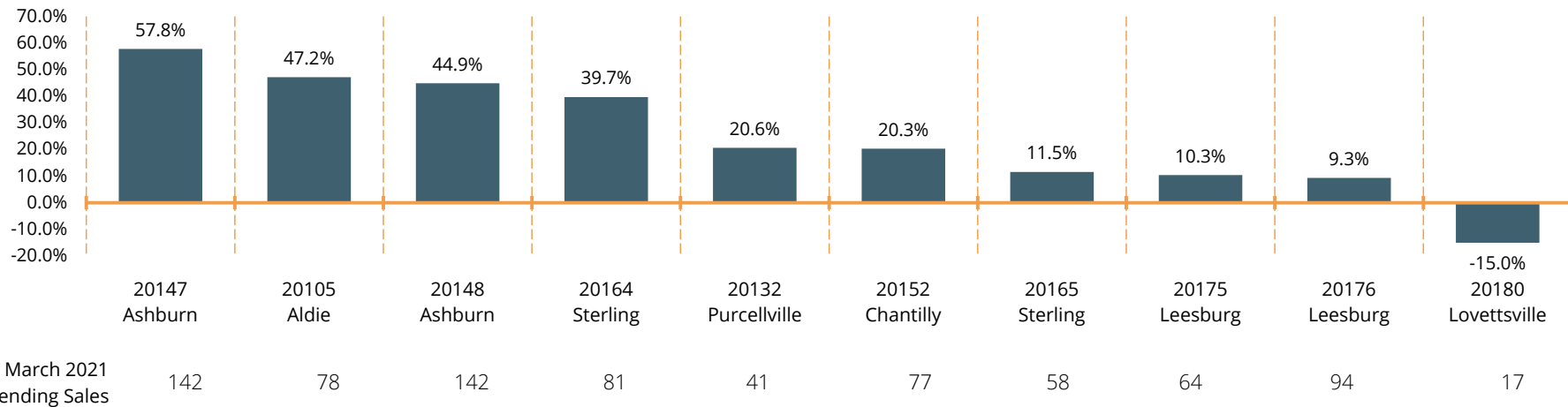
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-21	699	21.1%	170	61.9%
12-month Avg	543	14.8%	122	20.0%

Zip Code

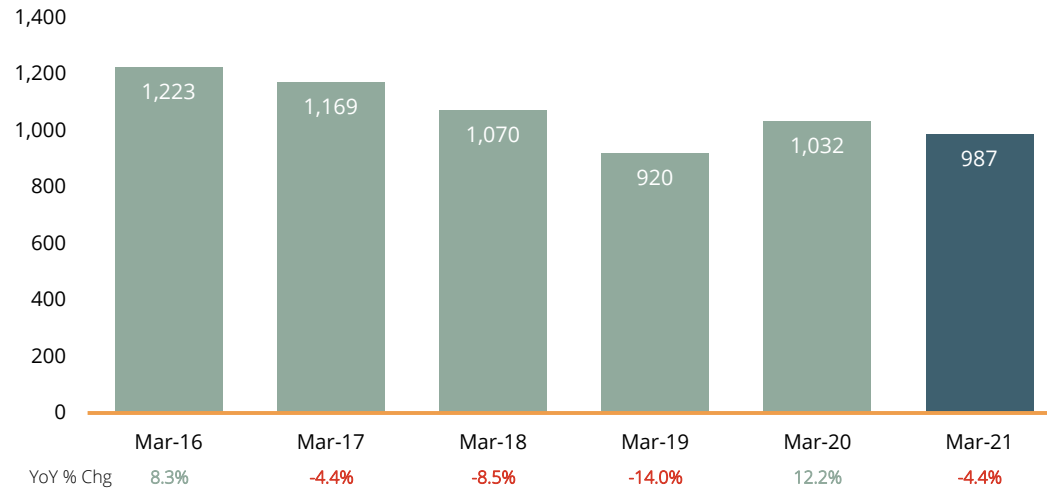
% Change in Pending Sales
Mar-20 to Mar-21



New Listings



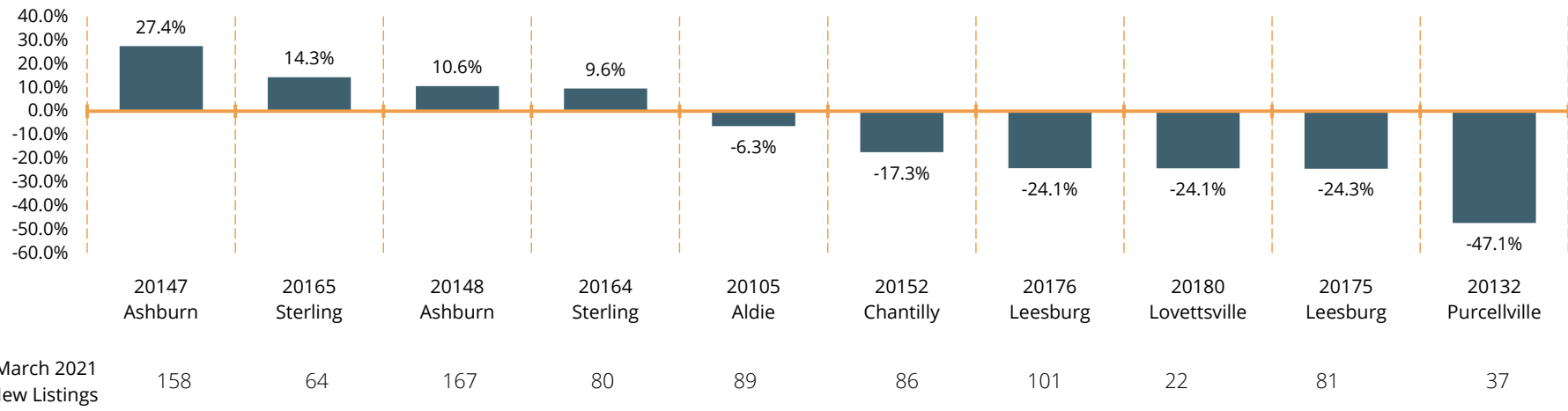
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Mar-21	786	-11.3%	201	37.7%
12-month Avg	633	3.7%	148	19.1%

Zip Code

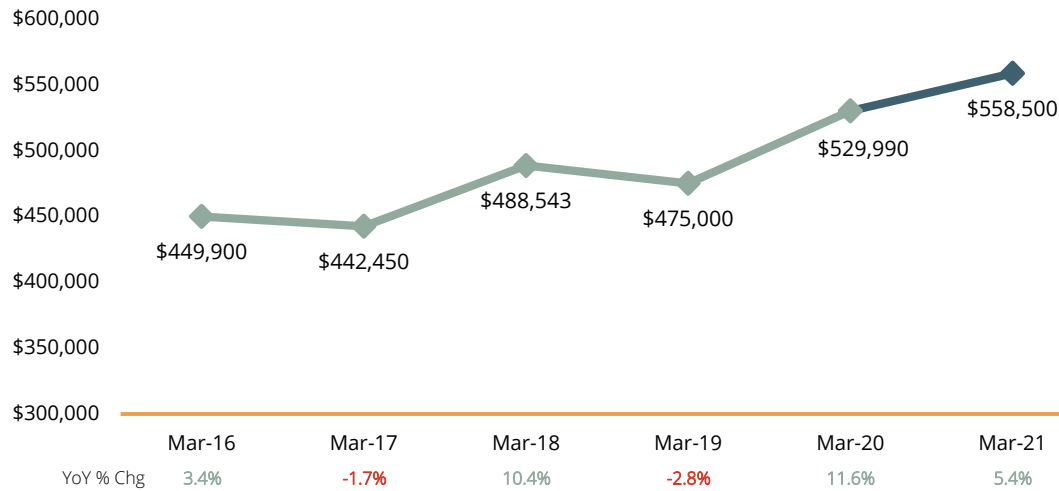
% Change in New Listings
Mar-20 to Mar-21



Median List Price



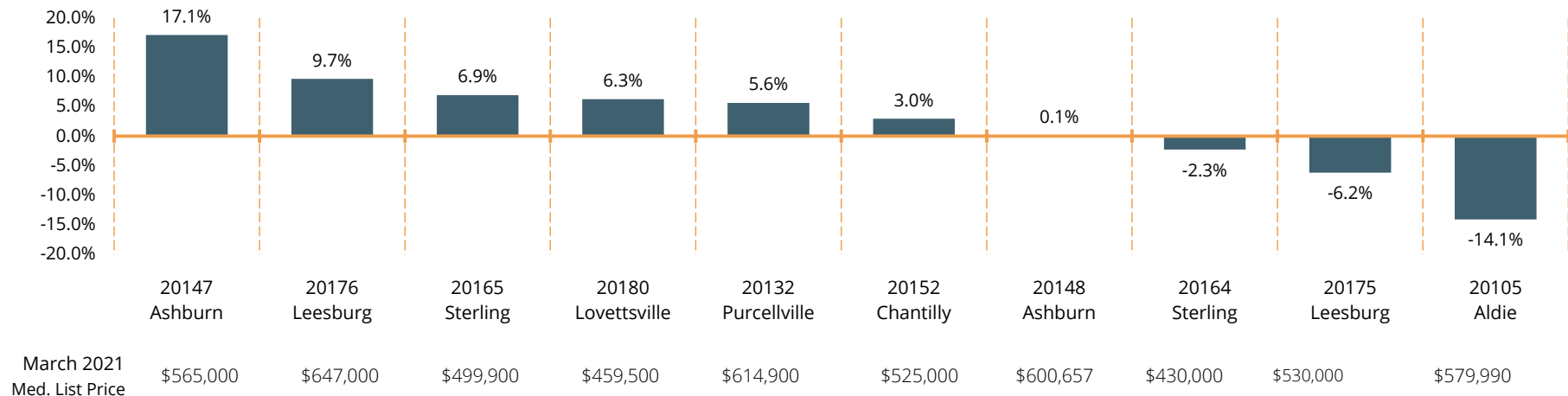
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Mar-21	\$627,500	8.2%	\$362,500	-5.2%
12-month Avg	\$601,203	7.5%	\$361,758	6.2%

Zip Code

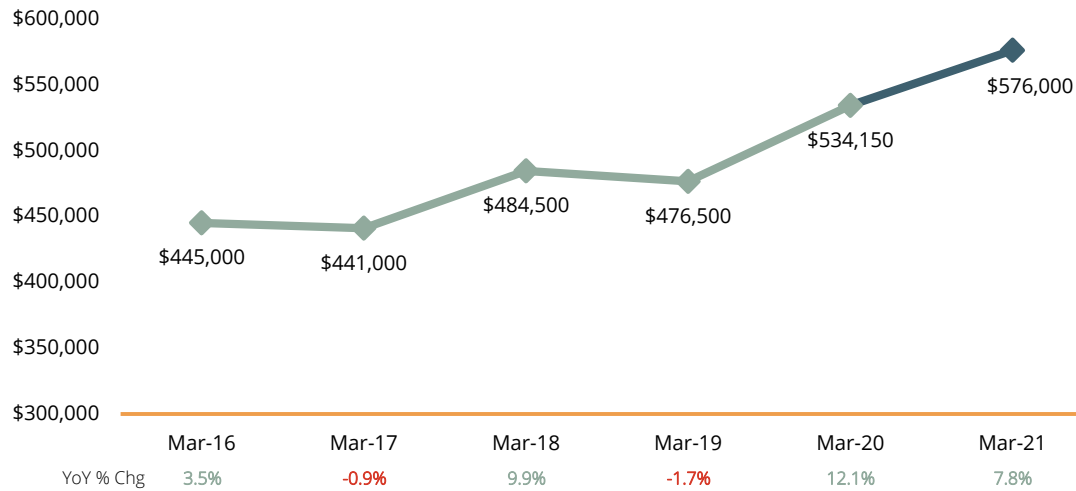
% Change in Median List Price
Mar-20 to Mar-21



Median Sales Price



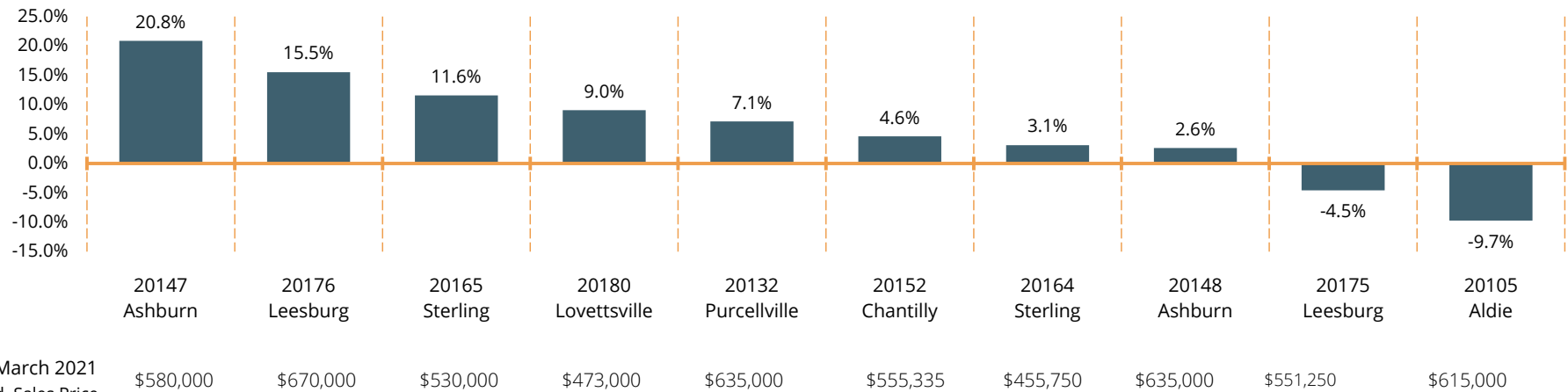
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Mar-21	\$650,000	12.1%	\$367,165	-2.7%
12-month Avg	\$608,238	9.1%	\$360,255	6.9%

Zip Code

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



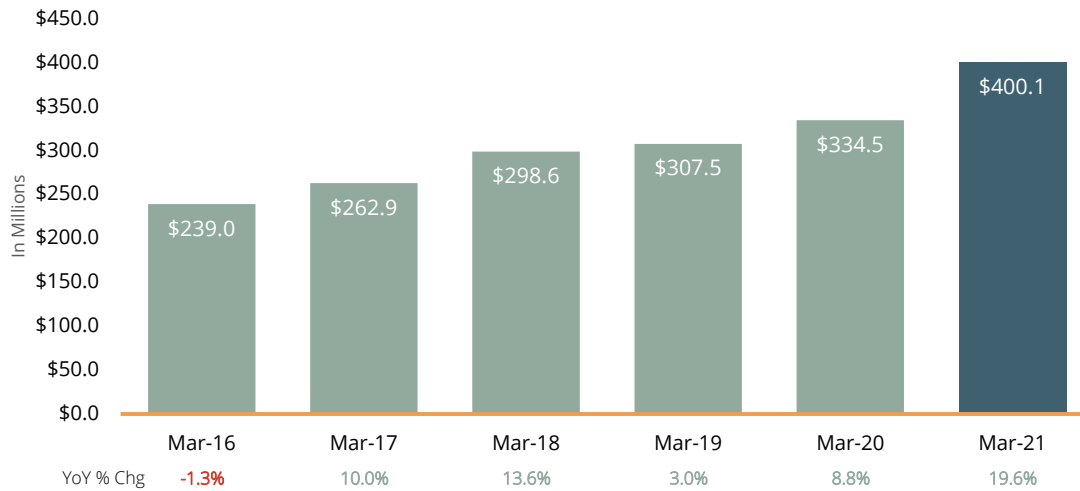
March 2021
Med. Sales Price

\$580,000 \$670,000 \$530,000 \$473,000 \$635,000 \$555,335 \$455,750 \$635,000 \$551,250 \$615,000

Sold Dollar Volume (in millions)



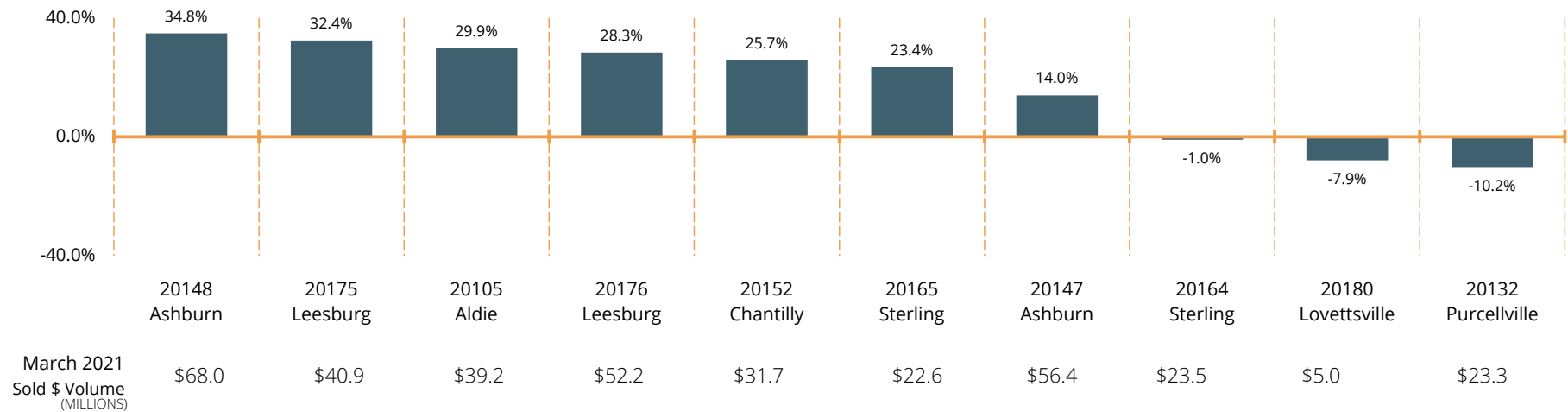
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-21	\$354.0	18.3%	\$46.0	30.9%
12-month Avg	\$354.7	23.1%	\$42.9	25.1%

Zip Code

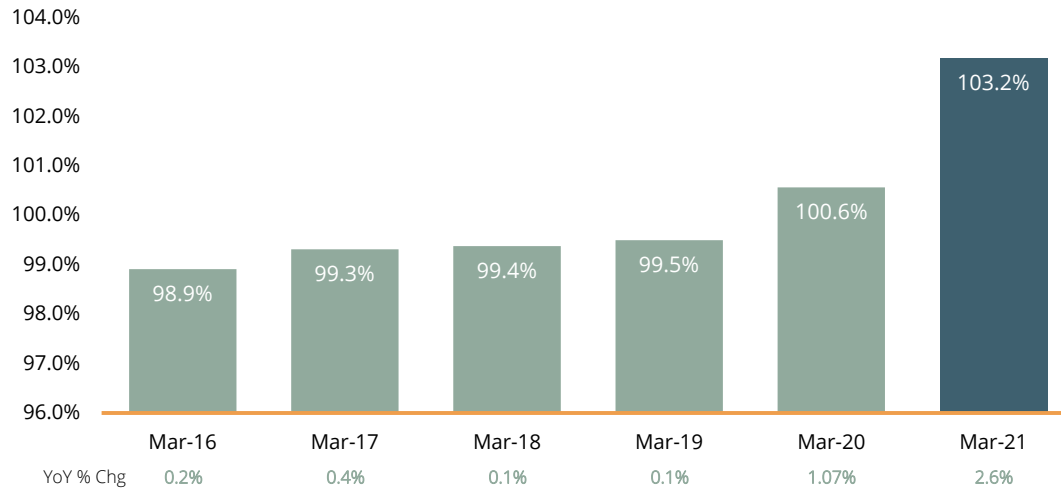
% Change in Sold Dollar Volume Mar-20 to Mar-21



Average Sold to Ask Price Ratio



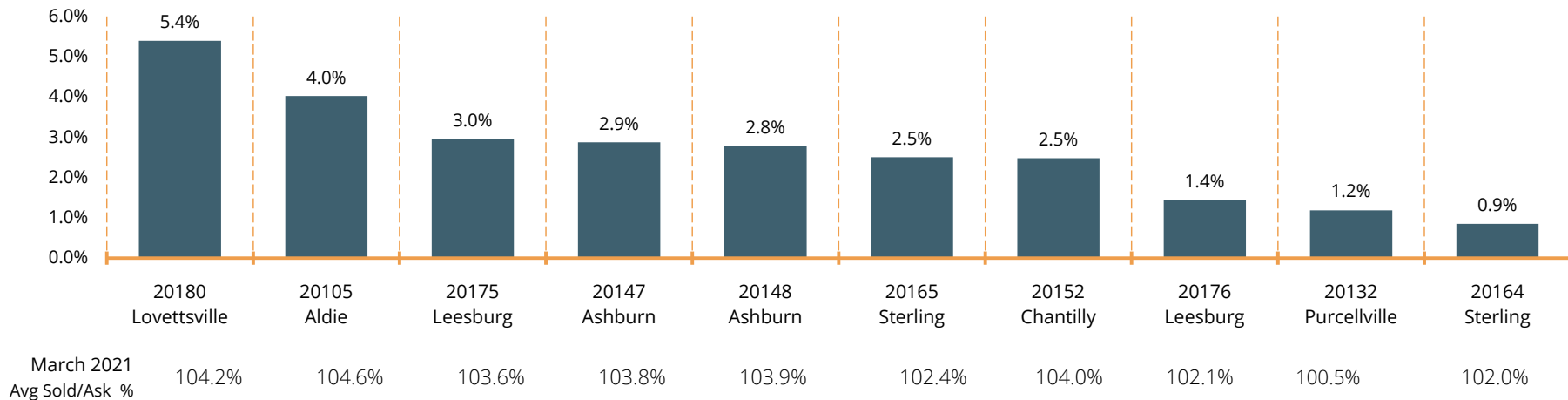
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-21	103.5%	3.0%	101.7%	1.2%
12-month Avg	101.1%	1.4%	100.2%	0.6%

Zip Code

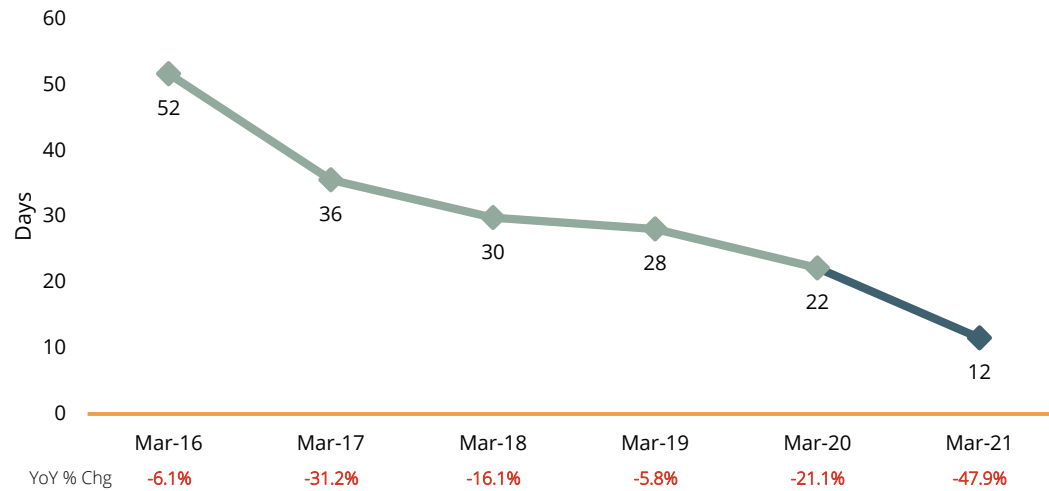
% Change in Average Sold to Ask Price Ratio
Mar-20 to Mar-21



Average Days on Market



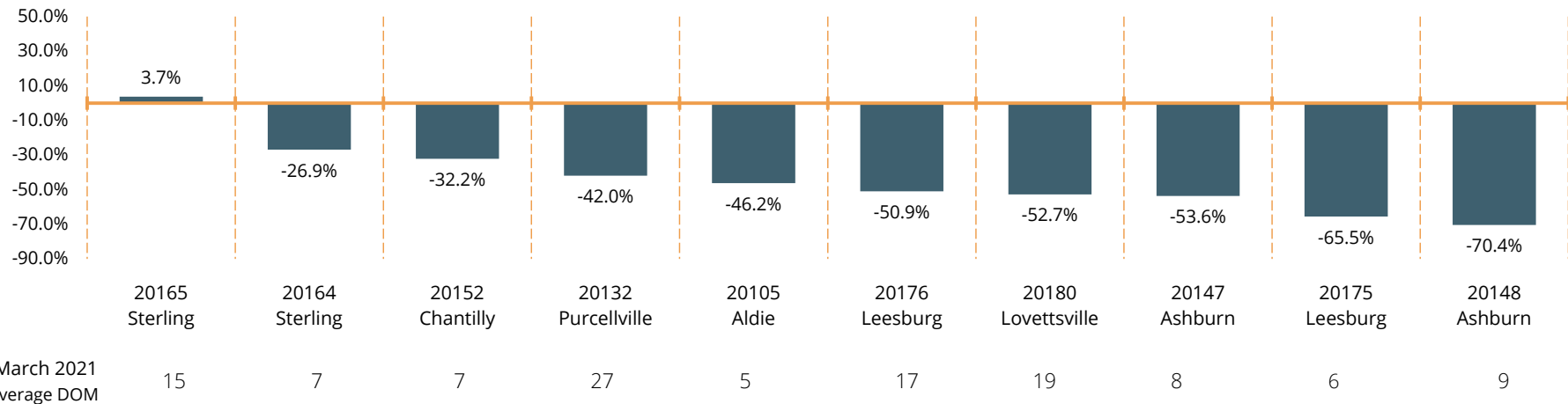
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
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%
Mar-21	11	-48.1%	12	-47.8%
12-month Avg	16	-40.7%	19	-15.6%

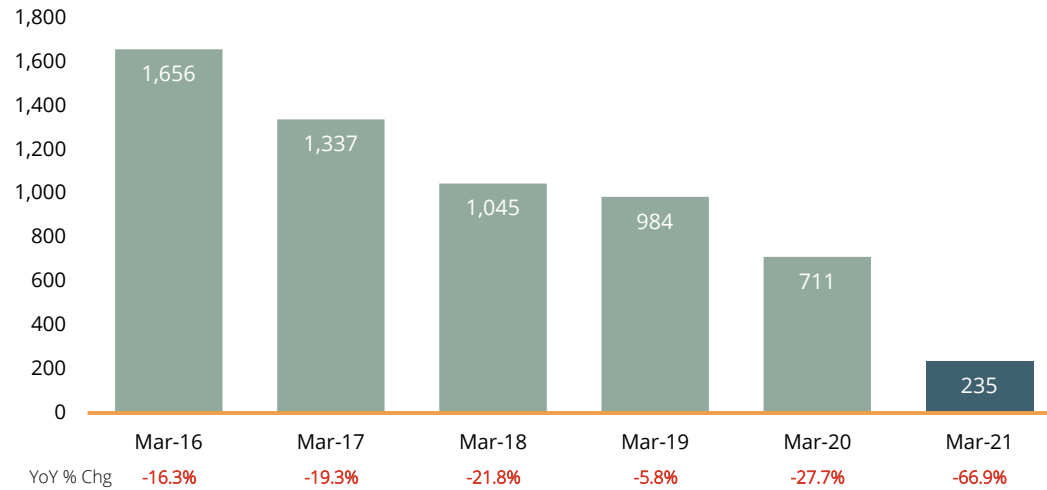
Zip Code

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



Active Listings

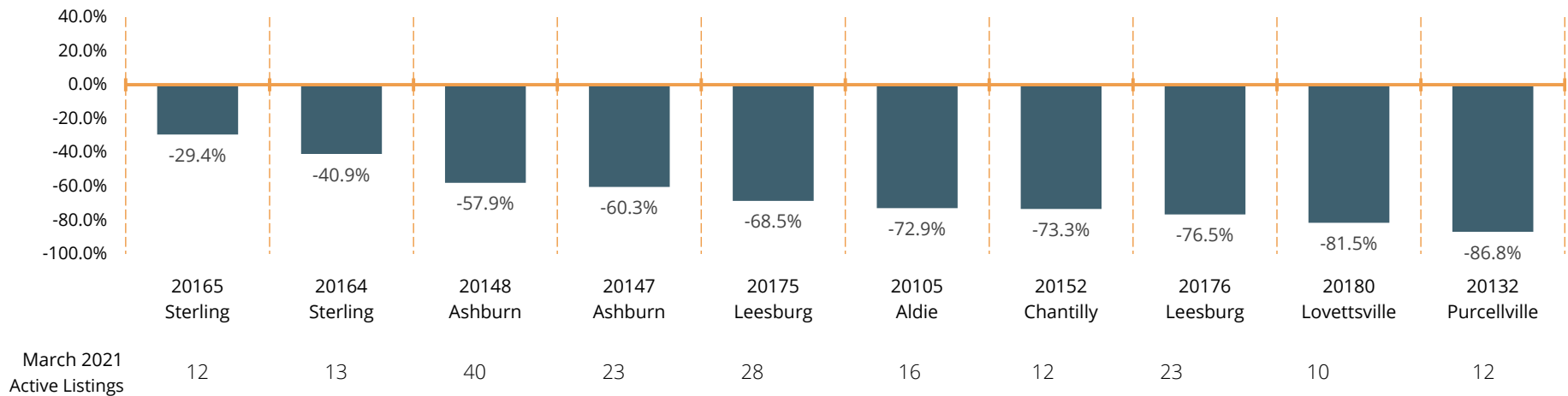
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Mar-21	177	-70.9%	58	-43.7%
12-month Avg	363	-54.3%	82	-31.4%

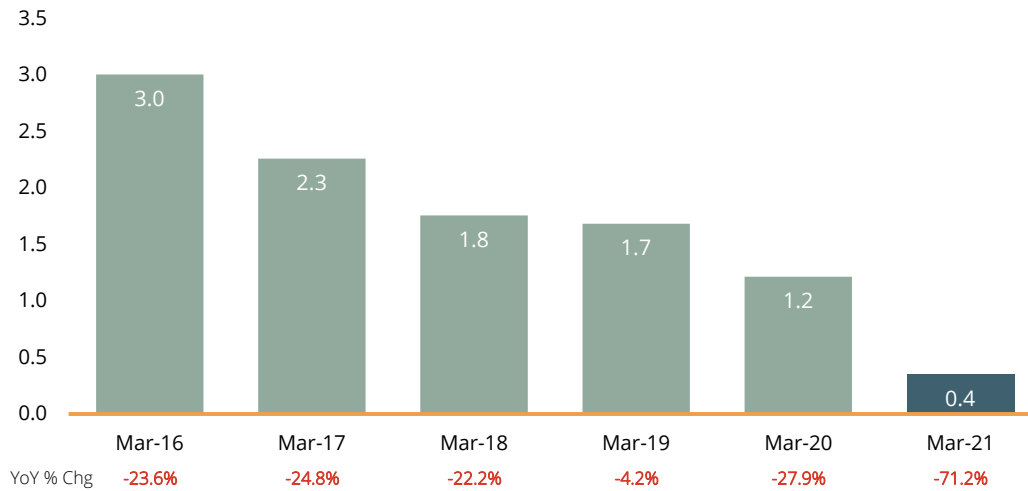
Zip Code

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



Months Supply

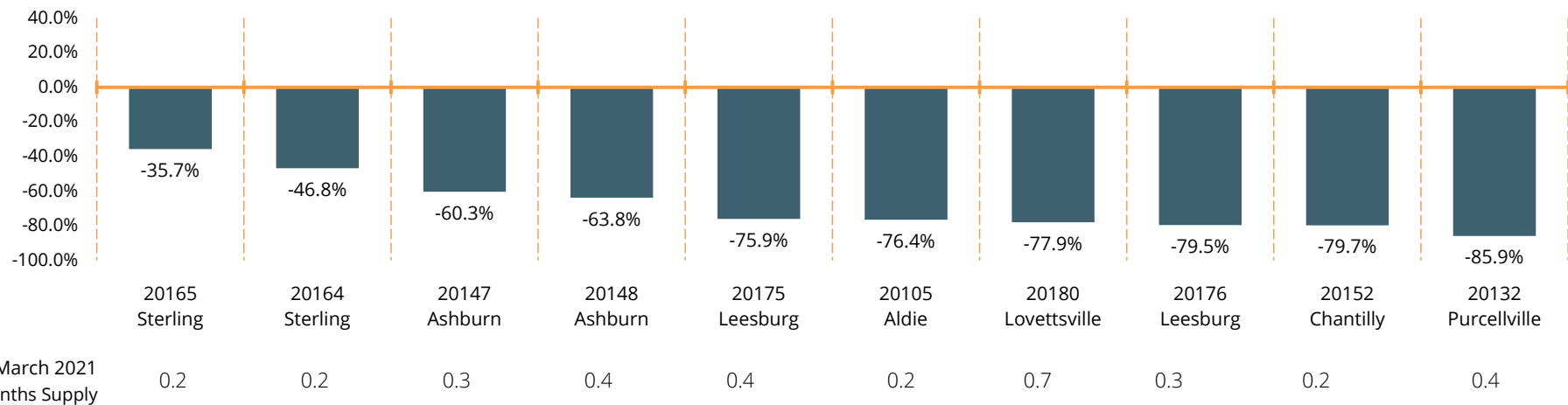
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Mar-21	0.3	-74.4%	0.5	-52.7%
12-month Avg	0.7	-55.5%	0.8	-38.0%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Mar-20	Mar-21	% chg	Mar-20	Mar-21	% chg	Mar-20	Mar-21	% chg	Mar-20	Mar-21	% chg	Mar-20	Mar-21	% chg
Loudoun County	1032	987	-4.4%	567	619	9.2%	\$534,150	\$576,000	7.8%	711	235	-66.9%	1.2	0.4	-71.2%
20105	95	89	-6.3%	45	57	26.7%	\$681,000	\$615,000	-9.7%	59	16	-72.9%	1.0	0.2	-76.4%
20132	70	37	-47.1%	44	37	-15.9%	\$592,700	\$635,000	7.1%	91	12	-86.8%	2.7	0.4	-85.9%
20147	124	158	27.4%	88	91	3.4%	\$479,950	\$580,000	20.8%	58	23	-60.3%	0.6	0.3	-60.3%
20148	151	167	10.6%	82	97	18.3%	\$618,765	\$635,000	2.6%	95	40	-57.9%	1.1	0.4	-63.8%
20152	104	86	-17.3%	44	50	13.6%	\$530,935	\$555,335	4.6%	45	12	-73.3%	1.0	0.2	-79.7%
20164	73	80	9.6%	54	54	0.0%	\$442,000	\$455,750	3.1%	22	13	-40.9%	0.5	0.2	-46.8%
20165	56	64	14.3%	36	39	8.3%	\$475,000	\$530,000	11.6%	17	12	-29.4%	0.4	0.2	-35.7%
20175	107	81	-24.3%	52	66	26.9%	\$577,500	\$551,250	-4.5%	89	28	-68.5%	1.8	0.4	-75.9%
20176	133	101	-24.1%	67	71	6.0%	\$580,000	\$670,000	15.5%	98	23	-76.5%	1.3	0.3	-79.5%
20180	29	22	-24.1%	12	10	-16.7%	\$433,750	\$473,000	9.0%	54	10	-81.5%	3.0	0.7	-77.9%



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.