

APRIL
2021

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

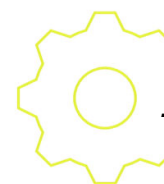
DAAR Market Indicators Report



Key Market Trends: April 2021

- Home sales continue to surge throughout much of Loudoun County.** There were 876 sales in the Loudoun County in April, a 49.2% spike in activity from last year, which is an additional 289 sales. Last April, the housing market slowed down considerably as stay-at-home orders were put in place to slow the spread of COVID-19; therefore, it is not surprising that sales this month significantly outpaced last year. However, April 2021 sales are much higher than even non-pandemic years. For example, sales this month are 46.0% higher than April 2019. The strongest sales growth this month occurred in Ashburn zip code 20148 (+88.3%), Sterling zip code 20164 (+81.8%), and Ashburn zip code 20147 (+78.8%).
- Pending sales are on the rise in most local markets.** There were 853 pending sales in Loudoun County at the end of April, a 71.3% surge from a year ago, which is an additional 355 pending sales. Similar to sales, pending sales activity a year ago was impacted significantly by COVID-19, which means the April 2020 pending sales numbers are lower than a typical April. Pending sales this month are 8.9% higher than they were in April 2019, which indicates the county's housing market has not only rebounded in a big way since the onset pandemic but is also stronger than pre-pandemic levels.
- Sales prices are rising sharply in the county as the market remains very competitive.** The April median sales price in the county was \$605,250, up 12.1% from last year, which is a gain of \$62,250. Leesburg (zip code 20175) and Chantilly (zip code 20152) had the sharpest median sales price growth in April, rising 28.4% and 15.1%, respectively, compared to last year. Sterling (zip code 20164) was the only local area to have a modest drop in median price, slipping 2.0% from last year.

May 13, 2021



DAAR Market Dashboard

YoY Chg	Apr-21	Indicator
▲ 49.2%	876	Sales
▲ 71.3%	853	Pending Sales
▲ 35.4%	1,048	New Listings
▲ 8.9%	\$582,500	Median List Price
▲ 12.1%	\$605,250	Median Sales Price
▲ 12.2%	\$231	Median Price Per Square Foot
▲ 68.6%	\$577.2	Sold Dollar Volume (in millions)
▲ 3.4%	103.7%	Average Sold/Ask Price Ratio
▼ -29.3%	11	Average Days on Market
▼ -57.7%	317	Active Listings
▼ -64.5%	0.5	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.

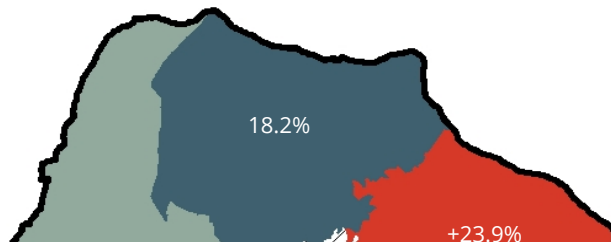
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



+54.0%

+33.3%



Not calculated due to low sales volume



Zip Code	Home Sales		
	Apr-20	Apr-21	% Chg
20105 Aldie	48	83	72.9%
20132 Purcellville	28	35	25.0%
20147 Ashburn	80	143	78.8%
20148 Ashburn	77	145	88.3%
20152 Chantilly	67	61	-9.0%
20164 Sterling	44	80	81.8%
20165 Sterling	51	68	33.3%
20175 Leesburg	50	77	54.0%
20176 Leesburg	71	88	23.9%
20180 Lovettsville	22	18	-18.2%

Total Market Overview



Key Metrics	2-year Trends	Apr-20	Apr-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Apr-19		Apr-21				
Sales		587	876	49.2%	1,809	2,366	30.8%
Pending Sales		498	853	71.3%	2,129	2,721	27.8%
New Listings		774	1,048	35.4%	3,107	3,219	3.6%
Median List Price		\$535,000	\$582,500	8.9%	\$525,000	\$568,000	8.2%
Median Sales Price		\$540,000	\$605,250	12.1%	\$527,500	\$587,000	11.3%
Median Price Per Square Foot		\$206	\$231	12.2%	\$205	\$229	11.8%
Sold Dollar Volume (in millions)		\$342.3	\$577.2	68.6%	\$1,034.4	\$1,521.0	47.0%
Average Sold/Ask Price Ratio		100.3%	103.7%	3.4%	100.1%	102.8%	2.7%
Average Days on Market		15	11	-29.3%	23	12	-46.4%
Active Listings		750	317	-57.7%	n/a	n/a	n/a
Months of Supply		1.3	0.5	-64.5%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends	Apr-20	Apr-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Apr-19		Apr-21				
Sales		506	703	38.9%	1,505	1,892	25.7%
Pending Sales		422	712	68.7%	1,772	2,207	24.5%
New Listings		645	890	38.0%	2,595	2,623	1.1%
Median List Price		\$592,500	\$639,990	8.0%	\$580,000	\$630,000	8.6%
Median Sales Price		\$595,150	\$670,000	12.6%	\$580,000	\$650,000	12.1%
Median Price Per Square Foot		\$200	\$226	13.4%	\$200	\$226	12.5%
Sold Dollar Volume (in millions)		\$314.0	\$509.1	62.1%	\$929.0	\$1,339.9	44.2%
Average Sold/Ask Price Ratio		100.3%	104.1%	3.8%	100.2%	103.2%	3.0%
Average Days on Market		15	10	-30.1%	23	12	-47.8%
Active Listings		633	262	-58.6%	n/a	n/a	n/a
Months of Supply		1.3	0.5	-64.7%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



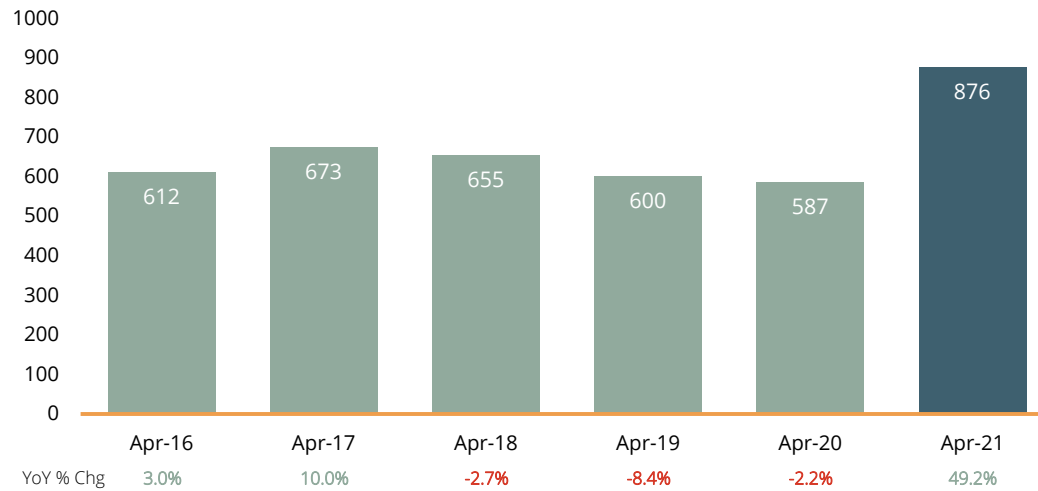
Key Metrics	2-year Trends	Apr-20	Apr-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Apr-19		Apr-21				
Sales		81	173	113.6%	304	474	55.9%
Pending Sales		76	141	85.5%	357	514	44.0%
New Listings		129	158	22.5%	512	596	16.4%
Median List Price		\$359,900	\$380,000	5.6%	\$350,000	\$374,900	7.1%
Median Sales Price		\$358,900	\$390,000	8.7%	\$350,000	\$375,000	7.1%
Median Price Per Square Foot		\$239	\$253	6.1%	\$230	\$246	6.9%
Sold Dollar Volume (in millions)		\$28.3	\$68.1	140.8%	\$105.4	\$181.0	71.7%
Average Sold/Ask Price Ratio		100.3%	101.8%	1.5%	99.9%	101.3%	1.3%
Average Days on Market		16	12	-28.1%	23	14	-40.7%
Active Listings		117	55	-53.0%	n/a	n/a	n/a
Months of Supply		1.2	0.4	-63.0%	n/a	n/a	n/a

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

Sales



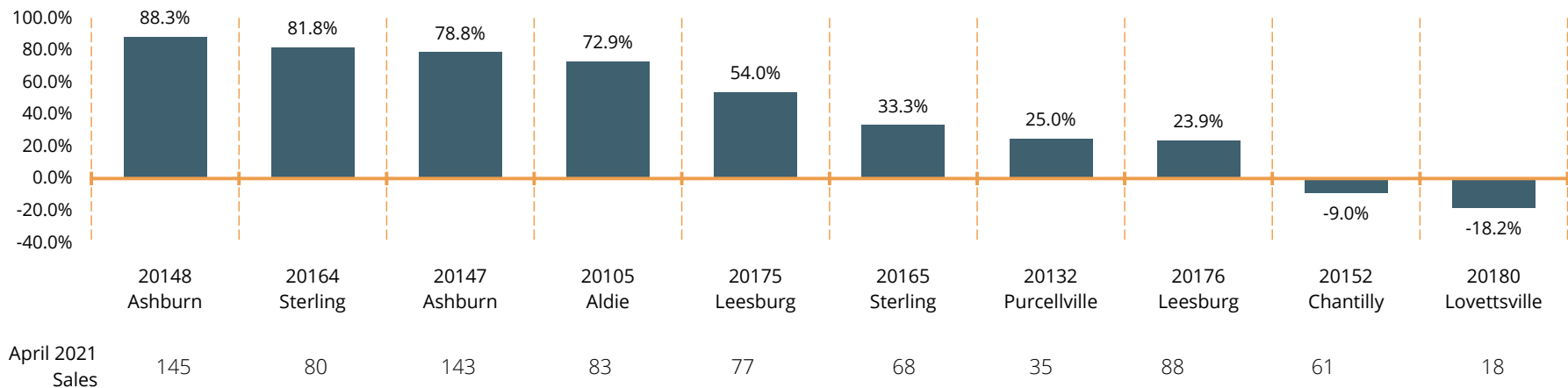
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-21	703	38.9%	173	113.6%
12-month Avg	554	15.0%	126	24.1%

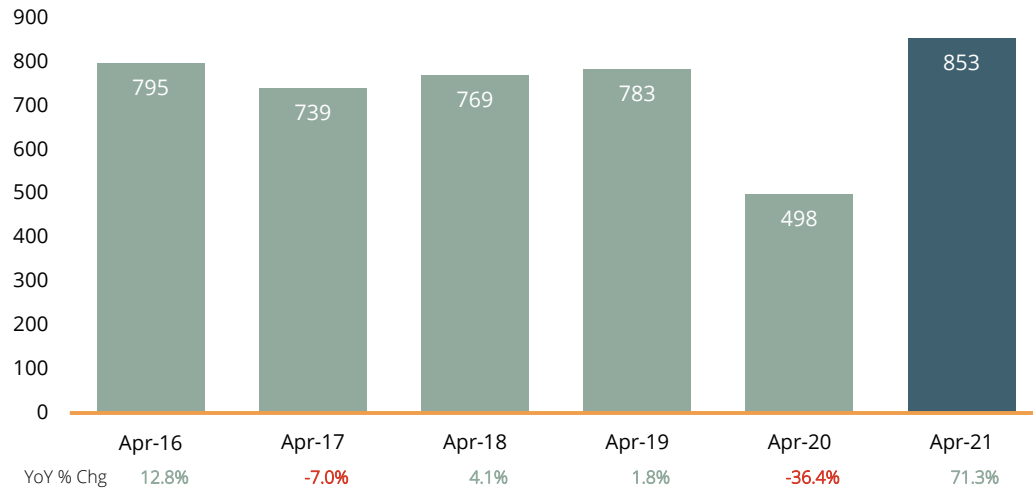
Zip Code

% Change in Sales
Apr-20 to Apr-21



Pending Sales

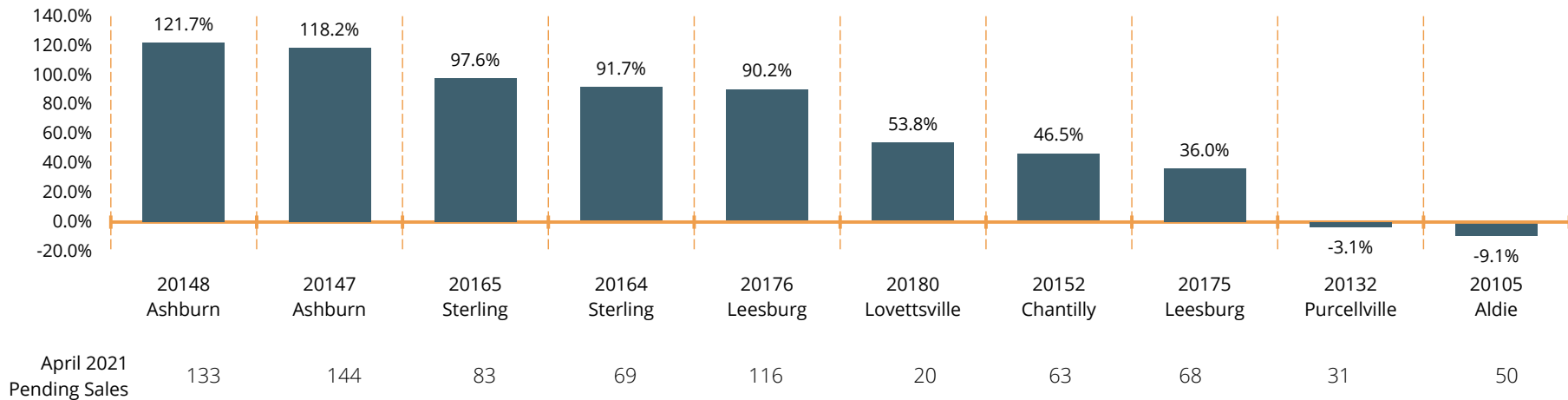
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-21	712	68.7%	141	85.5%
12-month Avg	567	24.7%	128	32.4%

Zip Code

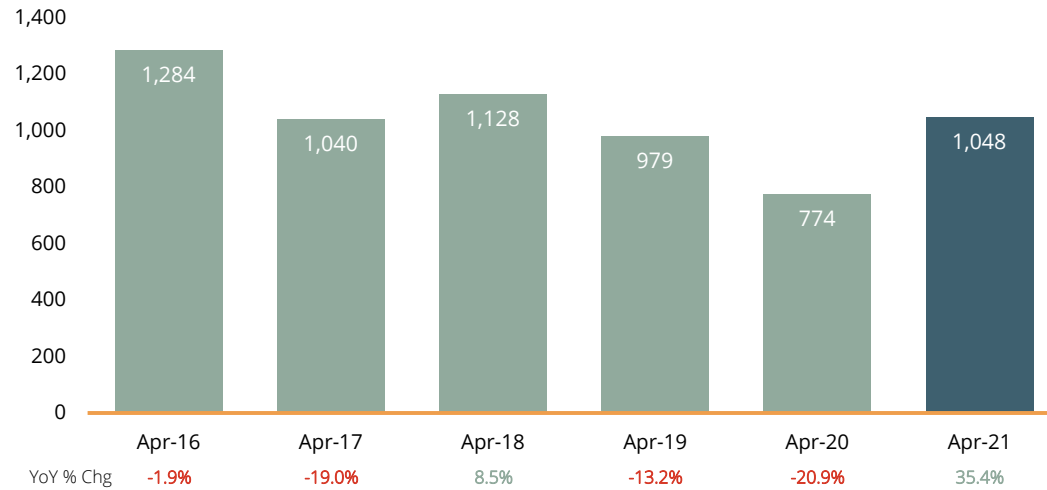
% Change in Pending Sales
Apr-20 to Apr-21



New Listings



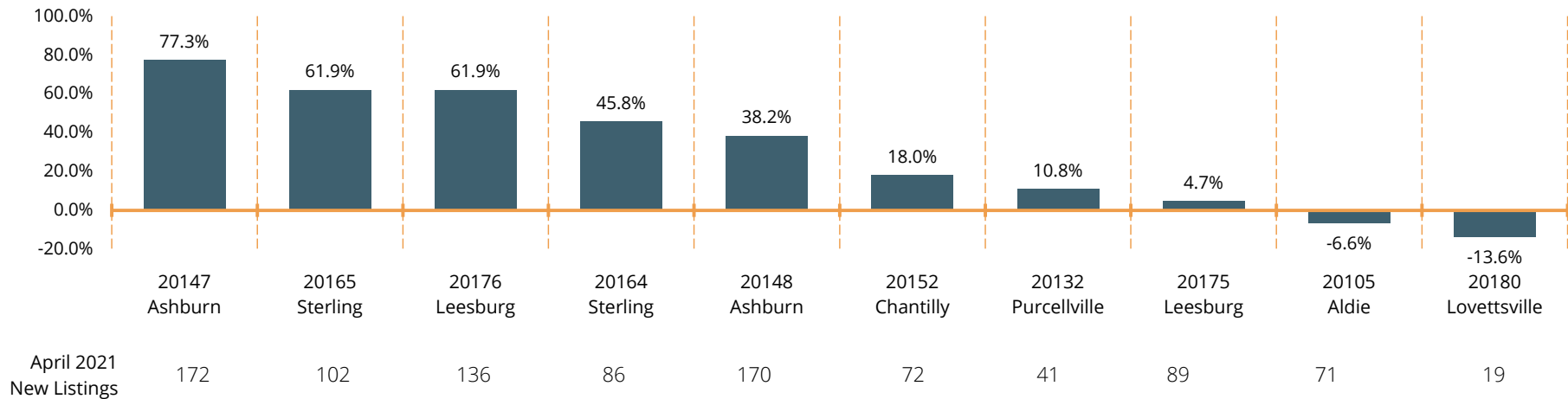
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-21	890	38.0%	158	22.5%
12-month Avg	653	9.6%	150	23.6%

Zip Code

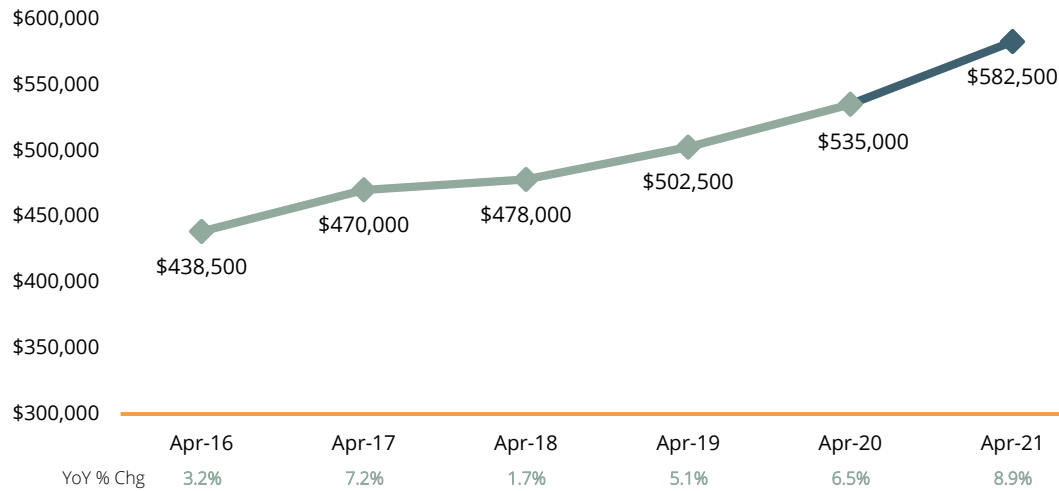
% Change in New Listings
Apr-20 to Apr-21



Median List Price



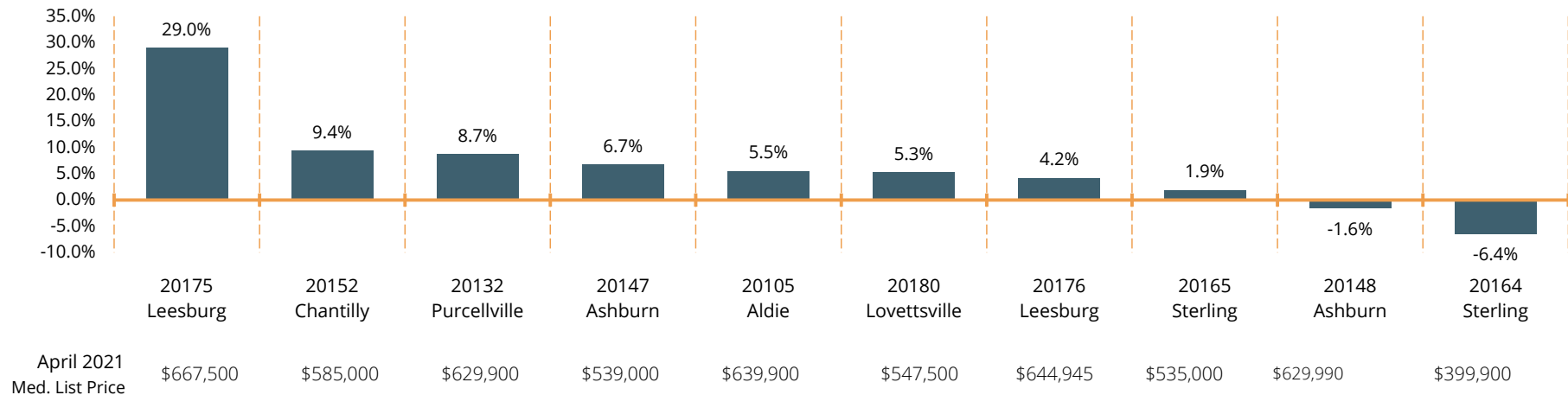
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-21	\$639,990	8.0%	\$380,000	5.6%
12-month Avg	\$605,160	7.5%	\$363,433	5.6%

Zip Code

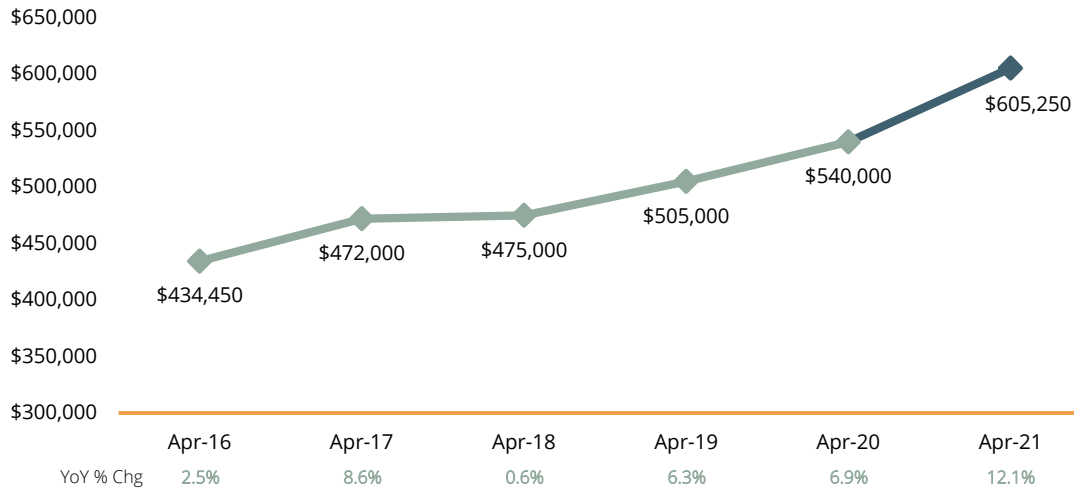
% Change in Median List Price
Apr-20 to Apr-21



Median Sales Price



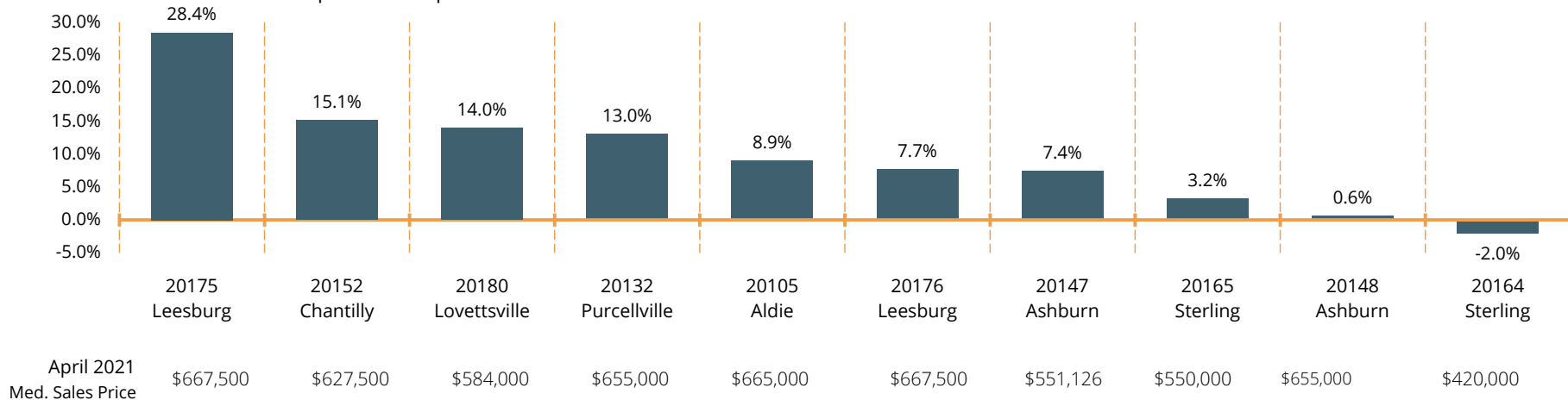
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-21	\$670,000	12.6%	\$390,000	8.7%
12-month Avg	\$614,476	9.4%	\$362,847	6.5%

Zip Code

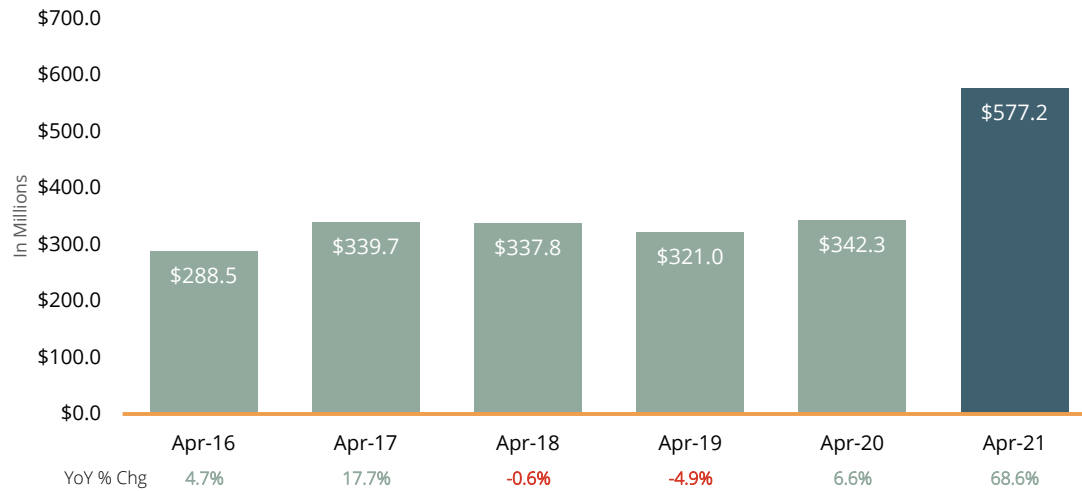
% Change in Median Sales Price
Apr-20 to Apr-21



Sold Dollar Volume (in millions)



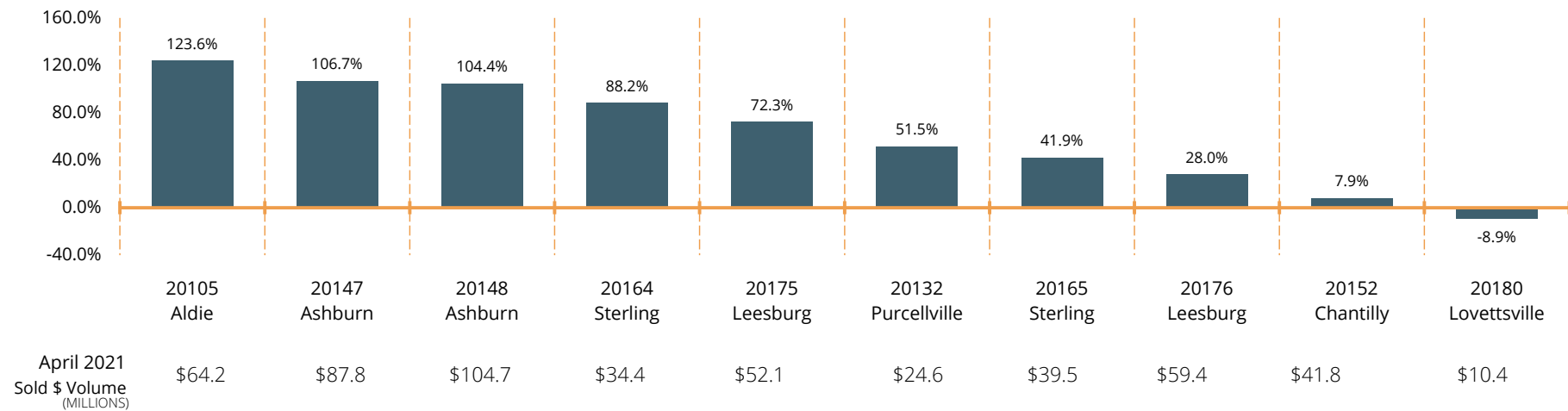
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-21	\$509.1	62.1%	\$68.1	140.8%
12-month Avg	\$370.9	28.0%	\$46.2	35.1%

Zip Code

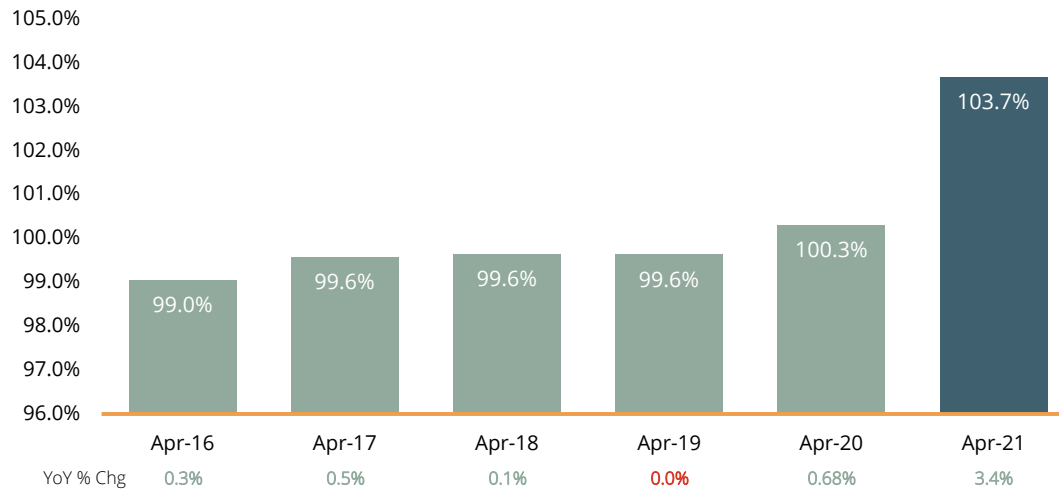
% Change in Sold Dollar Volume
Apr-20 to Apr-21



Average Sold to Ask Price Ratio



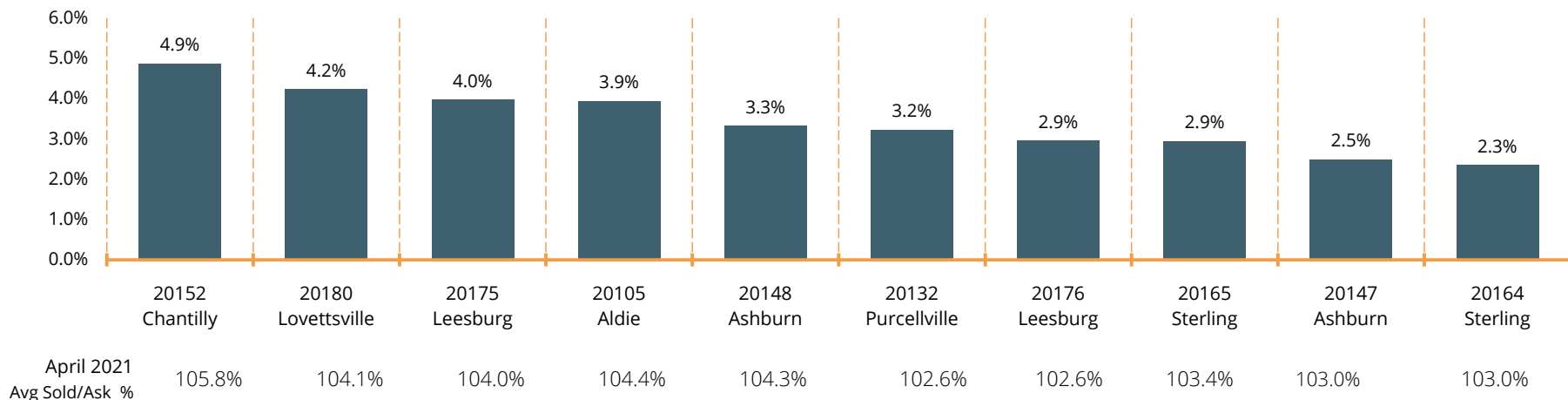
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-21	104.1%	3.8%	101.8%	1.5%
12-month Avg	101.4%	1.6%	100.3%	0.7%

Zip Code

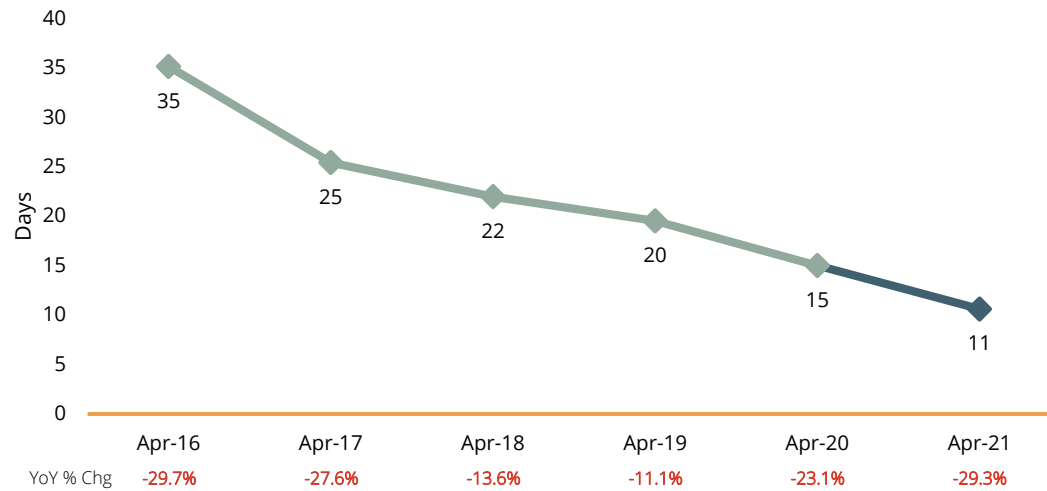
% Change in Average Sold to Ask Price Ratio
Apr-20 to Apr-21



Average Days on Market



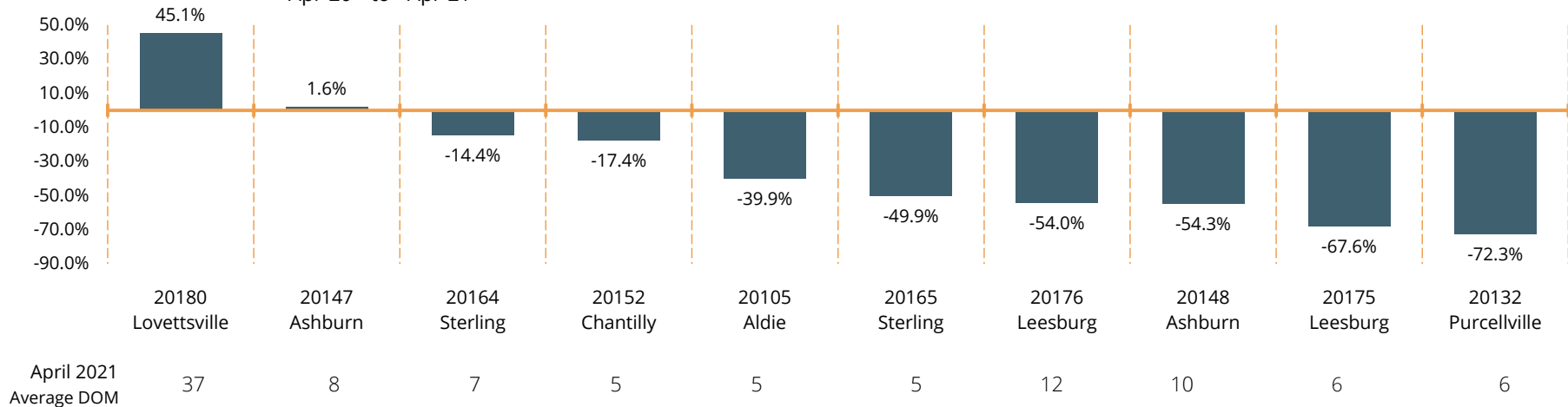
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-21	10	-30.1%	12	-28.1%
12-month Avg	15	-41.3%	19	-15.4%

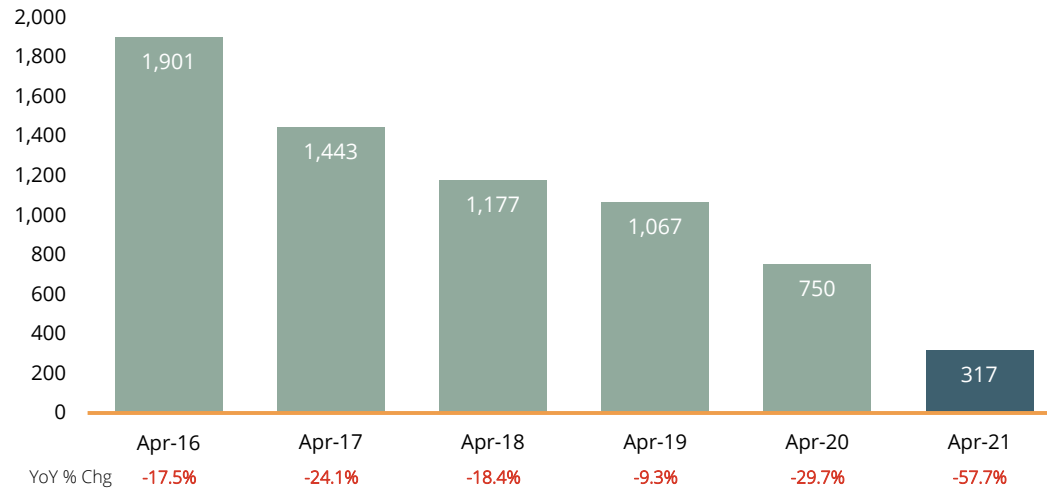
Zip Code

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



Active Listings

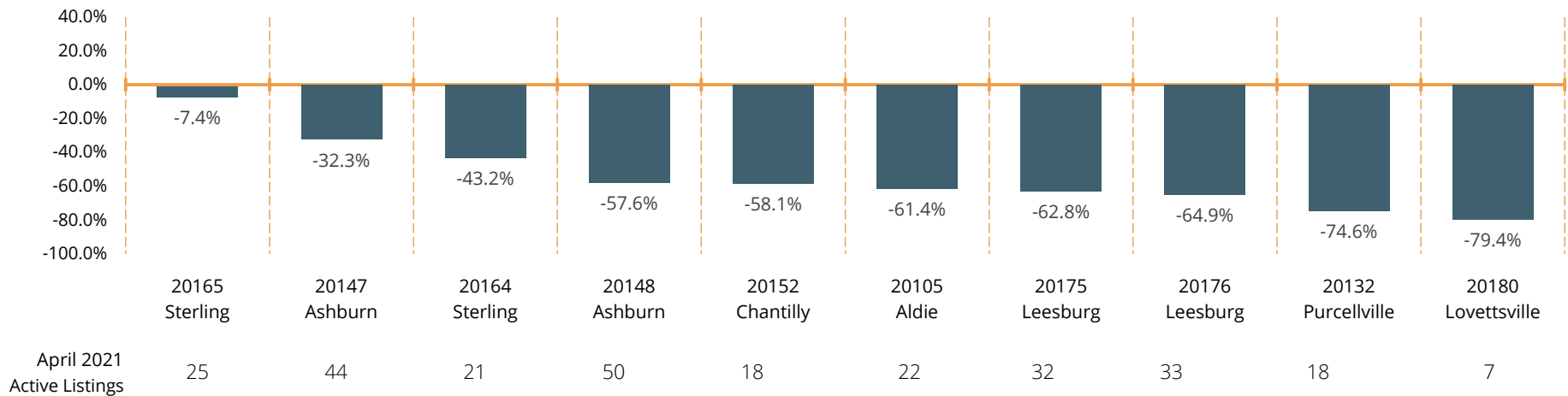
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Apr-21	262	-58.6%	55	-53.0%
12-month Avg	333	-56.9%	77	-34.7%

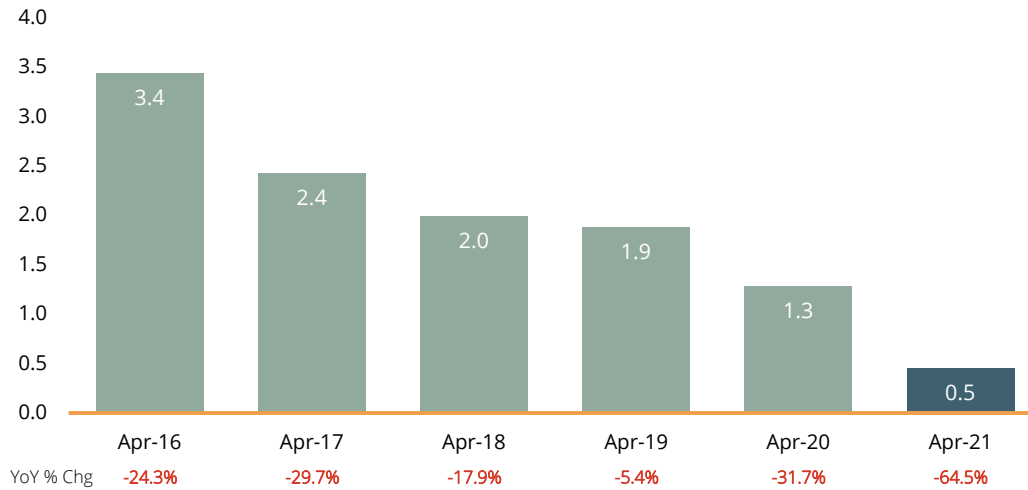
Zip Code

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



Months Supply

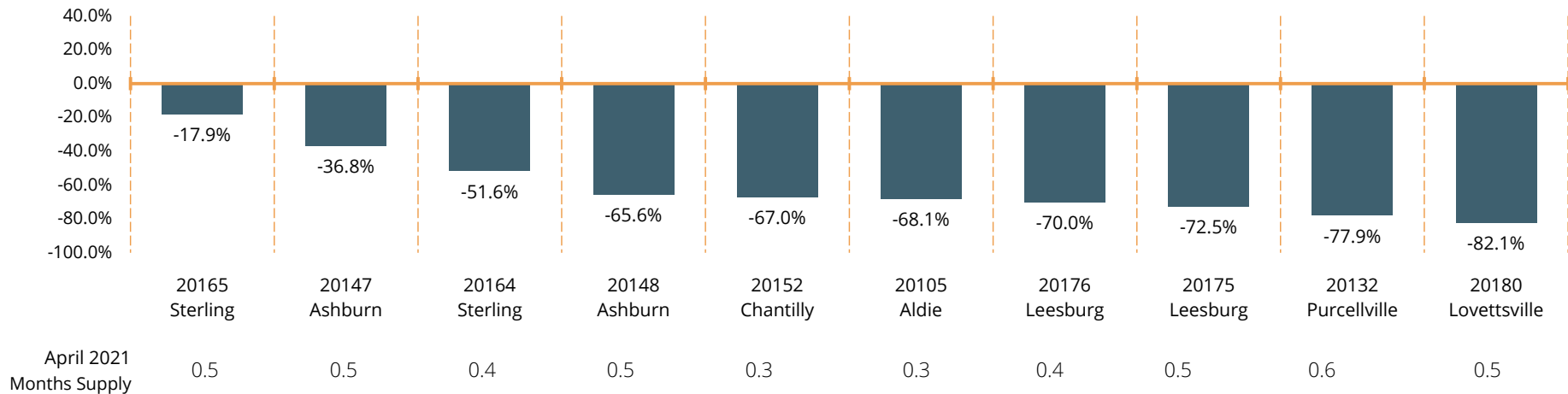
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg		YoY Chg
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%
Apr-21	0.5	-64.7%	0.4	-63.0%
12-month Avg	0.7	-58.4%	0.7	-41.7%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg	Apr-20	Apr-21	% chg
Loudoun County	774	1048	35.4%	587	876	49.2%	\$540,000	\$605,250	12.1%	750	317	-57.7%	1.3	0.5	-64.5%
20105	76	71	-6.6%	48	83	72.9%	\$610,450	\$665,000	8.9%	57	22	-61.4%	1.0	0.3	-68.1%
										71					
20147	97	172	77.3%	80	143	78.8%	\$513,000	\$551,126	7.4%	65	44	-32.3%	0.7	0.5	-36.8%
20152	61	72	18.0%	67	61	-9.0%	\$545,000	\$627,500	15.1%	43	18	-58.1%	0.9	0.3	-67.0%
20165	63	102	61.9%	51	68	33.3%	\$533,000	\$550,000	3.2%	27	25	-7.4%	0.6	0.5	-17.9%
20176	84	136	61.9%	71	88	23.9%	\$620,000	\$667,500	7.7%	94	33	-64.9%	1.3	0.4	-70.0%
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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.