

MAY
2021

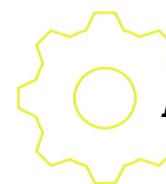
DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: May 2021

- Spring market relatively busy in Loudoun County compared to prior years; however, activity slowed from April signaling a possible cool down.** There were 849 home sales in Loudoun County in May, a 55.5% spike in activity from last year. The large increase from last May is not surprising given the dramatic market slowdown caused by COVID-19 a year ago. At the local level, the strongest sales growth this month occurred in Ashburn zip code 20147 and Chantilly zip code 20152 which both had more than double the number of sales than a year ago. While sales activity this month was strong, there is some evidence of a cooling market. The typical spring sales bump between April and May did not occur, as sales declined by 3.1% from last month. As a reference point, during pre-pandemic times, sales jumped up 31.5% between April 2019 and May 2019.
- Prices are surging in Loudoun County; May median sales price more than \$104K higher than last year.** At \$630,000, the May median sales price in Loudoun County jumped up 19.9% from last year, a gain of \$104,500. This is the largest price increase in the county's housing market in more than six years. The tight inventory is causing prices to rise rapidly in all local markets. The sharpest median price gains this month occurred in Ashburn zip code 20148 (+\$207,000) and Purcellville zip code 20132 (+\$150,000).
- Inventory remains tight; however, new listings rose for the 2nd straight month providing more options for eager buyers.** There were just 310 active listings on the market in Loudoun County at the end of May, less than half the inventory level a year ago (-56.8%). There was an influx of 167 new listings in May in the county (+19.4% from last year), which is a positive sign for buyers.



DAAR Market Dashboard

YoY Chg	May-21	Indicator
▲ 55.5%	849	Sales
▲ 32.7%	937	Pending Sales
▲ 19.4%	1,030	New Listings
▲ 14.3%	\$599,999	Median List Price
▲ 19.9%	\$630,000	Median Sales Price
▲ 16.1%	\$237	Median Price Per Square Foot
▲ 88.7%	\$586.3	Sold Dollar Volume (in millions)
▲ 4.2%	104.1%	Average Sold/Ask Price Ratio
▼ -51.6%	8	Average Days on Market
▼ -56.8%	310	Active Listings
▼ -66.0%	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.

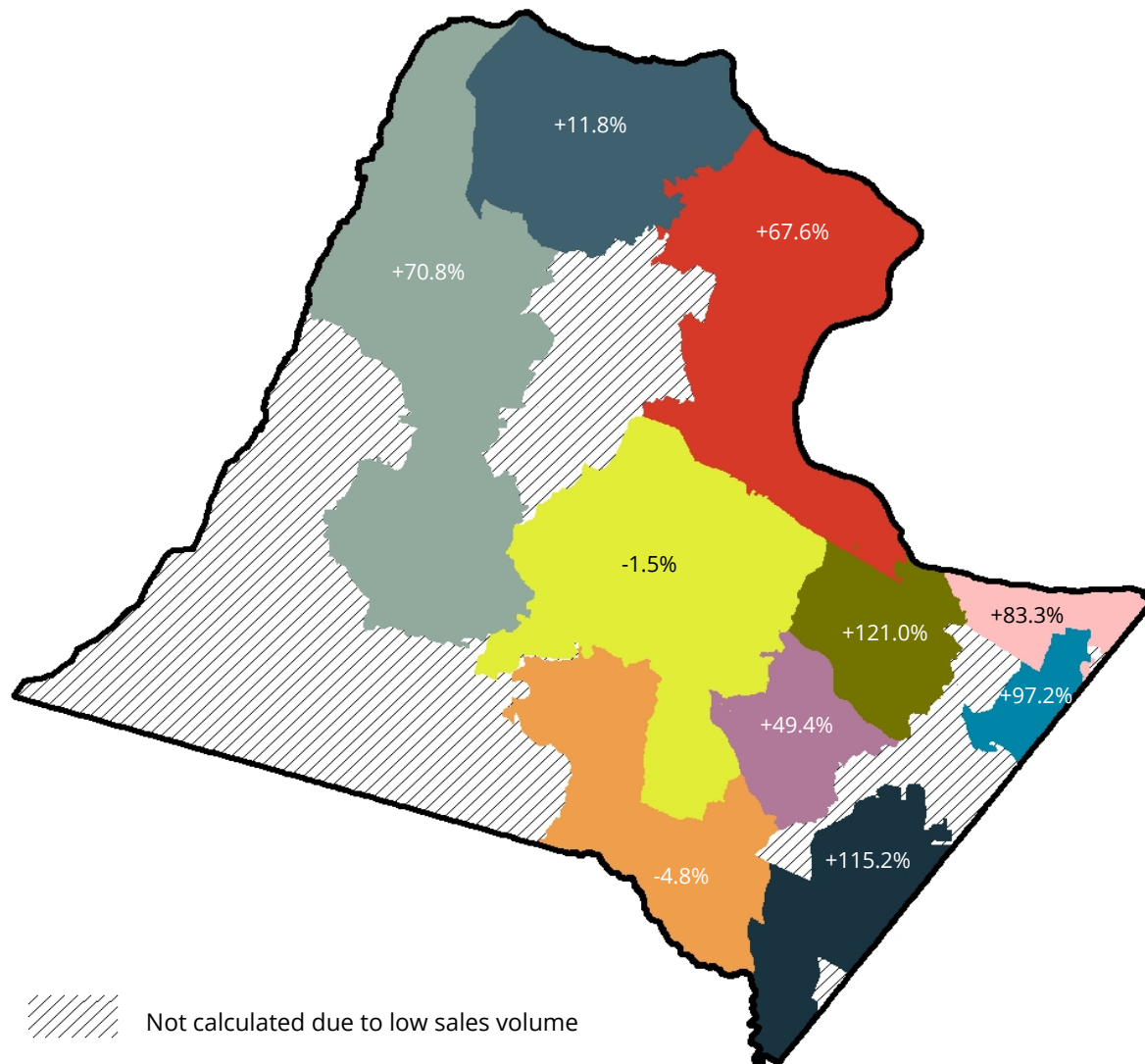
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	May-20	May-21	% Chg
20105 Aldie	62	59	-4.8%
20132 Purcellville	24	41	70.8%
20147 Ashburn	62	137	121.0%
20148 Ashburn	85	127	49.4%
20152 Chantilly	33	71	115.2%
20164 Sterling	36	71	97.2%
20165 Sterling	42	77	83.3%
20175 Leesburg	65	64	-1.5%
20176 Leesburg	68	114	67.6%
20180 Lovettsville	17	19	11.8%

Total Market Overview



Key Metrics	2-year Trends	May-20	May-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	May-19						
Sales		546	849	55.5%	2,355	3,215	36.5%
Pending Sales		706	937	32.7%	2,835	3,658	29.0%
New Listings		863	1,030	19.4%	3,970	4,249	7.0%
Median List Price		\$525,000	\$599,999	14.3%	\$525,000	\$579,900	10.5%
Median Sales Price		\$525,500	\$630,000	19.9%	\$530,000	\$600,000	13.2%
Median Price Per Square Foot		\$204	\$237	16.1%	\$205	\$231	12.9%
Sold Dollar Volume (in millions)		\$310.7	\$586.3	88.7%	\$1,345.1	\$2,107.3	56.7%
Average Sold/Ask Price Ratio		100.0%	104.1%	4.2%	100.1%	103.2%	3.0%
Average Days on Market		16	8	-51.6%	22	11	-47.9%
Active Listings		717	310	-56.8%	n/a	n/a	n/a
Months of Supply		1.3	0.4	-66.0%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends	May-20	May-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	May-19		May-21				
Sales		443	716	61.6%	1,948	2,608	33.9%
Pending Sales		592	801	35.3%	2,364	3,008	27.2%
New Listings		716	870	21.5%	3,311	3,493	5.5%
Median List Price		\$565,000	\$650,000	15.0%	\$579,600	\$639,000	10.2%
Median Sales Price		\$560,000	\$680,000	21.4%	\$580,000	\$660,000	13.8%
Median Price Per Square Foot		\$197	\$234	18.8%	\$200	\$227	13.7%
Sold Dollar Volume (in millions)		\$273.2	\$534.5	95.7%	\$1,202.2	\$1,874.4	55.9%
Average Sold/Ask Price Ratio		99.9%	104.5%	4.6%	100.1%	103.6%	3.4%
Average Days on Market		15	7	-52.7%	21	11	-49.6%
Active Listings		591	242	-59.1%	n/a	n/a	n/a
Months of Supply		1.3	0.4	-67.4%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



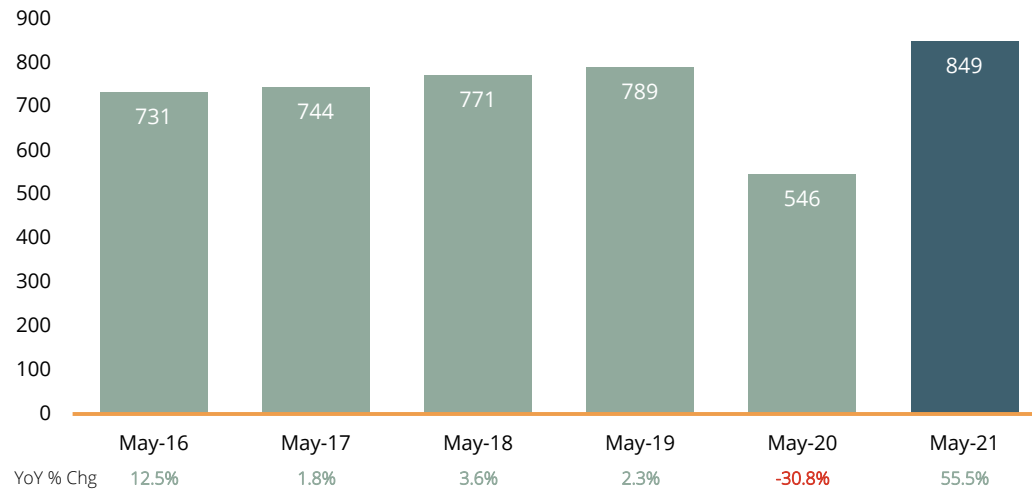
Key Metrics	2-year Trends	May-20	May-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	May-19		May-21				
Sales		103	133	29.1%	407	607	49.1%
Pending Sales		114	136	19.3%	471	650	38.0%
New Listings		147	160	8.8%	659	756	14.7%
Median List Price		\$369,900	\$399,000	7.9%	\$354,458	\$379,999	7.2%
Median Sales Price		\$362,500	\$399,900	10.3%	\$354,458	\$385,000	8.6%
Median Price Per Square Foot		\$233	\$256	9.7%	\$231	\$249	7.5%
Sold Dollar Volume (in millions)		\$37.5	\$51.9	38.3%	\$142.9	\$232.9	63.0%
Average Sold/Ask Price Ratio		100.0%	102.1%	2.1%	100.0%	101.5%	1.4%
Average Days on Market		19	11	-44.9%	22	13	-41.1%
Active Listings		126	68	-46.0%	n/a	n/a	n/a
Months of Supply		1.3	0.5	-59.9%	n/a	n/a	n/a

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

Sales



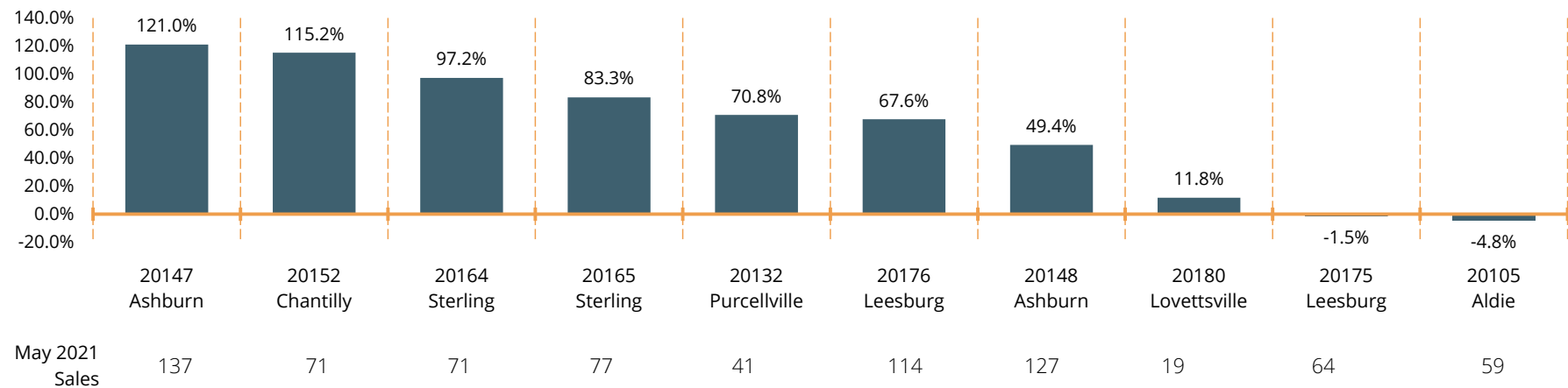
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-21	716	61.6%	133	29.1%
12-month Avg	577	23.7%	128	32.3%

Zip Code

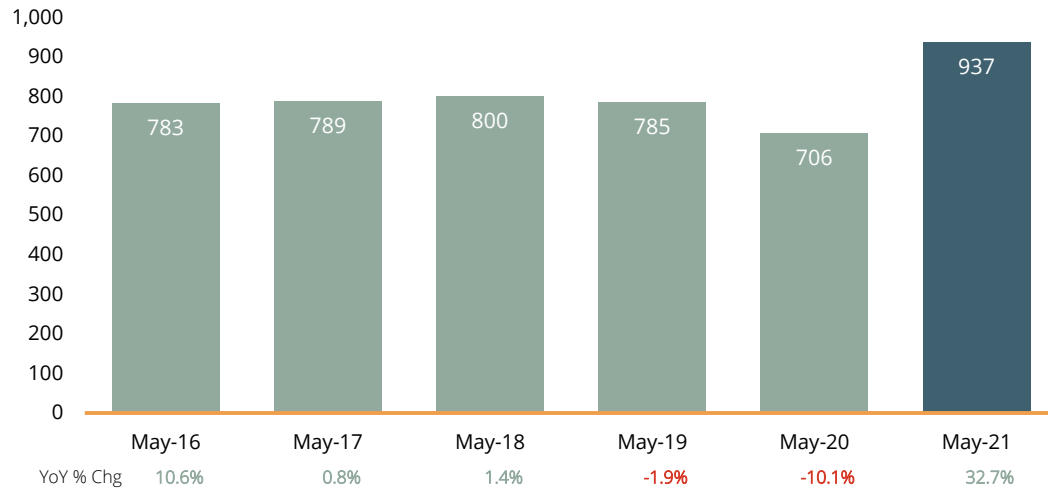
% Change in Sales
May-20 to May-21



Pending Sales



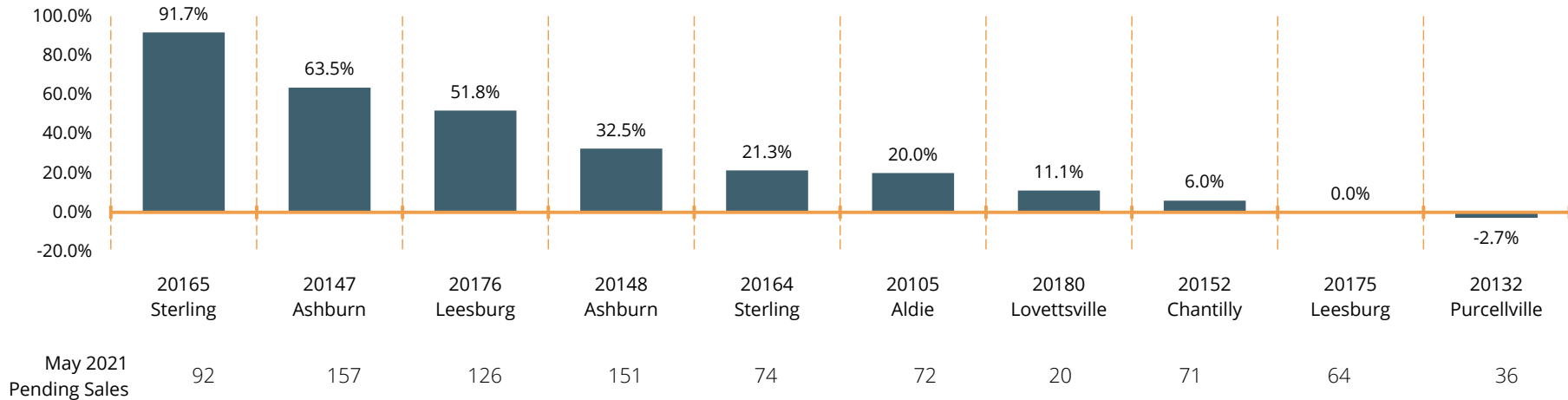
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-21	801	35.3%	136	19.3%
12-month Avg	585	30.1%	130	35.8%

Zip Code

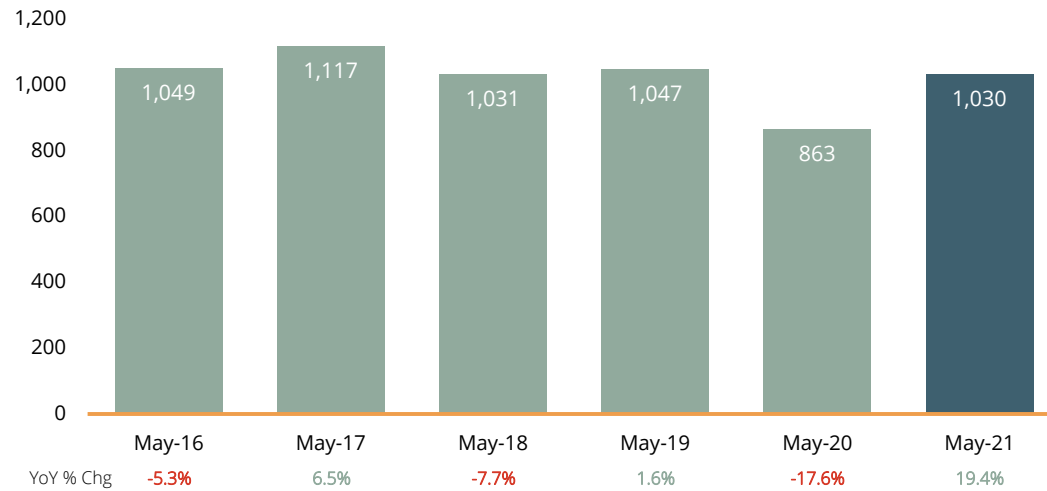
% Change in Pending Sales
May-20 to May-21



New Listings



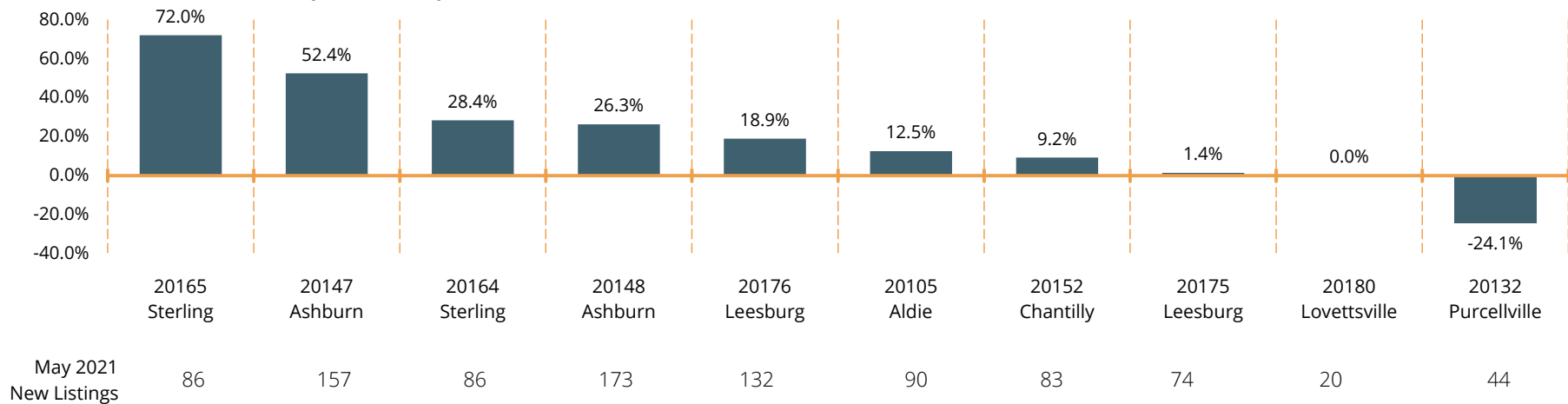
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-21	870	21.5%	160	8.8%
12-month Avg	666	14.6%	152	25.3%

Zip Code

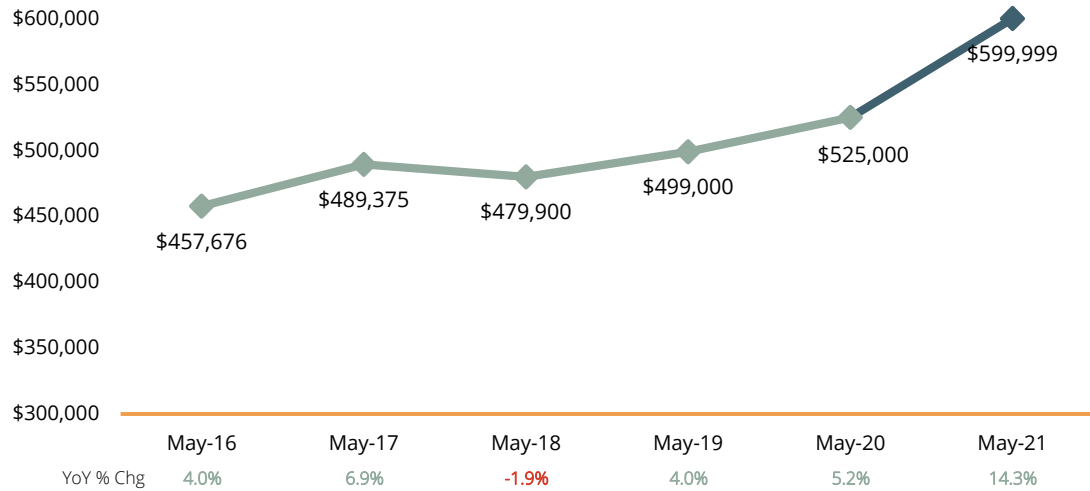
% Change in New Listings
May-20 to May-21



Median List Price



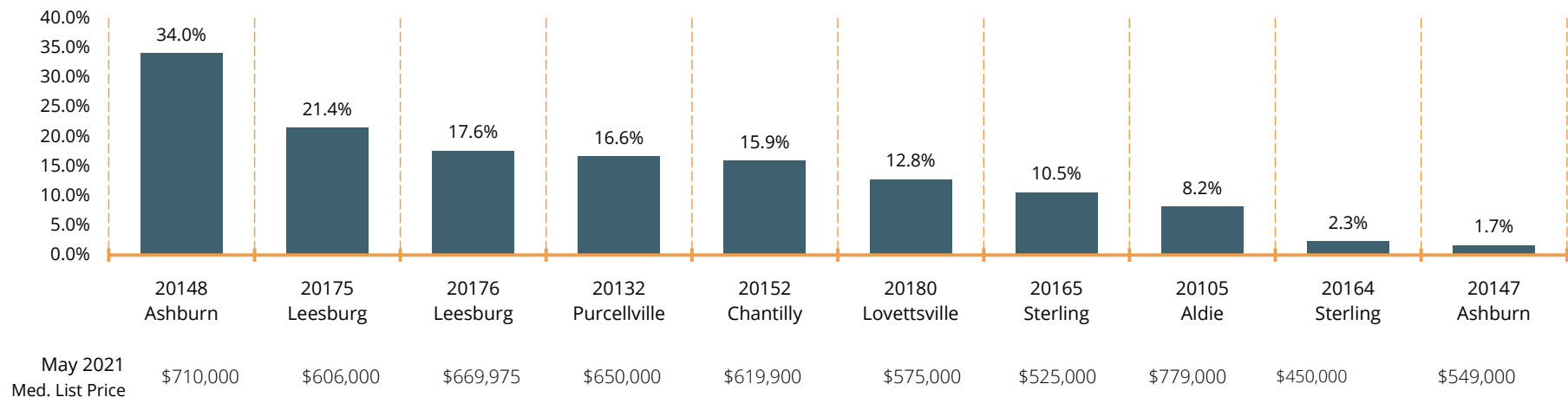
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-21	\$650,000	15.0%	\$399,000	7.9%
12-month Avg	\$612,244	8.6%	\$365,858	5.5%

Zip Code

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

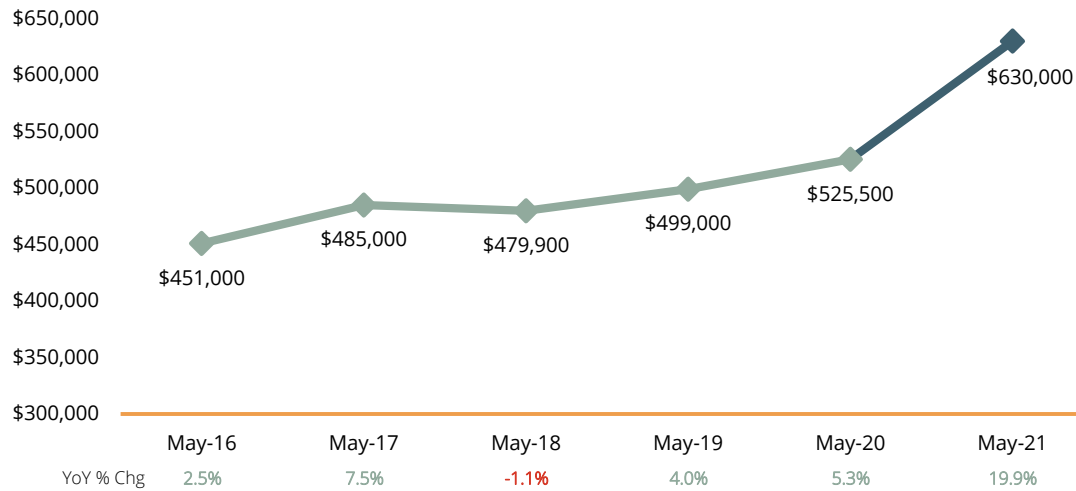


May 2021 Med. List Price	\$710,000	\$606,000	\$669,975	\$650,000	\$619,900	\$575,000	\$525,000	\$779,000	\$450,000	\$549,000
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Median Sales Price



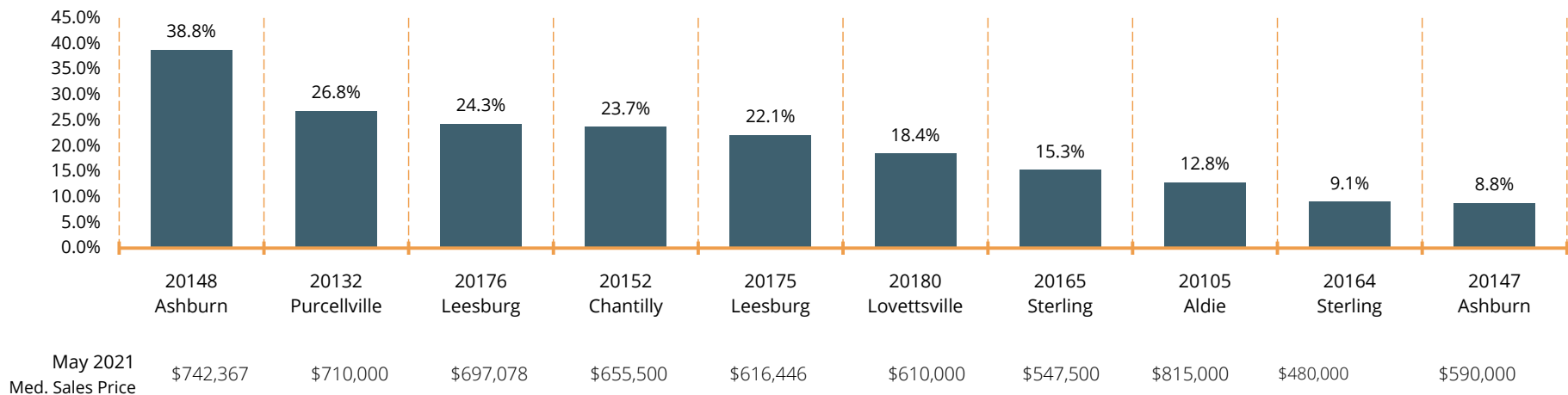
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-21	\$680,000	21.4%	\$399,900	10.3%
12-month Avg	\$624,476	11.0%	\$365,964	6.7%

Zip Code

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



Sold Dollar Volume (in millions)



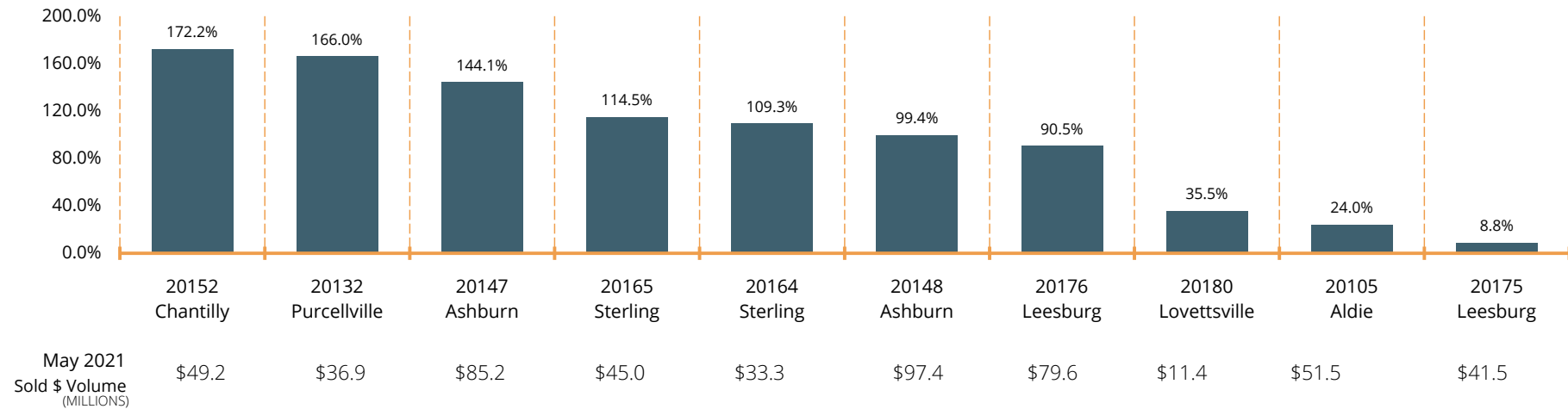
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-21	\$534.5	95.7%	\$51.9	38.3%
12-month Avg	\$392.7	39.3%	\$47.4	43.5%

Zip Code

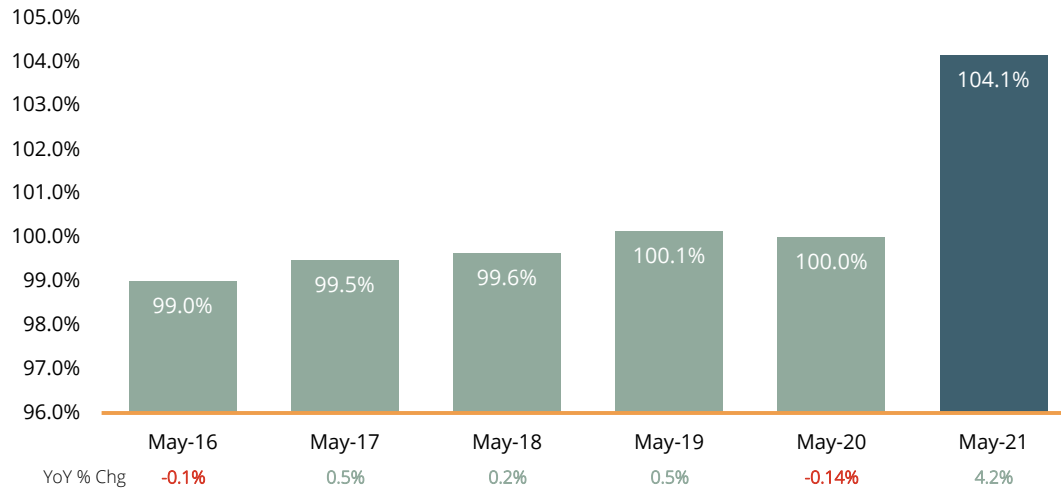
% Change in Sold Dollar Volume
May-20 to May-21



Average Sold to Ask Price Ratio



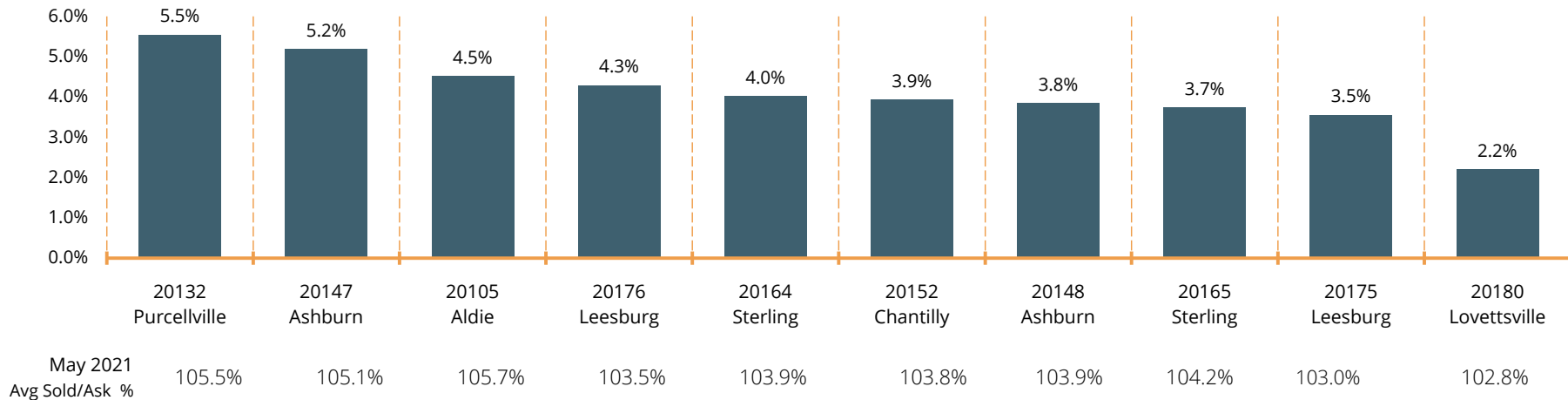
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-21	104.5%	4.6%	102.1%	2.1%
12-month Avg	101.8%	2.0%	100.5%	0.8%

Zip Code

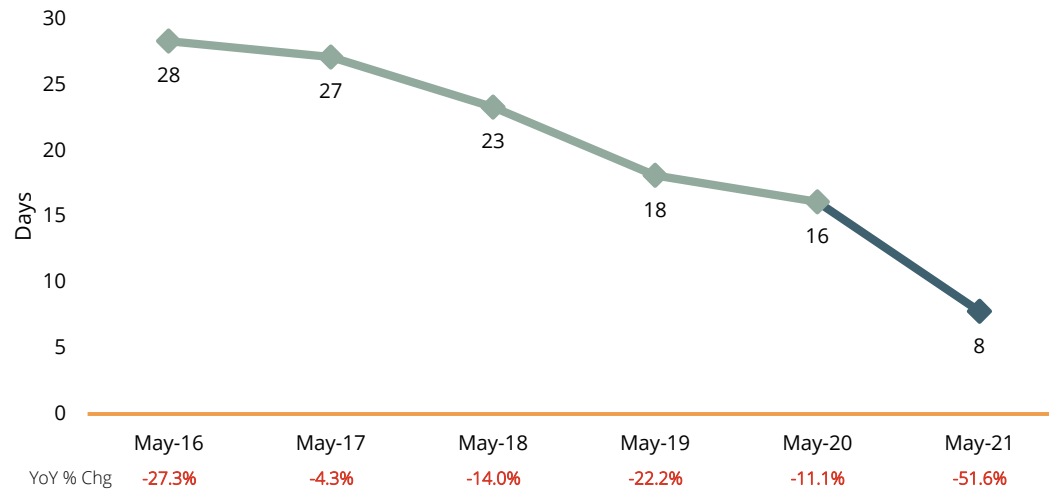
% Change in Average Sold to Ask Price Ratio
May-20 to May-21



Average Days on Market



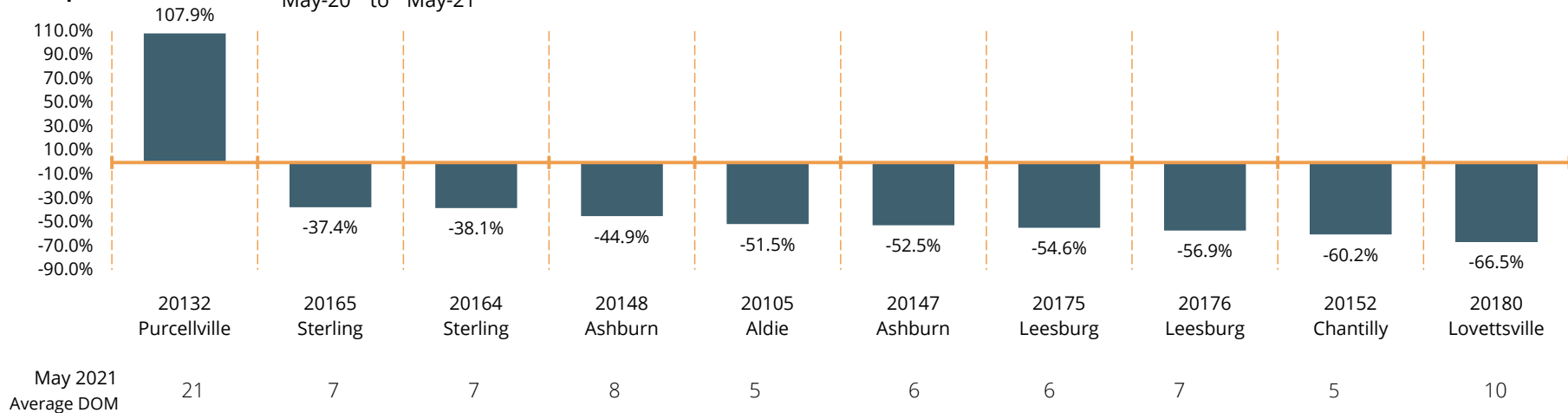
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
May-21	7	-52.7%	11	-44.9%
12-month Avg	15	-43.2%	18	-19.9%

Zip Code

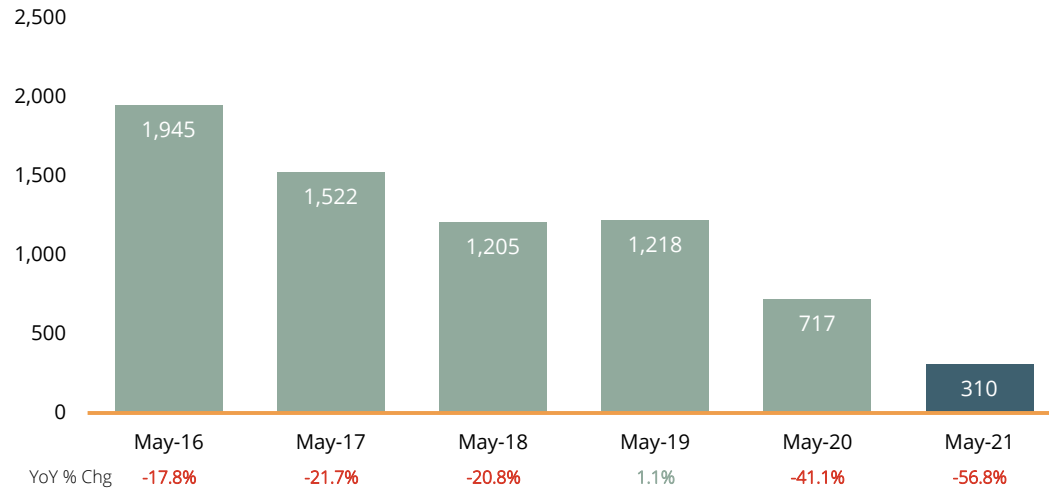
% Change in Average Days on Market
May-20 to May-21



Active Listings



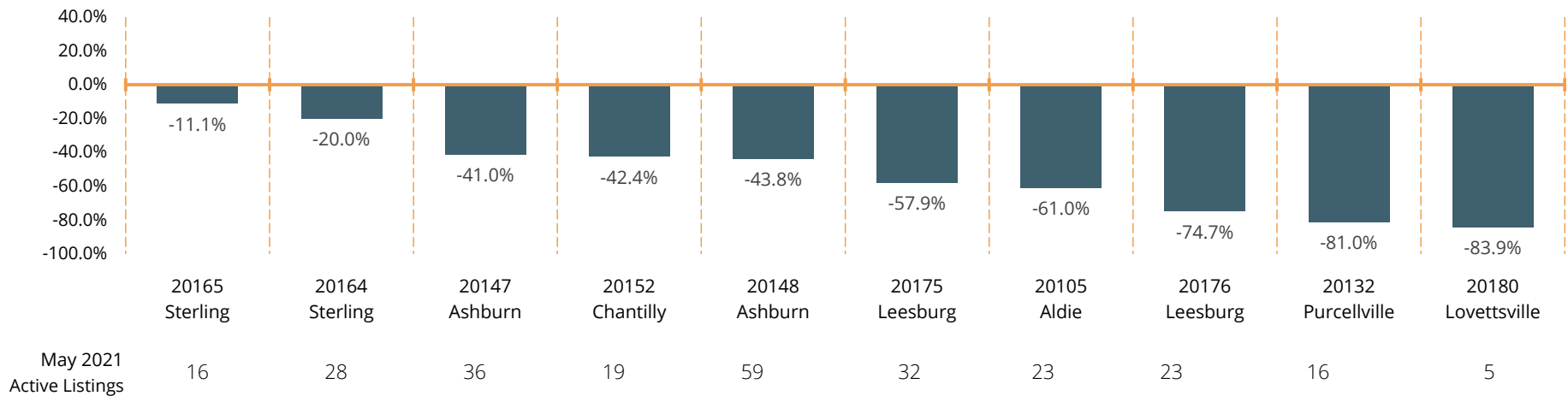
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-21	242	-59.1%	68	-46.0%
12-month Avg	303	-58.5%	72	-37.6%

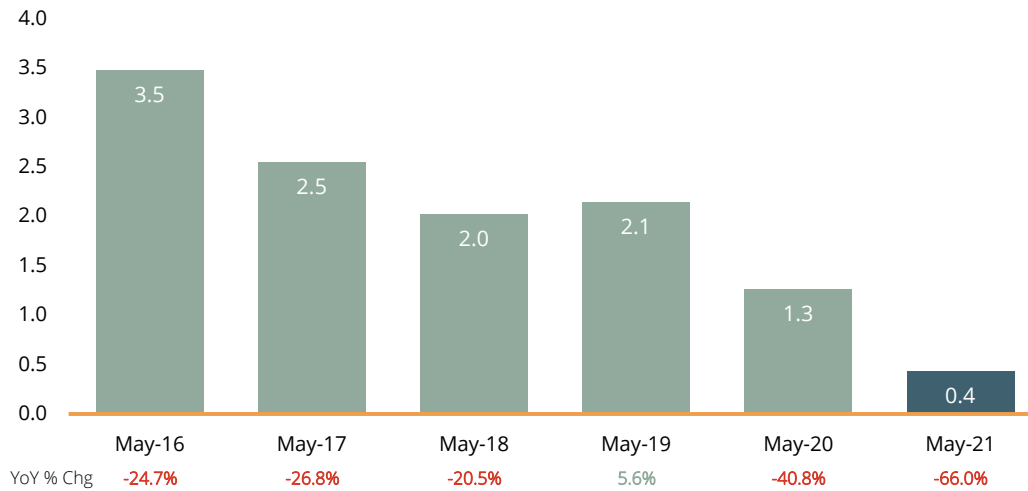
Zip Code

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



Months Supply

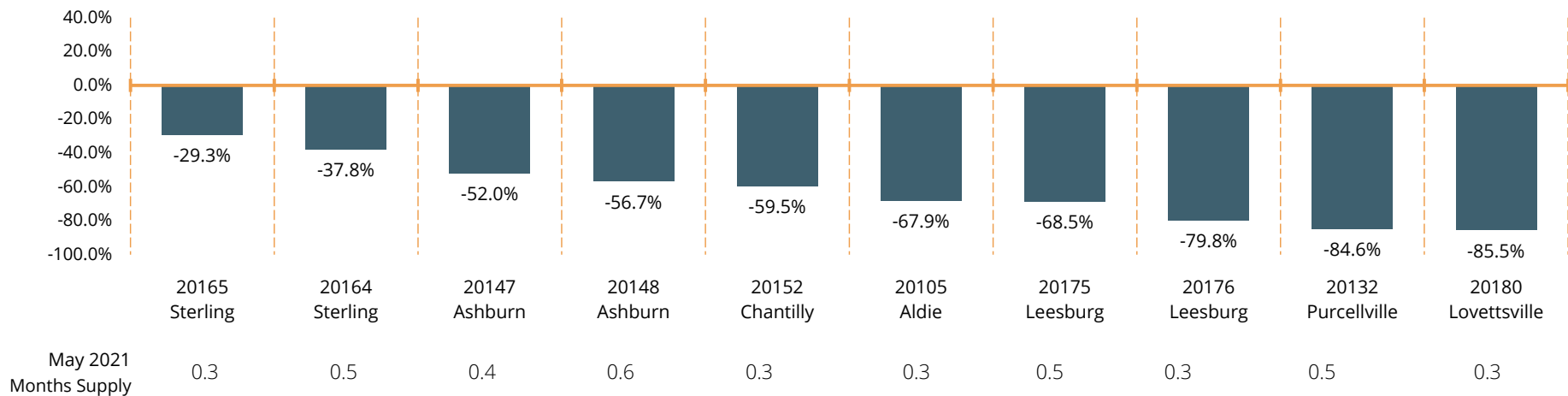
Loudoun County



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-21	0.4	-67.4%	0.5	-59.9%
12-month Avg	0.6	-60.7%	0.6	-46.1%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	May-20	May-21	% chg	May-20	May-21	% chg	May-20	May-21	% chg	May-20	May-21	% chg	May-20	May-21	% chg
Loudoun County	863	1030	19.4%	546	849	55.5%	\$525,500	\$630,000	19.9%	717	310	-56.8%	1.3	0.4	-66.0%
20105	80	90	12.5%	62	59	-4.8%	\$722,500	\$815,000	12.8%	59	23	-61.0%	1.0	0.3	-67.9%
20132	58	44	-24.1%	24	41	70.8%	\$560,000	\$710,000	26.8%	84	16	-81.0%	3.1	0.5	-84.6%
20147	103	157	52.4%	62	137	121.0%	\$542,450	\$590,000	8.8%	61	36	-41.0%	0.7	0.4	-52.0%
20148	137	173	26.3%	85	127	49.4%	\$535,000	\$742,367	38.8%	105	59	-43.8%	1.3	0.6	-56.7%
20152	76	83	9.2%	33	71	115.2%	\$530,000	\$655,500	23.7%	33	19	-42.4%	0.8	0.3	-59.5%
20164	67	86	28.4%	36	71	97.2%	\$439,950	\$480,000	9.1%	35	28	-20.0%	0.8	0.5	-37.8%
20165	50	86	72.0%	42	77	83.3%	\$474,950	\$547,500	15.3%	18	16	-11.1%	0.4	0.3	-29.3%
20175	73	74	1.4%	65	64	-1.5%	\$505,000	\$616,446	22.1%	76	32	-57.9%	1.5	0.5	-68.5%
20176	111	132	18.9%	68	114	67.6%	\$560,950	\$697,078	24.3%	91	23	-74.7%	1.3	0.3	-79.8%
20180	20	20	0.0%	17	19	11.8%	\$515,000	\$610,000	18.4%	31	5	-83.9%	2.3	0.3	-85.5%



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.