

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: June 2021

- Sales continue to outpace pre-pandemic levels in most parts of the county.** There were 951 total sales in Loudoun County in June, a 29.7% spike from a year ago, and 17.3% higher than June of 2019. Following a major slowdown during the onset of the pandemic last spring, activity in the county's housing market has been rising sharply for 12 straight months. Nearly all local markets in the county had more sales this month than a year ago. The strongest sales growth occurred in Sterling zip code 20165 (+85.1%), and Leesburg zip code 20176 (+50.6%). Sales declined this month in Purcellville zip code 20132 (-15.0%) and Aldie zip code 20105 (-6.4%).
- Pending sales were flat in June, which could signal potential slowdown this summer.** There were 871 pending sales in Loudoun County in June, just 11 more than a year ago, a modest 1.3% increase. Other than a small decline in February, pending sales activity in the county has been surging consistently over the past year until now. The sluggish pending sales in June could signal a changing pattern in the coming months. At the local level, the most notable slowdowns occurred in Leesburg zip code 20175 (-23.0%) and Aldie zip code 20105 (-15.6%).
- Prices are soaring in the Loudoun housing market; median sales price nearly \$130K higher than last June.** The June median sales price in the county was \$658,000, a 24.5% spike from a year ago, a gain of \$129,500. All local markets are experiencing significant price gains. The sharpest price growth occurred in Leesburg zip code 20175 (+38.7%).
- New listings continue to outpace last year; however, inventory still very low.** At the end of June there were only 389 active listings in the county, a reduction of 187 listings from a year ago (-32.5%). While the overall supply is tight, the number of new listings rose for the third straight month (+23.9%). *July 1, 2021*



DAAR Market Dashboard

YoY Chg	Jun-21	Indicator
▲ 29.7%	951	Sales
▲ 1.3%	871	Pending Sales
▲ 23.9%	1,100	New Listings
▲ 21.9%	\$639,900	Median List Price
▲ 24.5%	\$658,000	Median Sales Price
▲ 14.4%	\$235	Median Price Per Square Foot
▲ 61.0%	\$677.0	Sold Dollar Volume (in millions)
▲ 3.4%	103.5%	Average Sold/Ask Price Ratio
▼ -58.2%	9	Average Days on Market
▼ -32.5%	389	Active Listings
▼ -48.7%	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.

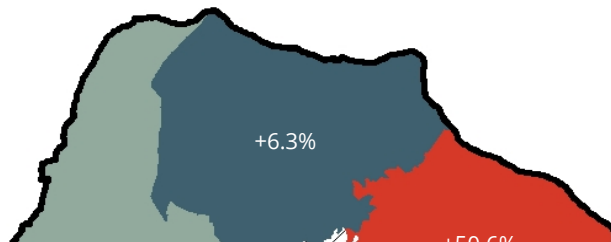
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



+16.7%

+85.1%

Zip Code	Home Sales		% Chg
	Jun-20	Jun-21	
20105 Aldie	78	73	-6.4%
20132 Purcellville	40	34	-15.0%
20147 Ashburn	106	157	48.1%
20148 Ashburn	118	158	33.9%
20152 Chantilly	68	75	10.3%
20164 Sterling	65	77	18.5%
20165 Sterling	47	87	85.1%
20175 Leesburg	54	63	16.7%
20176 Leesburg	85	128	50.6%
20180 Lovettsville	16	17	6.3%



Not calculated due to low sales volume



Total Market Overview



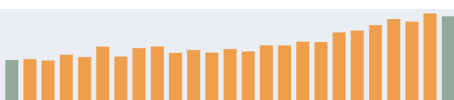




Key Metrics	2-year Trends	Jun-20	Jun-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jun-19Jun-21						
Sales		733	951	29.7%	3,088	4,166	34.9%
Pending Sales		860	871	1.3%	3,695	4,529	22.6%
New Listings		888	1,100	23.9%	4,858	5,349	10.1%
Median List Price		\$525,000	\$639,900	21.9%	\$525,000	\$590,000	12.4%
Median Sales Price		\$528,500	\$658,000	24.5%	\$530,000	\$613,327	15.7%
Median Price Per Square Foot		\$205	\$235	14.4%	\$205	\$232	13.5%
Sold Dollar Volume (in millions)		\$420.4	\$677.0	61.0%	\$1,765.5	\$2,784.3	57.7%
Average Sold/Ask Price Ratio		100.0%	103.5%	3.4%	100.1%	103.2%	3.1%
Average Days on Market		20	9	-58.2%	21	11	-50.0%
Active Listings		576	389	-32.5%	n/a	n/a	n/a
Months of Supply		1.0	0.5	-48.7%	n/a	n/a	n/a

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

Single-Family Market Overview



Key Metrics	2-year Trends	Jun-20	Jun-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jun-19	Jun-21					
Pending Sales		690	732	6.1%	3,054	3,740	22.5%
Median List Price		\$580,000	\$675,000	16.4%	\$580,000	\$649,900	12.1%
Median Price Per Square Foot		\$201	\$231	15.4%	\$200	\$228	14.2%
Average Sold/Ask Price Ratio		100.2%	103.8%	3.6%	100.2%	103.6%	3.4%
Active Listings		490	312	-36.3%	n/a	n/a	n/a

Townhome & Condo Market Overview

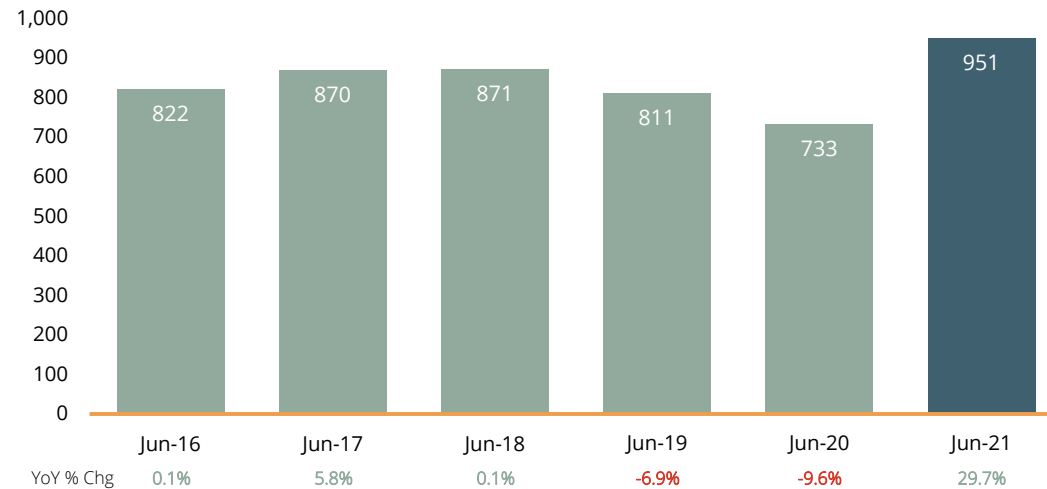


Key Metrics	2-year Trends	Jun-20	Jun-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jun-19	Jun-21					
Pending Sales		170	139	-18.2%	641	789	23.1%
Median List Price		\$359,995	\$398,893	10.8%	\$359,990	\$380,000	5.6%
Median Price Per Square Foot		\$230	\$262	14.0%	\$231	\$251	8.6%
Average Sold/Ask Price Ratio		99.3%	101.6%	2.4%	99.9%	101.5%	1.6%
Active Listings		86	77	-10.5%	n/a	n/a	n/a

Sales



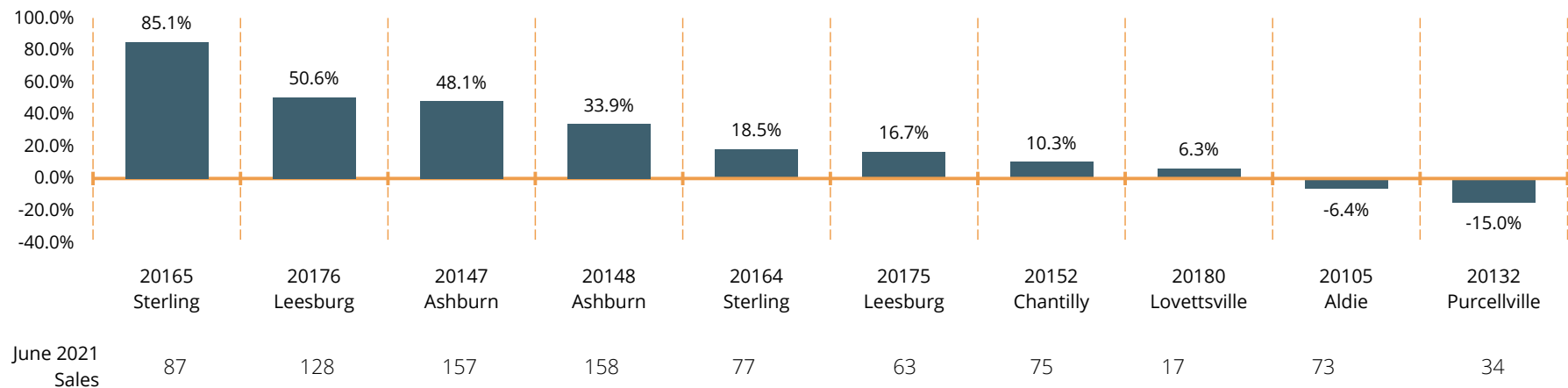
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-21	826	36.1%	125	-0.8%
12-month Avg	595	29.5%	128	31.9%

Zip Code

% Change in Sales
Jun-20 to Jun-21



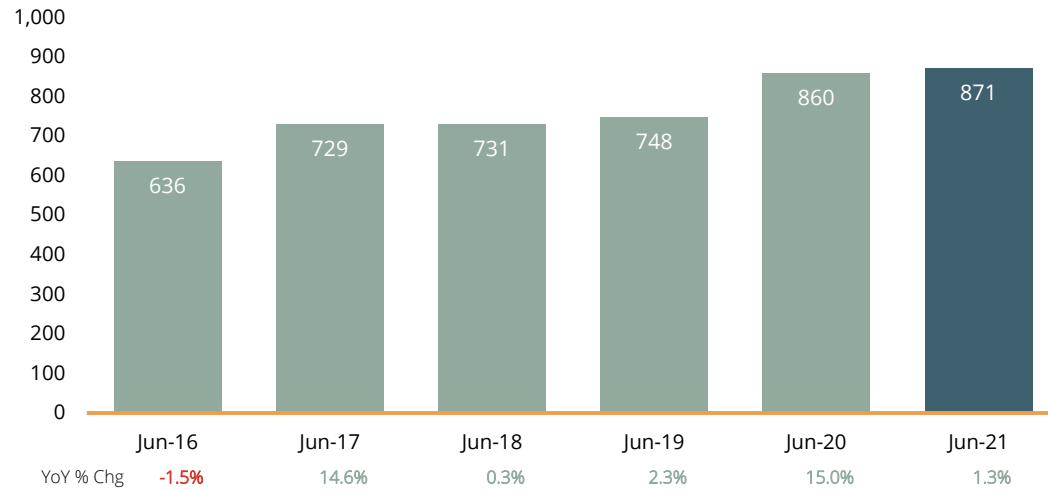
June 2021
Sales

87 128 157 158 77 63 75 17 73 34

Pending Sales



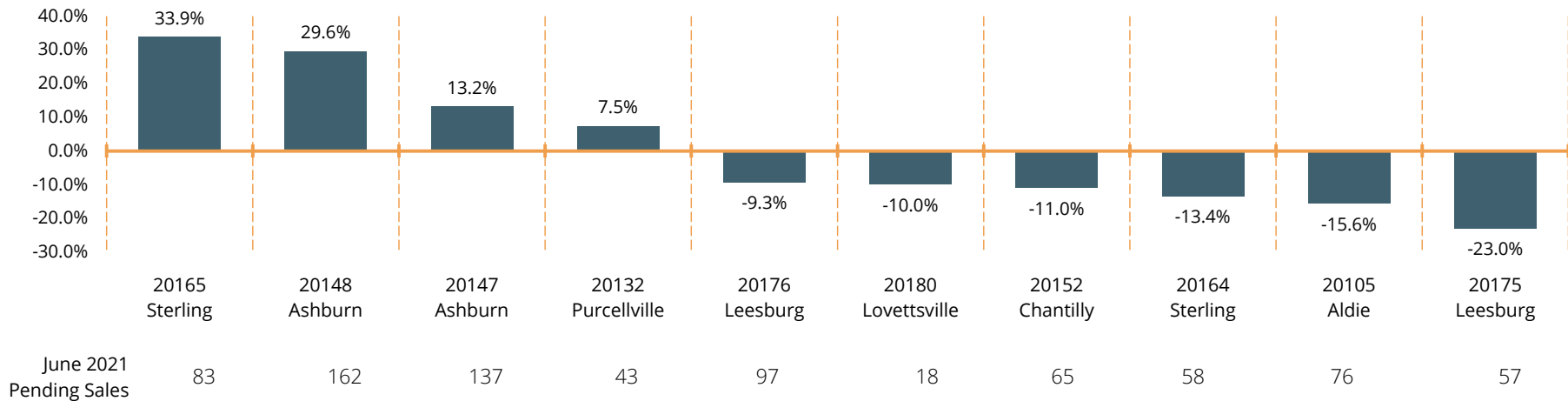
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-21	732	6.1%	139	-18.2%
12-month Avg	588	29.6%	127	26.9%

Zip Code

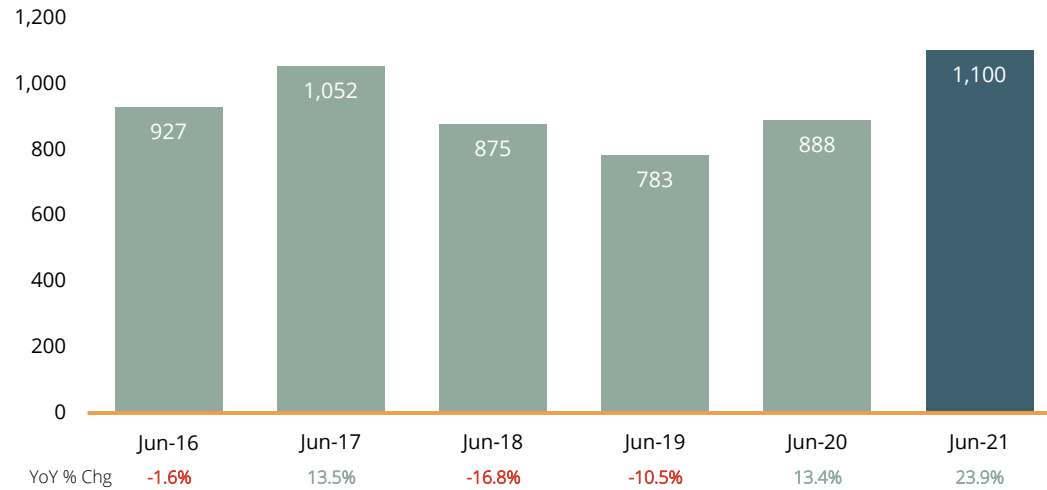
% Change in Pending Sales
Jun-20 to Jun-21



New Listings



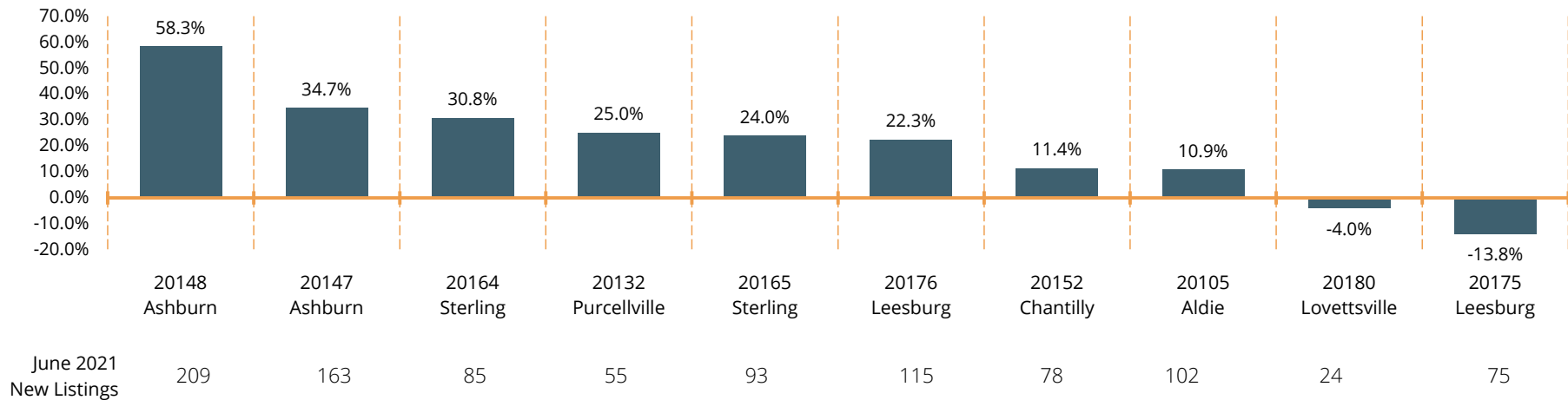
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jun-21	930	29.5%	170	0.0%
12-month Avg	684	16.7%	152	21.3%

Zip Code

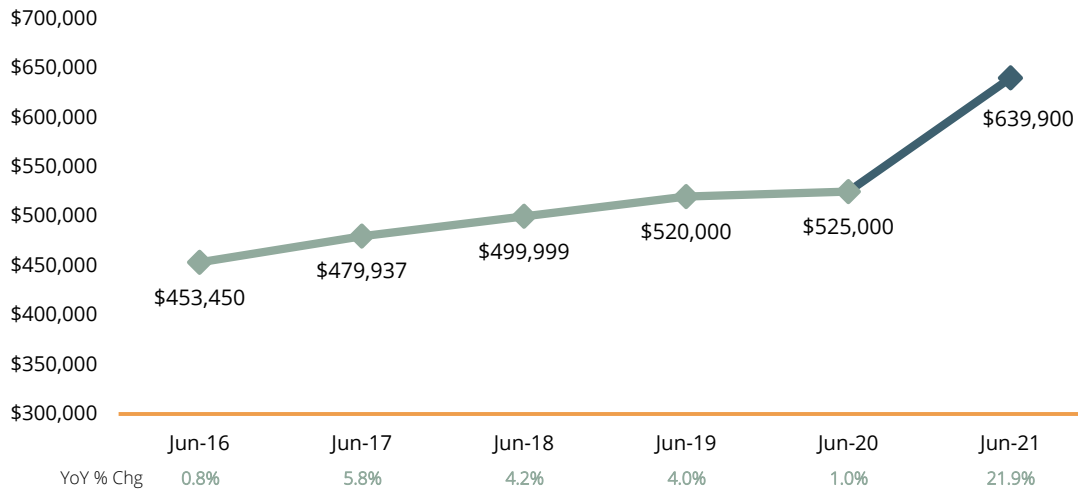
% Change in New Listings
Jun-20 to Jun-21



Median List Price



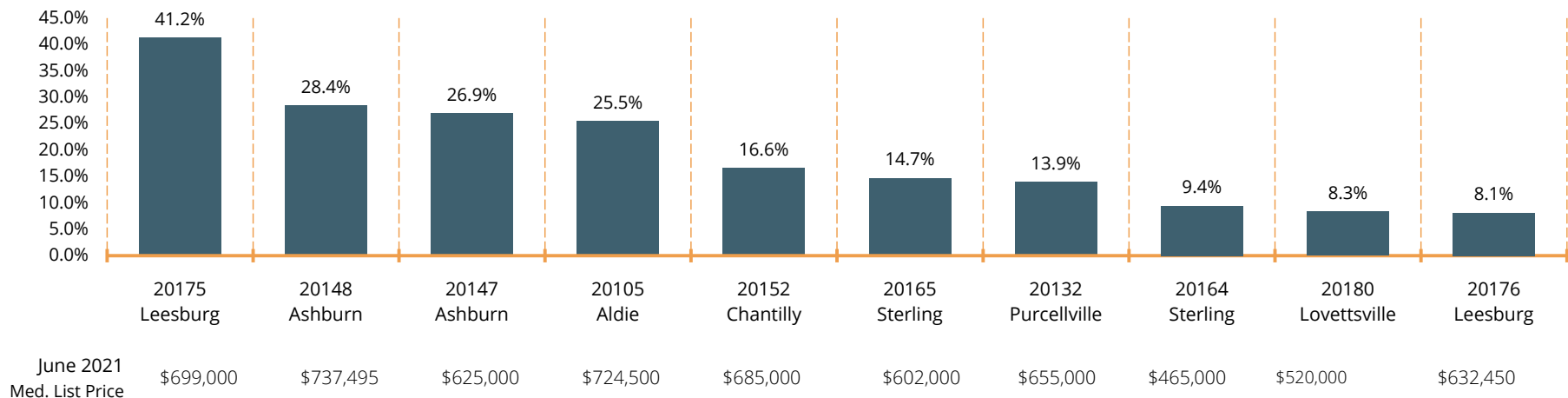
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-21	\$675,000	16.4%	\$398,893	10.8%
12-month Avg	\$620,160	9.6%	\$369,099	6.3%

Zip Code

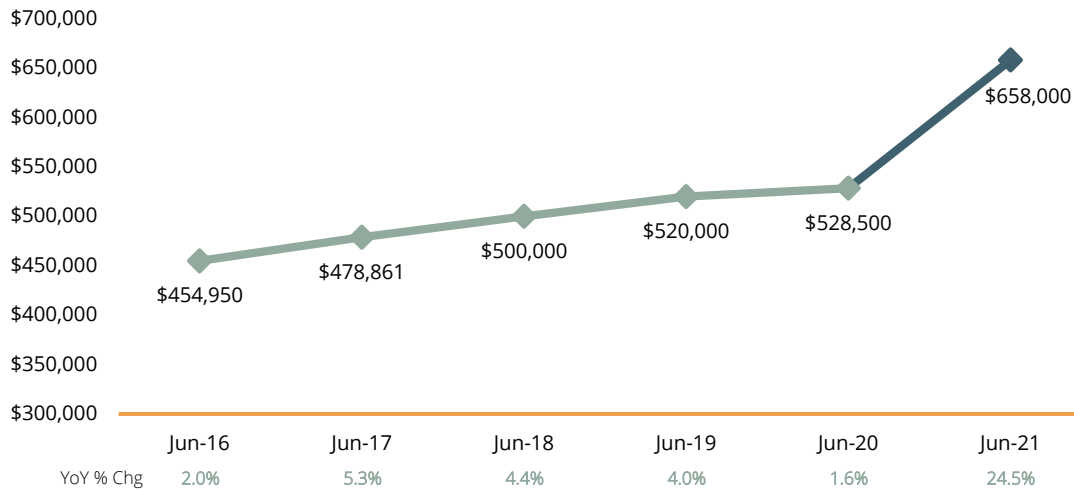
% Change in Median List Price
Jun-20 to Jun-21



Median Sales Price



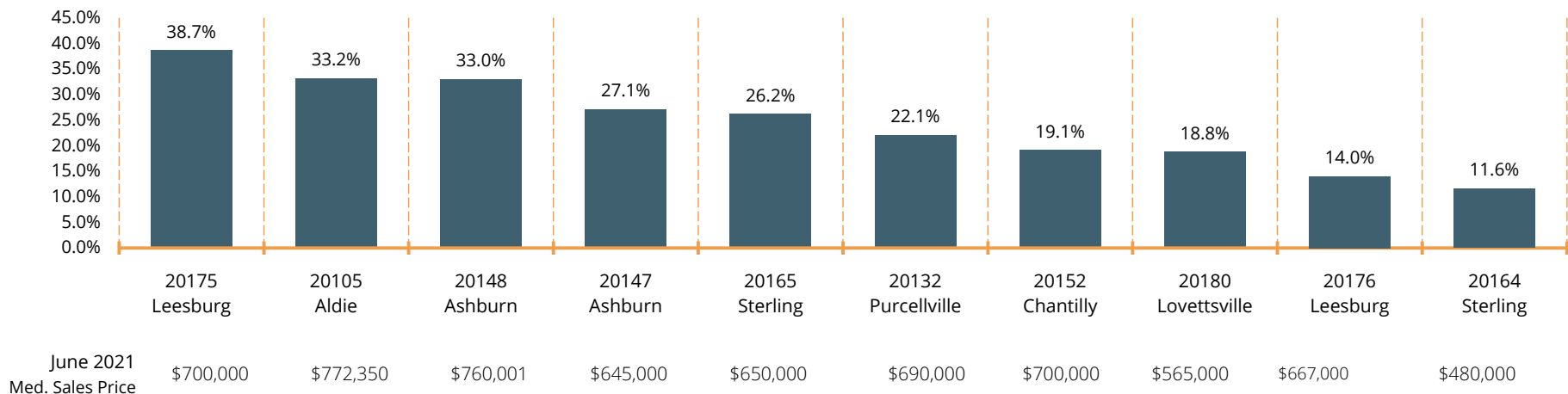
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jun-21	\$700,000	20.1%	\$395,000	10.5%
12-month Avg	\$634,247	12.4%	\$369,089	7.5%

Zip Code

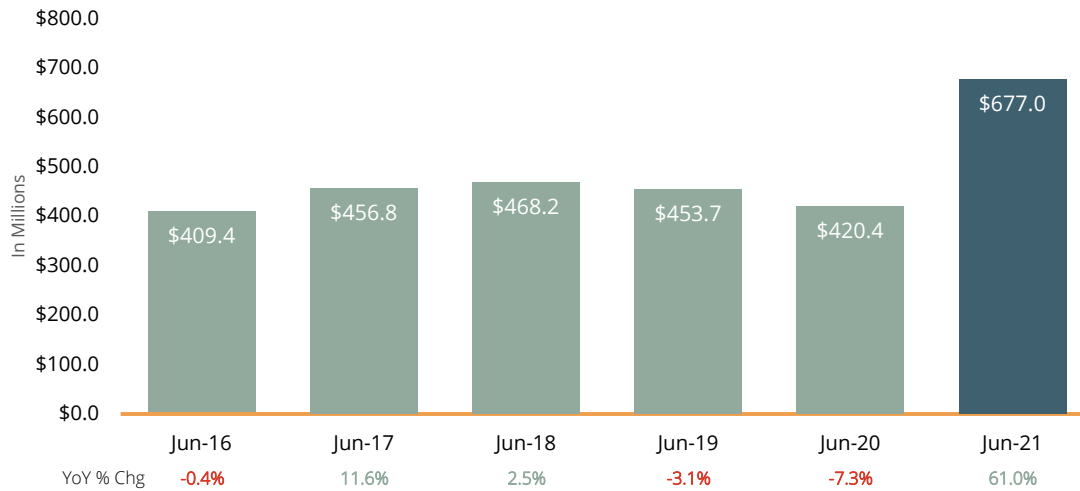
% Change in Median Sales Price
Jun-20 to Jun-21



Sold Dollar Volume (in millions)



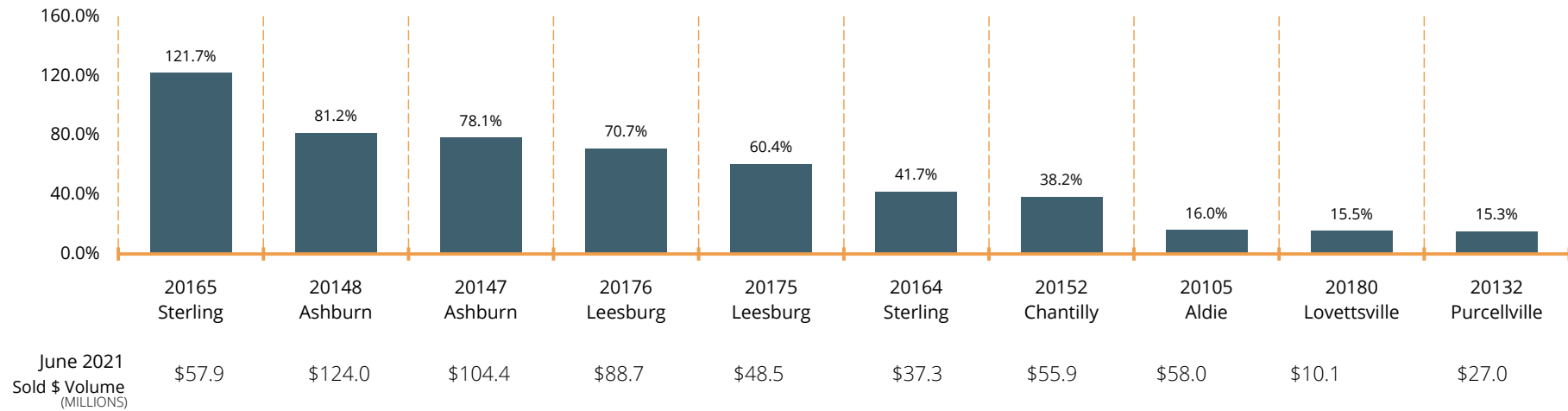
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-21	\$627.7	67.2%	\$49.2	9.7%
12-month Avg	\$413.7	48.3%	\$47.8	43.4%

Zip Code

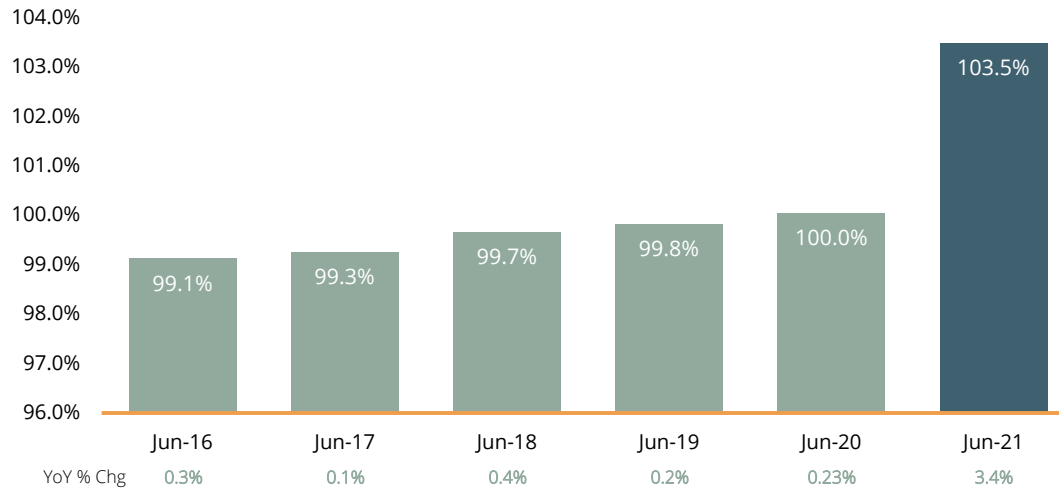
% Change in Sold Dollar Volume
Jun-20 to Jun-21



Average Sold to Ask Price Ratio



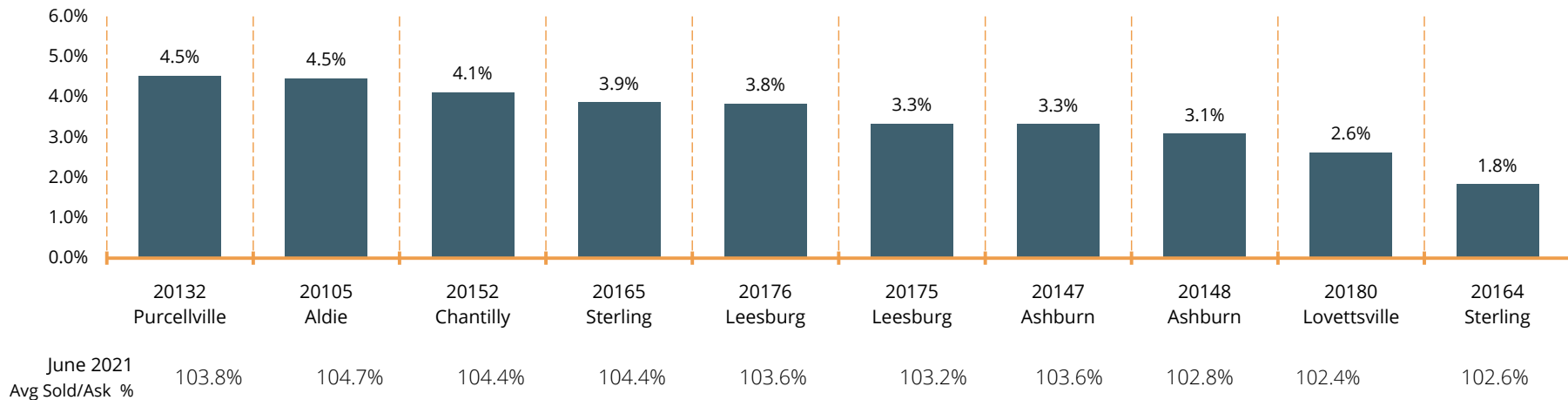
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jun-21	103.8%	3.6%	101.6%	2.4%
12-month Avg	102.1%	2.3%	100.7%	1.0%

Zip Code

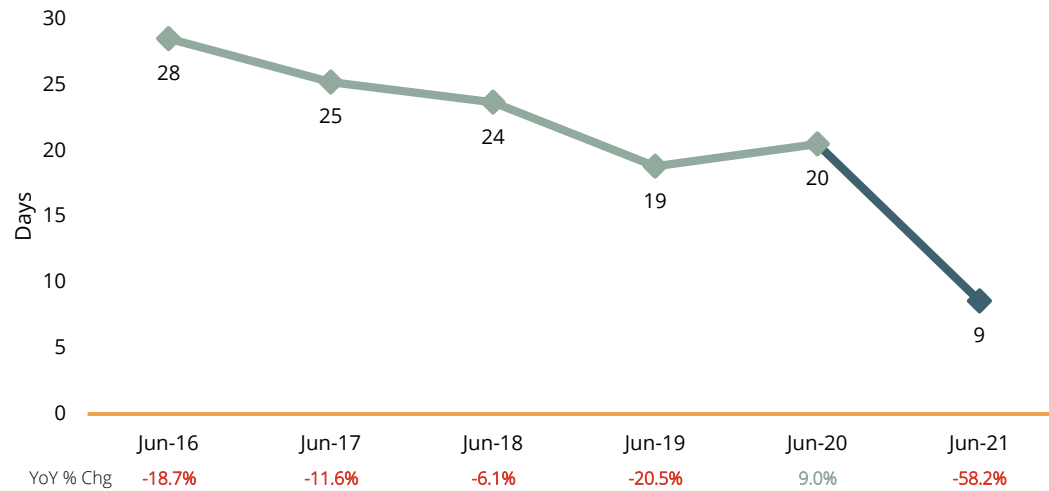
% Change in Average Sold to Ask Price Ratio
Jun-20 to Jun-21



Average Days on Market



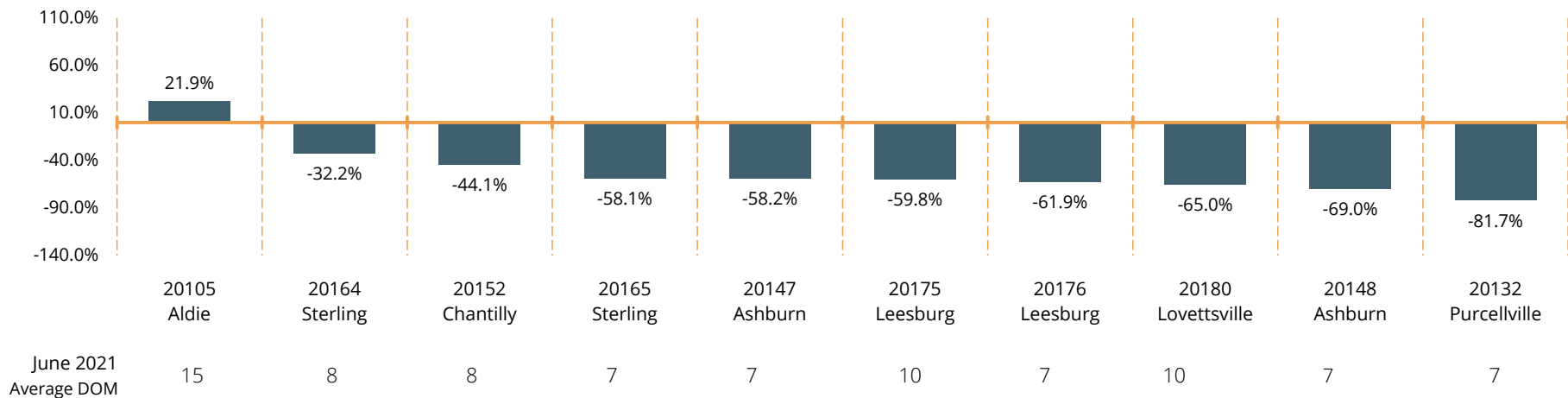
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-21	8	-58.0%	10	-57.2%
12-month Avg	14	-47.1%	17	-26.5%

Zip Code

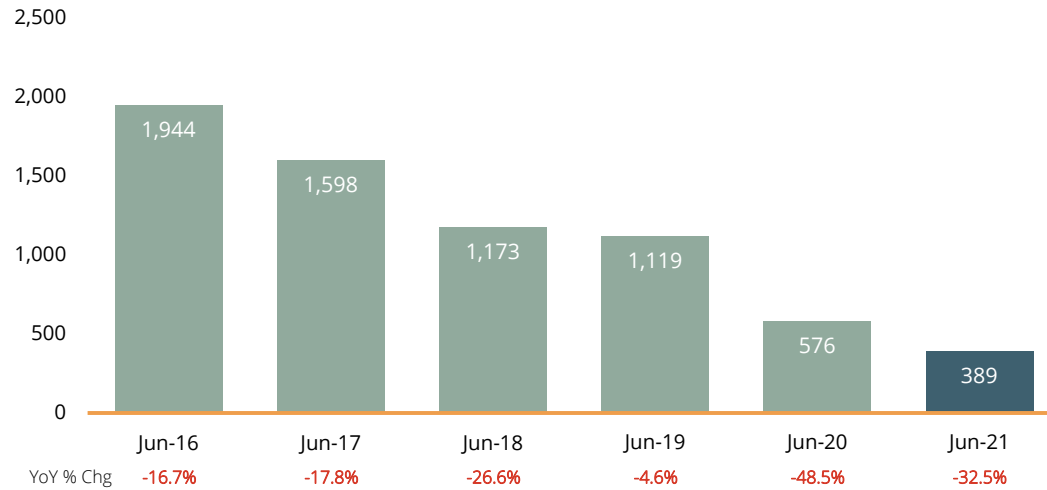
% Change in Average Days on Market
Jun-20 to Jun-21



Active Listings



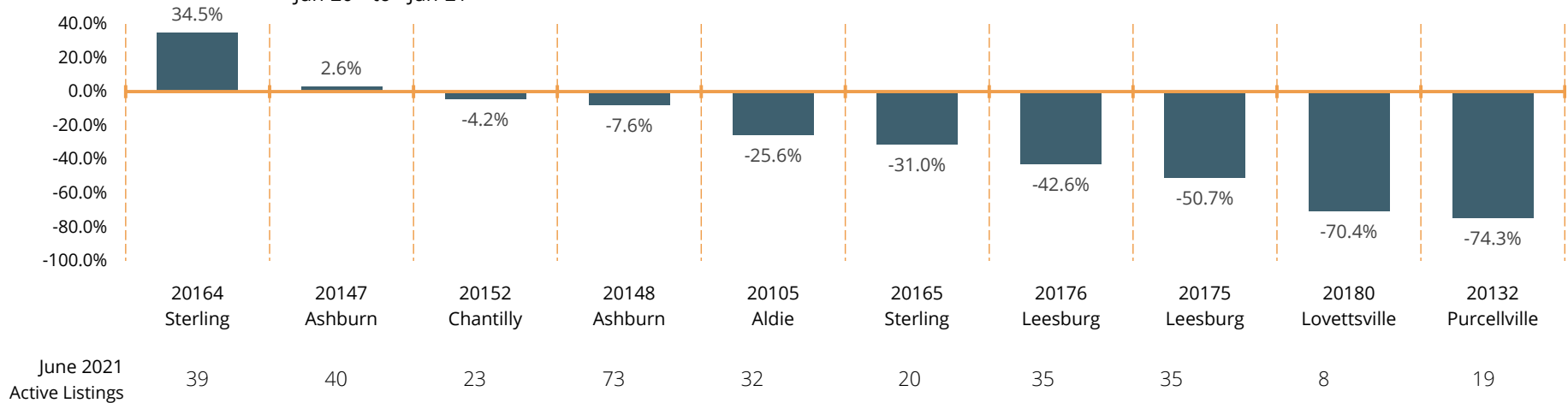
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jun-21	312	-36.3%	77	-10.5%
12-month Avg	289	-58.3%	71	-35.5%

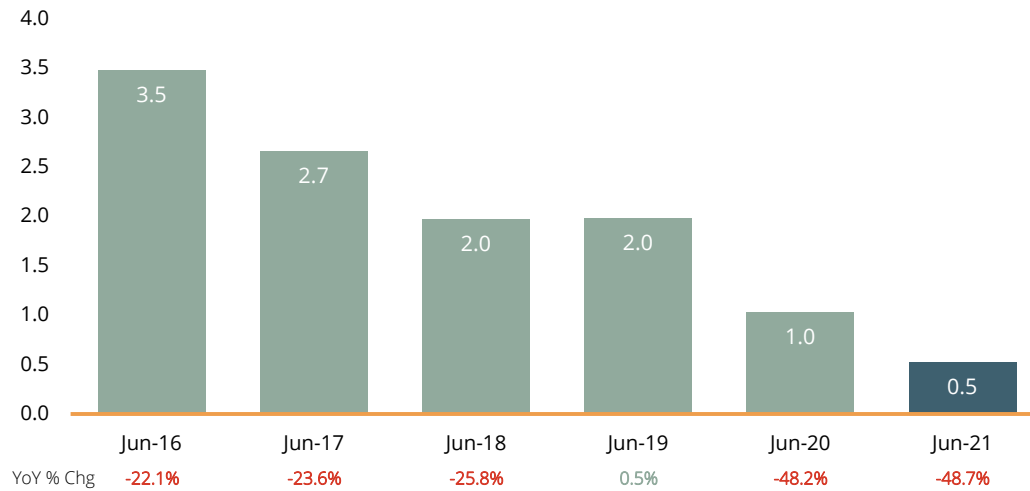
Zip Code

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



Months Supply

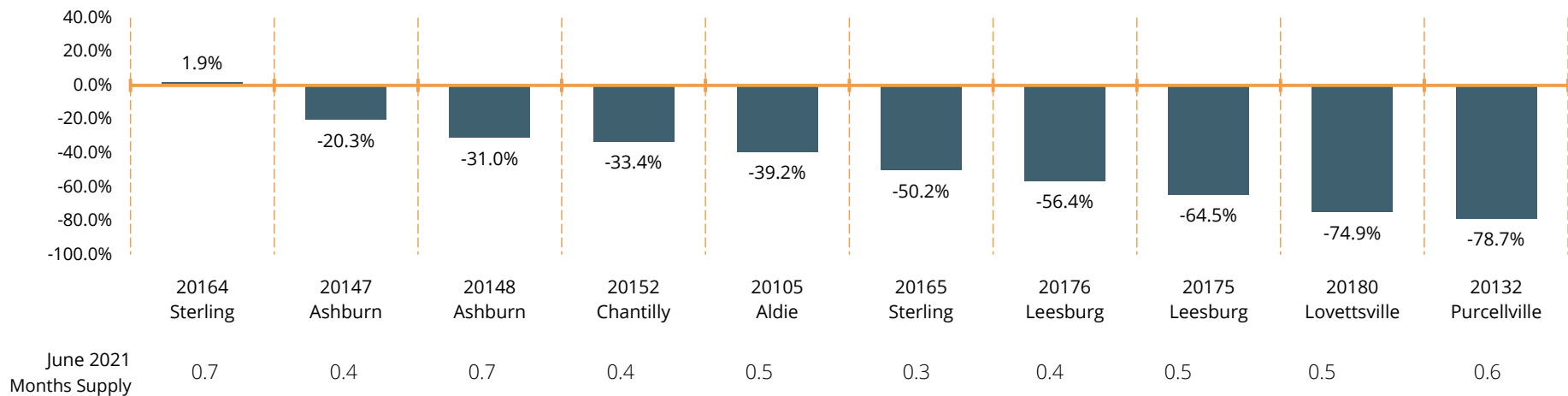
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jun-21	0.5	-51.4%	0.6	-33.1%
12-month Avg	0.6	-61.5%	0.6	-45.8%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-20	Jun-21	% chg	Jun-20	Jun-21	% chg	Jun-20	Jun-21	% chg	Jun-20	Jun-21	% chg	Jun-20	Jun-21	% chg
Loudoun County	888	1100	23.9%	733	951	29.7%	\$528,500	\$658,000	24.5%	576	389	-32.5%	1.0	0.5	-48.7%
20105	92	102	10.9%	78	73	-6.4%	\$580,000	\$772,350	33.2%	43	32	-25.6%	0.8	0.5	-39.2%
										74					
20147	121	163	34.7%	106	157	48.1%	\$507,500	\$645,000	27.1%	39	40	2.6%	0.5	0.4	-20.3%
20152	70	78	11.4%	68	75	10.3%	\$587,500	\$700,000	19.1%	24	23	-4.2%	0.6	0.4	-33.4%
20165	75	93	24.0%	47	87	85.1%	\$515,000	\$650,000	26.2%	29	20	-31.0%	0.7	0.3	-50.2%
20176	94	115	22.3%	85	128	50.6%	\$585,000	\$667,000	14.0%	61	35	-42.6%	0.9	0.4	-56.4%
										27					



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:

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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.