

JULY
2021

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



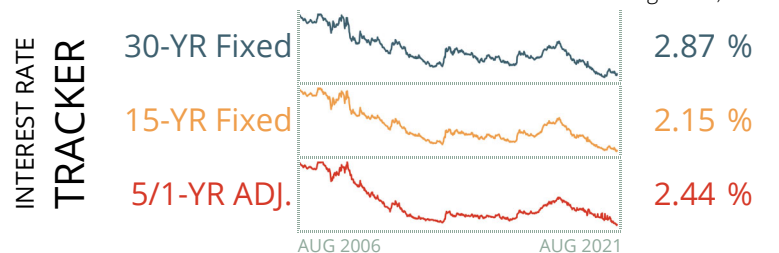
Key Market Trends: July 2021

- Sales activity slowed down modestly in the Loudoun County housing market in July.** There were 856 sales across the county in July, 7 fewer sales than a year ago, which is a 0.8% decline. This is the first year-over-year slowdown in the Loudoun County housing market since June of last year. While sales were slower this month compared to a year ago, market activity continue to outpace pre-pandemic levels, up 6.5% from July 2019. The biggest slowdown in sales occurred in Leesburg zip code 20175 (-17.7%) and Sterling zip code 20164 (-16.1%). Sales activity was strong in Sterling zip code 20165 (+21.5%) and Ashburn zip code 20147 (+15.2%).
- Pending sales were down for just the second time in more than a year.** There were 794 pending sales in Loudoun County in July, 10 fewer than a year ago, a modest 1.2% decrease. At the local level the sharpest slowdown in pending sales activity occurred in Purcellville zip code 20132 (-30.3%), Sterling zip code 20165 (-28.8%), and Leesburg zip code 20176 (-23.4%). Pending sales activity expanded this month in Ashburn zip code 20147 (+27.3%) and Chantilly zip code 20152 (+18.6%) compared to last July.
- Home prices continue to climb throughout most of the county.** At \$626,363, the July median sales price in Loudoun County rose 11.3% from last year, which is a gain of over \$63,000. Aldie zip code 20105 had the sharpest price growth in the county this month, surging up 26% from last July, a jump of \$162,500. Price growth was also strong in Sterling zip code 20164 (+21.4%).
- Supply in the Loudoun County market continues to get smaller, but the rate of decline has moderated.** There were 584 active listings in Loudoun County at the end of July, 44 fewer listings than last year, which is a 7% decrease. A total of 1,130 new listings came onto the market in the county in July, 102 more than a year ago (+9.9%).



DAAR Market Dashboard

YoY Chg	Jul-21	Indicator
▼ -0.8%	856	Sales
▼ -1.2%	794	Pending Sales
▲ 9.9%	1,130	New Listings
▲ 10.9%	\$609,900	Median List Price
▲ 11.3%	\$626,363	Median Sales Price
▲ 16.5%	\$238	Median Price Per Square Foot
▲ 10.0%	\$575.6	Sold Dollar Volume (in millions)
▲ 1.6%	102.4%	Average Sold/Ask Price Ratio
▼ -59.1%	9	Average Days on Market
▼ -7.0%	584	Active Listings
▼ -28.3%	0.8	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.

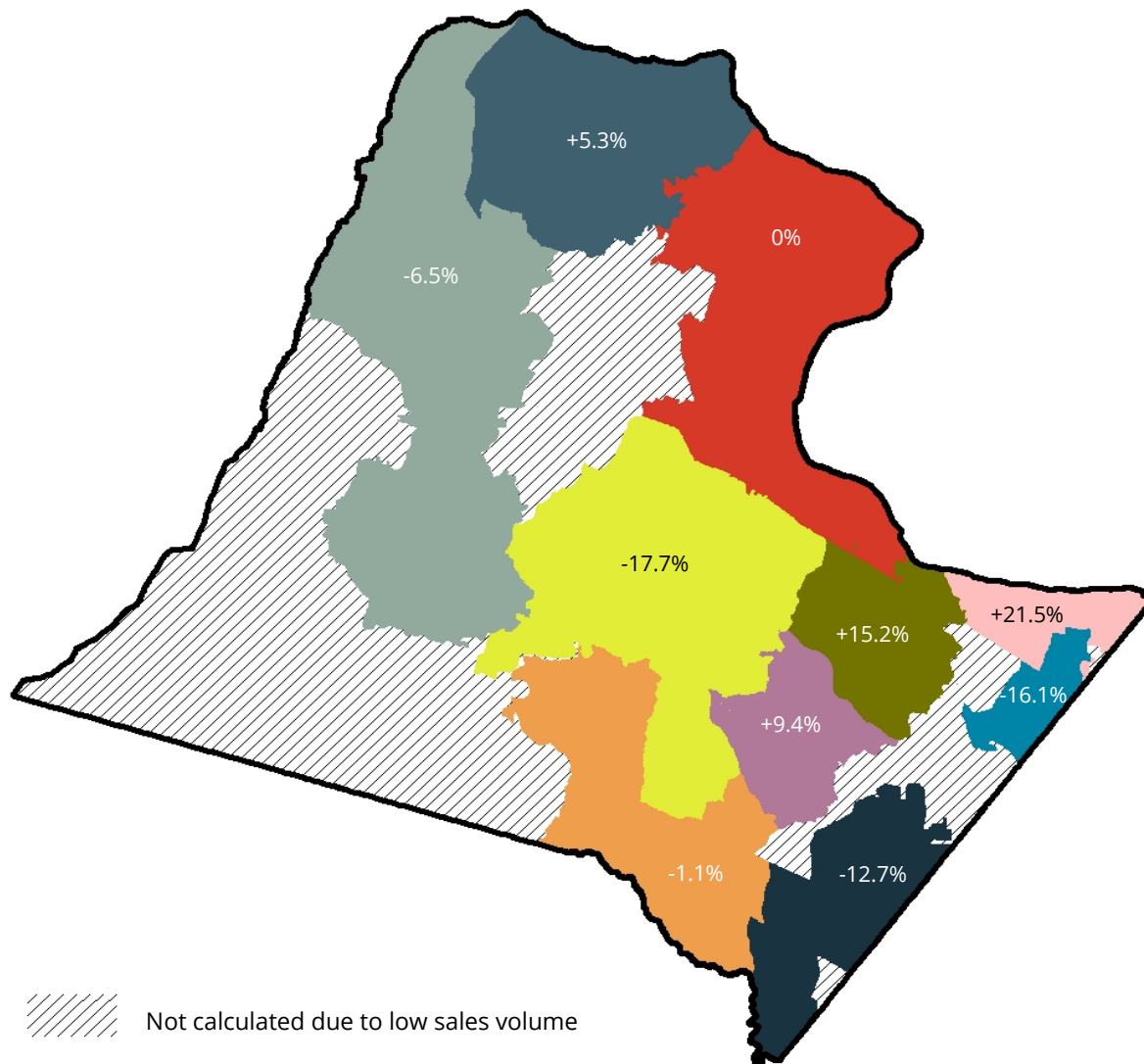
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		% Chg
	Jul-20	Jul-21	
20105 Aldie	87	86	-1.1%
20132 Purcellville	46	43	-6.5%
20147 Ashburn	112	129	15.2%
20148 Ashburn	138	151	9.4%
20152 Chantilly	79	69	-12.7%
20164 Sterling	62	52	-16.1%
20165 Sterling	65	79	21.5%
20175 Leesburg	79	65	-17.7%
20176 Leesburg	100	100	0.0%
20180 Lovettsville	19	20	5.3%

Total Market Overview



Key Metrics	2-year Trends		Jul-20	Jul-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jul-19	Jul-21						
Sales			863	856	-0.8%	3,951	5,022	27.1%
Pending Sales			804	794	-1.2%	4,499	5,323	18.3%
New Listings			1,028	1,130	9.9%	5,886	6,479	10.1%
Median List Price			\$550,000	\$609,900	10.9%	\$532,650	\$595,500	11.8%
Median Sales Price			\$562,980	\$626,363	11.3%	\$535,000	\$615,000	15.0%
Median Price Per Square Foot			\$205	\$238	16.5%	\$205	\$233	13.9%
Sold Dollar Volume (in millions)			\$523.1	\$575.6	10.0%	\$2,288.6	\$3,359.8	46.8%
Average Sold/Ask Price Ratio			100.7%	102.4%	1.6%	100.3%	103.1%	2.8%
Average Days on Market			21	9	-59.1%	21	10	-51.4%
Active Listings			628	584	-7.0%	n/a	n/a	n/a
Months of Supply			1.1	0.8	-28.3%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed August 13, 2021

Single-Family Market Overview



Key Metrics	2-year Trends		Jul-20	Jul-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jul-19	Jul-21						
Sales			705	721	2.3%	3,260	4,155	27.5%
Pending Sales			674	653	-3.1%	3,728	4,393	17.8%
New Listings			847	938	10.7%	4,876	5,361	9.9%
Median List Price			\$625,000	\$650,000	4.0%	\$590,000	\$649,990	10.2%
Median Sales Price			\$630,000	\$676,000	7.3%	\$593,000	\$672,910	13.5%
Median Price Per Square Foot			\$198	\$235	18.3%	\$200	\$229	14.7%
Sold Dollar Volume (in millions)			\$468.0	\$521.9	11.5%	\$2,045.7	\$3,024.0	47.8%
Average Sold/Ask Price Ratio			101.0%	102.6%	1.6%	100.4%	103.4%	3.1%
Average Days on Market			21	8	-63.4%	21	10	-53.3%
Active Listings			523	472	-9.8%	n/a	n/a	n/a
Months of Supply			1.1	0.8	-30.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed August 13, 2021

Townhome & Condo Market Overview



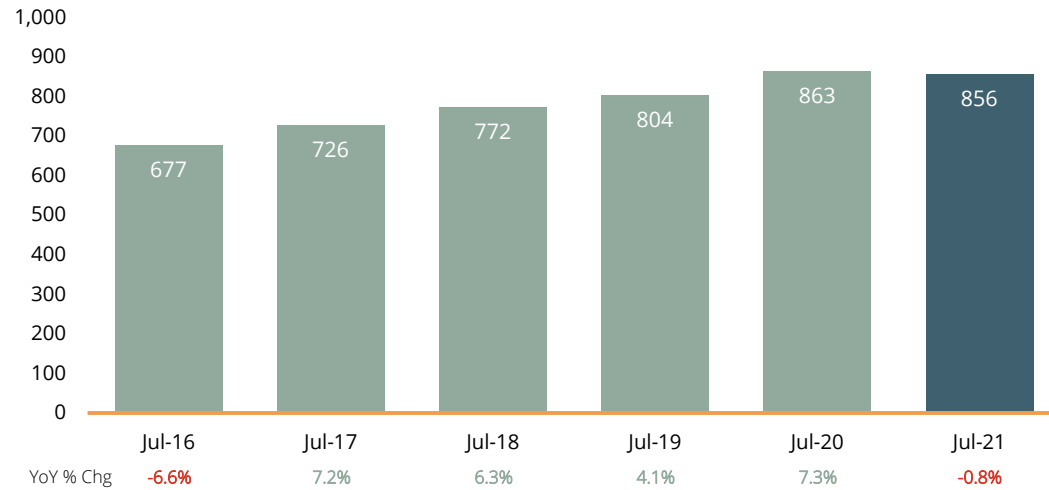
Key Metrics	2-year Trends		Jul-20	Jul-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Jul-19	Jul-21						
Sales			158	135	-14.6%	691	867	25.5%
Pending Sales			130	141	8.5%	771	930	20.6%
New Listings			181	192	6.1%	1,010	1,118	10.7%
Median List Price			\$342,500	\$399,900	16.8%	\$353,915	\$380,000	7.4%
Median Sales Price			\$340,750	\$400,000	17.4%	\$353,000	\$390,000	10.5%
Median Price Per Square Foot			\$234	\$260	11.0%	\$232	\$253	8.9%
Sold Dollar Volume (in millions)			\$55.1	\$53.7	-2.6%	\$242.9	\$335.8	38.2%
Average Sold/Ask Price Ratio			99.6%	101.1%	1.5%	99.8%	101.4%	1.6%
Average Days on Market			22	14	-37.1%	22	13	-42.6%
Active Listings			105	112	6.7%	n/a	n/a	n/a
Months of Supply			1.0	0.9	-16.4%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed August 13, 2021

Sales



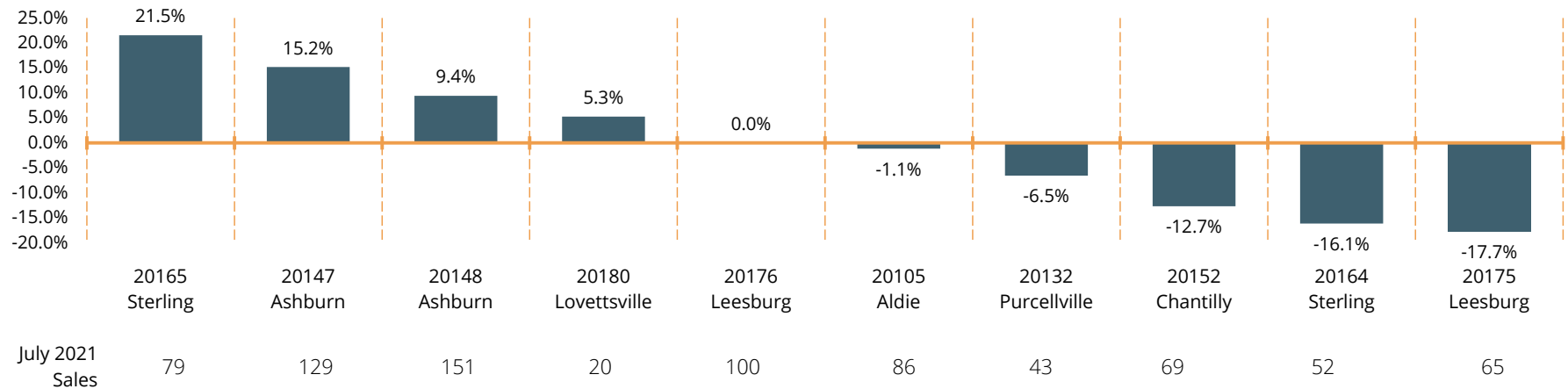
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	721	2.3%	135	-14.6%
12-month Avg	596	29.2%	126	26.3%

Zip Code

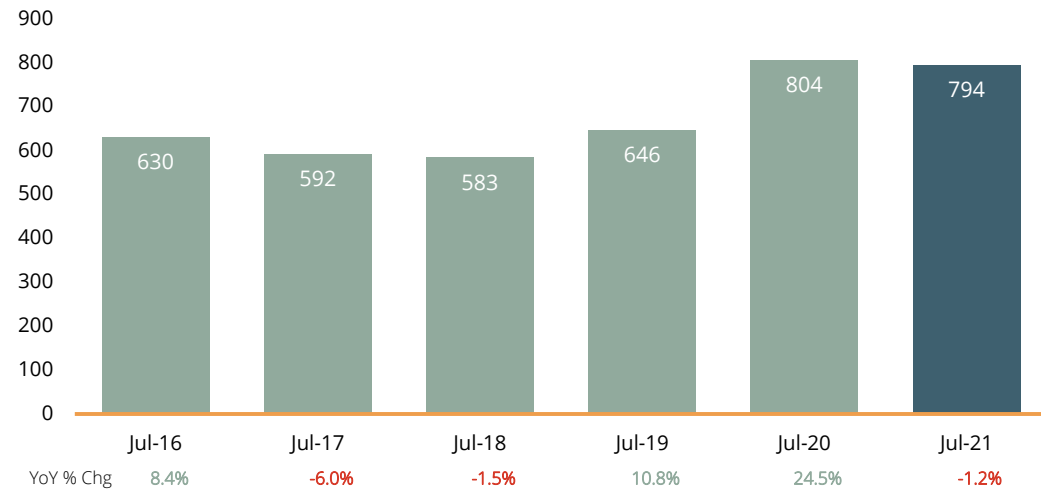
% Change in Sales
Jul-20 to Jul-21



Pending Sales



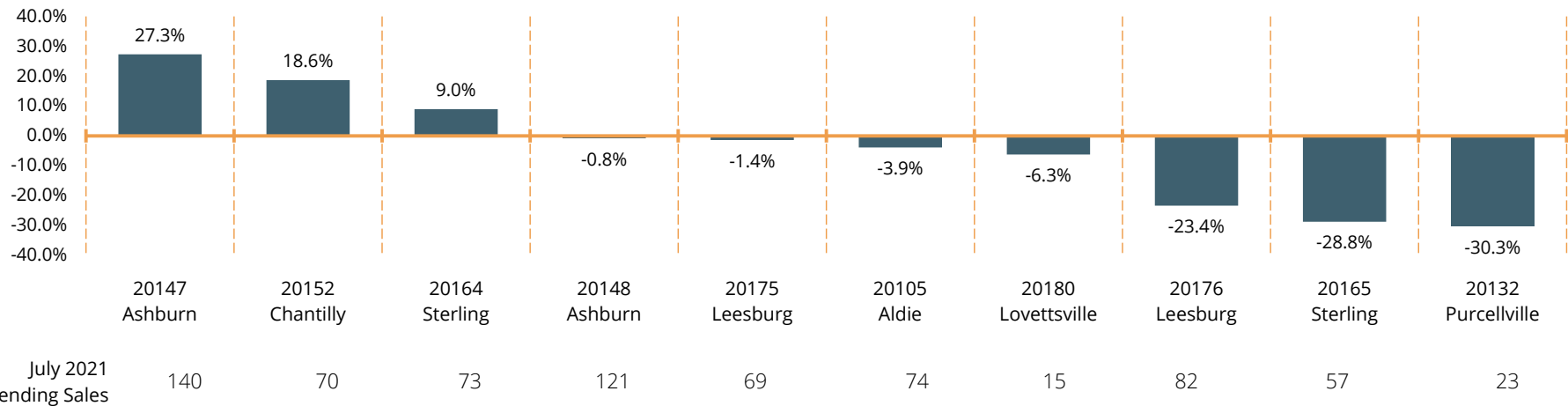
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	653	-3.1%	141	8.5%
12-month Avg	587	25.6%	128	27.4%

Zip Code

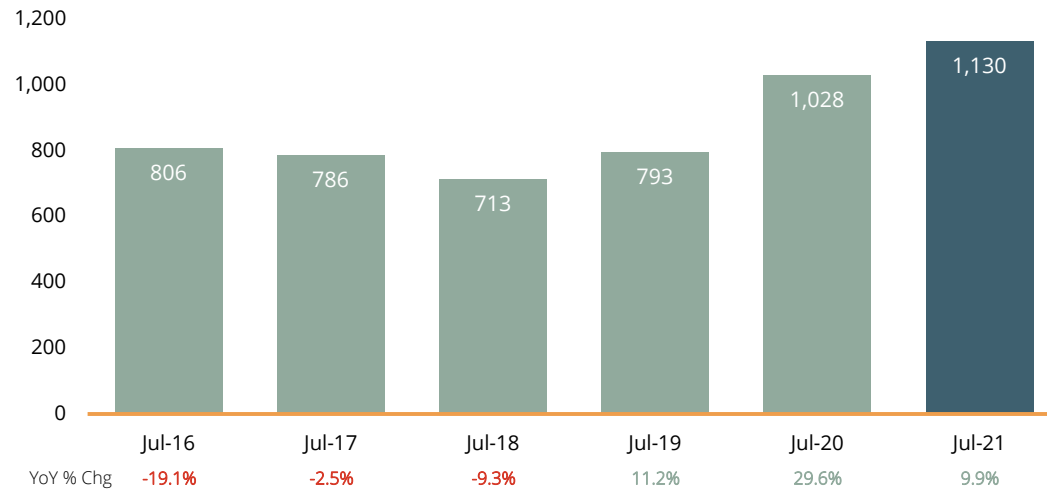
% Change in Pending Sales
Jul-20 to Jul-21



New Listings



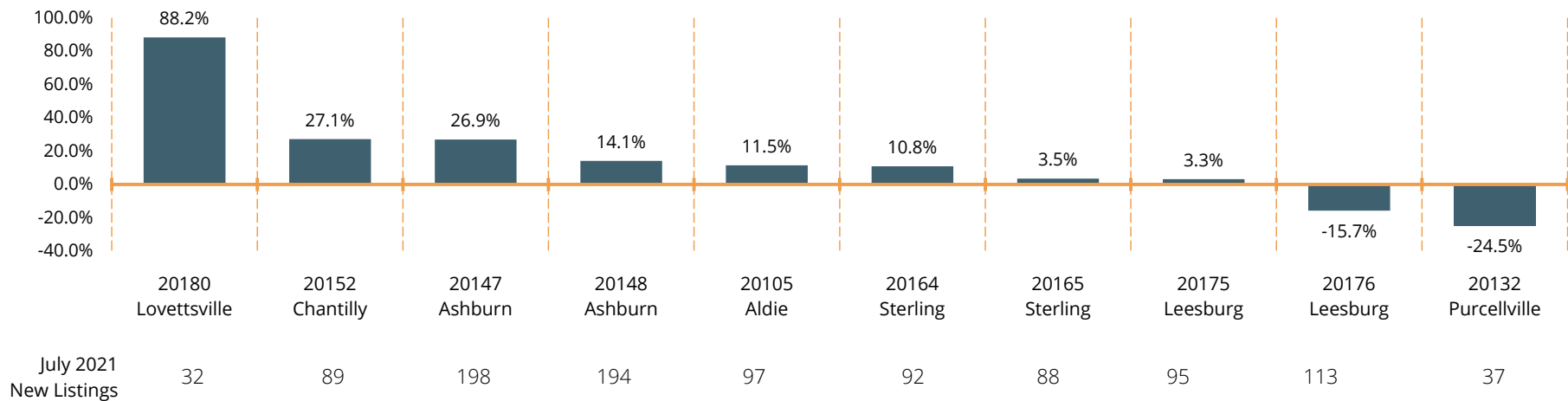
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	938	10.7%	192	6.1%
12-month Avg	692	14.6%	152	19.5%

Zip Code

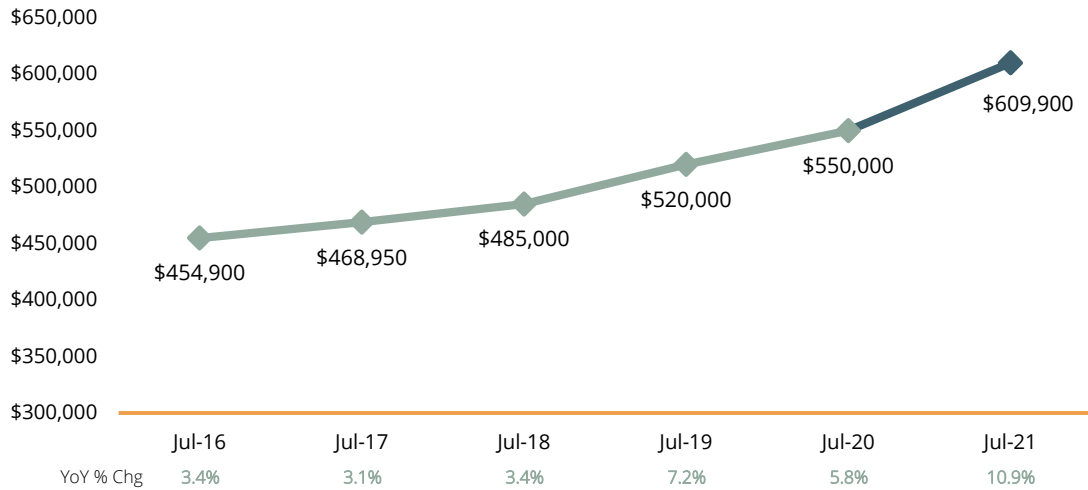
% Change in New Listings
Jul-20 to Jul-21



Median List Price



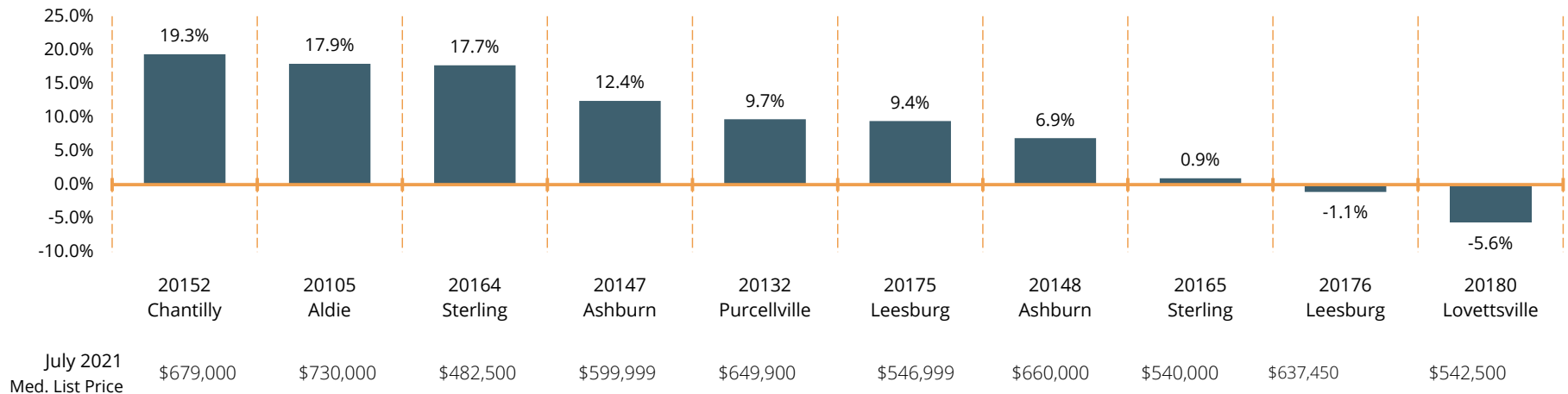
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	\$650,000	4.0%	\$399,900	16.8%
12-month Avg	\$622,244	9.0%	\$373,883	7.6%

Zip Code

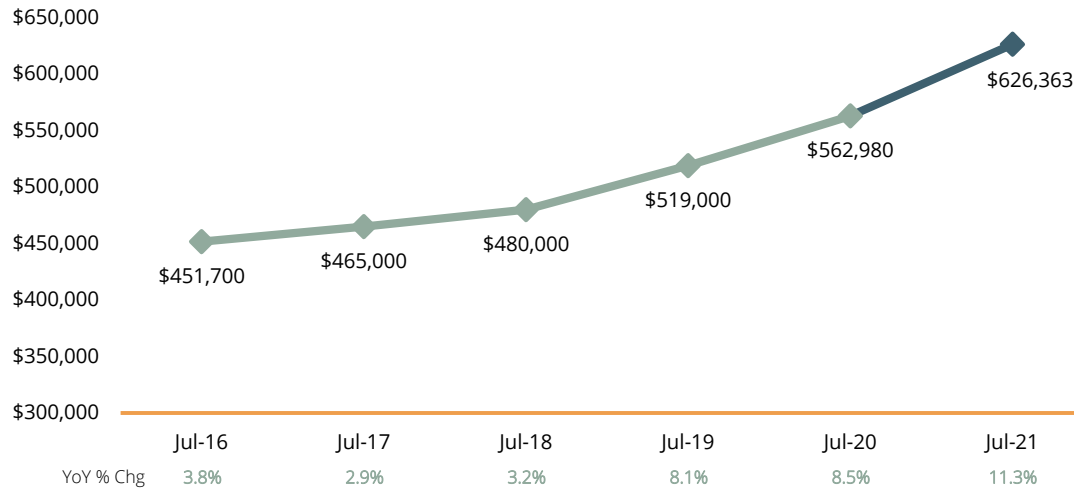
% Change in Median List Price
Jul-20 to Jul-21



Median Sales Price



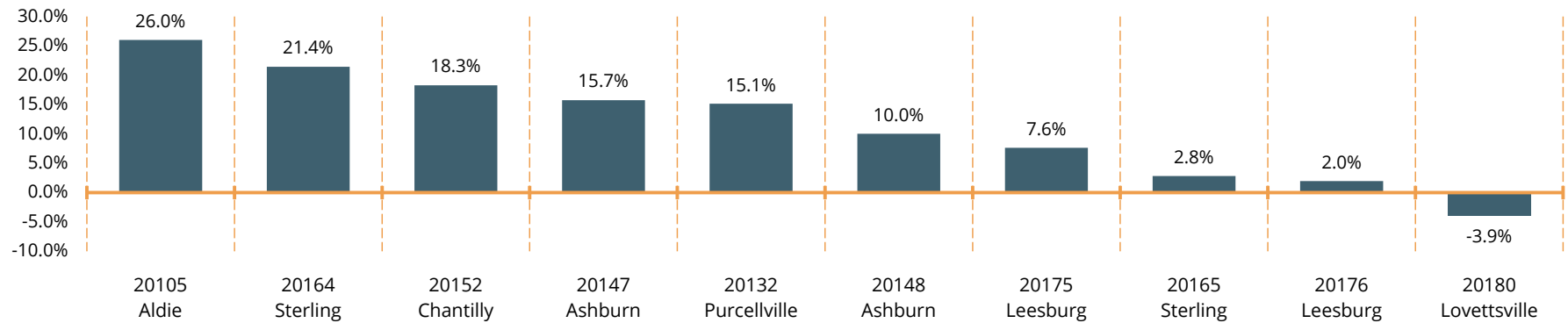
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	\$676,000	7.3%	\$400,000	17.4%
12-month Avg	\$638,080	12.0%	\$374,026	8.8%

Zip Code

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

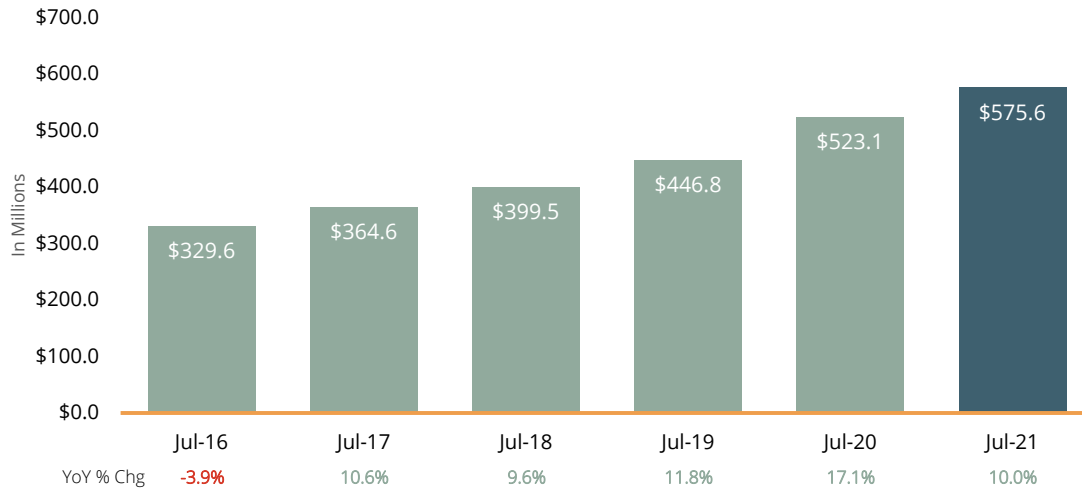


Zip Code	July 2021 Med. Sales Price
20105 Aldie	\$787,500
20164 Sterling	\$500,000
20152 Chantilly	\$679,990
20147 Ashburn	\$625,000
20132 Purcellville	\$685,000
20148 Ashburn	\$679,900
20175 Leesburg	\$550,000
20165 Sterling	\$550,000
20176 Leesburg	\$647,500
20180 Lovettsville	\$557,500

Sold Dollar Volume (in millions)



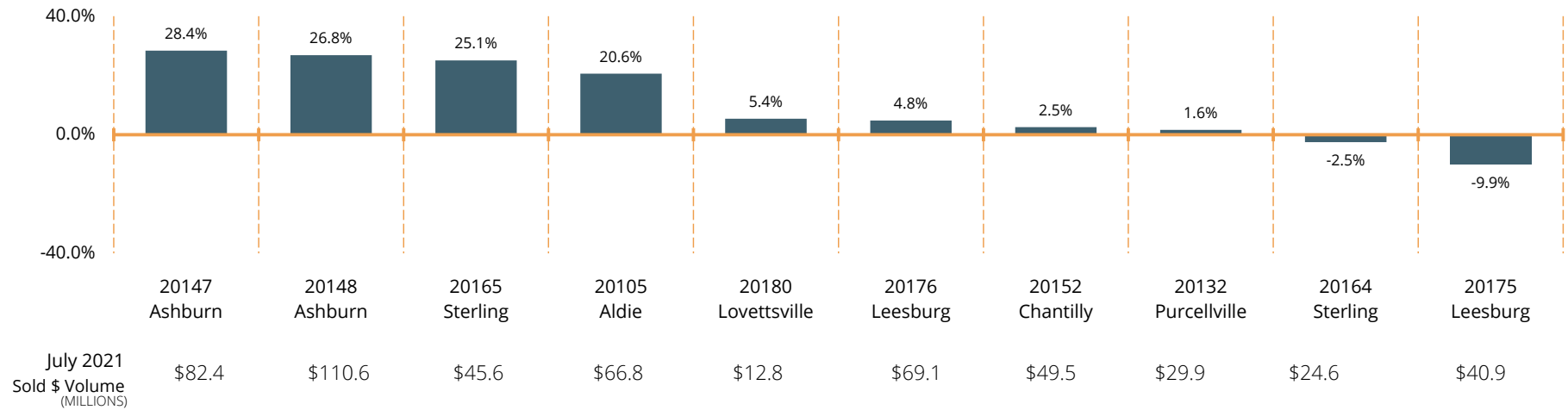
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	\$521.9	11.5%	\$53.7	-2.6%
12-month Avg	\$418.2	47.2%	\$47.7	38.3%

Zip Code

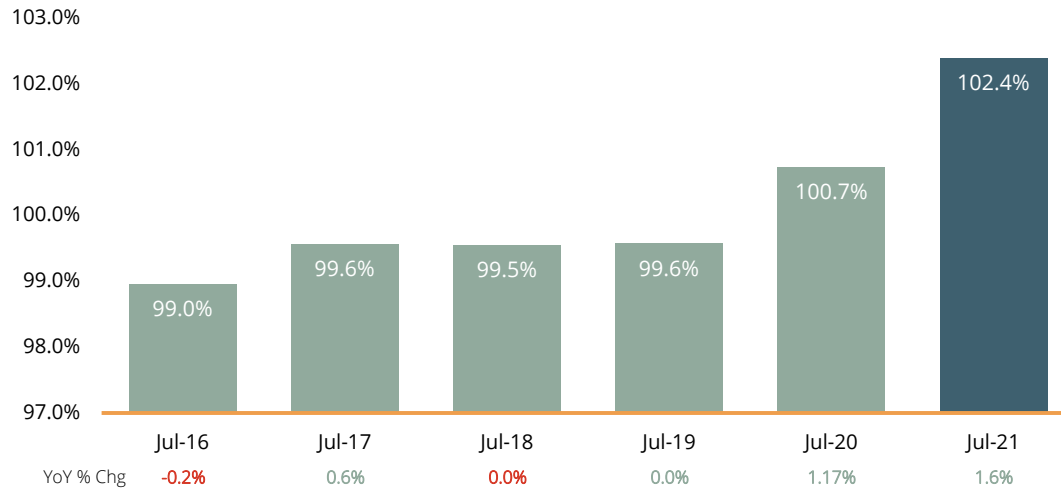
% Change in Sold Dollar Volume
Jul-20 to Jul-21



Average Sold to Ask Price Ratio



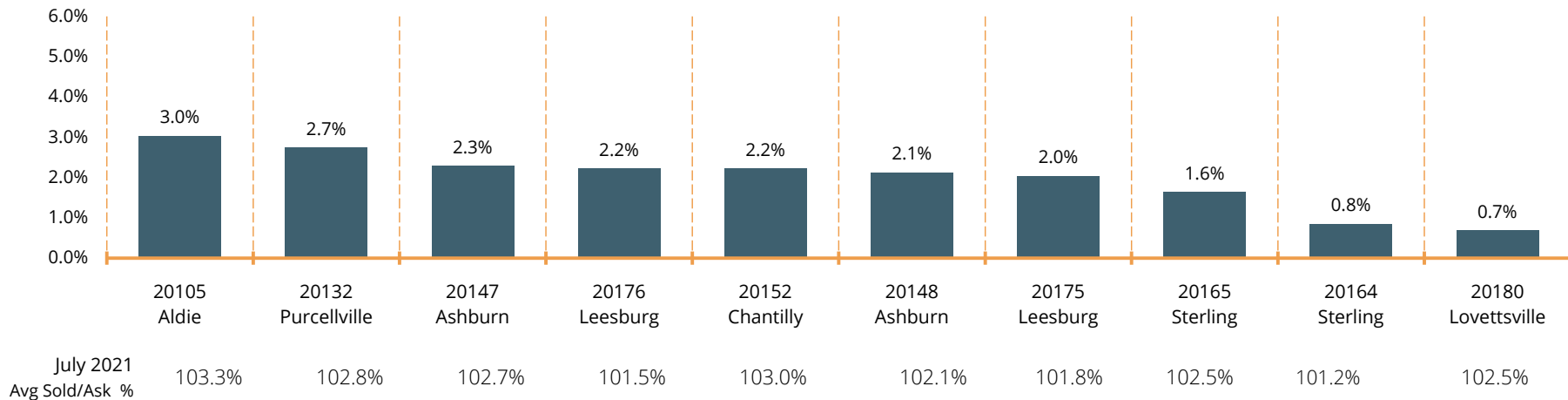
Loudoun County



Month	Single-Family	YoY Chg	Townhomes &	YoY Chg
	Detached		Condos	
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%
Jul-21	102.6%	1.6%	101.1%	1.5%
12-month Avg	102.2%	2.3%	100.8%	1.1%

Zip Code

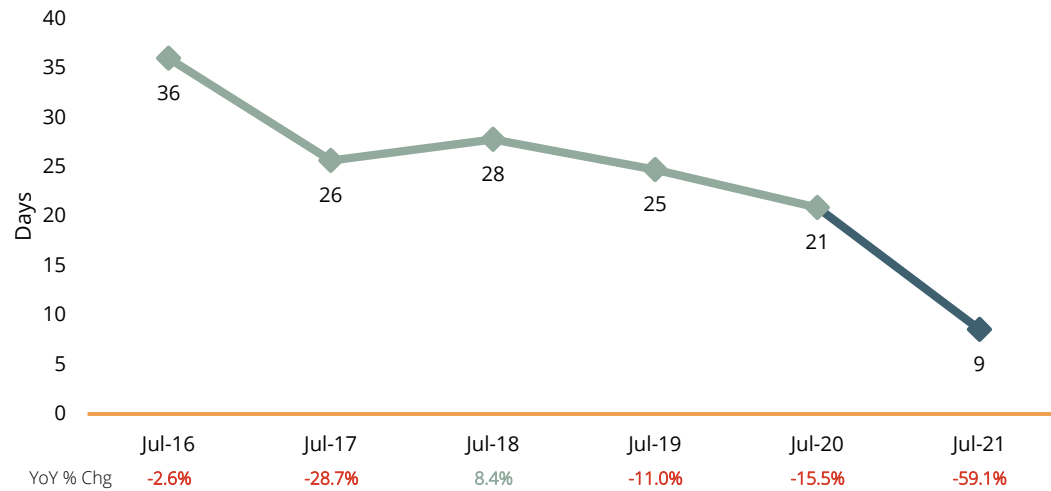
% Change in Average Sold to Ask Price Ratio
Jul-20 to Jul-21



Average Days on Market



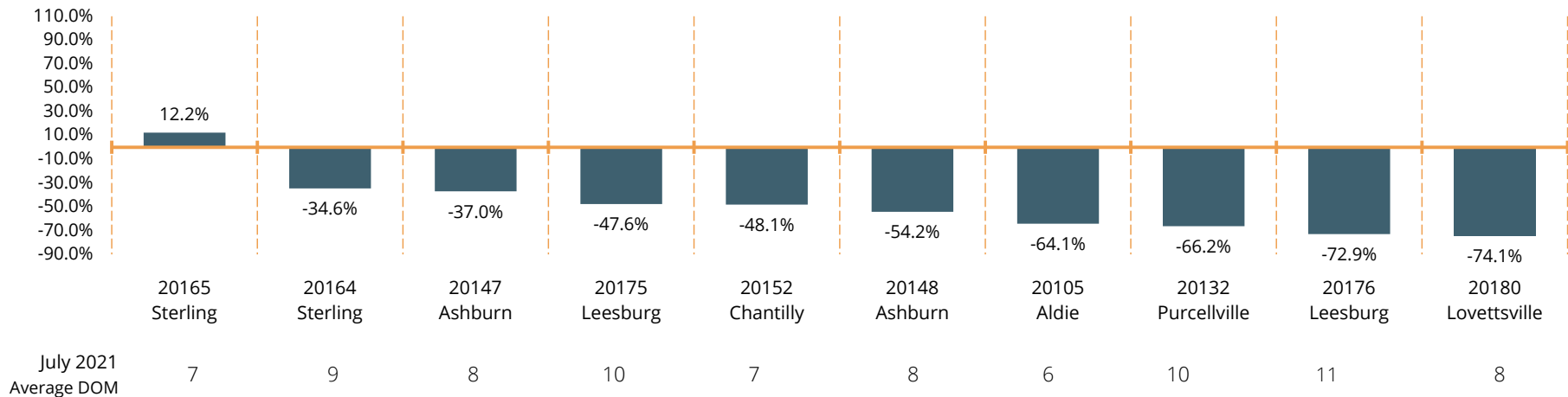
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	8	-63.4%	14	-37.1%
12-month Avg	13	-50.6%	17	-28.9%

Zip Code

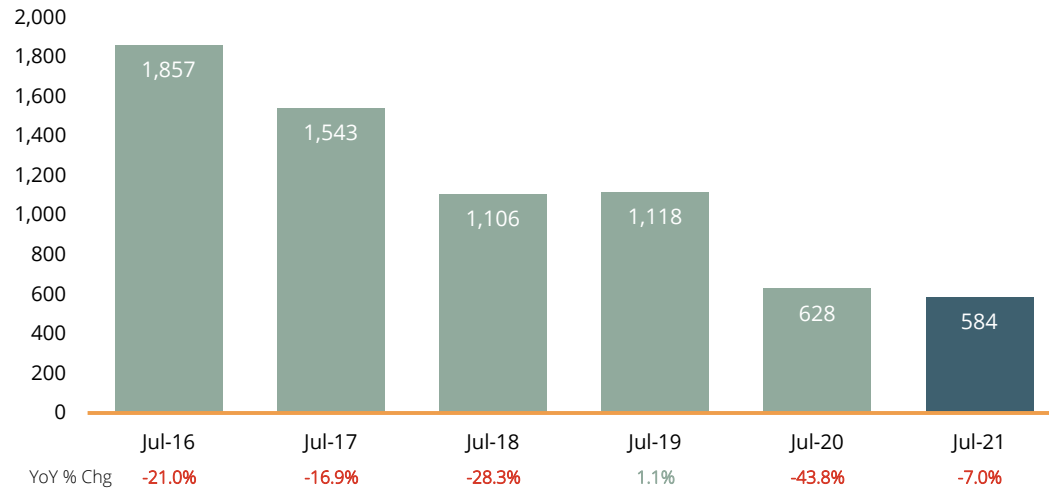
% Change in Average Days on Market
Jul-20 to Jul-21



Active Listings



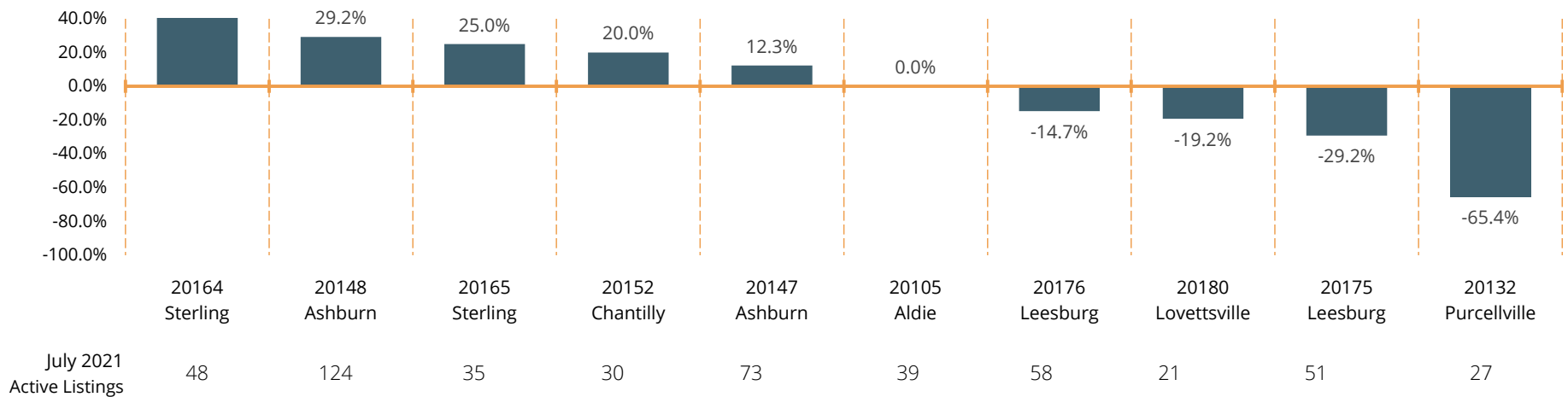
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	472	-9.8%	112	6.7%
12-month Avg	284	-56.5%	72	-33.4%

Zip Code

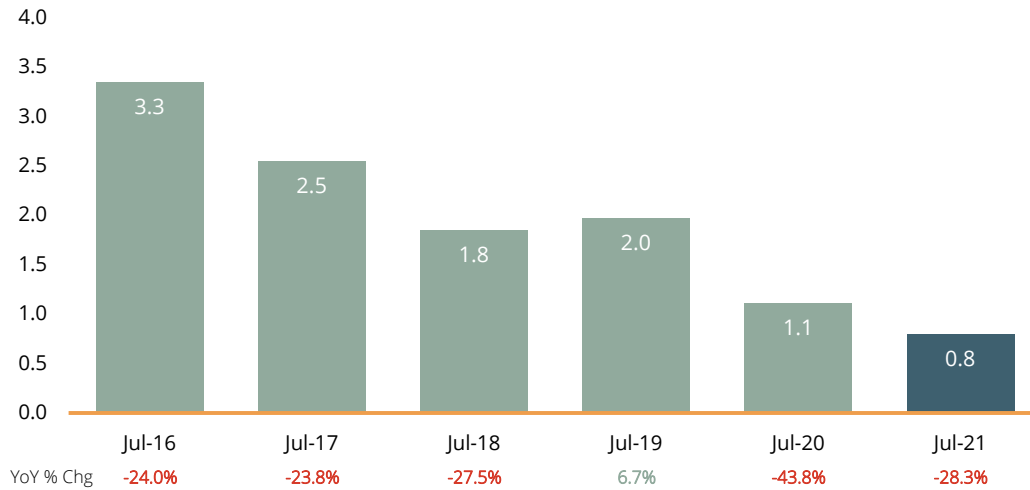
% Change in Active Listings
Jul-20 to Jul-21



Months Supply



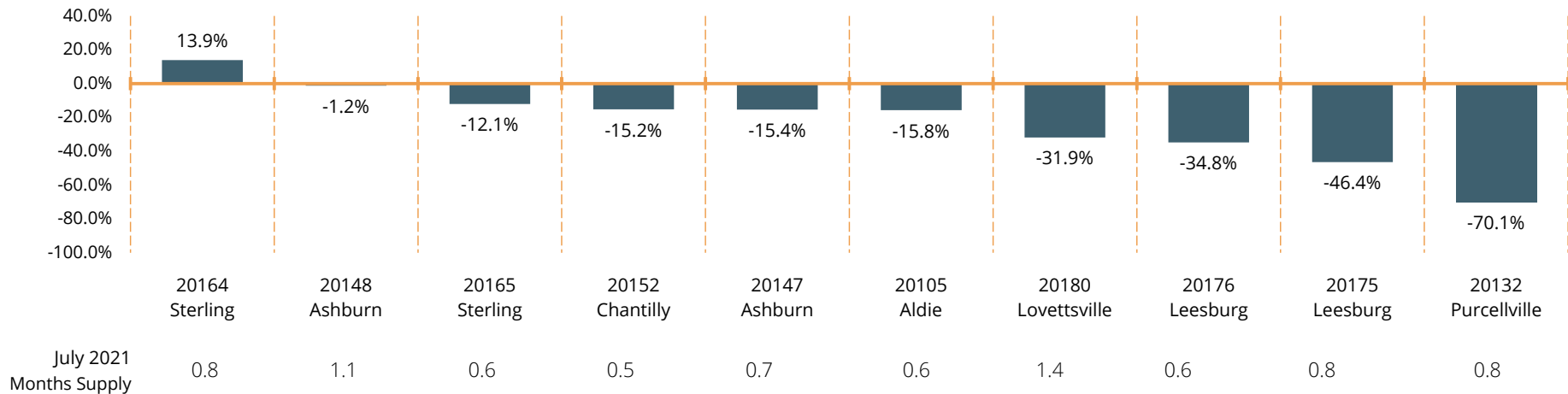
Loudoun County



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-21	0.8	-30.7%	0.9	-16.4%
12-month Avg	0.5	-61.4%	0.6	-45.4%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-20	Jul-21	% chg	Jul-20	Jul-21	% chg	Jul-20	Jul-21	% chg	Jul-20	Jul-21	% chg	Jul-20	Jul-21	% chg
Loudoun County	1028	1130	9.9%	863	856	-0.8%	\$562,980	\$626,363	11.3%	628	584	-7.0%	1.1	0.8	-28.3%
20105	87	97	11.5%	87	86	-1.1%	\$625,000	\$787,500	26.0%	39	39	0.0%	0.7	0.6	-15.8%
20132	49	37	-24.5%	46	43	-6.5%	\$595,000	\$685,000	15.1%	78	27	-65.4%	2.7	0.8	-70.1%
20147	156	198	26.9%	112	129	15.2%	\$540,000	\$625,000	15.7%	65	73	12.3%	0.8	0.7	-15.4%
20148	170	194	14.1%	138	151	9.4%	\$618,000	\$679,900	10.0%	96	124	29.2%	1.1	1.1	-1.2%
20152	70	89	27.1%	79	69	-12.7%	\$574,990	\$679,990	18.3%	25	30	20.0%	0.6	0.5	-15.2%
20164	83	92	10.8%	62	52	-16.1%	\$411,750	\$500,000	21.4%	33	48	45.5%	0.7	0.8	13.9%
20165	85	88	3.5%	65	79	21.5%	\$535,000	\$550,000	2.8%	28	35	25.0%	0.7	0.6	-12.1%
20175	92	95	3.3%	79	65	-17.7%	\$511,000	\$550,000	7.6%	72	51	-29.2%	1.4	0.8	-46.4%
20176	134	113	-15.7%	100	100	0.0%	\$635,000	\$647,500	2.0%	68	58	-14.7%	1.0	0.6	-34.8%
20180	17	32	88.2%	19	20	5.3%	\$580,000	\$557,500	-3.9%	26	21	-19.2%	2.1	1.4	-31.9%



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.