

OCTOBER  
**2021**

# DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

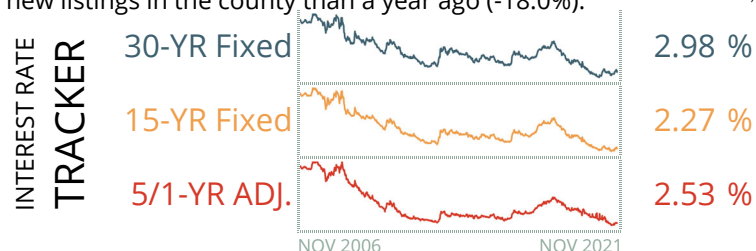
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report

## Key Market Trends: October 2021

- Fewer home sales in Loudoun County compared to last year, activity moderating in most local markets.** There were 647 sales in Loudoun County in October, 116 fewer sales than last year, which is a 15.2% decline. This is the third year-over-year decrease in four months and reflects a broader market deceleration across the region. At the local level, the largest drop in sales occurred in Leesburg zip code 20176 (-30.8%) and Leesburg zip code 20175 (-26.3%). Sales activity was also down 23.6% in Aldie zip code 20105 compared to last October.
- Pending sales activity continues to moderate.** There were 647 pending sales in Loudoun County in October, which is 26 fewer than last year, representing a 3.9% decline. Pending sales have been trending down for four consecutive months in the county. The sharpest slowdown was in Purcellville zip code 20132 (-47.6%), and Lovettsville zip code 20180 (-17.6%). Ashburn zip code 20148 had a large influx of pending sales this month compared to last year (+55.4%), the strongest year-over-year growth in the county.
- Prices continue to surge in Loudoun County at a double-digit rate in most local markets.** The October median sales price in Loudoun County was \$610,000, which is \$68,5000 higher than it was a year ago (+12.7%). The strongest price growth this month was in Ashburn zip code 20148, where the median sales price jumped up by more than \$107,000 from last October (+18.7%). Price growth was also strong in Leesburg zip code 20175 (+17.5%) and Chantilly zip code 20152 (+13.9%).
- Inventory shrinking again, fewer new listings on the market.** At the end of October, there were 416 active listings on the market in Loudoun County, 56 fewer listings than a year ago, which is an 11.9% decrease. For the third straight month, there were fewer new listings in the county than a year ago (-18.0%).

November 10, 2021



## DAAR Market Dashboard

YoY Chg	Oct-21	Indicator
▼ -15.2%	647	Sales
▼ -3.9%	647	Pending Sales
▼ -18.0%	695	New Listings
▲ 11.1%	\$600,000	Median List Price
▲ 12.7%	\$610,000	Median Sales Price
▲ 12.5%	\$241	Median Price Per Square Foot
▼ -5.3%	\$438.3	Sold Dollar Volume (in millions)
▲ 0.5%	100.9%	Average Sold/Ask Price Ratio
▼ -14.2%	14	Average Days on Market
▼ -11.9%	416	Active Listings
▼ -24.7%	0.6	Months of Supply

# Report Index



Market Activity - DAAR Footprint -----	4
Total Market Overview -----	5
Single-Family Detached & Attached Market Overview -----	6
Condo Market Overview -----	7
Sales -----	8
Pending Sales -----	9
New Listings -----	10
Median List Price -----	11
Median Sales Price -----	12
Sold Dollar Volume -----	13
Average Sold to Ask Price Ratio -----	14
Average Days on Market -----	15
Active Listings -----	16
Months of Supply -----	17
Area Overview -----	18

## **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.**

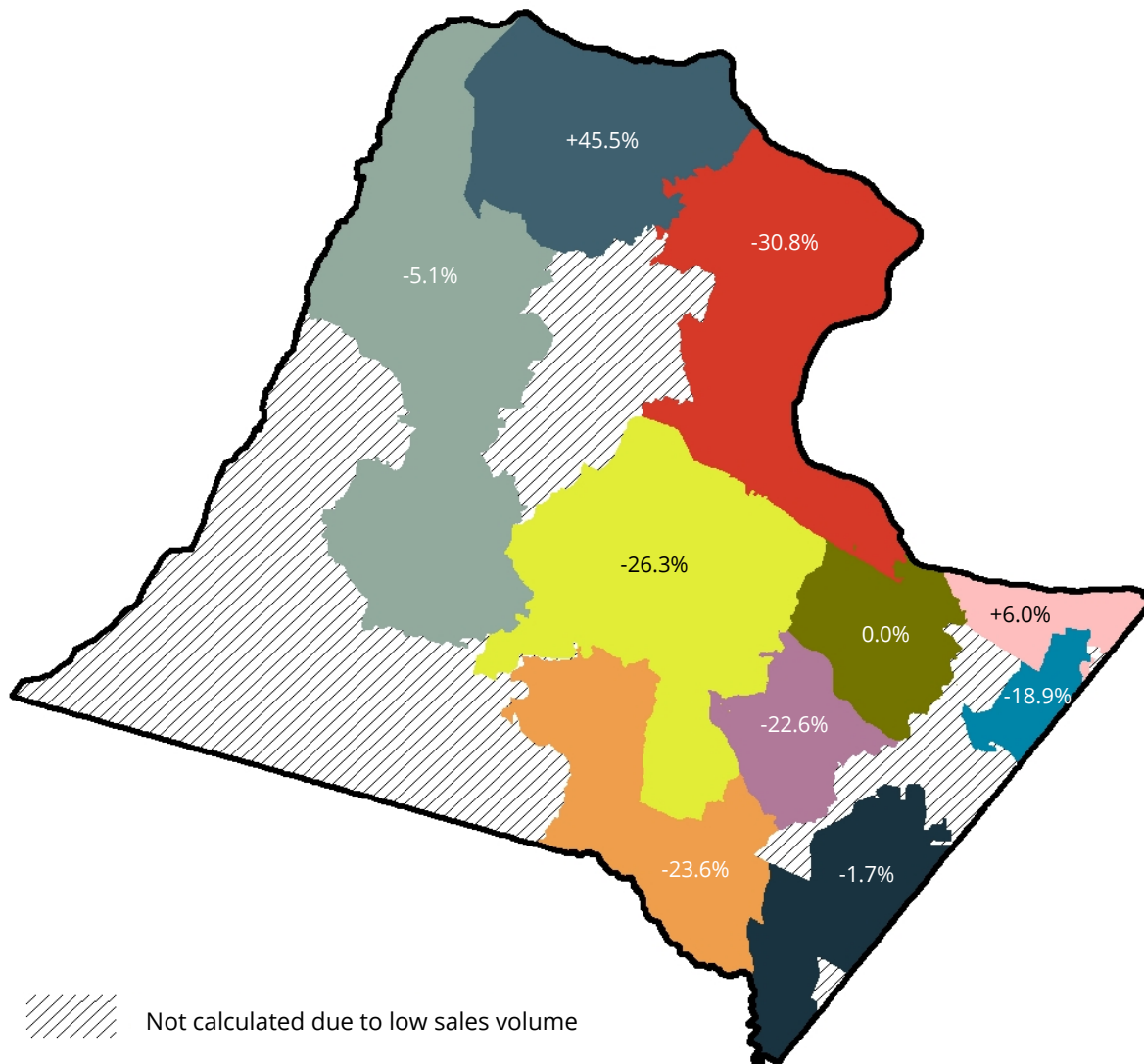
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

## **Are You Ready to Buy or Sell Real Estate?**

Contact an experienced REALTOR®.



# Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Oct-20	Oct-21	% Chg
20105 Aldie	72	55	-23.6%
20132 Purcellville	39	37	-5.1%
20147 Ashburn	111	111	0.0%
20148 Ashburn	124	96	-22.6%
20152 Chantilly	60	59	-1.7%
20164 Sterling	53	43	-18.9%
20165 Sterling	50	53	6.0%
20175 Leesburg	76	56	-26.3%
20176 Leesburg	107	74	-30.8%
20180 Lovettsville	11	16	45.5%

# Total Market Overview



Key Metrics	Oct-19	2-year Trends	Oct-20	Oct-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales			763	<b>647</b>	-15.2%	6,307	<b>7,206</b>	14.3%
Pending Sales			673	<b>647</b>	-3.9%	6,754	<b>7,359</b>	9.0%
New Listings			848	<b>695</b>	-18.0%	8,494	<b>8,842</b>	4.1%
Median List Price			\$539,990	<b>\$600,000</b>	11.1%	\$539,900	<b>\$599,900</b>	11.1%
Median Sales Price			\$541,500	<b>\$610,000</b>	12.7%	\$542,000	<b>\$615,000</b>	13.5%
Median Price Per Square Foot			\$214	<b>\$241</b>	12.5%	\$207	<b>\$235</b>	13.5%
Sold Dollar Volume (in millions)			\$462.7	<b>\$438.3</b>	-5.3%	\$3,728.2	<b>\$4,831.6</b>	29.6%
Average Sold/Ask Price Ratio			100.4%	<b>100.9%</b>	0.5%	100.4%	<b>102.5%</b>	2.1%
Average Days on Market			17	<b>14</b>	-14.2%	20	<b>12</b>	-41.1%
Active Listings			472	<b>416</b>	-11.9%	n/a	<b>n/a</b>	n/a
Months of Supply			0.8	<b>0.6</b>	-24.7%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached & Attached Market Overview



Key Metrics	Oct-19	2-year Trends	Oct-21	Oct-20	Oct-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales				616	<b>548</b>	-11.0%	5,209	<b>5,958</b>	14.4%
Pending Sales				551	<b>505</b>	-8.3%	5,593	<b>6,061</b>	8.4%
New Listings				662	<b>564</b>	-14.8%	6,995	<b>7,296</b>	4.3%
Median List Price				\$598,250	<b>\$639,995</b>	7.0%	\$597,950	<b>\$650,000</b>	8.7%
Median Sales Price				\$600,000	<b>\$650,000</b>	8.3%	\$600,000	<b>\$670,000</b>	11.7%
Median Price Per Square Foot				\$208	<b>\$237</b>	14.3%	\$202	<b>\$231</b>	14.6%
Sold Dollar Volume (in millions)				\$409.1	<b>\$398.7</b>	-2.5%	\$3,335.8	<b>\$4,347.4</b>	30.3%
Average Sold/Ask Price Ratio				100.6%	<b>101.1%</b>	0.5%	100.5%	<b>102.8%</b>	2.3%
Average Days on Market				15	<b>14</b>	-5.6%	19	<b>11</b>	-42.2%
Active Listings				362	<b>333</b>	-8.0%	n/a	<b>n/a</b>	n/a
Months of Supply				0.7	<b>0.6</b>	-21.3%	n/a	<b>n/a</b>	n/a

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

# Condo Market Overview



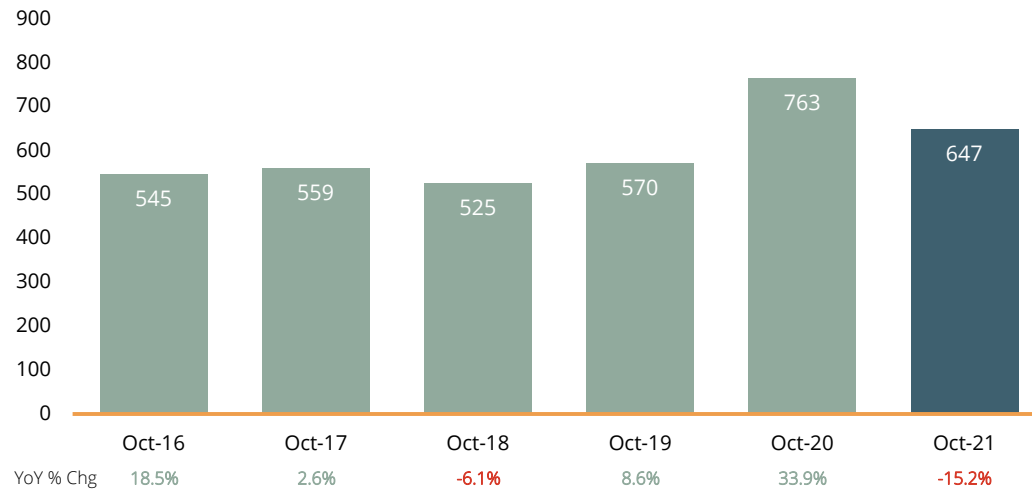
Key Metrics	2-year Trends	Oct-20	Oct-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Oct-19						
Sales		147	<b>99</b>	-32.7%	1,098	<b>1,248</b>	13.7%
Pending Sales		122	<b>142</b>	16.4%	1,161	<b>1,298</b>	11.8%
New Listings		186	<b>131</b>	-29.6%	1,499	<b>1,546</b>	3.1%
Median List Price		\$369,900	<b>\$395,000</b>	6.8%	\$360,000	<b>\$384,945</b>	6.9%
Median Sales Price		\$370,000	<b>\$400,000</b>	8.1%	\$360,000	<b>\$390,000</b>	8.3%
Median Price Per Square Foot		\$238	<b>\$264</b>	11.2%	\$235	<b>\$257</b>	9.1%
Sold Dollar Volume (in millions)		\$53.6	<b>\$39.6</b>	-26.2%	\$392.3	<b>\$484.2</b>	23.4%
Average Sold/Ask Price Ratio		100.0%	<b>100.3%</b>	0.3%	99.9%	<b>101.1%</b>	1.2%
Average Days on Market		26	<b>18</b>	-31.7%	22	<b>14</b>	-36.5%
Active Listings		110	<b>83</b>	-24.5%	n/a	<b>n/a</b>	n/a
Months of Supply		0.8	<b>0.7</b>	-14.7%	n/a	<b>n/a</b>	n/a

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

# Sales



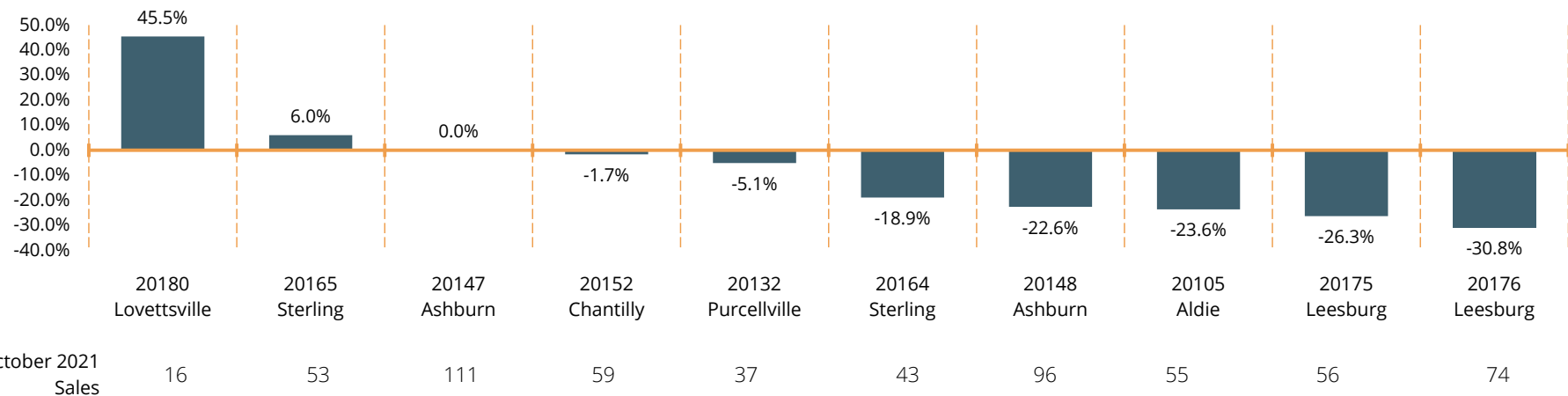
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	664	-0.3%	147	26.7%
Sep-21	591	-11.4%	135	-6.3%
Oct-21	548	-11.0%	99	-32.7%
12-month Avg	584	16.9%	124	17.4%

## Zip Code

% Change in Sales  
Oct-20 to Oct-21

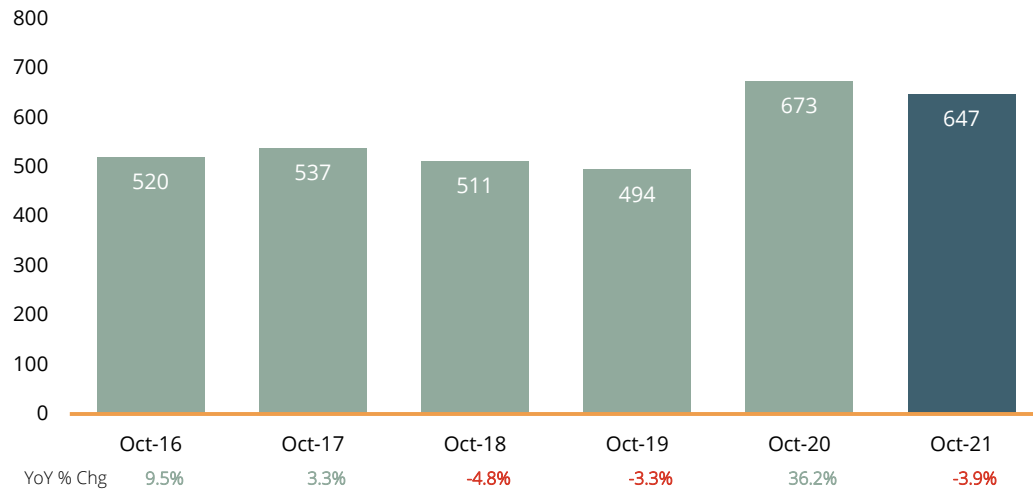




# Pending Sales



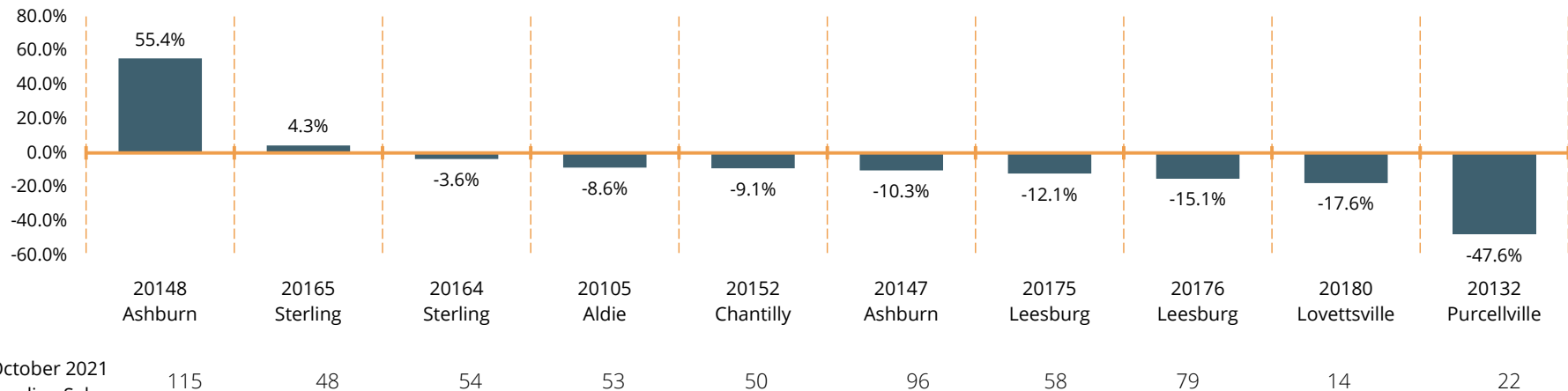
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	619	-12.3%	132	-8.3%
Sep-21	544	-10.5%	94	-24.2%
Oct-21	505	-8.3%	142	16.4%
12-month Avg	570	11.1%	126	17.2%

## Zip Code

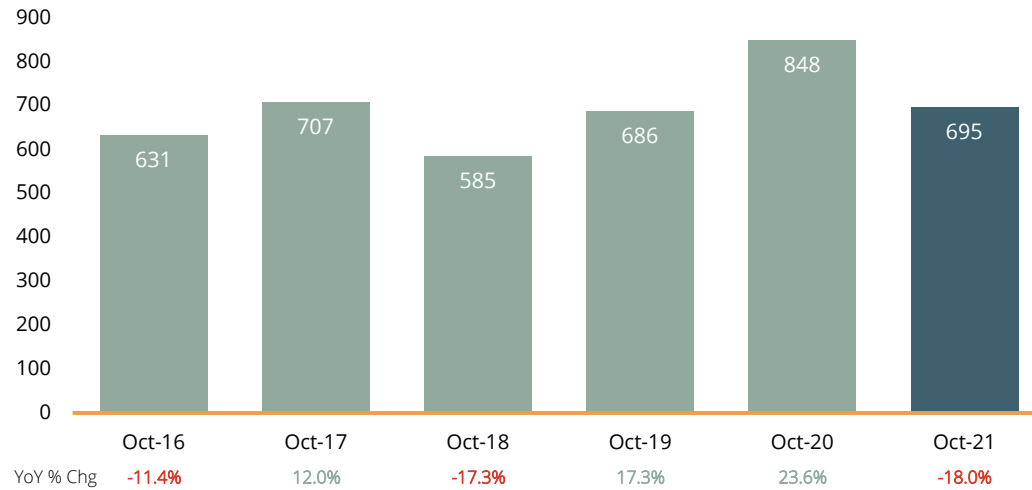
% Change in Pending Sales  
Oct-20 to Oct-21



# New Listings



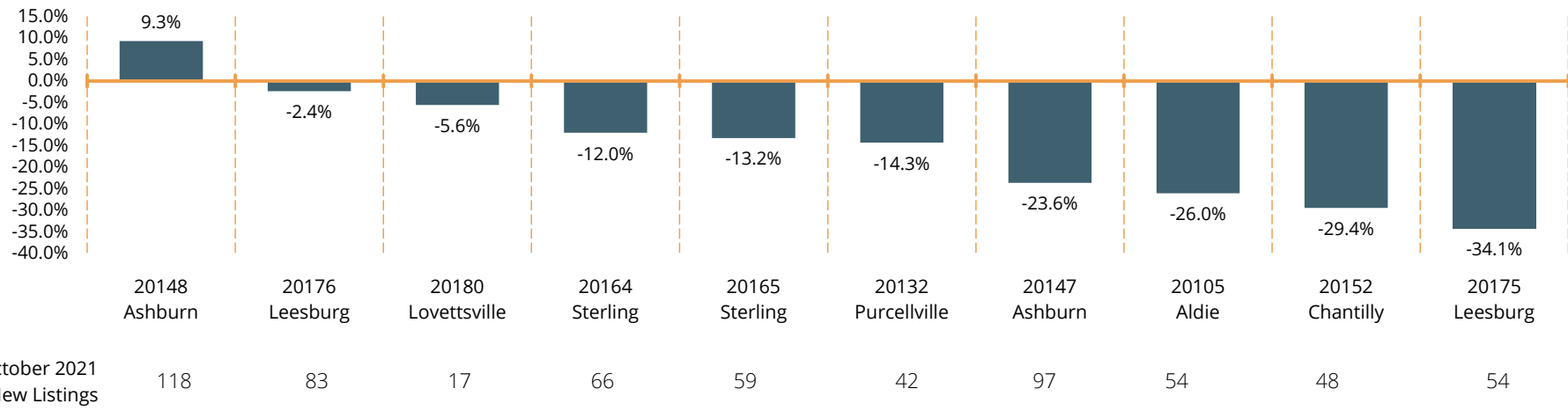
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	688	-7.2%	143	0.0%
Sep-21	683	-4.6%	154	-3.8%
Oct-21	564	-14.8%	131	-29.6%
12-month Avg	676	6.2%	147	8.3%

## Zip Code

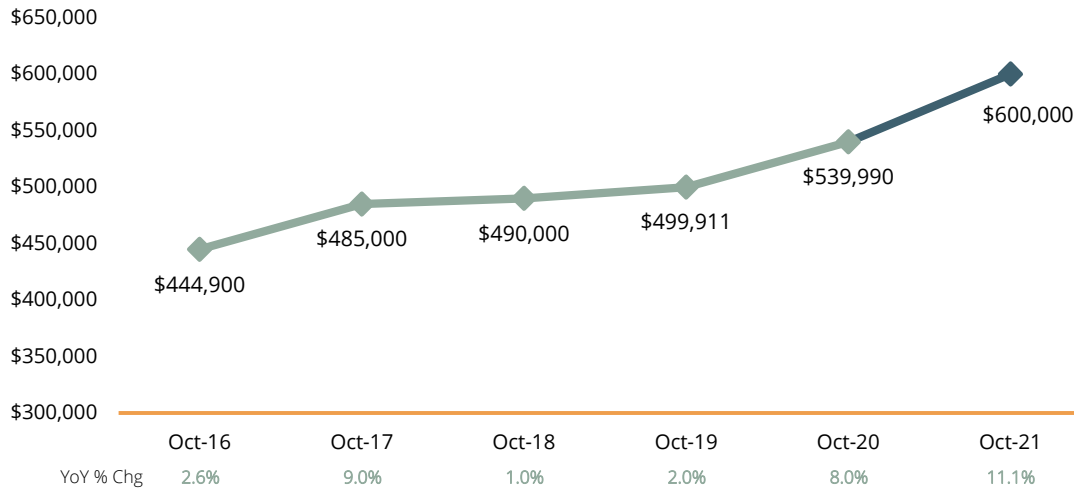
% Change in New Listings  
Oct-20 to Oct-21



# Median List Price



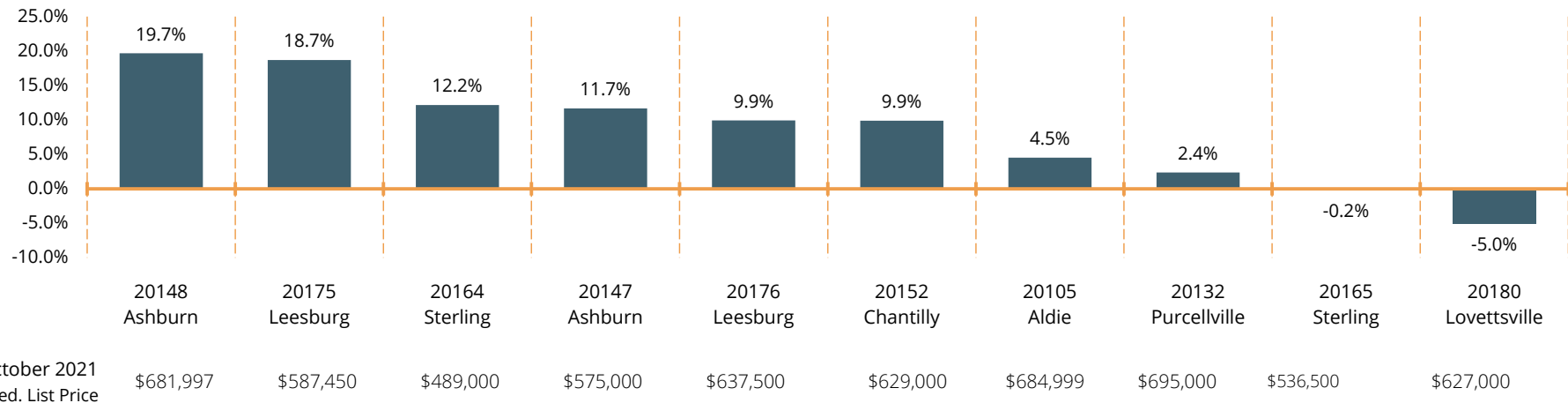
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	\$674,950	12.5%	\$379,000	3.3%
Sep-21	\$640,000	6.7%	\$399,900	9.6%
Oct-21	\$639,995	7.0%	\$395,000	6.8%
12-month Avg	\$635,311	9.6%	\$379,883	7.4%

## Zip Code

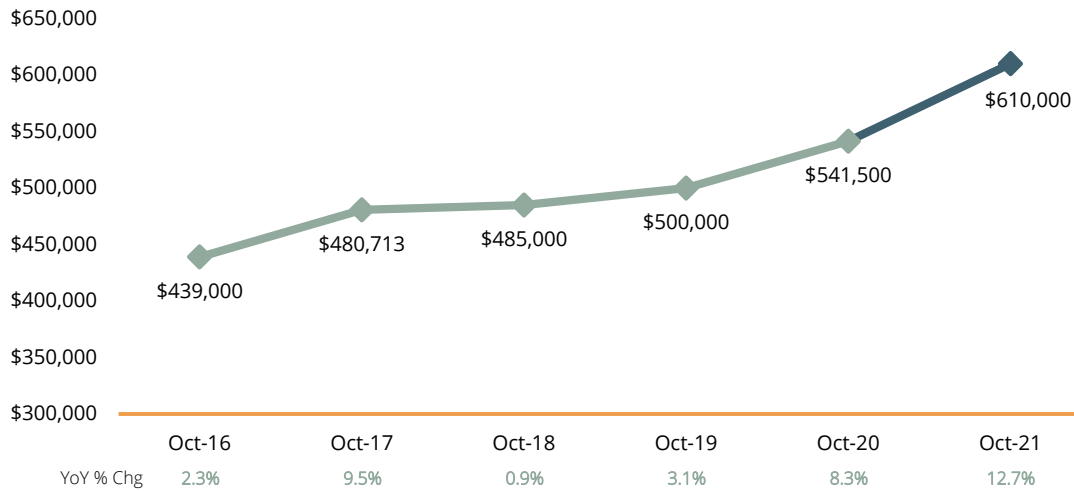
% Change in Median List Price  
Oct-20 to Oct-21



# Median Sales Price



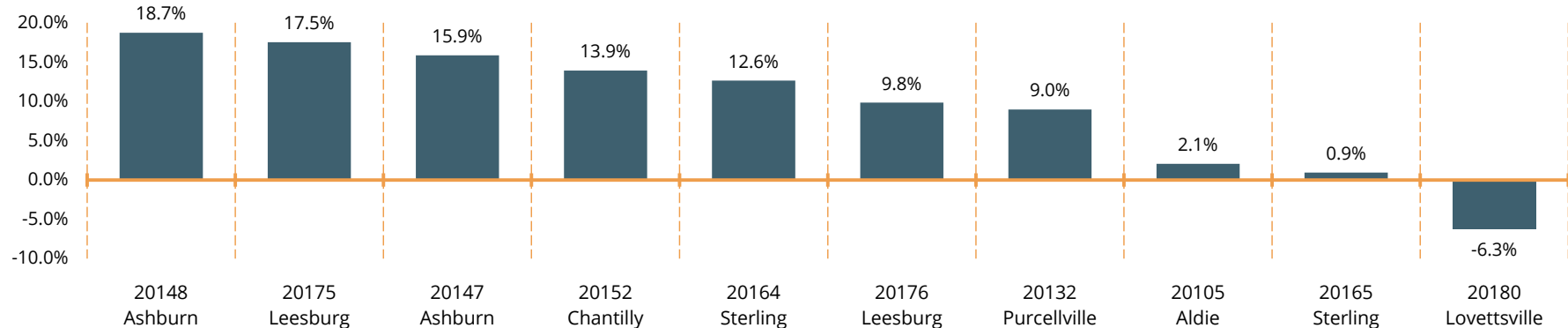
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	\$679,950	11.9%	\$375,000	4.6%
Sep-21	\$650,000	6.6%	\$395,000	8.2%
Oct-21	\$650,000	8.3%	\$400,000	8.1%
12-month Avg	\$651,618	12.2%	\$380,401	8.7%

## Zip Code

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



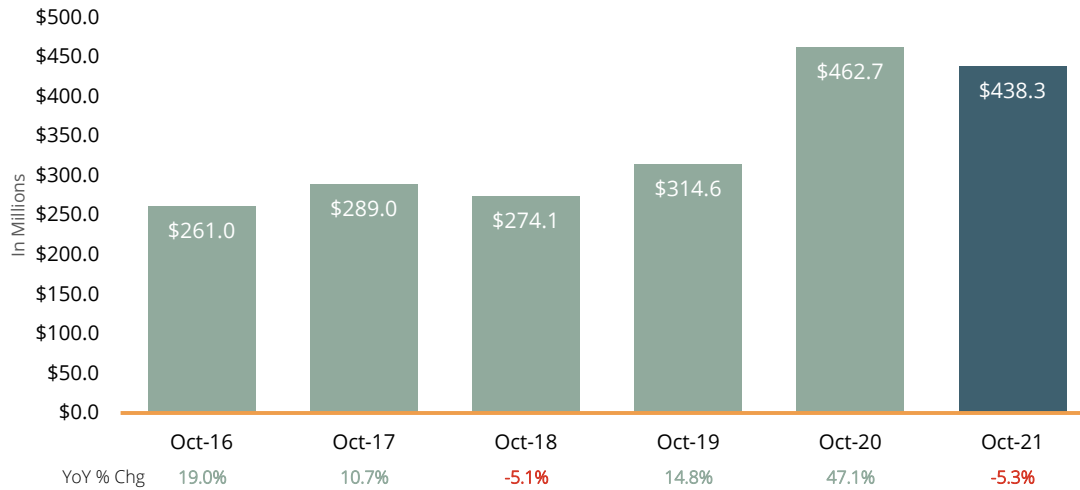
October 2021  
Med. Sales Price

20148 Ashburn	\$678,750	20175 Leesburg	\$587,500	20147 Ashburn	\$600,000	20152 Chantilly	\$655,000	20164 Sterling	\$490,000	20176 Leesburg	\$642,500	20132 Purcellville	\$730,000	20105 Aldie	\$690,000	20165 Sterling	\$535,000	20180 Lovettsville	\$618,750
---------------	-----------	----------------	-----------	---------------	-----------	-----------------	-----------	----------------	-----------	----------------	-----------	--------------------	-----------	-------------	-----------	----------------	-----------	--------------------	-----------

# Sold Dollar Volume (in millions)



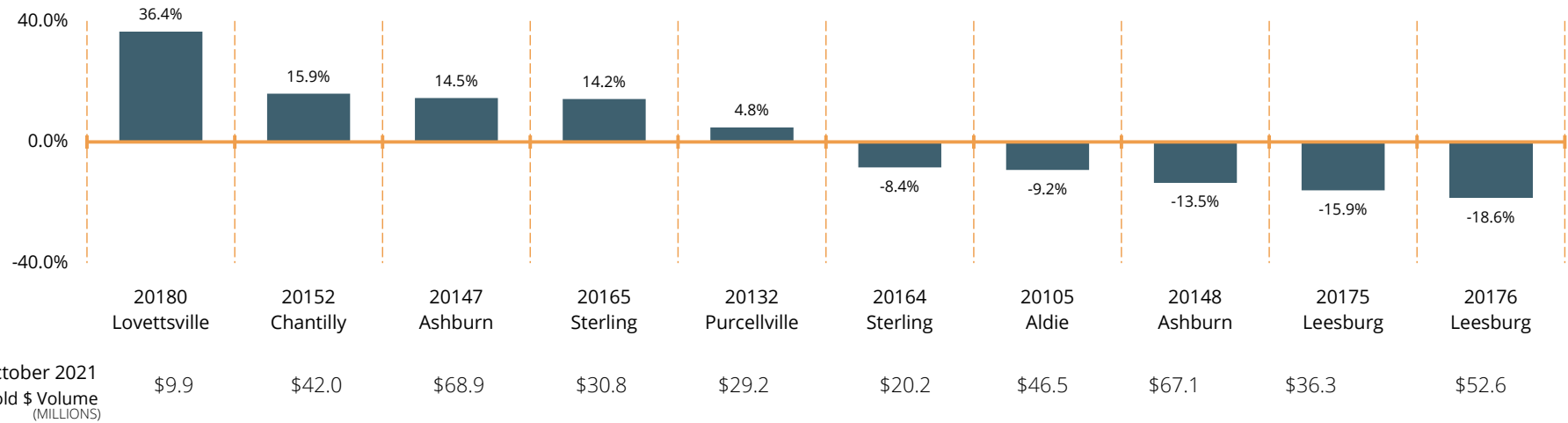
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	\$491.1	12.3%	\$55.7	31.2%
Sep-21	\$433.6	-2.3%	\$53.1	-0.5%
Oct-21	\$398.7	-2.5%	\$39.6	-26.2%
12-month Avg	\$421.0	33.0%	\$47.6	26.9%

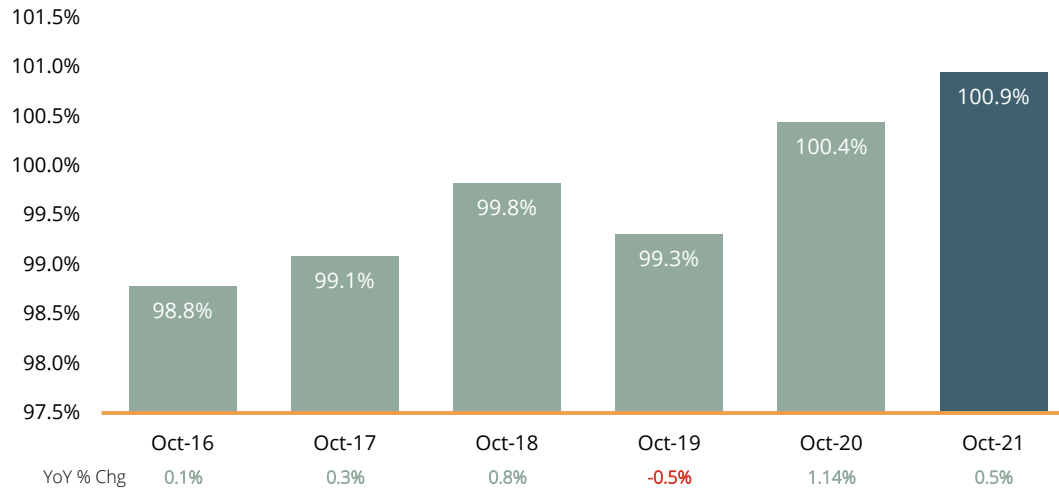
## Zip Code

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



# Average Sold to Ask Price Ratio

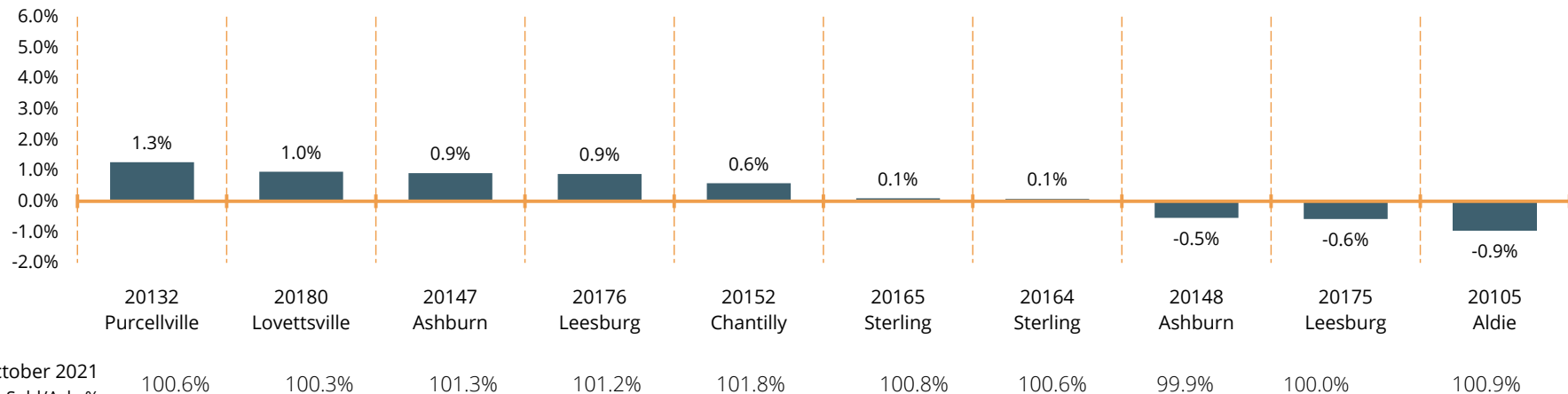
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	101.7%	1.2%	100.6%	0.5%
Sep-21	101.1%	0.4%	100.1%	-0.3%
Oct-21	101.1%	0.5%	100.3%	0.3%
12-month Avg	102.4%	2.2%	100.8%	1.0%

## Zip Code

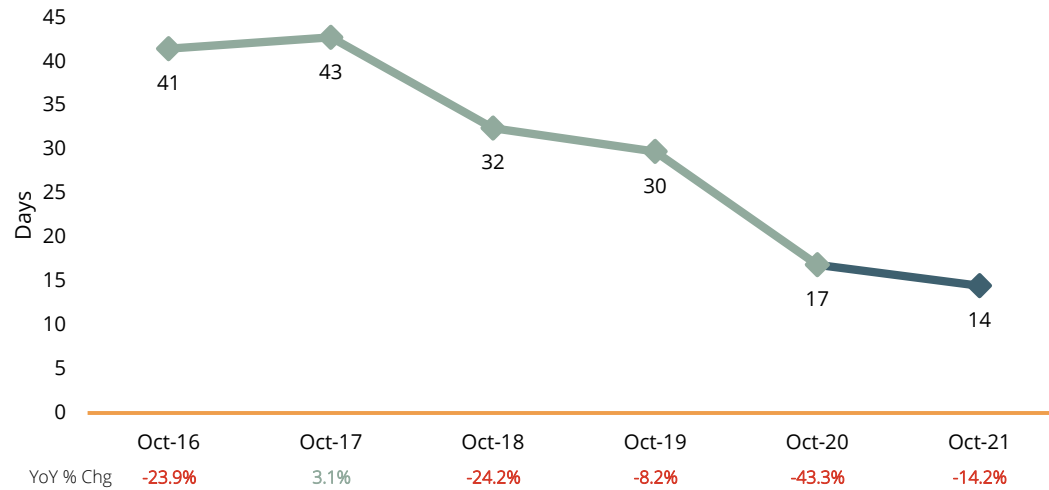
% Change in Average Sold to Ask Price Ratio  
Oct-20 to Oct-21



October 2021  
Avg Sold/Ask %

# Average Days on Market

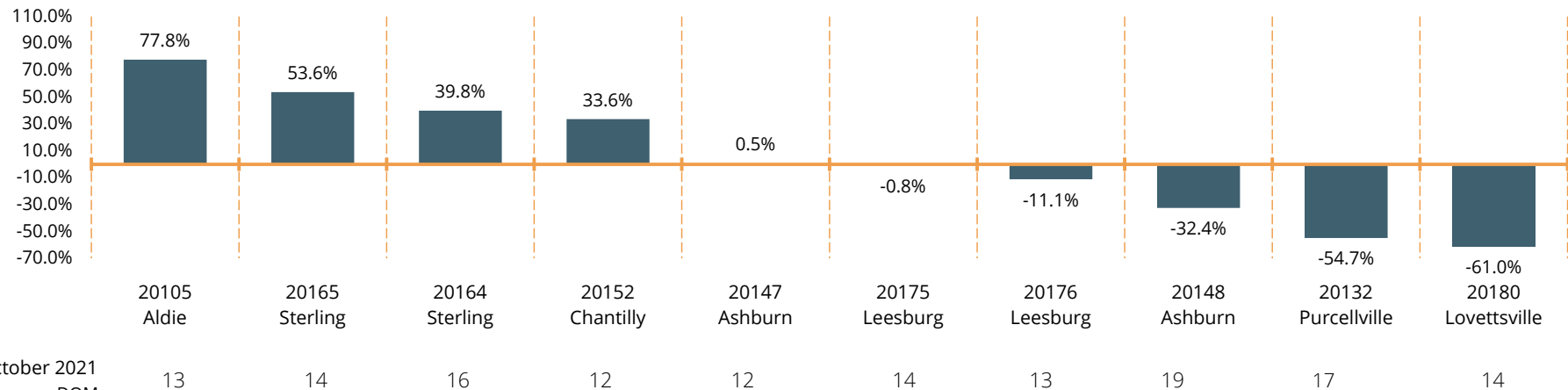
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	12	-28.8%	16	-6.5%
Sep-21	15	-4.0%	18	-14.6%
Oct-21	14	-5.6%	18	-31.7%
12-month Avg	12	-45.5%	15	-32.0%

## Zip Code

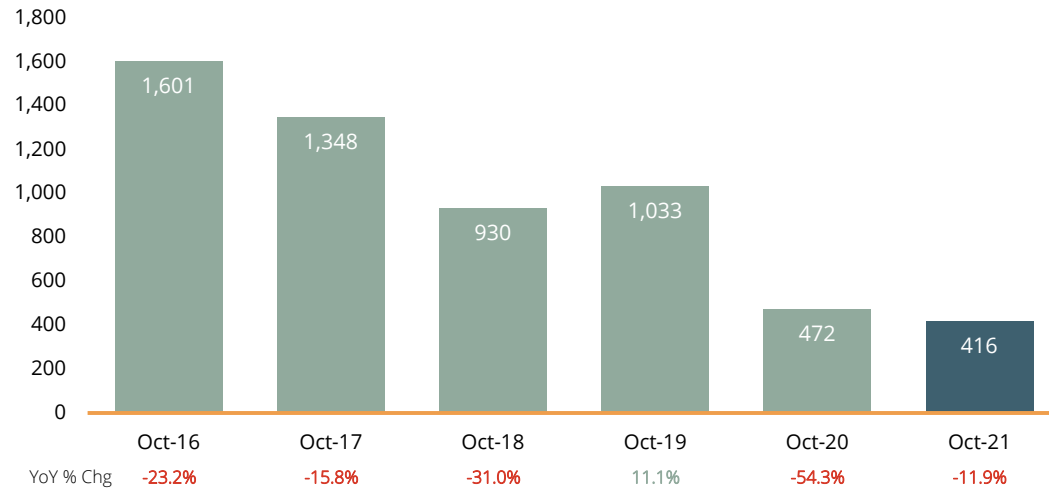
% Change in Average Days on Market  
Oct-20 to Oct-21



# Active Listings



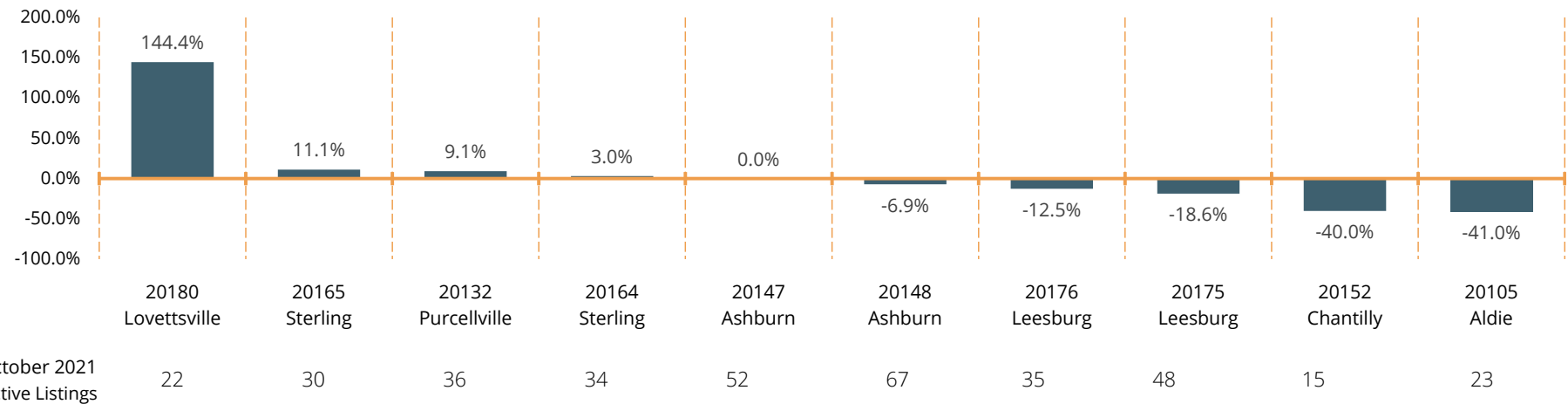
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	394	-2.7%	91	21.3%
Sep-21	392	4.5%	126	41.6%
Oct-21	333	-8.0%	83	-24.5%
12-month Avg	282	-45.8%	74	-24.1%

## Zip Code

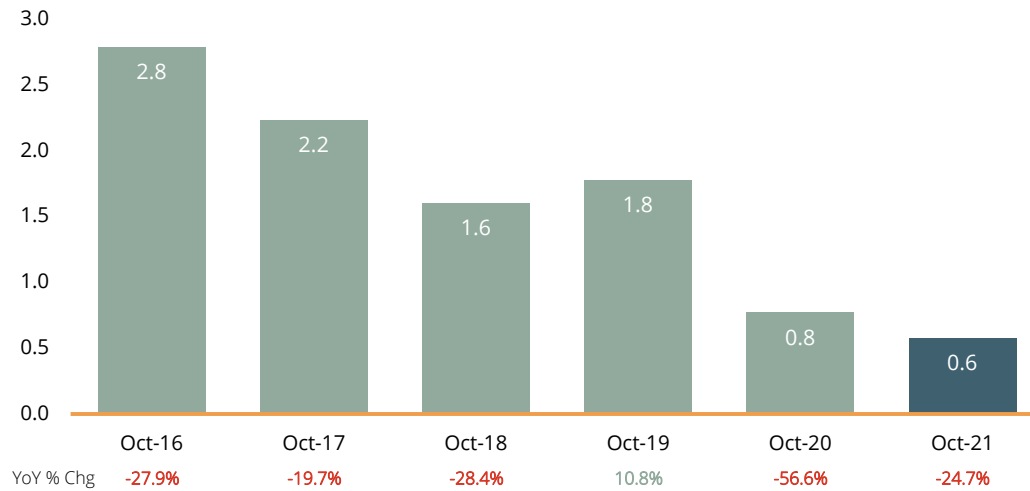
% Change in Active Listings  
Oct-20 to Oct-21





# Months Supply

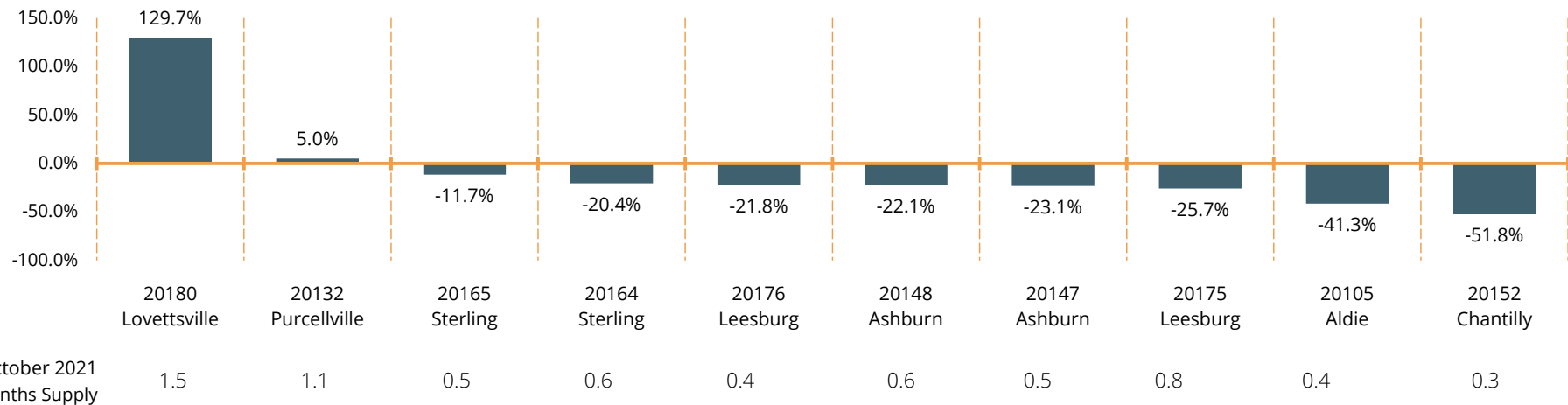
## Loudoun County



Month	Single-Family Detached & Attached	YoY Chg	Condos	YoY Chg
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%
Aug-21	0.7	-23.6%	0.7	-6.9%
Sep-21	0.7	-15.8%	1.0	24.0%
Oct-21	0.6	-21.3%	0.7	-14.7%
12-month Avg	0.5	-55.1%	0.6	-36.7%

## Zip Code

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



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-20	Oct-21	% chg	Oct-20	Oct-21	% chg	Oct-20	Oct-21	% chg	Oct-20	Oct-21	% chg	Oct-20	Oct-21	% chg
Loudoun County	848	<b>695</b>	-18.0%	763	<b>647</b>	-15.2%	\$541,500	<b>\$610,000</b>	12.7%	472	<b>416</b>	-11.9%	0.8	<b>0.6</b>	-24.7%
20105	73	<b>54</b>	-26.0%	72	<b>55</b>	-23.6%	\$676,133	<b>\$690,000</b>	2.1%	39	<b>23</b>	-41.0%	0.6	<b>0.4</b>	-41.3%
20132	49	<b>42</b>	-14.3%	39	<b>37</b>	-5.1%	\$670,000	<b>\$730,000</b>	9.0%	33	<b>36</b>	9.1%	1.1	<b>1.1</b>	5.0%
20147	127	<b>97</b>	-23.6%	111	<b>111</b>	0.0%	\$517,890	<b>\$600,000</b>	15.9%	52	<b>52</b>	0.0%	0.6	<b>0.5</b>	-23.1%
20148	108	<b>118</b>	9.3%	124	<b>96</b>	-22.6%	\$571,700	<b>\$678,750</b>	18.7%	72	<b>67</b>	-6.9%	0.8	<b>0.6</b>	-22.1%
20152	68	<b>48</b>	-29.4%	60	<b>59</b>	-1.7%	\$575,000	<b>\$655,000</b>	13.9%	25	<b>15</b>	-40.0%	0.5	<b>0.3</b>	-51.8%
20164	75	<b>66</b>	-12.0%	53	<b>43</b>	-18.9%	\$435,000	<b>\$490,000</b>	12.6%	33	<b>34</b>	3.0%	0.7	<b>0.6</b>	-20.4%
20165	68	<b>59</b>	-13.2%	50	<b>53</b>	6.0%	\$530,000	<b>\$535,000</b>	0.9%	27	<b>30</b>	11.1%	0.6	<b>0.5</b>	-11.7%
20175	82	<b>54</b>	-34.1%	76	<b>56</b>	-26.3%	\$499,950	<b>\$587,500</b>	17.5%	59	<b>48</b>	-18.6%	1.0	<b>0.8</b>	-25.7%
20176	85	<b>83</b>	-2.4%	107	<b>74</b>	-30.8%	\$585,000	<b>\$642,500</b>	9.8%	40	<b>35</b>	-12.5%	0.5	<b>0.4</b>	-21.8%
20180	18	<b>17</b>	-5.6%	11	<b>16</b>	45.5%	\$660,000	<b>\$618,750</b>	-6.3%	9	<b>22</b>	144.4%	0.6	<b>1.5</b>	129.7%



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:

Robin Spensieri  
Virginia REALTORS® Vice President of Communications and Media Relations  
[rspensieri@virginiarealtors.org](mailto:rspensieri@virginiarealtors.org)  
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.