

NOVEMBER  
**2021**

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

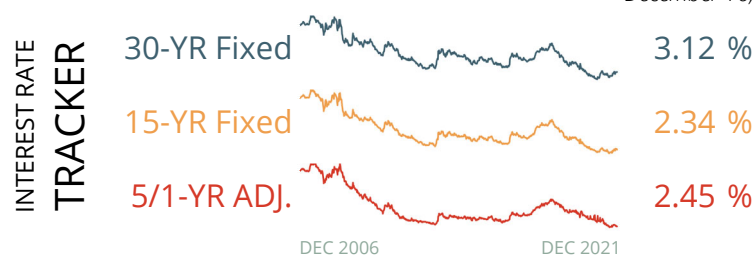
# DAAR Market Indicators Report



## Key Market Trends: November 2021

- Sales activity continues to slow down in Loudoun County compared to last year's very active market.** There were 633 sales in the county in November, 36 fewer sales than last year, which is a 5.4% decline. Year-over-year sales have declined for four out of the last five months. Most local markets had a slowdown in sales in November. The sharpest drop occurred in Purcellville zip code 20132 (-36.8%), Lovettsville zip code 20180 (-33.3%), and Aldie zip code 20105 (-24.6%). Some local markets, such as Ashburn, continue to have sales growth including zip code 20148 (+38.2%) and zip code 20147 (+11.2%).
- Pending sales down from last November, sharpest drop since the start of the pandemic.** There were 467 pending sales in Loudoun County in November, 114 fewer than a year ago, representing a 19.6% decrease. Pending sales in Loudoun County have been slowing down since the summer. The largest drop this month was in Aldie zip code 20105 (-46.3%), Leesburg zip code 20176 (-41.6%), and Chantilly zip code 20152 (-38.3%). Sterling zip code 20164 had seven more pending sales than a year ago (+14%).
- Home prices continue to rise amid market slow down.** At 599,950, the November median sales price in Loudoun County rose 6.9% from last year, which is a gain of nearly \$39,000. Price growth continues to occur in most local markets in the county. The largest median price growth this month was in Chantilly zip code 20152 (+21.1%), Ashburn zip code 20148 (+15.7%), and Purcellville zip code 20132 (+14.1%).
- Supply in the Loudoun County housing market is tight and shrinking.** There were just 267 active listings in Loudoun County at the end of November, 145 fewer listings than a year ago, which is a 35.2% drop. There were 449 new listings in the county this month, 98 fewer than last November, a 17.9% decline.

December 16, 2021



## DAAR Market Dashboard

YoY Chg	Nov-21	Indicator
▼ -5.4%	633	Sales
▼ -19.6%	467	Pending Sales
▼ -17.9%	449	New Listings
▲ 6.9%	\$595,000	Median List Price
▲ 6.9%	\$599,950	Median Sales Price
▲ 14.6%	\$246	Median Price Per Square Foot
▲ 2.3%	\$421.6	Sold Dollar Volume (in millions)
- 0.0%	101.0%	Average Sold/Ask Price Ratio
▲ 13.7%	15	Average Days on Market
▼ -35.2%	267	Active Listings
▼ -42.4%	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.

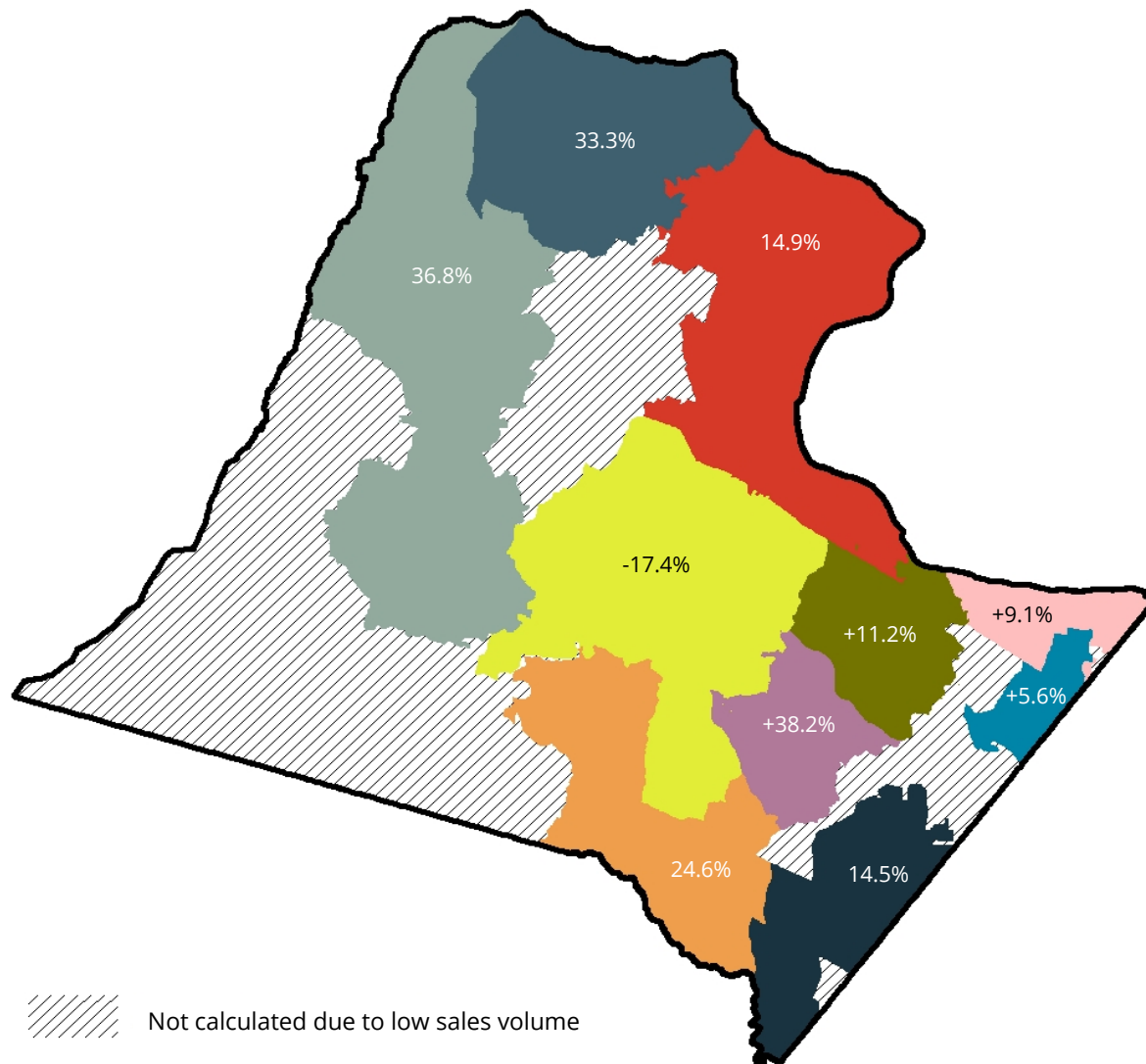
## **Are You Ready to Buy or Sell Real Estate?**

Contact an experienced REALTOR®.

**Bright MLS Data Note:** In data released prior to November 2021, some townhome sales were included in the single-family detached sales data. The data definitions have been updated and all townhomes are now included in the townhome & condo data for the current month and all previous months.



# Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Nov-20	Nov-21	% Chg
20105 Aldie	65	49	-24.6%
20132 Purcellville	38	24	-36.8%
20147 Ashburn	89	99	11.2%
20148 Ashburn	76	105	38.2%
20152 Chantilly	62	53	-14.5%
20164 Sterling	54	57	5.6%
20165 Sterling	44	48	9.1%
20175 Leesburg	69	57	-17.4%
20176 Leesburg	87	74	-14.9%
20180 Lovettsville	18	12	-33.3%

# Total Market Overview



Key Metrics	Nov-19	2-year Trends	Nov-20	Nov-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
Sales			669	<b>633</b>	-5.4%	7,174	<b>7,961</b>	11.0%
Pending Sales			581	<b>467</b>	-19.6%	7,571	<b>7,876</b>	4.0%
New Listings			547	<b>449</b>	-17.9%	8,536	<b>8,982</b>	5.2%
Median List Price			\$556,450	<b>\$595,000</b>	6.9%	\$540,313	<b>\$599,900</b>	11.0%
Median Sales Price			\$561,000	<b>\$599,950</b>	6.9%	\$545,000	<b>\$614,000</b>	12.7%
Median Price Per Square Foot			\$214	<b>\$246</b>	14.6%	\$208	<b>\$236</b>	13.5%
Sold Dollar Volume (in millions)			\$412.1	<b>\$421.6</b>	2.3%	\$4,282.5	<b>\$5,355.3</b>	25.0%
Average Sold/Ask Price Ratio			101.0%	<b>101.0%</b>	0.0%	100.4%	<b>102.4%</b>	1.9%
Average Days on Market			13	<b>15</b>	13.7%	19	<b>12</b>	-37.8%
Active Listings			412	<b>267</b>	-35.2%	n/a	<b>n/a</b>	n/a
Months of Supply			0.6	<b>0.4</b>	-42.4%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed December 16, 2021

# Single-Family Detached Market Overview



Key Metrics	2-year Trends	Nov-20	Nov-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Nov-19						
Sales		334	<b>276</b>	-17.4%	3,472	<b>3,704</b>	6.7%
Pending Sales		264	<b>217</b>	-17.8%	3,682	<b>3,618</b>	-1.7%
New Listings		235	<b>205</b>	-12.8%	4,183	<b>4,191</b>	0.2%
Median List Price		\$707,000	<b>\$800,000</b>	13.2%	\$700,000	<b>\$791,000</b>	13.0%
Median Sales Price		\$720,418	<b>\$817,000</b>	13.4%	\$711,500	<b>\$816,750</b>	14.8%
Median Price Per Square Foot		\$197	<b>\$231</b>	17.4%	\$191	<b>\$221</b>	15.6%
Sold Dollar Volume (in millions)		\$256.5	<b>\$238.5</b>	-7.0%	\$2,589.2	<b>\$3,194.3</b>	23.4%
Average Sold/Ask Price Ratio		101.5%	<b>101.7%</b>	0.2%	100.4%	<b>102.8%</b>	2.3%
Average Days on Market		12	<b>13</b>	4.9%	22	<b>13</b>	-41.3%
Active Listings		226	<b>150</b>	-33.6%	n/a	<b>n/a</b>	n/a
Months of Supply		0.7	<b>0.5</b>	-38.5%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed December 16, 2021

# Townhome & Condo Market Overview



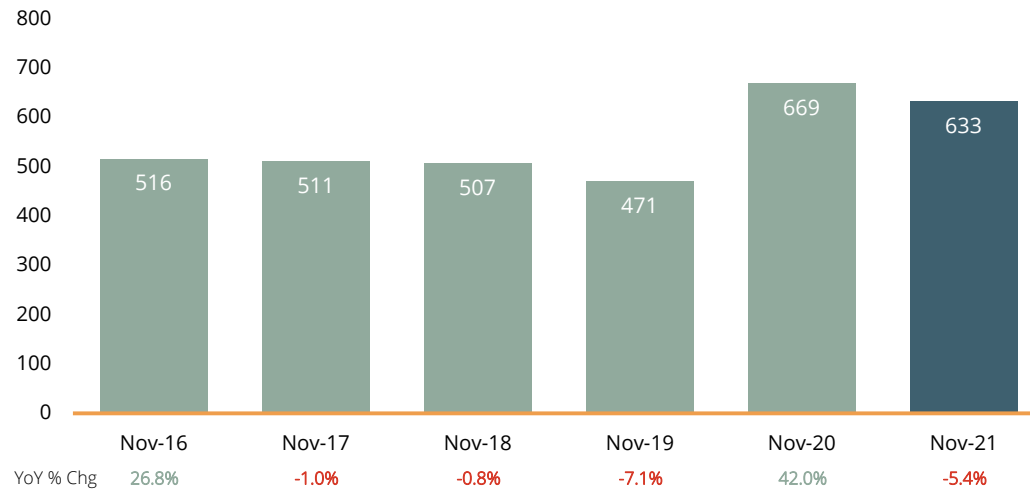
Key Metrics	2-year Trends	Nov-20	Nov-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Nov-19						
Sales		335	<b>357</b>	6.6%	3,702	<b>4,257</b>	15.0%
Pending Sales		317	<b>250</b>	-21.1%	3,889	<b>4,258</b>	9.5%
New Listings		312	<b>244</b>	-21.8%	4,353	<b>4,791</b>	10.1%
Median List Price		\$449,900	<b>\$498,000</b>	10.7%	\$444,900	<b>\$489,000</b>	9.9%
Median Sales Price		\$450,000	<b>\$500,000</b>	11.1%	\$445,000	<b>\$500,000</b>	12.4%
Median Price Per Square Foot		\$225	<b>\$252</b>	11.8%	\$219	<b>\$245</b>	11.8%
Sold Dollar Volume (in millions)		\$155.7	<b>\$183.1</b>	17.6%	\$1,693.4	<b>\$2,161.0</b>	27.6%
Average Sold/Ask Price Ratio		100.5%	<b>100.5%</b>	0.0%	100.4%	<b>102.0%</b>	1.6%
Average Days on Market		14	<b>17</b>	17.8%	16	<b>11</b>	-32.8%
Active Listings		186	<b>117</b>	-37.1%	n/a	<b>n/a</b>	n/a
Months of Supply		0.6	<b>0.3</b>	-46.1%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed December 16, 2021

# Sales



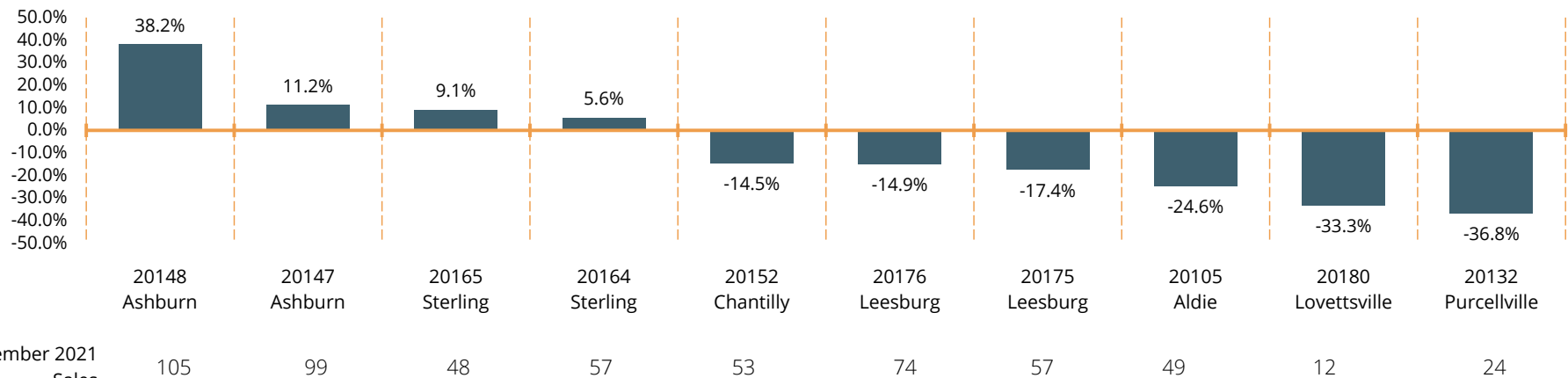
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Dec-20	296	27.6%	364	40.5%
Jan-21	218	48.3%	222	27.6%
Feb-21	207	20.3%	245	31.7%
Mar-21	285	-2.4%	357	20.6%
Apr-21	402	28.4%	490	66.7%
May-21	425	61.6%	440	42.9%
Jun-21	500	38.5%	459	17.7%
Jul-21	404	-8.8%	467	5.2%
Aug-21	376	-4.3%	443	6.7%
Sep-21	323	-17.6%	411	-5.1%
Oct-21	288	-20.4%	366	-14.3%
Nov-21	276	-17.4%	357	6.6%
12-month Avg	333	8.0%	385	16.7%

## Zip Code

% Change in Sales  
Nov-20 to Nov-21

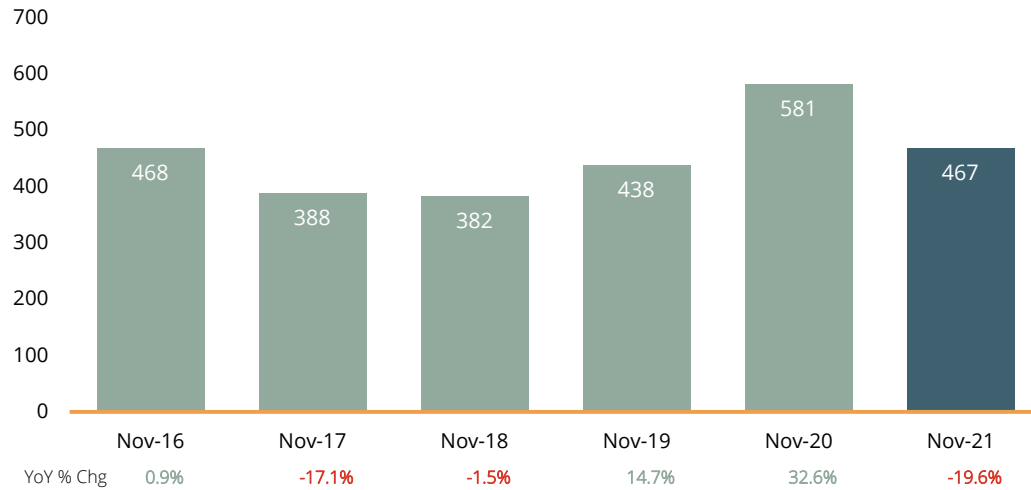




# Pending Sales



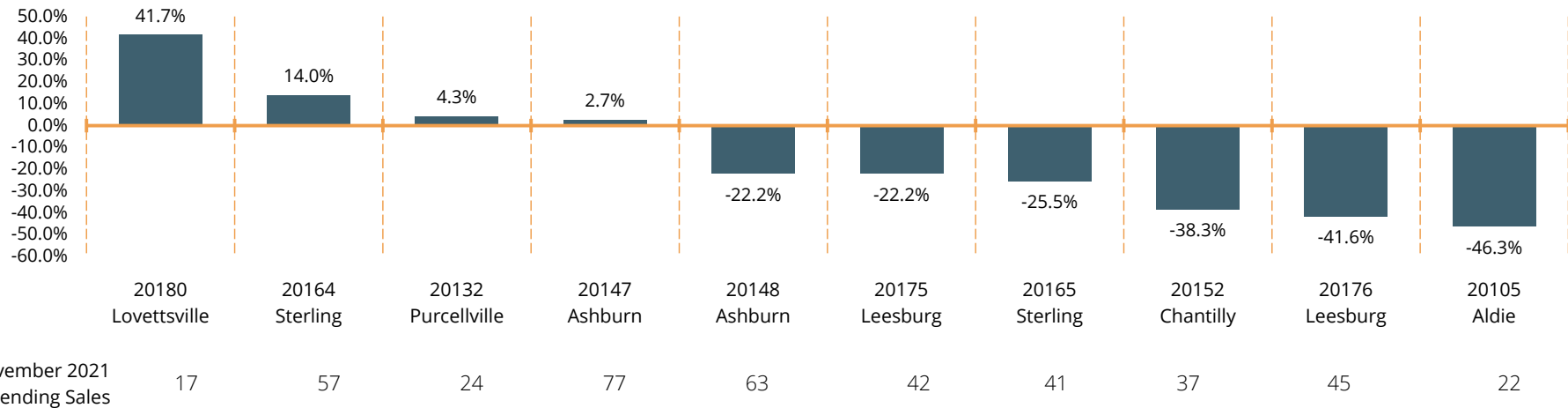
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
Dec-20	195	40.3%	234	41.8%
Jan-21	233	6.4%	257	11.3%
Feb-21	242	-12.0%	314	10.6%
Mar-21	403	16.1%	492	37.4%
Apr-21	420	67.3%	446	79.8%
May-21	474	34.7%	462	23.5%
Jun-21	407	-10.0%	452	1.6%
Jul-21	352	-14.4%	433	1.6%
Aug-21	334	-21.6%	405	-10.2%
Sep-21	267	-21.2%	370	-8.4%
Oct-21	269	-22.3%	377	7.4%
Nov-21	217	-17.8%	250	-21.1%
12-month Avg	318	-0.2%	374	10.8%

## Zip Code

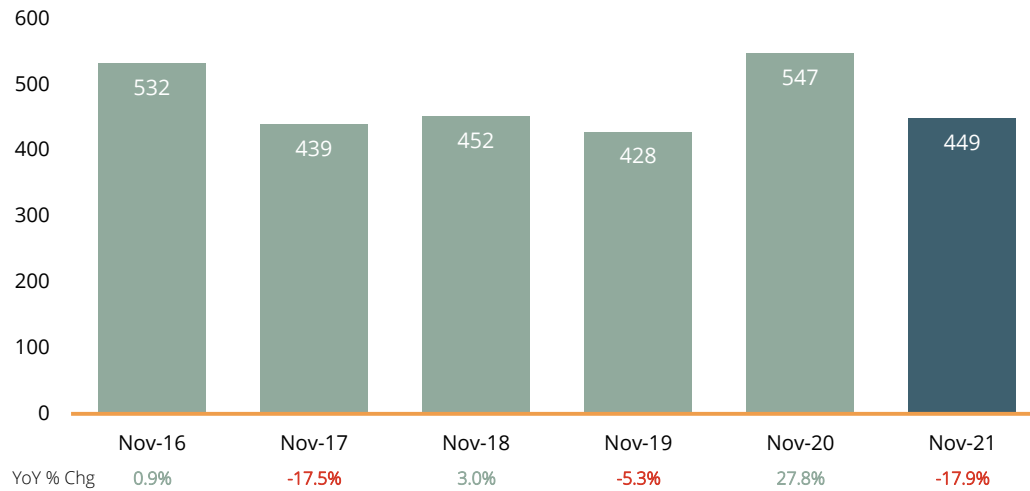
% Change in Pending Sales  
Nov-20 to Nov-21



# New Listings



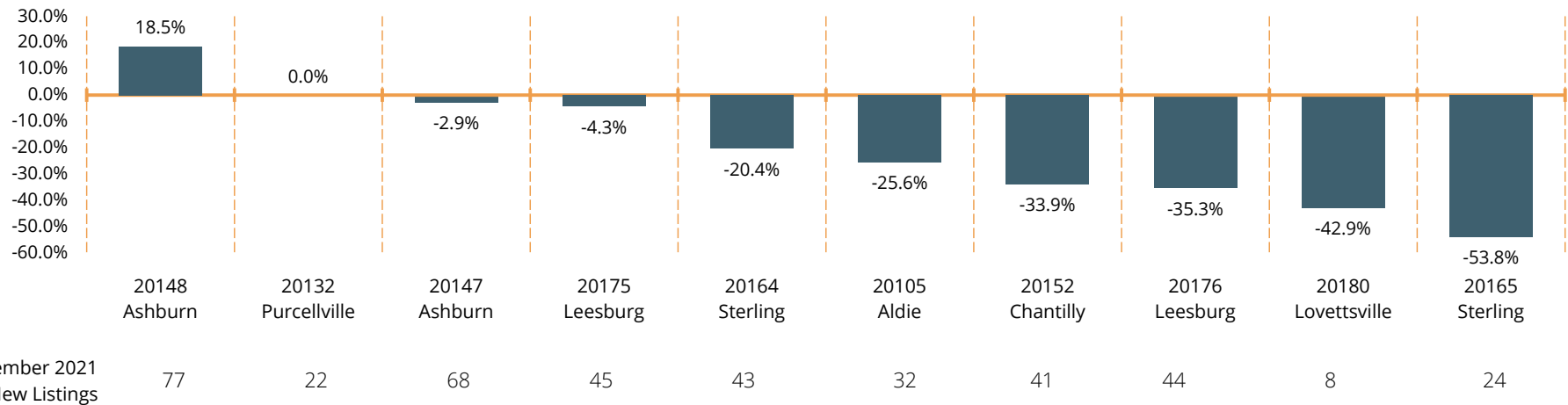
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Dec-20	218	46.3%	235	34.3%
Jan-21	245	-16.9%	290	5.5%
Feb-21	280	-13.6%	328	3.1%
Mar-21	434	-8.8%	534	17.9%
Apr-21	527	41.7%	498	39.9%
May-21	498	20.3%	495	22.5%
Jun-21	500	22.5%	549	27.4%
Jul-21	472	1.9%	603	16.2%
Aug-21	356	-9.6%	442	-1.3%
Sep-21	349	-15.3%	454	7.8%
Oct-21	325	-16.7%	354	-14.9%
Nov-21	205	-12.8%	244	-21.8%
12-month Avg	367	1.8%	419	11.0%

## Zip Code

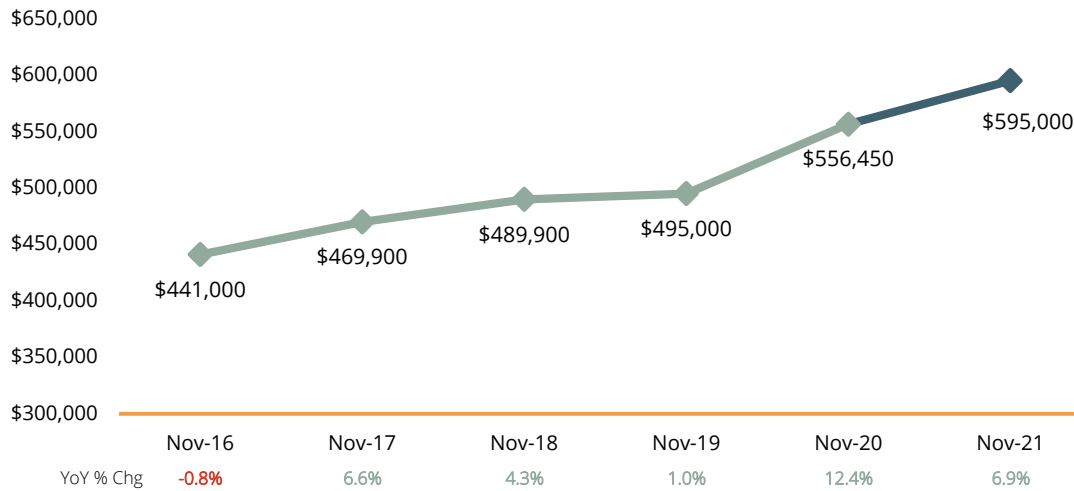
% Change in New Listings  
Nov-20 to Nov-21



# Median List Price



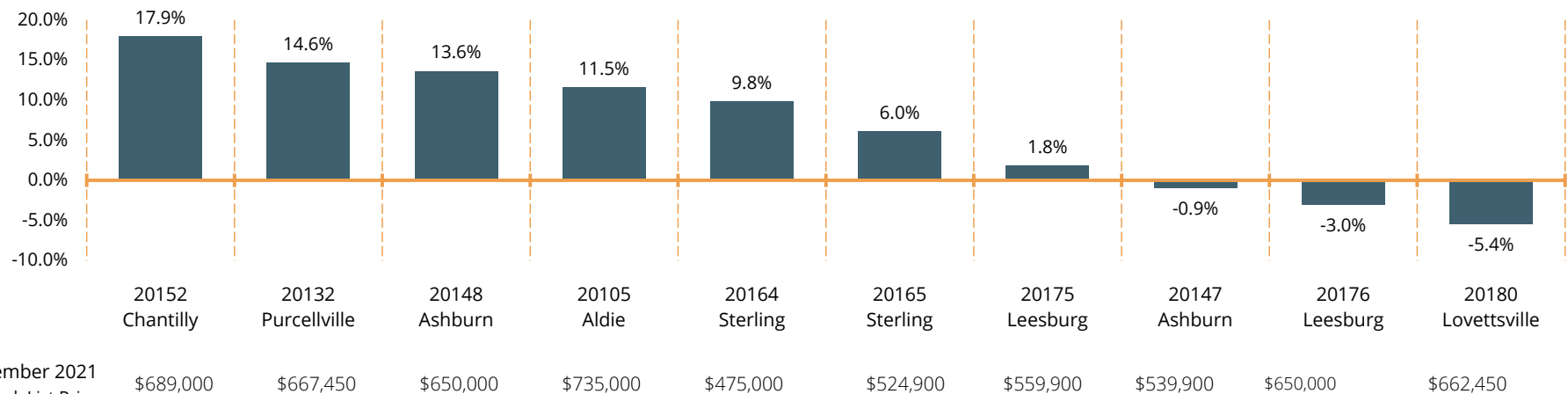
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
Dec-20	\$748,950	11.0%	\$439,500	2.4%
Jan-21	\$721,495	9.3%	\$437,000	4.3%
Feb-21	\$750,000	12.8%	\$469,900	10.6%
Mar-21	\$765,000	11.7%	\$468,000	4.0%
Apr-21	\$775,000	14.8%	\$475,000	8.7%
May-21	\$779,900	11.4%	\$475,000	6.8%
Jun-21	\$819,450	17.1%	\$499,900	14.9%
Jul-21	\$800,000	6.7%	\$500,000	13.8%
Aug-21	\$800,000	10.3%	\$495,000	7.6%
Sep-21	\$799,900	10.3%	\$499,900	11.1%
Oct-21	\$817,500	13.2%	\$512,500	13.9%
Nov-21	\$800,000	13.2%	\$498,000	10.7%
12-month Avg	\$781,433	11.8%	\$480,808	9.1%

## Zip Code

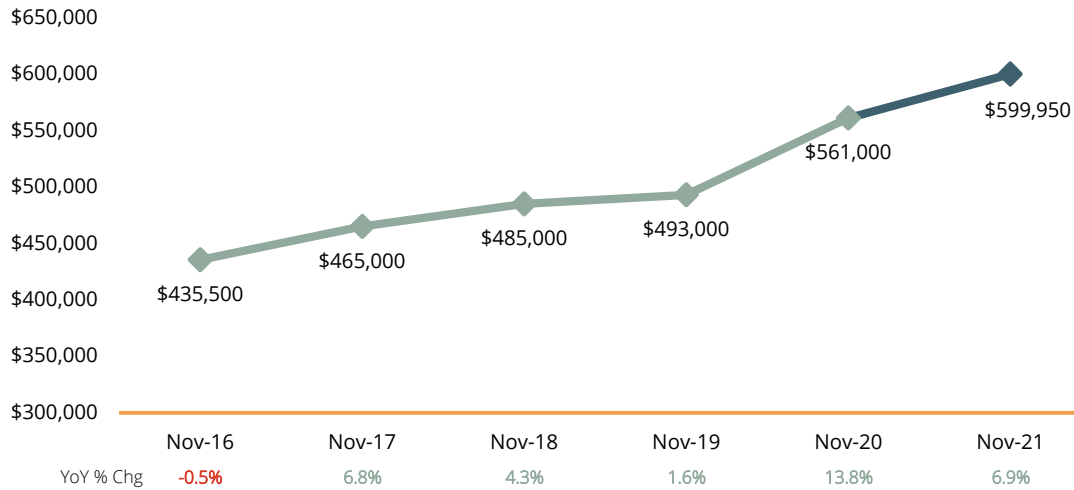
% Change in Median List Price  
Nov-20 to Nov-21



# Median Sales Price



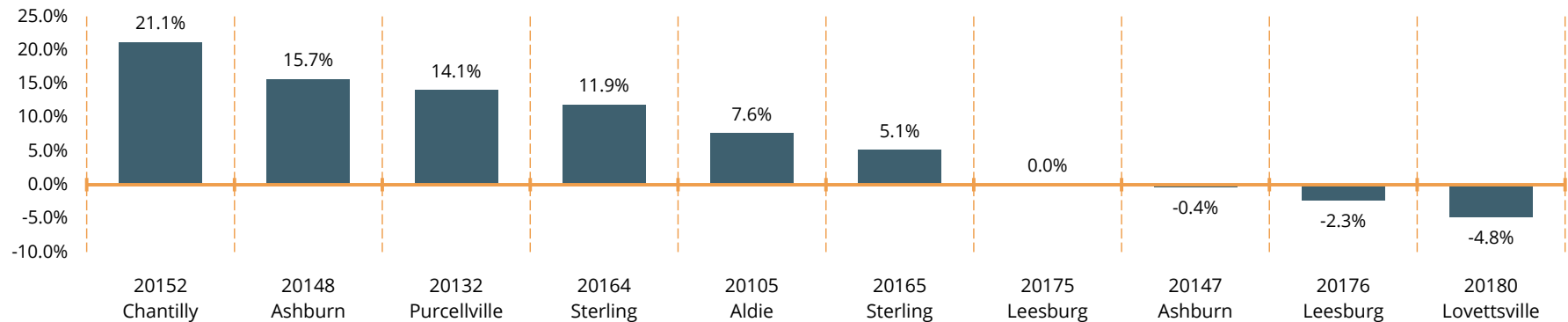
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
Dec-20	\$760,500	12.7%	\$445,000	3.5%
Jan-21	\$727,800	12.0%	\$445,000	6.5%
Feb-21	\$780,000	18.2%	\$484,000	13.6%
Mar-21	\$800,000	15.9%	\$485,000	7.8%
Apr-21	\$819,250	21.4%	\$493,140	12.1%
May-21	\$815,000	16.4%	\$502,695	13.5%
Jun-21	\$858,750	22.7%	\$520,000	19.5%
Jul-21	\$822,450	9.7%	\$523,000	19.3%
Aug-21	\$825,000	13.0%	\$500,000	6.4%
Sep-21	\$820,000	13.1%	\$500,000	9.9%
Oct-21	\$825,000	11.6%	\$517,500	15.0%
Nov-21	\$817,000	13.4%	\$500,000	11.1%
12-month Avg	\$805,896	14.9%	\$492,945	11.5%

## Zip Code

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



November 2021  
Med. Sales Price

20152 Chantilly	\$700,000	20148 Ashburn	\$665,000	20132 Purcellville	\$679,500	20164 Sterling	\$481,000	20105 Aldie	\$740,000	20165 Sterling	\$524,950	20175 Leesburg	\$556,250	20147 Ashburn	\$544,000	20176 Leesburg	\$650,000	20180 Lovettsville	\$671,000
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# Sold Dollar Volume (in millions)



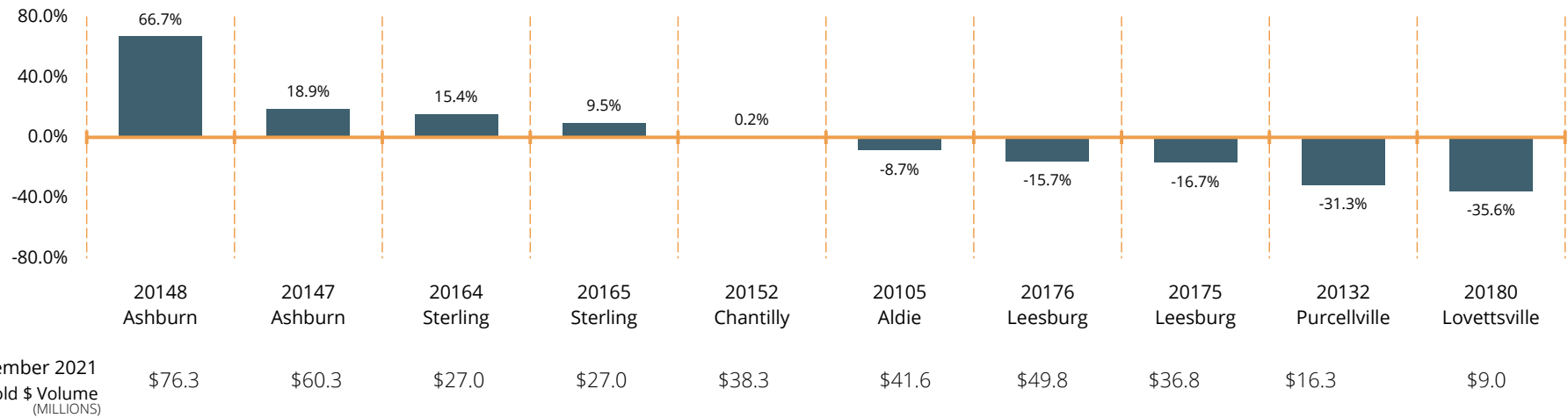
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Dec-20	\$240.2	52.6%	\$167.9	46.3%
Jan-21	\$169.7	64.2%	\$102.3	39.7%
Feb-21	\$171.5	43.6%	\$118.2	43.6%
Mar-21	\$240.3	12.6%	\$176.8	27.1%
Apr-21	\$343.9	55.7%	\$246.8	85.8%
May-21	\$372.2	96.9%	\$227.0	60.9%
Jun-21	\$443.4	71.3%	\$242.7	39.0%
Jul-21	\$344.5	1.8%	\$244.9	21.9%
Aug-21	\$328.5	9.5%	\$225.1	14.3%
Sep-21	\$287.1	-5.8%	\$205.7	2.5%
Oct-21	\$254.7	-10.6%	\$188.4	-3.9%
Nov-21	\$238.5	-7.0%	\$183.1	17.6%
12-month Avg	\$286.2	25.0%	\$194.1	28.8%

## Zip Code

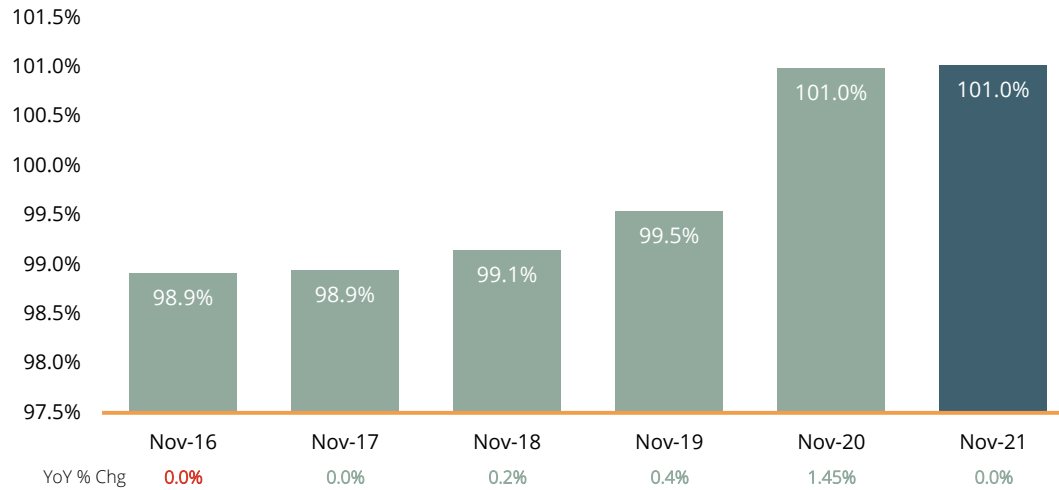
% Change in Sold Dollar Volume  
Nov-20 to Nov-21



# Average Sold to Ask Price Ratio



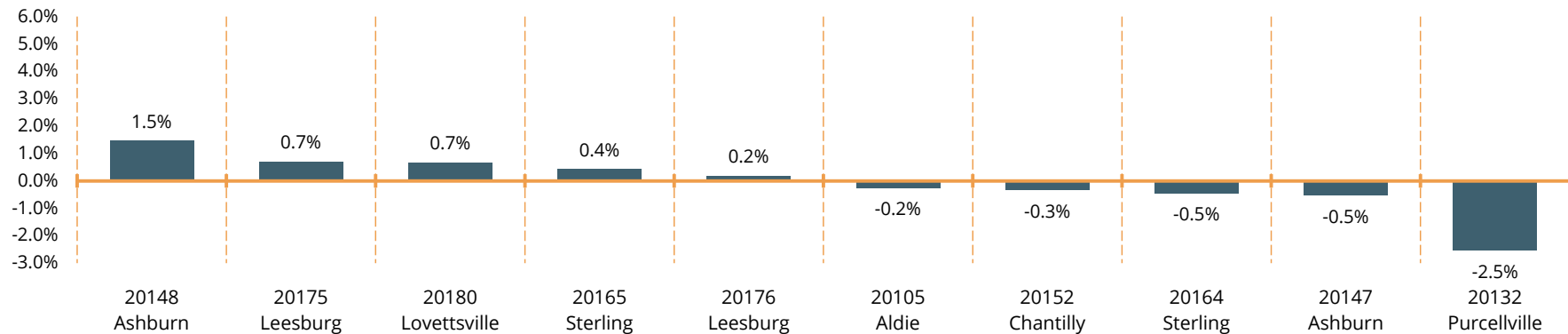
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
Dec-20	100.4%	0.5%	101.0%	1.2%
Jan-21	101.3%	2.6%	101.0%	1.2%
Feb-21	102.7%	3.2%	102.2%	2.2%
Mar-21	103.2%	2.7%	103.1%	2.2%
Apr-21	104.2%	4.1%	103.1%	2.6%
May-21	104.6%	4.7%	103.6%	3.4%
Jun-21	103.9%	3.8%	103.0%	2.9%
Jul-21	102.7%	1.4%	102.2%	1.9%
Aug-21	101.9%	1.4%	101.2%	0.7%
Sep-21	101.2%	0.8%	100.6%	-0.2%
Oct-21	101.4%	0.8%	100.5%	0.2%
Nov-21	101.7%	0.2%	100.5%	0.0%
12-month Avg	102.4%	2.2%	101.8%	1.5%

## Zip Code

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

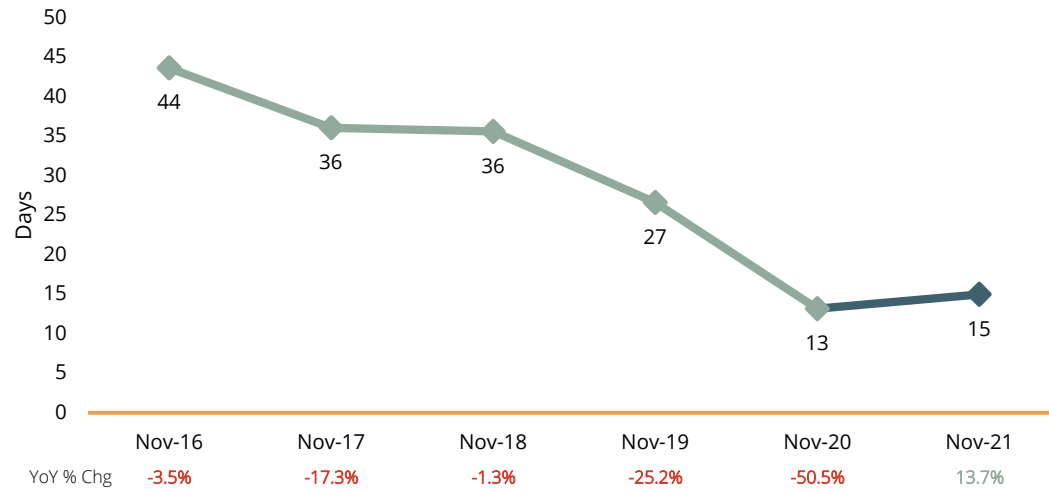


November 2021  
Avg Sold/Ask %

101.9%	101.5%	101.2%	101.6%	100.7%	100.9%	101.0%	100.9%	100.1%	101.2%
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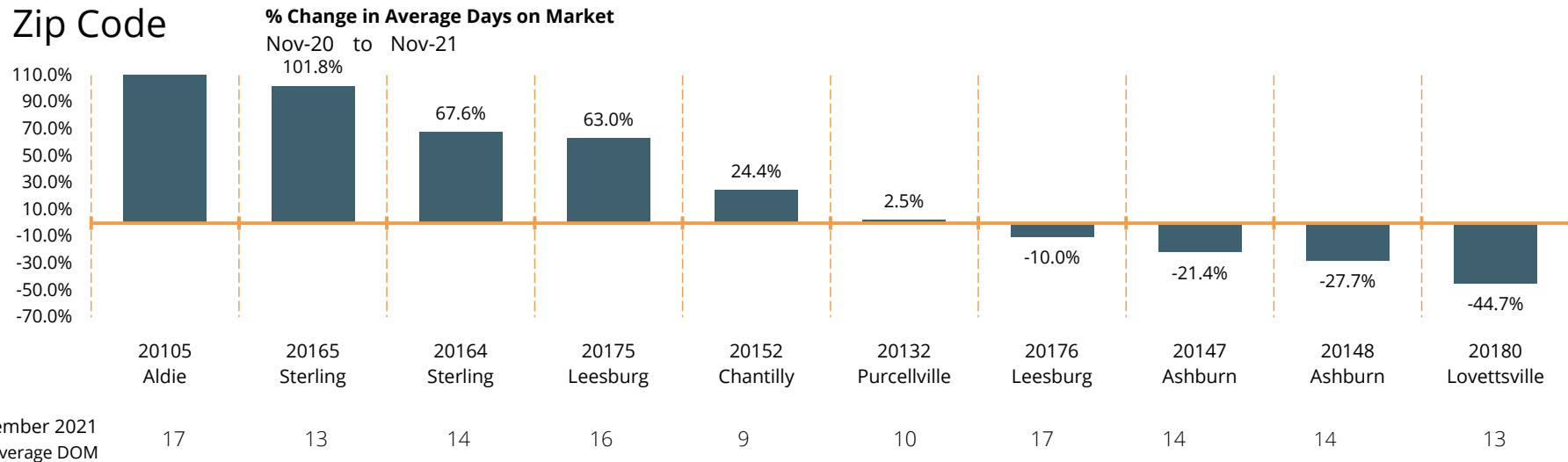
# Average Days on Market

## Loudoun County



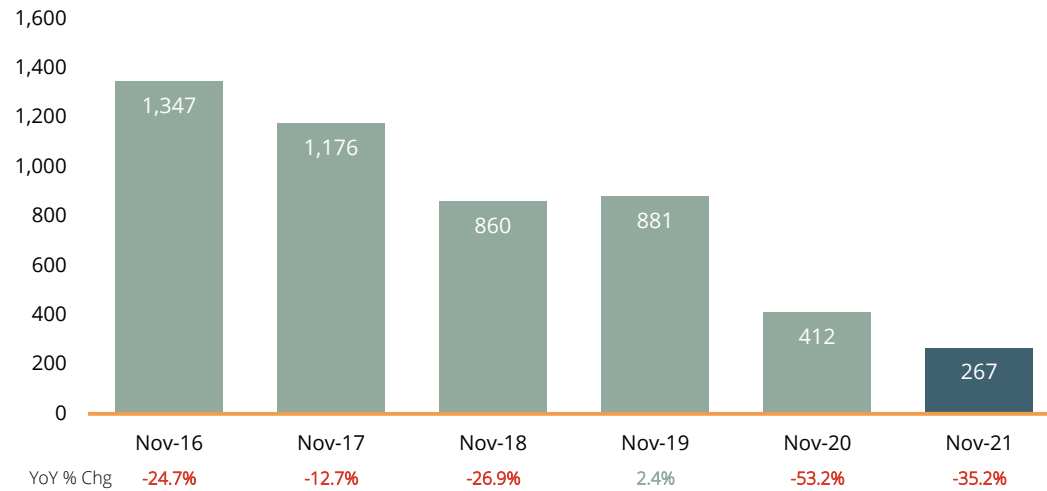
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Dec-20	21	-45.2%	16	-33.4%
Jan-21	17	-63.8%	16	-43.9%
Feb-21	18	-50.2%	10	-47.6%
Mar-21	15	-38.7%	8	-57.4%
Apr-21	14	-12.8%	8	-46.8%
May-21	9	-53.6%	7	-47.0%
Jun-21	12	-50.3%	7	-58.1%
Jul-21	8	-69.4%	9	-41.0%
Aug-21	14	-36.4%	12	-9.4%
Sep-21	17	-13.7%	14	5.8%
Oct-21	13	-23.0%	15	-12.5%
Nov-21	13	4.9%	17	17.8%
12-month Avg	14	-43.4%	12	-33.5%

## Zip Code



# Active Listings

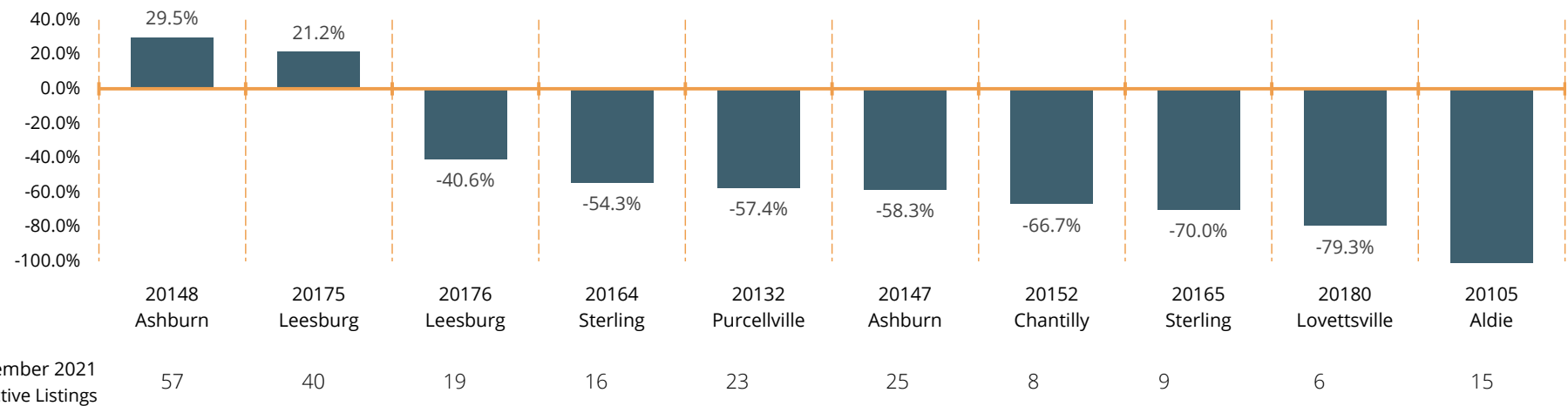
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Dec-20	109	-70.7%	103	-49.0%
Jan-21	86	-78.2%	102	-49.5%
Feb-21	88	-78.2%	97	-48.7%
Mar-21	72	-84.7%	111	-53.9%
Apr-21	138	-73.9%	139	-55.3%
May-21	129	-75.6%	149	-50.5%
Jun-21	179	-56.1%	213	-0.5%
Jul-21	268	-32.0%	335	31.4%
Aug-21	235	-21.9%	312	53.7%
Sep-21	243	-18.7%	307	65.1%
Oct-21	236	-18.6%	184	-14.8%
Nov-21	150	-33.6%	117	-37.1%
12-month Avg	161	-58.1%	181	-19.8%

## Zip Code

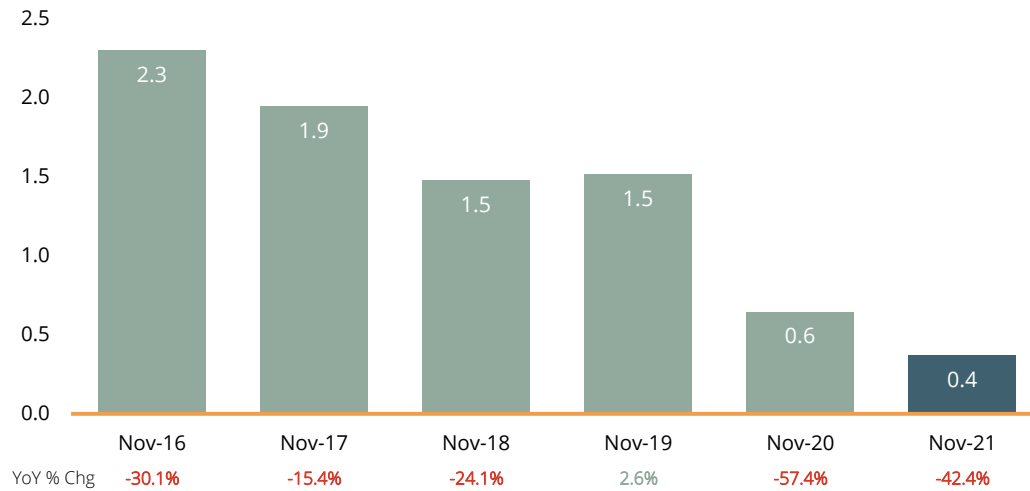
**% Change in Active Listings**  
Nov-20 to Nov-21





# Months Supply

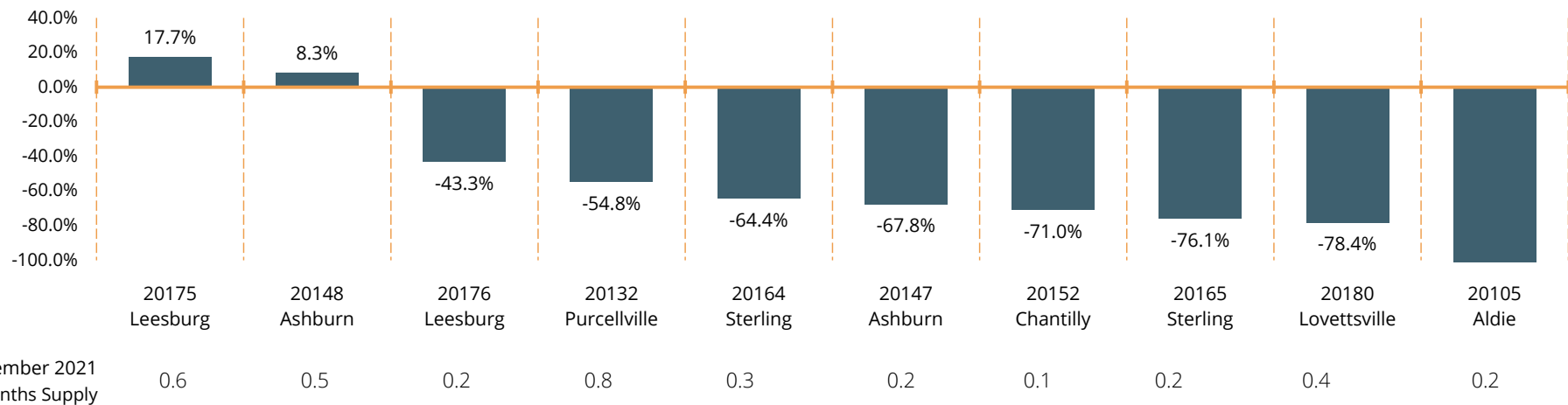
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Dec-20	0.3	-74.7%	0.3	-52.6%
Jan-21	0.3	-81.5%	0.3	-53.5%
Feb-21	0.3	-81.5%	0.3	-53.5%
Mar-21	0.2	-86.9%	0.3	-59.1%
Apr-21	0.4	-77.8%	0.4	-62.5%
May-21	0.4	-80.7%	0.4	-61.0%
Jun-21	0.5	-66.8%	0.6	-23.1%
Jul-21	0.8	-47.3%	0.9	1.9%
Aug-21	0.7	-38.1%	0.8	20.7%
Sep-21	0.7	-32.0%	0.8	34.3%
Oct-21	0.7	-28.5%	0.5	-27.7%
Nov-21	0.5	-38.5%	0.3	-46.1%
12-month Avg	0.5	-65.8%	0.5	-33.9%

## Zip Code

**% Change in Months of Supply**  
Nov-20 to Nov-21



# Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Nov-20	Nov-21	% chg	Nov-20	Nov-21	% chg	Nov-20	Nov-21	% chg	Nov-20	Nov-21	% chg	Nov-20	Nov-21	% chg
Loudoun County	547	<b>449</b>	-17.9%	669	<b>633</b>	-5.4%	\$561,000	<b>\$599,950</b>	6.9%	412	<b>267</b>	-35.2%	0.6	<b>0.4</b>	-42.4%
20105	43	<b>32</b>	-25.6%	65	<b>49</b>	-24.6%	\$687,500	<b>\$740,000</b>	7.6%	-23	<b>15</b>	-165.2%	-0.4	<b>0.2</b>	-169.5%
										54					
20147	70	<b>68</b>	-2.9%	89	<b>99</b>	11.2%	\$546,000	<b>\$544,000</b>	-0.4%	60	<b>25</b>	-58.3%	0.7	<b>0.2</b>	-67.8%
20152	62	<b>41</b>	-33.9%	62	<b>53</b>	-14.5%	\$577,818	<b>\$700,000</b>	21.1%	24	<b>8</b>	-66.7%	0.5	<b>0.1</b>	-71.0%
20165	52	<b>24</b>	-53.8%	44	<b>48</b>	9.1%	\$499,500	<b>\$524,950</b>	5.1%	30	<b>9</b>	-70.0%	0.6	<b>0.2</b>	-76.1%
20176	68	<b>44</b>	-35.3%	87	<b>74</b>	-14.9%	\$665,000	<b>\$650,000</b>	-2.3%	32	<b>19</b>	-40.6%	0.4	<b>0.2</b>	-43.3%
										29					



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.