

DECEMBER
2021

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: December 2021

- > **Sales activity continues to moderate in the Loudoun County housing market.** There were 546 sales in the county in December, 114 fewer sales than a year ago, which is a 17.3% decrease. Sales have been slowing down five out of the last six months in Loudoun County. There were a couple local markets that had sales growth, notably Purcellville zip code 20132 (+47.6%). The sharpest drop in sales this month occurred in Aldie zip code 20105 (-55.1%) and Leesburg zip code 20176 (-31.7%).
- > **For the seventh straight month there were fewer pending sales in Loudoun County.** There were 315 pending sales across the county in December, a 26.6% decline from last year, which is 114 fewer pending sales. Pending sales also declined from November's level (-32.5%), but this is a typical seasonal change. Leesburg zip code 20175 had the largest drop in pending sales, down 37.2% from last December. Chantilly zip code 20152 also had a large drop, with 34.3% fewer pending sales than a year ago.
- > **Despite slower sales, prices are surging in Loudoun County, double-digit gains in most local markets.** At \$625,000, the December median sales price was up 15.3% compared to a year ago, which is an \$82,750 jump. All local markets had significant price growth this month. The largest price gains in December were in Aldie zip code 20105 (+38.6%), Leesburg zip code 20175 (+31.6%), and Purcellville zip code 20132 (+30.1%).
- > **Inventory shortage is getting worse, drop in active listings and new listings.** There were just 196 active listings in Loudoun County at the end of December, 16 fewer listings than a year ago, which is a 7.5% reduction. There were 387 new listings in the county in December, 66 fewer than last year, which is a 14.6% decrease. This is the fifth straight month of fewer new listings as the supply in the county tightens.



DAAR Market Dashboard

YoY Chg	Dec-21	Indicator
▼ -17.3%	546	Sales
▼ -26.6%	315	Pending Sales
▼ -14.6%	387	New Listings
▲ 15.7%	\$624,999	Median List Price
▲ 15.3%	\$625,000	Median Sales Price
▲ 11.0%	\$245	Median Price Per Square Foot
▼ -5.8%	\$384.6	Sold Dollar Volume (in millions)
▲ 0.3%	101.0%	Average Sold/Ask Price Ratio
▲ 10.3%	20	Average Days on Market
▼ -7.5%	196	Active Listings
▼ -15.4%	0.3	Months of Supply

INTEREST RATE TRACKER



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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.

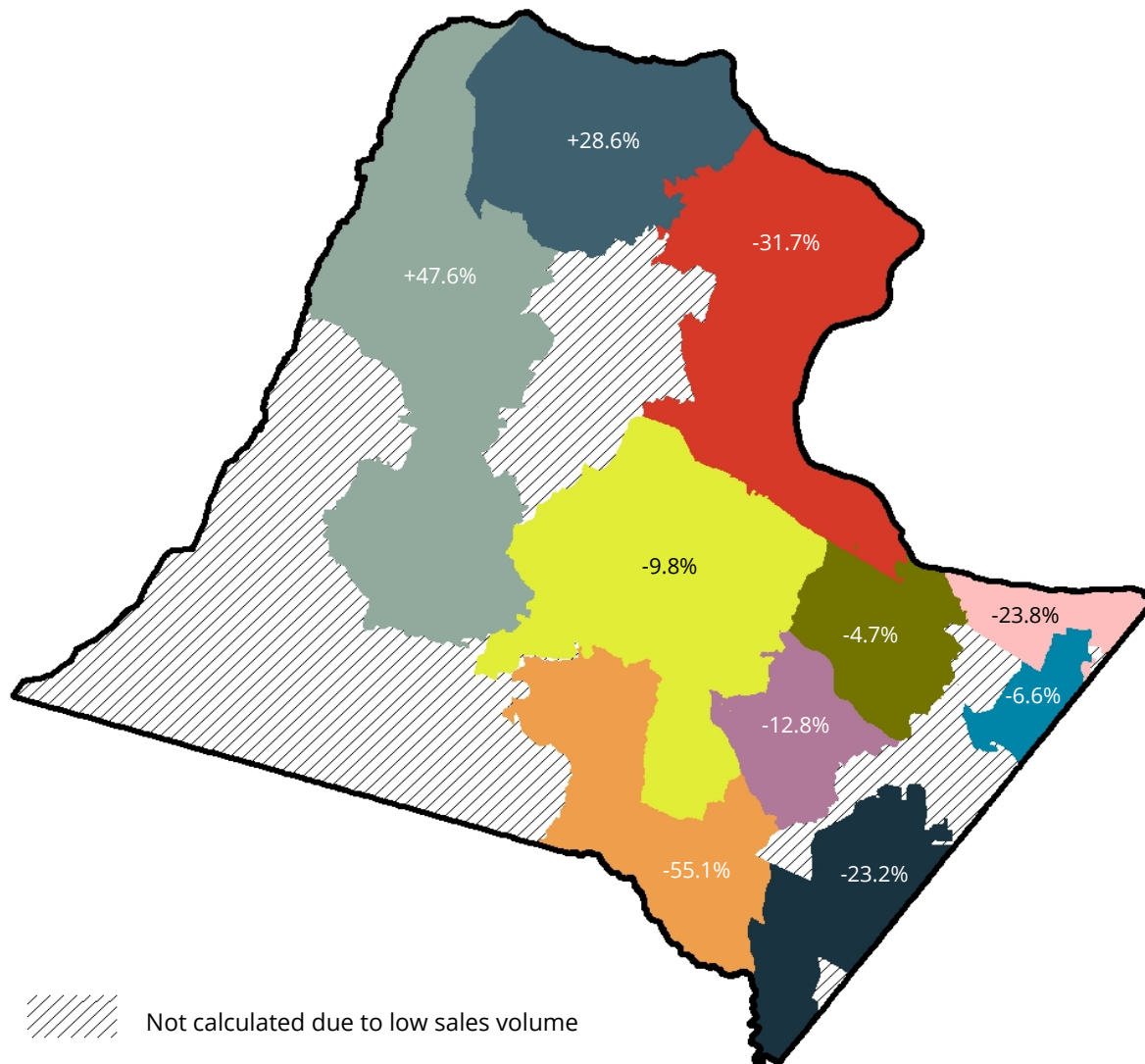
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Dec-20	Dec-21	% Chg
20105 Aldie	69	31	-55.1%
20132 Purcellville	21	31	47.6%
20147 Ashburn	86	82	-4.7%
20148 Ashburn	86	75	-12.8%
20152 Chantilly	56	43	-23.2%
20164 Sterling	61	57	-6.6%
20165 Sterling	63	48	-23.8%
20175 Leesburg	61	55	-9.8%
20176 Leesburg	82	56	-31.7%
20180 Lovettsville	14	18	28.6%

Total Market Overview



Key Metrics	2-year Trends	Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19						
Sales		660	546	-17.3%	7,834	8,507	8.6%
Pending Sales		429	315	-26.6%	8,000	8,191	2.4%
New Listings		453	387	-14.6%	8,989	9,369	4.2%
Median List Price		\$540,000	\$624,999	15.7%	\$542,245	\$599,900	10.6%
Median Sales Price		\$542,250	\$625,000	15.3%	\$545,000	\$615,000	12.8%
Median Price Per Square Foot		\$221	\$245	11.0%	\$209	\$237	13.2%
Sold Dollar Volume (in millions)		\$408.1	\$384.6	-5.8%	\$4,690.7	\$5,740.0	22.4%
Average Sold/Ask Price Ratio		100.8%	101.0%	0.3%	100.5%	102.3%	1.8%
Average Days on Market		18	20	10.3%	19	12	-35.1%
Active Listings		212	196	-7.5%	n/a	n/a	n/a
Months of Supply		0.3	0.3	-15.4%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19		Dec-21				
Sales		296	265	-10.5%	3,768	3,969	5.3%
Pending Sales		195	135	-30.8%	3,877	3,753	-3.2%
New Listings		218	176	-19.3%	4,401	4,367	-0.8%
Median List Price		\$748,950	\$834,900	11.5%	\$709,900	\$795,000	12.0%
Median Sales Price		\$760,500	\$850,000	11.8%	\$715,000	\$820,000	14.7%
Median Price Per Square Foot		\$202	\$231	14.3%	\$192	\$221	15.3%
Sold Dollar Volume (in millions)		\$240.2	\$237.4	-1.2%	\$2,829.4	\$3,431.7	21.3%
Average Sold/Ask Price Ratio		100.4%	101.6%	1.2%	100.4%	102.7%	2.3%
Average Days on Market		21	22	6.2%	22	14	-38.7%
Active Listings		109	95	-12.8%	n/a	n/a	n/a
Months of Supply		0.3	0.3	-17.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

Townhome & Condo Market Overview



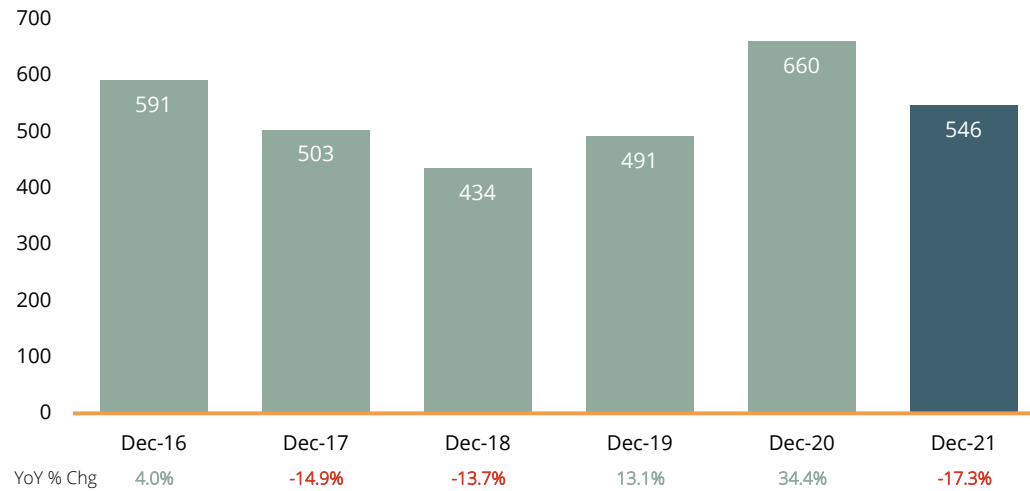
Key Metrics	2-year Trends	Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19						
Sales		364	281	-22.8%	4,066	4,538	11.6%
Pending Sales		234	180	-23.1%	4,123	4,438	7.6%
New Listings		235	211	-10.2%	4,588	5,002	9.0%
Median List Price		\$439,500	\$499,990	13.8%	\$444,330	\$489,000	10.1%
Median Sales Price		\$445,000	\$499,990	12.4%	\$445,000	\$500,000	12.4%
Median Price Per Square Foot		\$227	\$256	12.7%	\$220	\$245	11.4%
Sold Dollar Volume (in millions)		\$167.9	\$147.3	-12.3%	\$1,861.3	\$2,308.3	24.0%
Average Sold/Ask Price Ratio		101.0%	100.5%	-0.5%	100.5%	101.9%	1.5%
Average Days on Market		16	19	13.0%	16	11	-30.2%
Active Listings		103	101	-1.9%	n/a	n/a	n/a
Months of Supply		0.3	0.3	-12.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

Sales



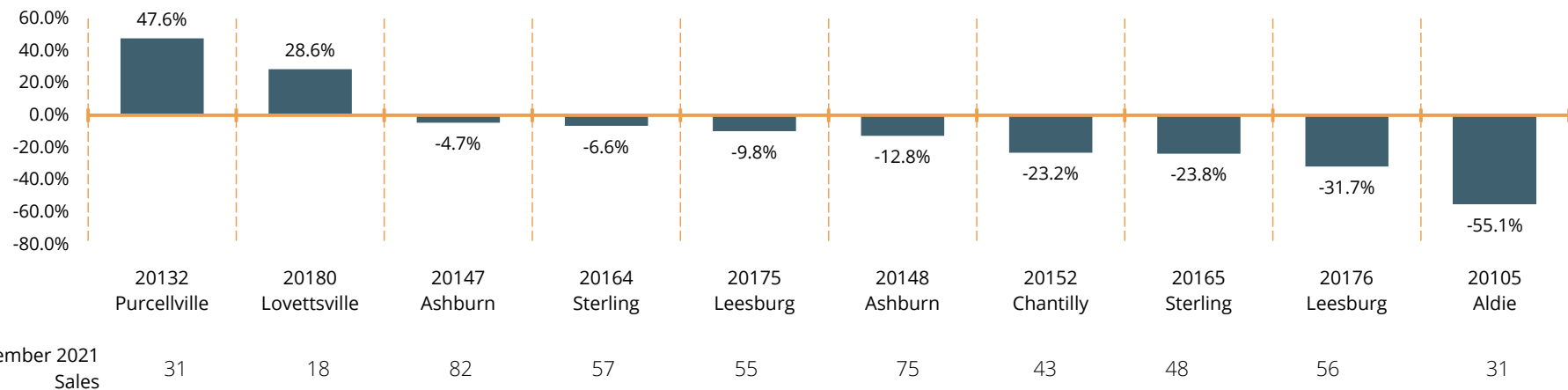
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Dec-21	265	-10.5%	281	-22.8%
12-month Avg	331	5.3%	378	11.6%

Zip Code

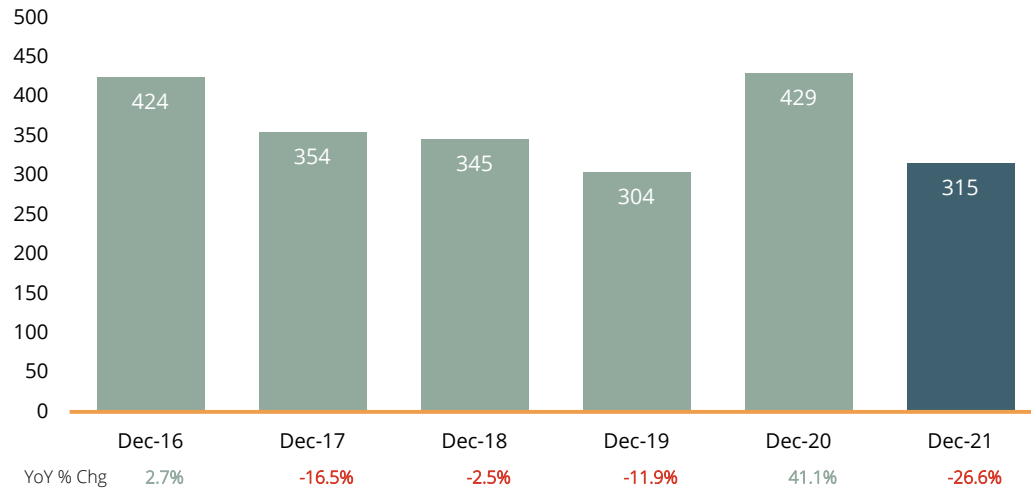
% Change in Sales
Dec-20 to Dec-21



Pending Sales



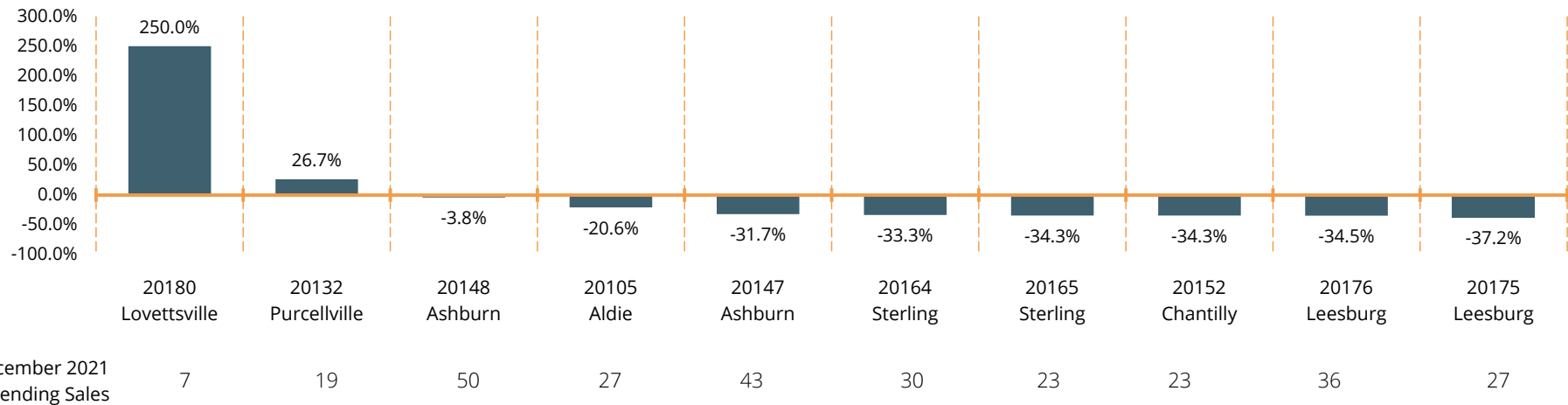
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-21	135	-30.8%	180	-23.1%
12-month Avg	313	-3.2%	370	7.6%

Zip Code

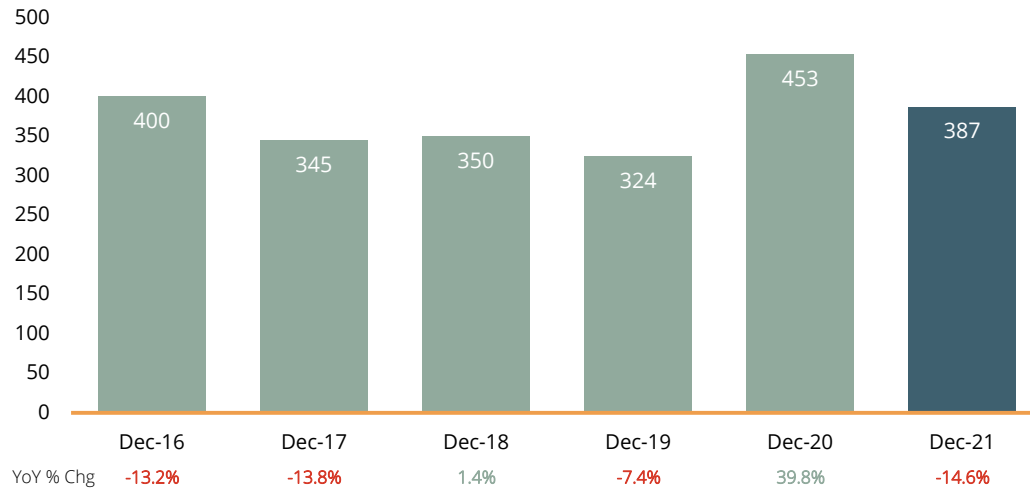
% Change in Pending Sales
Dec-20 to Dec-21



New Listings



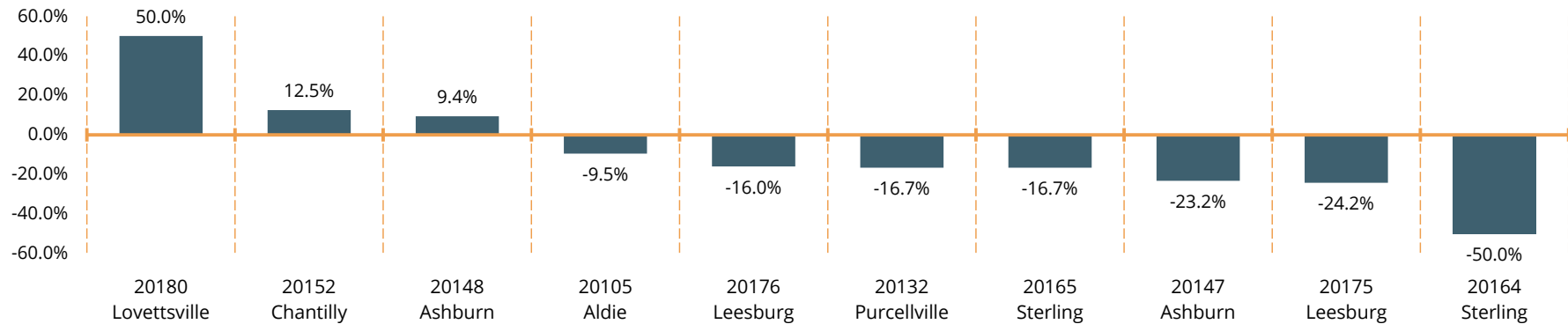
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Dec-21	176	-19.3%	211	-10.2%
12-month Avg	364	-0.8%	417	9.0%

Zip Code

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



December 2021
New Listings

9

36

70

38

42

15

20

43

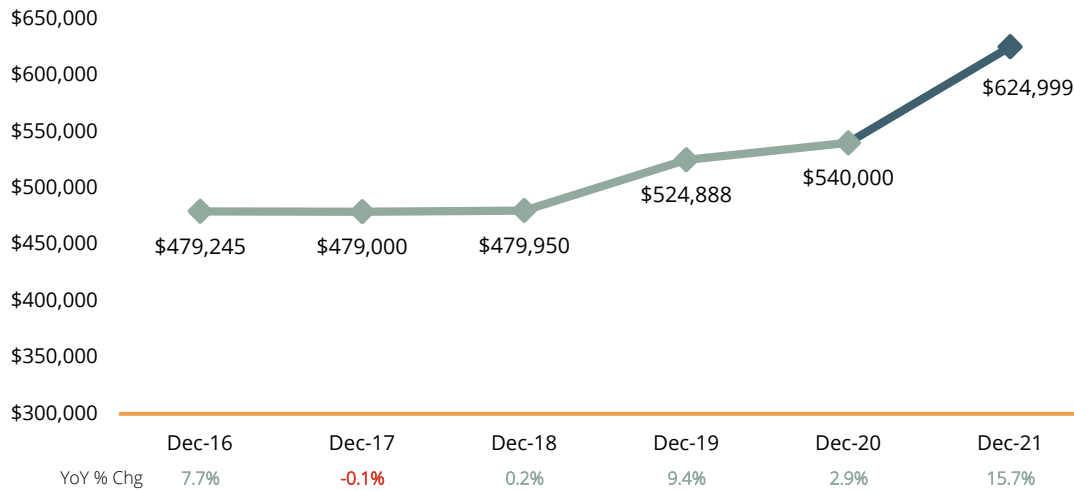
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23

Median List Price



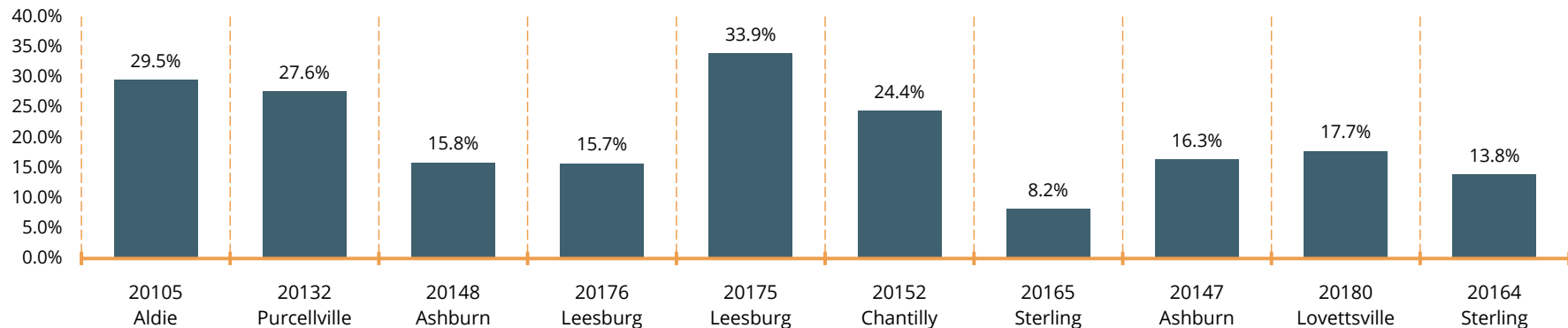
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-21	\$834,900	11.5%	\$499,990	13.8%
12-month Avg	\$788,595	11.8%	\$485,849	10.0%

Zip Code

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



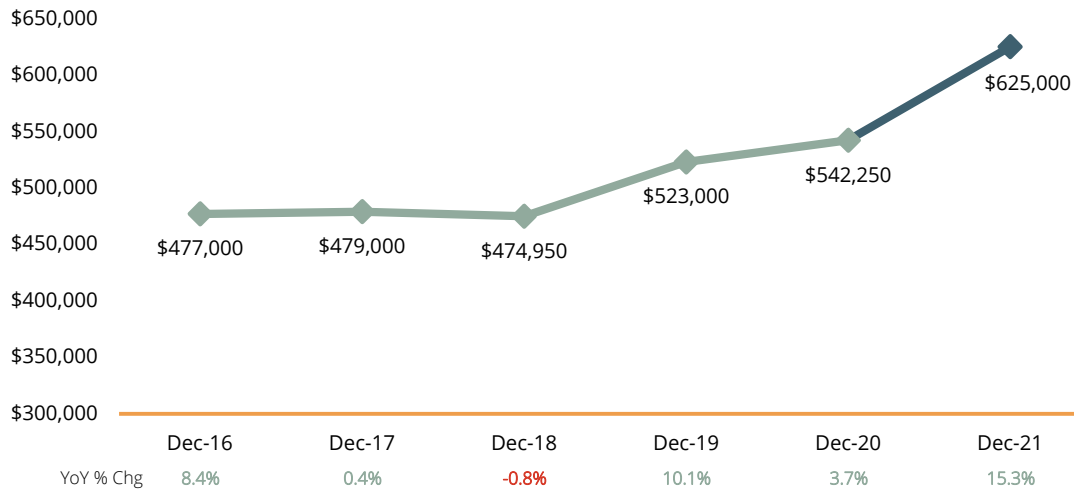
December 2021
Med. List Price

\$899,900	\$813,480	\$750,000	\$682,500	\$659,900	\$650,000	\$562,400	\$552,500	\$552,500	\$478,000
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Median Sales Price



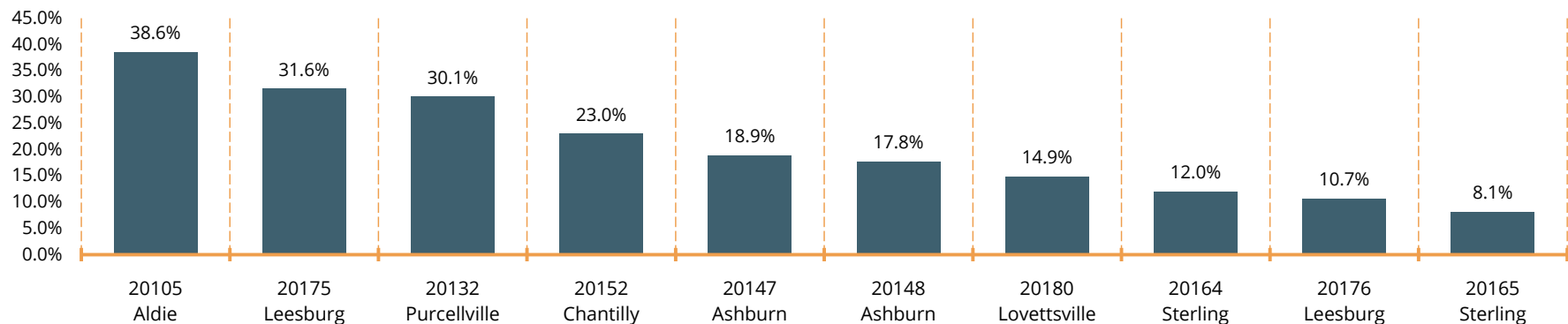
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-21	\$850,000	11.8%	\$499,990	12.4%
12-month Avg	\$813,354	14.8%	\$497,527	12.2%

Zip Code

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



December 2021
Med. Sales Price

20105 Aldie	\$961,000	20175 Leesburg	\$660,000	20132 Purcellville	\$813,480	20152 Chantilly	\$655,000	20147 Ashburn	\$565,000	20148 Ashburn	\$765,000	20180 Lovettsville	\$552,500	20164 Sterling	\$481,550	20176 Leesburg	\$664,500	20165 Sterling	\$567,500
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Sold Dollar Volume (in millions)



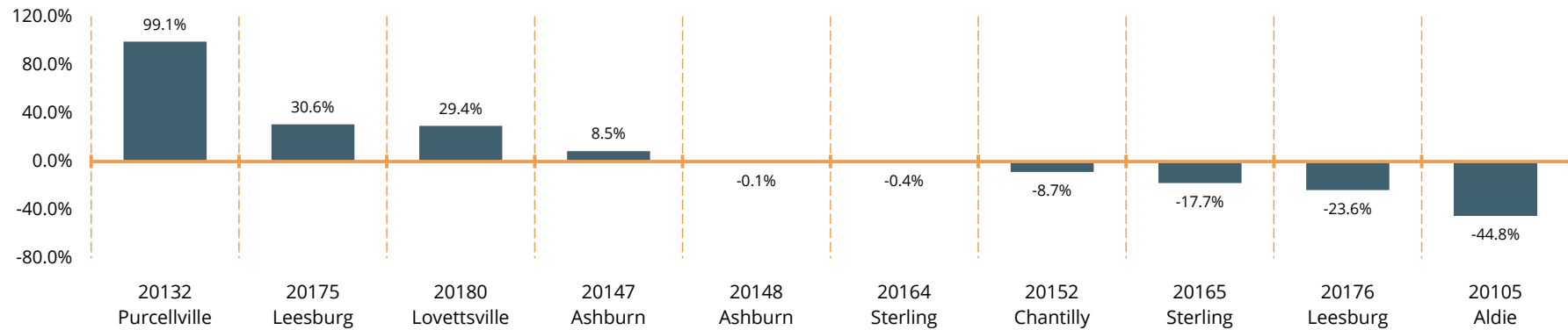
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-21	\$237.4	-1.2%	\$147.3	-12.3%
12-month Avg	\$286.0	21.3%	\$192.4	24.0%

Zip Code

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

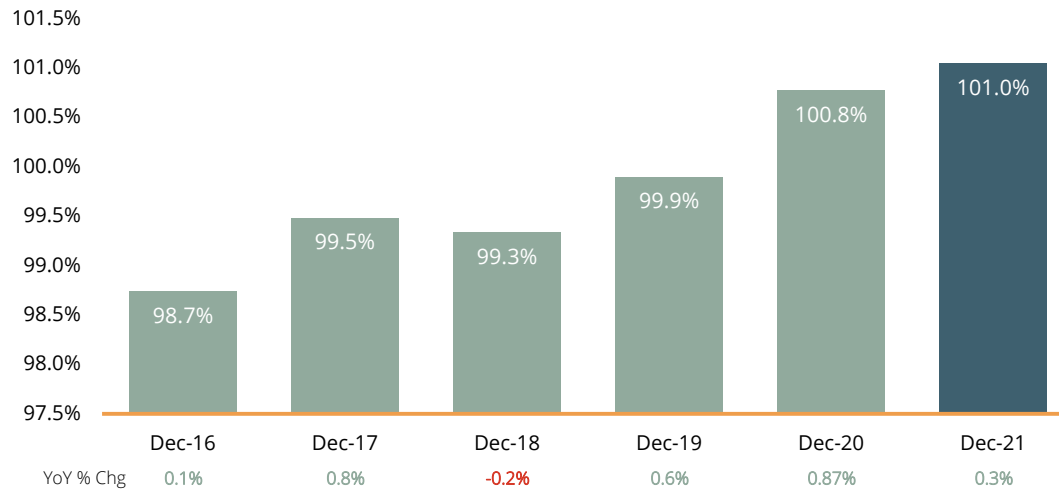


December 2021
Sold \$ Volume
(MILLIONS)

\$28.2	\$41.5	\$10.1	\$50.9	\$57.2	\$26.4	\$30.3	\$29.1	\$40.9	\$27.6
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Average Sold to Ask Price Ratio

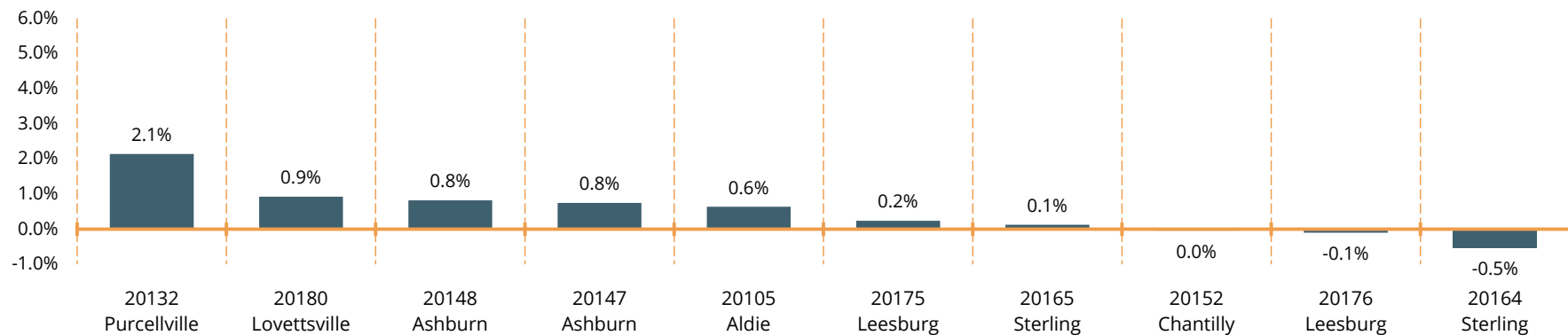
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-21	101.6%	1.2%	100.5%	-0.5%
12-month Avg	102.5%	2.2%	101.8%	1.4%

Zip Code

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

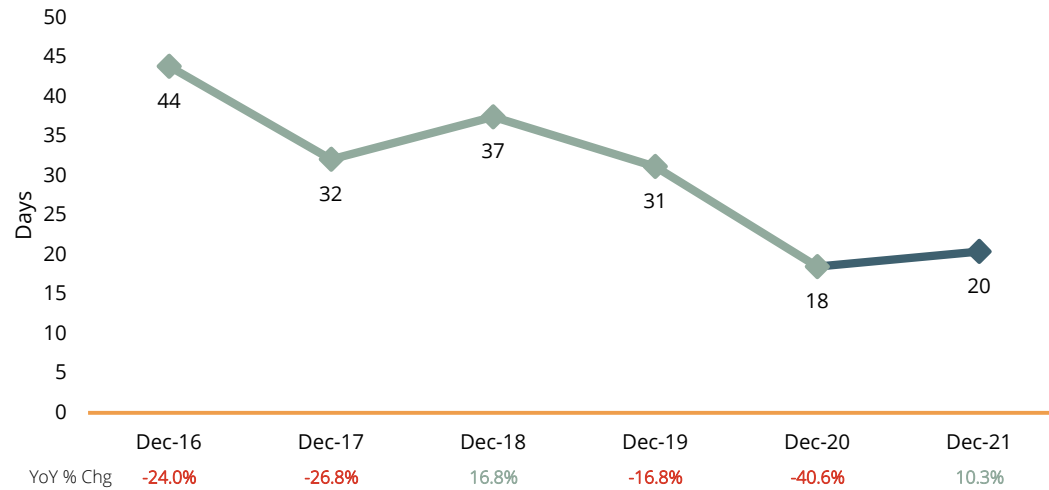


December 2021
Avg Sold/Ask %

102.4% 101.2% 101.6% 101.4% 101.3% 101.0% 100.5% 101.1% 100.1% 100.6%

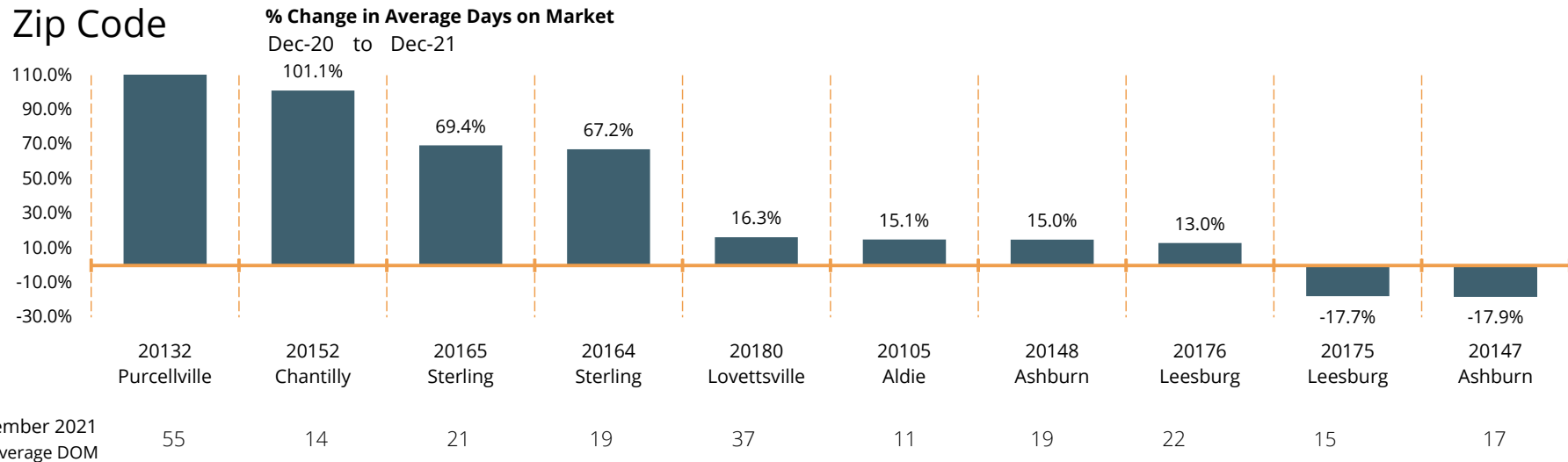
Average Days on Market

Loudoun County



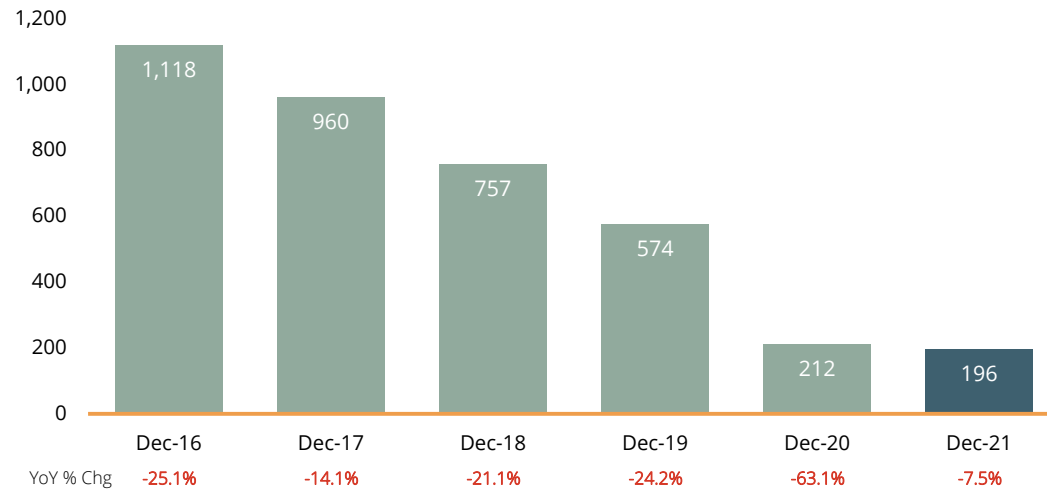
Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Jan-21	17	-63.8%	16	-43.9%
Feb-21	18	-50.2%	10	-47.6%
Mar-21	15	-38.7%	8	-57.4%
Apr-21	14	-12.8%	8	-46.8%
May-21	9	-53.6%	7	-47.0%
Jun-21	12	-50.3%	7	-58.1%
Jul-21	8	-69.4%	9	-41.0%
Aug-21	14	-36.4%	12	-9.4%
Sep-21	17	-13.7%	14	5.8%
Oct-21	13	-23.0%	15	-12.5%
Nov-21	13	4.9%	17	17.8%
Dec-21	22	6.2%	19	13.0%
12-month Avg	14	-39.5%	12	-29.7%

Zip Code



Active Listings

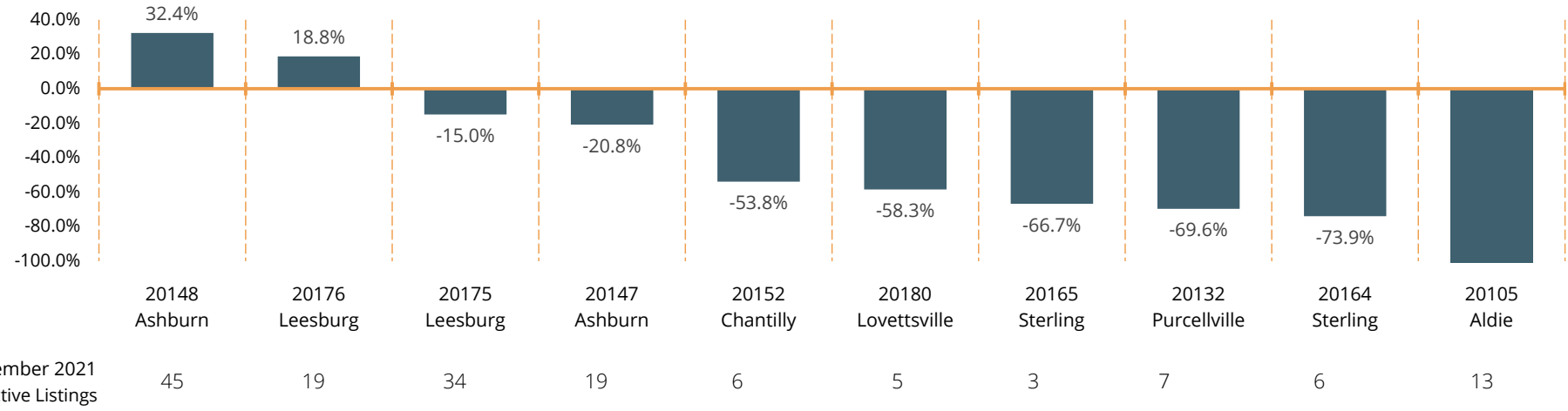
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-21	95	-12.8%	101	-1.9%
12-month Avg	160	-55.9%	181	-16.9%

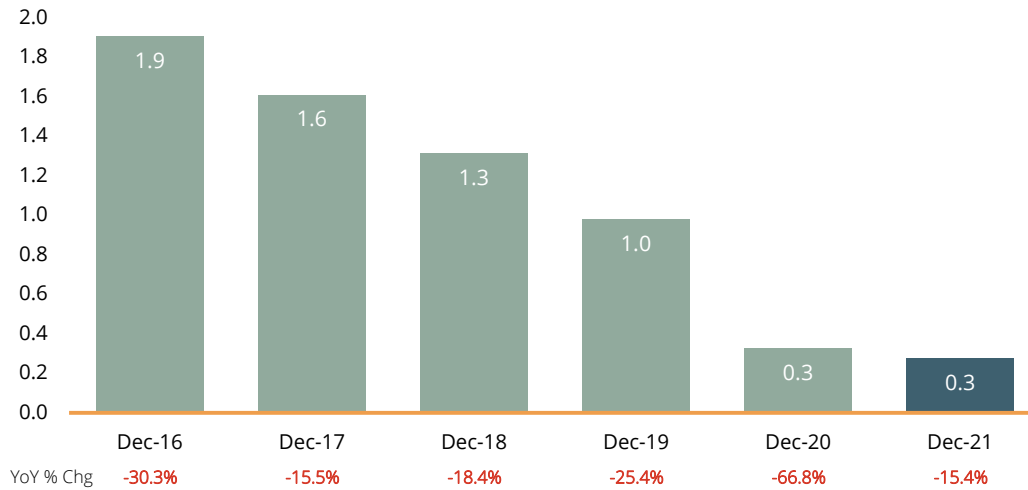
Zip Code

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



Months Supply

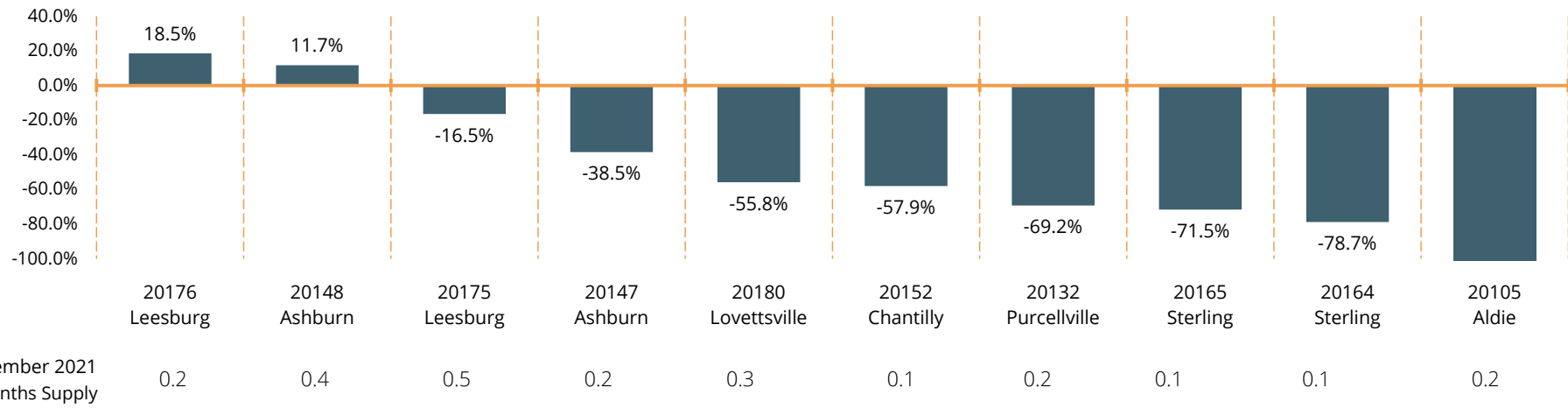
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Dec-21	0.3	-17.9%	0.3	-12.6%
12-month Avg	0.5	-63.9%	0.5	-31.7%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Loudoun County	453	387	-14.6%	660	546	-17.3%	\$542,250	\$625,000	15.3%	212	196	-7.5%	0.3	0.3	-15.4%
20105	42	38	-9.5%	69	31	-55.1%	\$693,407	\$961,000	38.6%	-26	13	-150.0%	-0.4	0.2	-157.2%
20132	18	15	-16.7%	21	31	47.6%	\$625,500	\$813,480	30.1%	23	7	-69.6%	0.7	0.2	-69.2%
20147	56	43	-23.2%	86	82	-4.7%	\$475,000	\$565,000	18.9%	24	19	-20.8%	0.3	0.2	-38.5%
20148	64	70	9.4%	86	75	-12.8%	\$649,500	\$765,000	17.8%	34	45	32.4%	0.4	0.4	11.7%
20152	32	36	12.5%	56	43	-23.2%	\$532,500	\$655,000	23.0%	13	6	-53.8%	0.2	0.1	-57.9%
20164	46	23	-50.0%	61	57	-6.6%	\$430,000	\$481,550	12.0%	23	6	-73.9%	0.5	0.1	-78.7%
20165	24	20	-16.7%	63	48	-23.8%	\$525,000	\$567,500	8.1%	9	3	-66.7%	0.2	0.1	-71.5%
20175	62	47	-24.2%	61	55	-9.8%	\$501,608	\$660,000	31.6%	40	34	-15.0%	0.6	0.5	-16.5%
20176	50	42	-16.0%	82	56	-31.7%	\$600,501	\$664,500	10.7%	16	19	18.8%	0.2	0.2	18.5%
20180	6	9	50.0%	14	18	28.6%	\$481,000	\$552,500	14.9%	12	5	-58.3%	0.8	0.3	-55.8%



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.