

JANUARY  
**2022**

# DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# DAAR Market Indicators Report



## Key Market Trends: January 2022

- Sales slowdown underway in the Loudoun County housing market, largest drop in years.** There were 293 sales in Loudoun County in January, a 33.4% decline from a year ago, which is 147 fewer sales. Sales activity has been moderating in the county since September of 2021, but this is by far the largest year-over-year decline. Slower sales reflect both the unusually busy January last year, as well as a lack of inventory. Nearly all local markets in the county had fewer sales in January compared to last year. The sharpest declines were in Leesburg zip code 20176 (-49.1%), Chantilly zip code 20152 (-48.6%), and Ashburn zip code 20147 (-37.5%).
- Pending sales are way down compared to a year ago in the Loudoun County market.** There were 380 pending sales in Loudoun County in January, 110 fewer pending sales than a year ago, which is a 22.4% drop in activity. Nearly all local markets had fewer pending sales this month. The sharpest slowdowns were in Chantilly zip code 20152 (-61.1%), Aldie zip code 20105 (-32.4%), and Sterling zip code 20164 (-24.5%).
- While home sales activity slowed prices continue to rise.** The January median sales price in Loudoun County was \$590,000, up 6.3% from a year ago, a gain of \$35,000. The strongest median price growth this month was in Leesburg zip code 20175 (+43.6%), Purcellville zip code 20132 (+21.1%), and Ashburn zip code 20147 (+18.4%).
- Fewer new listings are coming in the market in Loudoun County as inventory tightens.** There were only 161 active listings in Loudoun County at the end of January, a 14.4% reduction from last year, which is 27 fewer active listings. There were 440 new listings in the county in January, 95 fewer than last year (-17.8%).



## DAAR Market Dashboard

YoY Chg	Jan-22	Indicator
▼ -33.4%	293	Sales
▼ -22.4%	380	Pending Sales
▼ -17.8%	440	New Listings
▲ 4.7%	\$575,000	Median List Price
▲ 6.3%	\$590,000	Median Sales Price
▲ 15.9%	\$258	Median Price Per Square Foot
▼ -24.5%	\$205.4	Sold Dollar Volume (in millions)
▲ 0.4%	101.5%	Average Sold/Ask Price Ratio
▼ -6.0%	15	Average Days on Market
▼ -14.4%	161	Active Listings
▼ -19.4%	0.2	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.**

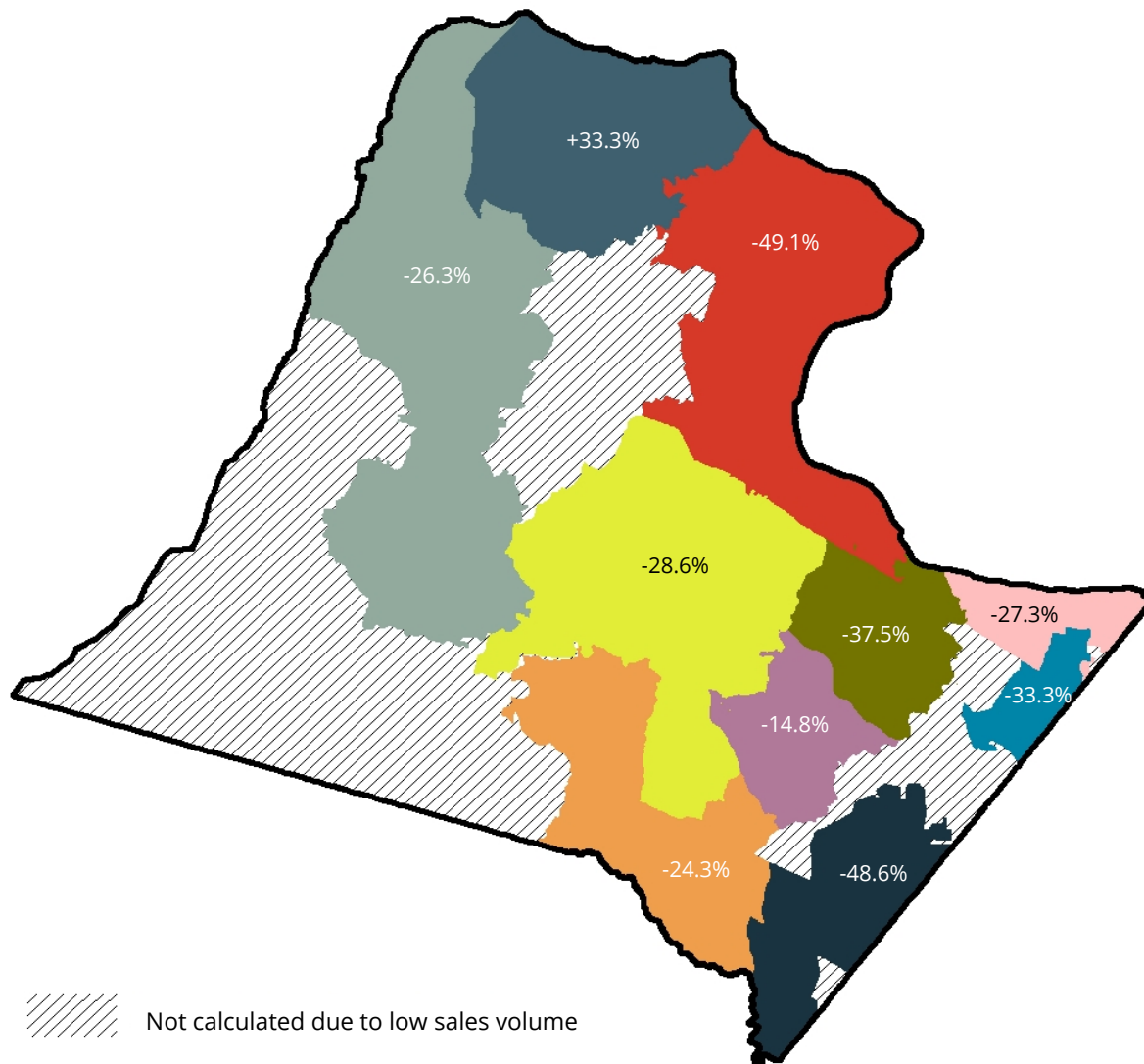
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - DAAR Footprint



Home Sales			
Zip Code	Jan-21	Jan-22	% Chg
20105 Aldie	37	28	-24.3%
20132 Purcellville	19	14	-26.3%
20147 Ashburn	56	35	-37.5%
20148 Ashburn	54	46	-14.8%
20152 Chantilly	37	19	-48.6%
20164 Sterling	42	28	-33.3%
20165 Sterling	33	24	-27.3%
20175 Leesburg	49	35	-28.6%
20176 Leesburg	57	29	-49.1%
20180 Lovettsville	6	8	33.3%

Not calculated due to low sales volume

# Total Market Overview



Key Metrics	2-year Trends		Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20	Jan-22						
Sales			440	<b>293</b>	-33.4%	440	<b>293</b>	-33.4%
Pending Sales			490	<b>380</b>	-22.4%	490	<b>380</b>	-22.4%
New Listings			535	<b>440</b>	-17.8%	535	<b>440</b>	-17.8%
Median List Price			\$549,000	<b>\$575,000</b>	4.7%	\$549,500	<b>\$575,000</b>	4.6%
Median Sales Price			\$555,000	<b>\$590,000</b>	6.3%	\$557,500	<b>\$590,000</b>	5.8%
Median Price Per Square Foot			\$222	<b>\$258</b>	15.9%	\$222	<b>\$258</b>	15.9%
Sold Dollar Volume (in millions)			\$272.0	<b>\$205.4</b>	-24.5%	\$272.0	<b>\$205.4</b>	-24.5%
Average Sold/Ask Price Ratio			101.1%	<b>101.5%</b>	0.4%	101.2%	<b>101.5%</b>	0.3%
Average Days on Market			16	<b>15</b>	-6.0%	16	<b>15</b>	-5.2%
Active Listings			188	<b>161</b>	-14.4%	n/a	<b>n/a</b>	n/a
Months of Supply			0.3	<b>0.2</b>	-19.4%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20	Jan-22						
Sales			218	<b>126</b>	-42.2%	218	<b>126</b>	-42.2%
Pending Sales			233	<b>155</b>	-33.5%	233	<b>155</b>	-33.5%
New Listings			245	<b>198</b>	-19.2%	245	<b>198</b>	-19.2%
Median List Price			\$721,495	<b>\$850,000</b>	17.8%	\$721,495	<b>\$850,000</b>	17.8%
Median Sales Price			\$727,800	<b>\$878,290</b>	20.7%	\$727,800	<b>\$878,290</b>	20.7%
Median Price Per Square Foot			\$210	<b>\$250</b>	19.3%	\$210	<b>\$250</b>	19.3%
Sold Dollar Volume (in millions)			\$169.7	<b>\$122.7</b>	-27.7%	\$169.7	<b>\$122.7</b>	-27.7%
Average Sold/Ask Price Ratio			101.3%	<b>101.9%</b>	0.6%	101.3%	<b>101.9%</b>	0.5%
Average Days on Market			17	<b>16</b>	-7.9%	17	<b>16</b>	-7.1%
Active Listings			86	<b>83</b>	-3.5%	n/a	<b>n/a</b>	n/a
Months of Supply			0.3	<b>0.3</b>	-5.6%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



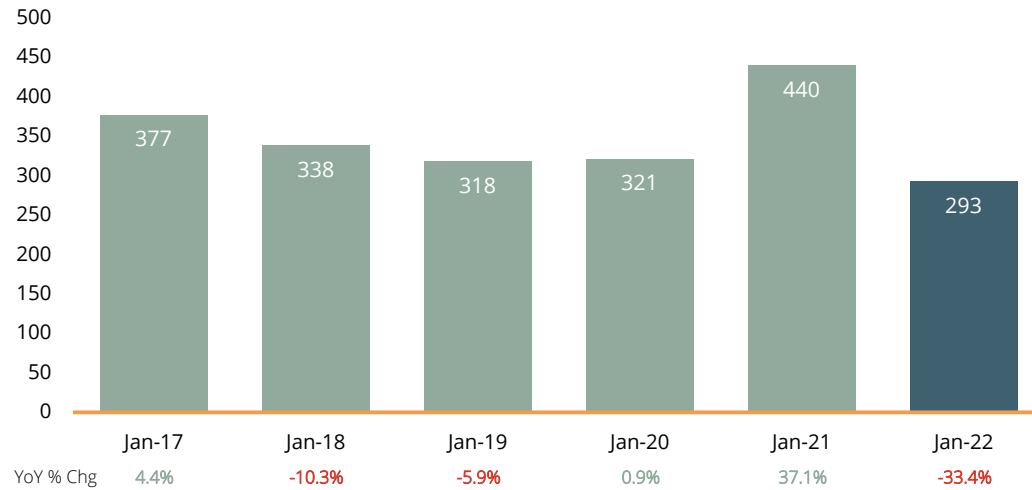
Key Metrics	2-year Trends		Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jan-20	Jan-22						
Sales			222	<b>167</b>	-24.8%	222	<b>167</b>	-24.8%
Pending Sales			257	<b>225</b>	-12.5%	257	<b>225</b>	-12.5%
New Listings			290	<b>242</b>	-16.6%	290	<b>242</b>	-16.6%
Median List Price			\$437,000	<b>\$480,000</b>	9.8%	\$442,000	<b>\$480,000</b>	8.6%
Median Sales Price			\$445,000	<b>\$485,000</b>	9.0%	\$445,500	<b>\$485,000</b>	8.9%
Median Price Per Square Foot			\$230	<b>\$260</b>	13.0%	\$230	<b>\$260</b>	13.0%
Sold Dollar Volume (in millions)			\$102.3	<b>\$82.7</b>	-19.2%	\$102.3	<b>\$82.7</b>	-19.2%
Average Sold/Ask Price Ratio			101.0%	<b>101.2%</b>	0.3%	101.0%	<b>101.2%</b>	0.2%
Average Days on Market			16	<b>15</b>	-3.6%	16	<b>15</b>	-2.8%
Active Listings			102	<b>78</b>	-23.5%	n/a	<b>n/a</b>	n/a
Months of Supply			0.3	<b>0.2</b>	-30.5%	n/a	<b>n/a</b>	n/a

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

# Sales



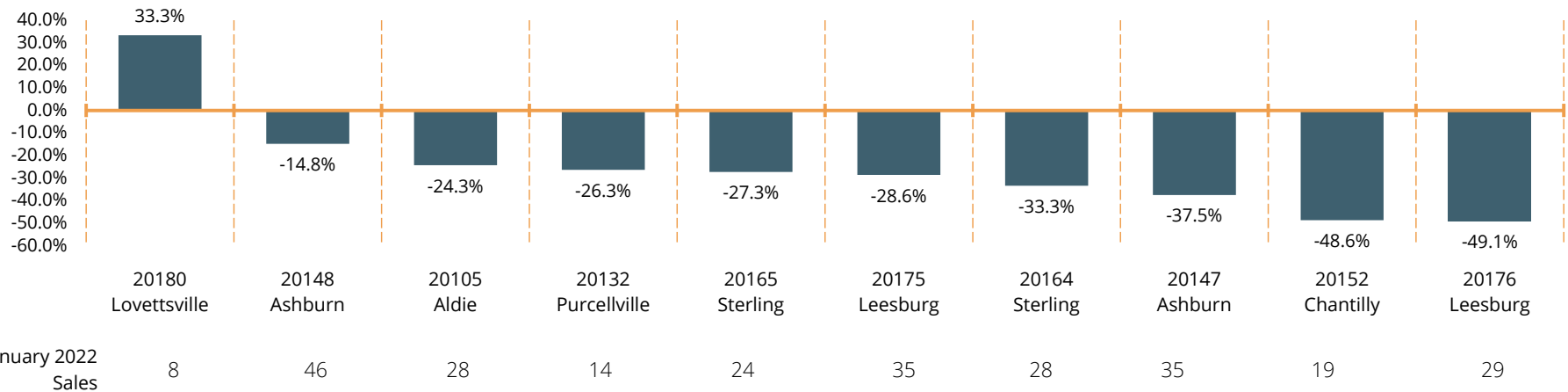
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	126	-42.2%	167	-24.8%
12-month Avg	323	1.0%	374	9.0%

## Zip Code

% Change in Sales  
Jan-21 to Jan-22

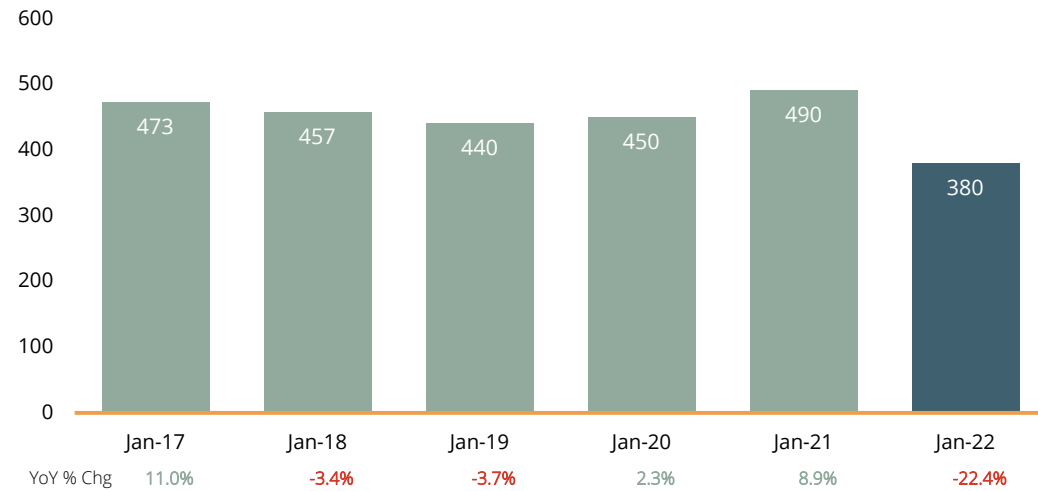




# Pending Sales

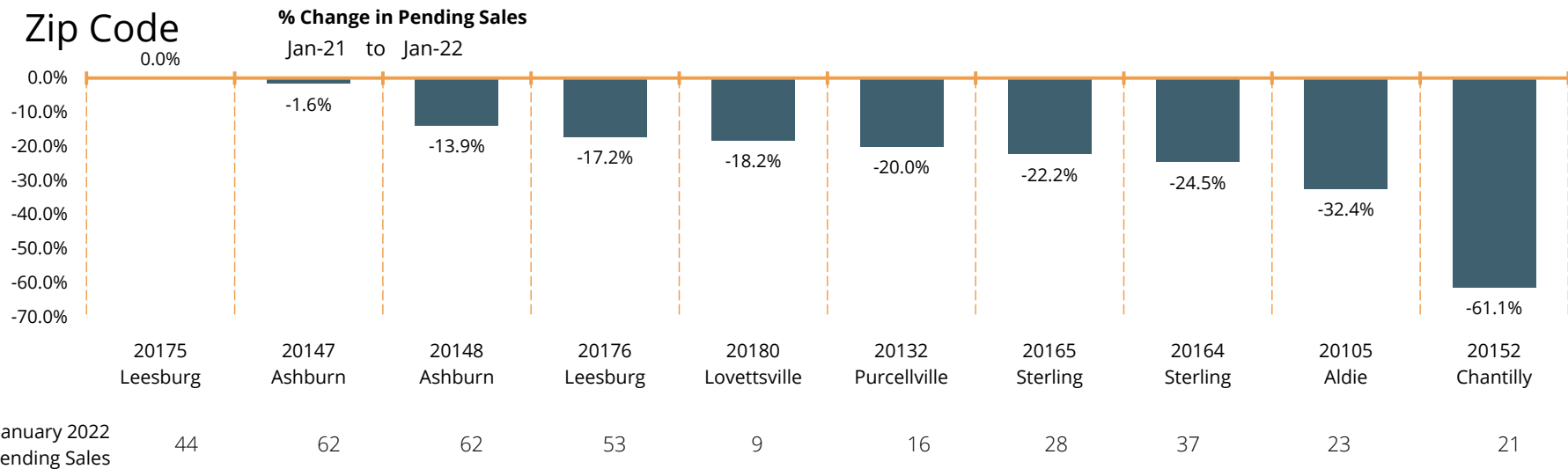


## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	155	-33.5%	225	-12.5%
12-month Avg	306	-5.6%	367	6.2%

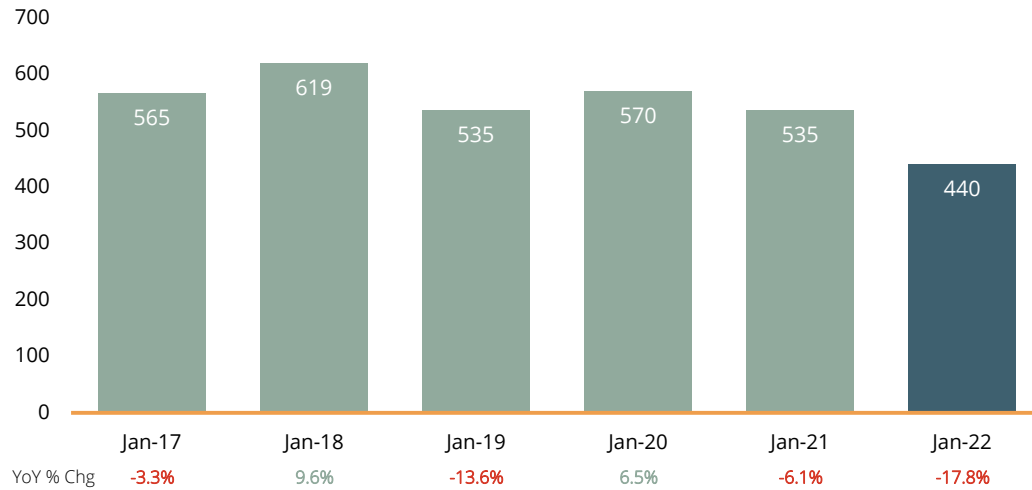
## Zip Code



# New Listings



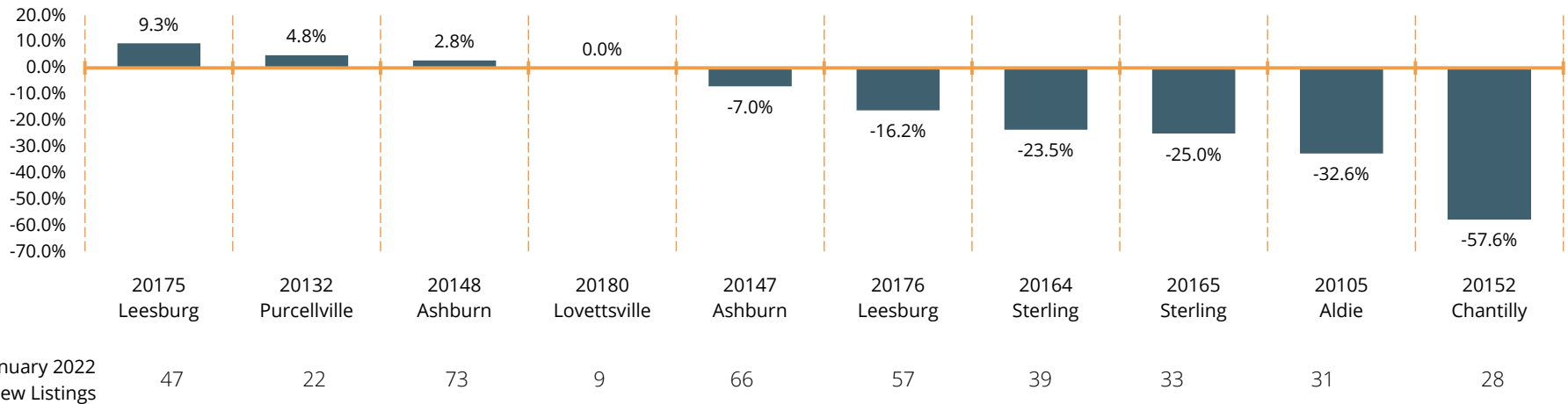
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	198	-19.2%	242	-16.6%
12-month Avg	360	-0.7%	413	7.6%

## Zip Code

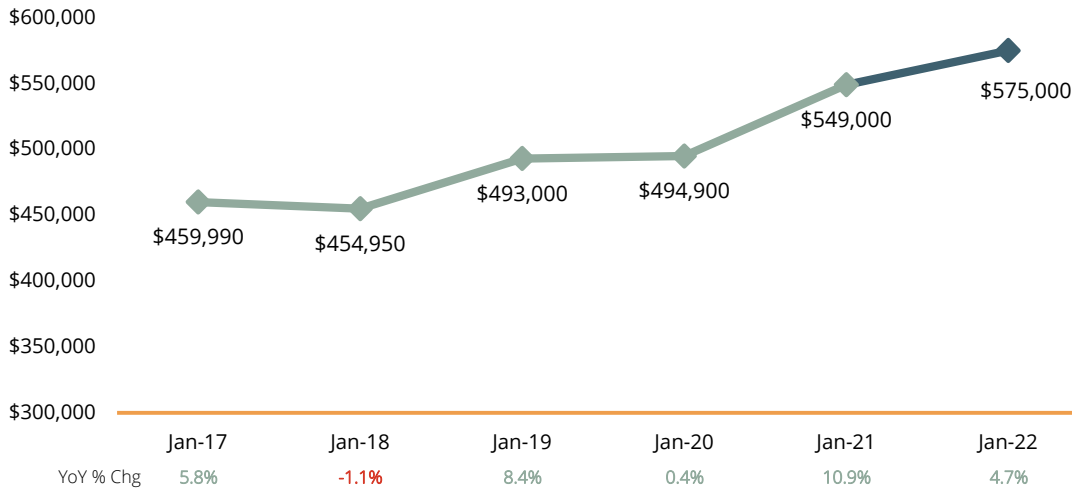
% Change in New Listings  
Jan-21 to Jan-22



# Median List Price



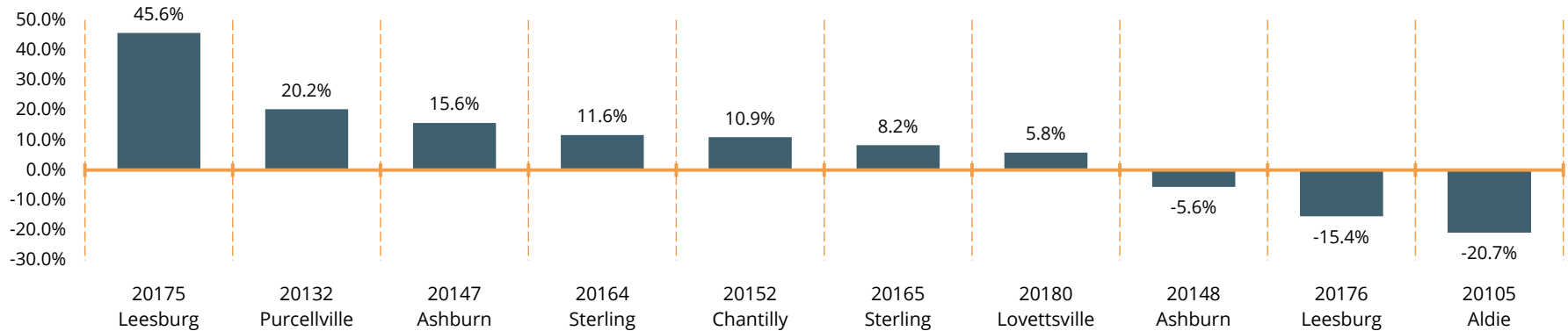
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	\$850,000	17.8%	\$480,000	9.8%
12-month Avg	\$799,304	12.5%	\$489,433	10.5%

## Zip Code

% Change in Median List Price  
Jan-21 to Jan-22

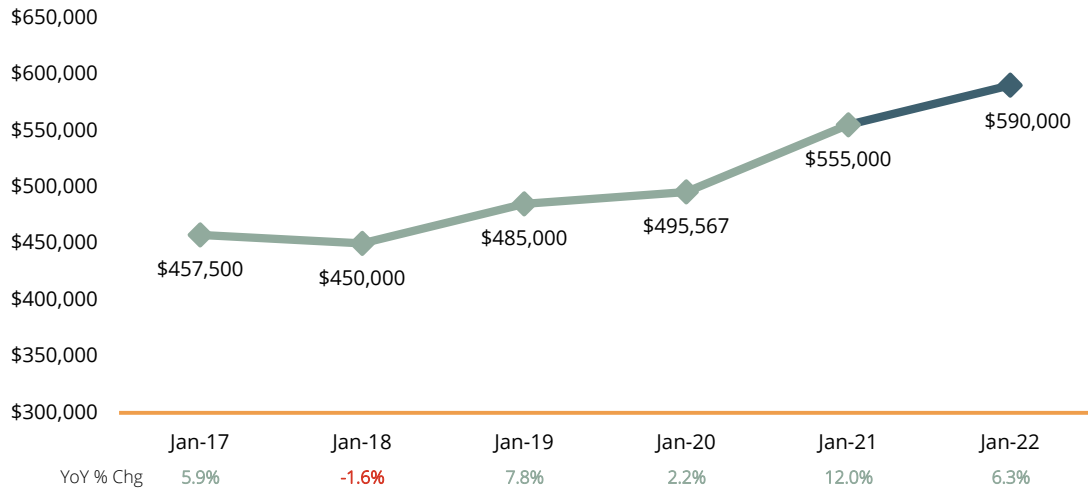


Zip Code	January 2022 Med. List Price
20175	\$750,000
20132	\$799,500
20147	\$555,000
20164	\$494,000
20152	\$549,000
20165	\$552,000
20180	\$639,950
20148	\$590,111
20176	\$550,000
20105	\$575,000

# Median Sales Price



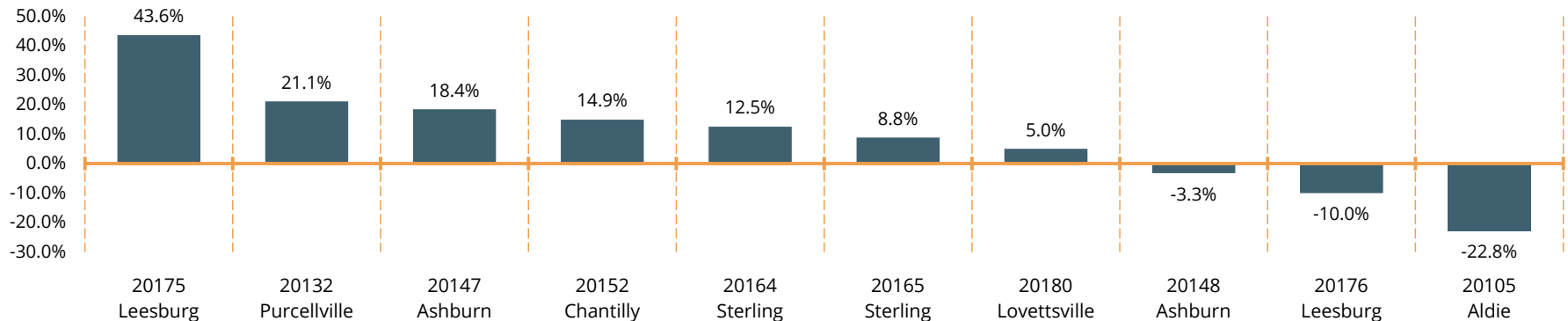
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Feb-21	<b>\$780,000</b>	18.2%	<b>\$484,000</b>	13.6%
Mar-21	<b>\$800,000</b>	15.9%	<b>\$485,000</b>	7.8%
Apr-21	<b>\$819,250</b>	21.4%	<b>\$493,140</b>	12.1%
May-21	<b>\$815,000</b>	16.4%	<b>\$502,695</b>	13.5%
Jun-21	<b>\$858,750</b>	22.7%	<b>\$520,000</b>	19.5%
Jul-21	<b>\$822,450</b>	9.7%	<b>\$523,000</b>	19.3%
Aug-21	<b>\$825,000</b>	13.0%	<b>\$500,000</b>	6.4%
Sep-21	<b>\$820,000</b>	13.1%	<b>\$500,000</b>	9.9%
Oct-21	<b>\$825,000</b>	11.6%	<b>\$517,500</b>	15.0%
Nov-21	<b>\$817,000</b>	13.4%	<b>\$500,000</b>	11.1%
Dec-21	<b>\$850,000</b>	11.8%	<b>\$499,990</b>	12.4%
Jan-22	<b>\$878,290</b>	20.7%	<b>\$485,000</b>	9.0%
12-month Avg	\$825,895	15.5%	\$500,860	12.4%

## Zip Code

**% Change in Median Sales Price**  
Jan-21 to Jan-22



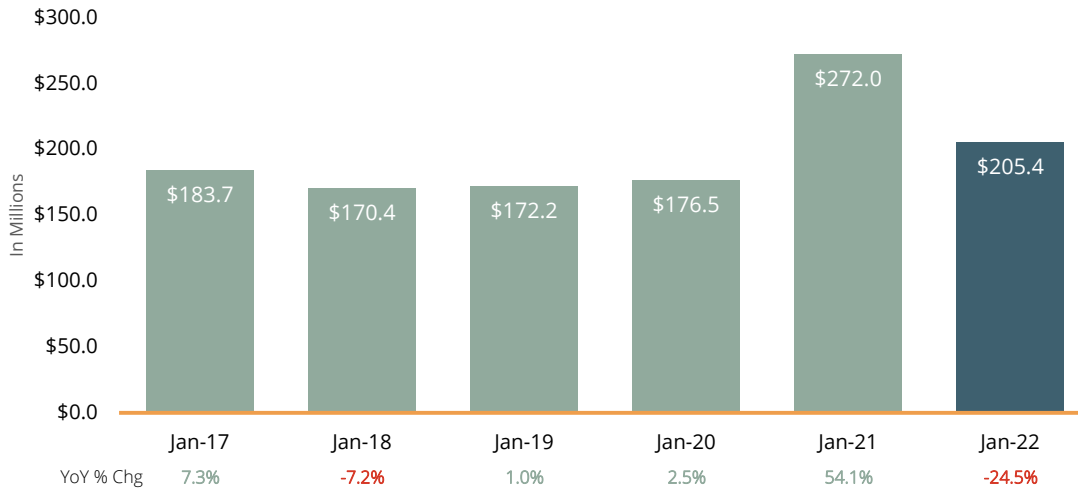
January 2022  
Med. Sales Price

20175 Leesburg	\$741,000	20132 Purcellville	\$805,250	20147 Ashburn	\$560,700	20152 Chantilly	\$586,000	20164 Sterling	\$503,400	20165 Sterling	\$555,000	20180 Lovettsville	\$632,500	20148 Ashburn	\$625,500	20176 Leesburg	\$585,000	20105 Aldie	\$575,000
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# Sold Dollar Volume (in millions)



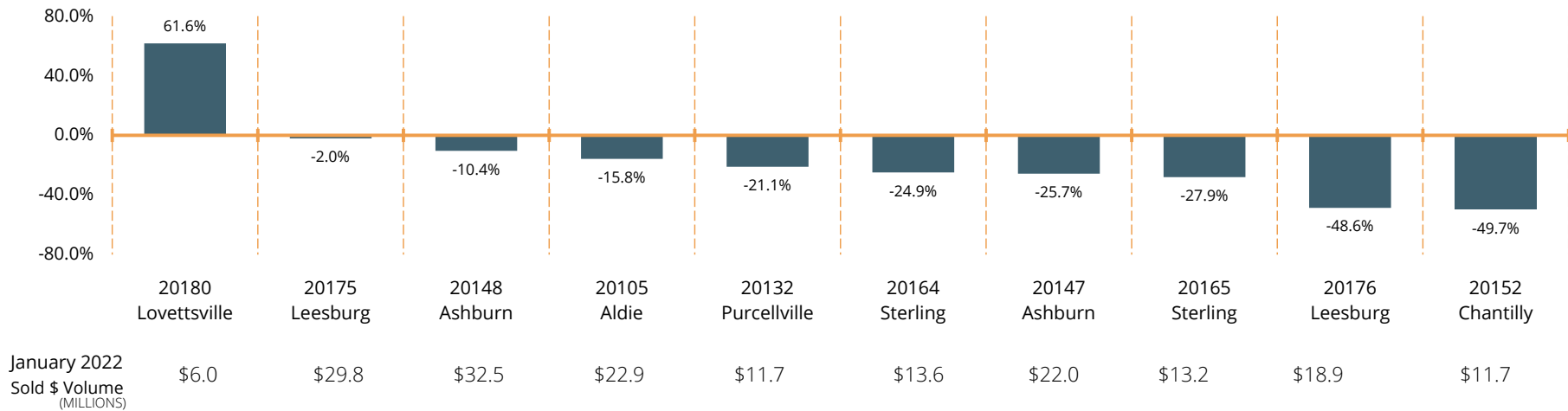
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	\$122.7	-27.7%	\$82.7	-19.2%
12-month Avg	\$282.1	16.9%	\$190.7	21.1%

## Zip Code

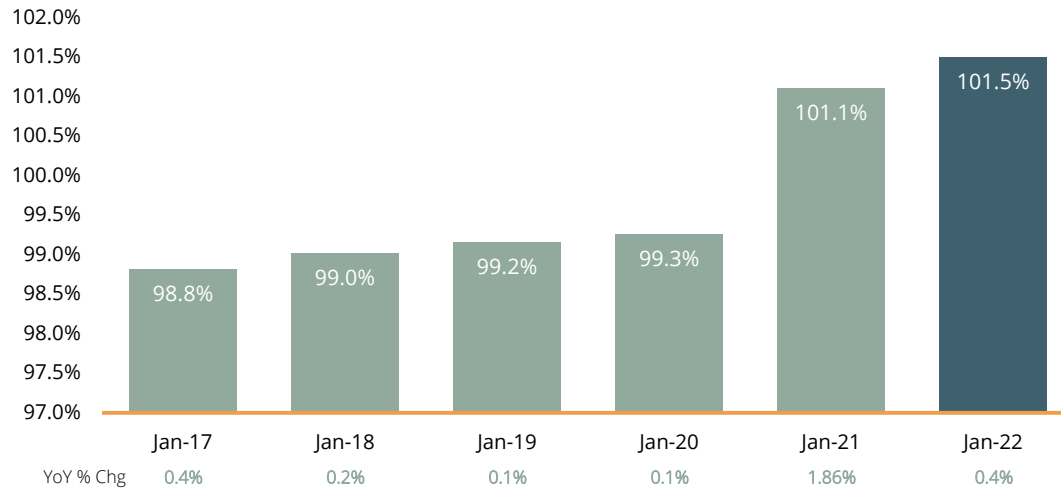
% Change in Sold Dollar Volume  
Jan-21 to Jan-22



# Average Sold to Ask Price Ratio



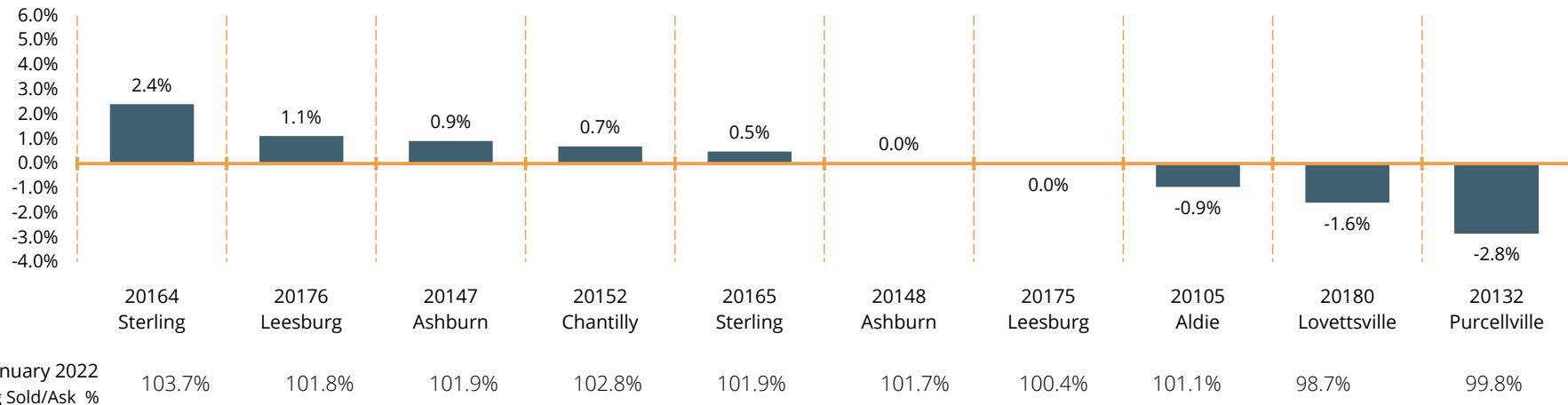
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
Feb-21	<b>102.7%</b>	3.2%	<b>102.2%</b>	2.2%
Mar-21	<b>103.2%</b>	2.7%	<b>103.1%</b>	2.2%
Apr-21	<b>104.2%</b>	4.1%	<b>103.1%</b>	2.6%
May-21	<b>104.6%</b>	4.7%	<b>103.6%</b>	3.4%
Jun-21	<b>103.9%</b>	3.8%	<b>103.0%</b>	2.9%
Jul-21	<b>102.7%</b>	1.4%	<b>102.2%</b>	1.9%
Aug-21	<b>101.9%</b>	1.4%	<b>101.2%</b>	0.7%
Sep-21	<b>101.2%</b>	0.8%	<b>100.6%</b>	-0.2%
Oct-21	<b>101.4%</b>	0.8%	<b>100.5%</b>	0.2%
Nov-21	<b>101.7%</b>	0.2%	<b>100.5%</b>	0.0%
Dec-21	<b>101.6%</b>	1.2%	<b>100.5%</b>	-0.5%
Jan-22	<b>101.9%</b>	0.6%	<b>101.2%</b>	0.3%
12-month Avg	102.6%	2.1%	101.8%	1.3%

## Zip Code

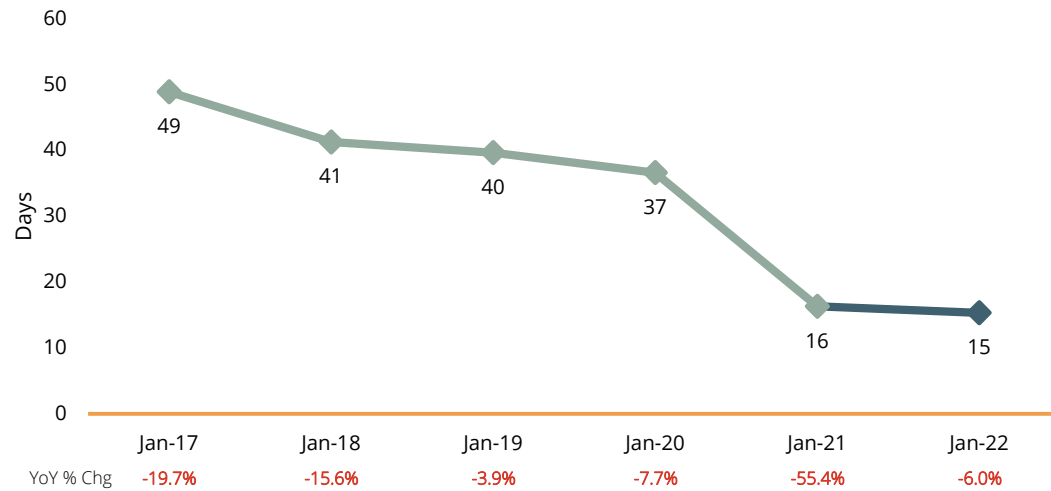
**% Change in Average Sold to Ask Price Ratio**  
Jan-21 to Jan-22



# Average Days on Market



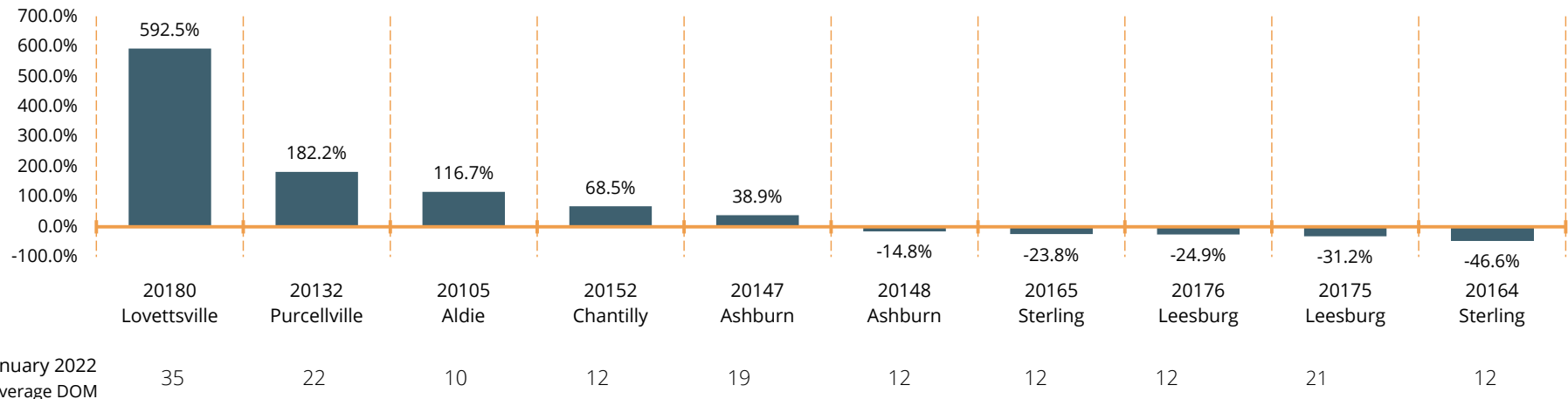
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	16	-7.9%	15	-3.6%
12-month Avg	14	-33.0%	12	-25.4%

## Zip Code

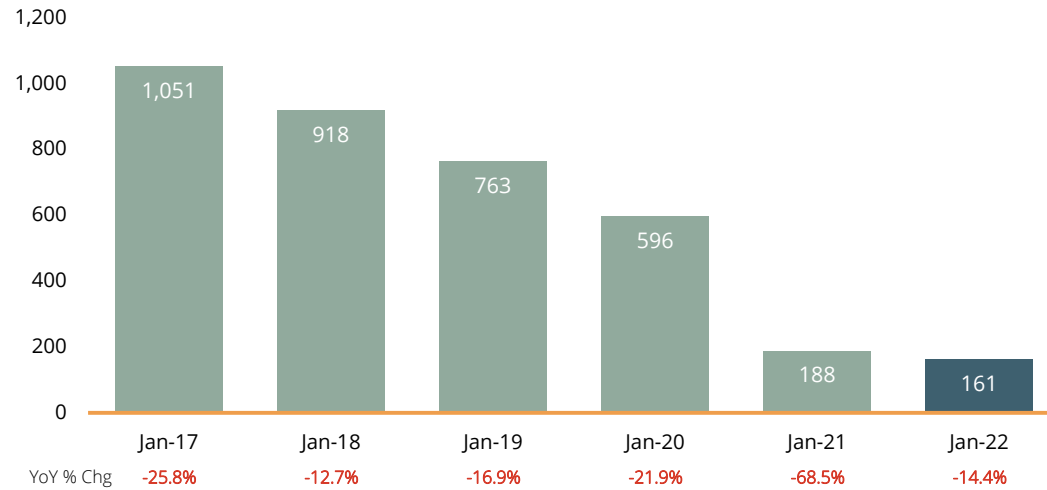
% Change in Average Days on Market  
Jan-21 to Jan-22



# Active Listings



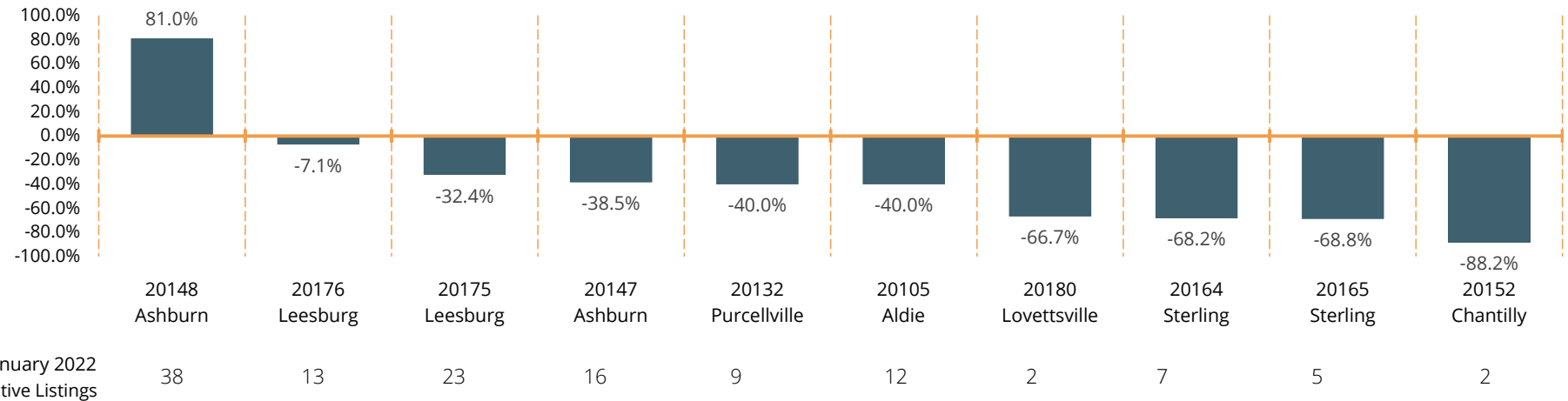
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	83	-3.5%	78	-23.5%
12-month Avg	160	-52.6%	179	-14.5%

## Zip Code

% Change in Active Listings  
Jan-21 to Jan-22

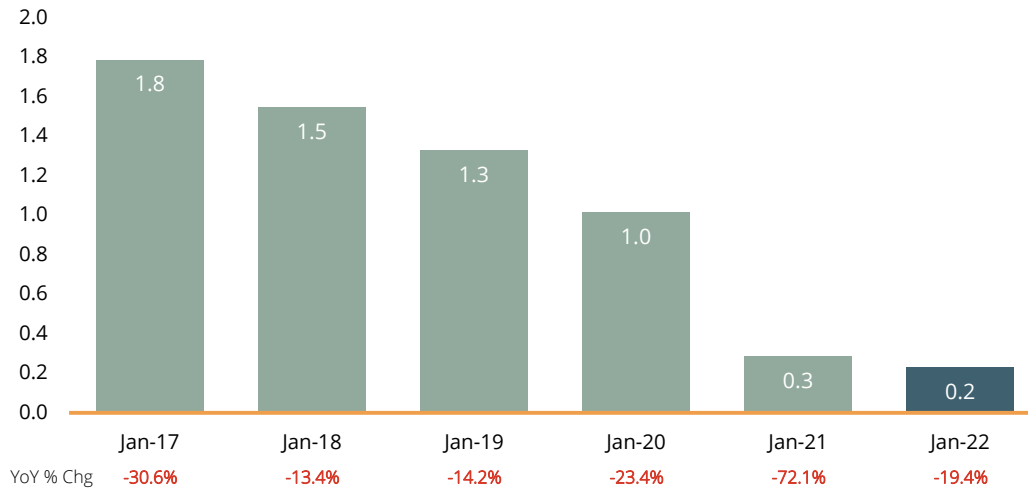




# Months Supply



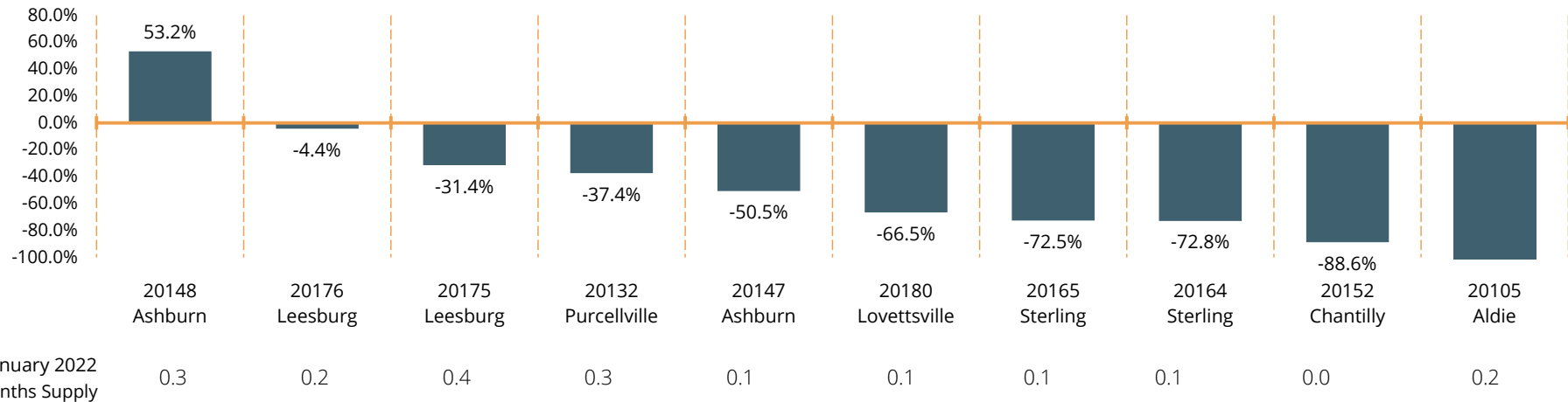
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-22	0.3	-5.6%	0.2	-30.5%
12-month Avg	0.5	-61.0%	0.5	-29.9%

## Zip Code

% Change in Months of Supply  
Jan-21 to Jan-22



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Loudoun County	535	<b>440</b>	-17.8%	440	<b>293</b>	-33.4%	\$555,000	<b>\$590,000</b>	6.3%	188	<b>161</b>	-14.4%	0.3	<b>0.2</b>	-19.4%
20105	46	<b>31</b>	-32.6%	37	<b>28</b>	-24.3%	\$745,000	<b>\$575,000</b>	-22.8%	20	<b>12</b>	-40.0%	-0.3	<b>0.2</b>	-169.3%
20132	21	<b>22</b>	4.8%	19	<b>14</b>	-26.3%	\$664,876	<b>\$805,250</b>	21.1%	15	<b>9</b>	-40.0%	0.5	<b>0.3</b>	-37.4%
20147	71	<b>66</b>	-7.0%	56	<b>35</b>	-37.5%	\$473,450	<b>\$560,700</b>	18.4%	26	<b>16</b>	-38.5%	0.3	<b>0.1</b>	-50.5%
20148	71	<b>73</b>	2.8%	54	<b>46</b>	-14.8%	\$646,650	<b>\$625,500</b>	-3.3%	21	<b>38</b>	81.0%	0.2	<b>0.3</b>	53.2%
20152	66	<b>28</b>	-57.6%	37	<b>19</b>	-48.6%	\$510,000	<b>\$586,000</b>	14.9%	17	<b>2</b>	-88.2%	0.3	<b>0.0</b>	-88.6%
20164	51	<b>39</b>	-23.5%	42	<b>28</b>	-33.3%	\$447,500	<b>\$503,400</b>	12.5%	22	<b>7</b>	-68.2%	0.4	<b>0.1</b>	-72.8%
20165	44	<b>33</b>	-25.0%	33	<b>24</b>	-27.3%	\$510,000	<b>\$555,000</b>	8.8%	16	<b>5</b>	-68.8%	0.3	<b>0.1</b>	-72.5%
20175	43	<b>47</b>	9.3%	49	<b>35</b>	-28.6%	\$516,000	<b>\$741,000</b>	43.6%	34	<b>23</b>	-32.4%	0.5	<b>0.4</b>	-31.4%
20176	68	<b>57</b>	-16.2%	57	<b>29</b>	-49.1%	\$650,000	<b>\$585,000</b>	-10.0%	14	<b>13</b>	-7.1%	0.2	<b>0.2</b>	-4.4%
20180	9	<b>9</b>	0.0%	6	<b>8</b>	33.3%	\$602,500	<b>\$632,500</b>	5.0%	6	<b>2</b>	-66.7%	0.4	<b>0.1</b>	-66.5%



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.