

FEBRUARY
2022

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: February 2022

- Sales activity in Loudoun County continues to moderate from the busy pace last year.** There were 368 sales in the county in February, 84 fewer than a year ago, which is an 18.6% drop. Sales have slowed down compared to last year seven of the last eight months. There was an influx of sales from last month, up 25.6% from January, which is a larger month-to-month increase than what typically occurs this time of year. The sharpest year-over-year drop in sales this month occurred in Chantilly zip code 20152 (-57.1%) and Leesburg zip code 20175 (-34.0%). Sales increased in Ashburn zip code 20148 (+14.5%) and Aldie zip code 20105 (+13.8%) compared to last February.
- Fewer pending sales in February in most local markets compared to last year.** There were 508 pending sales in Loudoun County in February, an 8.6% decrease from last year, a decline of 48 pending sales. Pending sales have slowed down in the county for nine straight months compared to the frantic pace a year ago. The market slowdown is also due to the shortage of inventory in the county. Within the local markets, the sharpest drops this month in pending sales were in Sterling zip code 20164 (-37.5%) and Purcellville zip code 20132 (-37.0%).
- Upward price pressure continues to be a big factor in the county's housing market.** The median sales price in Loudoun County in February was \$628,306, a 7.4% increase from last year, which is about a \$43,000 gain. The strongest price growth in February was in Aldie zip code 20105 (+22.9%), Sterling zip code 20164 (+15.3%), and Chantilly zip code 20152 (+14.8%).
- Supply remains very low in the Loudoun County housing market.** There were just 167 active listings in Loudoun County at the end of February, which is 18 fewer listings than last year (-9.7%). There were 587 new listings in the county in February, 21 fewer than a year ago (-3.5%).

INTEREST RATE
TRACKER



DAAR Market Dashboard

YoY Chg	Feb-22	Indicator
▼ -18.6%	368	Sales
▼ -8.6%	508	Pending Sales
▼ -3.5%	587	New Listings
▲ 10.7%	\$617,000	Median List Price
▲ 7.4%	\$628,306	Median Sales Price
▲ 15.6%	\$262	Median Price Per Square Foot
▼ -6.9%	\$269.6	Sold Dollar Volume (in millions)
▲ 0.6%	103.0%	Average Sold/Ask Price Ratio
▲ 10.4%	15	Average Days on Market
▼ -9.7%	167	Active Listings
▼ -13.3%	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.

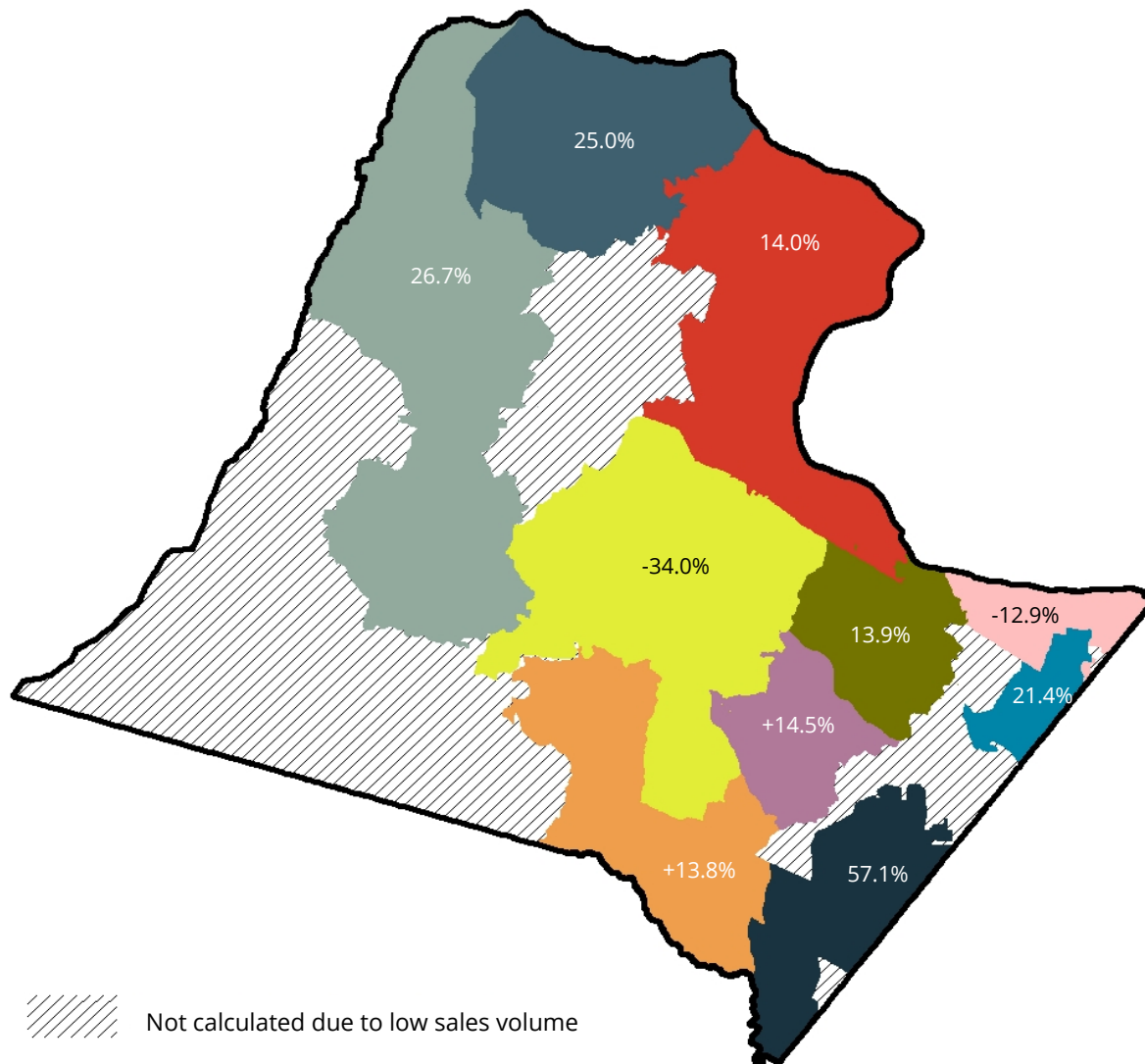
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Feb-21	Feb-22	% Chg
20105 Aldie	29	33	13.8%
20132 Purcellville	15	11	-26.7%
20147 Ashburn	72	62	-13.9%
20148 Ashburn	55	63	14.5%
20152 Chantilly	49	21	-57.1%
20164 Sterling	42	33	-21.4%
20165 Sterling	31	27	-12.9%
20175 Leesburg	50	33	-34.0%
20176 Leesburg	57	49	-14.0%
20180 Lovettsville	8	6	-25.0%

Total Market Overview



Key Metrics	Feb-20	2-year Trends	Feb-21	Feb-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales			452	368	-18.6%	892	661	-25.9%
Pending Sales			556	508	-8.6%	1,046	888	-15.1%
New Listings			608	587	-3.5%	1,143	1,027	-10.1%
Median List Price			\$557,450	\$617,000	10.7%	\$551,505	\$596,270	8.1%
Median Sales Price			\$585,000	\$628,306	7.4%	\$575,000	\$605,000	5.2%
Median Price Per Square Foot			\$226	\$262	15.6%	\$225	\$261	15.8%
Sold Dollar Volume (in millions)			\$289.6	\$269.6	-6.9%	\$561.6	\$475.1	-15.4%
Average Sold/Ask Price Ratio			102.4%	103.0%	0.6%	101.8%	102.4%	0.6%
Average Days on Market			14	15	10.4%	15	15	2.6%
Active Listings			185	167	-9.7%	n/a	n/a	n/a
Months of Supply			0.3	0.2	-13.3%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	Feb-20	2-year Trends	Feb-21	Feb-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales			207	155	-25.1%	425	281	-33.9%
Pending Sales			242	253	4.5%	475	408	-14.1%
New Listings			280	286	2.1%	525	484	-7.8%
Median List Price			\$750,000	\$839,900	12.0%	\$735,000	\$849,900	15.6%
Median Sales Price			\$780,000	\$865,000	10.9%	\$750,000	\$877,080	16.9%
Median Price Per Square Foot			\$213	\$258	21.1%	\$212	\$256	21.0%
Sold Dollar Volume (in millions)			\$171.5	\$154.2	-10.1%	\$341.2	\$276.9	-18.8%
Average Sold/Ask Price Ratio			102.7%	103.6%	0.8%	102.0%	102.8%	0.8%
Average Days on Market			18	15	-20.3%	17	15	-13.8%
Active Listings			88	82	-6.8%	n/a	n/a	n/a
Months of Supply			0.3	0.3	-6.9%	n/a	n/a	n/a

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

Townhome & Condo Market Overview

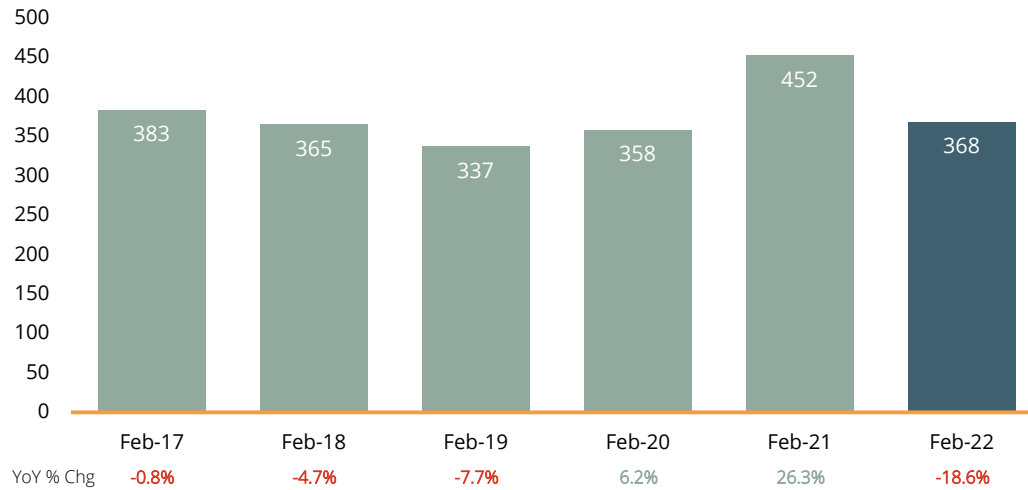


Key Metrics	2-year Trends	Feb-21	Feb-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Feb-20		Feb-22				
Sales		245	213	-13.1%	467	380	-18.6%
Pending Sales		314	255	-18.8%	571	480	-15.9%
New Listings		328	301	-8.2%	618	543	-12.1%
Median List Price		\$469,900	\$515,900	9.8%	\$450,000	\$499,995	11.1%
Median Sales Price		\$484,000	\$535,600	10.7%	\$464,345	\$510,000	9.8%
Median Price Per Square Foot		\$235	\$264	12.1%	\$233	\$262	12.5%
Sold Dollar Volume (in millions)		\$118.2	\$115.5	-2.2%	\$220.4	\$198.2	-10.1%
Average Sold/Ask Price Ratio		102.2%	102.7%	0.4%	101.6%	102.0%	0.4%
Average Days on Market		10	16	55.1%	13	16	22.4%
Active Listings		97	85	-12.4%	n/a	n/a	n/a
Months of Supply		0.3	0.2	-18.8%	n/a	n/a	n/a

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

Sales

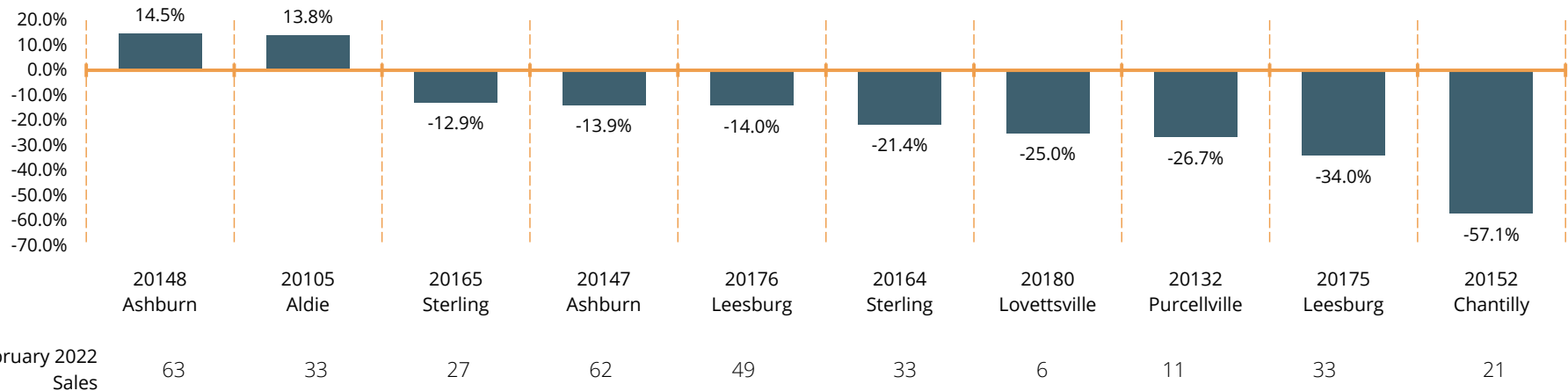
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-22	155	-25.1%	213	-13.1%
12-month Avg	319	-1.3%	371	6.7%

Zip Code

% Change in Sales
Feb-21 to Feb-22



February 2022
Sales

63

33

27

62

49

33

6

11

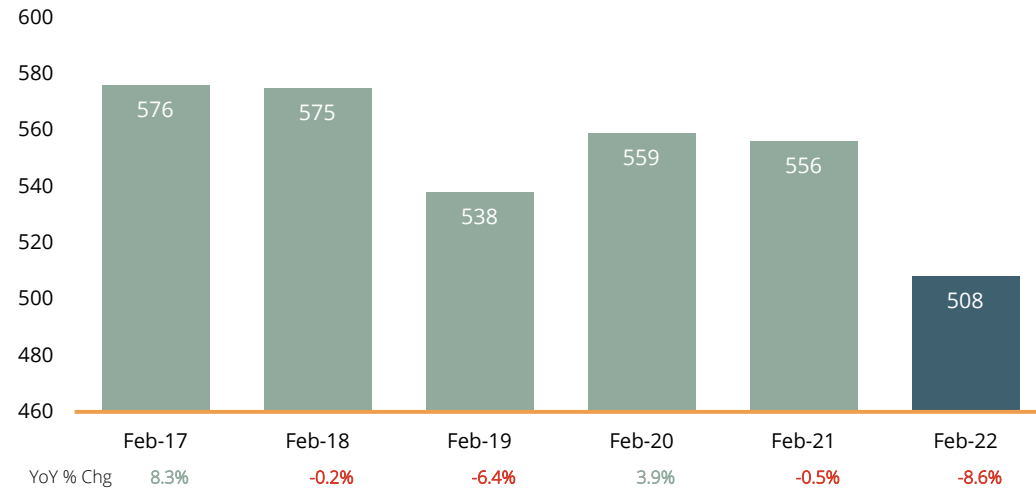
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Pending Sales



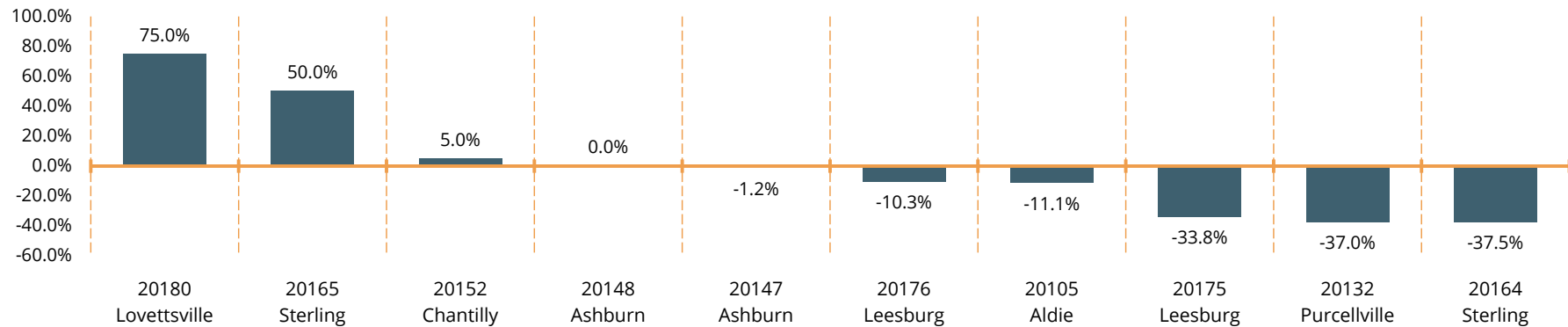
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Feb-22	253	4.5%	255	-18.8%
12-month Avg	307	-4.5%	362	4.0%

Zip Code

% Change in Pending Sales
Feb-21 to Feb-22



February 2022
Pending Sales

14

51

42

84

80

52

48

49

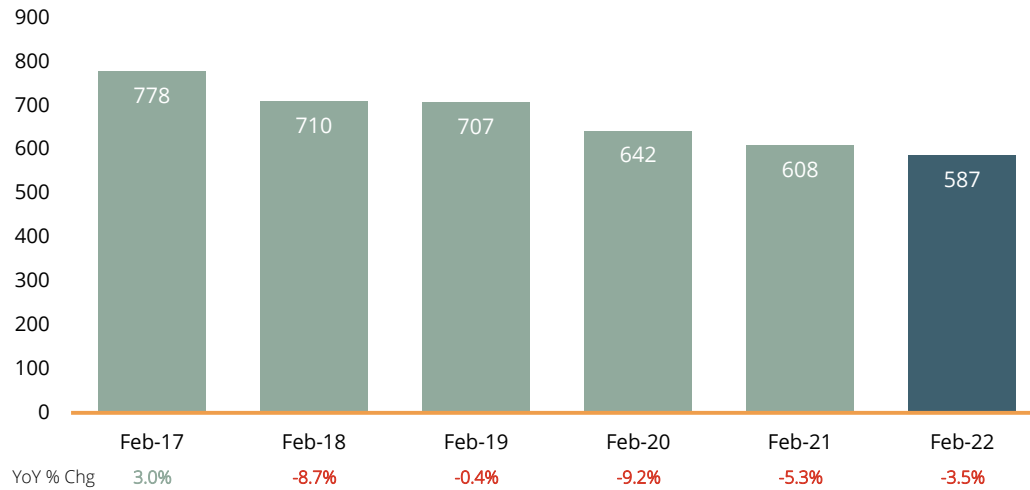
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New Listings



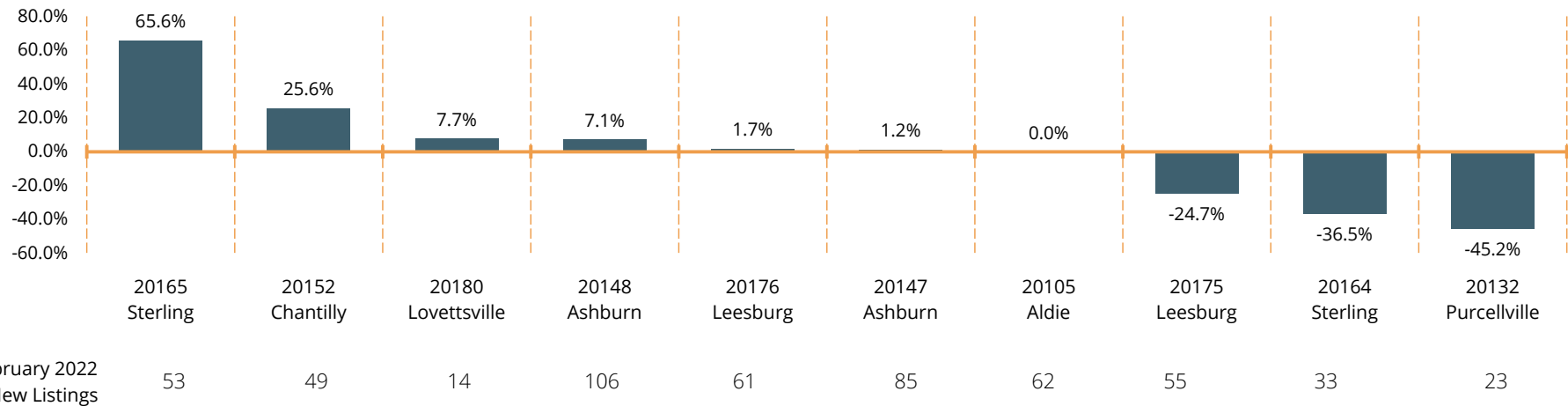
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-22	286	2.1%	301	-8.2%
12-month Avg	361	0.4%	411	6.8%

Zip Code

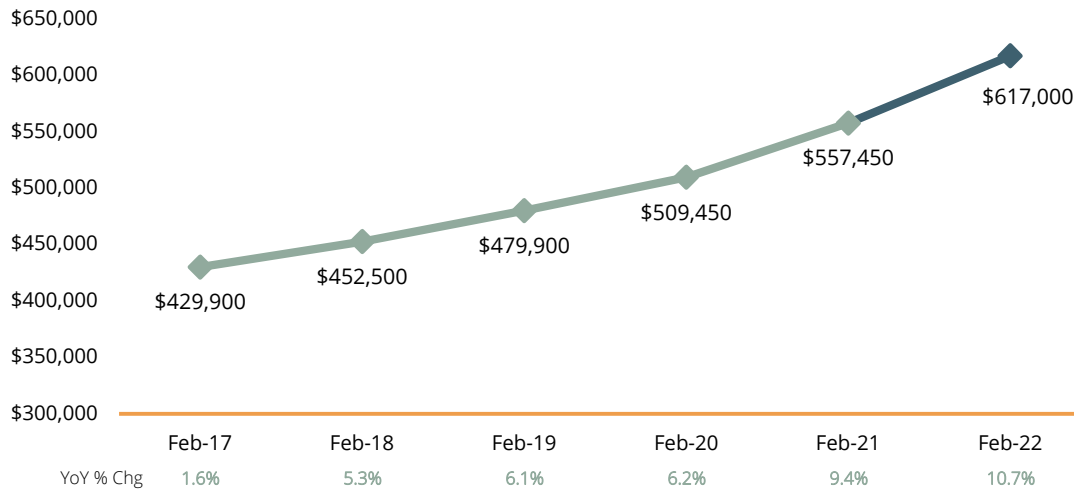
% Change in New Listings
Feb-21 to Feb-22



Median List Price



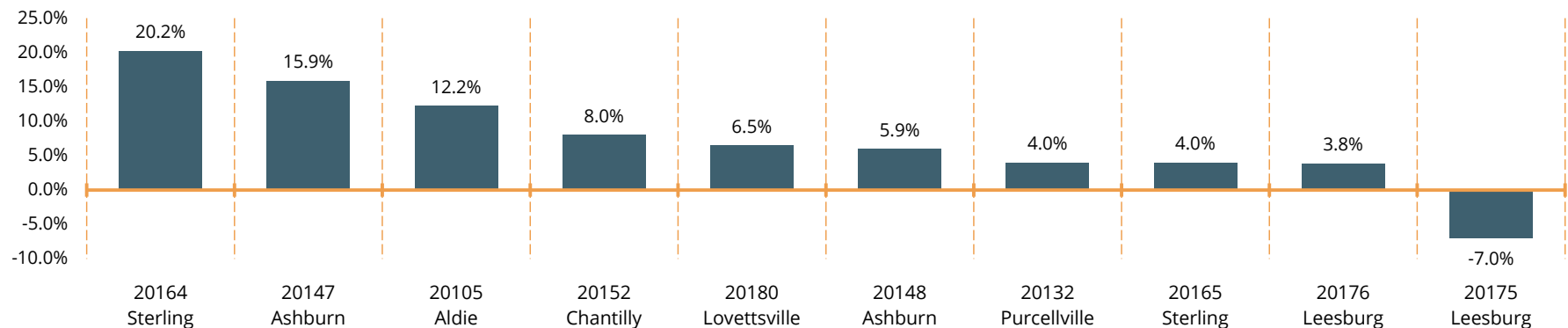
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Feb-22	\$839,900	12.0%	\$515,900	9.8%
12-month Avg	\$806,796	12.5%	\$493,266	10.4%

Zip Code

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



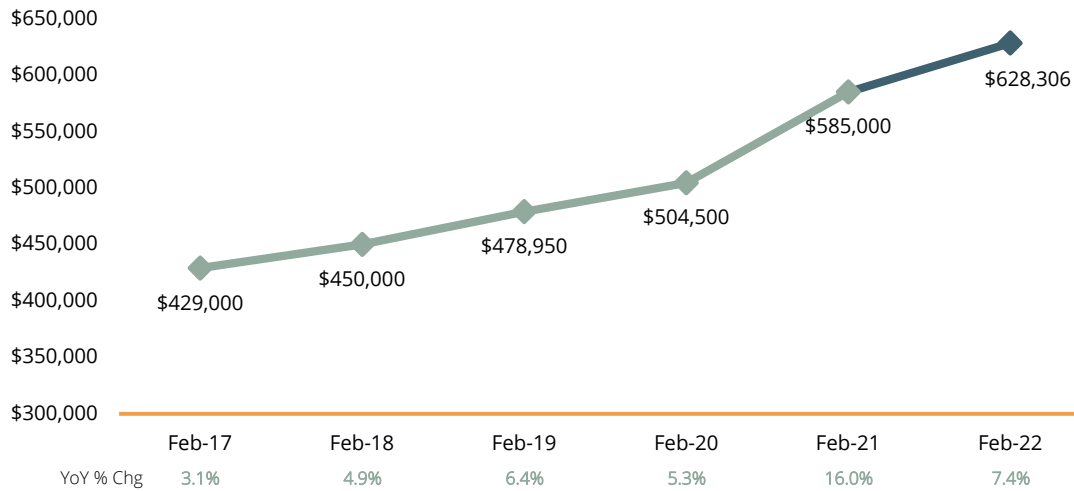
February 2022
Med. List Price

20164 Sterling	\$519,900	20147 Ashburn	\$602,450	20105 Aldie	\$824,900	20152 Chantilly	\$674,900	20180 Lovettsville	\$585,500	20148 Ashburn	\$699,000	20132 Purcellville	\$649,900	20165 Sterling	\$549,980	20176 Leesburg	\$540,000	20175 Leesburg	\$565,000
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Median Sales Price



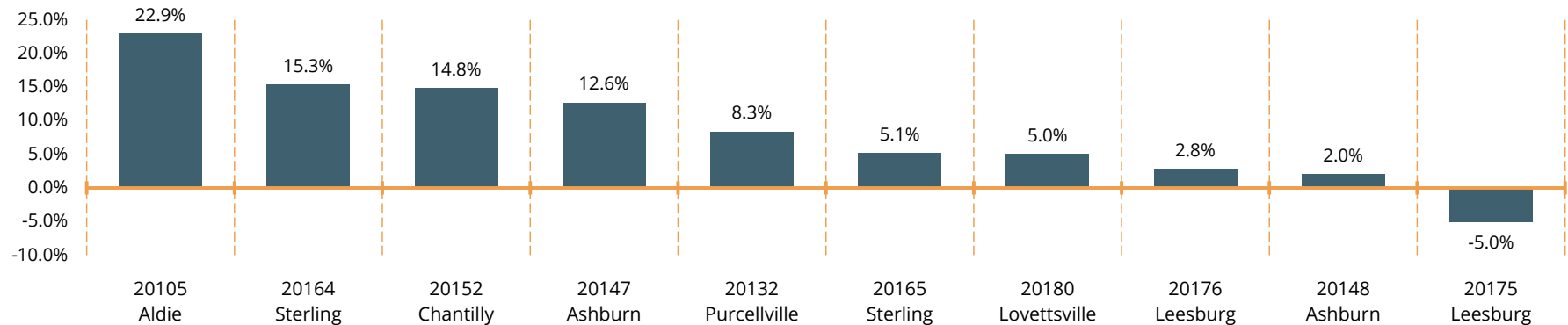
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-22	\$878,290	20.7%	\$485,000	9.0%
Feb-22	\$865,000	10.9%	\$535,600	10.7%
12-month Avg	\$832,978	14.9%	\$505,160	12.1%

Zip Code

% Change in Median Sales Price
Feb-21 to Feb-22



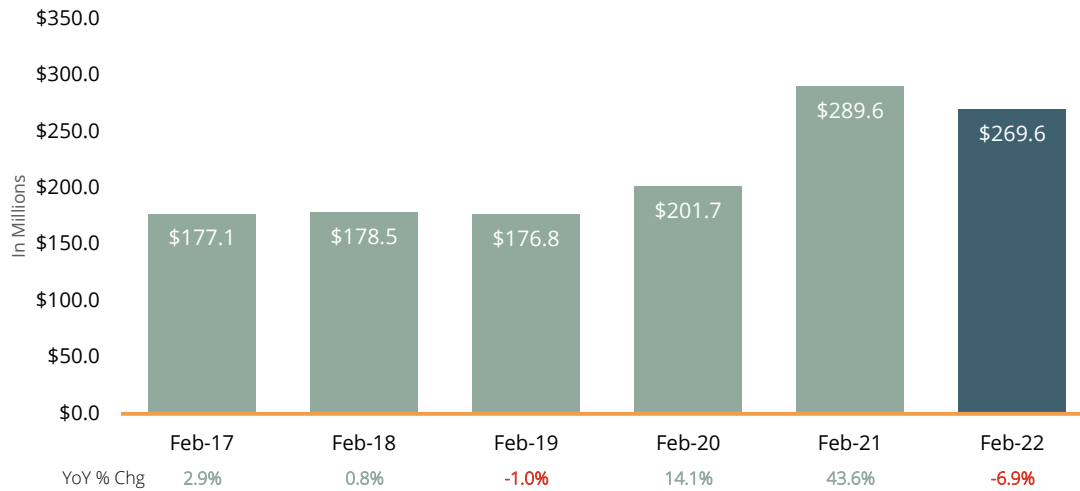
February 2022
Med. Sales Price

20105 Aldie	\$935,000	20164 Sterling	\$516,750	20152 Chantilly	\$710,000	20147 Ashburn	\$603,450	20132 Purcellville	\$666,330	20165 Sterling	\$580,000	20180 Lovettsville	\$590,500	20176 Leesburg	\$560,000	20148 Ashburn	\$693,450	20175 Leesburg	\$585,000
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Sold Dollar Volume (in millions)



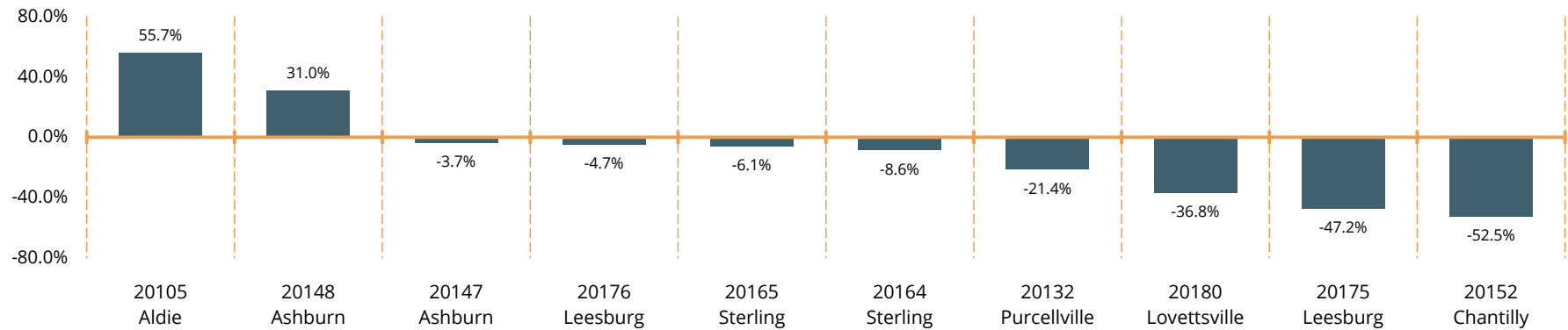
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Feb-22	\$154.2	-10.1%	\$115.5	-2.2%
12-month Avg	\$280.6	14.2%	\$190.5	18.7%

Zip Code

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



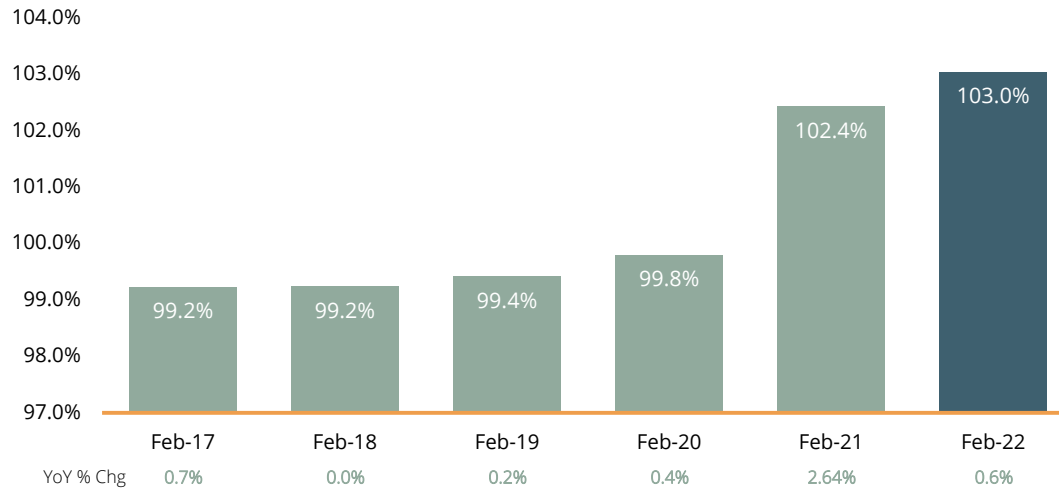
February 2022
Sold \$ Volume
(MILLIONS)

20105 Aldie	\$34.1	20148 Ashburn	\$47.7	20147 Ashburn	\$40.5	20176 Leesburg	\$31.2	20165 Sterling	\$16.9	20164 Sterling	\$16.7	20132 Purcellville	\$7.8	20180 Lovettsville	\$3.5	20175 Leesburg	\$19.5	20152 Chantilly	\$15.4
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Average Sold to Ask Price Ratio



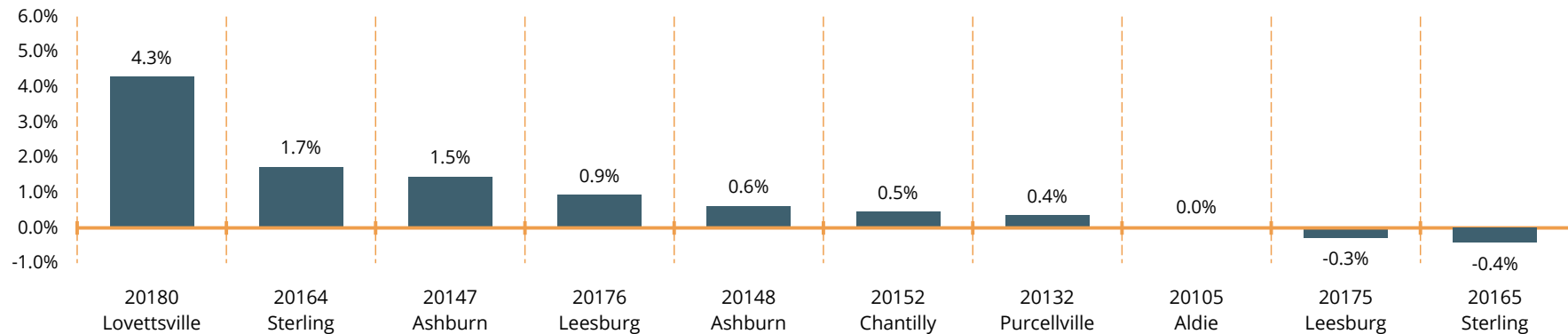
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-22	101.9%	0.6%	101.2%	0.3%
Feb-22	103.6%	0.8%	102.7%	0.4%
12-month Avg	102.6%	1.9%	101.9%	1.2%

Zip Code

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

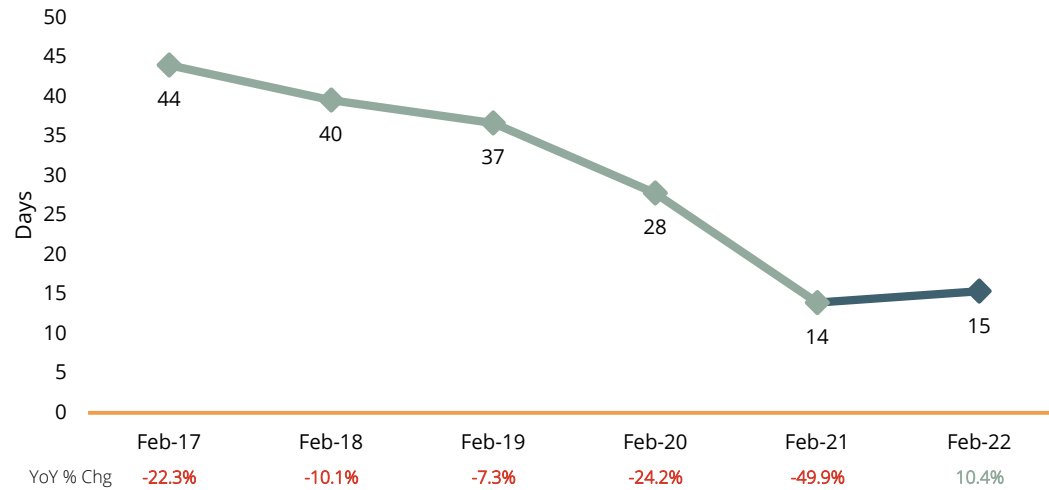


February 2022
Avg Sold/Ask %

103.4% 103.5% 103.5% 102.7% 103.0% 104.5% 104.0% 102.9% 102.0% 104.5%

Average Days on Market

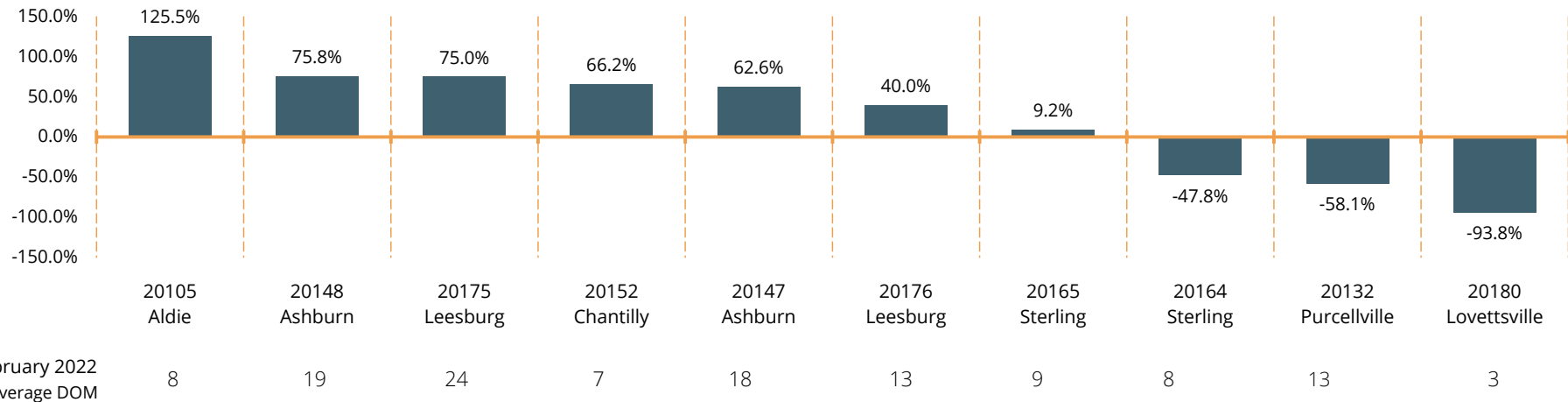
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Feb-22	15	-20.3%	16	55.1%
12-month Avg	14	-29.3%	12	-18.4%

Zip Code

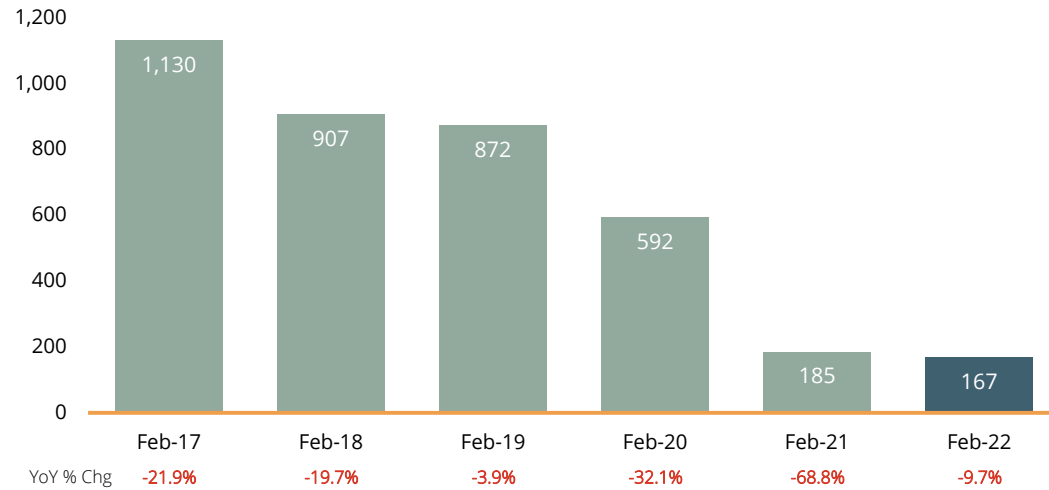
% Change in Average Days on Market
Feb-21 to Feb-22



Active Listings



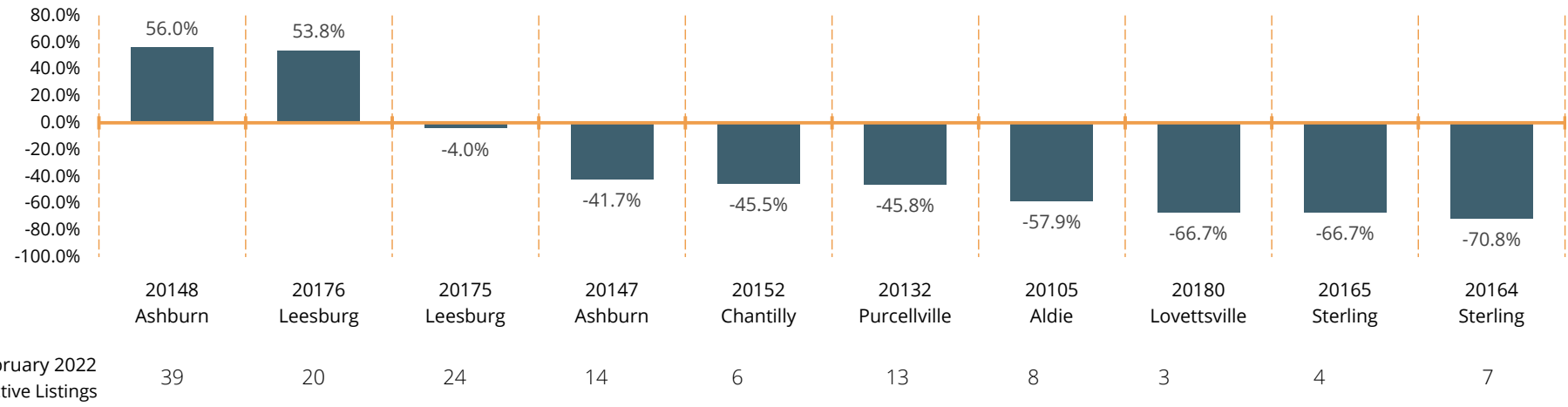
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-22	82	-6.8%	85	-12.4%
12-month Avg	159	-48.8%	178	-11.8%

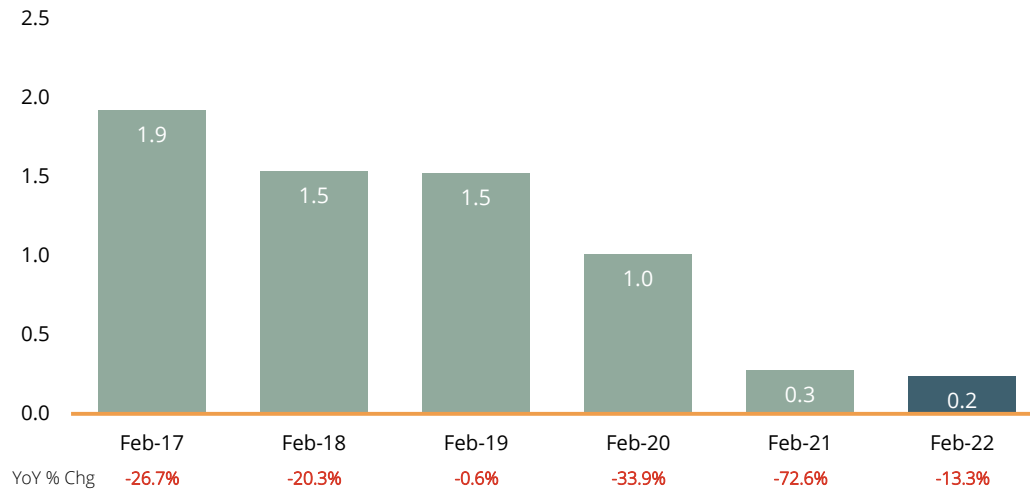
Zip Code

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



Months Supply

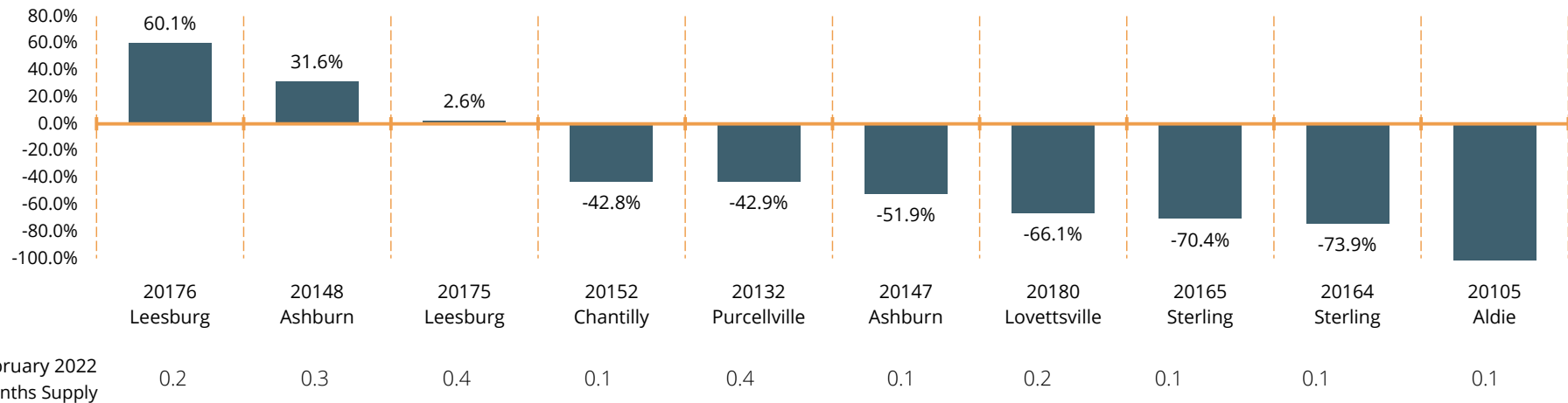
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Feb-22	0.3	-6.9%	0.2	-18.8%
12-month Avg	0.5	-57.6%	0.5	-27.7%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-21	Feb-22	% chg	Feb-21	Feb-22	% chg	Feb-21	Feb-22	% chg	Feb-21	Feb-22	% chg	Feb-21	Feb-22	% chg
Loudoun County	608	587	-3.5%	452	368	-18.6%	\$585,000	\$628,306	7.4%	185	167	-9.7%	0.3	0.2	-13.3%
20105	62	62	0.0%	29	33	13.8%	\$761,000	\$935,000	22.9%	19	8	-57.9%	-0.3	0.1	-147.5%
										24					
20147	84	85	1.2%	72	62	-13.9%	\$535,750	\$603,450	12.6%	24	14	-41.7%	0.3	0.1	-51.9%
20152	39	49	25.6%	49	21	-57.1%	\$618,480	\$710,000	14.8%	11	6	-45.5%	0.2	0.1	-42.8%
20165	32	53	65.6%	31	27	-12.9%	\$552,000	\$580,000	5.1%	12	4	-66.7%	0.2	0.1	-70.4%
20176	60	61	1.7%	57	49	-14.0%	\$545,000	\$560,000	2.8%	13	20	53.8%	0.2	0.2	60.1%
										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.

All inquiries regarding this report may be directed to:

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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.