

MARCH
2022

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: March 2022

- Sales activity in Loudoun County is cooling from last year's pace, though the market remains robust compared to a typical March.** There were 579 sales in Loudoun County in March, 63 fewer sales than a year ago, which is a 9.8% decrease. Sales surged up 57.3% from last month (February), which is a typical seasonal change. The sharpest slowdowns this month at the local level were in Purcellville zip code 20132 (-45.9%) and Sterling zip code 20164 (-41.1%). There was an increase in sales in the other Sterling zip code, 20165, which had 15 more sales than last March, a 37.5% bump.
- Pending sales way down across the county compared to a year ago.** There were 653 pending sales in Loudoun County in March, 242 fewer pending sales than last year, which is a 27.0% drop. The Ashburn market had the largest slowdown this month. Ashburn zip code 20147 had 50 fewer pending sales (-34.7%), and Ashburn zip code 20148 had 45 fewer pending sales compared to last March (-30.4%). Aldie zip code 20105 also had a large drop off, with 35 fewer pending sales than a year ago (-42.7%).
- Despite the slowdown in sales, prices continue to climb rapidly throughout the county.** The median sales price in Loudoun County was \$680,000 in March, surging up nearly \$97,000 from last year, which is a 16.6% jump. Nearly all local markets in the county continue to have very strong price growth. The largest median price jumps this month were in Purcellville zip code 20132 (+36.6%), Lovettsville zip code 20180 (+35.3%), and Sterling zip code 20165 (+31.7%).
- Inventory builds up this month, but overall supply remains tight.** There were 257 active listings in Loudoun County at the end of March, 74 more listings than a year ago, which is a 40.4% jump in supply. This is the largest influx of listings in the county's housing market since October of 2019. Most of the additional listings were in Ashburn zip code 20148 (+109.1%).



DAAR Market Dashboard

YoY Chg	Mar-22	Indicator
▼ -9.8%	579	Sales
▼ -27.0%	653	Pending Sales
▼ -13.4%	838	New Listings
▲ 15.1%	\$650,000	Median List Price
▲ 16.6%	\$680,000	Median Sales Price
▲ 11.5%	\$261	Median Price Per Square Foot
▲ 4.4%	\$435.5	Sold Dollar Volume (in millions)
▲ 1.4%	104.6%	Average Sold/Ask Price Ratio
▼ -22.1%	9	Average Days on Market
▲ 40.4%	257	Active Listings
▲ 36.7%	0.4	Months of Supply

Report Index



Market Activity - DAAR Footprint -----	4
Total Market Overview -----	5
Single-Family Detached Market Overview -----	6
Townhome & 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.

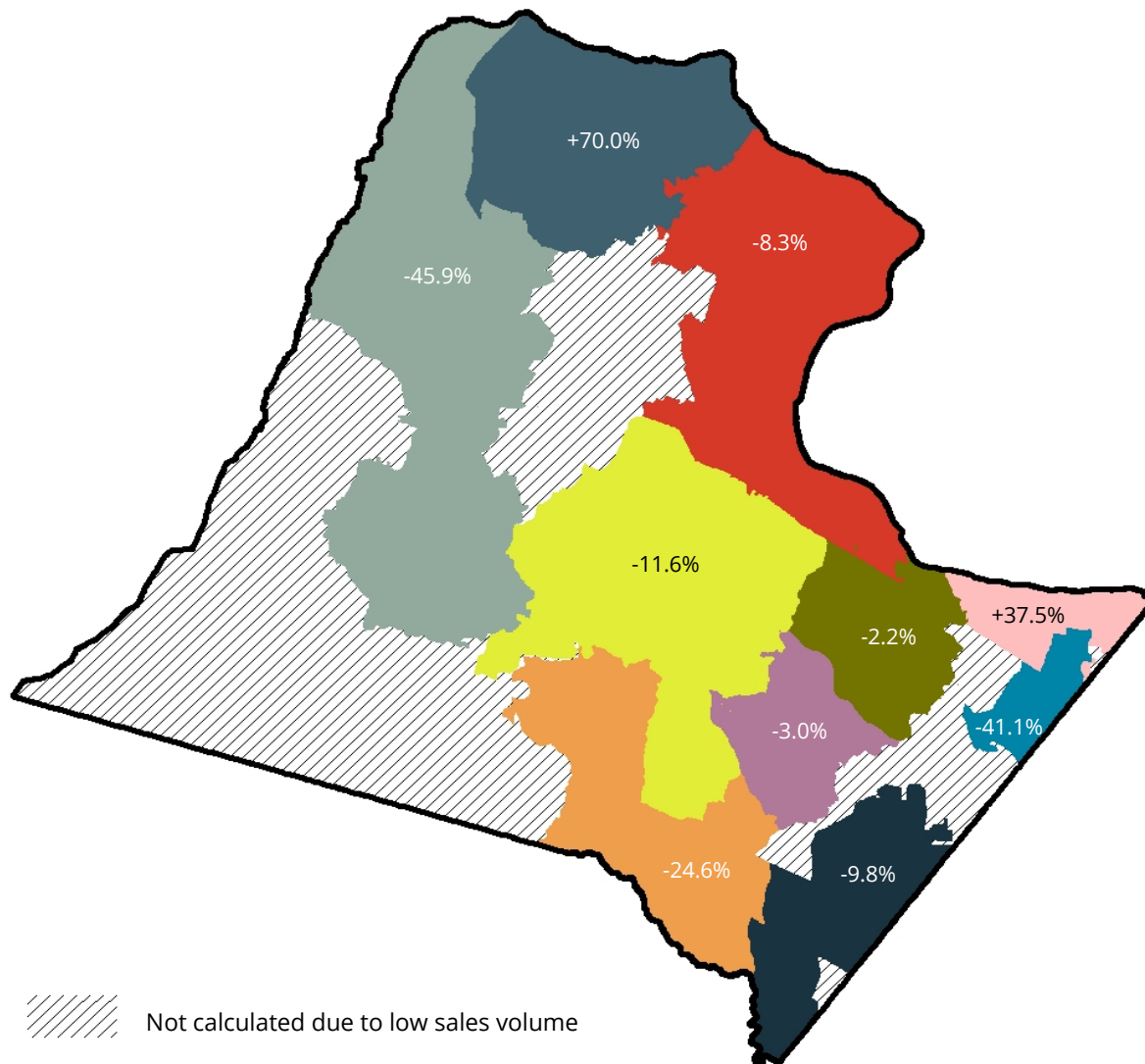
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Mar-21	Mar-22	% Chg
20105 Aldie	65	49	-24.6%
20132 Purcellville	37	20	-45.9%
20147 Ashburn	93	91	-2.2%
20148 Ashburn	100	97	-3.0%
20152 Chantilly	51	46	-9.8%
20164 Sterling	56	33	-41.1%
20165 Sterling	40	55	37.5%
20175 Leesburg	69	61	-11.6%
20176 Leesburg	72	66	-8.3%
20180 Lovettsville	10	17	70.0%

Total Market Overview



Key Metrics	2-year Trends	Mar-21	Mar-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Mar-20		Mar-22				
Sales		642	579	-9.8%	1,534	1,240	-19.2%
Pending Sales		895	653	-27.0%	1,941	1,541	-20.6%
New Listings		968	838	-13.4%	2,111	1,865	-11.7%
Median List Price		\$564,950	\$650,000	15.1%	\$559,900	\$625,000	11.6%
Median Sales Price		\$583,318	\$680,000	16.6%	\$580,000	\$641,000	10.5%
Median Price Per Square Foot		\$234	\$261	11.5%	\$228	\$261	14.4%
Sold Dollar Volume (in millions)		\$417.1	\$435.5	4.4%	\$978.7	\$910.6	-7.0%
Average Sold/Ask Price Ratio		103.1%	104.6%	1.4%	102.4%	103.4%	1.0%
Average Days on Market		11	9	-22.1%	13	12	-8.3%
Active Listings		183	257	40.4%	n/a	n/a	n/a
Months of Supply		0.3	0.4	36.7%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Mar-21	Mar-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Mar-20		Mar-22				
Sales		285	277	-2.8%	710	558	-21.4%
Pending Sales		403	323	-19.9%	878	731	-16.7%
New Listings		434	421	-3.0%	959	905	-5.6%
Median List Price		\$765,000	\$875,000	14.4%	\$749,000	\$850,000	13.5%
Median Sales Price		\$800,000	\$915,000	14.4%	\$770,000	\$899,995	16.9%
Median Price Per Square Foot		\$220	\$246	11.9%	\$215	\$249	16.0%
Sold Dollar Volume (in millions)		\$240.3	\$266.9	11.1%	\$581.5	\$543.8	-6.5%
Average Sold/Ask Price Ratio		103.2%	104.6%	1.4%	102.5%	103.6%	1.2%
Average Days on Market		15	9	-38.8%	16	12	-26.1%
Active Listings		72	133	84.7%	n/a	n/a	n/a
Months of Supply		0.2	0.4	84.4%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



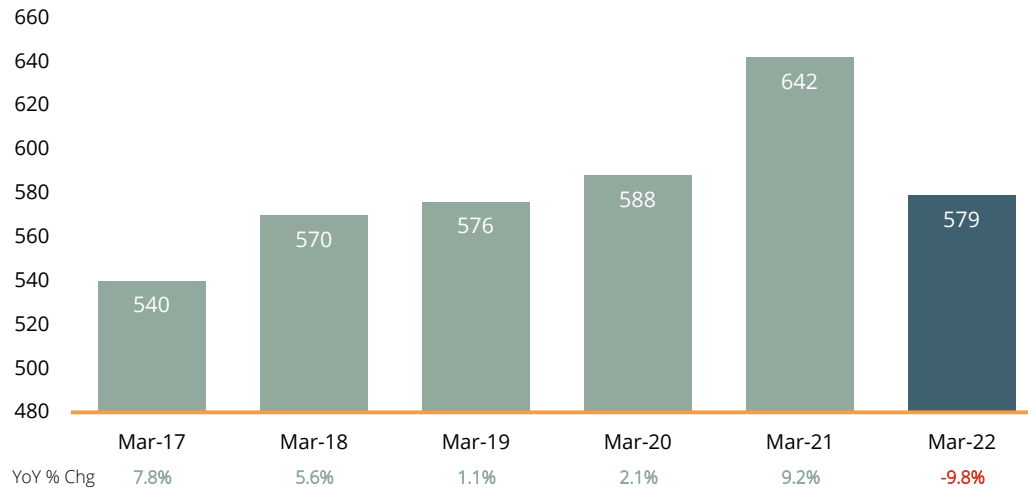
Key Metrics	2-year Trends	Mar-21	Mar-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Mar-20		Mar-22				
Sales		357	302	-15.4%	824	682	-17.2%
Pending Sales		492	330	-32.9%	1,063	810	-23.8%
New Listings		534	417	-21.9%	1,152	960	-16.7%
Median List Price		\$468,000	\$517,000	10.5%	\$459,000	\$503,500	9.7%
Median Sales Price		\$485,000	\$553,500	14.1%	\$473,250	\$527,050	11.4%
Median Price Per Square Foot		\$241	\$270	12.1%	\$236	\$268	13.6%
Sold Dollar Volume (in millions)		\$176.8	\$168.6	-4.6%	\$397.2	\$366.8	-7.7%
Average Sold/Ask Price Ratio		103.1%	104.6%	1.4%	102.3%	103.1%	0.8%
Average Days on Market		8	8	2.4%	11	12	15.3%
Active Listings		111	124	11.7%	n/a	n/a	n/a
Months of Supply		0.3	0.3	6.3%	n/a	n/a	n/a

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

Sales



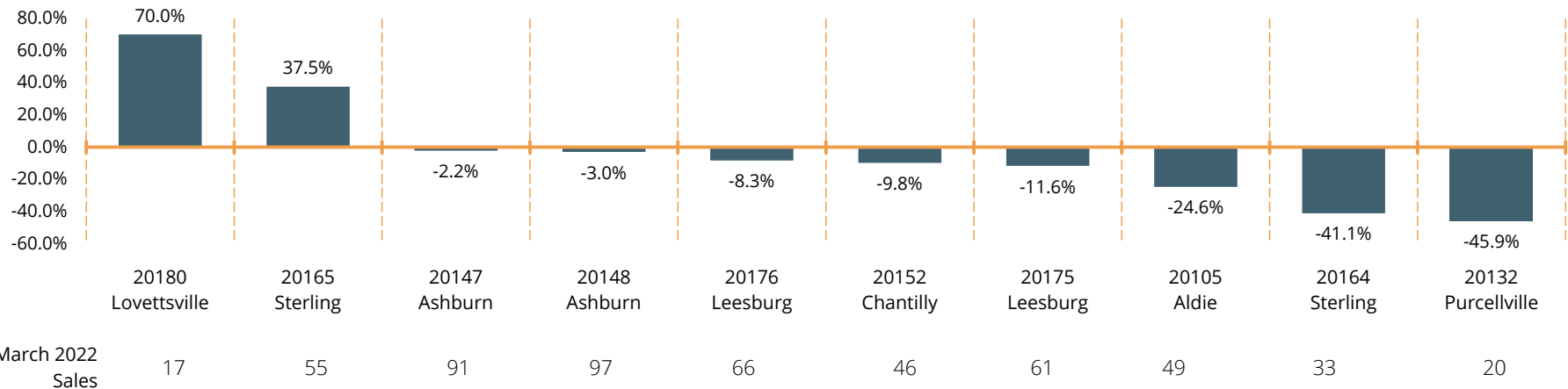
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	277	-2.8%	302	-15.4%
12-month Avg	318	-1.3%	366	3.8%

Zip Code

% Change in Sales
Mar-21 to Mar-22



March 2022
Sales

17

55

91

97

66

46

61

49

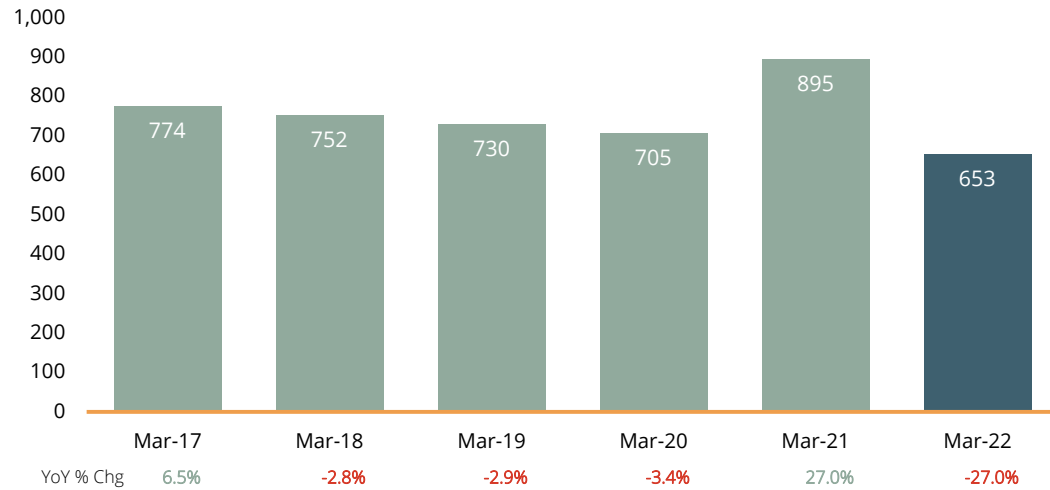
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Pending Sales



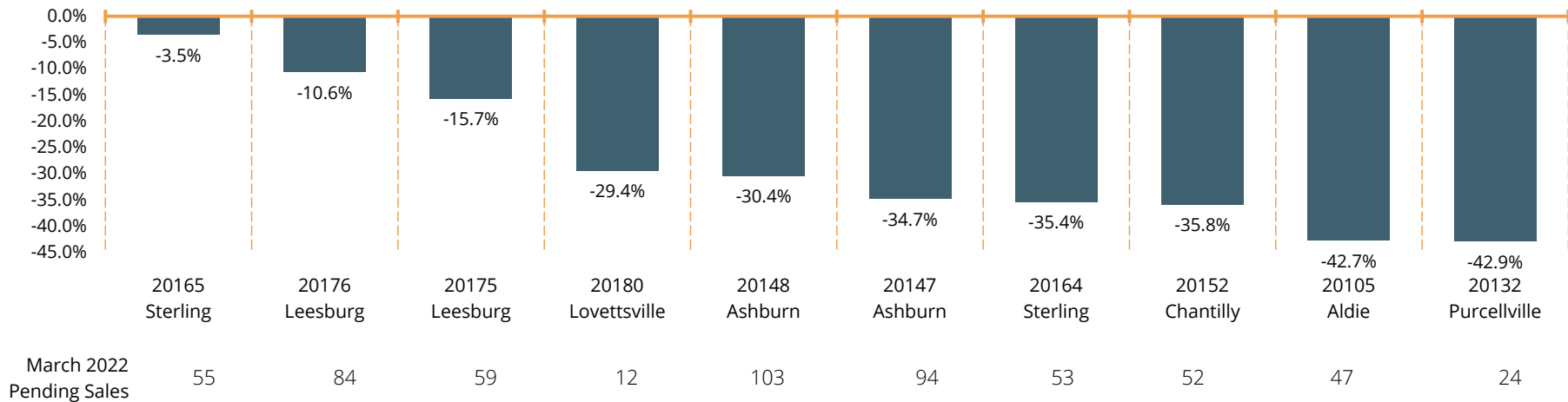
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-22	323	-19.9%	330	-32.9%
12-month Avg	301	-7.9%	349	-3.0%

Zip Code

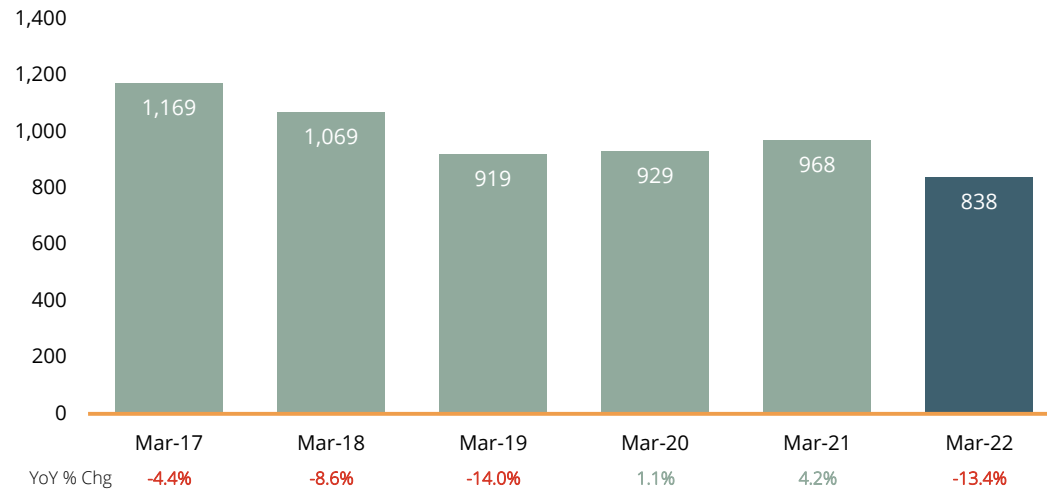
% Change in Pending Sales
Mar-21 to Mar-22



New Listings



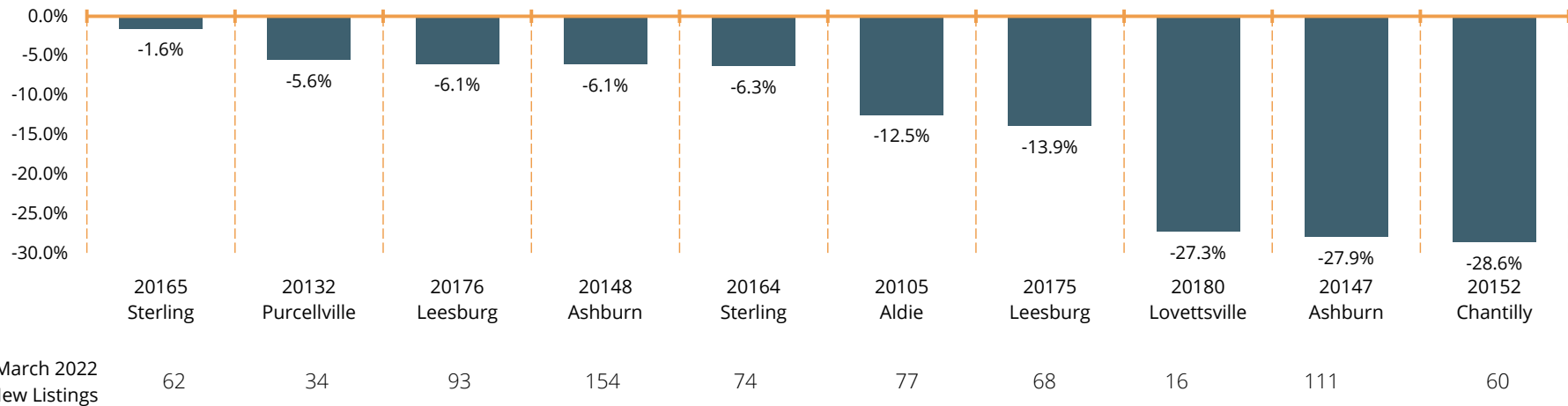
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-22	421	-3.0%	417	-21.9%
12-month Avg	359	1.1%	401	2.5%

Zip Code

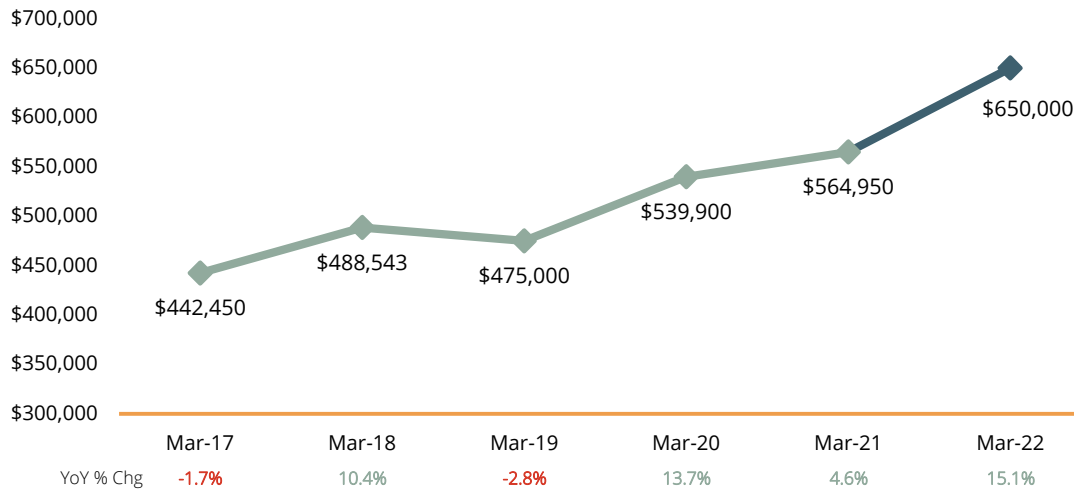
% Change in New Listings
Mar-21 to Mar-22



Median List Price



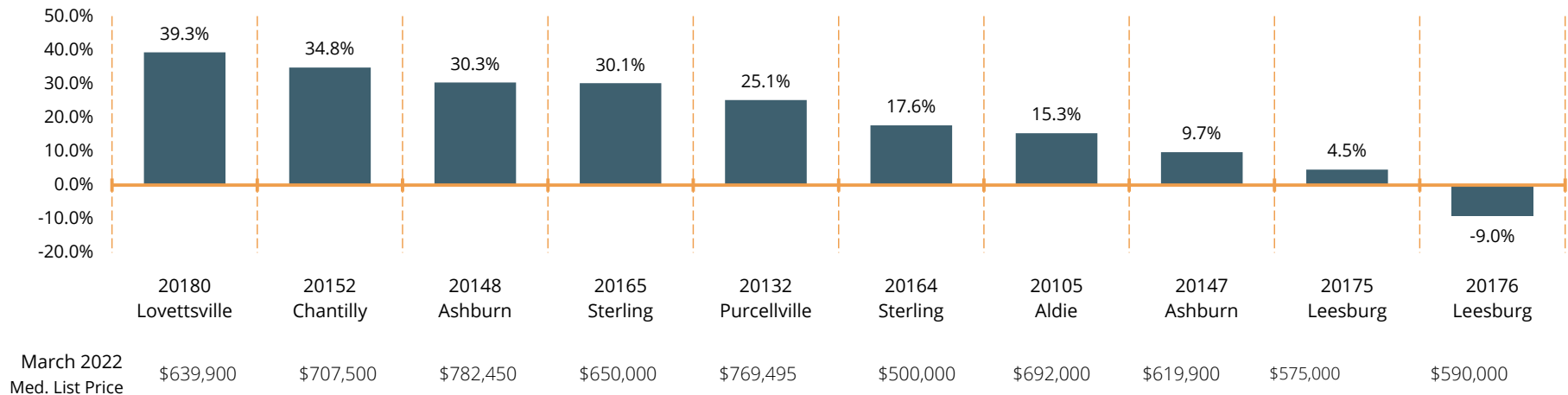
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	\$875,000	14.4%	\$517,000	10.5%
12-month Avg	\$815,962	12.7%	\$497,349	10.9%

Zip Code

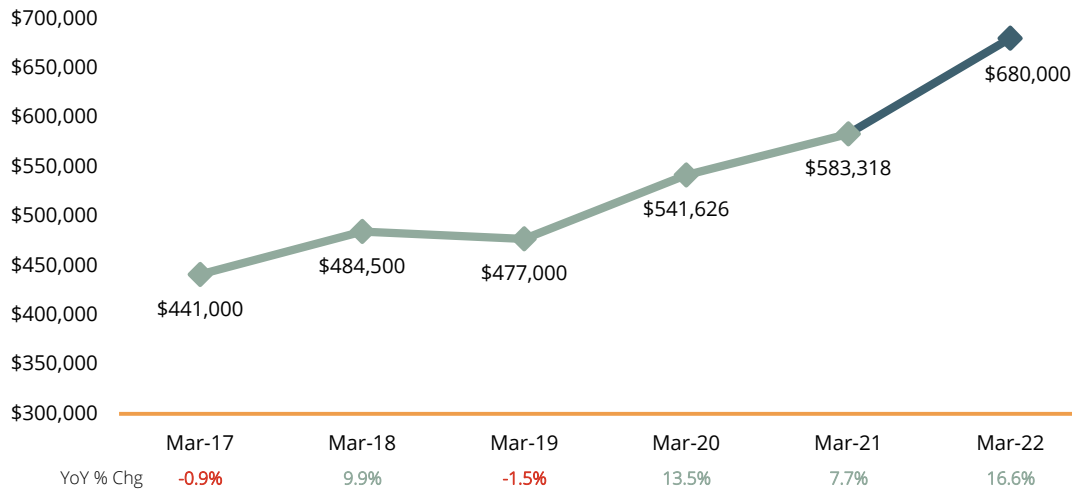
% Change in Median List Price
Mar-21 to Mar-22



Median Sales Price



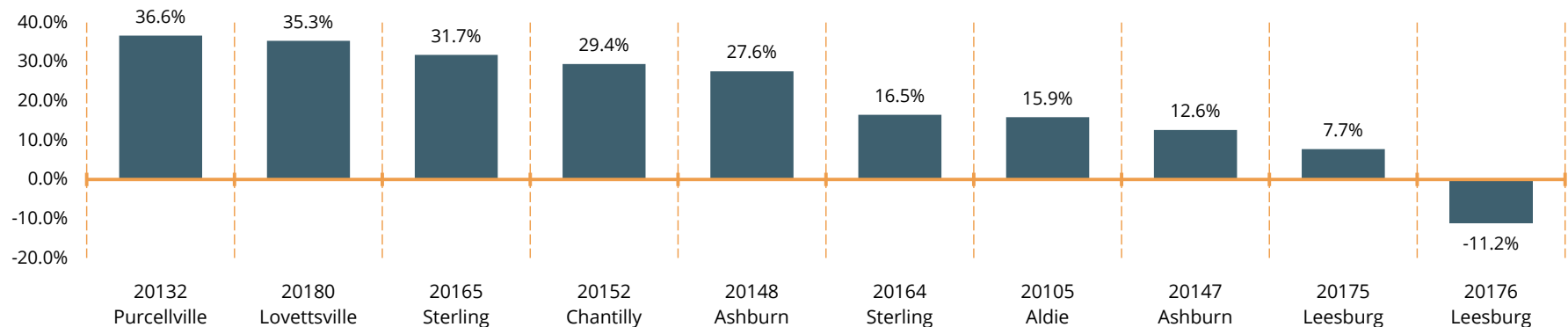
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	\$915,000	14.4%	\$553,500	14.1%
12-month Avg	\$842,562	14.8%	\$510,869	12.7%

Zip Code

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

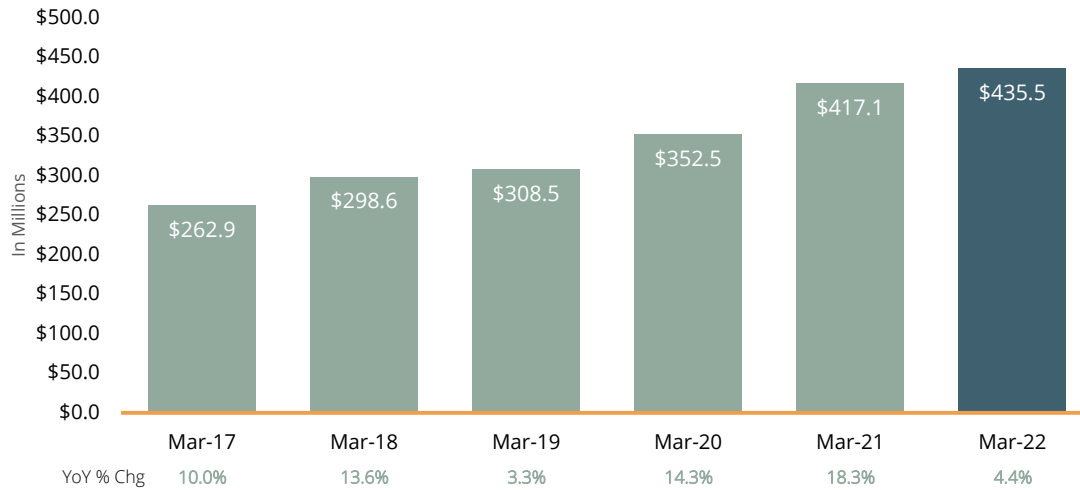


March 2022 Med. Sales Price	\$867,650	\$640,000	\$685,000	\$725,500	\$810,000	\$525,000	\$730,000	\$653,055	\$610,000	\$597,500
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Sold Dollar Volume (in millions)



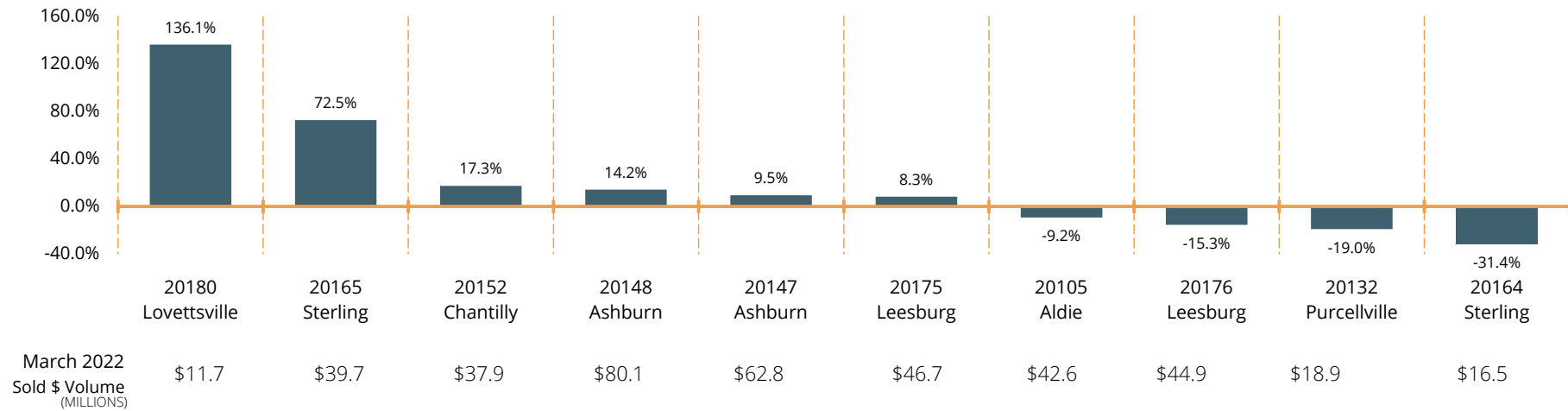
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	\$266.9	11.1%	\$168.6	-4.6%
12-month Avg	\$282.8	14.1%	\$189.8	16.0%

Zip Code

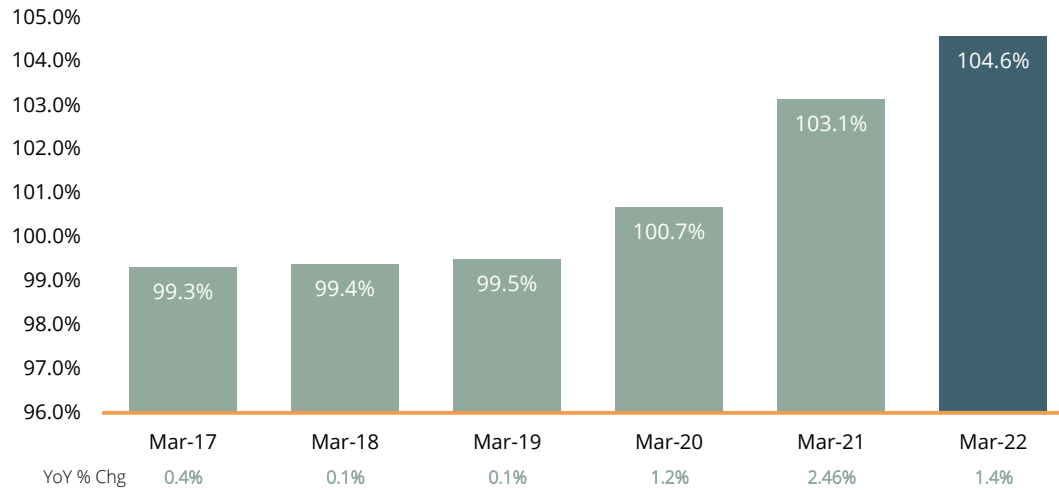
% Change in Sold Dollar Volume
Mar-21 to Mar-22



Average Sold to Ask Price Ratio



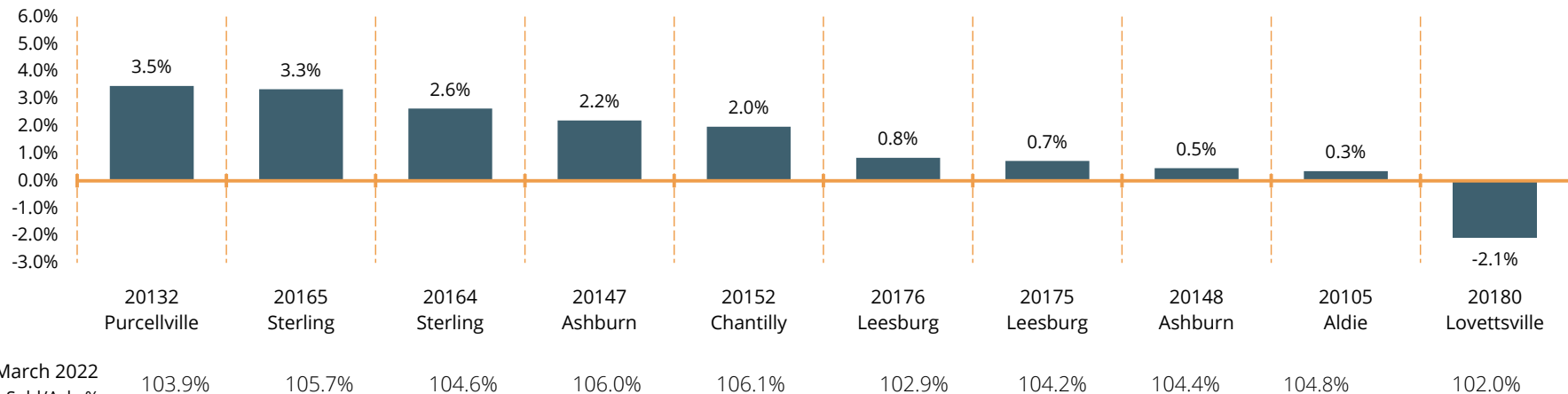
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	104.6%	1.4%	104.6%	1.4%
12-month Avg	102.8%	1.7%	102.0%	1.1%

Zip Code

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



March 2022
Avg Sold/Ask %

103.9%

105.7%

104.6%

106.0%

106.1%

102.9%

104.2%

104.4%

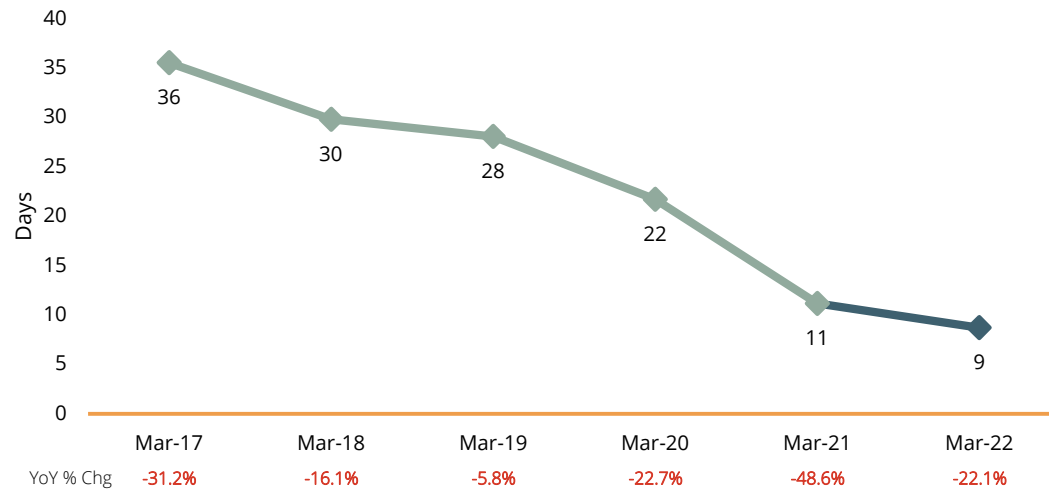
104.8%

102.0%

Average Days on Market



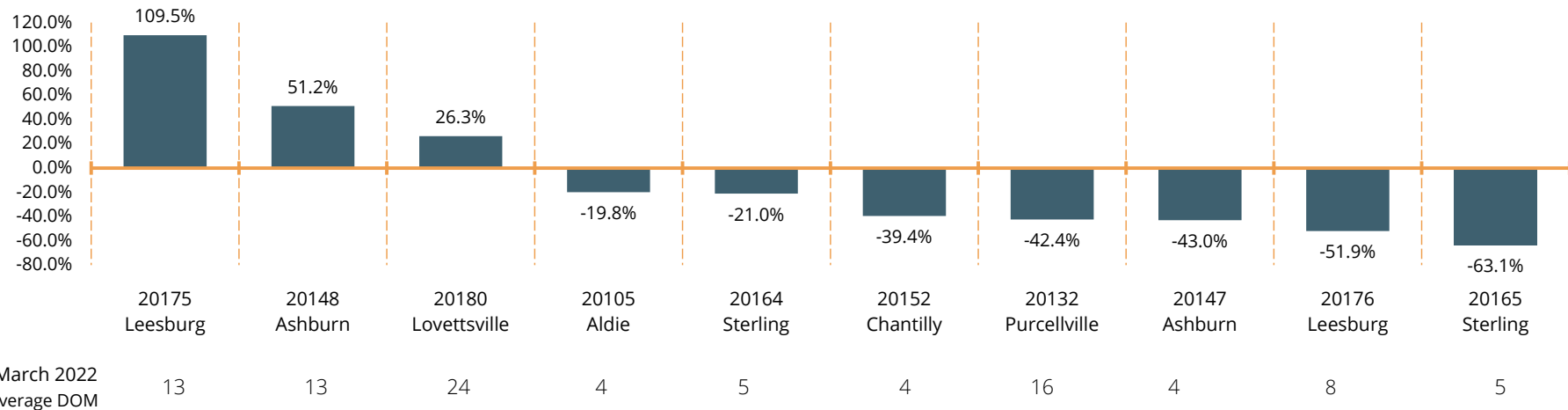
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	9	-38.8%	8	2.4%
12-month Avg	13	-28.9%	12	-13.1%

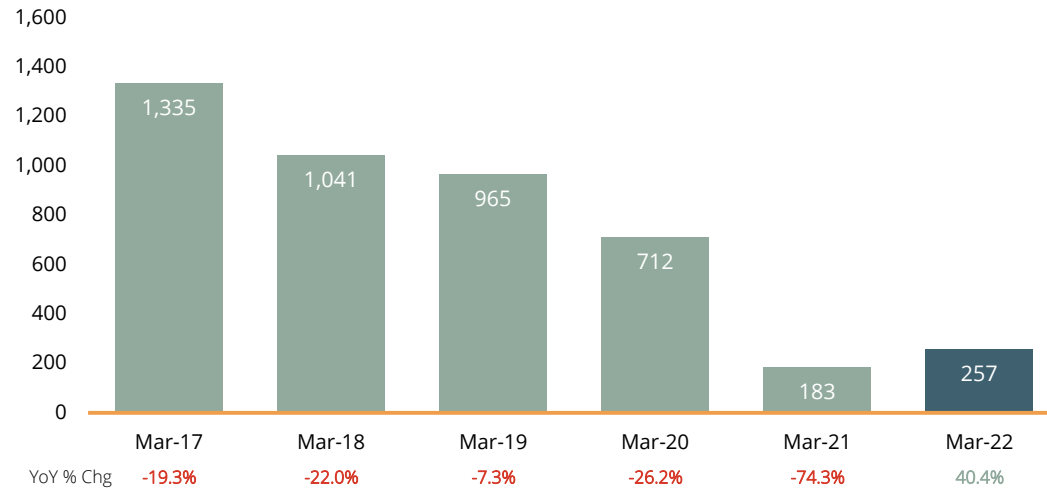
Zip Code

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



Active Listings

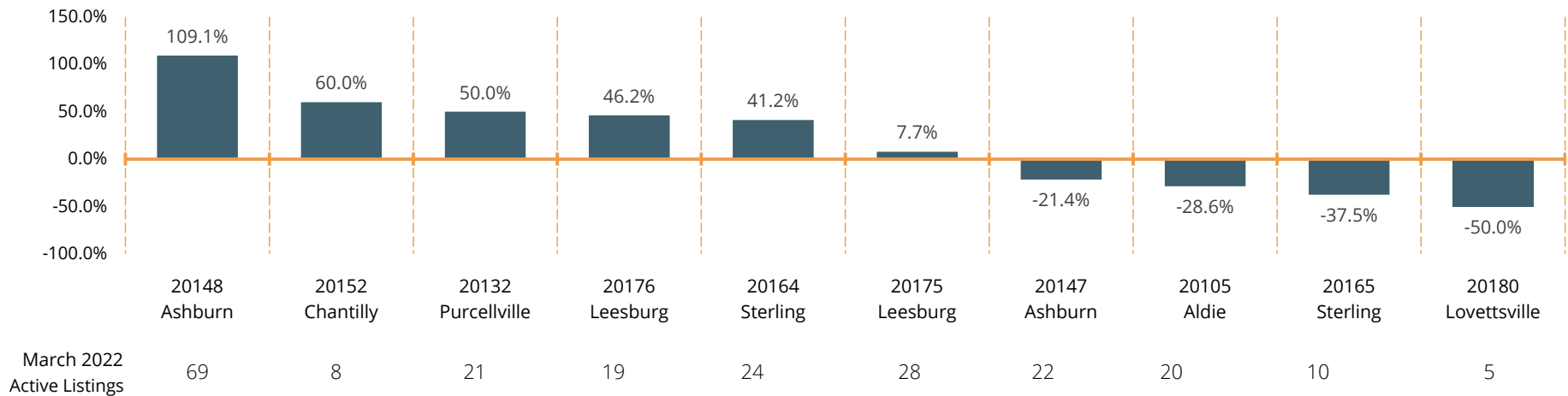
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	133	84.7%	124	11.7%
12-month Avg	164	-40.8%	179	-6.2%

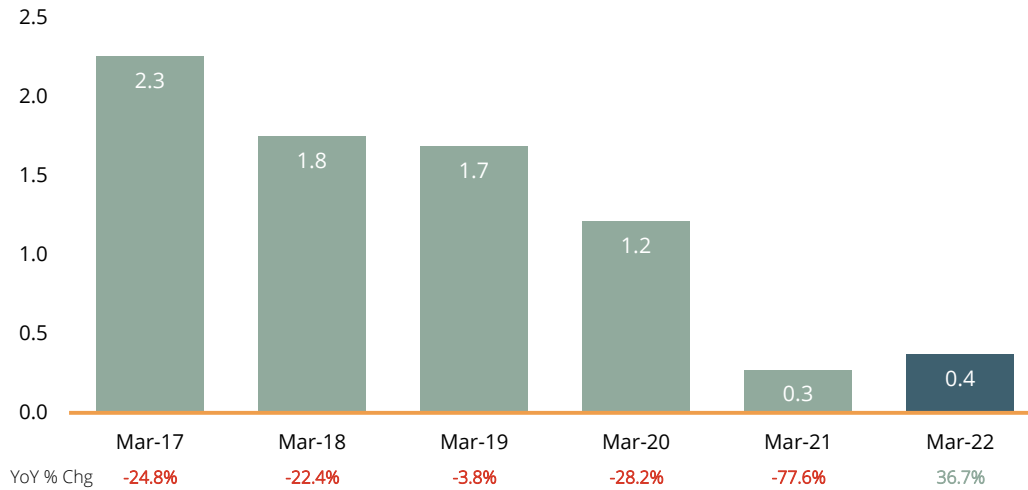
Zip Code

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



Months Supply

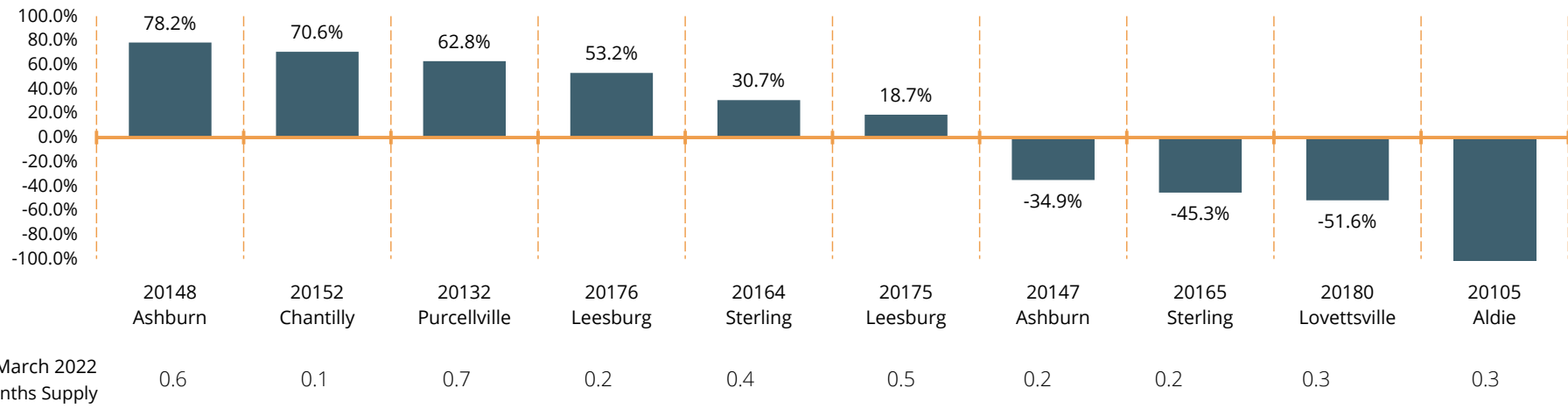
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-22	0.4	84.4%	0.3	6.3%
12-month Avg	0.5	-50.7%	0.5	-22.8%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg
Loudoun County	968	838	-13.4%	642	579	-9.8%	\$583,318	\$680,000	16.6%	183	257	40.4%	0.3	0.4	36.7%
20105	88	77	-12.5%	65	49	-24.6%	\$630,000	\$730,000	15.9%	28	20	-28.6%	-0.4	0.3	-183.7%
20132	36	34	-5.6%	37	20	-45.9%	\$635,000	\$867,650	36.6%	14	21	50.0%	0.4	0.7	62.8%
20147	154	111	-27.9%	93	91	-2.2%	\$580,000	\$653,055	12.6%	28	22	-21.4%	0.3	0.2	-34.9%
20148	164	154	-6.1%	100	97	-3.0%	\$635,000	\$810,000	27.6%	33	69	109.1%	0.3	0.6	78.2%
20152	84	60	-28.6%	51	46	-9.8%	\$560,670	\$725,500	29.4%	5	8	60.0%	0.1	0.1	70.6%
20164	79	74	-6.3%	56	33	-41.1%	\$450,750	\$525,000	16.5%	17	24	41.2%	0.3	0.4	30.7%
20165	63	62	-1.6%	40	55	37.5%	\$520,000	\$685,000	31.7%	16	10	-37.5%	0.3	0.2	-45.3%
20175	79	68	-13.9%	69	61	-11.6%	\$566,325	\$610,000	7.7%	26	28	7.7%	0.4	0.5	18.7%
20176	99	93	-6.1%	72	66	-8.3%	\$672,500	\$597,500	-11.2%	13	19	46.2%	0.2	0.2	53.2%
20180	22	16	-27.3%	10	17	70.0%	\$473,000	\$640,000	35.3%	10	5	-50.0%	0.7	0.3	-51.6%



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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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.