

DAAR LOUDOUN

HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Home Sales Report

First Quarter 2022

Dulles Area Association of REALTORS®

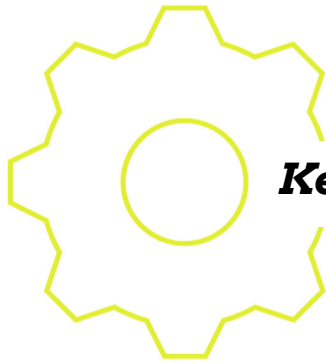
Market Report Key Takeaways

Economic Conditions

- Virginia's economy continued to improve in early 2022, despite rising inflation and the escalating conflict overseas. Economic conditions are solid in Loudoun County, where the unemployment rate is very low.
- Even as the economy improves, consumer confidence is shaky. In March 2022, the measure of expectations of future economic conditions fell to its lowest level since 2013.
- Mortgage rates are on the rise. In the second week of April, the average 30-year rate hit 5%, the first time it has been at this level in 11 years.

Housing Market Conditions

- There were 1,240 home sales in Loudoun County in the first quarter. Sales activity declined 19% from last year, which is 294 fewer sales.
- Prices in the Loudoun County market continue to rise rapidly. The first quarter median sales price in the county was \$641,000, an 11% jump from the first quarter last year, which is a gain of \$66,000.
- Supply expanded in Loudoun County but remains very low. There were 257 active listings in the county at the end of the first quarter, 74 more than last year, which is a 40% increase.



Key Trends Dashboard, DAAR

Economy



2.3%

Is the Feb-2022 **unemployment rate** in Loudoun County, which is down from Jan-2022



5%

Is the **30-year fixed-rate mortgage rate** during the second week of April 2022, which is up 1.96 percentage points from a year ago

Housing Market



-294

Fewer **home sales** in Loudoun County in Q1-2022 compared to last year



11%

Percent change in **median sales price** in the Loudoun County housing market in Q1-2022 compared to a year ago



-\$68.2

Million dollars less in total **sold volume** in the Loudoun County housing market in Q1-2022 compared to last year



40%

Percent change in **active listings** at the end of Q1-2022 in Loudoun County compared to a year ago



0.4

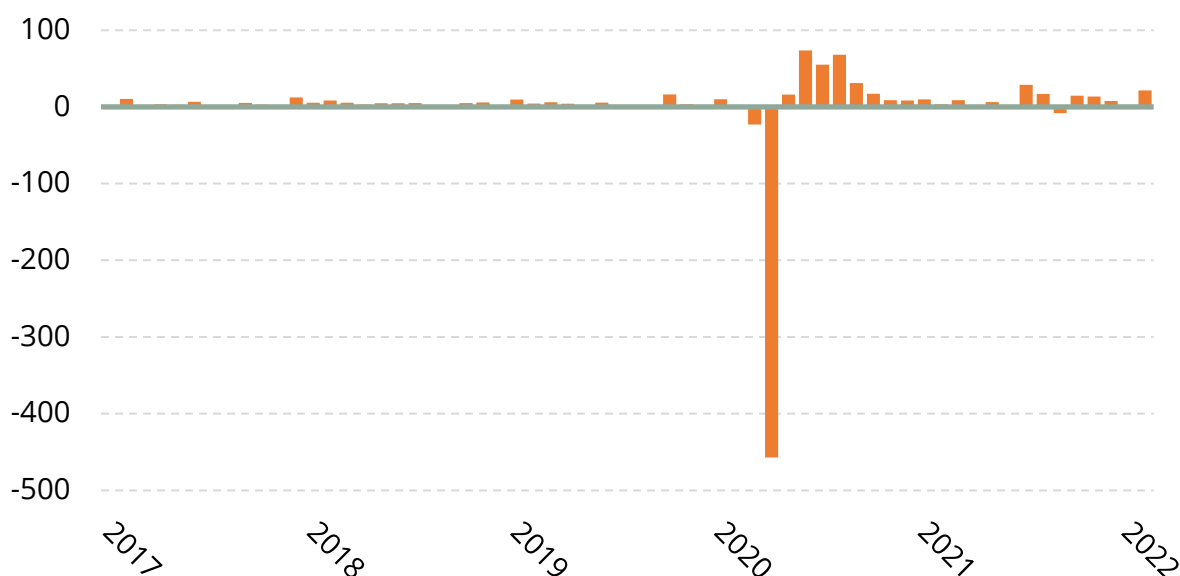
Months of supply in the Loudoun County housing market in Q1-2022, which is up from a year ago

Economic Overview

Despite ongoing uncertainties, the economy in Virginia continues to improve. In February 2022, total employment in Virginia surpassed four million jobs, the first time that milestone has been reached since March 2020. About 111,900 jobs have been added over the past 12 months. The total number of jobs in the state is now just 2% below where it was prior to the pandemic.

The job recovery in Virginia continues across most sectors, with the fastest growth in some of the sectors that were hardest hit by the pandemic. The Professional/Technical Services, Transportation/Warehousing, Administrative Services, and Federal Government sectors have all been back to pre-pandemic levels for several months. However, in February, for the first time, the number of jobs in both the Retail Trade and Construction sectors surpassed pre-pandemic levels.

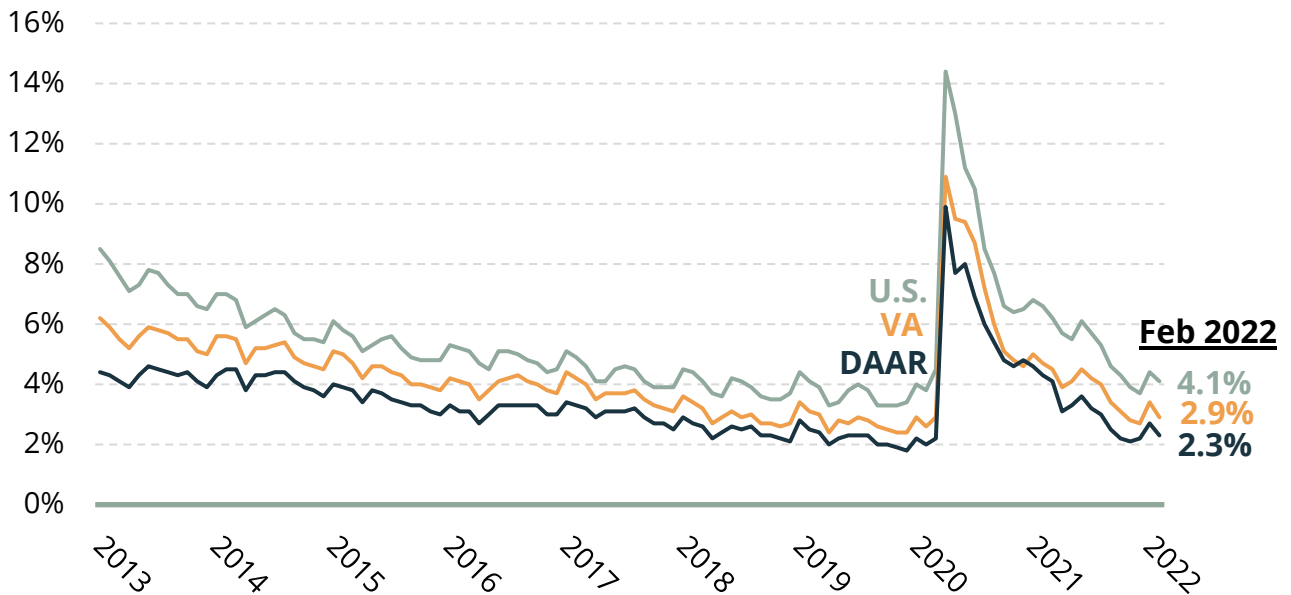
Figure 1
Virginia Month-to-Month Change in Jobs



Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

A key indicator of the improving economy is the unemployment rate. In February, the unemployment rate in Virginia was 2.9% (not seasonally adjusted), which is down from 3.4% in January and is at the lowest level since March 2020. In Loudoun County, the February unemployment rate was 2.3%, down from 2.7% in January.

Figure 2
Unemployment Rate



Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

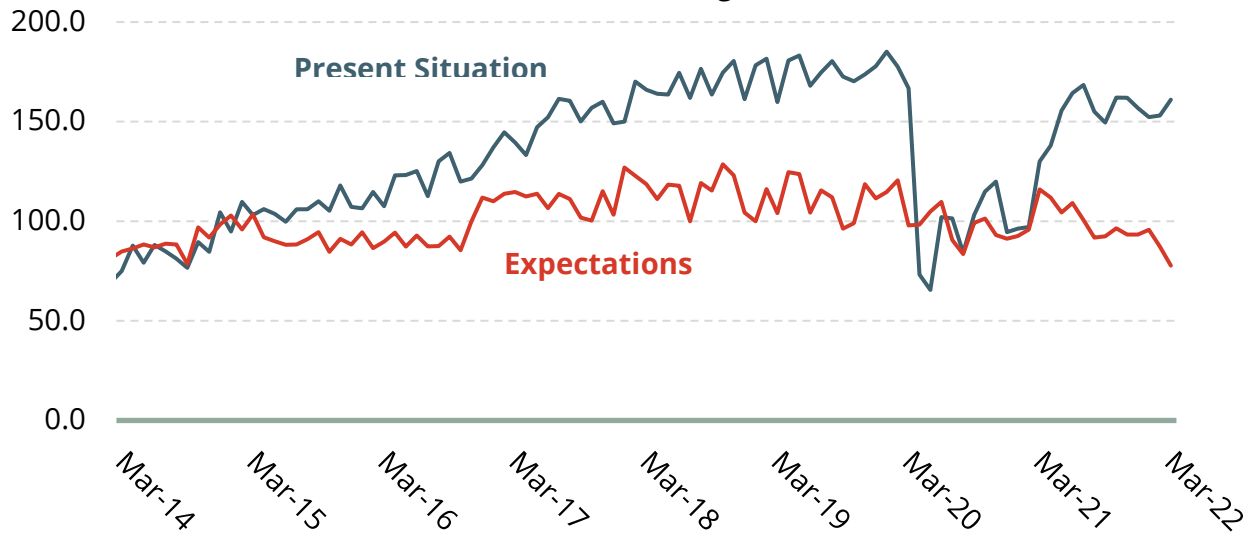
Consumer Confidence

Consumers' outlook for the economy dipped this spring in response to high inflation and ongoing conflict overseas. In March 2022, the measure of how confident consumers feel about the future economy fell to 77.7, down from 87.2 in February, and the lowest level since 2013. Between February and March 2022, consumers' confidence in the present economic situation ticked up from 153.1 to 161. (A consumer confidence index above 100 indicates people are feeling more optimistic about economic conditions.)

Mortgage Rates

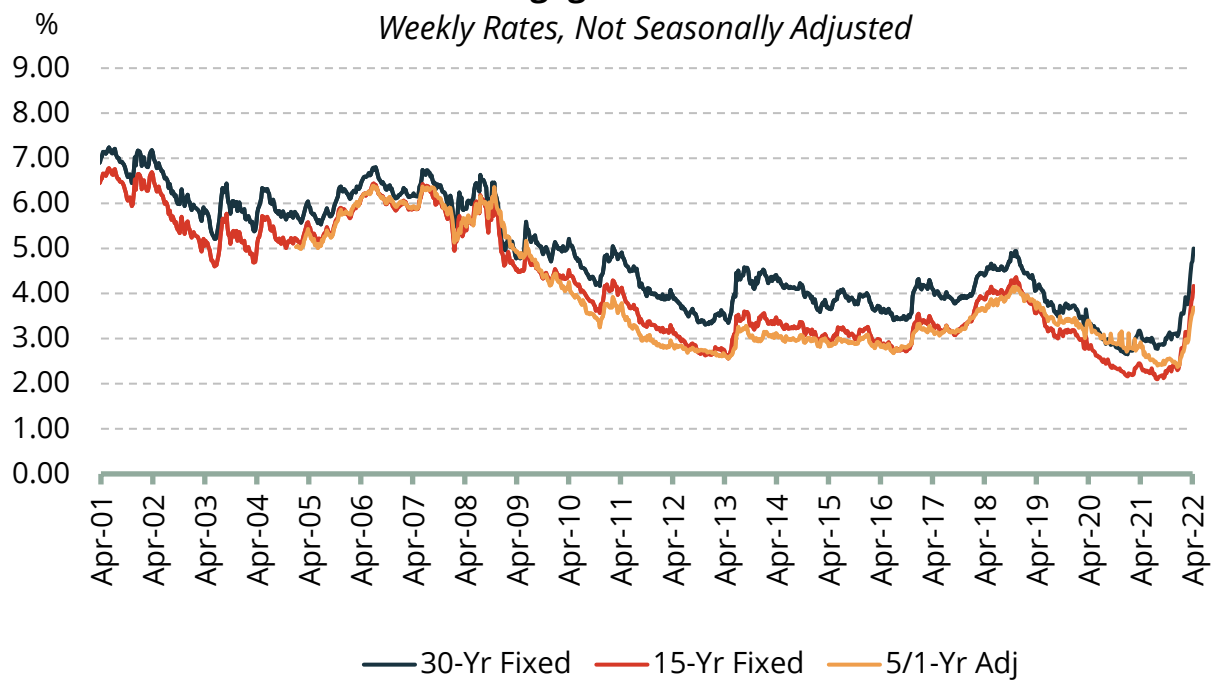
Over the past few weeks, mortgage rates have risen faster than they have in nearly 30 years. In the second week of April, the average rate on a 30-year fixed-rate mortgage hit 5% for the first time in 11 years. Rates are rising in response to actions taken by the Federal Reserve, including a boost in short-term interest rates and a pullback in the purchase of bonds and mortgage-backed securities. The Fed has telegraphed several more short-term rate increases during 2022, which indicates that mortgage rates will likely rise further during the year. Even as rates continue to climb, they are still at historically low levels.

Figure 3
Consumer Confidence
South Atlantic Region



Source: The Conference Board

Figure 4
Mortgage Interest Rates
Weekly Rates, Not Seasonally Adjusted



Source: Federal Reserve Bank of St. Louis

Housing Market Overview

The Loudoun County housing market continues to moderate from the frantic pace a year ago. There were fewer sales countywide than there were in the first quarter last year. However, home prices continued to rise rapidly across much of the county. The upward pressure on prices continues to be driven by the very low supply in the county's housing market. While supply remains tight, there was a notable increase in available inventory at the end of the first quarter compared to last year. Despite the additional options for buyers, the Loudoun County market remains competitive, and homes were on the market less than two weeks on average in the first quarter.

Sales

Sales activity continues to moderate from the busy pace last year. There were 1,240 sales countywide during the first quarter, 294 fewer sales than a year ago, which is a 19% drop. This is the third straight quarter of lower sales activity, and the sharpest drop in more than seven years. The first quarter sales totals in the county were slightly lower than the first quarter of 2020 (-2%). Nearly all local markets had a slowdown in sales this quarter compared to last year. The sharpest decrease was in Chantilly ZIP code 20152 (-37%), Purcellville ZIP code 20132 (-37%), and Sterling ZIP code 20164 (-33%). Statewide, the number of home sales in the first quarter was down 8% compared to a year ago and was 9% higher than first quarter 2020 sales totals.

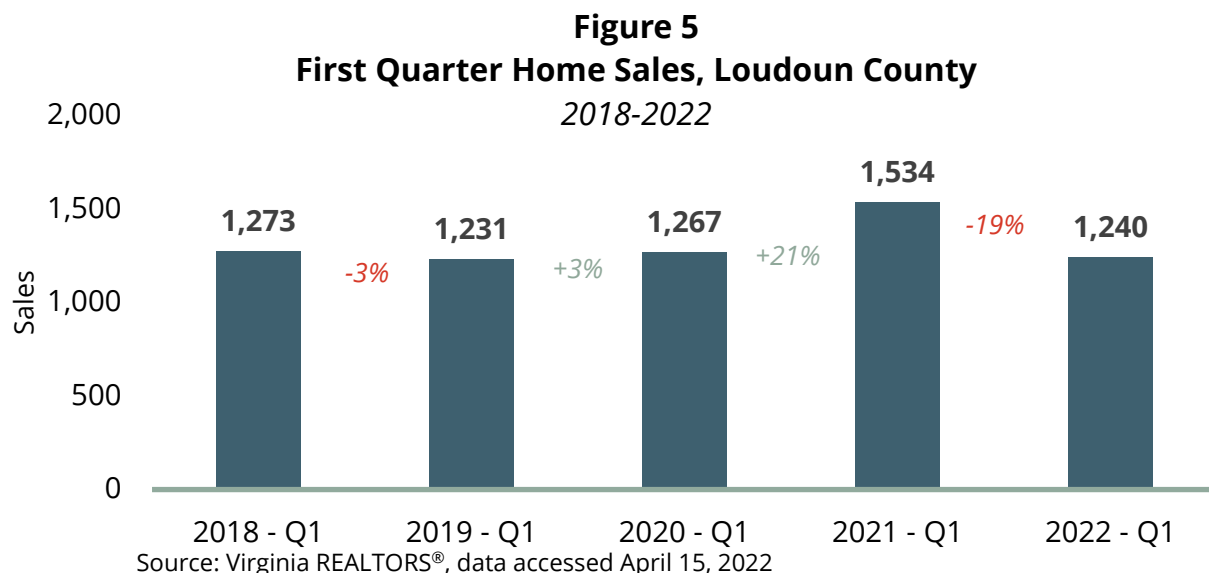
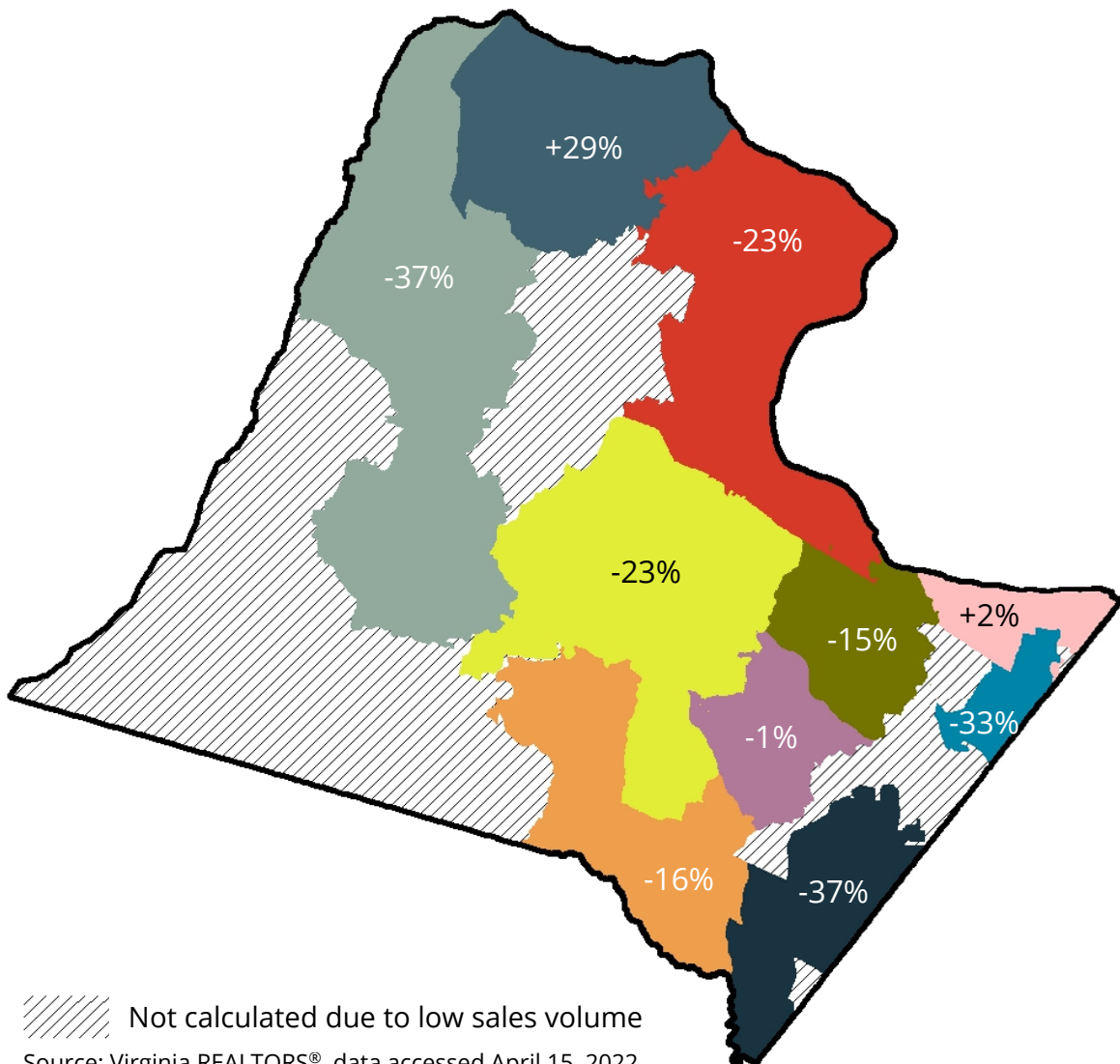


Figure 6
Change in Sales by ZIP Code
Loudoun County
First Quarter 2021 to First Quarter 2022

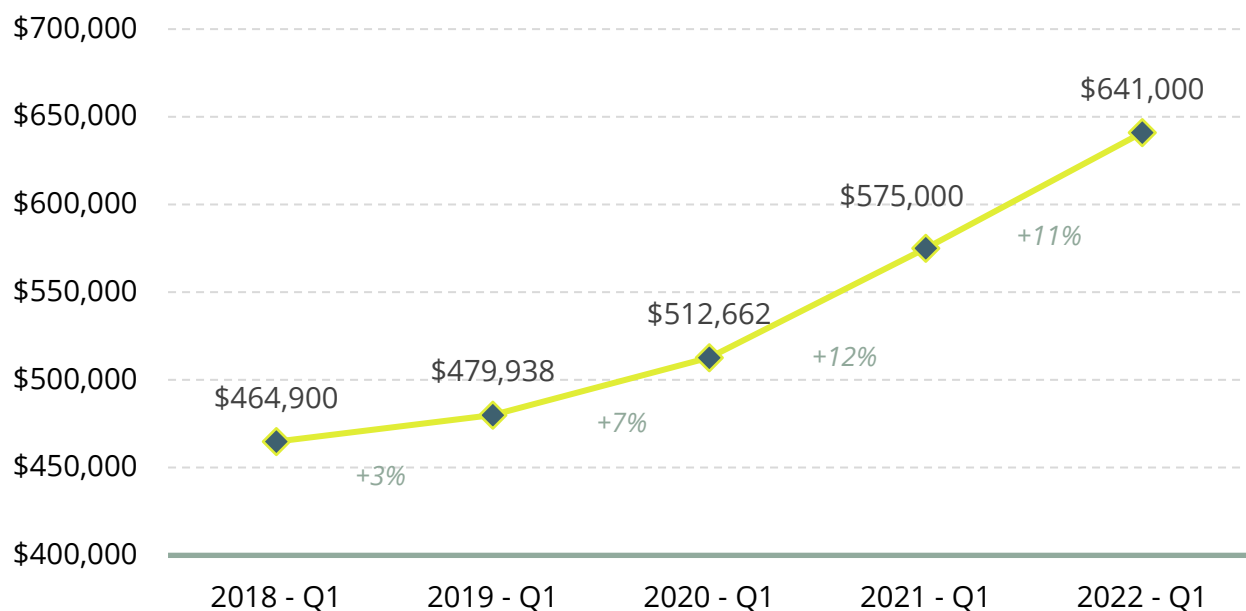
<i>Jurisdiction</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>% Change</i>	<i>Jurisdiction</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>% Change</i>
20105 Aldie	131	110	-16%	20164 Sterling	140	94	-33%
20132 Purcellville	71	45	-37%	20165 Sterling	104	106	2%
20147 Ashburn	221	188	-15%	20175 Leesburg	168	129	-23%
20148 Ashburn	209	206	-1%	20176 Leesburg	186	144	-23%
20152 Chantilly	137	86	-37%	20180 Lovettsville	24	31	29%



Sales Prices

While sales activity is moderating, home prices in Loudoun County continue to rise rapidly. The first quarter median sales price in the county was \$641,000, jumping up \$66,000 from last year, which is an 11% price gain. Prices in the county's housing market have been rising since 2016, but the pace has accelerated over the past two years. The price growth is widespread across the local markets in the county. The largest price jump this quarter occurred in Purcellville ZIP code 20132 (+26%), Chantilly ZIP code 20152 (+19%), and Aldie ZIP code 20105 (+18%). Leesburg ZIP code 20176 was the only local market to have a drop in the median sales price compared to the first quarter of 2021 (-6%). Statewide, the first quarter median sales price was \$375,000, up 12% compared to a year ago.

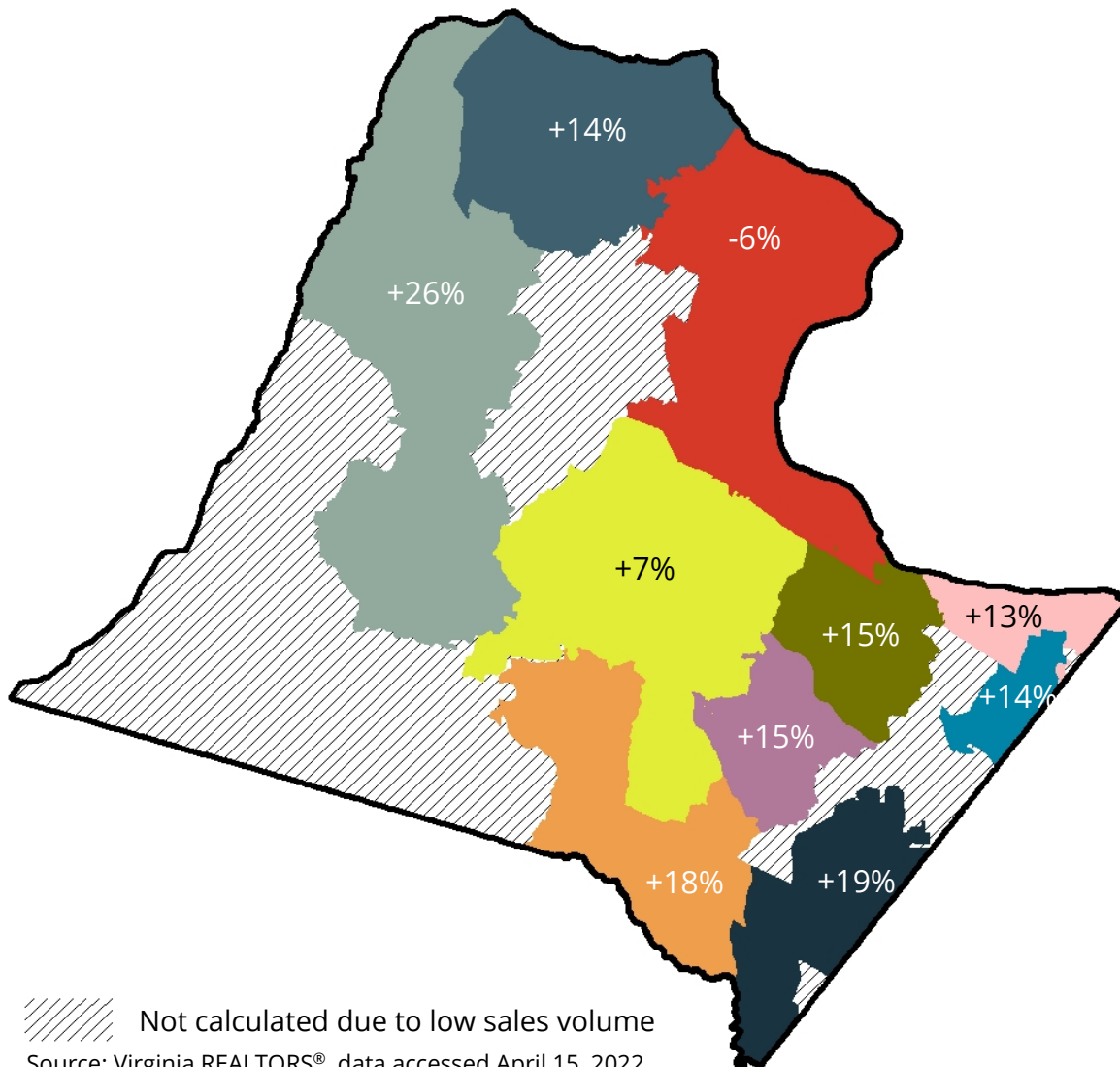
Figure 7
First Quarter Median Sales Price, Loudoun County
2018-2022



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

Figure 8
Change in Median Sales Price by ZIP Code
Loudoun County
First Quarter 2021 to First Quarter 2022

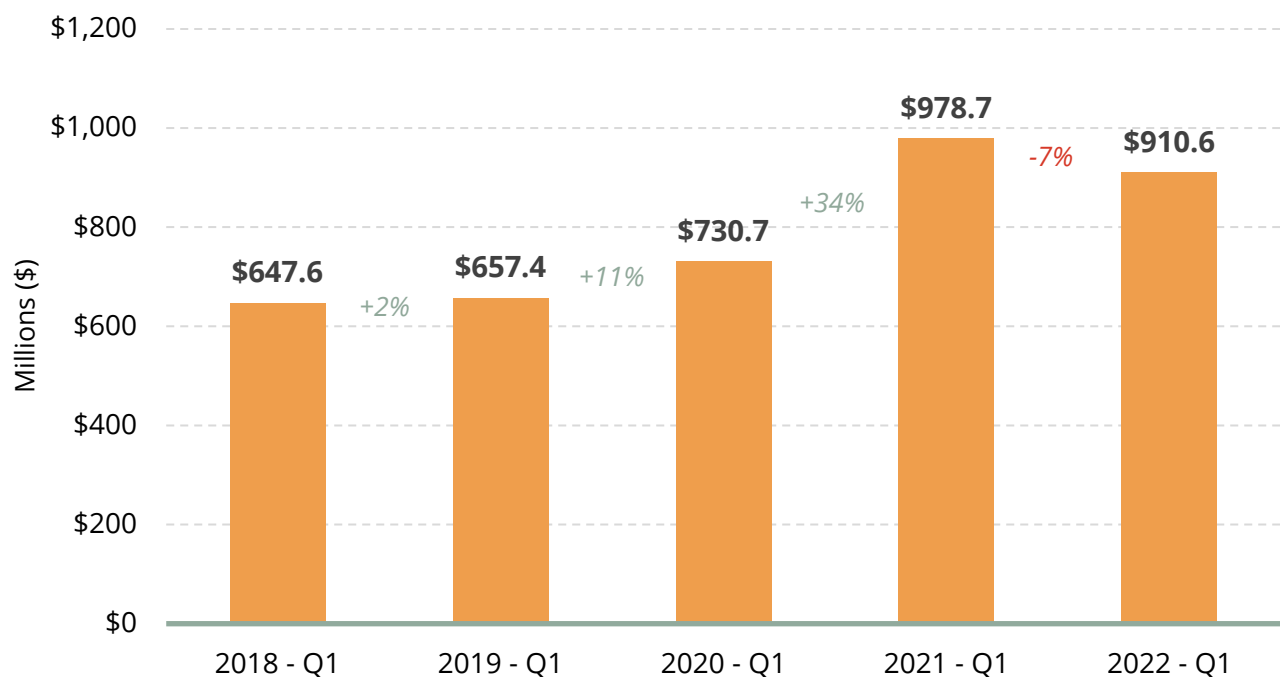
Zip Code	2021 - Q1	2022 - Q1	% Change	Zip Code	2021 - Q1	2022 - Q1	% Change
20105 Aldie	\$625,000	\$740,000	18%	20164 Sterling	\$450,000	\$513,375	14%
20132 Purcellville	\$635,000	\$799,000	26%	20165 Sterling	\$534,000	\$604,200	13%
20147 Ashburn	\$535,500	\$618,500	15%	20175 Leesburg	\$575,000	\$613,500	7%
20148 Ashburn	\$650,029	\$750,000	15%	20176 Leesburg	\$628,500	\$590,000	-6%
20152 Chantilly	\$585,000	\$695,250	19%	20180 Lovettsville	\$549,500	\$625,000	14%



Sold Volume

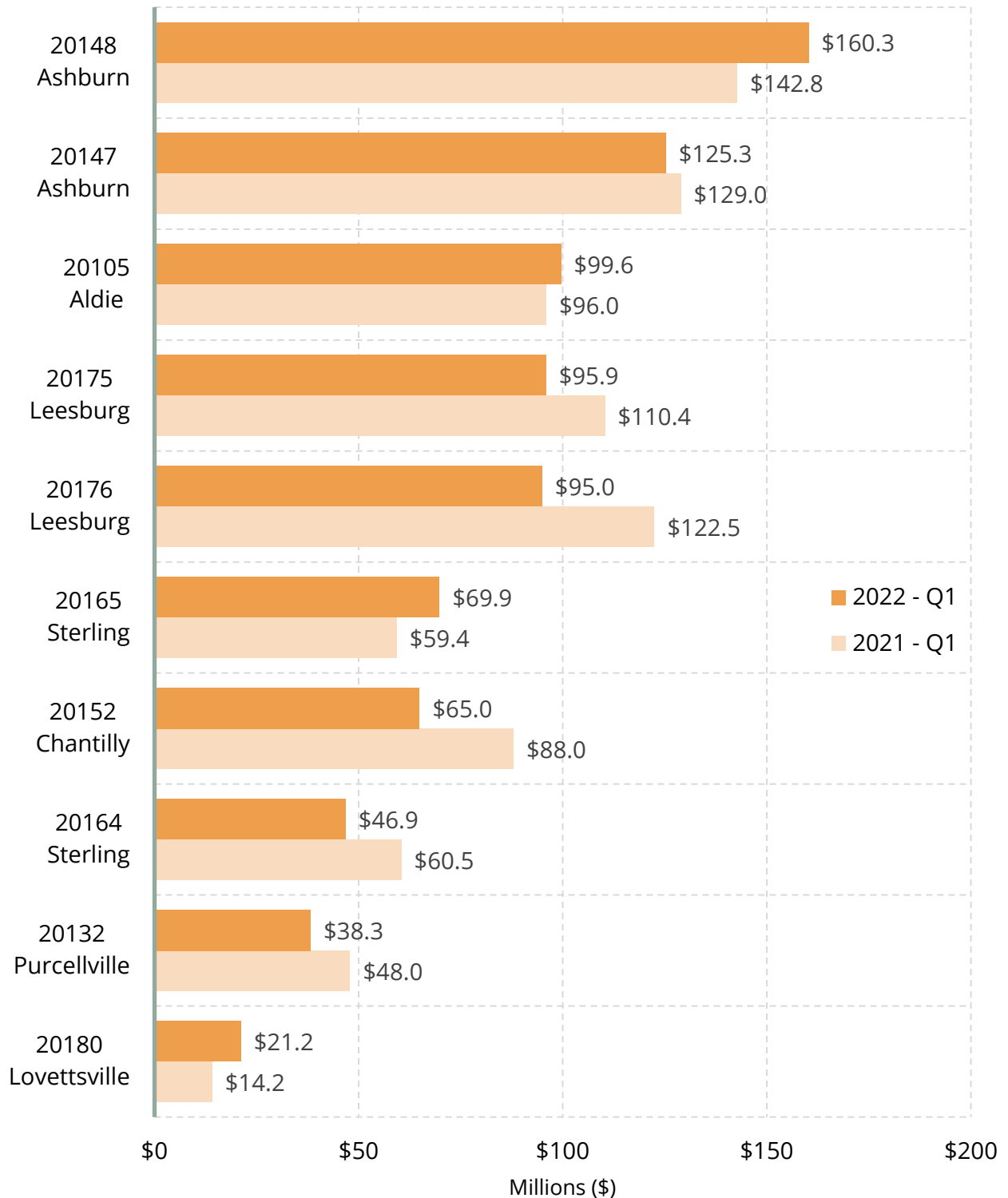
The total sold dollar volume in Loudoun County continues to be lower than last year. There was approximately \$910.6 million of sold volume countywide in the first quarter, a decrease of about \$68.1 million from last year, representing a 7% decline. Despite the surging prices, the slowdown in sales transactions led to the drop in volume this quarter. This is the second straight quarter of lower sold volume in the county's housing market following a year and a half of record growth. Within the local markets, the largest volume drop occurred in Chantilly ZIP code 20152 (-26%), Sterling ZIP code 20164 (-23%), and Leesburg ZIP code 20176 (-22%). Some local markets like Lovettsville ZIP code 20180 and Sterling ZIP code 20165 had strong volume growth this quarter, with an influx of 50% and 18%, respectively, from last year.

Figure 9
First Quarter Sold Dollar Volume (Millions), Loudoun County
2018-2022



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

Figure 10
First Quarter Sold Dollar Volume, Loudoun County ZIP Codes
2021 and 2022

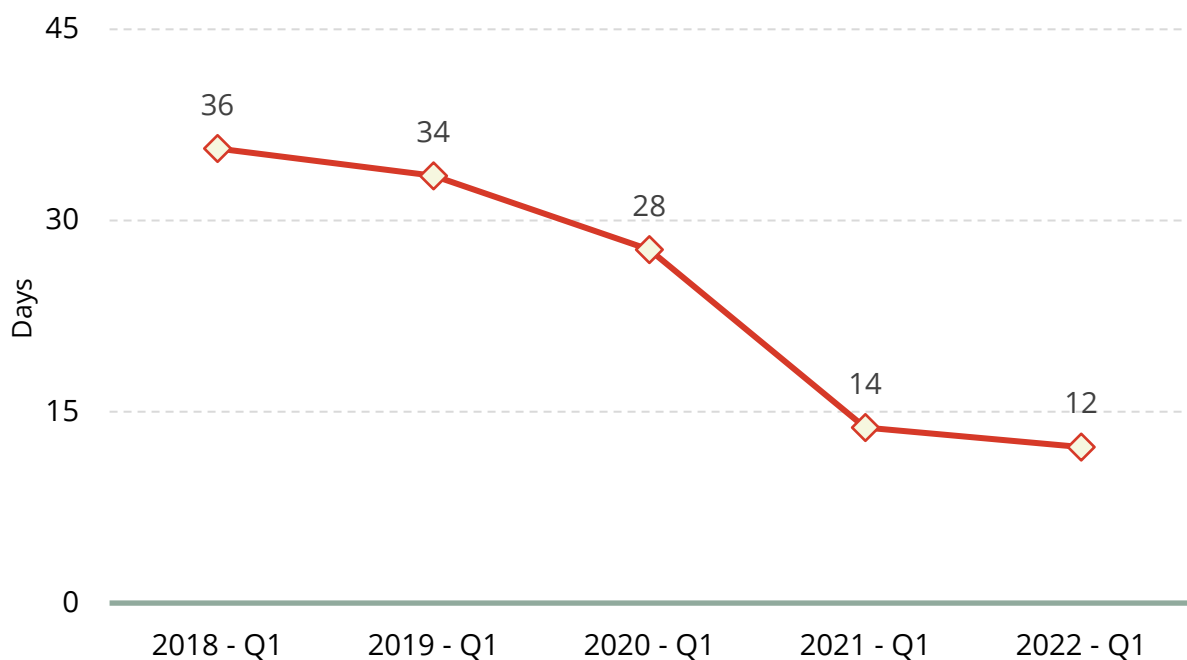


Source: Virginia REALTORS®, data accessed April 15, 2022

Days on Market

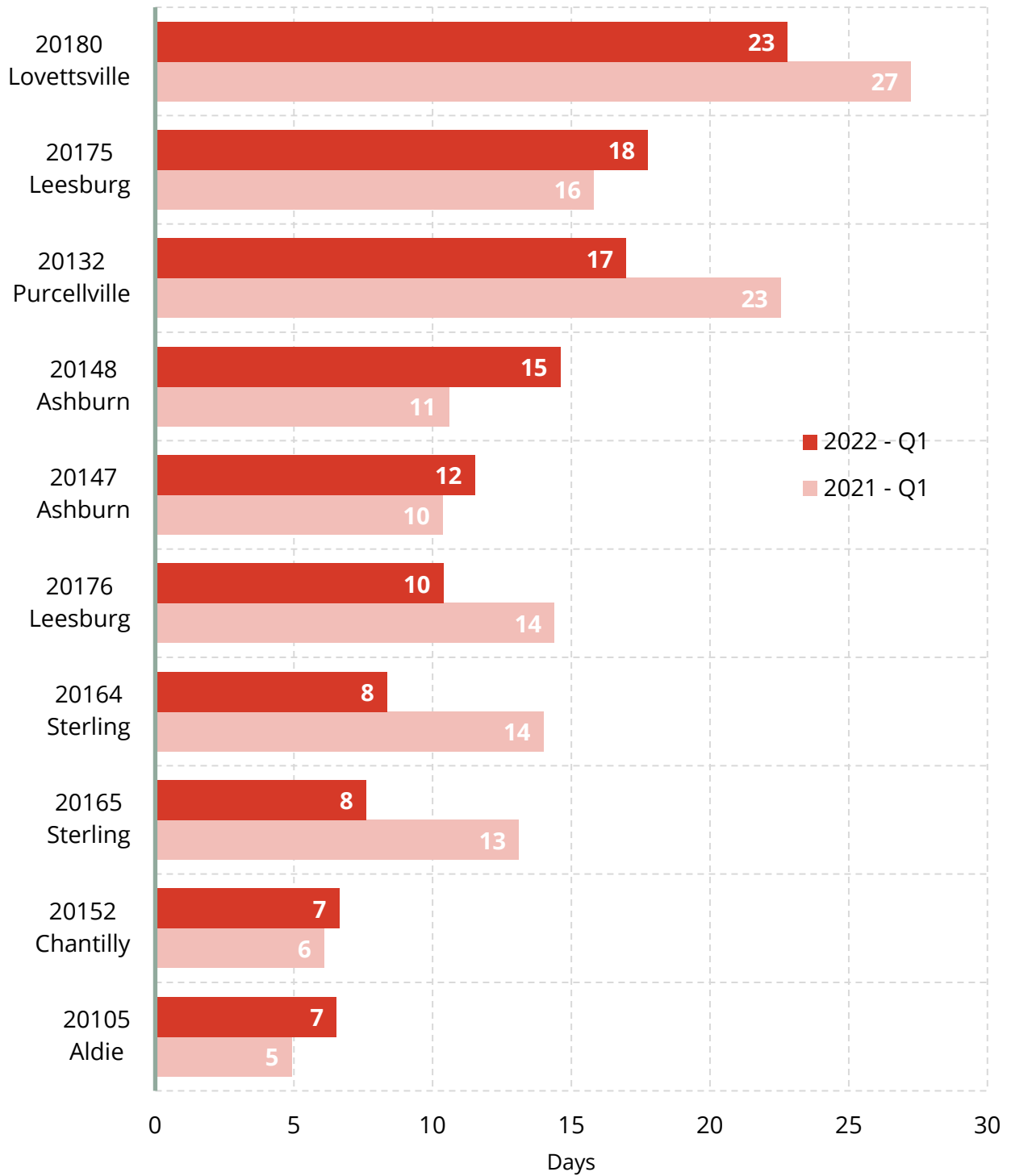
The Loudoun County market continues to be very competitive. The average days on market countywide was just 12 days. This is two days faster than this time last year. Homes in the county are now selling in less than half the time it took at this time two years ago on average. Homes sold about a week faster on average in both Sterling ZIP codes 20164 and 20165 compared to this time last year (- 6 days). Homes were on the market one week on average in Aldie ZIP code 20105 (7 days), which is two days longer than the first quarter last year. The average days on market in Ashburn ZIP code 20148 was about two weeks (15 days), four days longer than last year. Statewide, homes sold in an average of 24 days in the first quarter, down from 31 days a year ago.

Figure 11
First Quarter Average Days on Market, Loudoun County
2018-2022



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

Figure 12
First Quarter Average Days on Market, Loudoun County ZIP Codes
2021 and 2022



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

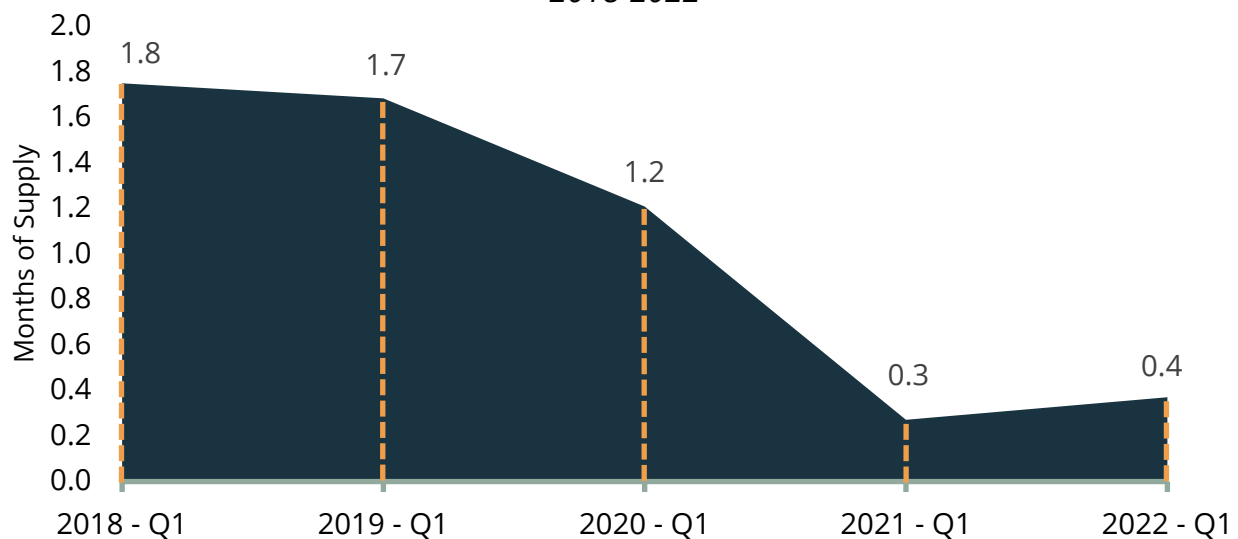
Inventory

For the second time in three quarters, inventory expanded in the Loudoun County market. There were 257 active listings across the county at the end of the first quarter, 74 more listings than last year, which is a 40% increase. While this is the largest inventory expansion in years, the overall supply in the Loudoun County market remains very low. There continues to be less than half a month of supply in the county (0.4 months), which is up slightly from last year. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. The total inventory in the county is just a quarter of what it was at this time three years ago.

Statewide, there was a total of 13,610 active listings at the end of the first quarter, which is about 2,000 fewer active listings than a year ago, a 13% drop.

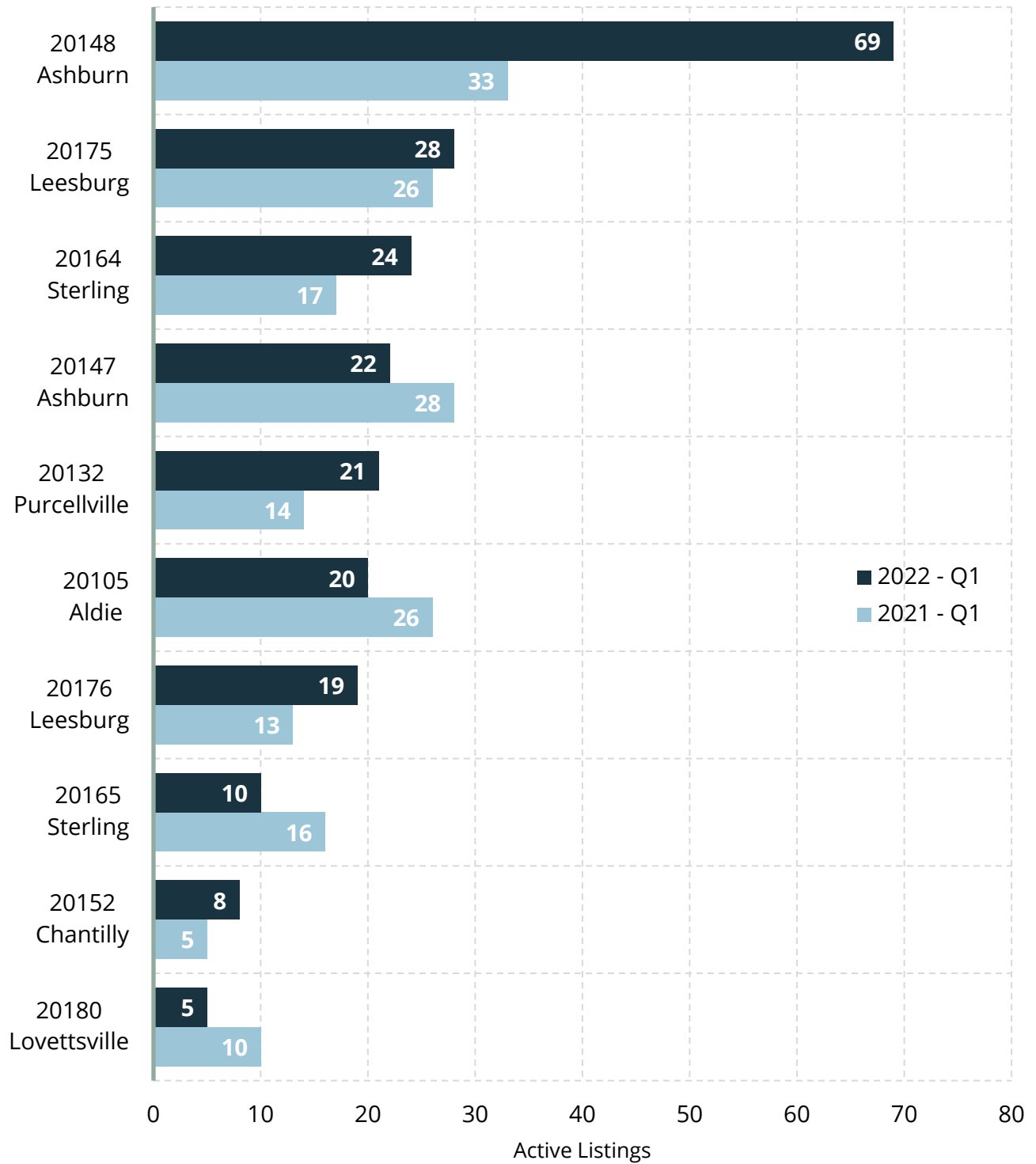
A handful of local markets had more listings at the end of the first quarter than a year ago. Ashburn ZIP code 20148 had an influx of 36 active listings, and both Sterling ZIP code 20164 and Purcellville ZIP code 20132 had seven additional listings compared to the end of the first quarter in 2021. Inventory in Aldie ZIP code 20105 continues to shrink; there were eight fewer listings there than a year ago, as does the supply in Sterling ZIP code 20165, which had six fewer listings than this time last year.

Figure 13
End of First Quarter Months Supply, Loudoun County
2018-2022



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

Figure 14
End of First Quarter Active Listings, Loudoun County ZIP Codes
2021 and 2022



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



The Virginia REALTORS® association is one of the largest professional trade associations 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.