

APRIL
2022

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: April 2022

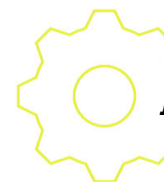
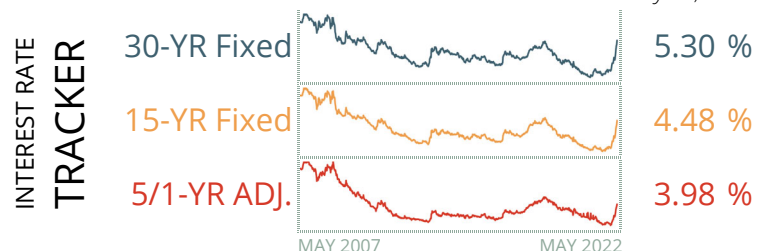
> **The Loudoun County housing market continues to moderate, all local areas had fewer sales than last April.** There were 646 homes sold in Loudoun County in April. This is 246 fewer sales than there were a year ago, representing a sharp 27.6% drop. Last April there was record-breaking sales activity in the county, much stronger than a typical April, so it is somewhat expected that sales activity would be lower than last year. The sharpest slowdown this month was in Aldie zip code 20105 (-43.0%), Lovettsville zip code 20180 (-38.9%), and Ashburn zip code 20147 (-35.7%).

> **Pending sales cool from last year, signal continued market moderation.** There were 728 pending sales in Loudoun County in April, 138 fewer pending sales than last year, which is a 15.9% decline. Most local markets in the county had fewer pending sales this month. The largest decrease was in Lovettsville zip code 20180 (-65.0%), Sterling zip code 20165 (-34.5%), and Leesburg zip code 20176 (-27.0%). There was an increase in pending sales in Purcellville zip code 20132 (+25.0%) and Aldie zip code 20105 (+17.2%).

> **Massive price growth continues throughout the Loudoun County market.** At \$720,000, the April median sales price in the county soared \$110,000 higher than a year ago, which is an 18.0% price jump. This is the second largest increase to the median price the county's housing market has had in seven years. Prices rose in all local markets. The strongest median price growth this month was in Lovettsville zip code 20180 (+42.1%) and Sterling zip code 20164 (+26.8%).

> **Supply continues to increase, but overall inventory remains low.** There were 370 active listings in Loudoun County at the end of April, 93 more listings than a year ago, which is a 33.6% increase in the supply. This is the second straight month of inventory gains in the county and could signal a changing pattern.

May 12, 2022



DAAR Market Dashboard

YoY Chg	Apr-22	Indicator
▼ -27.6%	646	Sales
▼ -15.9%	728	Pending Sales
▼ -8.0%	943	New Listings
▲ 16.6%	\$682,495	Median List Price
▲ 18.0%	\$720,000	Median Sales Price
▲ 16.3%	\$269	Median Price Per Square Foot
▼ -13.0%	\$514.1	Sold Dollar Volume (in millions)
▲ 1.0%	104.7%	Average Sold/Ask Price Ratio
▼ -25.0%	8	Average Days on Market
▲ 33.6%	370	Active Listings
▲ 38.6%	0.5	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.

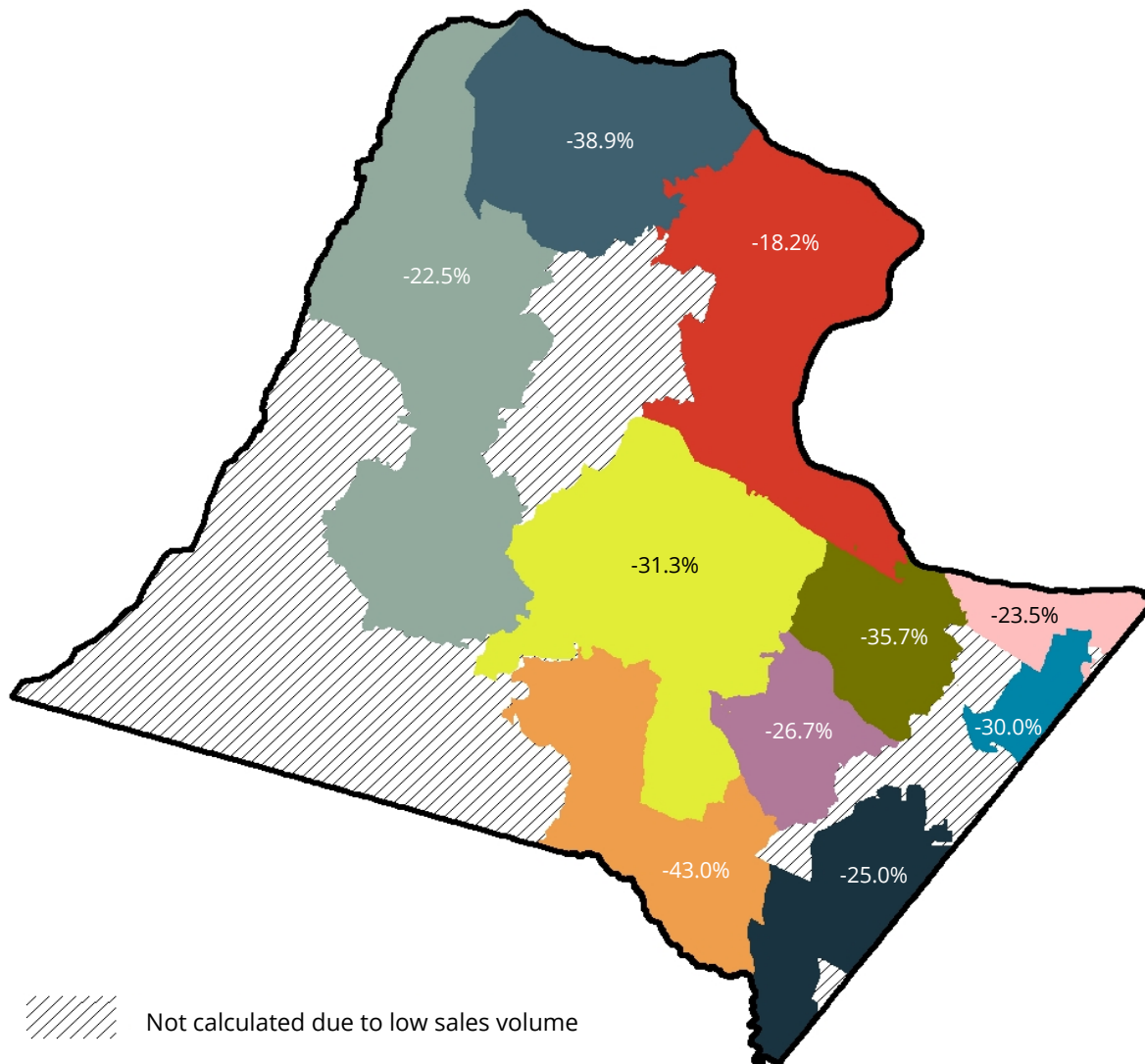
Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

Data Note: The housing market data for all jurisdictions in Virginia was re-benchmarked in November 2021. Please note that Market Indicator Reports released prior to November 2021 were produced using the prior data vintage and may not tie to reports that use the current data set for some metrics. We recommend using the current reports for historical comparative analysis.



Market Activity - DAAR Footprint



Zip Code	Home Sales		
	Apr-21	Apr-22	% Chg
20105 Aldie	86	49	-43.0%
20132 Purcellville	40	31	-22.5%
20147 Ashburn	143	92	-35.7%
20148 Ashburn	146	107	-26.7%
20152 Chantilly	64	48	-25.0%
20164 Sterling	80	56	-30.0%
20165 Sterling	68	52	-23.5%
20175 Leesburg	80	55	-31.3%
20176 Leesburg	88	72	-18.2%
20180 Lovettsville	18	11	-38.9%

Total Market Overview



Key Metrics	2-year Trends	Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20		Apr-22				
Sales		892	646	-27.6%	2,426	1,886	-22.3%
Pending Sales		866	728	-15.9%	2,807	2,269	-19.2%
New Listings		1,025	943	-8.0%	3,136	2,808	-10.5%
Median List Price		\$585,450	\$682,495	16.6%	\$575,000	\$649,900	13.0%
Median Sales Price		\$610,000	\$720,000	18.0%	\$593,000	\$670,000	13.0%
Median Price Per Square Foot		\$231	\$269	16.3%	\$229	\$264	15.2%
Sold Dollar Volume (in millions)		\$590.7	\$514.1	-13.0%	\$1,569.4	\$1,424.7	-9.2%
Average Sold/Ask Price Ratio		103.6%	104.7%	1.0%	102.8%	103.8%	0.9%
Average Days on Market		10	8	-25.0%	12	11	-12.4%
Active Listings		277	370	33.6%	n/a	n/a	n/a
Months of Supply		0.4	0.5	38.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20		Apr-22				
Sales		402	331	-17.7%	1,112	889	-20.1%
Pending Sales		420	316	-24.8%	1,298	1,047	-19.3%
New Listings		527	441	-16.3%	1,486	1,346	-9.4%
Median List Price		\$775,000	\$850,000	9.7%	\$750,000	\$850,000	13.3%
Median Sales Price		\$819,250	\$910,000	11.1%	\$792,000	\$905,000	14.3%
Median Price Per Square Foot		\$214	\$263	22.7%	\$215	\$255	18.7%
Sold Dollar Volume (in millions)		\$343.9	\$331.1	-3.7%	\$925.4	\$874.8	-5.5%
Average Sold/Ask Price Ratio		104.2%	105.0%	0.8%	103.1%	104.1%	1.0%
Average Days on Market		14	8	-40.8%	15	11	-30.9%
Active Listings		138	205	48.6%	n/a	n/a	n/a
Months of Supply		0.4	0.6	54.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

Townhome & Condo Market Overview



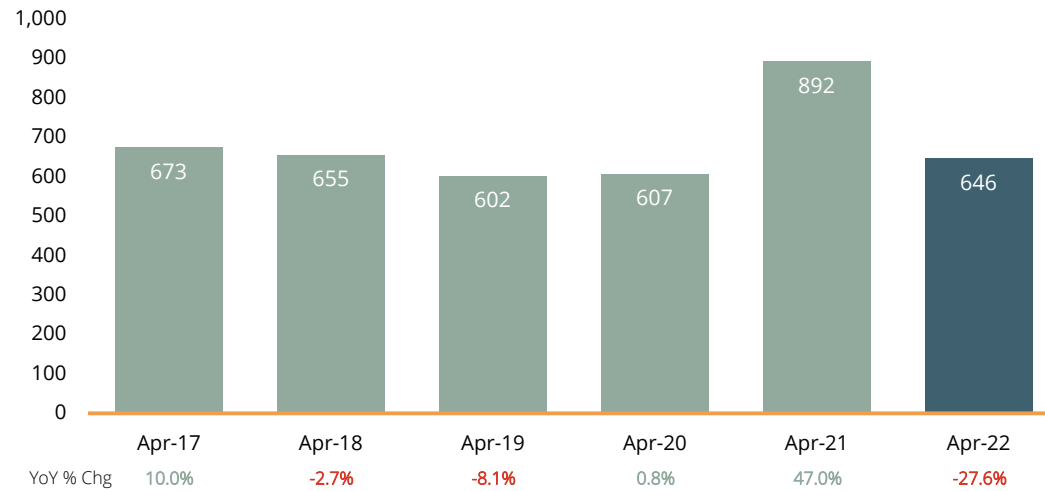
Key Metrics	2-year Trends	Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20		Apr-22				
Sales		490	315	-35.7%	1,314	997	-24.1%
Pending Sales		446	412	-7.6%	1,509	1,222	-19.0%
New Listings		498	502	0.8%	1,650	1,462	-11.4%
Median List Price		\$475,000	\$540,000	13.7%	\$465,000	\$520,000	11.8%
Median Sales Price		\$493,140	\$570,000	15.6%	\$478,500	\$550,000	14.9%
Median Price Per Square Foot		\$244	\$277	13.6%	\$238	\$269	12.9%
Sold Dollar Volume (in millions)		\$246.8	\$183.1	-25.8%	\$644.0	\$549.9	-14.6%
Average Sold/Ask Price Ratio		103.1%	104.3%	1.1%	102.6%	103.5%	0.9%
Average Days on Market		8	7	-2.6%	10	11	13.1%
Active Listings		139	165	18.7%	n/a	n/a	n/a
Months of Supply		0.4	0.5	22.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

Sales



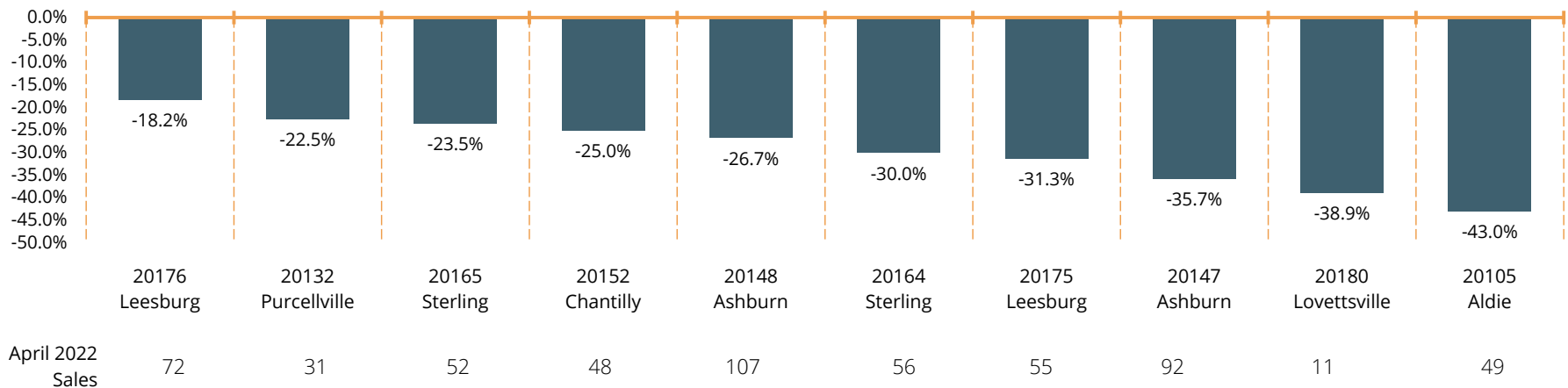
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-22	331	-17.7%	315	-35.7%
12-month Avg	312	-5.3%	352	-4.7%

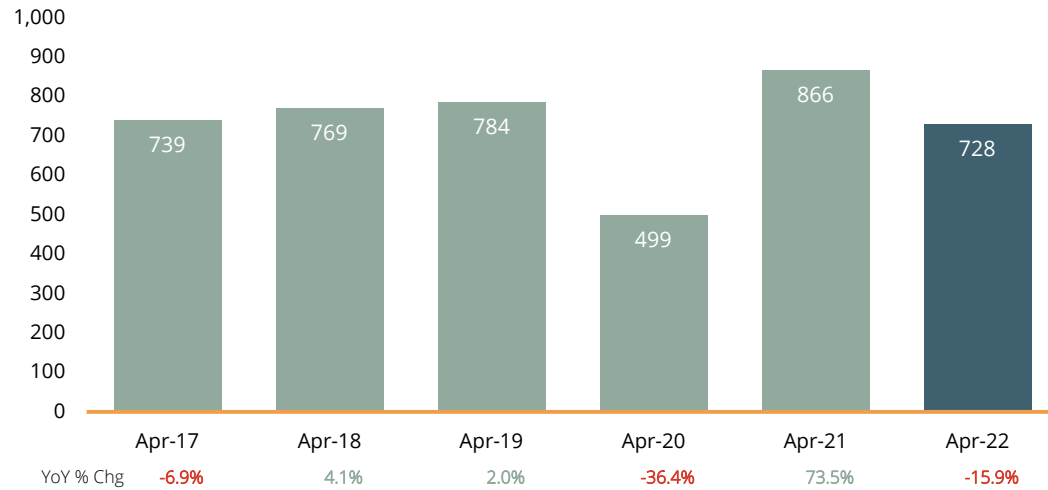
Zip Code

% Change in Sales
Apr-21 to Apr-22



Pending Sales

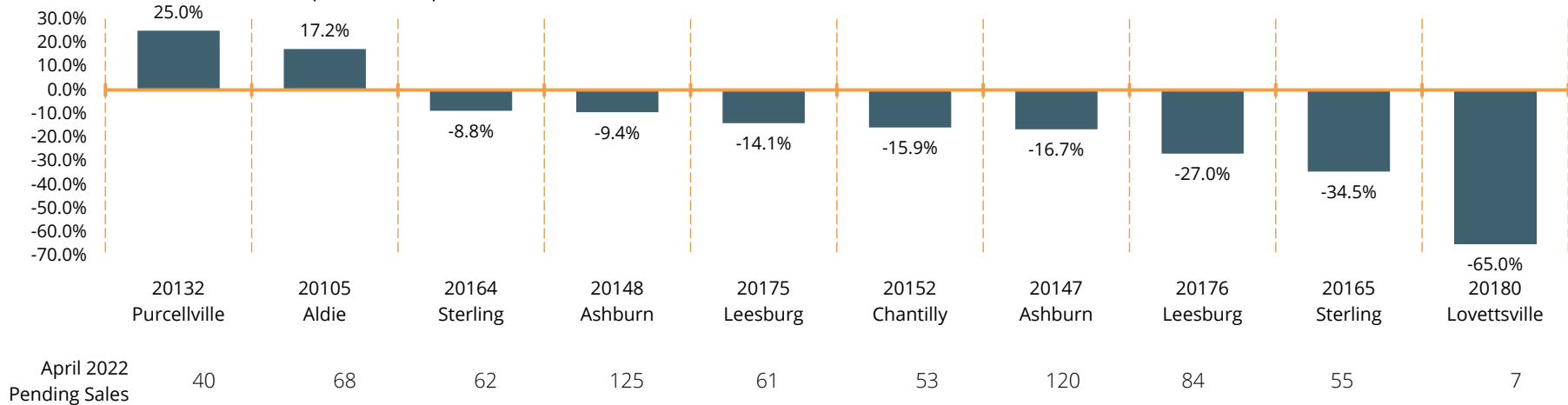
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Apr-22	316	-24.8%	412	-7.6%
12-month Avg	292	-14.2%	346	-8.0%

Zip Code

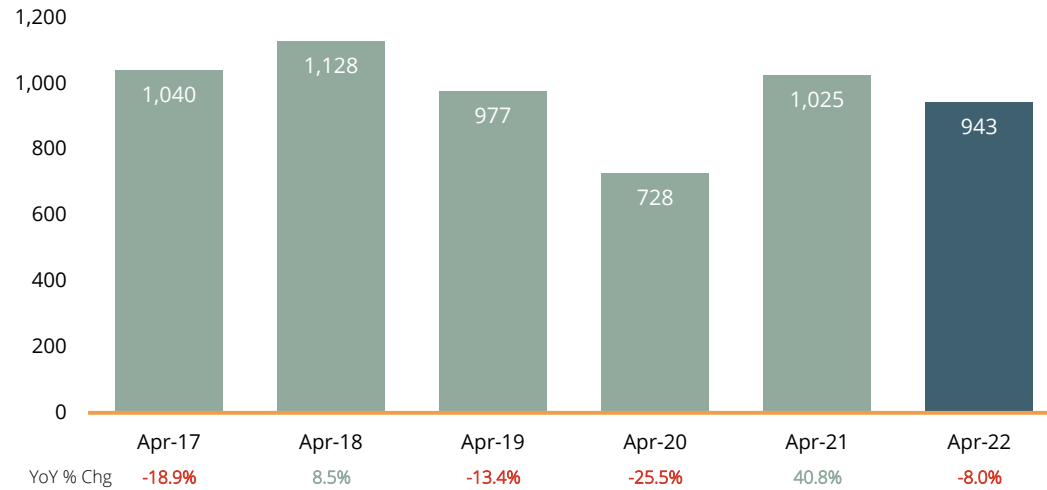
% Change in Pending Sales
Apr-21 to Apr-22



New Listings



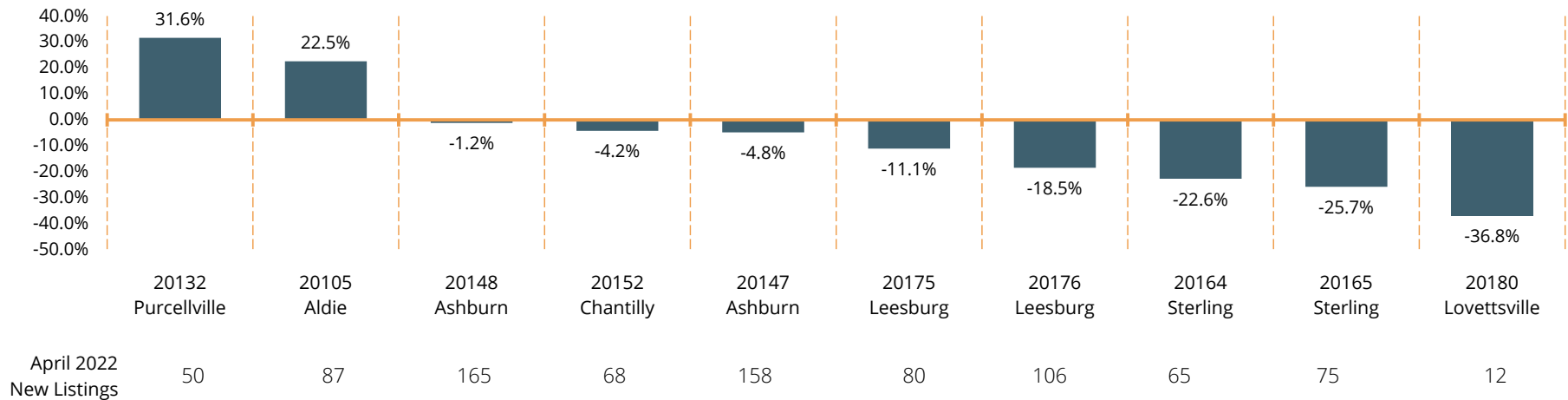
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Apr-22	441	-16.3%	502	0.8%
12-month Avg	352	-4.4%	401	-0.5%

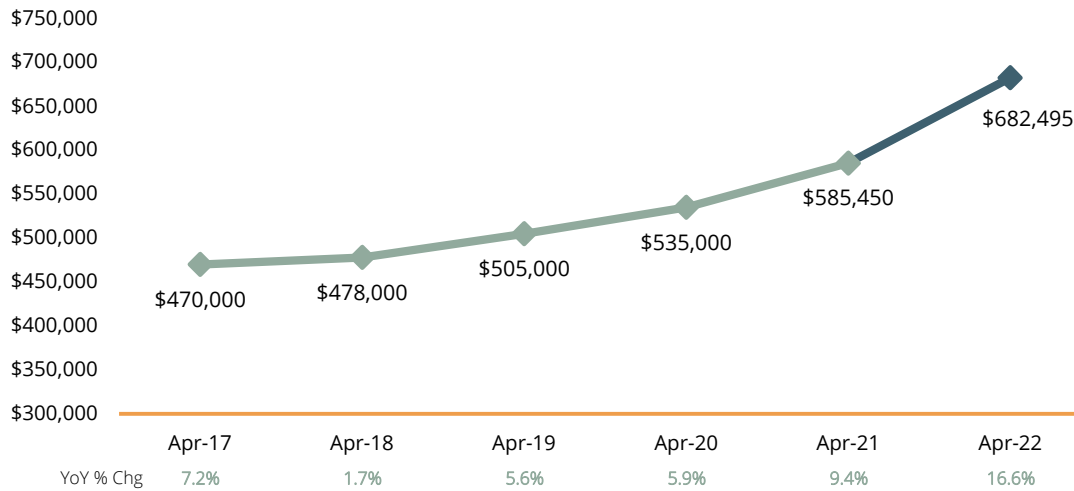
Zip Code

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



Median List Price

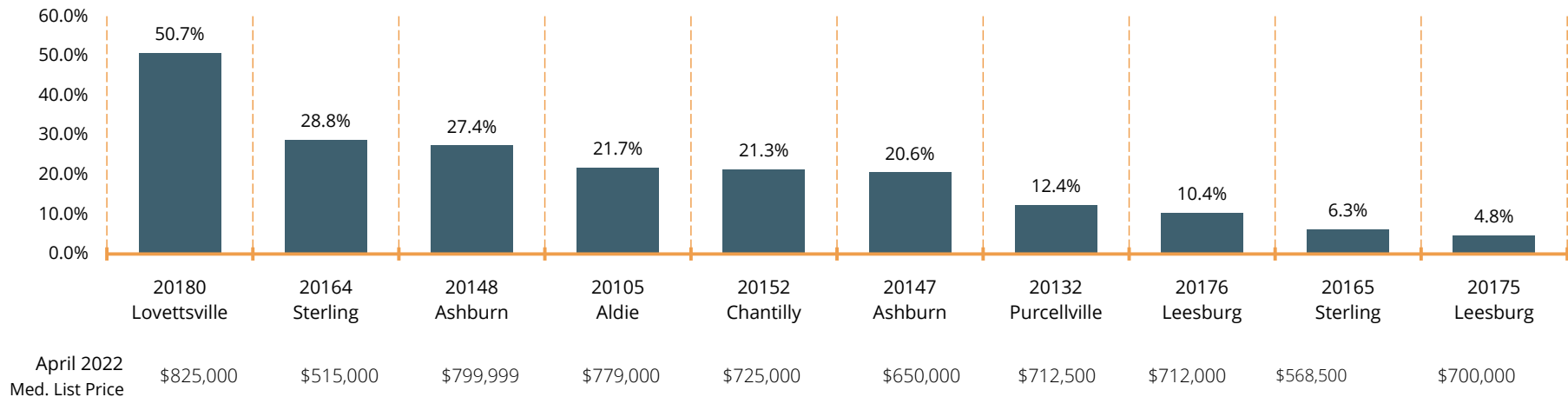
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Apr-22	\$850,000	9.7%	\$540,000	13.7%
12-month Avg	\$822,212	12.3%	\$502,766	11.3%

Zip Code

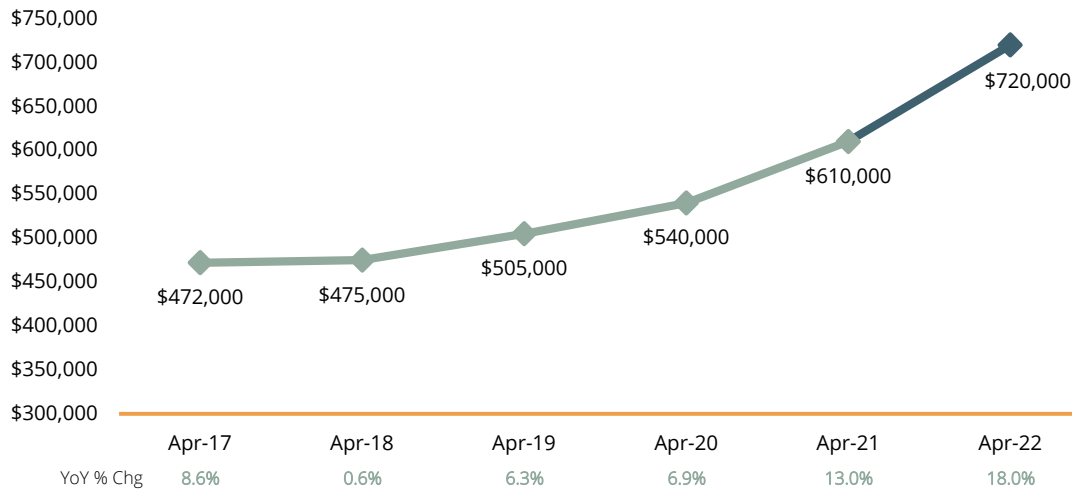
% Change in Median List Price
Apr-21 to Apr-22



Median Sales Price



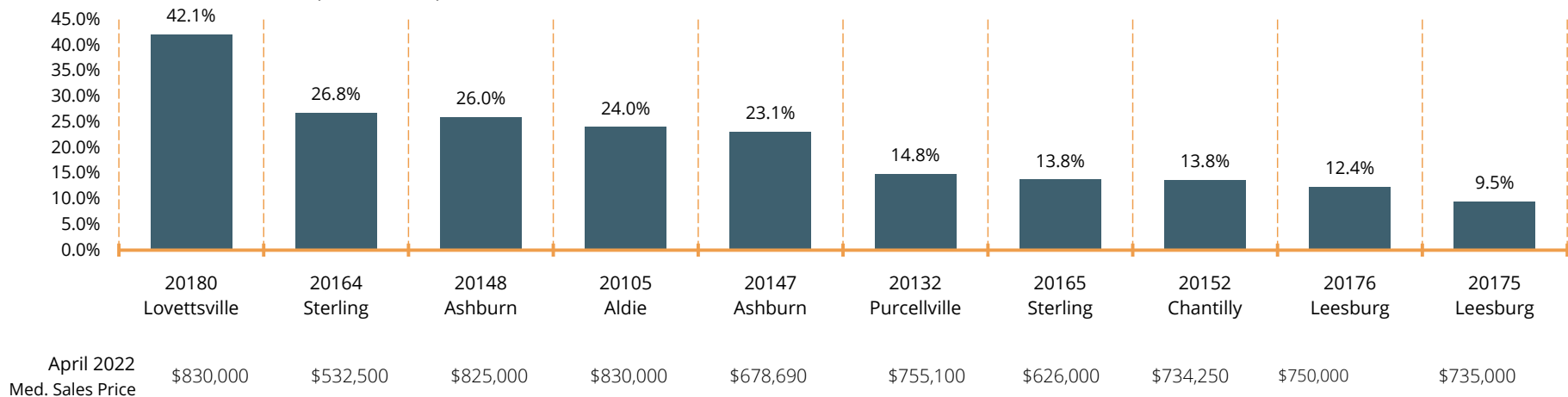
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Apr-22	\$910,000	11.1%	\$570,000	15.6%
12-month Avg	\$850,124	14.0%	\$517,274	13.0%

Zip Code

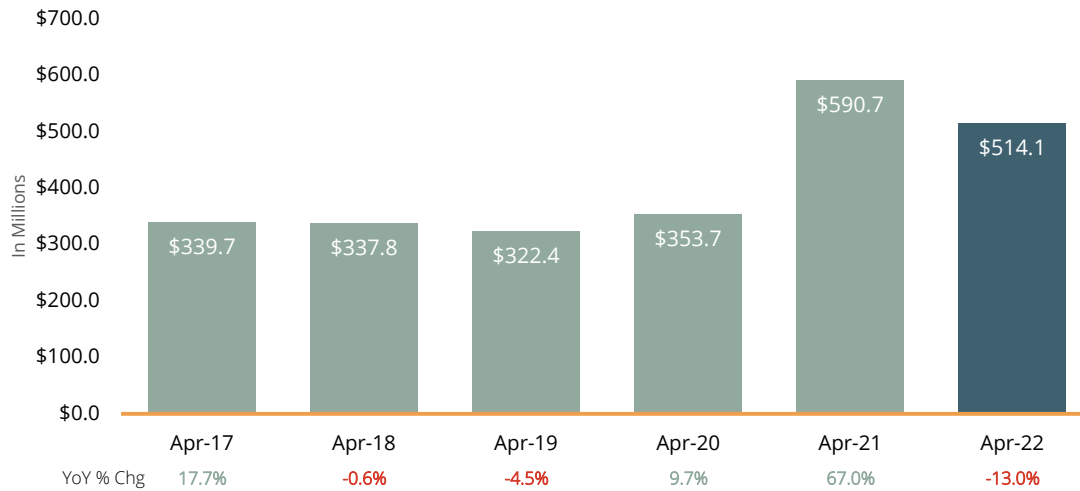
% Change in Median Sales Price
Apr-21 to Apr-22



Sold Dollar Volume (in millions)



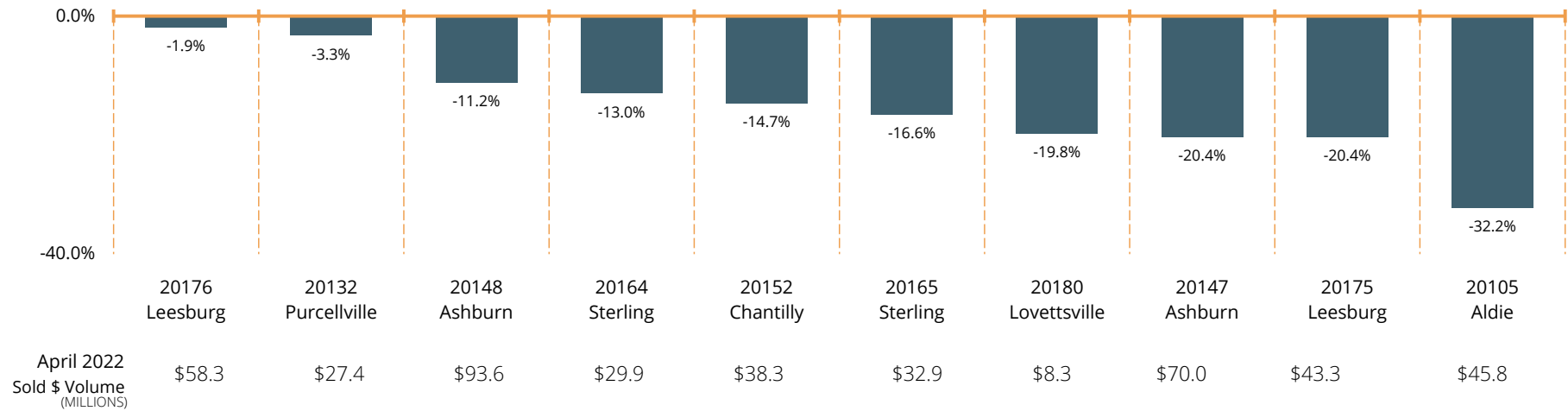
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Apr-22	\$331.1	-3.7%	\$183.1	-25.8%
12-month Avg	\$281.8	9.1%	\$184.5	6.6%

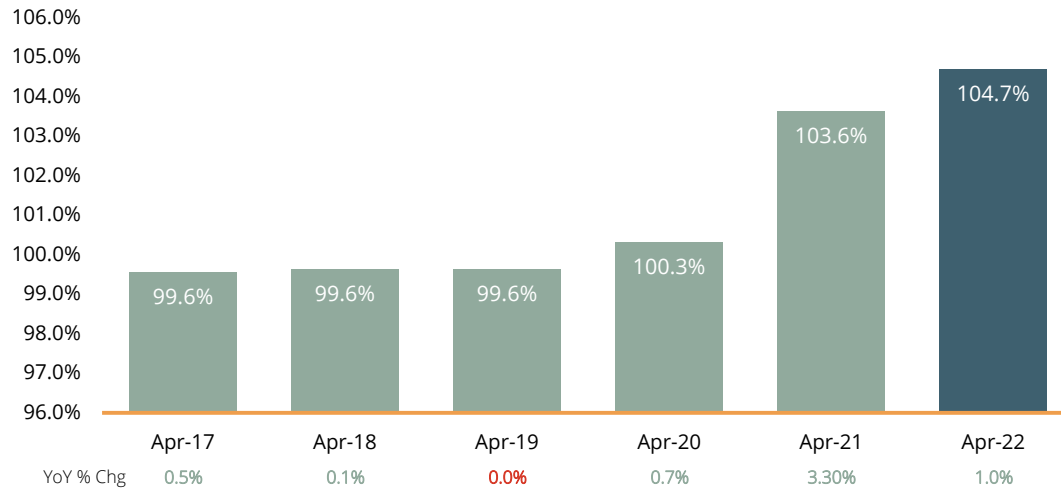
Zip Code

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



Average Sold to Ask Price Ratio

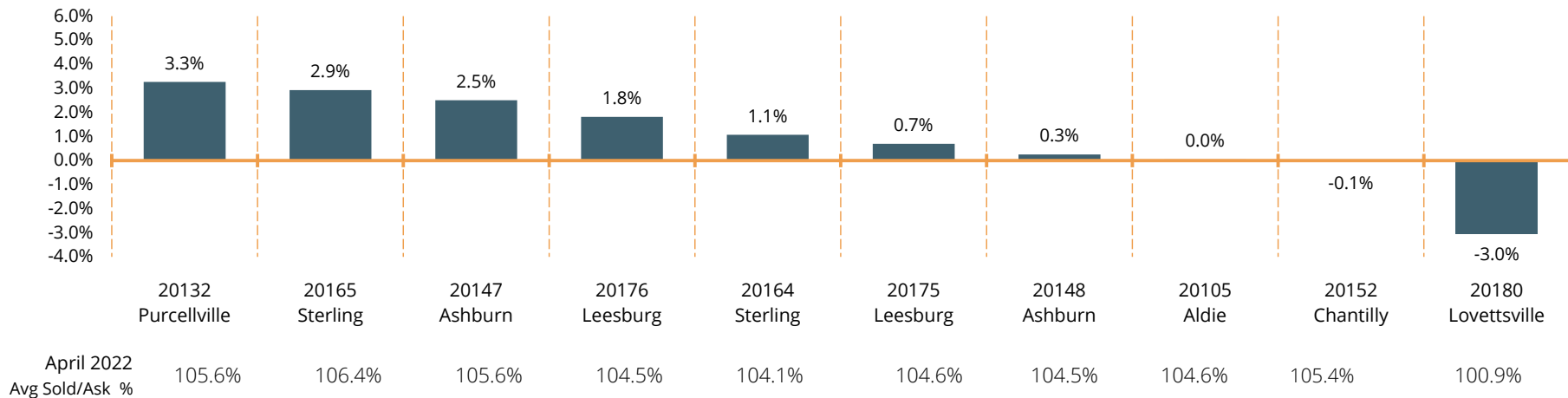
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Apr-22	105.0%	0.8%	104.3%	1.1%
12-month Avg	102.8%	1.5%	102.1%	1.0%

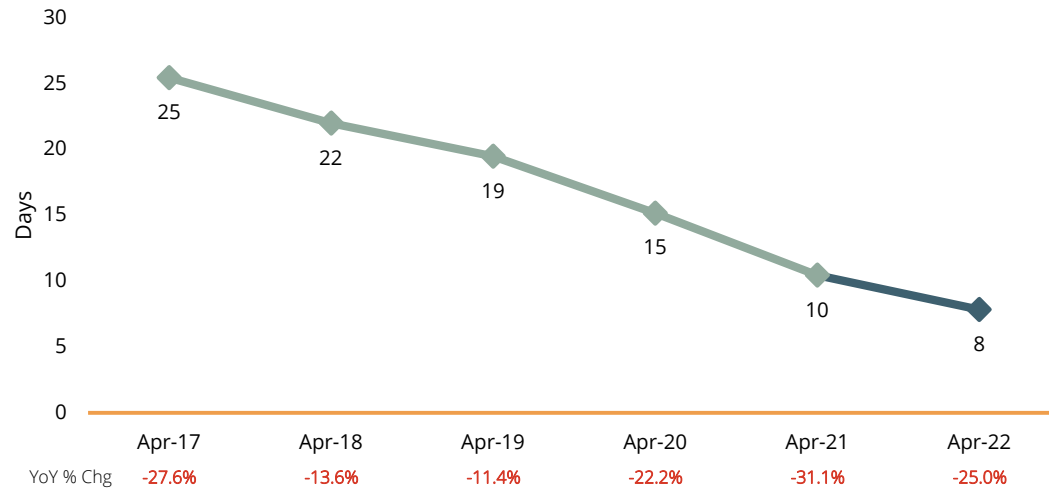
Zip Code

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



Average Days on Market

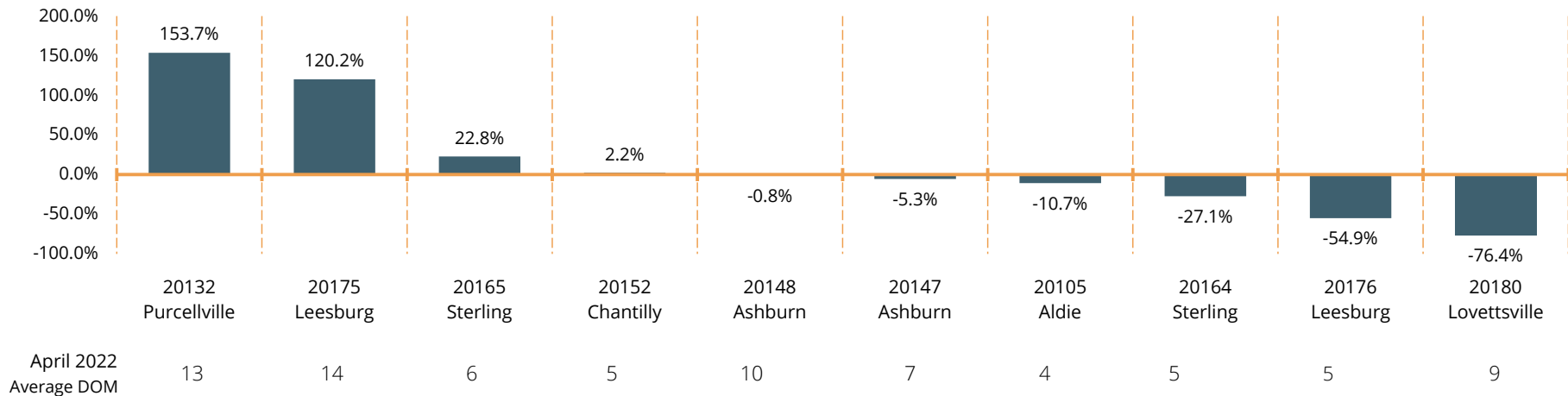
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Apr-22	8	-40.8%	7	-2.6%
12-month Avg	13	-30.8%	12	-9.6%

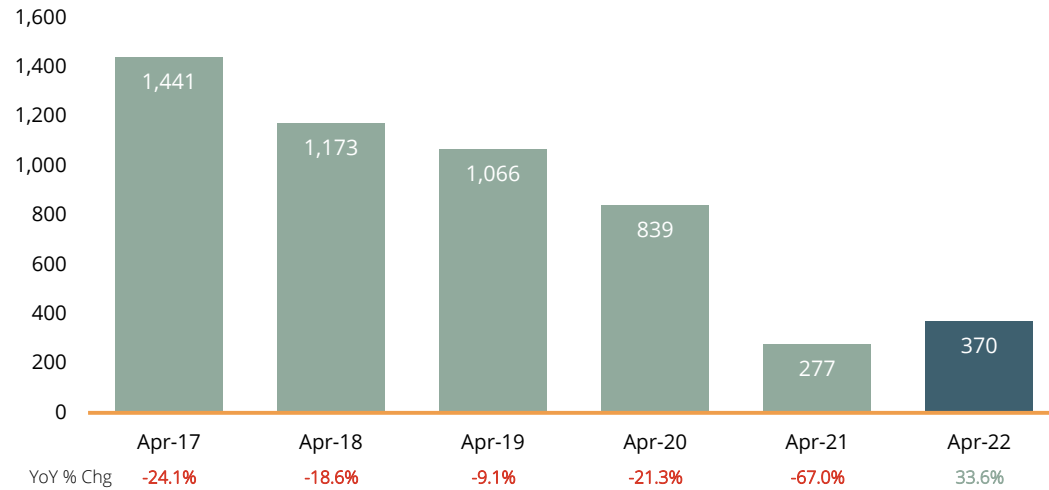
Zip Code

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



Active Listings

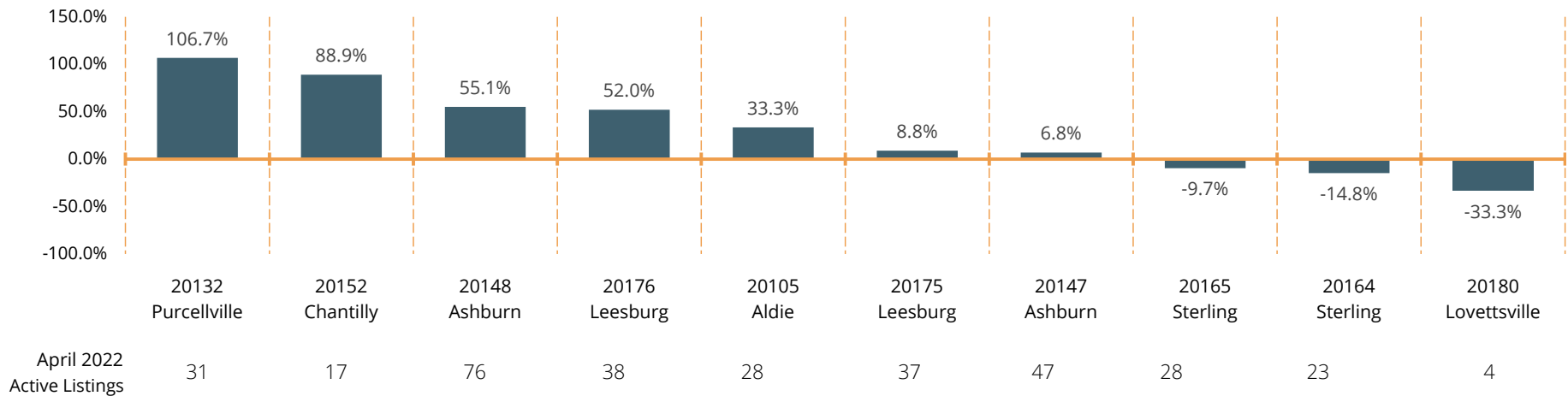
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-22	205	48.6%	165	18.7%
12-month Avg	170	-30.7%	181	2.7%

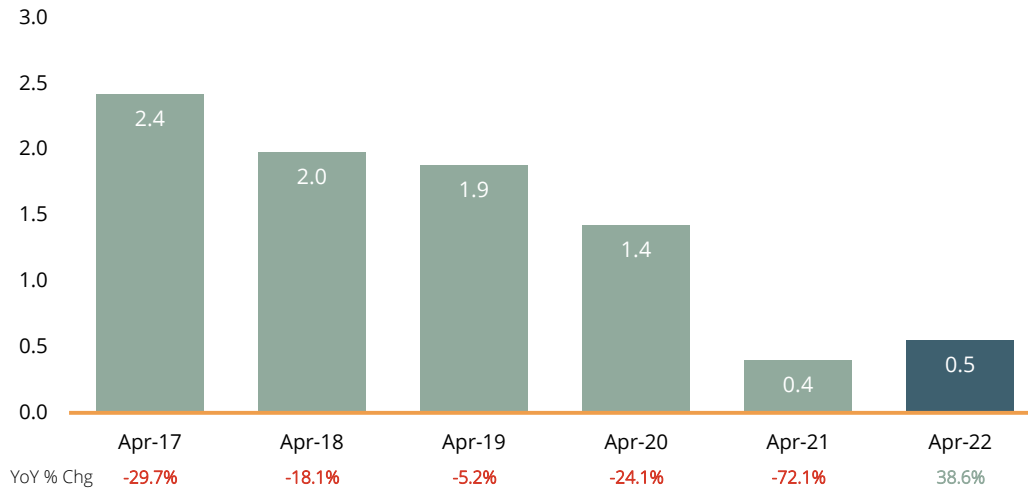
Zip Code

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



Months Supply

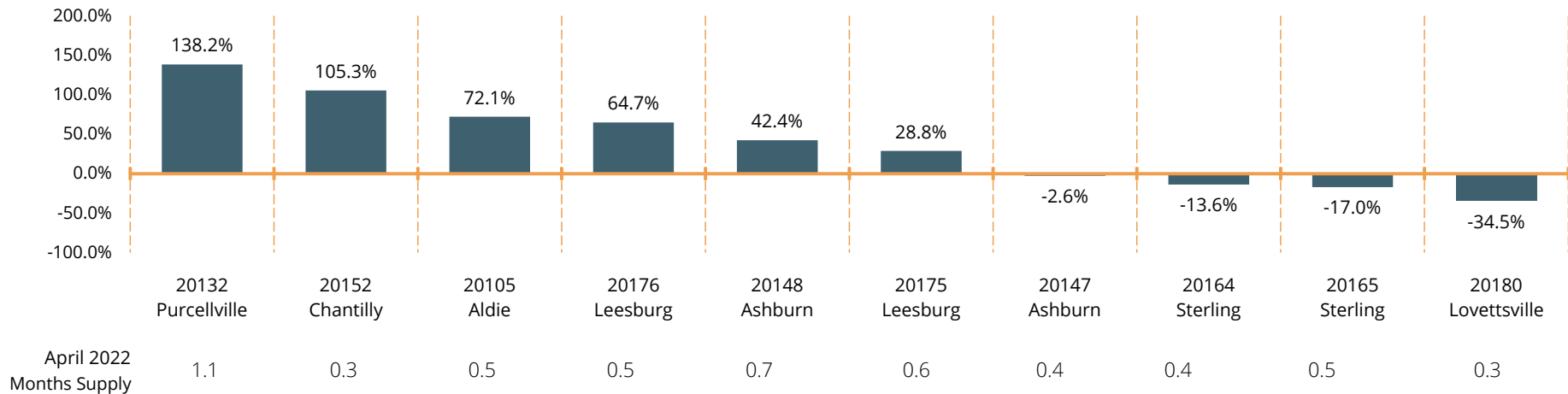
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Apr-22	0.6	54.6%	0.5	22.9%
12-month Avg	0.5	-41.4%	0.5	-14.2%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Loudoun County	1025	943	-8.0%	892	646	-27.6%	\$610,000	\$720,000	18.0%	277	370	33.6%	0.4	0.5	38.6%
20105	71	87	22.5%	86	49	-43.0%	\$669,128	\$830,000	24.0%	21	28	33.3%	0.3	0.5	72.1%
20132	38	50	31.6%	40	31	-22.5%	\$657,500	\$755,100	14.8%	15	31	106.7%	0.5	1.1	138.2%
20147	166	158	-4.8%	143	92	-35.7%	\$551,126	\$678,690	23.1%	44	47	6.8%	0.5	0.4	-2.6%
20148	167	165	-1.2%	146	107	-26.7%	\$655,000	\$825,000	26.0%	49	76	55.1%	0.5	0.7	42.4%
20152	71	68	-4.2%	64	48	-25.0%	\$645,470	\$734,250	13.8%	9	17	88.9%	0.2	0.3	105.3%
20164	84	65	-22.6%	80	56	-30.0%	\$420,000	\$532,500	26.8%	27	23	-14.8%	0.5	0.4	-13.6%
20165	101	75	-25.7%	68	52	-23.5%	\$550,000	\$626,000	13.8%	31	28	-9.7%	0.6	0.5	-17.0%
20175	90	80	-11.1%	80	55	-31.3%	\$671,250	\$735,000	9.5%	34	37	8.8%	0.5	0.6	28.8%
20176	130	106	-18.5%	88	72	-18.2%	\$667,500	\$750,000	12.4%	25	38	52.0%	0.3	0.5	64.7%
20180	19	12	-36.8%	18	11	-38.9%	\$584,000	\$830,000	42.1%	6	4	-33.3%	0.4	0.3	-34.5%



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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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.