

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

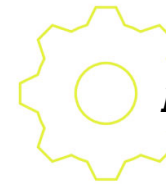
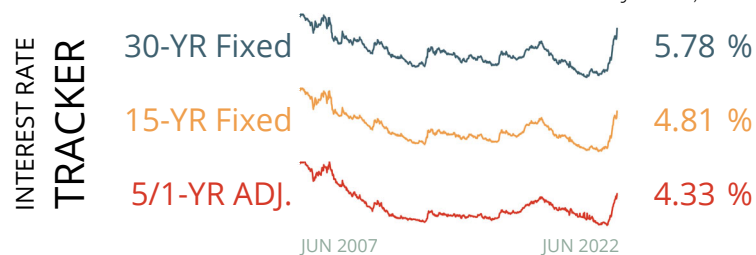
# DAAR Market Indicators Report



## Key Market Trends: May 2022

- > **Sales activity continues to cool in the Loudoun County housing market.** There were 718 home sales across the county in May, 147 fewer sales than last year, which is a 17.0% decline. Sales activity has been trending down for nine straight months in the county compared to the busy pace last year. At the local level, the sharpest drop occurred in Lovettsville zip code 20180 (-47.4%), Purcellville zip code 20132 (-25.6%), and Ashburn zip code 20147 (-21.9%). Aldie zip code 20105 was the only local market to have an increase in sales activity compared to last May (+12.9%).
- > **Sharp drop in pending sales in Loudoun County, market slowdown underway.** There were 713 pending sales throughout the county in May, 223 fewer pending sales than last year, which is a 23.8% decrease from last year. The Loudoun County housing market has been moderating since last summer. At the local level Leesburg zip code 20176 had 43 fewer pending sales (-34.4%) and Sterling zip code 20165 had 26 fewer pending sales than last May (-28.6%).
- > **Home prices continue to climb rapidly amid market slowdown, reflect tight inventory conditions.** The median sales price in Loudoun County in May was \$699,950, rising 11.1% from a year ago, which is a gain of \$69,950. Most local markets in the county continue to experience strong upward pressure on home prices. The largest price gains this month were in Lovettsville zip code 20180 (+22.3%), Aldie zip code 20105 (+19.8%), and Sterling zip code 20165 (+13.1%).
- > **Inventory continues to build up as market cools down, however, supply levels are still tight.** There were 464 active listings in Loudoun County at the end of May, 186 more listings than a year ago, which is a 66.9% jump in supply. This is the third straight month of inventory gains in the county as market activity has slowed down.

June 16, 2022



## DAAR Market Dashboard

YoY Chg	May-22	Indicator
▼ -17.0%	718	Sales
▼ -23.8%	713	Pending Sales
▼ -5.6%	937	New Listings
▲ 12.5%	\$674,900	Median List Price
▲ 11.1%	\$699,950	Median Sales Price
▲ 12.5%	\$267	Median Price Per Square Foot
▼ -9.2%	\$544.4	Sold Dollar Volume (in millions)
▼ -0.6%	103.5%	Average Sold/Ask Price Ratio
▼ -9.7%	7	Average Days on Market
▲ 66.9%	464	Active Listings
▲ 82.6%	0.7	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.

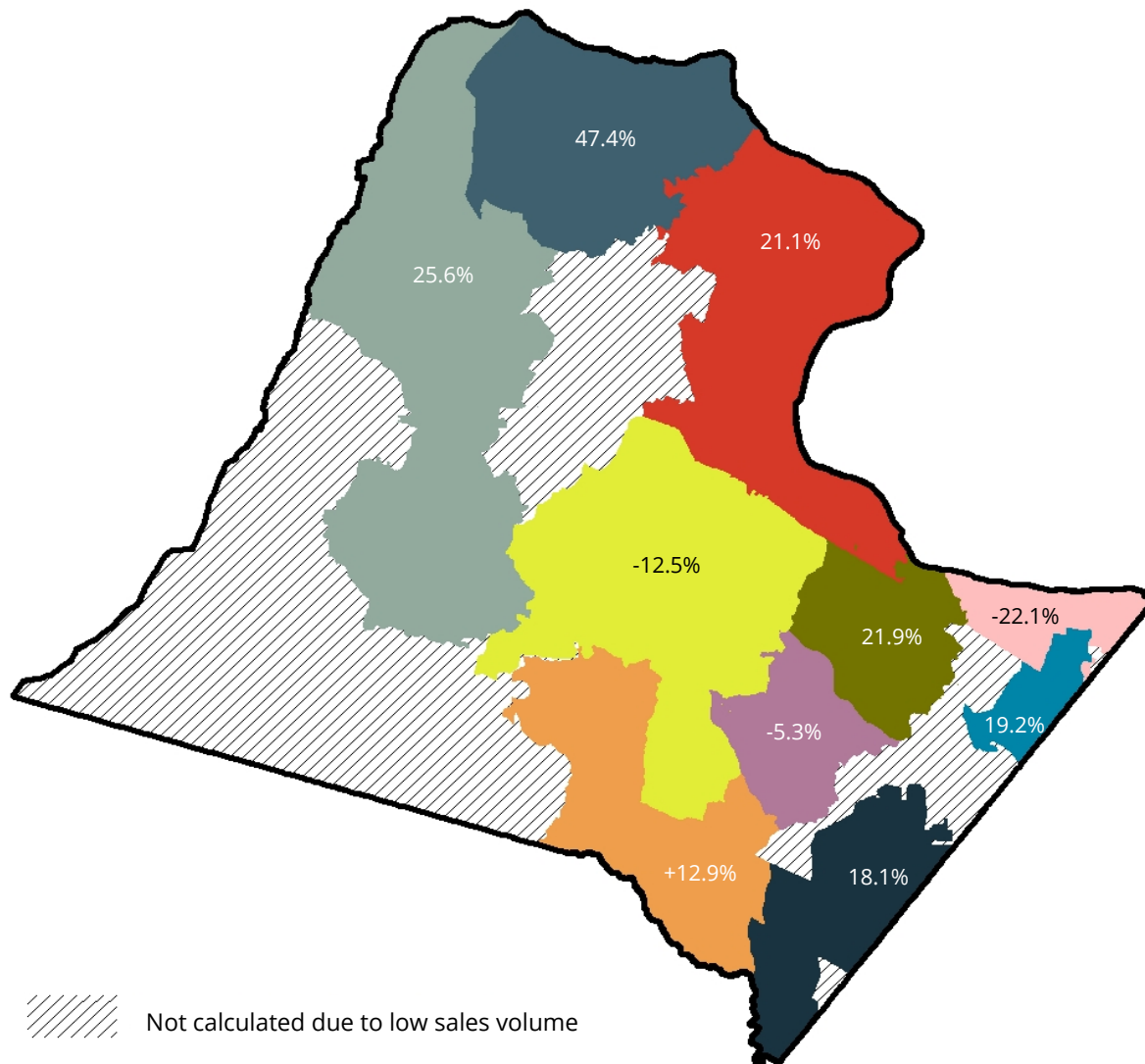
## **Are You Ready to Buy or Sell Real Estate?**

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		
	May-21	May-22	% Chg
20105 Aldie	62	70	12.9%
20132 Purcellville	43	32	-25.6%
20147 Ashburn	137	107	-21.9%
20148 Ashburn	133	126	-5.3%
20152 Chantilly	72	59	-18.1%
20164 Sterling	73	59	-19.2%
20165 Sterling	77	60	-22.1%
20175 Leesburg	64	56	-12.5%
20176 Leesburg	114	90	-21.1%
20180 Lovettsville	19	10	-47.4%

# Total Market Overview



Key Metrics	May-20	2-year Trends	May-21	May-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales			865	<b>718</b>	-17.0%	3,291	<b>2,604</b>	-20.9%
Pending Sales			936	<b>713</b>	-23.8%	3,743	<b>2,982</b>	-20.3%
New Listings			993	<b>937</b>	-5.6%	4,129	<b>3,745</b>	-9.3%
Median List Price			\$600,000	<b>\$674,900</b>	12.5%	\$585,000	<b>\$650,000</b>	11.1%
Median Sales Price			\$630,000	<b>\$699,950</b>	11.1%	\$602,000	<b>\$680,000</b>	13.0%
Median Price Per Square Foot			\$237	<b>\$267</b>	12.5%	\$231	<b>\$264</b>	14.5%
Sold Dollar Volume (in millions)			\$599.3	<b>\$544.4</b>	-9.2%	\$2,168.7	<b>\$1,969.1</b>	-9.2%
Average Sold/Ask Price Ratio			104.1%	<b>103.5%</b>	-0.6%	103.2%	<b>103.7%</b>	0.5%
Average Days on Market			8	<b>7</b>	-9.7%	11	<b>10</b>	-11.9%
Active Listings			278	<b>464</b>	66.9%	n/a	<b>n/a</b>	n/a
Months of Supply			0.4	<b>0.7</b>	82.6%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends	May-21	May-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	May-20		May-22				
Sales		425	<b>321</b>	-24.5%	1,537	<b>1,210</b>	-21.3%
Pending Sales		474	<b>374</b>	-21.1%	1,772	<b>1,421</b>	-19.8%
New Listings		498	<b>486</b>	-2.4%	1,984	<b>1,832</b>	-7.7%
Median List Price		\$779,900	<b>\$899,999</b>	15.4%	\$760,000	<b>\$869,950</b>	14.5%
Median Sales Price		\$815,000	<b>\$950,000</b>	16.6%	\$800,000	<b>\$915,000</b>	14.4%
Median Price Per Square Foot		\$223	<b>\$254</b>	13.5%	\$218	<b>\$254</b>	16.8%
Sold Dollar Volume (in millions)		\$372.2	<b>\$314.7</b>	-15.5%	\$1,297.6	<b>\$1,189.5</b>	-8.3%
Average Sold/Ask Price Ratio		104.6%	<b>104.0%</b>	-0.6%	103.5%	<b>104.1%</b>	0.6%
Average Days on Market		9	<b>6</b>	-26.2%	14	<b>10</b>	-28.9%
Active Listings		129	<b>242</b>	87.6%	n/a	<b>n/a</b>	n/a
Months of Supply		0.4	<b>0.8</b>	108.9%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



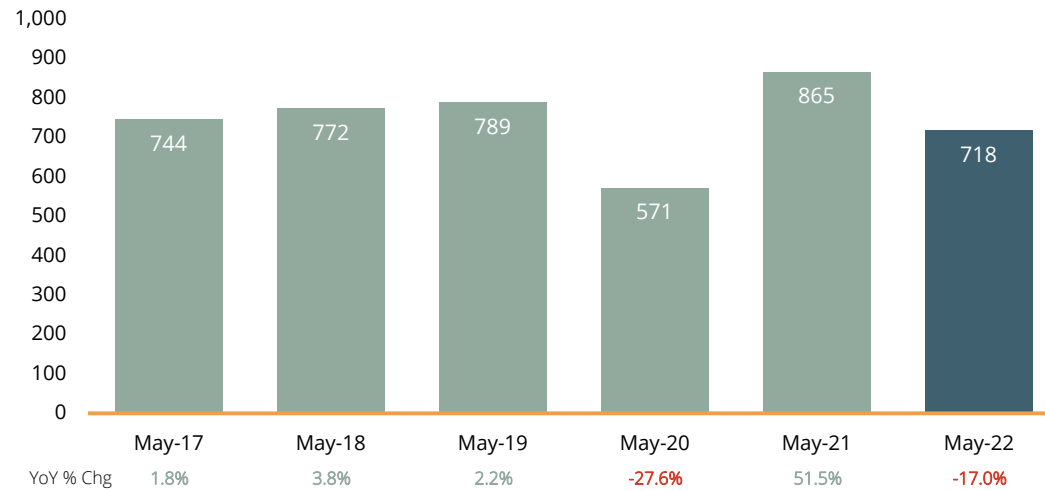
Key Metrics	2-year Trends	May-21	May-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	May-20		May-22				
Sales		440	<b>397</b>	-9.8%	1,754	<b>1,394</b>	-20.5%
Pending Sales		462	<b>339</b>	-26.6%	1,971	<b>1,561</b>	-20.8%
New Listings		495	<b>451</b>	-8.9%	2,145	<b>1,913</b>	-10.8%
Median List Price		\$475,000	<b>\$549,990</b>	15.8%	\$469,900	<b>\$525,000</b>	11.7%
Median Sales Price		\$502,695	<b>\$562,500</b>	11.9%	\$485,000	<b>\$550,000</b>	13.4%
Median Price Per Square Foot		\$245	<b>\$277</b>	12.9%	\$240	<b>\$271</b>	12.9%
Sold Dollar Volume (in millions)		\$227.0	<b>\$229.7</b>	1.2%	\$871.1	<b>\$779.6</b>	-10.5%
Average Sold/Ask Price Ratio		103.6%	<b>103.1%</b>	-0.5%	102.8%	<b>103.3%</b>	0.5%
Average Days on Market		7	<b>8</b>	9.1%	9	<b>10</b>	10.9%
Active Listings		149	<b>222</b>	49.0%	n/a	<b>n/a</b>	n/a
Months of Supply		0.4	<b>0.6</b>	60.4%	n/a	<b>n/a</b>	n/a

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

# Sales



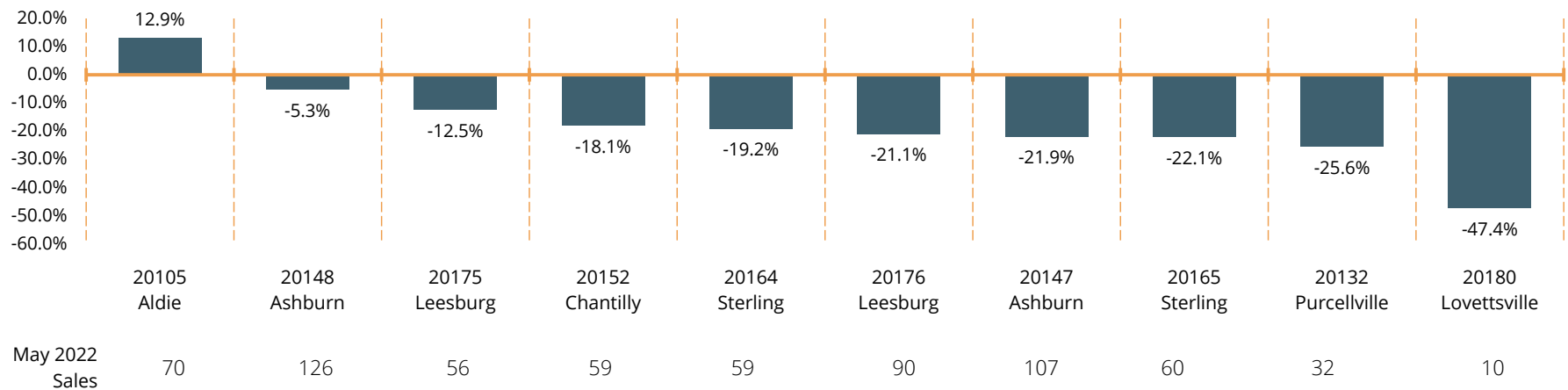
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
May-22	321	-24.5%	397	-9.8%
12-month Avg	304	-11.6%	348	-8.4%

## Zip Code

% Change in Sales  
May-21 to May-22

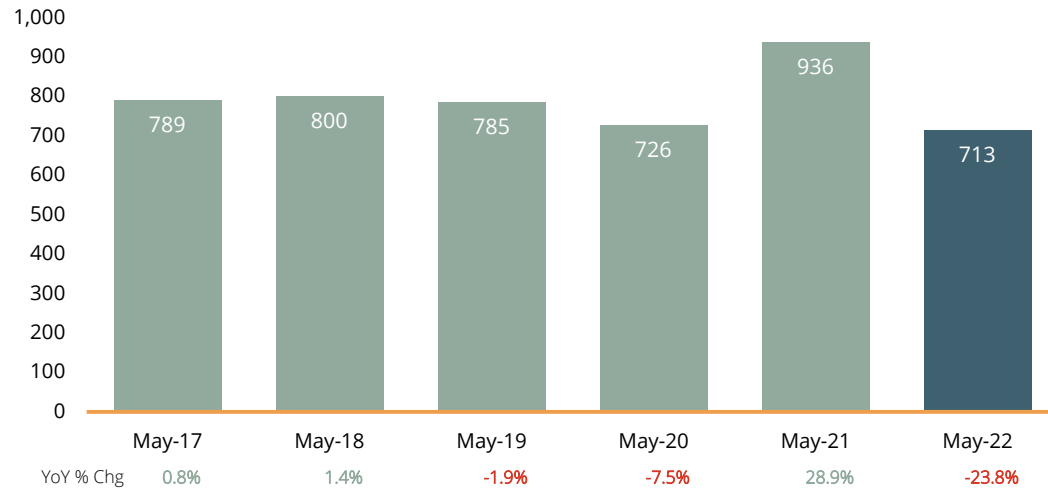




# Pending Sales



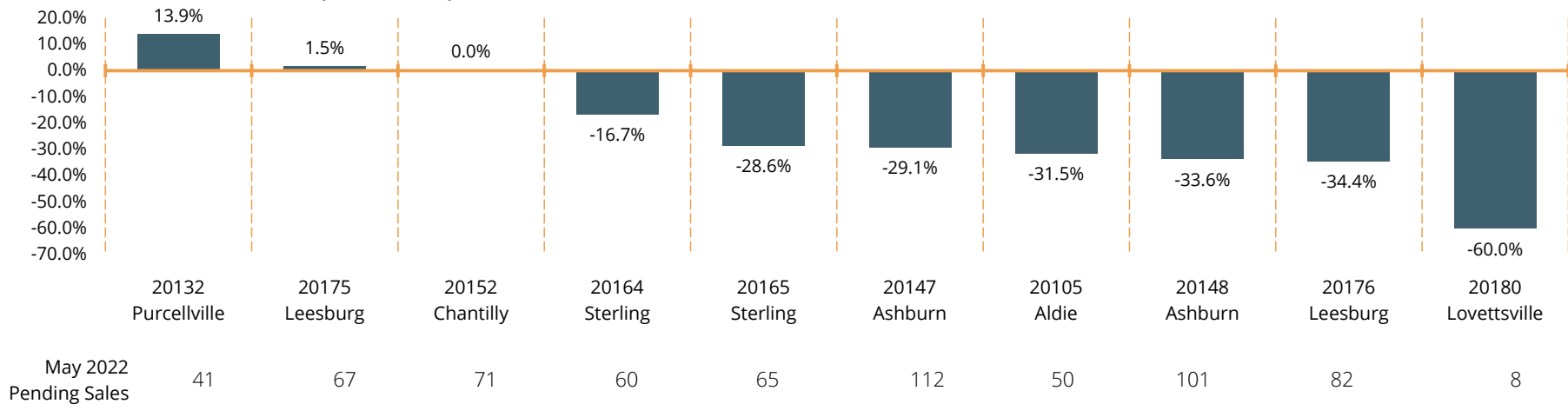
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
May-22	374	-21.1%	339	-26.6%
12-month Avg	284	-19.1%	336	-12.4%

## Zip Code

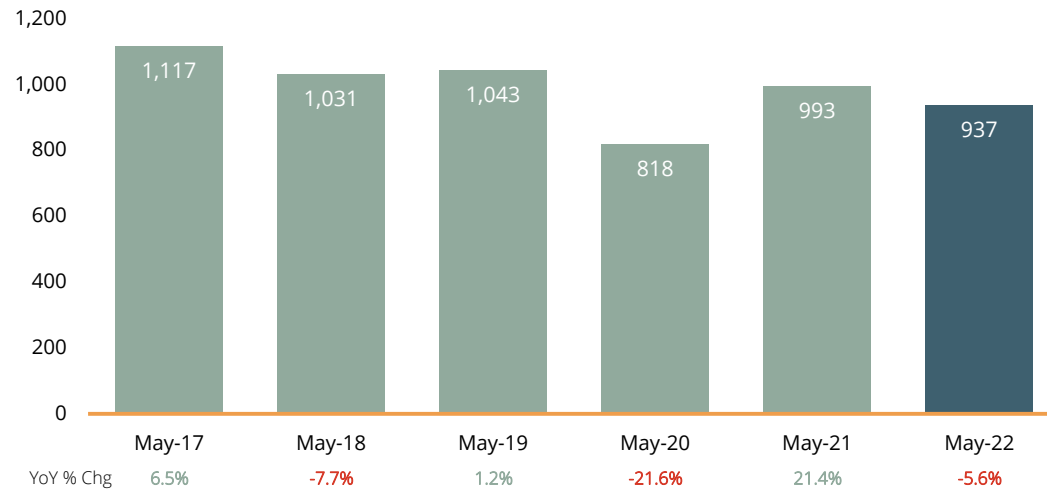
% Change in Pending Sales  
May-21 to May-22



# New Listings



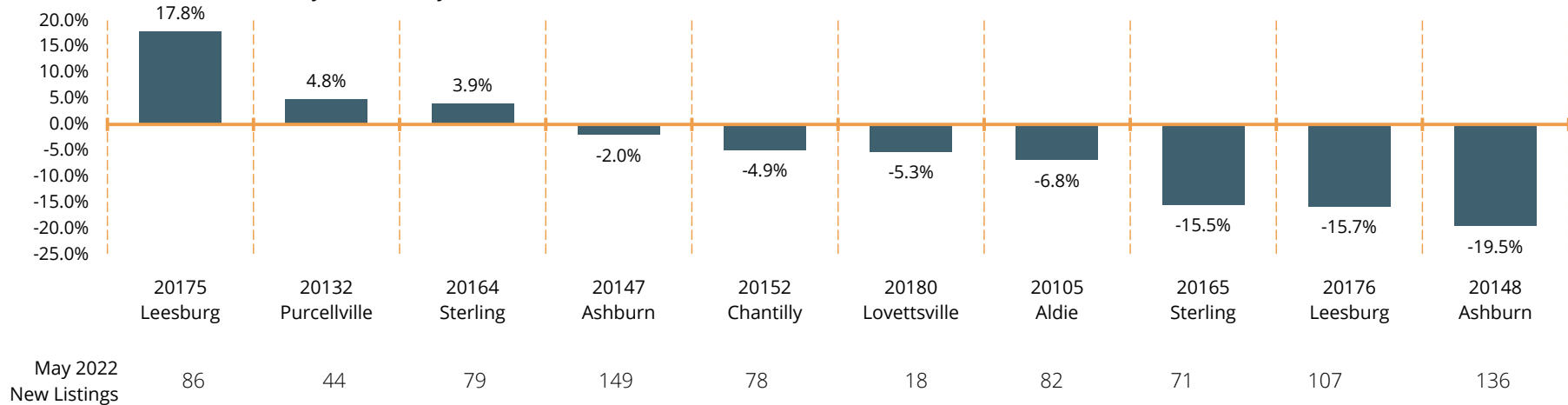
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
May-22	486	-2.4%	451	-8.9%
12-month Avg	351	-6.4%	398	-3.2%

## Zip Code

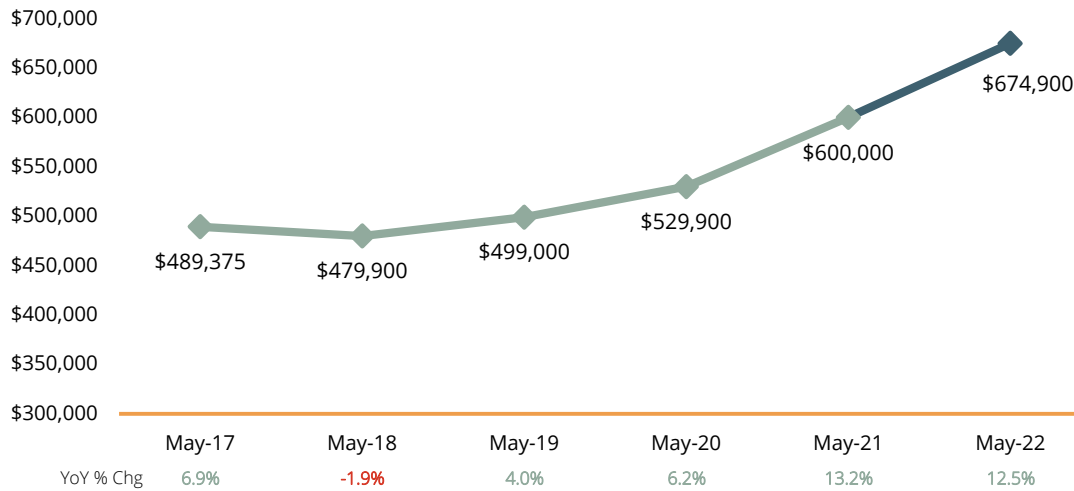
% Change in New Listings  
May-21 to May-22



# Median List Price



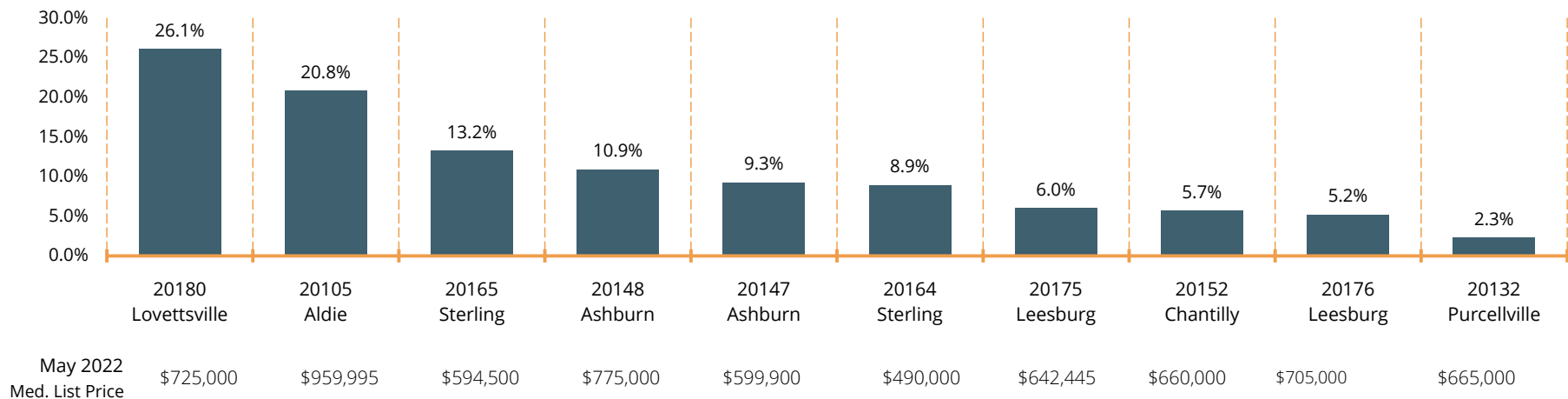
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
May-22	\$899,999	15.4%	\$549,990	15.8%
12-month Avg	\$832,221	12.6%	\$509,015	12.1%

## Zip Code

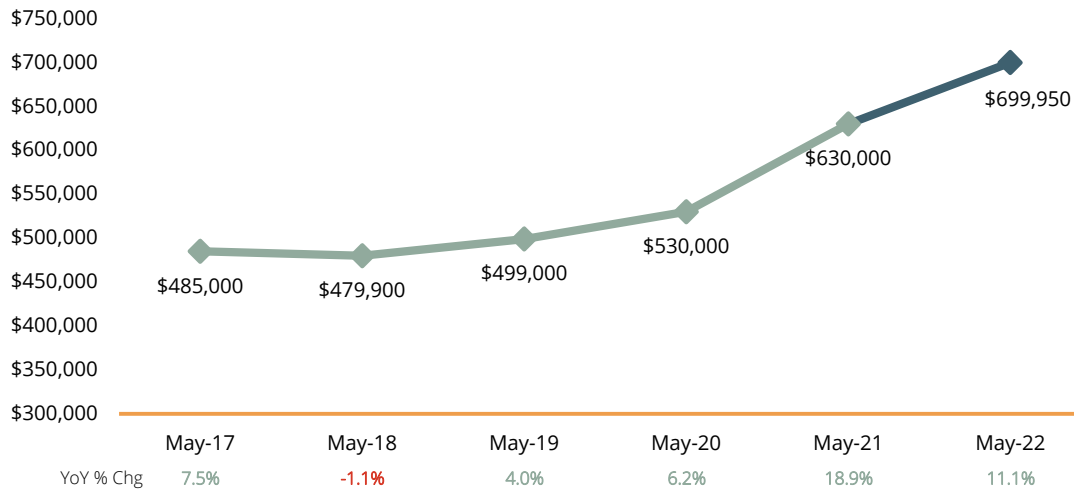
% Change in Median List Price  
May-21 to May-22



# Median Sales Price



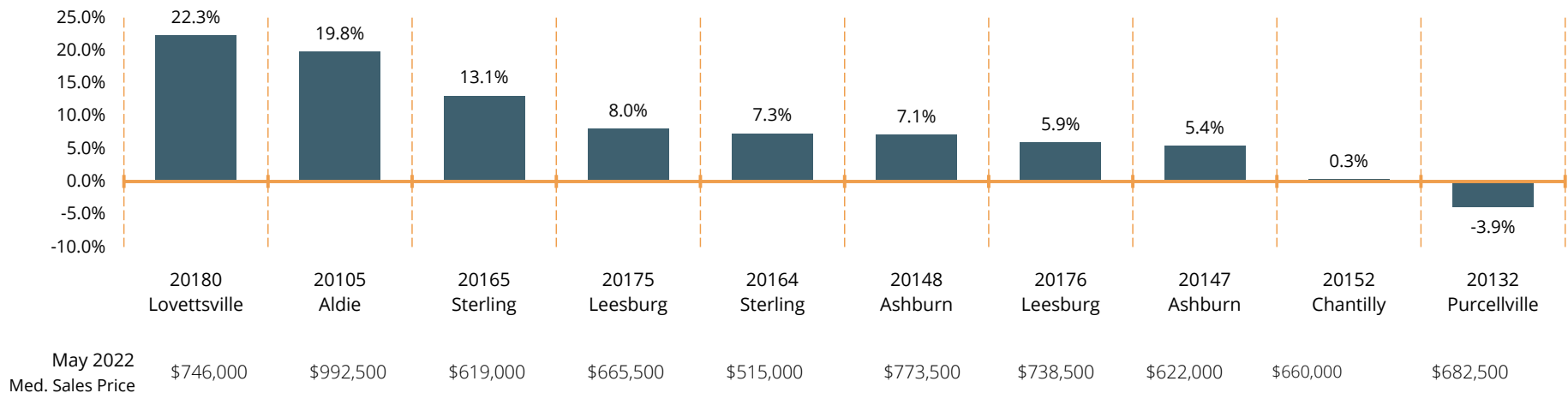
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
May-22	\$950,000	16.6%	\$562,500	11.9%
12-month Avg	\$861,374	14.0%	\$522,258	12.9%

## Zip Code

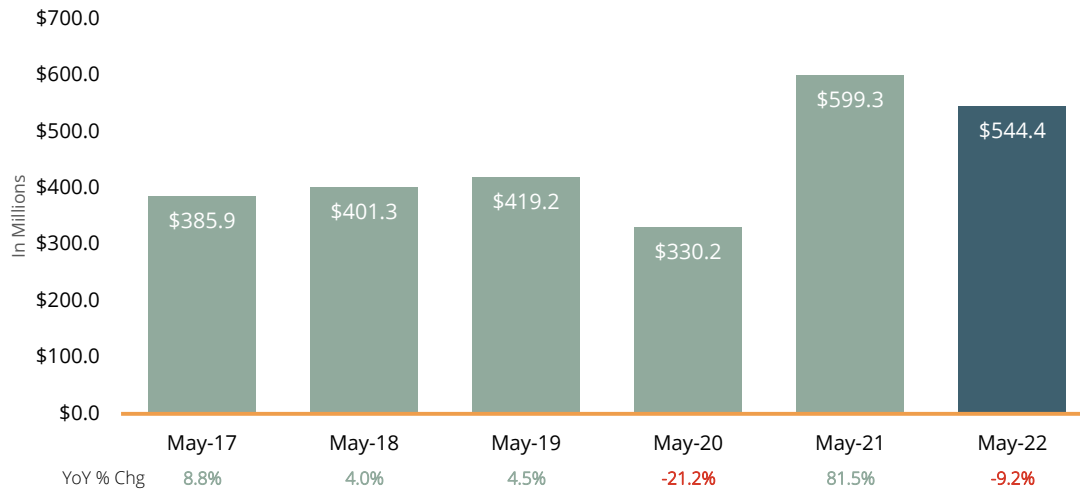
% Change in Median Sales Price  
May-21 to May-22



# Sold Dollar Volume (in millions)



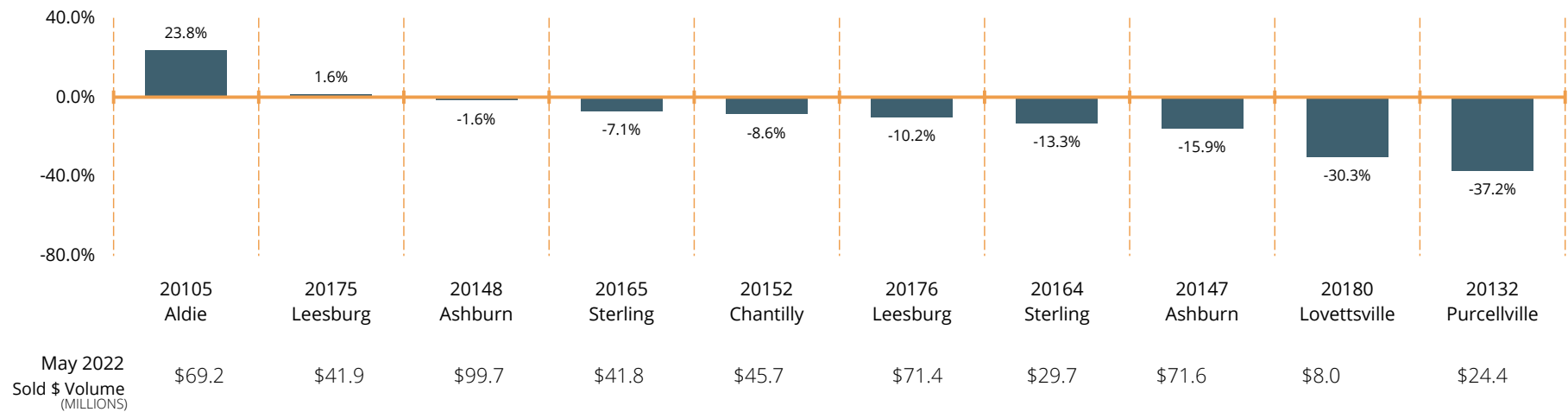
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-22	\$314.7	-15.5%	\$229.7	1.2%
12-month Avg	\$277.0	1.3%	\$184.7	2.4%

## Zip Code

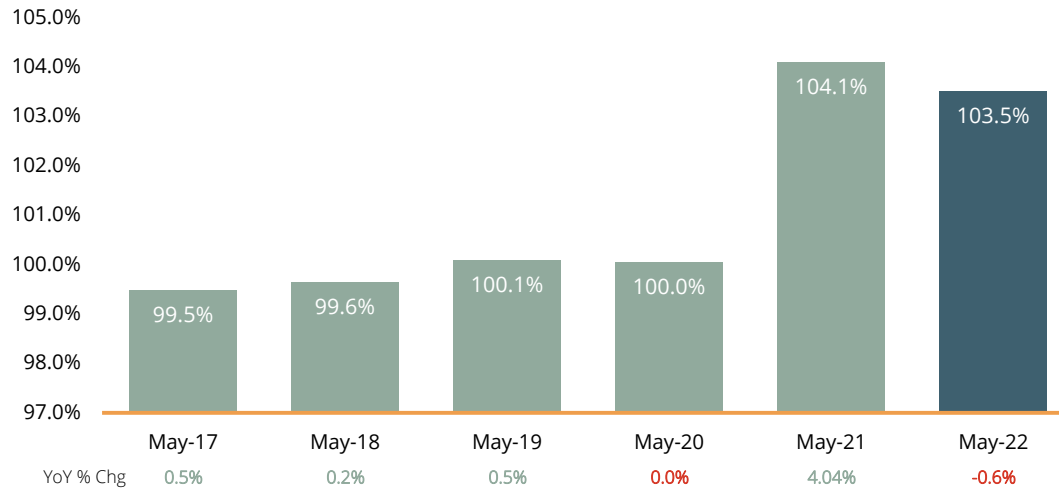
% Change in Sold Dollar Volume  
May-21 to May-22



# Average Sold to Ask Price Ratio



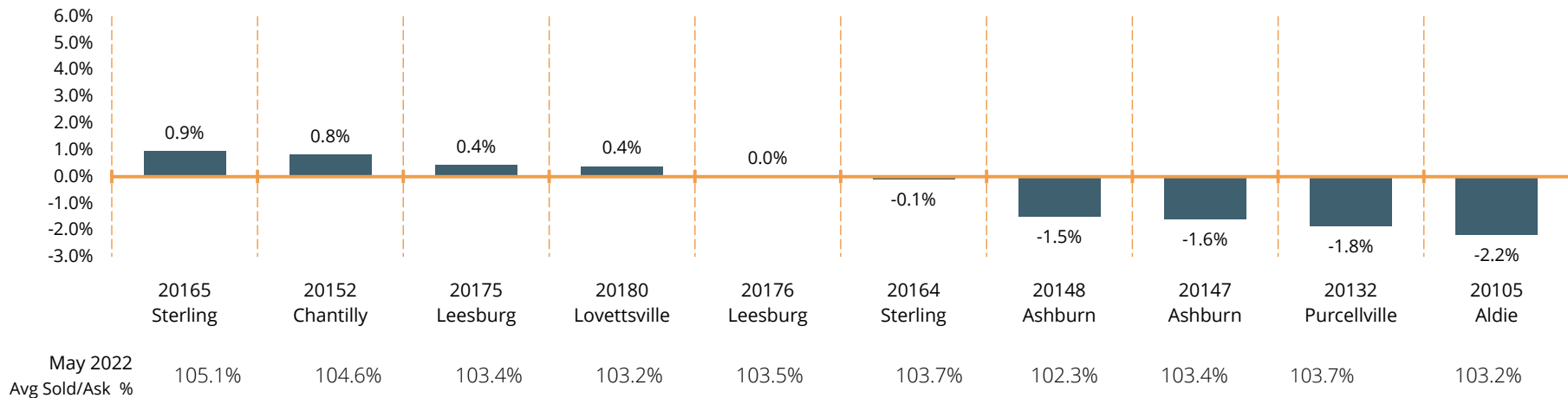
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
May-22	104.0%	-0.6%	103.1%	-0.5%
12-month Avg	102.8%	1.0%	102.0%	0.6%

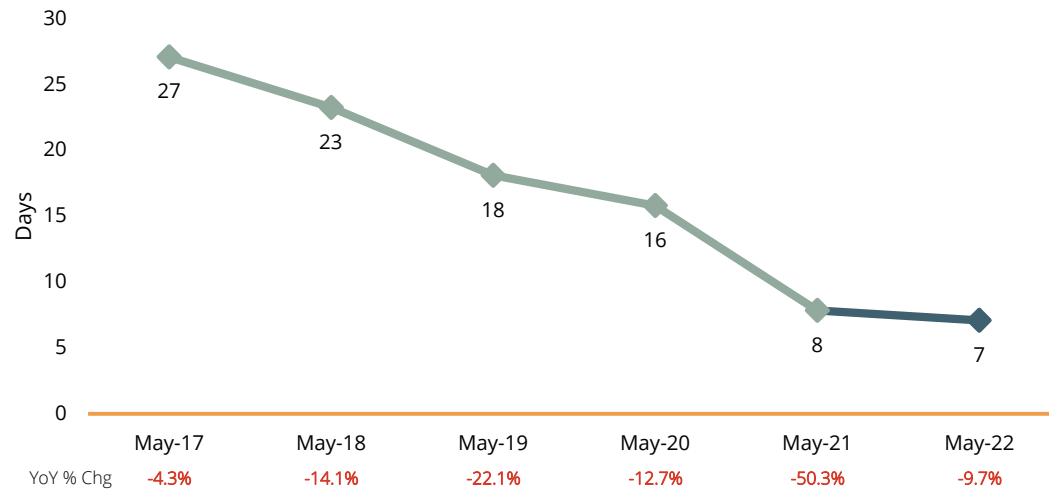
## Zip Code

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



# Average Days on Market

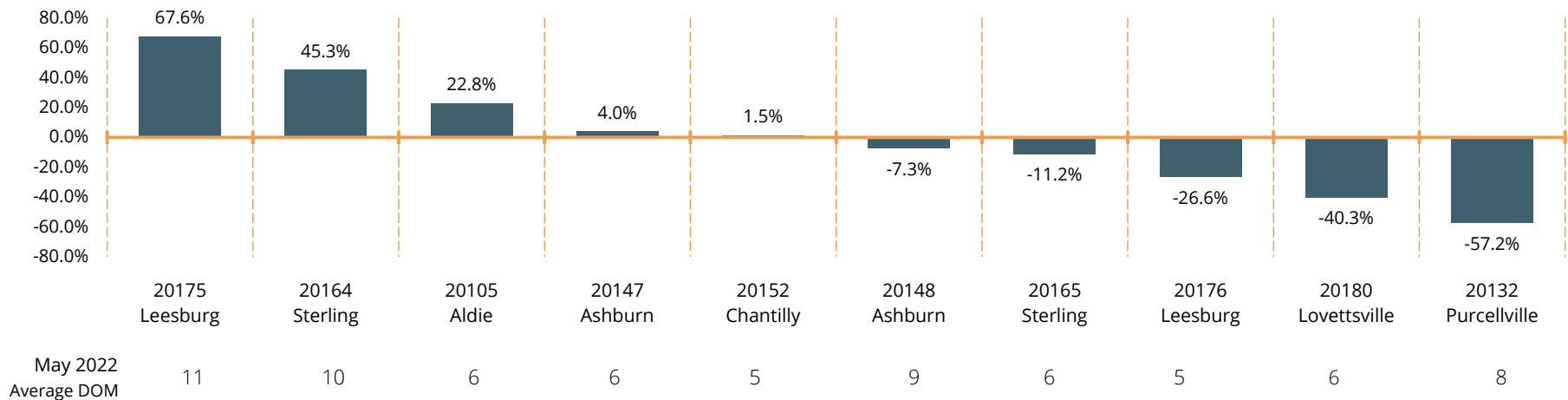
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
May-22	6	-26.2%	8	9.1%
12-month Avg	13	-28.6%	12	-5.6%

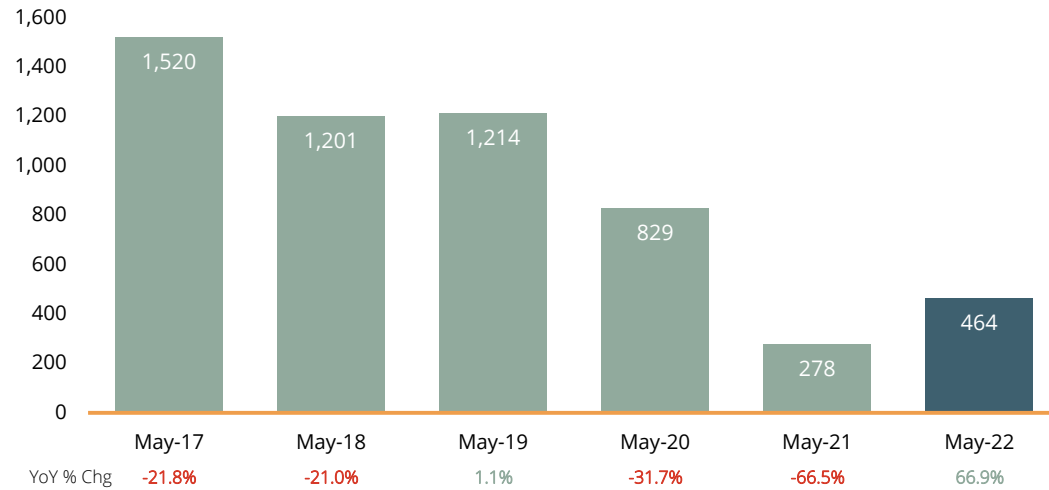
## Zip Code

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



# Active Listings

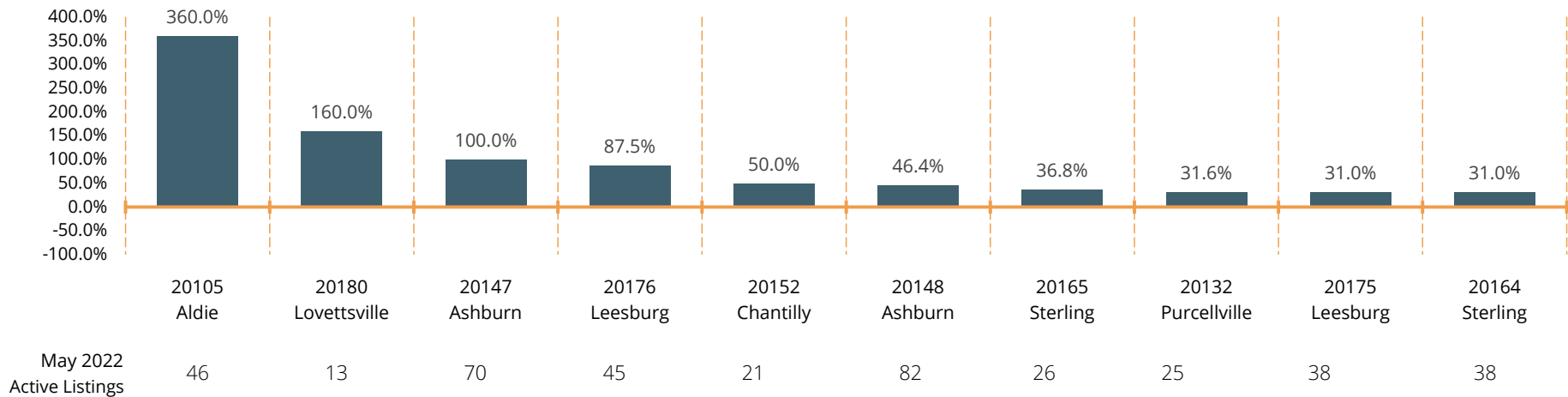
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
May-22	242	87.6%	222	49.0%
12-month Avg	179	-15.3%	187	14.4%

## Zip Code

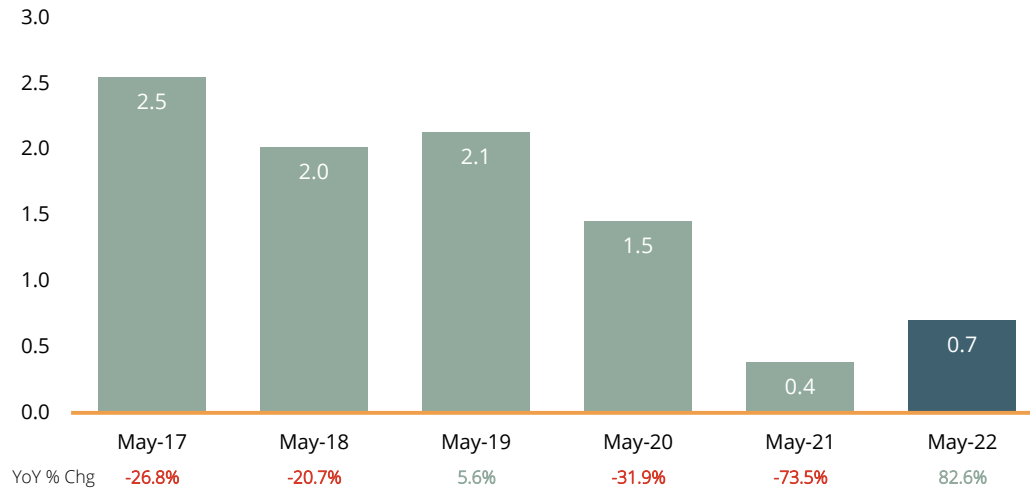
**% Change in Active Listings**  
May-21 to May-22





# Months Supply

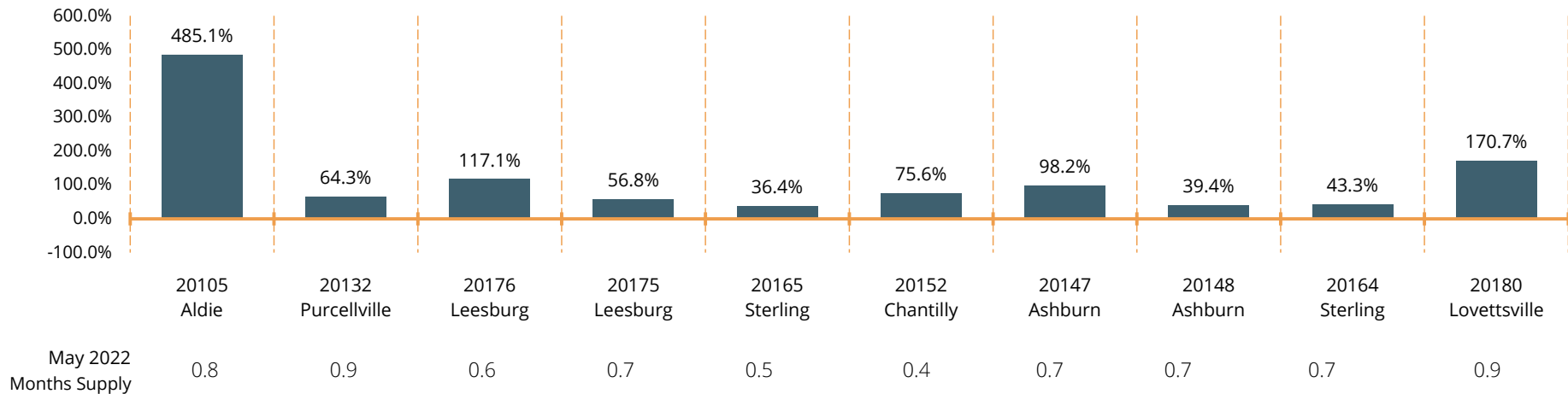
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
May-22	0.8	108.9%	0.6	60.4%
12-month Avg	0.5	-26.1%	0.5	-1.6%

## Zip Code

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



# Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	May-21	May-22	% chg	May-21	May-22	% chg	May-21	May-22	% chg	May-21	May-22	% chg	May-21	May-22	% chg
Loudoun County	993	<b>937</b>	-5.6%	865	<b>718</b>	-17.0%	\$630,000	<b>\$699,950</b>	11.1%	278	<b>464</b>	66.9%	0.4	<b>0.7</b>	82.6%
20105	88	<b>82</b>	-6.8%	62	<b>70</b>	12.9%	\$828,500	<b>\$992,500</b>	19.8%	10	<b>46</b>	360.0%	0.1	<b>0.8</b>	485.1%
										19					
20147	152	<b>149</b>	-2.0%	137	<b>107</b>	-21.9%	\$590,000	<b>\$622,000</b>	5.4%	35	<b>70</b>	100.0%	0.3	<b>0.7</b>	98.2%
20152	82	<b>78</b>	-4.9%	72	<b>59</b>	-18.1%	\$657,750	<b>\$660,000</b>	0.3%	14	<b>21</b>	50.0%	0.2	<b>0.4</b>	75.6%
20165	84	<b>71</b>	-15.5%	77	<b>60</b>	-22.1%	\$547,500	<b>\$619,000</b>	13.1%	19	<b>26</b>	36.8%	0.4	<b>0.5</b>	36.4%
20176	127	<b>107</b>	-15.7%	114	<b>90</b>	-21.1%	\$697,078	<b>\$738,500</b>	5.9%	24	<b>45</b>	87.5%	0.3	<b>0.6</b>	117.1%
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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.