

JUNE
2022

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: June 2022

- Sales activity is moderating in most local markets in Loudoun County.** There were 703 sales throughout the county in June, 256 fewer sales than a year ago, which is a 26.7% decline. Ashburn zip code 20148 had 57 fewer sales than last June, which is a 35.2% decrease. There were 51 fewer sales in the Leesburg zip code 20176 market (-39.2%), and 28 fewer sales in Sterling zip code 20165 (-32.2%). Purcellville zip code 20132 and Leesburg zip code 20175 were the only local markets with an increase in sales, up 35.3% and 1.6%, respectively from last June.
- Pending sales continue to cool down in the Loudoun County market.** There were 597 pending sales across the county in June, 262 fewer pending sales than a year ago, which is a 30.5% decrease. Pending sales activity has been moderating in the county for 13 straight months compared to the prior year. The sharpest drop this month was in Ashburn zip code 20148 (-48.1%) and Sterling zip code 20165 (-53.6%).
- Despite slowdown in sales activity, home prices continue to trend upward.** At \$695,000, the June median sales price in Loudoun County was \$35,000 higher than it was last year, representing a 5.3% price increase. Most local markets in the county had price growth in June led by Aldie zip code 20105 (+15.2%), Purcellville zip code 20132 (+12.7%), and Lovettsville zip code 20180 (+11.2%).
- Supply continues to build up across the Loudoun County housing market.** There were 655 active listings across the county at the end of June, 263 more listings than last year, which is a 67.1% surge. Most of the additional listings were in Aldie zip code 20105 (+74 listings) and Leesburg zip code 20176 (+51 listings).



DAAR Market Dashboard

YoY Chg	Jun-22	Indicator
▼ -26.7%	703	Sales
▼ -30.5%	597	Pending Sales
▼ -5.4%	992	New Listings
▲ 5.4%	\$679,900	Median List Price
▲ 5.3%	\$695,000	Median Sales Price
▲ 11.3%	\$262	Median Price Per Square Foot
▼ -20.5%	\$545.3	Sold Dollar Volume (in millions)
▼ -1.4%	102.0%	Average Sold/Ask Price Ratio
▼ -14.5%	8	Average Days on Market
▲ 67.1%	655	Active Listings
▲ 93.2%	1.0	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.

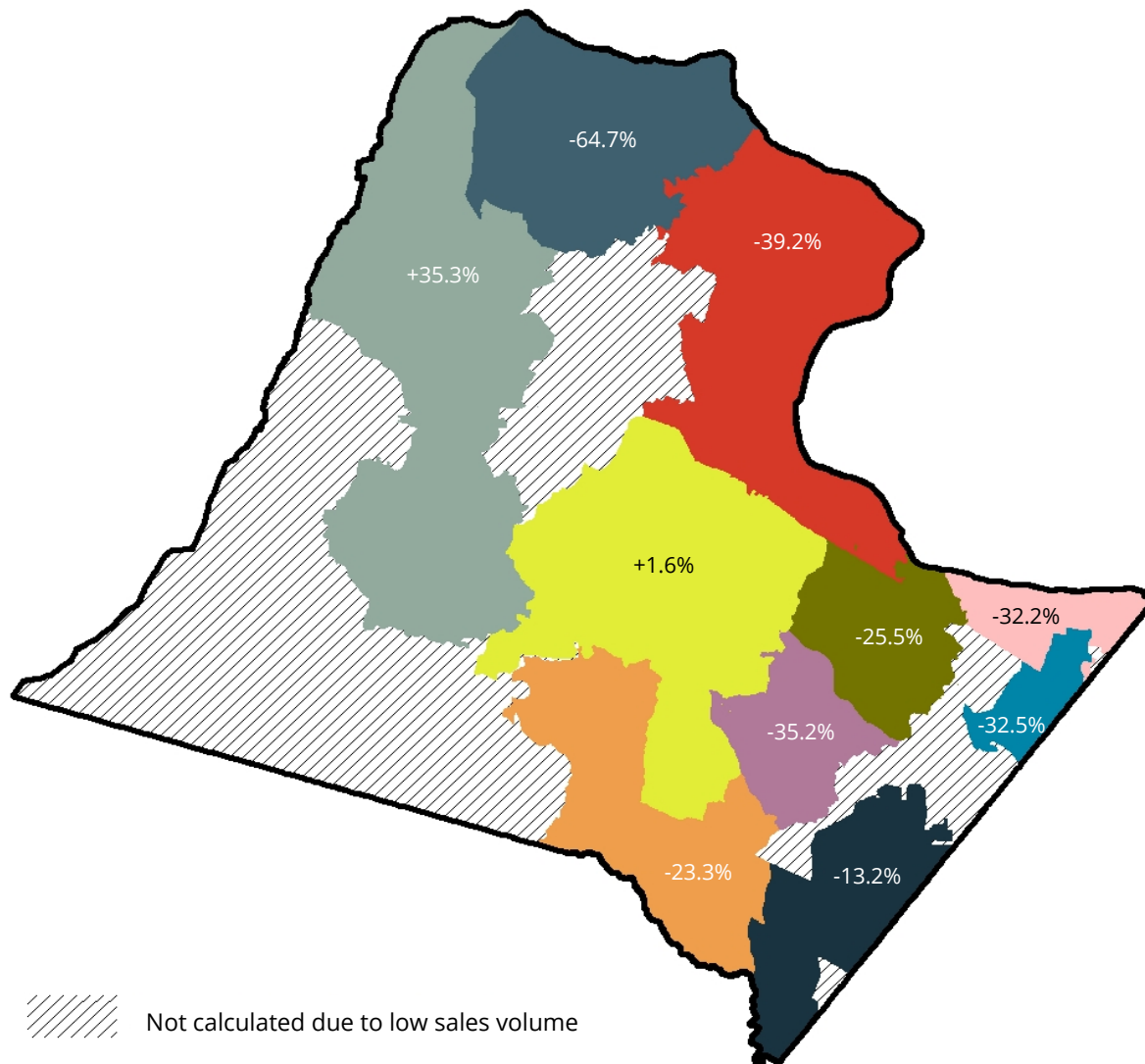
Are You Ready to Buy or Sell Real Estate?

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		
	Jun-21	Jun-22	% Chg
20105 Aldie	73	56	-23.3%
20132 Purcellville	34	46	35.3%
20147 Ashburn	157	117	-25.5%
20148 Ashburn	162	105	-35.2%
20152 Chantilly	76	66	-13.2%
20164 Sterling	77	52	-32.5%
20165 Sterling	87	59	-32.2%
20175 Leesburg	64	65	1.6%
20176 Leesburg	130	79	-39.2%
20180 Lovettsville	17	6	-64.7%

Total Market Overview



Key Metrics	2-year Trends	Jun-21	Jun-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jun-20		Jun-22				
Sales		959	703	-26.7%	4,250	3,307	-22.2%
Pending Sales		859	597	-30.5%	4,602	3,579	-22.2%
New Listings		1,049	992	-5.4%	5,178	4,737	-8.5%
Median List Price		\$645,000	\$679,900	5.4%	\$595,000	\$659,900	10.9%
Median Sales Price		\$660,000	\$695,000	5.3%	\$615,000	\$683,200	11.1%
Median Price Per Square Foot		\$235	\$262	11.3%	\$232	\$264	13.7%
Sold Dollar Volume (in millions)		\$686.2	\$545.3	-20.5%	\$2,854.8	\$2,514.4	-11.9%
Average Sold/Ask Price Ratio		103.5%	102.0%	-1.4%	103.2%	103.3%	0.1%
Average Days on Market		10	8	-14.5%	11	9	-12.4%
Active Listings		392	655	67.1%	n/a	n/a	n/a
Months of Supply		0.5	1.0	93.2%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jun-21	Jun-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jun-20Jun-22						
Sales		500	354	-29.2%	2,037	1,564	-23.2%
Pending Sales		407	273	-32.9%	2,179	1,694	-22.3%
New Listings		500	465	-7.0%	2,484	2,297	-7.5%
Median List Price		\$819,450	\$899,000	9.7%	\$775,000	\$875,000	12.9%
Median Sales Price		\$858,750	\$917,500	6.8%	\$815,000	\$918,000	12.6%
Median Price Per Square Foot		\$221	\$245	11.0%	\$219	\$252	15.3%
Sold Dollar Volume (in millions)		\$443.4	\$345.0	-22.2%	\$1,741.1	\$1,534.5	-11.9%
Average Sold/Ask Price Ratio		103.9%	102.1%	-1.7%	103.6%	103.6%	0.0%
Average Days on Market		12	8	-29.4%	13	9	-29.0%
Active Listings		179	326	82.1%	n/a	n/a	n/a
Months of Supply		0.5	1.1	118.0%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



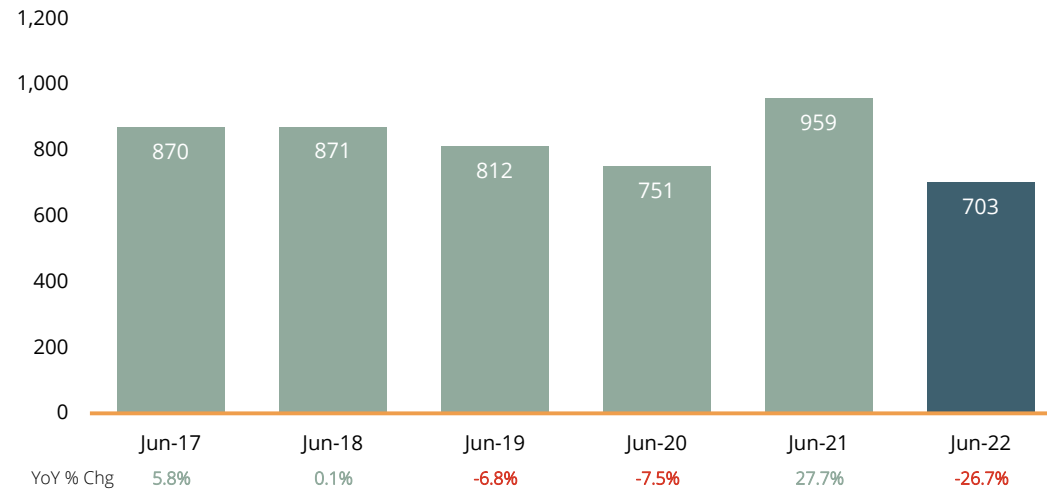
Key Metrics	2-year Trends	Jun-21	Jun-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jun-20		Jun-22				
Sales		459	349	-24.0%	2,213	1,743	-21.2%
Pending Sales		452	324	-28.3%	2,423	1,885	-22.2%
New Listings		549	527	-4.0%	2,694	2,440	-9.4%
Median List Price		\$499,900	\$549,990	10.0%	\$475,000	\$530,000	11.6%
Median Sales Price		\$520,000	\$555,000	6.7%	\$492,175	\$551,050	12.0%
Median Price Per Square Foot		\$246	\$269	9.4%	\$241	\$271	12.2%
Sold Dollar Volume (in millions)		\$242.7	\$200.3	-17.5%	\$1,113.8	\$979.9	-12.0%
Average Sold/Ask Price Ratio		103.0%	102.0%	-1.1%	102.9%	103.1%	0.2%
Average Days on Market		7	8	10.9%	9	10	11.0%
Active Listings		213	329	54.5%	n/a	n/a	n/a
Months of Supply		0.6	0.6	13.9%	n/a	n/a	n/a

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

Sales



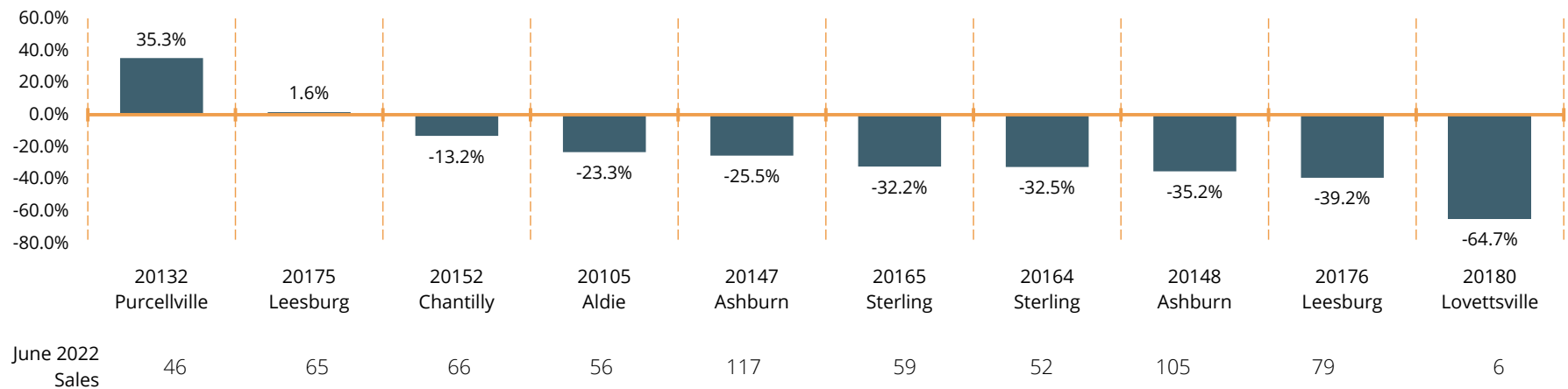
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-22	354	-29.2%	349	-24.0%
12-month Avg	291	-17.9%	339	-12.2%

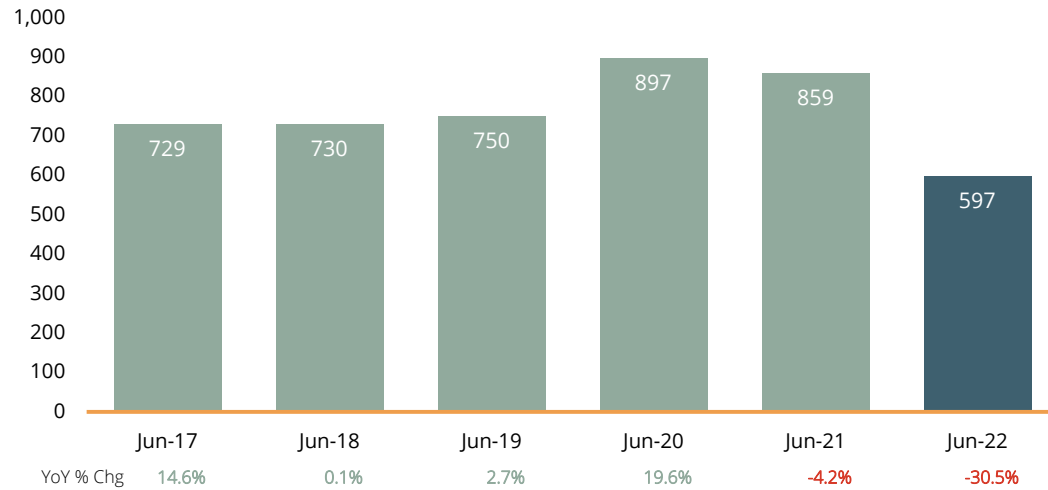
Zip Code

% Change in Sales
Jun-21 to Jun-22



Pending Sales

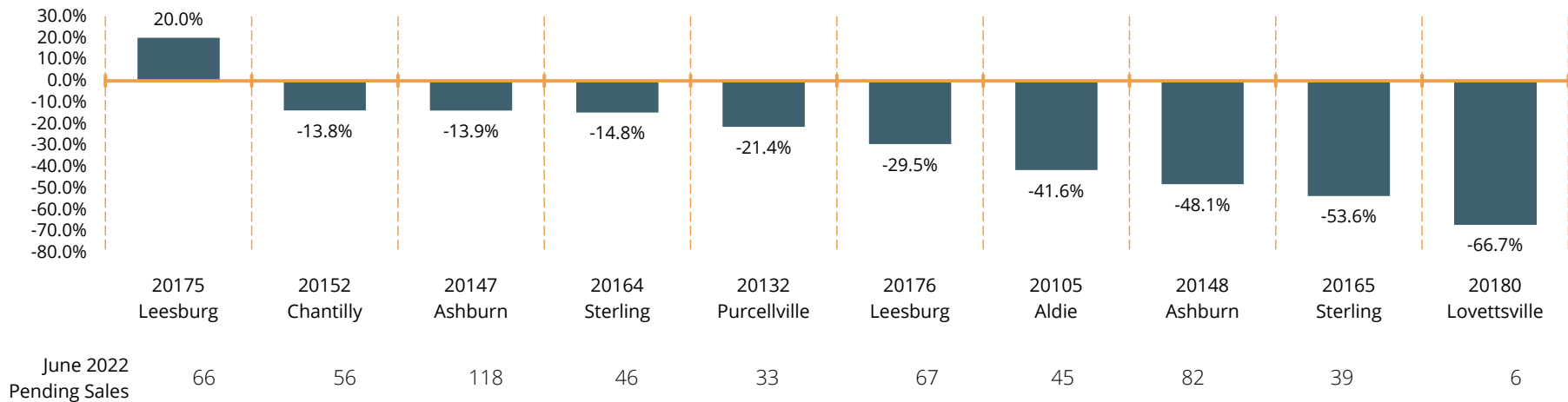
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Jun-22	273	-32.9%	324	-28.3%
12-month Avg	272	-21.4%	325	-15.3%

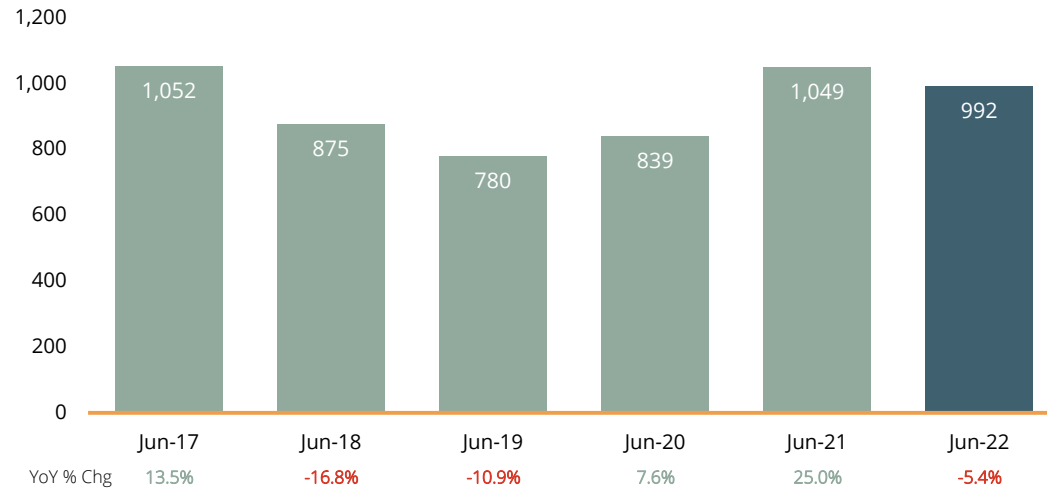
Zip Code

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



New Listings

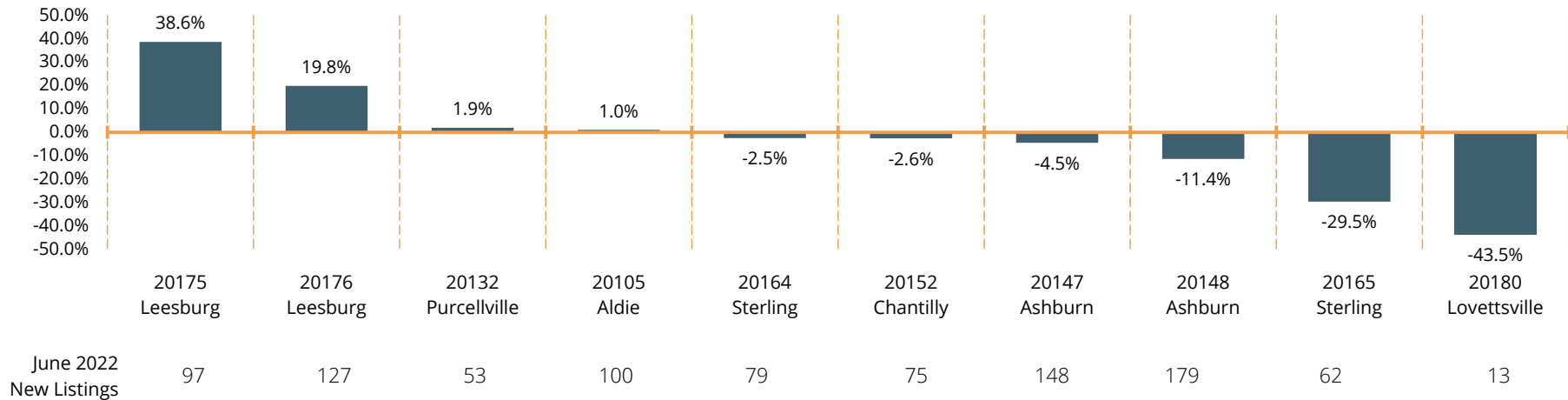
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-22	465	-7.0%	527	-4.0%
12-month Avg	348	-9.1%	396	-5.9%

Zip Code

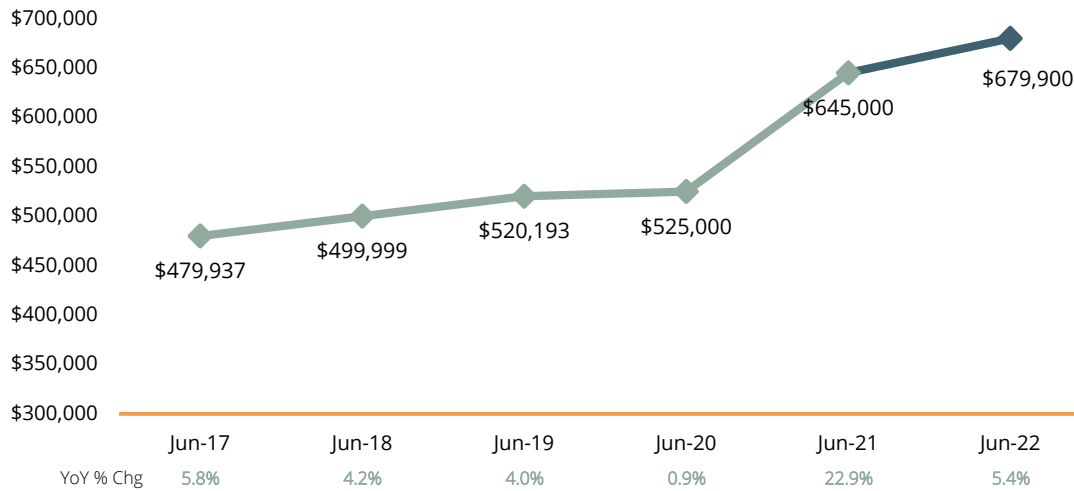
% Change in New Listings
Jun-21 to Jun-22



Median List Price



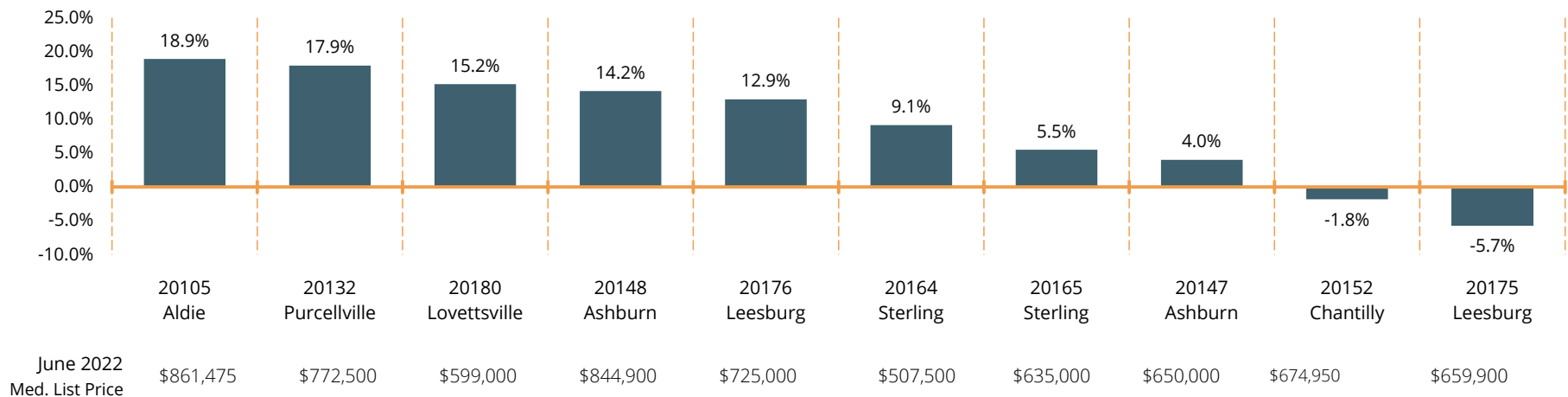
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-22	\$899,000	9.7%	\$549,990	10.0%
12-month Avg	\$838,850	12.0%	\$513,189	11.7%

Zip Code

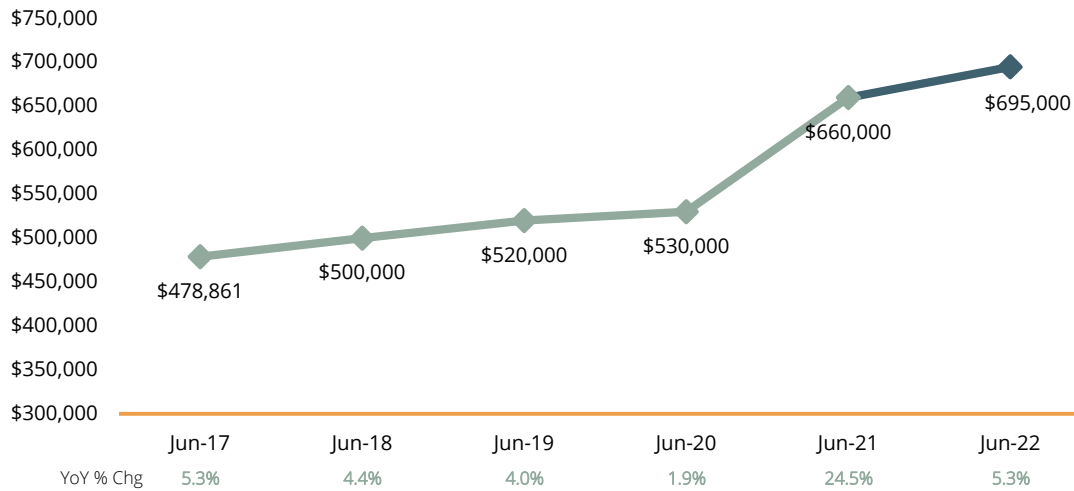
% Change in Median List Price
Jun-21 to Jun-22



Median Sales Price



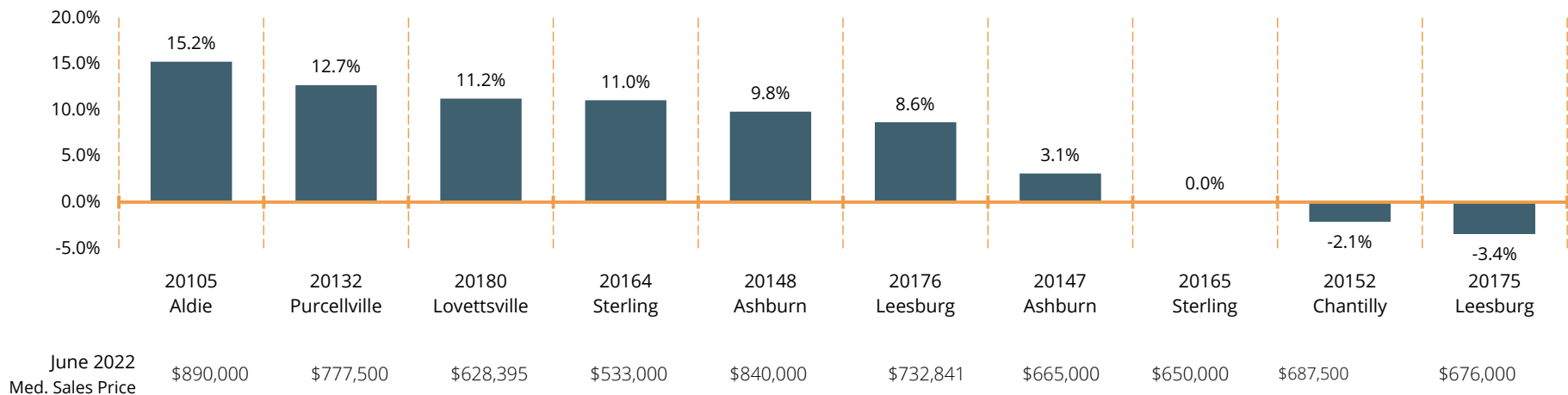
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-22	\$917,500	6.8%	\$555,000	6.7%
12-month Avg	\$866,270	12.7%	\$525,174	11.8%

Zip Code

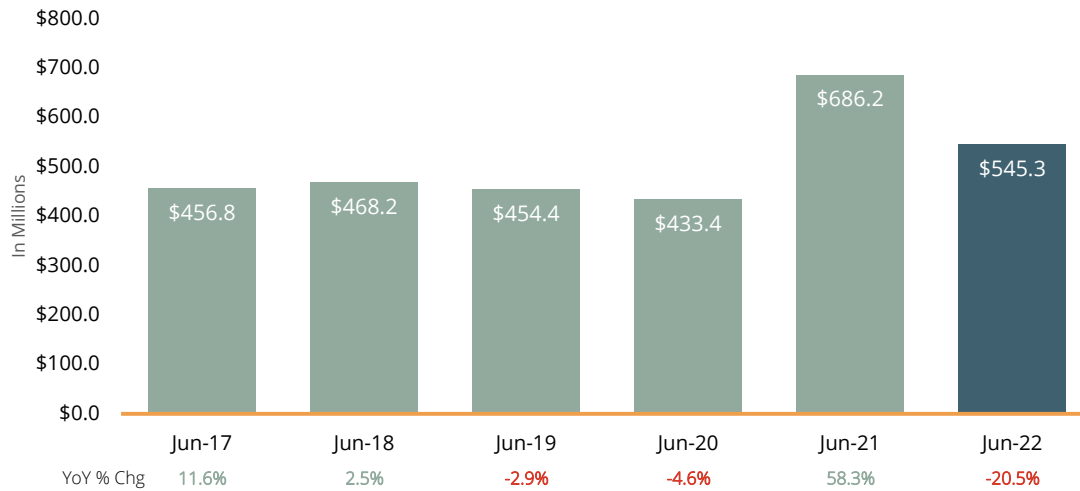
% Change in Median Sales Price
Jun-21 to Jun-22



Sold Dollar Volume (in millions)



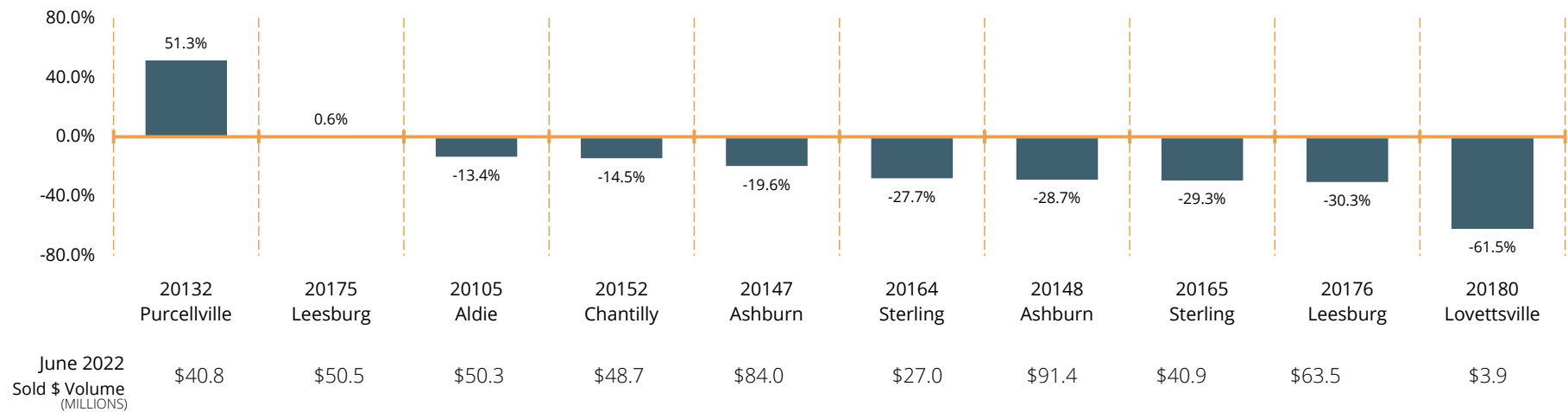
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-22	\$345.0	-22.2%	\$200.3	-17.5%
12-month Avg	\$268.8	-6.9%	\$181.2	-2.6%

Zip Code

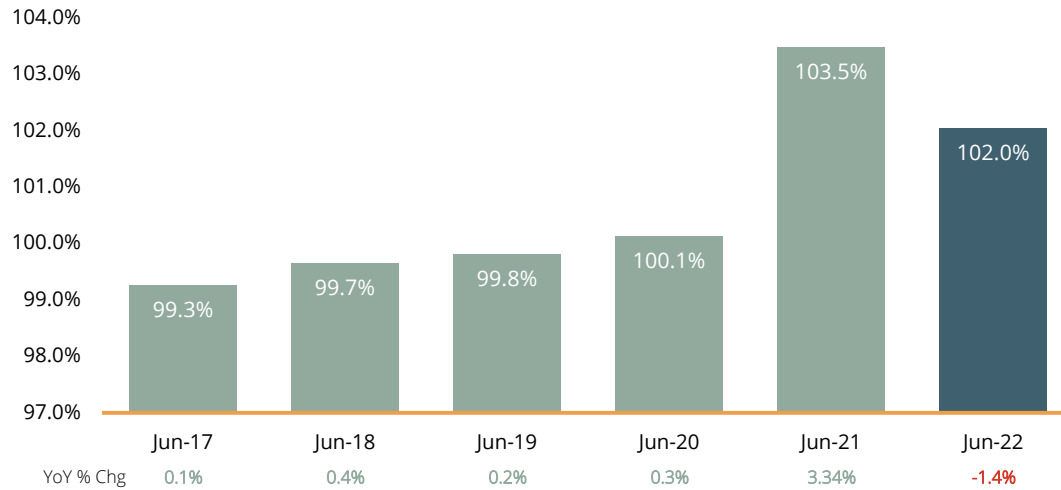
% Change in Sold Dollar Volume
Jun-21 to Jun-22



Average Sold to Ask Price Ratio



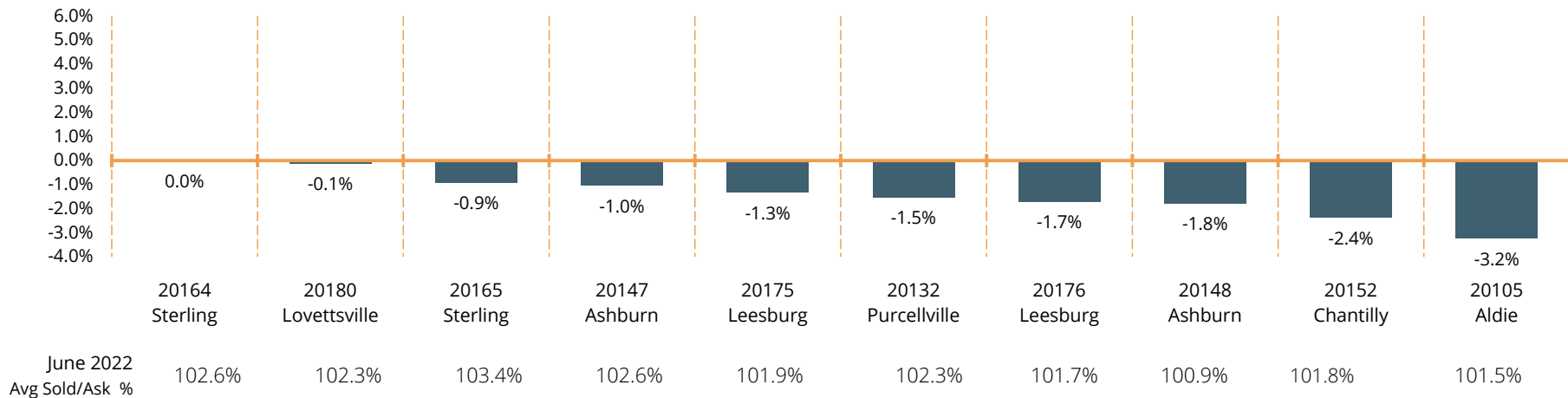
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Jun-22	102.1%	-1.7%	102.0%	-1.1%
12-month Avg	102.6%	0.6%	101.9%	0.3%

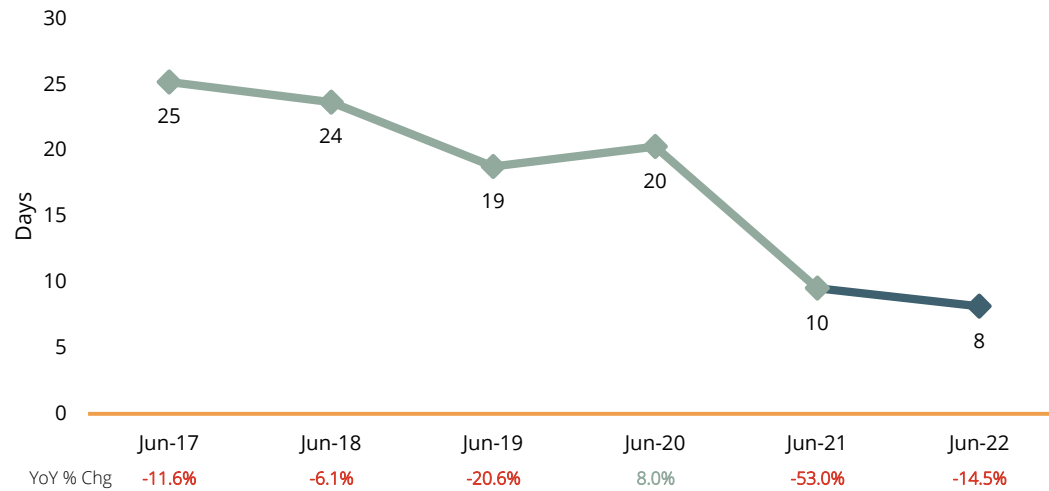
Zip Code

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



Average Days on Market

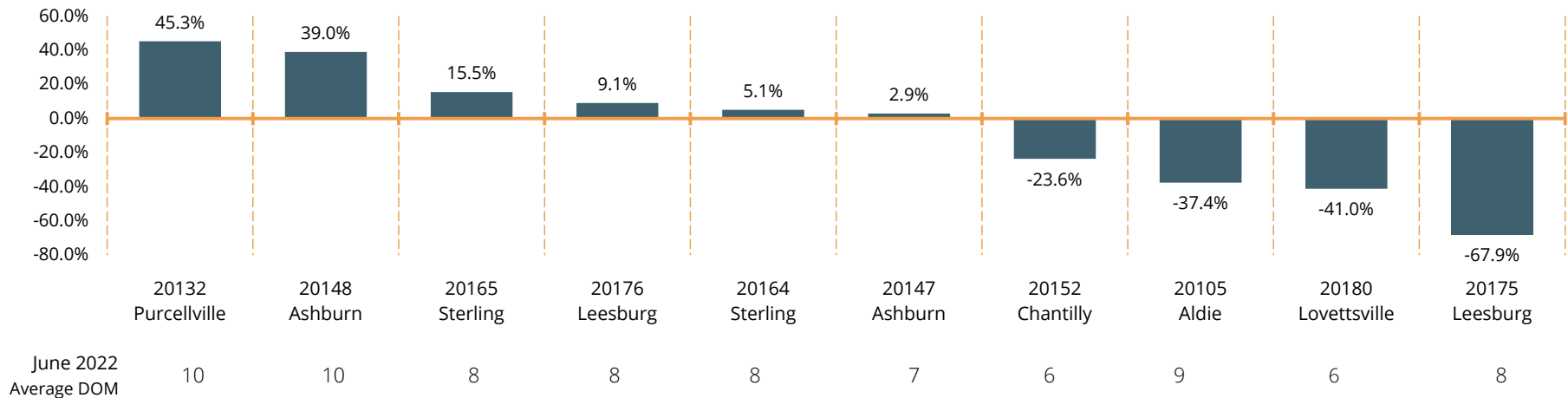
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-22	8	-29.4%	8	10.9%
12-month Avg	12	-26.2%	12	1.5%

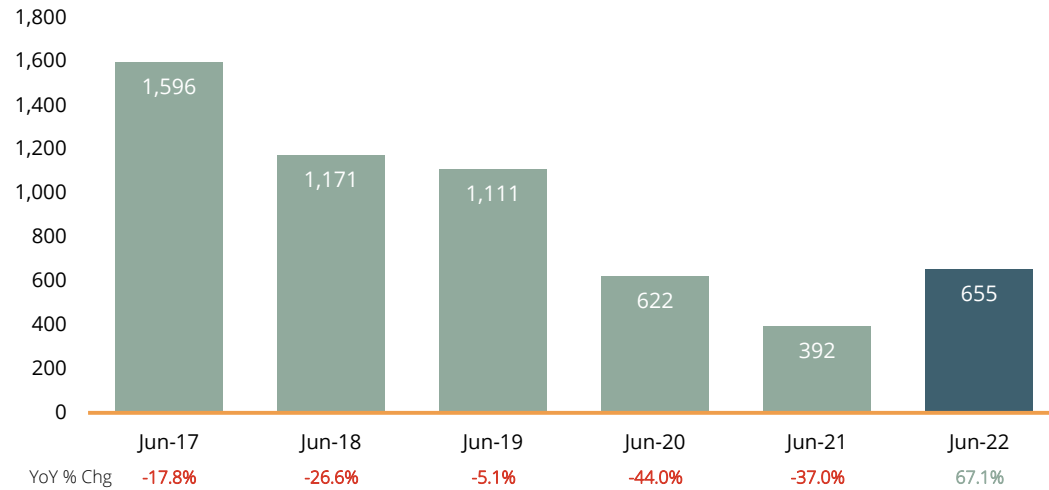
Zip Code

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



Active Listings

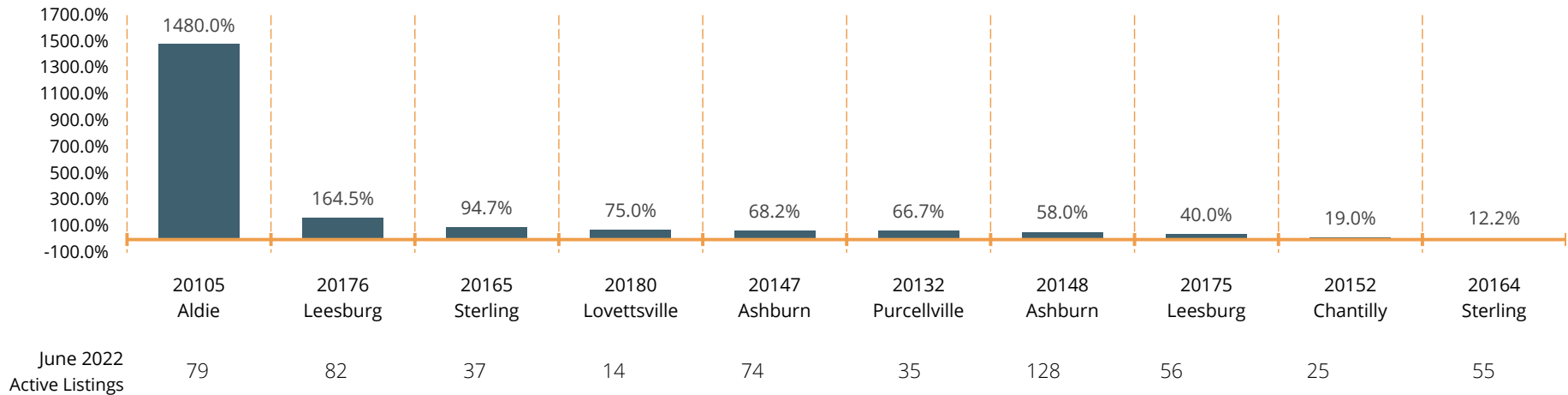
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-22	326	82.1%	329	54.5%
12-month Avg	192	-0.6%	197	20.4%

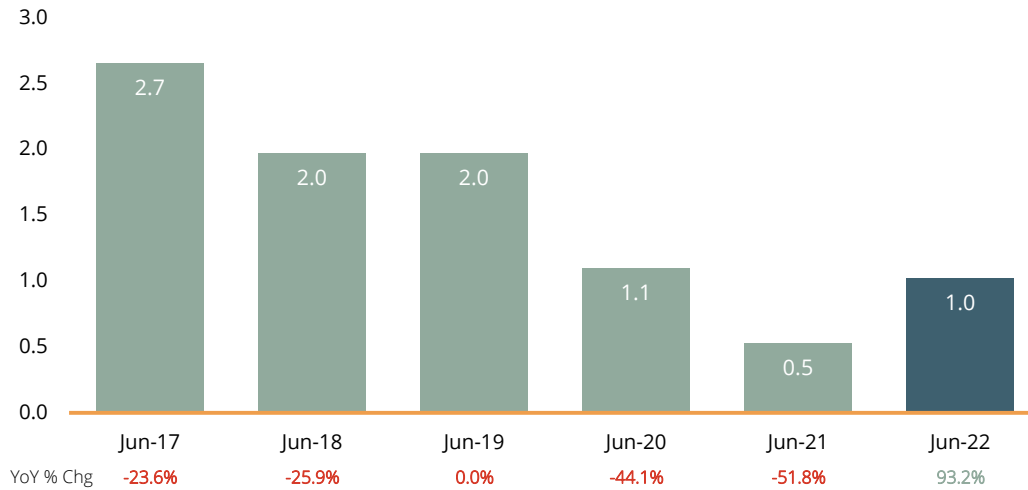
Zip Code

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



Months Supply

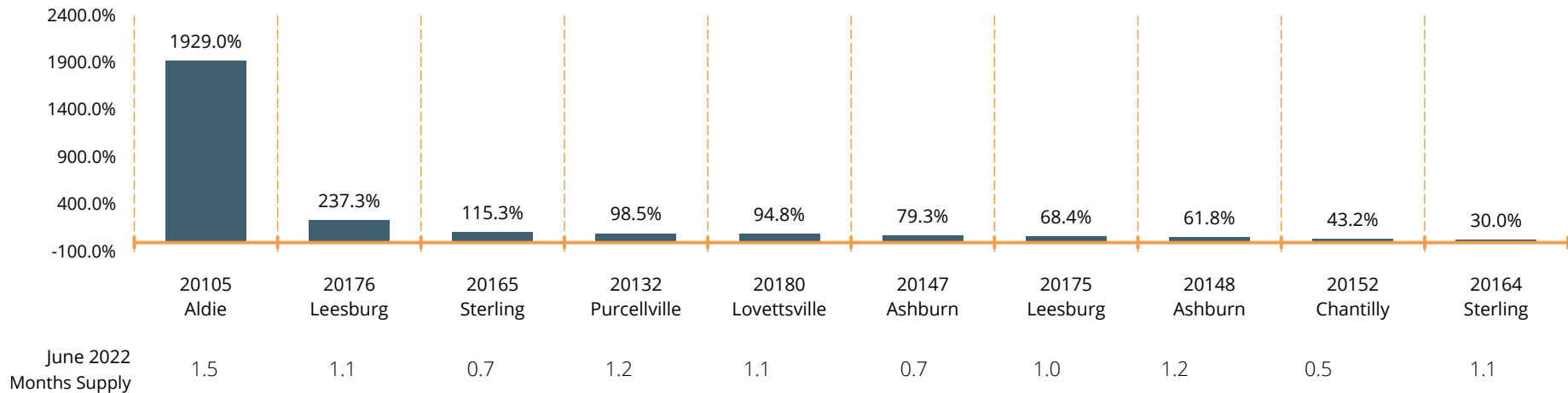
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-22	1.1	118.0%	0.6	13.9%
12-month Avg	0.6	-8.6%	0.5	2.6%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg	Jun-21	Jun-22	% chg
Loudoun County	1049	992	-5.4%	959	703	-26.7%	\$660,000	\$695,000	5.3%	392	655	67.1%	0.5	1.0	93.2%
20105	99	100	1.0%	73	56	-23.3%	\$772,350	\$890,000	15.2%	5	79	1480.0%	0.1	1.5	1929.0%
20132	52	53	1.9%	34	46	35.3%	\$690,000	\$777,500	12.7%	21	35	66.7%	0.6	1.2	98.5%
20147	155	148	-4.5%	157	117	-25.5%	\$645,000	\$665,000	3.1%	44	74	68.2%	0.4	0.7	79.3%
20148	202	179	-11.4%	162	105	-35.2%	\$765,001	\$840,000	9.8%	81	128	58.0%	0.7	1.2	61.8%
20152	77	75	-2.6%	76	66	-13.2%	\$702,500	\$687,500	-2.1%	21	25	19.0%	0.3	0.5	43.2%
20164	81	79	-2.5%	77	52	-32.5%	\$480,000	\$533,000	11.0%	49	55	12.2%	0.8	1.1	30.0%
20165	88	62	-29.5%	87	59	-32.2%	\$650,000	\$650,000	0.0%	19	37	94.7%	0.3	0.7	115.3%
20175	70	97	38.6%	64	65	1.6%	\$700,000	\$676,000	-3.4%	40	56	40.0%	0.6	1.0	68.4%
20176	106	127	19.8%	130	79	-39.2%	\$674,500	\$732,841	8.6%	31	82	164.5%	0.3	1.1	237.3%
20180	23	13	-43.5%	17	6	-64.7%	\$565,000	\$628,395	11.2%	8	14	75.0%	0.5	1.1	94.8%



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:
Robin Spensieri

Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

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.