

JULY  
**2022**

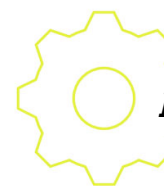
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



## Key Market Trends: July 2022

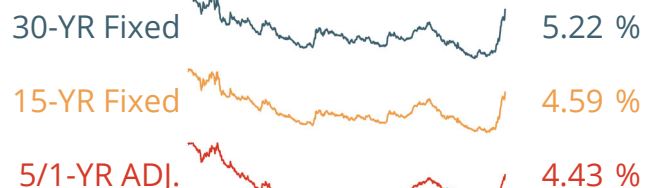
- Sales activity slowed throughout Loudoun County in July.** There were 548 homes sold accross the county in July, 323 fewer sales than a year ago, which is 37.1% decline. Sales have moderated for 11 straight months compared to the busy pace last year. All local markets had fewer sales than a year ago. There were 76 sales in Ashburn zip code 20148, 78 fewer sales than last July (-50.6%). Sterling zip code 20165 had 44 fewer sales (-55.7%), and Leesburg zip code 20176 had 34 fewer sales than last July (-33.3%).
- Pending sales continue to moderate in most local markets.** In July there were 460 pending sales, down 41.4% from this time last year (-325 pending sales). Within the local markets, Ashburn zip code 20147 had 65 fewer pending sales (-45.8%), and Chantilly zip code 20152 had 32 fewer pending sales (-46.4%). The Purcellville zip code 20132 market had an influx of 11 pending sales this month (+50.0%).
- Prices continue to climb in the Loudoun County housing market.** The median sales price in July countywide was \$685,000, rising \$55,000 from a year ago (+8.7%). Purcellville zip code 20132 had the strongest price growth this month, the median sales price in the zip code jumped up by \$202,000 from last July to \$887,000 (+29.5%). Prices surged in Sterling zip code 20165, up 26.8% from a year ago, a gain of \$147,500 to the median price. The median sales price in Ashburn zip code 20148 rose 19.9%, a gain of \$135,000.
- Supply is building up in the County's housing market.** There were 731 active listings at the end of July in Loudoun County, 128 more listings than last year, a 21.2% increase. The inventory has been growing for five straight months in the county. Most of the additional listings this month were in Leesburg zip code 20176 (+41 listings), and Aldie zip code 20105 (+39 listings).



## DAAR Market Dashboard

YoY Chg	Jul-22	Indicator
▼ -37.1%	548	Sales
▼ -41.4%	460	Pending Sales
▼ -30.0%	753	New Listings
▲ 10.6%	\$680,000	Median List Price
▲ 8.7%	\$685,000	Median Sales Price
▲ 6.3%	\$254	Median Price Per Square Foot
▼ -28.5%	\$421.5	Sold Dollar Volume (in millions)
▼ -1.8%	100.6%	Average Sold/Ask Price Ratio
▲ 49.7%	13	Average Days on Market
▲ 21.2%	731	Active Listings
▲ 46.1%	1.2	Months of Supply

### INTEREST RATE TRACKER



AUG 2007 AUG 2022

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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.

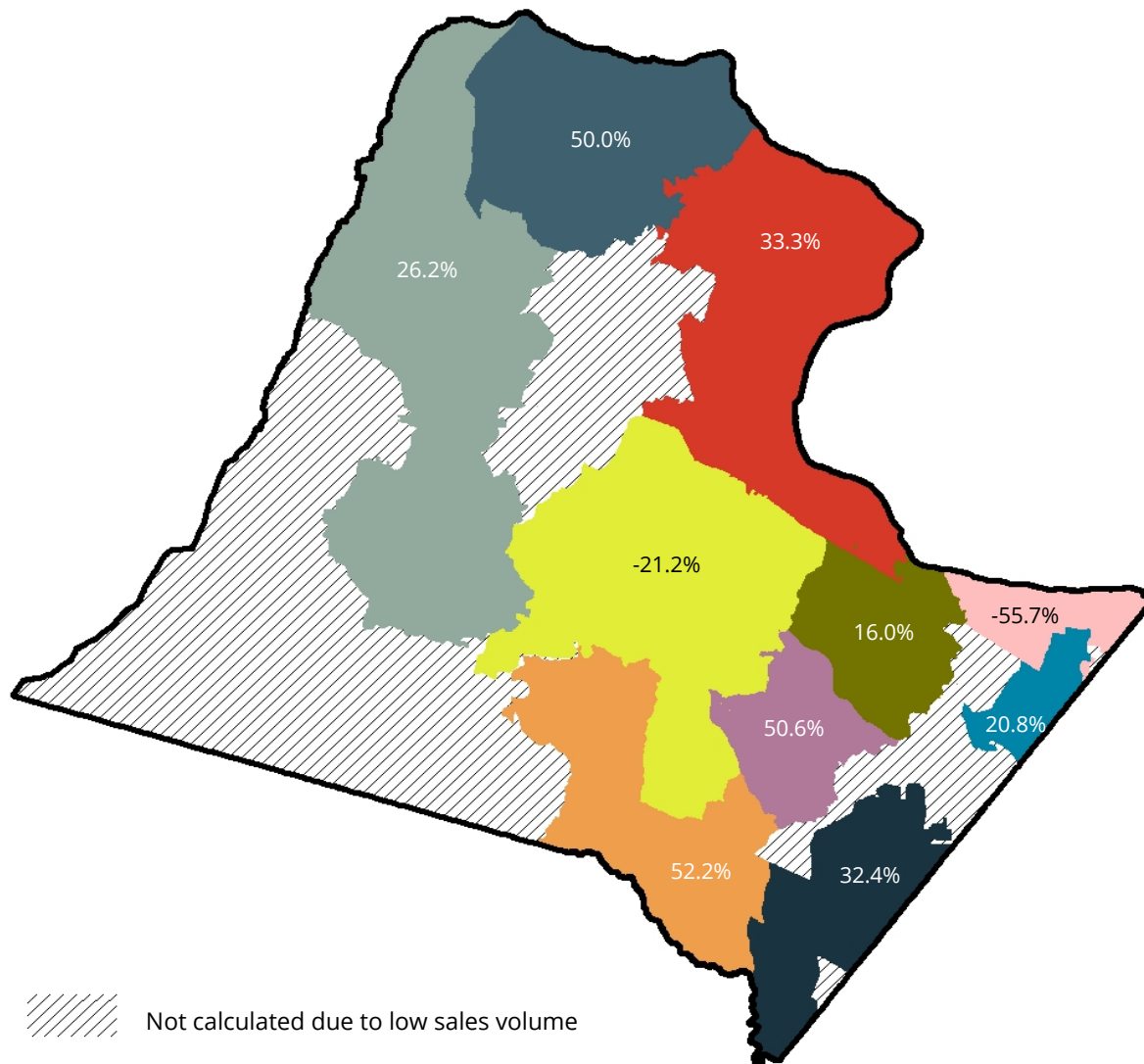
## **Are You Ready to Buy or Sell Real Estate?**

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		% Chg
	Jul-21	Jul-22	
20105 Aldie	90	43	-52.2%
20132 Purcellville	42	31	-26.2%
20147 Ashburn	131	110	-16.0%
20148 Ashburn	154	76	-50.6%
20152 Chantilly	71	48	-32.4%
20164 Sterling	53	42	-20.8%
20165 Sterling	79	35	-55.7%
20175 Leesburg	66	52	-21.2%
20176 Leesburg	102	68	-33.3%
20180 Lovettsville	20	10	-50.0%

Not calculated due to low sales volume

# Total Market Overview



Key Metrics	2-year Trends		Jul-21	Jul-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jul-20	Jul-22						
Sales			871	<b>548</b>	-37.1%	5,121	<b>3,855</b>	-24.7%
Pending Sales			785	<b>460</b>	-41.4%	5,387	<b>4,039</b>	-25.0%
New Listings			1,075	<b>753</b>	-30.0%	6,253	<b>5,490</b>	-12.2%
Median List Price			\$615,000	<b>\$680,000</b>	10.6%	\$599,000	<b>\$660,000</b>	10.2%
Median Sales Price			\$630,000	<b>\$685,000</b>	8.7%	\$619,000	<b>\$684,495</b>	10.6%
Median Price Per Square Foot			\$239	<b>\$254</b>	6.3%	\$233	<b>\$263</b>	12.6%
Sold Dollar Volume (in millions)			\$589.4	<b>\$421.5</b>	-28.5%	\$3,444.3	<b>\$2,935.9</b>	-14.8%
Average Sold/Ask Price Ratio			102.4%	<b>100.6%</b>	-1.8%	103.1%	<b>103.0%</b>	-0.1%
Average Days on Market			9	<b>13</b>	49.7%	10	<b>10</b>	-4.5%
Active Listings			603	<b>731</b>	21.2%	n/a	<b>n/a</b>	n/a
Months of Supply			0.8	<b>1.2</b>	46.1%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jul-21	Jul-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jul-20	Jul-22						
Sales			404	<b>267</b>	-33.9%	2,441	<b>1,831</b>	-25.0%
Pending Sales			352	<b>220</b>	-37.5%	2,531	<b>1,914</b>	-24.4%
New Listings			472	<b>371</b>	-21.4%	2,956	<b>2,668</b>	-9.7%
Median List Price			\$800,000	<b>\$899,995</b>	12.5%	\$779,900	<b>\$884,900</b>	13.5%
Median Sales Price			\$822,450	<b>\$902,000</b>	9.7%	\$815,000	<b>\$915,000</b>	12.3%
Median Price Per Square Foot			\$221	<b>\$241</b>	9.3%	\$219	<b>\$250</b>	14.2%
Sold Dollar Volume (in millions)			\$344.5	<b>\$263.8</b>	-23.4%	\$2,085.6	<b>\$1,798.3</b>	-13.8%
Average Sold/Ask Price Ratio			102.7%	<b>100.7%</b>	-1.9%	103.4%	<b>103.2%</b>	-0.2%
Average Days on Market			8	<b>13</b>	59.9%	12	<b>10</b>	-20.1%
Active Listings			268	<b>381</b>	42.2%	n/a	<b>n/a</b>	n/a
Months of Supply			0.8	<b>1.3</b>	75.3%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



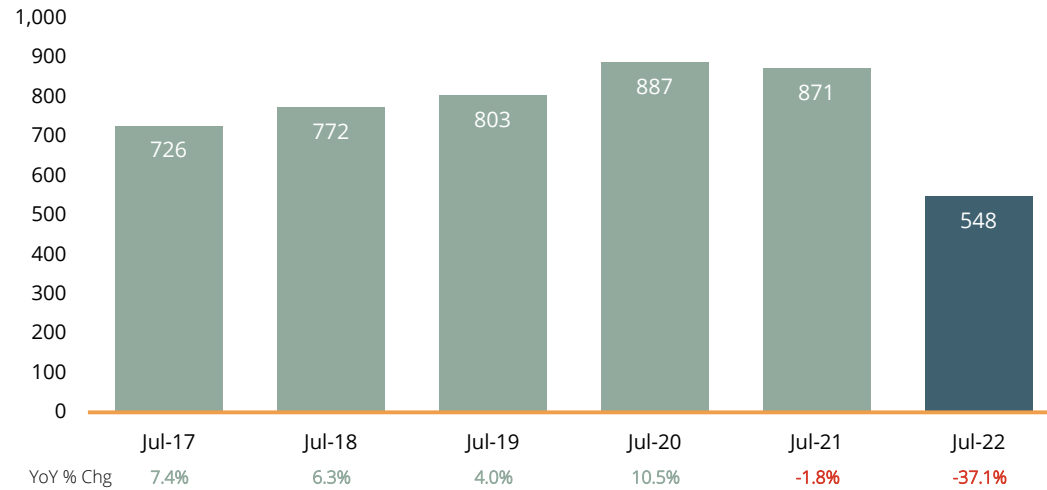
Key Metrics	2-year Trends		Jul 21	Jul 22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Jul 20	Jul 22						
Sales			467	<b>281</b>	-39.8%	2,680	<b>2,024</b>	-24.5%
Pending Sales			433	<b>240</b>	-44.6%	2,856	<b>2,125</b>	-25.6%
New Listings			603	<b>382</b>	-36.7%	3,297	<b>2,822</b>	-14.4%
Median List Price			\$500,000	<b>\$550,000</b>	10.0%	\$479,900	<b>\$535,000</b>	11.5%
Median Sales Price			\$523,000	<b>\$555,000</b>	6.1%	\$499,900	<b>\$551,100</b>	10.2%
Median Price Per Square Foot			\$249	<b>\$263</b>	5.5%	\$243	<b>\$270</b>	11.1%
Sold Dollar Volume (in millions)			\$244.9	<b>\$157.7</b>	-35.6%	\$1,358.7	<b>\$1,137.6</b>	-16.3%
Average Sold/Ask Price Ratio			102.2%	<b>100.5%</b>	-1.7%	102.7%	<b>102.7%</b>	0.0%
Average Days on Market			9	<b>13</b>	42.1%	9	<b>10</b>	15.7%
Active Listings			335	<b>350</b>	4.5%	n/a	<b>n/a</b>	n/a
Months of Supply			0.9	<b>1.1</b>	23.4%	n/a	<b>n/a</b>	n/a

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

# Sales



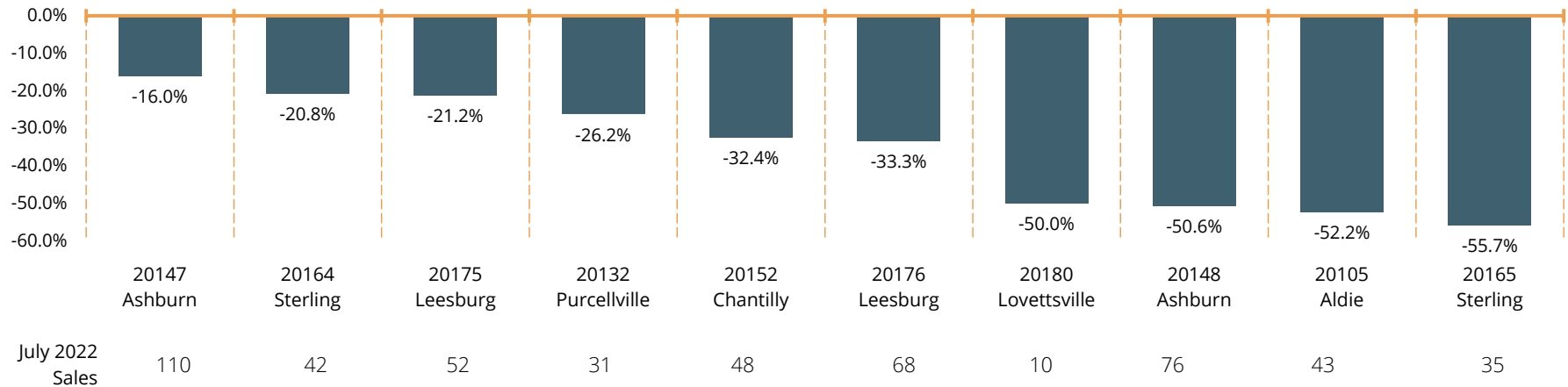
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	267	-33.9%	281	-39.8%
12-month Avg	280	-20.4%	324	-16.6%

## Zip Code

% Change in Sales  
Jul-21 to Jul-22

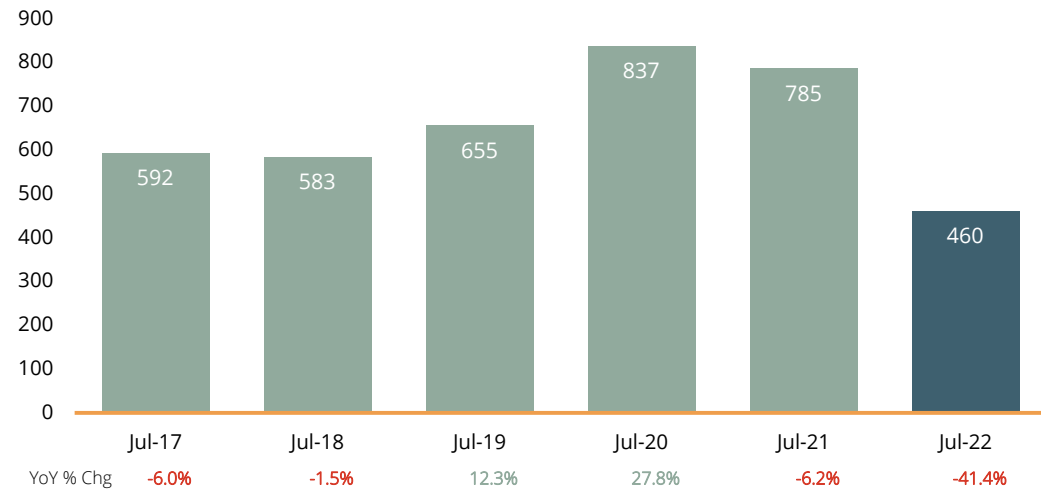




# Pending Sales



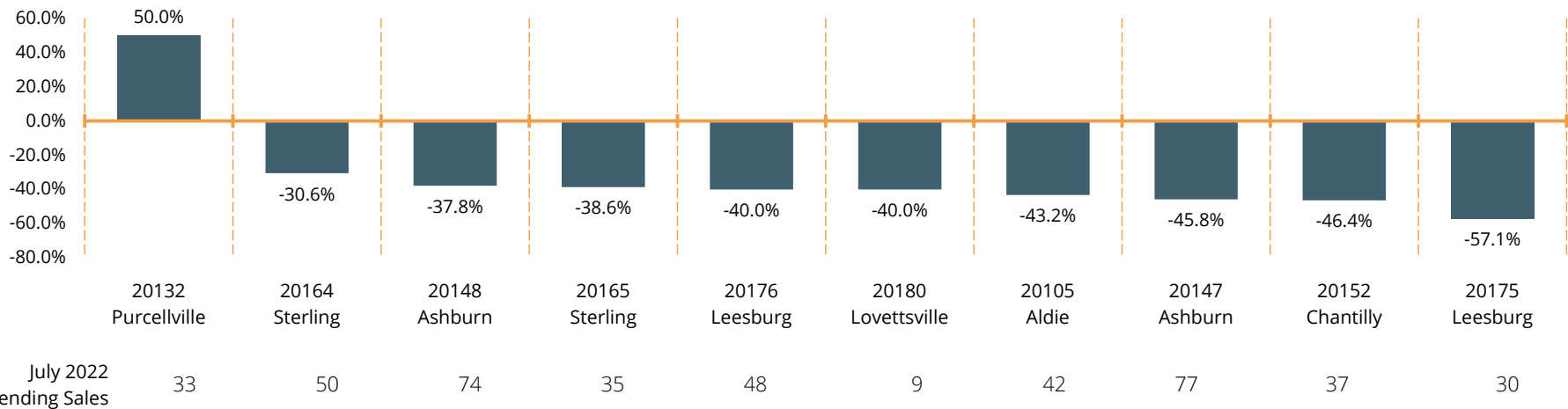
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	220	-37.5%	240	-44.6%
12-month Avg	261	-23.5%	309	-19.6%

## Zip Code

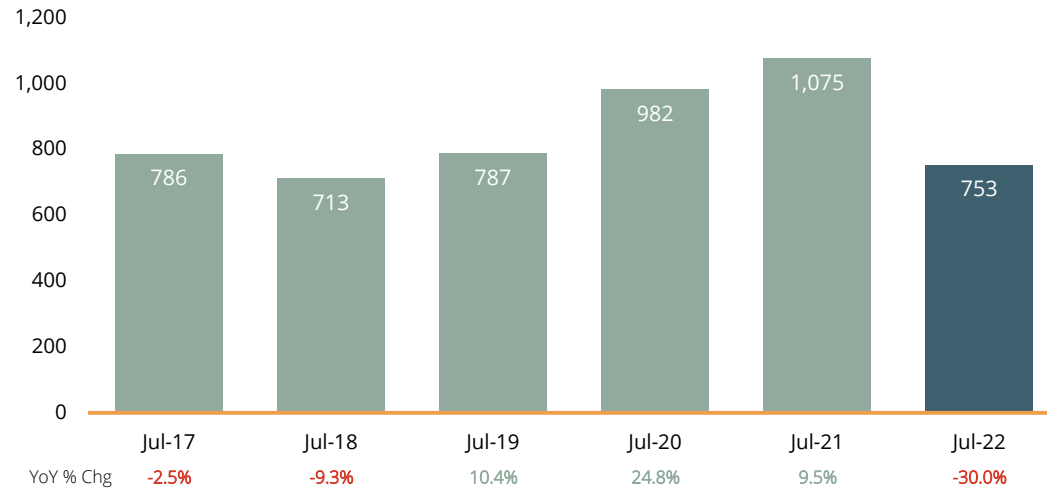
% Change in Pending Sales  
Jul-21 to Jul-22



# New Listings



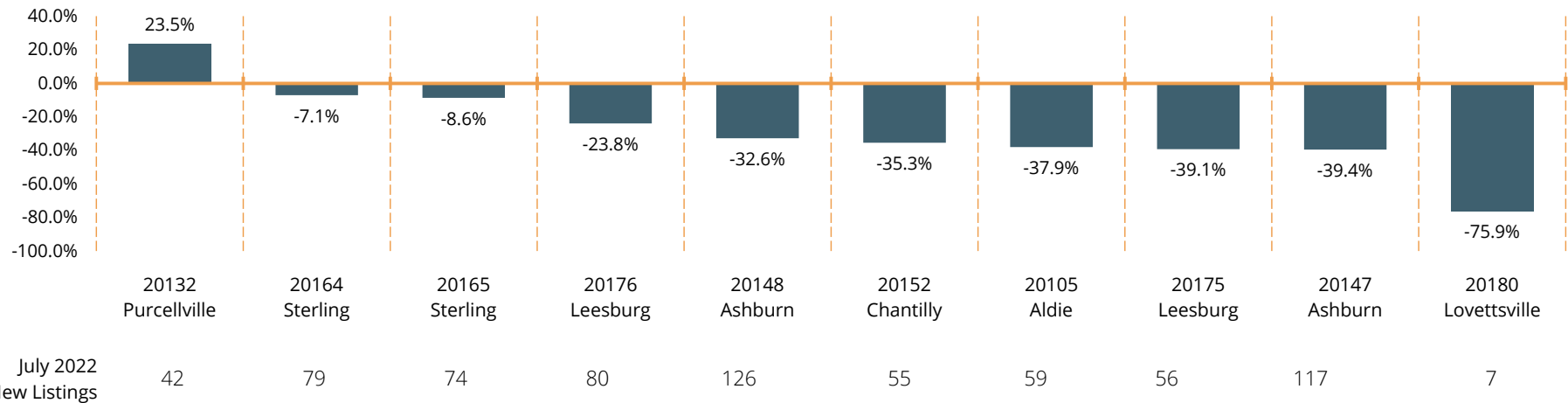
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	371	-21.4%	382	-36.7%
12-month Avg	340	-11.4%	377	-11.7%

## Zip Code

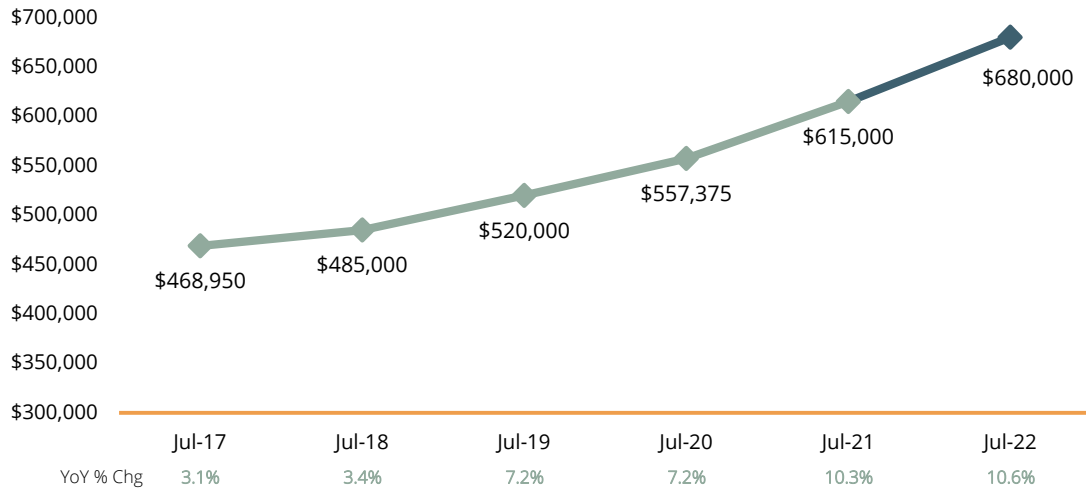
**% Change in New Listings**  
Jul-21 to Jul-22



# Median List Price



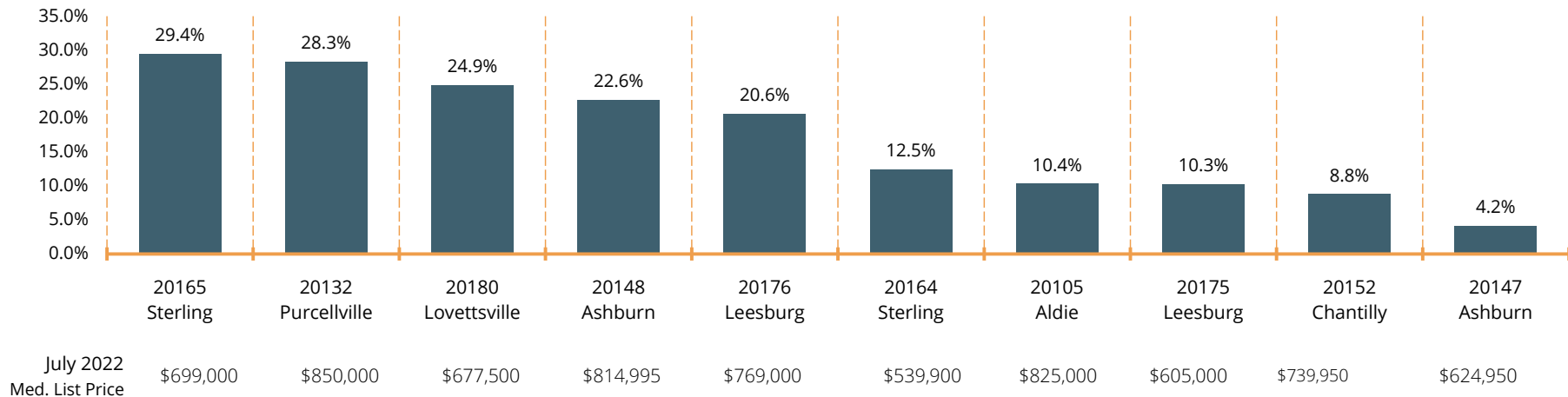
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	\$899,995	12.5%	\$550,000	10.0%
12-month Avg	\$847,183	12.5%	\$517,356	11.4%

## Zip Code

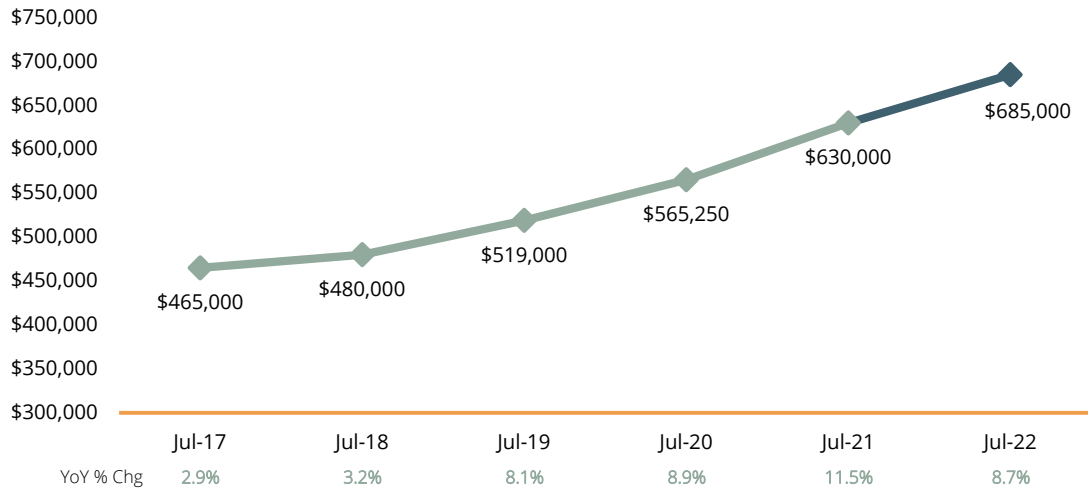
% Change in Median List Price  
Jul-21 to Jul-22



# Median Sales Price



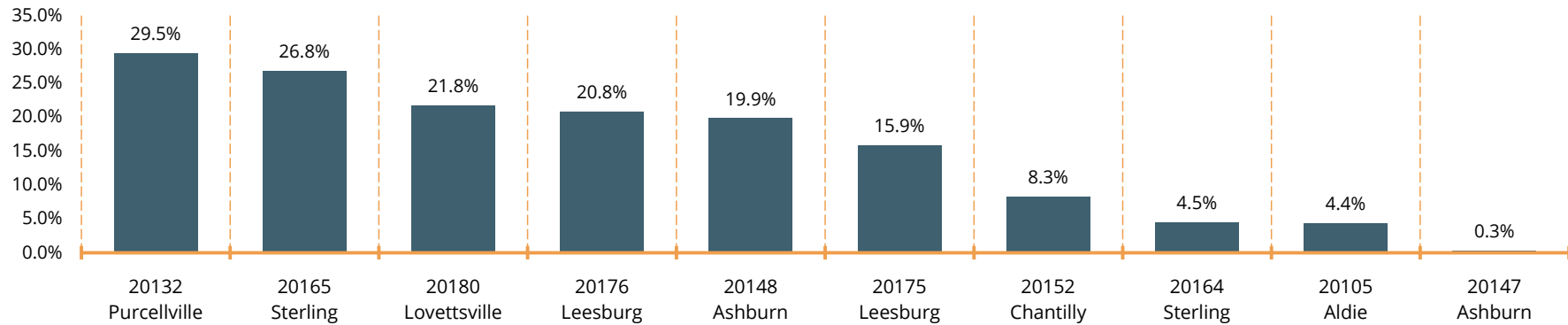
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Aug-21	<b>\$825,000</b>	13.0%	<b>\$500,000</b>	6.4%
Sep-21	<b>\$820,000</b>	13.1%	<b>\$500,000</b>	9.9%
Oct-21	<b>\$825,000</b>	11.6%	<b>\$517,500</b>	15.0%
Nov-21	<b>\$817,000</b>	13.4%	<b>\$500,000</b>	11.1%
Dec-21	<b>\$850,000</b>	11.8%	<b>\$499,990</b>	12.4%
Jan-22	<b>\$878,290</b>	20.7%	<b>\$485,000</b>	9.0%
Feb-22	<b>\$865,000</b>	10.9%	<b>\$535,600</b>	10.7%
Mar-22	<b>\$915,000</b>	14.4%	<b>\$553,500</b>	14.1%
Apr-22	<b>\$910,000</b>	11.1%	<b>\$570,000</b>	15.6%
May-22	<b>\$950,000</b>	16.6%	<b>\$562,500</b>	11.9%
Jun-22	<b>\$917,500</b>	6.8%	<b>\$555,000</b>	6.7%
Jul-22	<b>\$902,000</b>	9.7%	<b>\$555,000</b>	6.1%
12-month Avg	\$872,899	12.6%	\$527,841	10.7%

## Zip Code

**% Change in Median Sales Price**  
Jul-21 to Jul-22

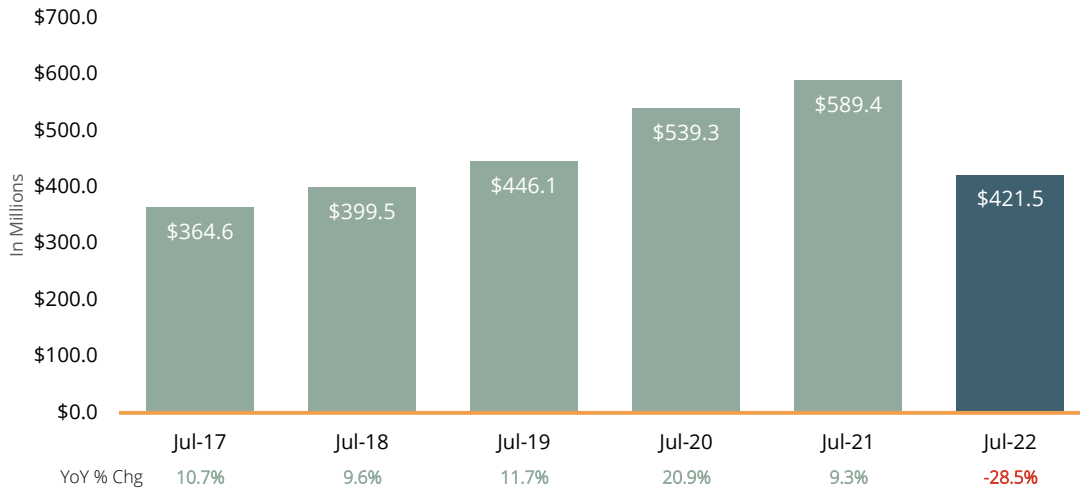


Zip Code	July 2022 Med. Sales Price
20132 Purcellville	\$887,000
20165 Sterling	\$697,500
20180 Lovettsville	\$679,000
20176 Leesburg	\$782,500
20148 Ashburn	\$815,000
20175 Leesburg	\$637,500
20152 Chantilly	\$769,000
20164 Sterling	\$522,500
20105 Aldie	\$825,000
20147 Ashburn	\$627,000

# Sold Dollar Volume (in millions)



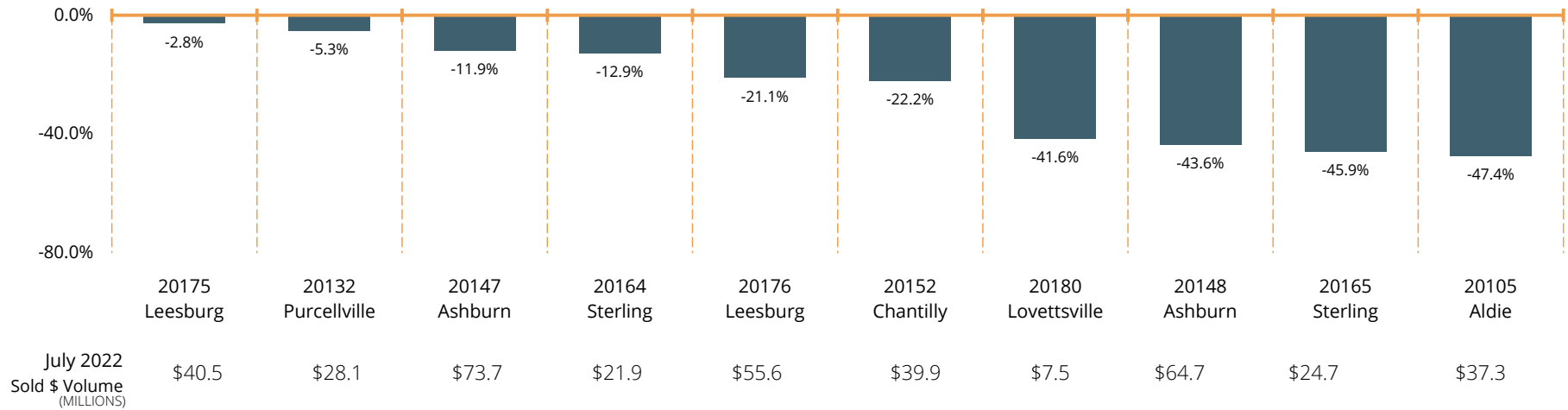
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	\$263.8	-23.4%	\$157.7	-35.6%
12-month Avg	\$262.0	-9.4%	\$173.9	-8.3%

## Zip Code

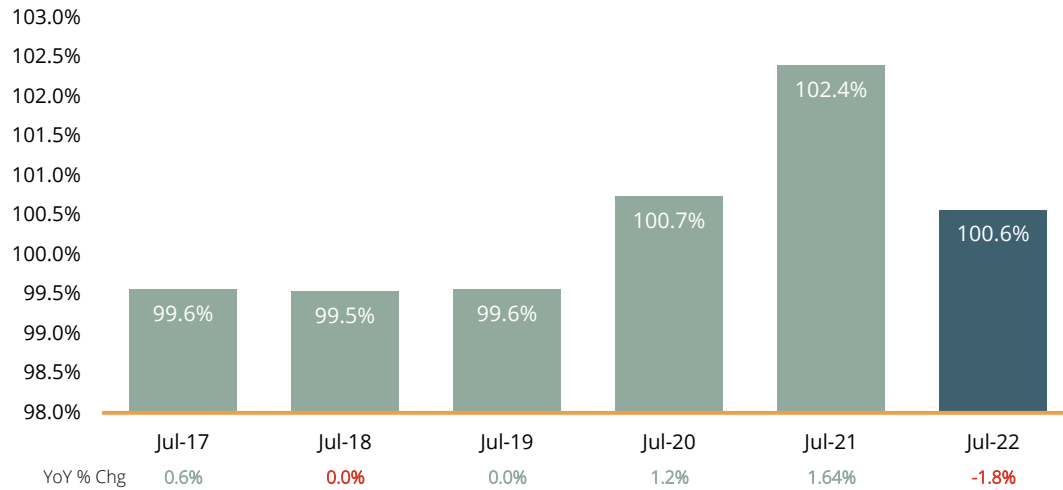
% Change in Sold Dollar Volume  
Jul-21 to Jul-22



# Average Sold to Ask Price Ratio



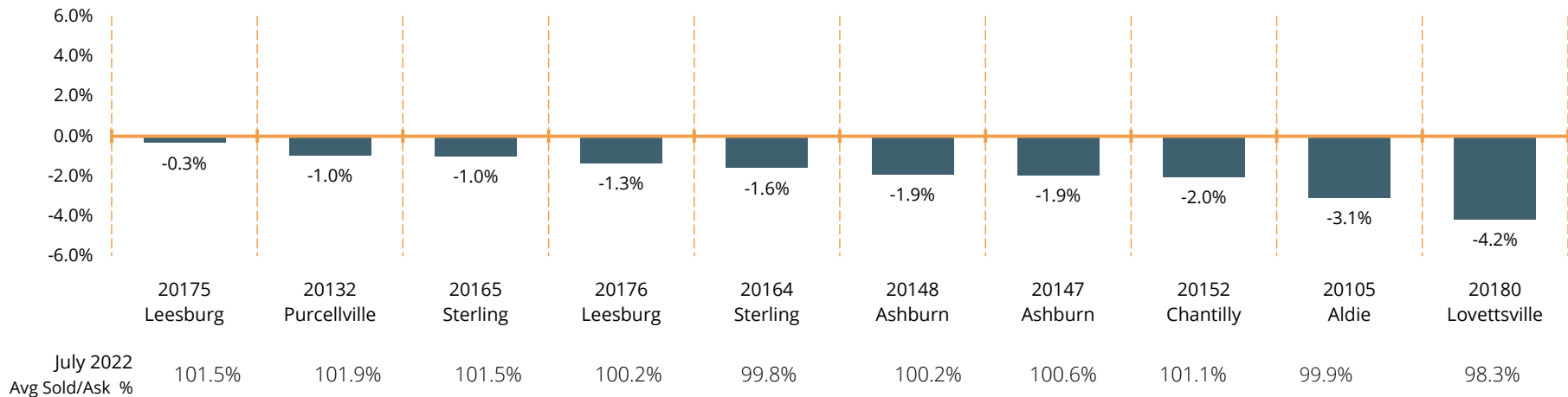
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	100.7%	-1.9%	100.5%	-1.7%
12-month Avg	102.5%	0.3%	101.8%	0.0%

## Zip Code

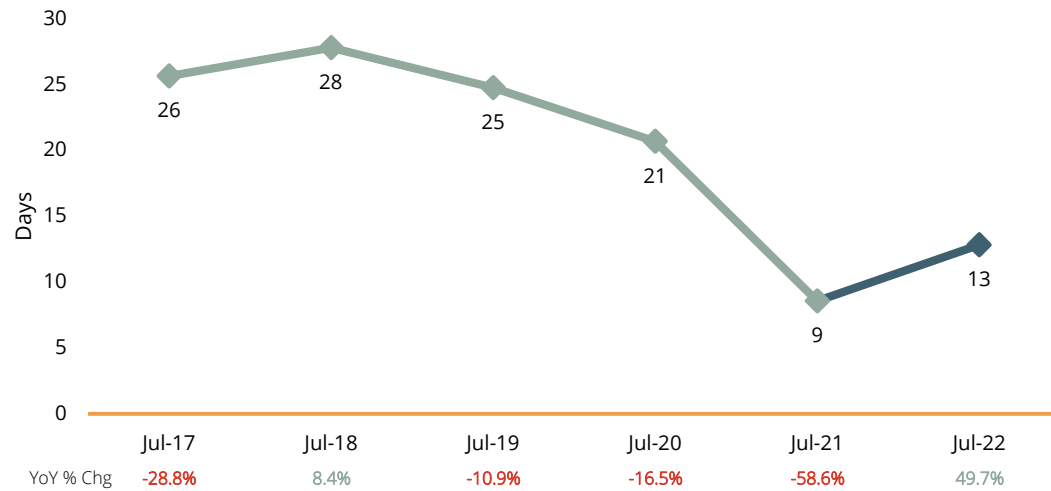
% Change in Average Sold to Ask Price Ratio  
Jul-21 to Jul-22



# Average Days on Market



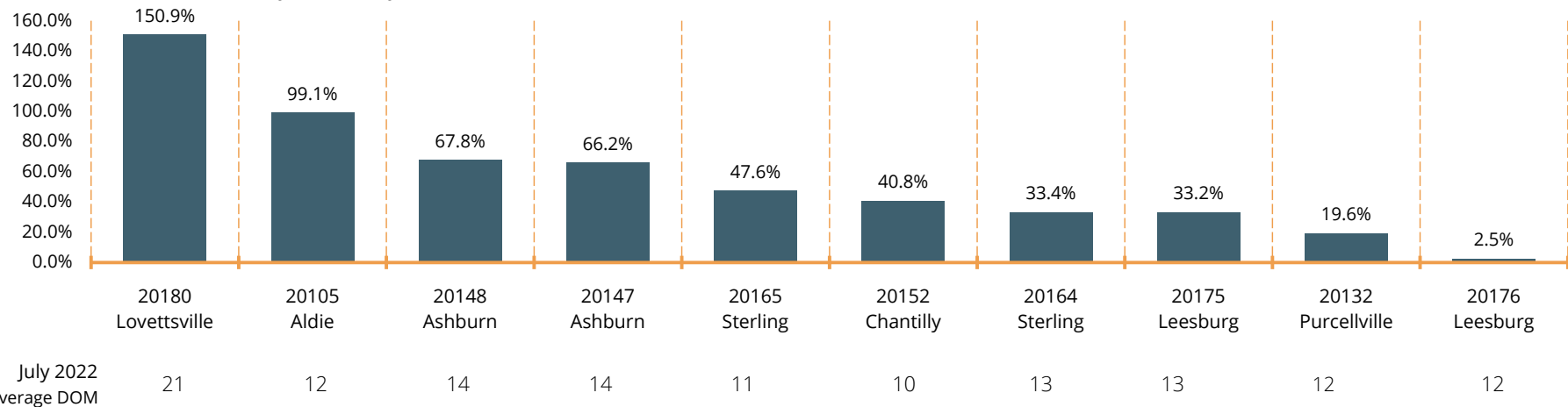
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	13	59.9%	13	42.1%
12-month Avg	13	-16.4%	13	8.9%

## Zip Code

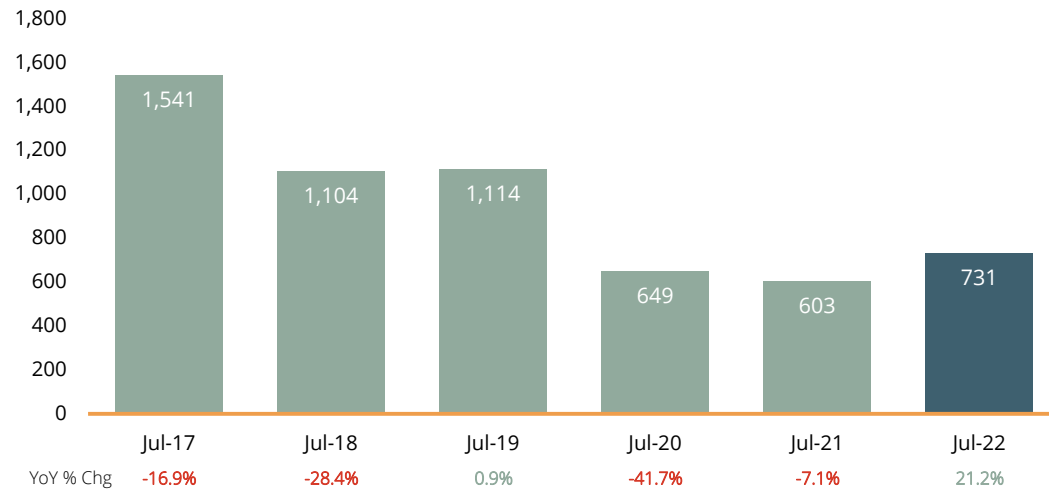
% Change in Average Days on Market  
Jul-21 to Jul-22



# Active Listings



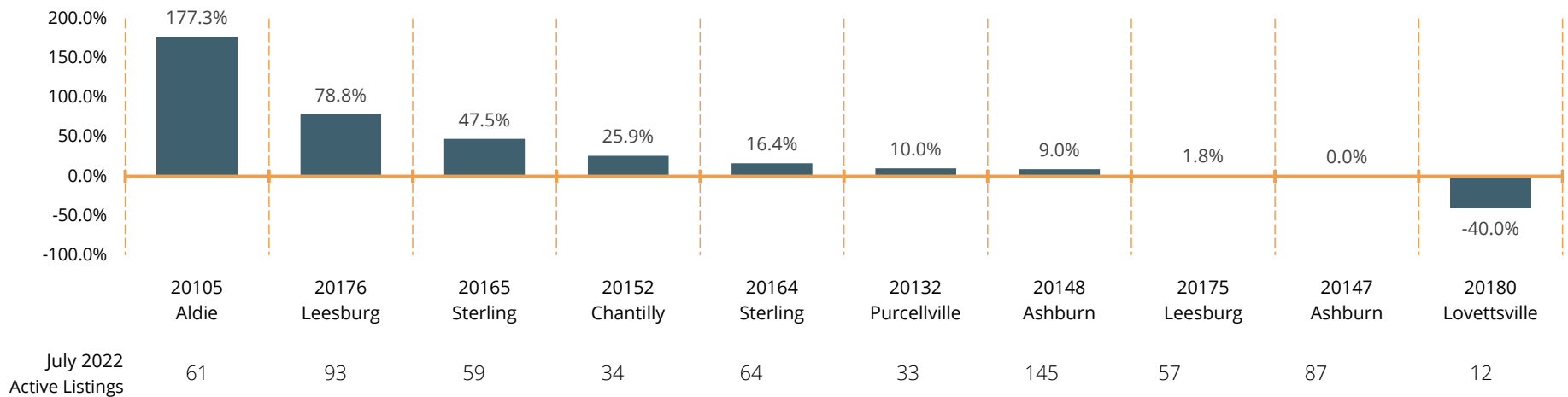
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-22	381	42.2%	350	4.5%
12-month Avg	201	10.3%	198	16.4%

## Zip Code

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

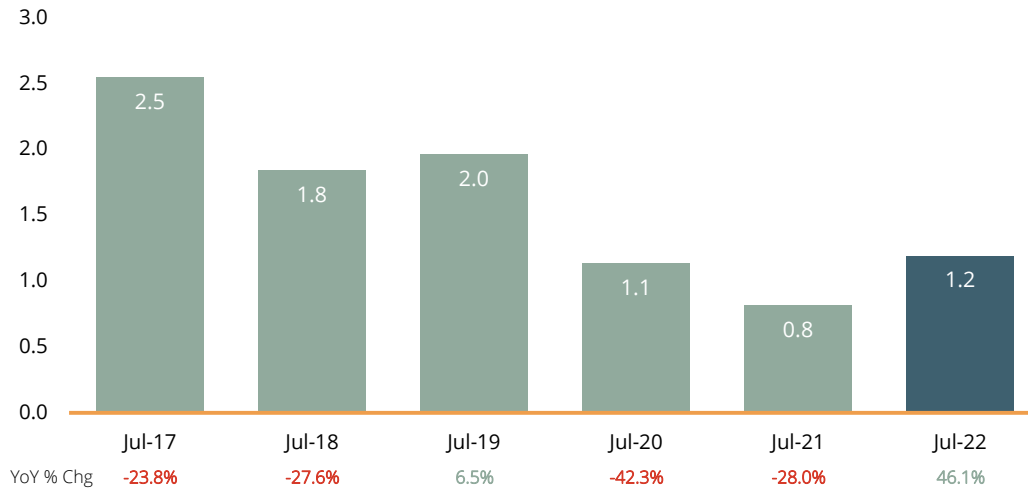




# Months Supply



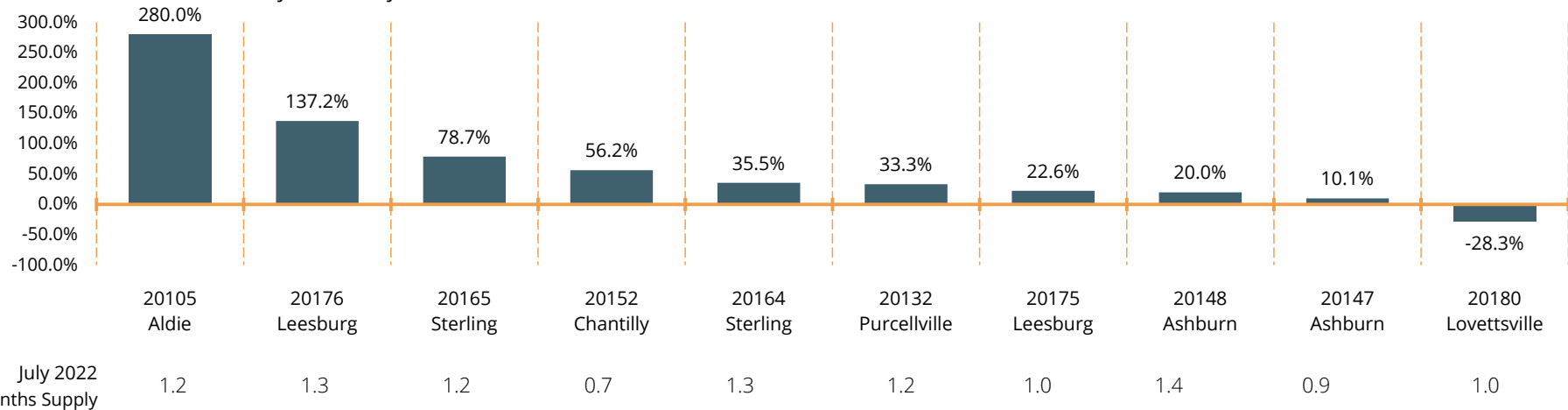
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%	1.0	73.2%
Jul-22	1.3	75.3%	1.1	23.4%
12-month Avg	0.6	8.5%	0.5	11.3%

## Zip Code

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



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg	Jul-21	Jul-22	% chg
Loudoun County	1075	<b>753</b>	-30.0%	871	<b>548</b>	-37.1%	\$630,000	<b>\$685,000</b>	8.7%	603	<b>731</b>	21.2%	0.8	<b>1.2</b>	46.1%
20105	95	<b>59</b>	-37.9%	90	<b>43</b>	-52.2%	\$790,500	<b>\$825,000</b>	4.4%	22	<b>61</b>	177.3%	0.3	<b>1.2</b>	280.0%
										30					
20147	193	<b>117</b>	-39.4%	131	<b>110</b>	-16.0%	\$625,000	<b>\$627,000</b>	0.3%	87	<b>87</b>	0.0%	0.8	<b>0.9</b>	10.1%
20152	85	<b>55</b>	-35.3%	71	<b>48</b>	-32.4%	\$710,000	<b>\$769,000</b>	8.3%	27	<b>34</b>	25.9%	0.4	<b>0.7</b>	56.2%
20165	81	<b>74</b>	-8.6%	79	<b>35</b>	-55.7%	\$550,000	<b>\$697,500</b>	26.8%	40	<b>59</b>	47.5%	0.7	<b>1.2</b>	78.7%
20176	105	<b>80</b>	-23.8%	102	<b>68</b>	-33.3%	\$647,500	<b>\$782,500</b>	20.8%	52	<b>93</b>	78.8%	0.6	<b>1.3</b>	137.2%
										20					



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, 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.