

AUGUST  
**2022**

# DAAR LOUDOUN COUNTY

## MARKET INDICATORS REPORT

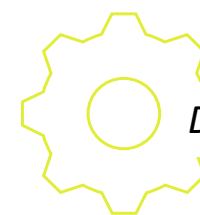
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



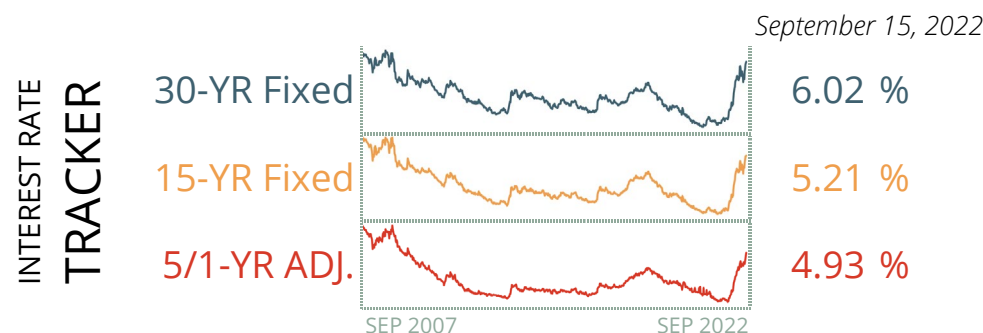
## Key Market Trends: August 2022

- › **Sales activity continued to slow down in Loudoun County for the month of August.** There were 548 sales in the county in August, 271 fewer sales than last year, a decrease of 33.1%. Sales have been falling over the last year for 12 consecutive quarters. The sharpest drop in sales this month occurred in Ashburn zip code 20147 which had 57 fewer listings (-39.0%) and Sterling zip code 20165 with 30 fewer listings than last August (-46.2%).
- › **Pending sales are down from a year ago in the DAAR footprint.** In August there were 512 pending sales in Loudoun County, falling 30.7% from the previous year, which is 227 fewer sales. All local markets have seen a drop off in the number of pending sales. Ashburn zip code 20148 saw the biggest drop this month with 48 fewer pending sales (-36.9%), followed by Chantilly zip code 20152 with 28 fewer sales (-50.0%).
- › **Home prices continue to grow in Loudoun County.** In the county, the median sales price in August was \$664,750, a jump of \$49,250 or an 8.0% increase from a year ago. The strongest price growth was in Lovettsville zip code 20180 which saw home prices rise by \$347,550 from last August (+49.5%). Prices increased by double-digits in Sterling zip code 20165 which saw a \$90,100 gain, a 15.5% increase.
- › **Supply is expanding in Loudoun County's housing market.** At the end of August, there were 640 active listings in the county, 93 more than the previous year, a jump of 17.0%. This is the sixth straight month of inventory growth in the region. The largest amount of additional listings came from Sterling zip code 20164 in August (+41) and Leesburg zip code 20176 (+29).



## DAAR Market Dashboard

| YoY Chg  | Aug-22    | Indicator                        |
|----------|-----------|----------------------------------|
| ▼ -33.1% | 548       | Sales                            |
| ▼ -30.7% | 512       | Pending Sales                    |
| ▼ -19.8% | 640       | New Listings                     |
| ▲ 10.0%  | \$670,975 | Median List Price                |
| ▲ 8.0%   | \$664,750 | Median Sales Price               |
| ▲ 5.9%   | \$252     | Median Price Per Square Foot     |
| ▼ -27.6% | \$401.0   | Sold Dollar Volume (in millions) |
| ▼ -2.0%  | 99.5%     | Average Sold/Ask Price Ratio     |
| ▲ 39.3%  | 18        | Average Days on Market           |
| ▲ 17.0%  | 640       | Active Listings                  |
| ▲ 46.5%  | 1.1       | 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.

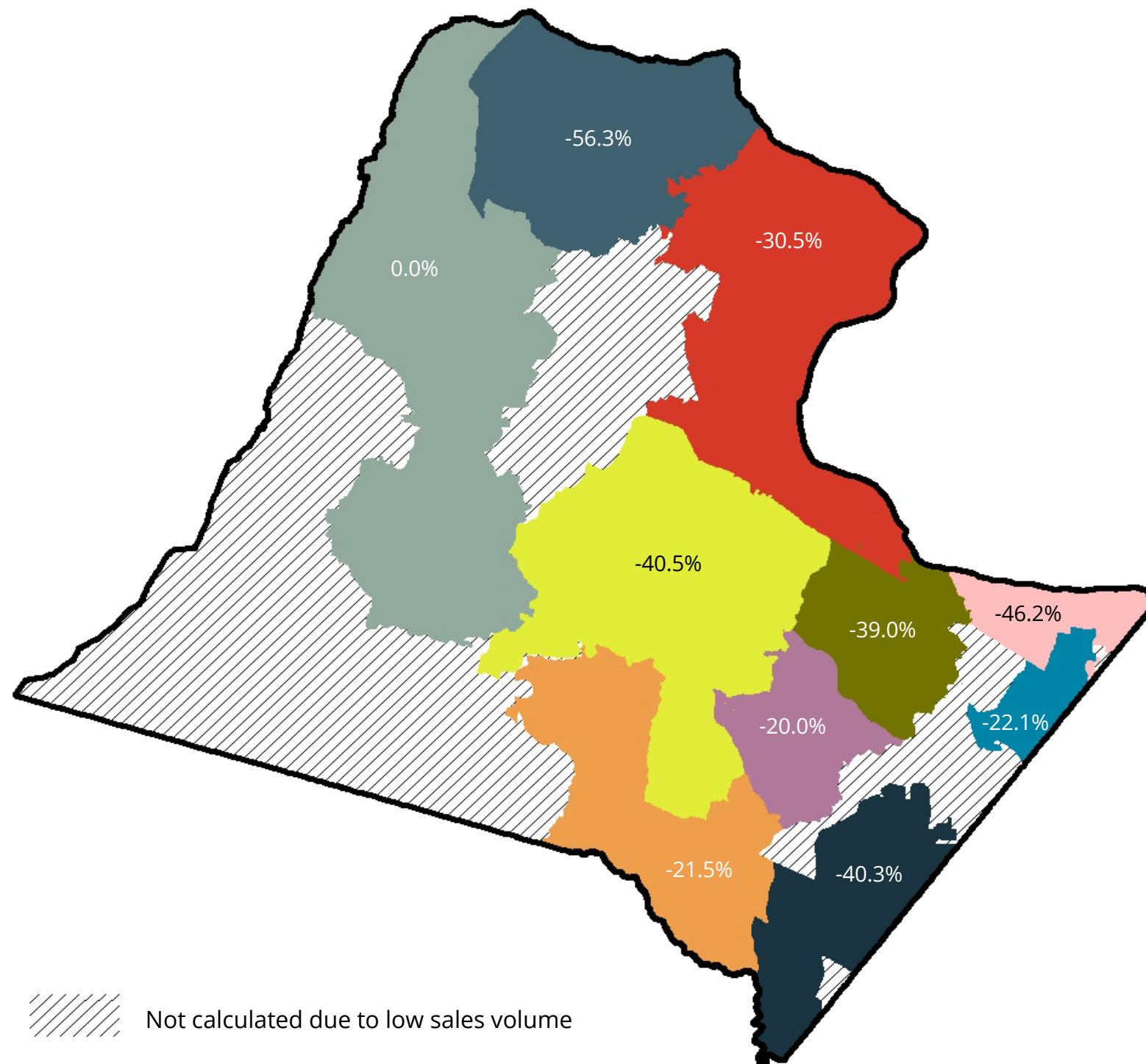
## **Are You Ready to Buy or Sell Real Estate?**

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



Not calculated due to low sales volume

# Total Market Overview



| Key Metrics                      | 2-year Trends | Aug-21    | Aug-22           | YoY Chg | 2021 YTD  | 2022 YTD         | YoY Chg |
|----------------------------------|---------------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Aug-20        |           |                  |         |           |                  |         |
| Sales                            |               | 819       | <b>548</b>       | -33.1%  | 5,940     | <b>4,403</b>     | -25.9%  |
| Pending Sales                    |               | 739       | <b>512</b>       | -30.7%  | 6,126     | <b>4,551</b>     | -25.7%  |
| New Listings                     |               | 798       | <b>640</b>       | -19.8%  | 6,460     | <b>5,301</b>     | -17.9%  |
| Median List Price                |               | \$610,000 | <b>\$670,975</b> | 10.0%   | \$599,900 | <b>\$664,945</b> | 10.8%   |
| Median Sales Price               |               | \$615,500 | <b>\$664,750</b> | 8.0%    | \$619,000 | <b>\$680,000</b> | 9.9%    |
| Median Price Per Square Foot     |               | \$238     | <b>\$252</b>     | 5.9%    | \$234     | <b>\$262</b>     | 11.9%   |
| Sold Dollar Volume (in millions) |               | \$553.6   | <b>\$401.0</b>   | -27.6%  | \$3,997.9 | <b>\$3,336.9</b> | -16.5%  |
| Average Sold/Ask Price Ratio     |               | 101.5%    | <b>99.5%</b>     | -2.0%   | 102.9%    | <b>102.5%</b>    | -0.3%   |
| Average Days on Market           |               | 13        | <b>18</b>        | 39.3%   | 11        | <b>11</b>        | 2.1%    |
| Active Listings                  |               | 547       | <b>640</b>       | 17.0%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               | 0.7       | <b>1.1</b>       | 46.5%   | n/a       | <b>n/a</b>       | n/a     |

# Single-Family Detached Market Overview



| Key Metrics                      | Aug-20 | 2-year Trends | Aug-21    | Aug-22           | YoY Chg | 2021 YTD  | 2022 YTD         | YoY Chg |
|----------------------------------|--------|---------------|-----------|------------------|---------|-----------|------------------|---------|
| Sales                            |        |               | 376       | <b>257</b>       | -31.6%  | 2,817     | <b>2,088</b>     | -25.9%  |
| Pending Sales                    |        |               | 334       | <b>242</b>       | -27.5%  | 2,865     | <b>2,156</b>     | -24.7%  |
| New Listings                     |        |               | 356       | <b>301</b>       | -15.4%  | 3,312     | <b>2,969</b>     | -10.4%  |
| Median List Price                |        |               | \$800,000 | <b>\$879,000</b> | 9.9%    | \$785,000 | <b>\$884,999</b> | 12.7%   |
| Median Sales Price               |        |               | \$825,000 | <b>\$875,000</b> | 6.1%    | \$817,250 | <b>\$910,000</b> | 11.3%   |
| Median Price Per Square Foot     |        |               | \$225     | <b>\$236</b>     | 5.0%    | \$219     | <b>\$248</b>     | 13.2%   |
| Sold Dollar Volume (in millions) |        |               | \$328.5   | <b>\$234.9</b>   | -28.5%  | \$2,414.0 | <b>\$2,033.2</b> | -15.8%  |
| Average Sold/Ask Price Ratio     |        |               | 101.9%    | <b>99.5%</b>     | -2.3%   | 103.2%    | <b>102.8%</b>    | -0.5%   |
| Average Days on Market           |        |               | 14        | <b>17</b>        | 20.6%   | 12        | <b>11</b>        | -14.6%  |
| Active Listings                  |        |               | 235       | <b>346</b>       | 47.2%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |        |               | 0.7       | <b>1.3</b>       | 87.4%   | n/a       | <b>n/a</b>       | n/a     |

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

# Townhome & Condo Market Overview

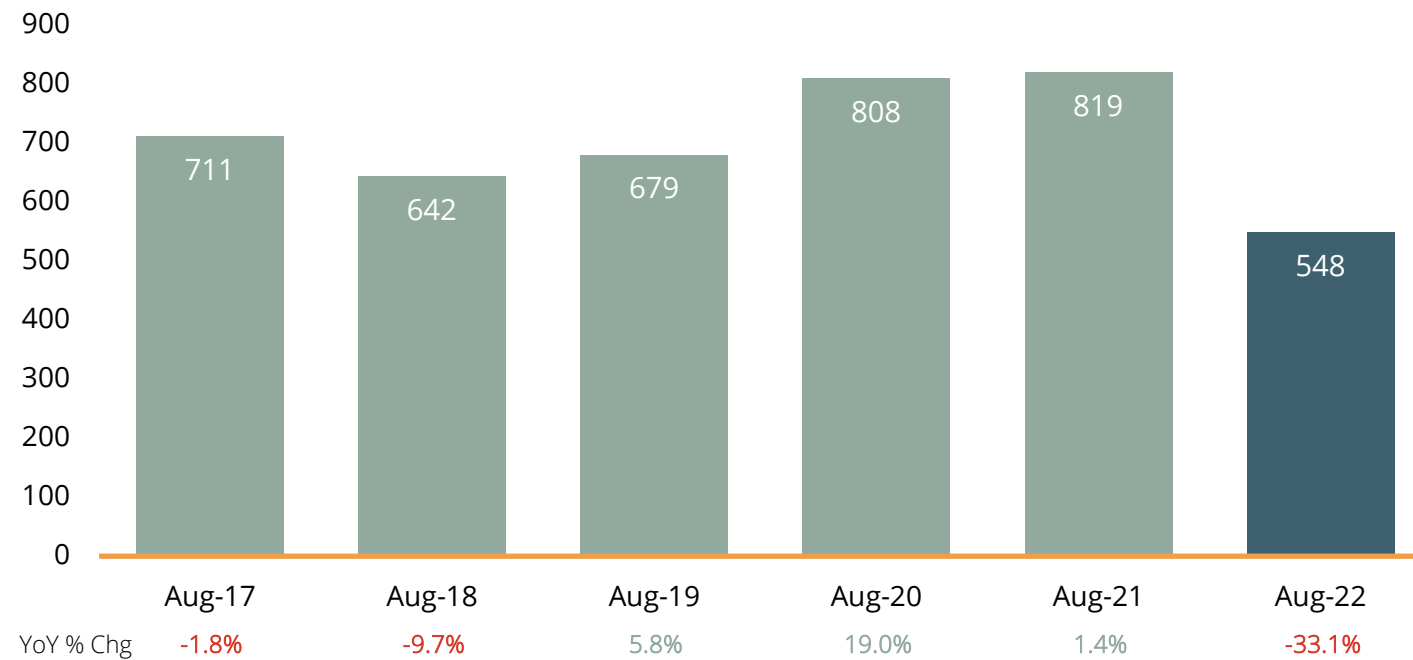


| Key Metrics                      | 2-year Trends | Aug-21    | Aug-22           | YoY Chg | 2021 YTD  | 2022 YTD         | YoY Chg |
|----------------------------------|---------------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Aug-20        |           |                  |         |           |                  |         |
| Sales                            |               | 443       | <b>291</b>       | -34.3%  | 3,123     | <b>2,315</b>     | -25.9%  |
| Pending Sales                    |               | 405       | <b>270</b>       | -33.3%  | 3,261     | <b>2,395</b>     | -26.6%  |
| New Listings                     |               | 442       | <b>339</b>       | -23.3%  | 3,148     | <b>2,332</b>     | -25.9%  |
| Median List Price                |               | \$495,000 | <b>\$550,000</b> | 11.1%   | \$480,000 | <b>\$538,000</b> | 12.1%   |
| Median Sales Price               |               | \$500,000 | <b>\$550,000</b> | 10.0%   | \$499,995 | <b>\$551,000</b> | 10.2%   |
| Median Price Per Square Foot     |               | \$248     | <b>\$263</b>     | 6.2%    | \$244     | <b>\$269</b>     | 10.5%   |
| Sold Dollar Volume (in millions) |               | \$225.1   | <b>\$166.1</b>   | -26.2%  | \$1,583.8 | <b>\$1,303.7</b> | -17.7%  |
| Average Sold/Ask Price Ratio     |               | 101.2%    | <b>99.5%</b>     | -1.7%   | 102.5%    | <b>102.3%</b>    | -0.2%   |
| Average Days on Market           |               | 12        | <b>19</b>        | 58.1%   | 9         | <b>11</b>        | 22.6%   |
| Active Listings                  |               | 312       | <b>294</b>       | -5.8%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               | 0.8       | <b>0.9</b>       | 16.3%   | n/a       | <b>n/a</b>       | n/a     |

# Sales



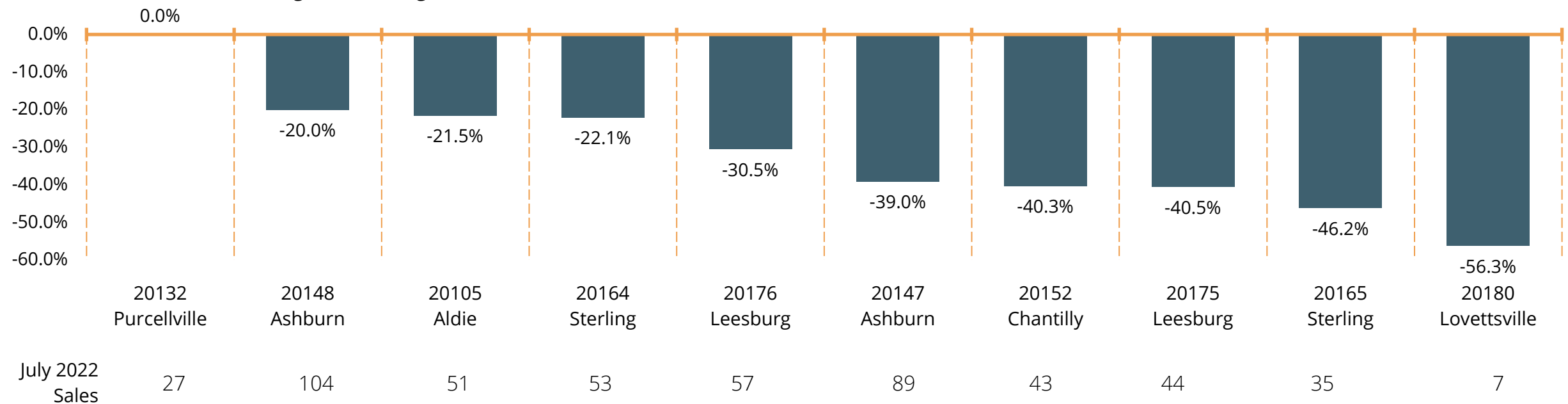
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
| 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%  |
| Aug-22       | 257                    | -31.6%  | 291              | -34.3%  |
| 12-month Avg | 270                    | -22.9%  | 311              | -20.3%  |

## Zip Code

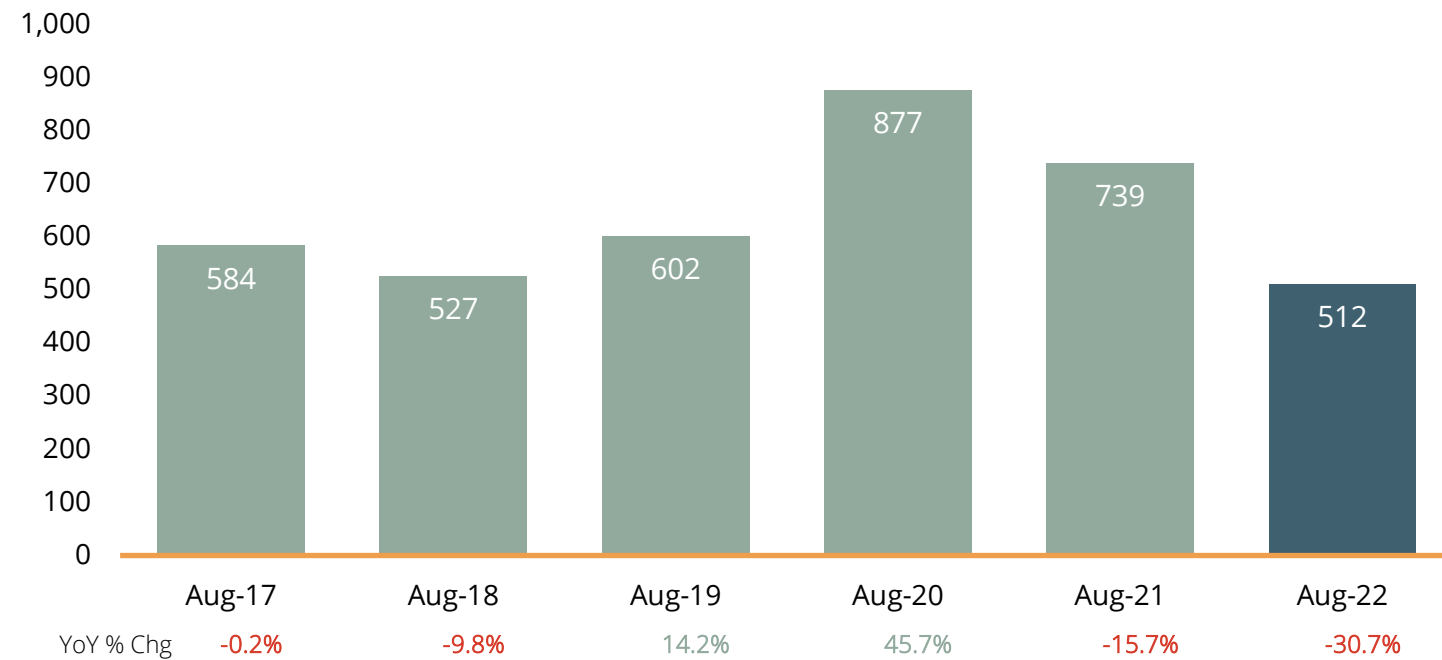
% Change in Sales  
Aug-21 to Aug-22



# Pending Sales



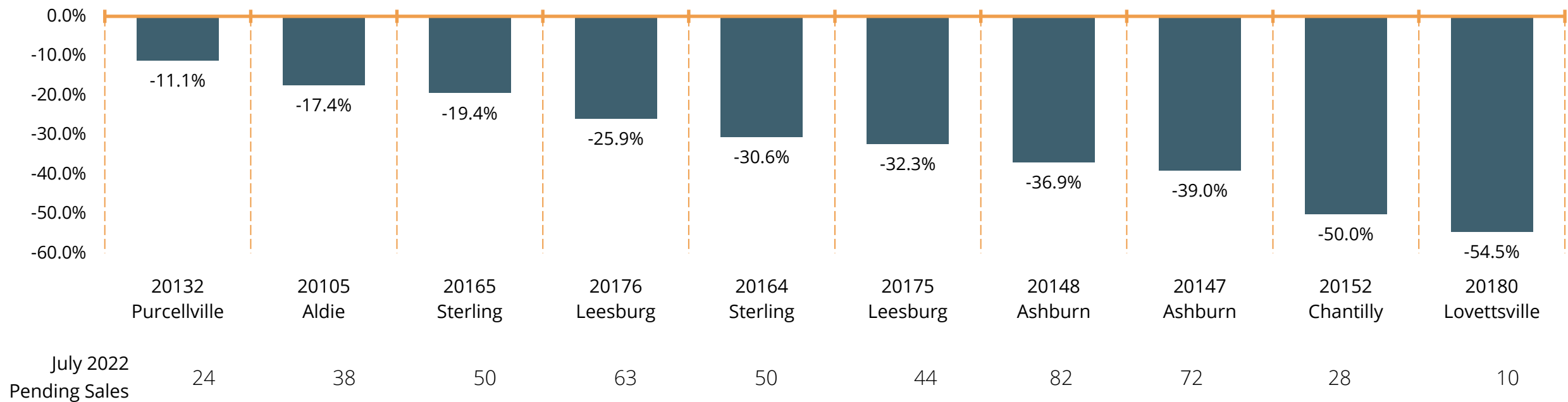
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
| 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%  |
| Aug-22       | 242                    | -27.5%  | 270              | -33.3%  |
| 12-month Avg | 254                    | -24.1%  | 298              | -21.8%  |

## Zip Code

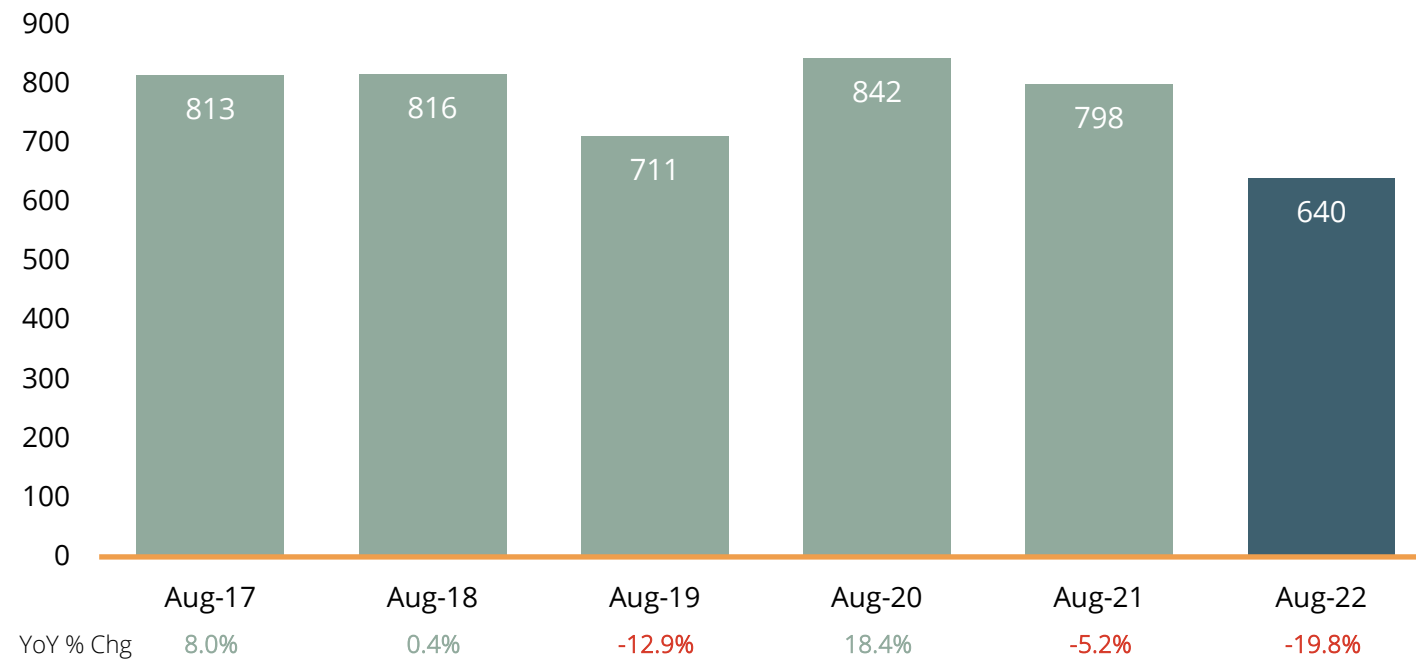
% Change in Pending Sales  
Aug-21 to Aug-22



# New Listings



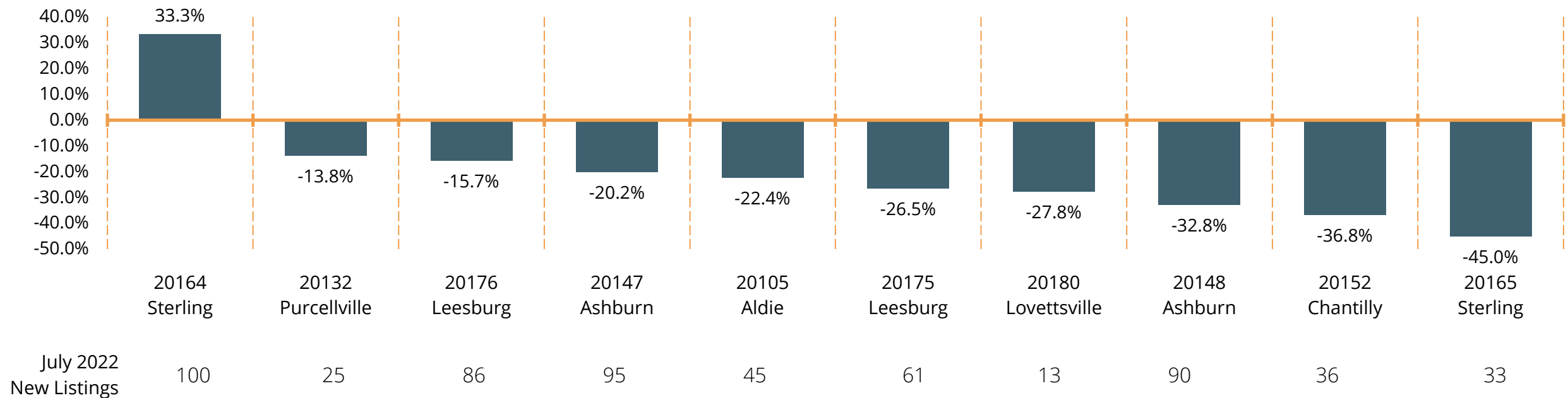
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
| 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%  |
| Aug-22       | 301                    | -15.4%  | 339              | -23.3%  |
| 12-month Avg | 335                    | -11.9%  | 369              | -13.6%  |

## Zip Code

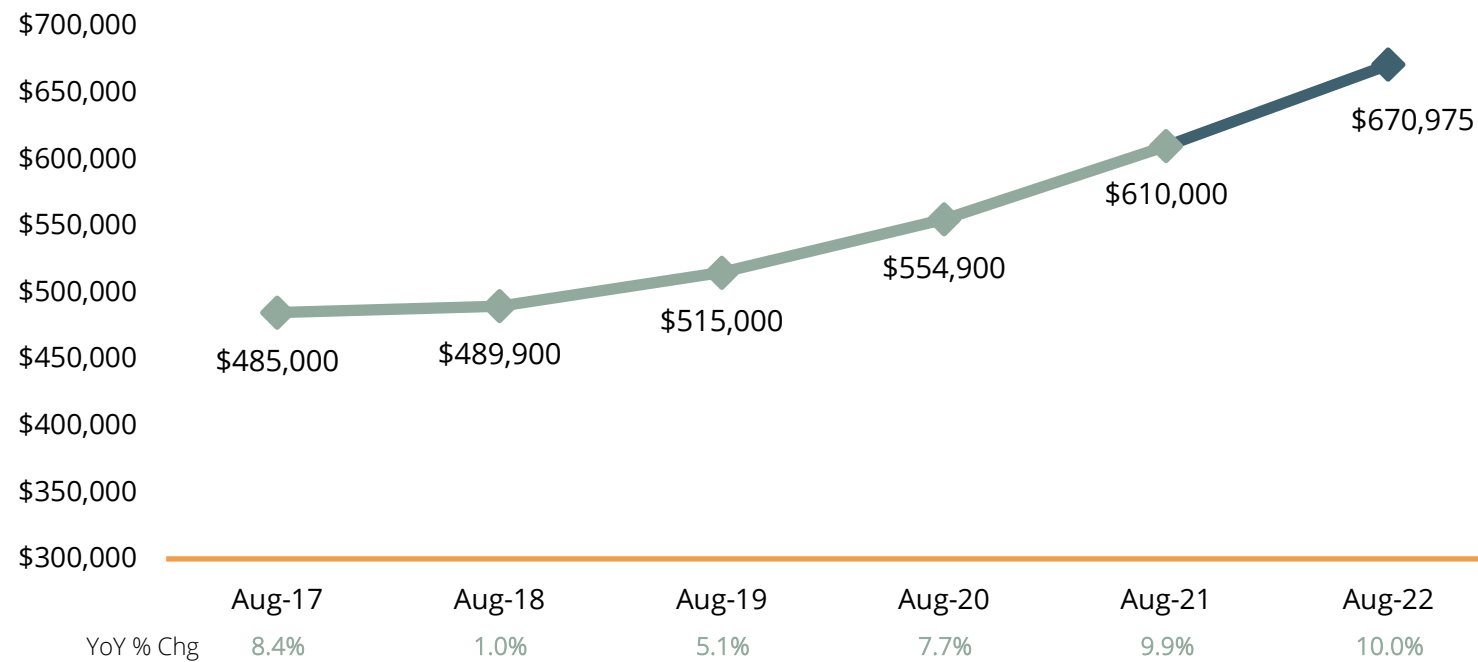
% Change in New Listings  
Aug-21 to Aug-22



# Median List Price



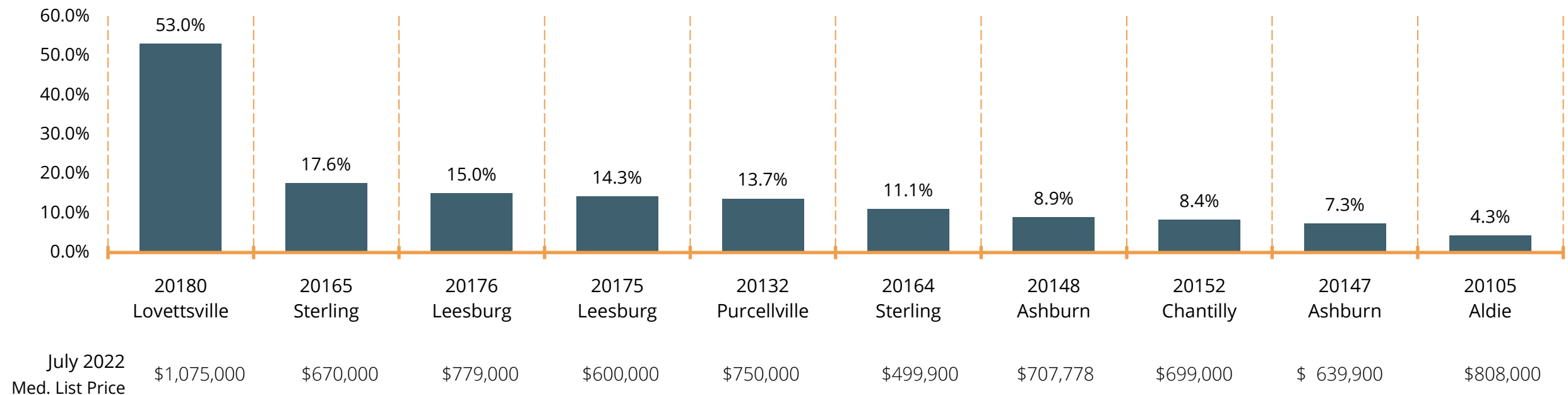
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
|              |                        |         |                  |         |
| 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%   |
| Aug-22       | \$879,000              | 9.9%    | \$550,000        | 11.1%   |
| 12-month Avg | \$853,766              | 12.4%   | \$521,939        | 11.7%   |

## Zip Code

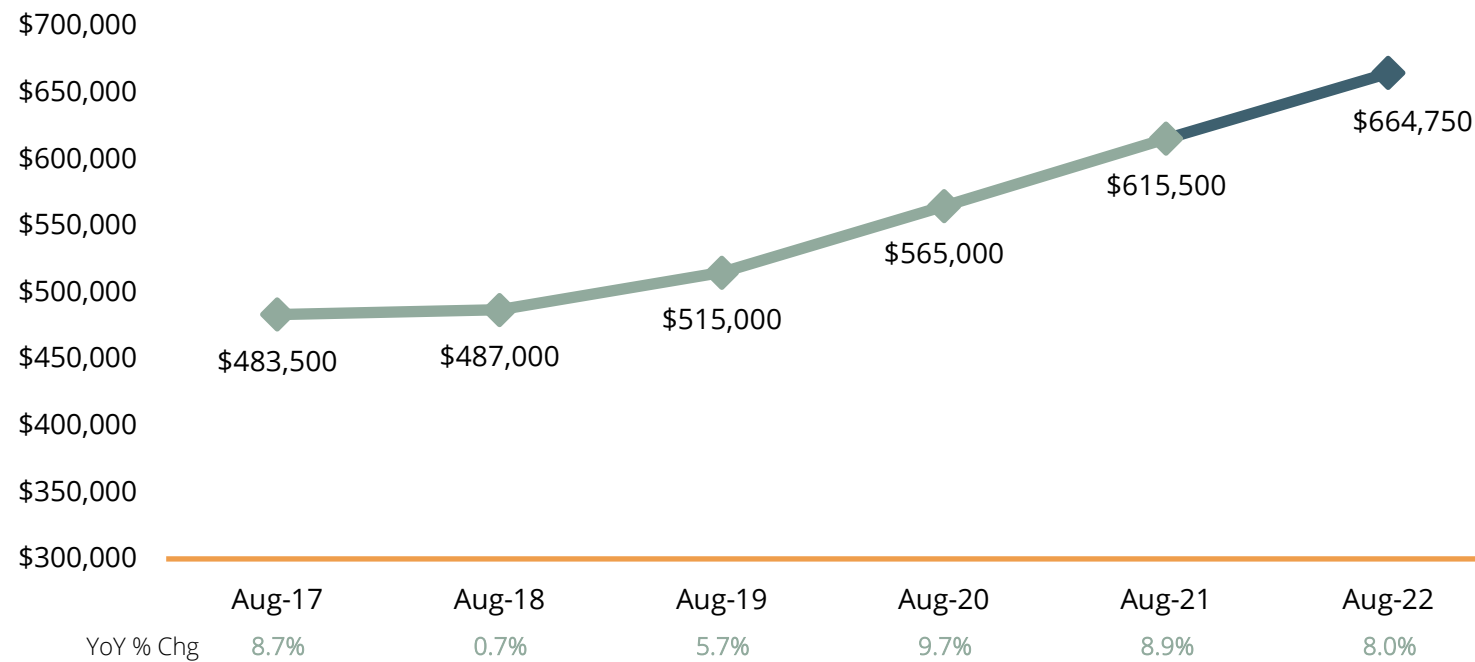
% Change in Median List Price  
Aug-21 to Aug-22



# Median Sales Price



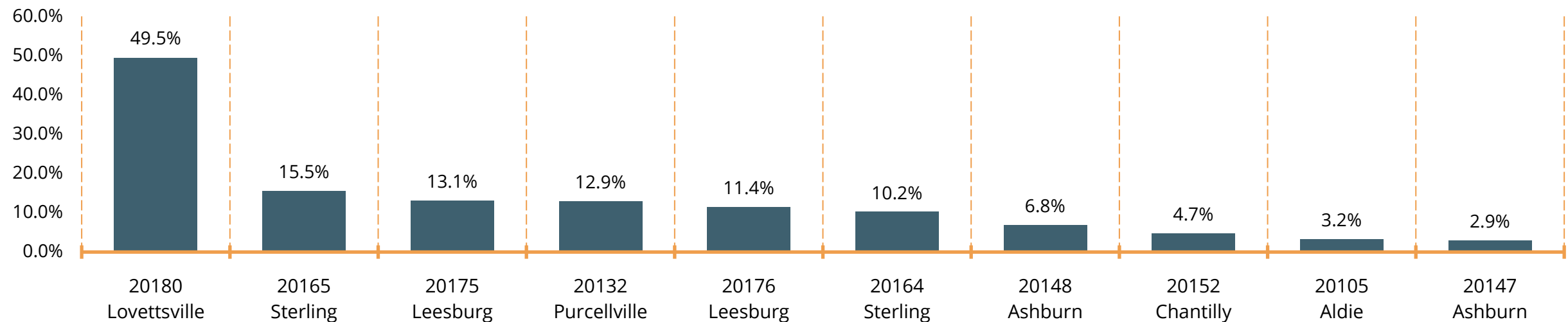
## Loudoun County



| Month        | Single-Family |         | Townhome & Condo |         |
|--------------|---------------|---------|------------------|---------|
|              | Detached      | YoY Chg |                  | YoY Chg |
| 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%    |
| Jul-22       | \$902,000     | 9.7%    | \$555,000        | 6.1%    |
| Aug-22       | \$875,000     | 6.1%    | \$550,000        | 10.0%   |
| 12-month Avg | \$877,066     | 12.0%   | \$532,008        | 11.0%   |

## Zip Code

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

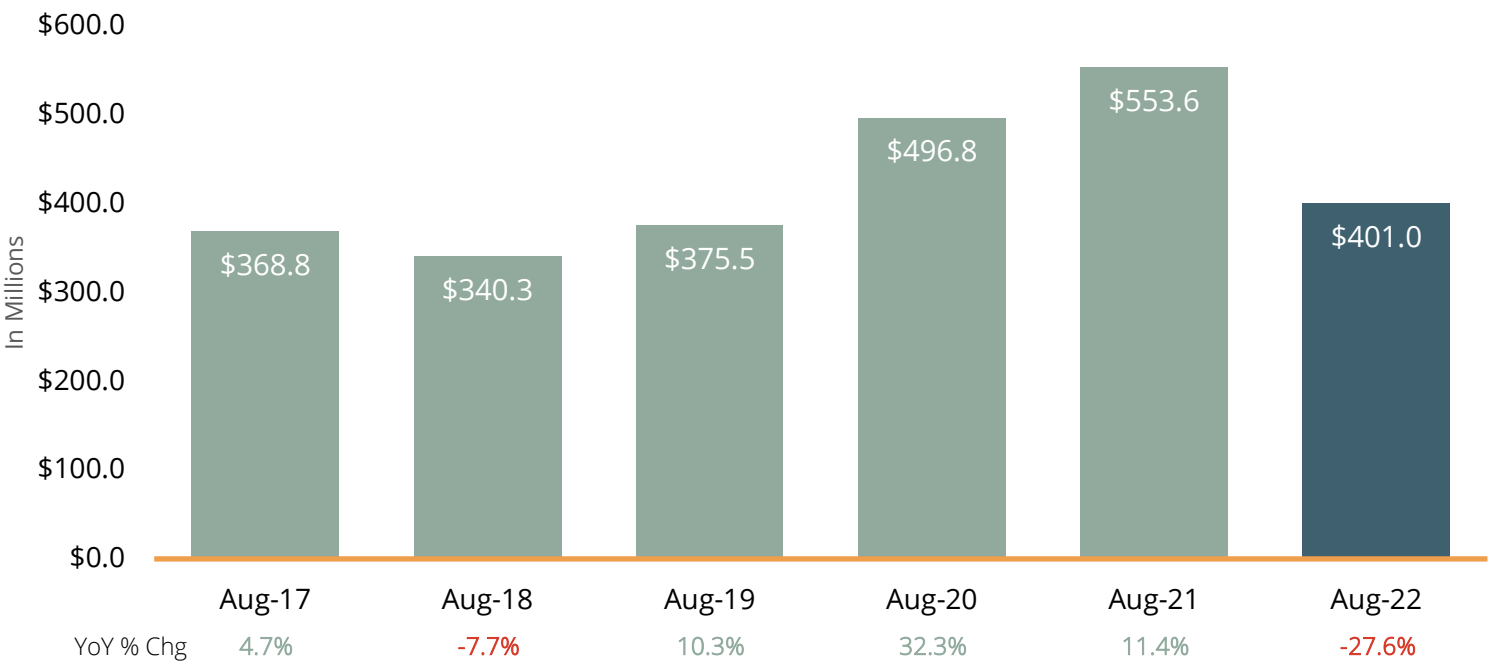


|                            |             |           |           |           |           |           |           |           |            |           |
|----------------------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|
| July 2022 Med. Sales Price | \$1,050,000 | \$670,000 | \$600,000 | \$759,500 | \$755,000 | \$497,500 | \$705,278 | \$690,000 | \$ 810,000 | \$620,160 |
|----------------------------|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|-----------|

# Sold Dollar Volume (in millions)



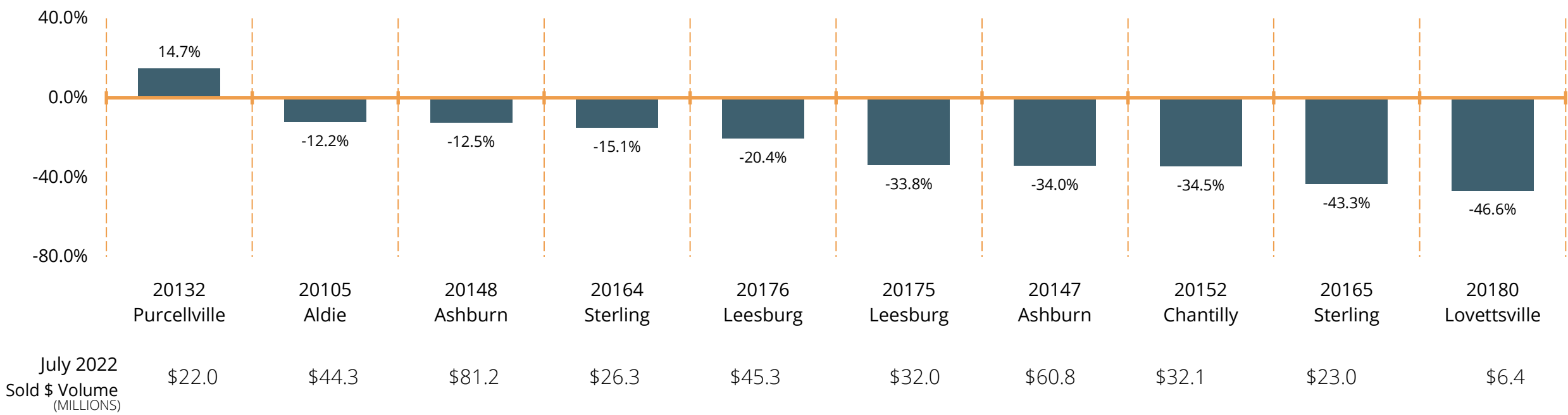
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
|              |                        |         |                  |         |
| 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%  |
| Aug-22       | \$234.9                | -28.5%  | \$166.1          | -26.2%  |
| 12-month Avg | \$254.2                | -12.8%  | \$169.0          | -12.0%  |

## Zip Code

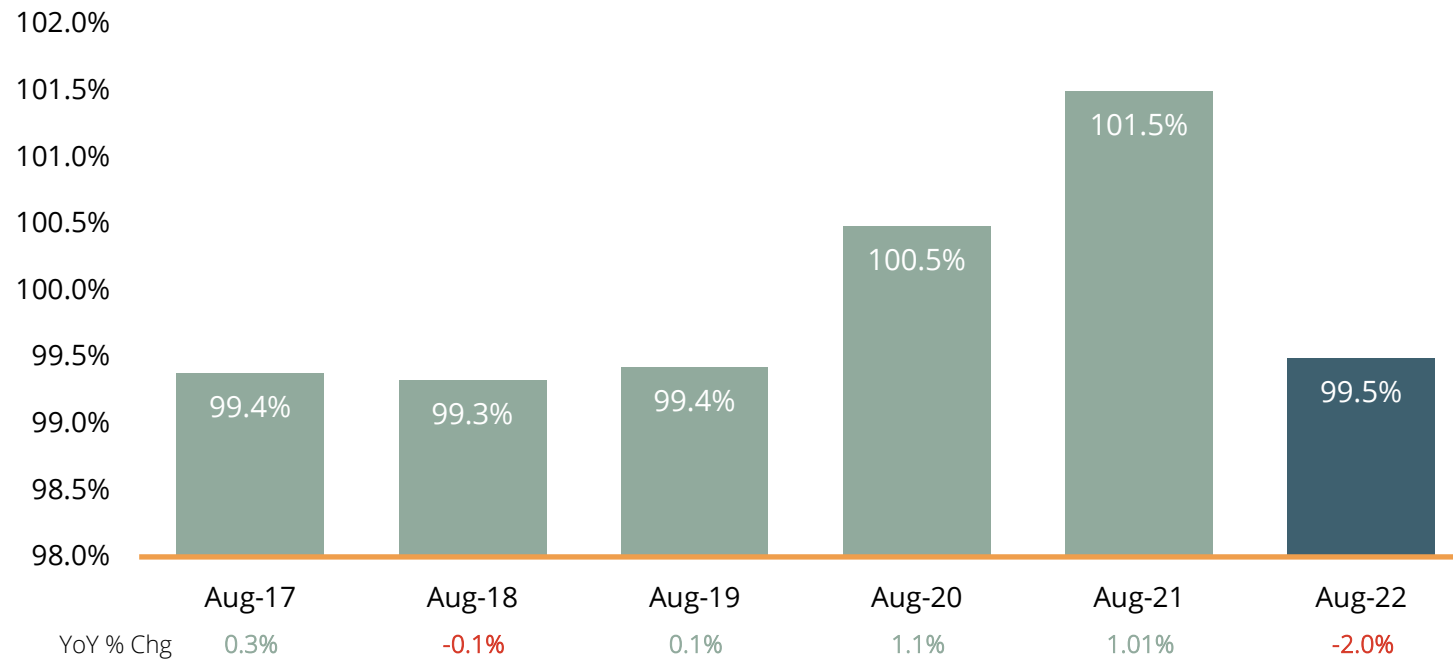
% Change in Sold Dollar Volume  
Aug-21 to Aug-22



# Average Sold to Ask Price Ratio



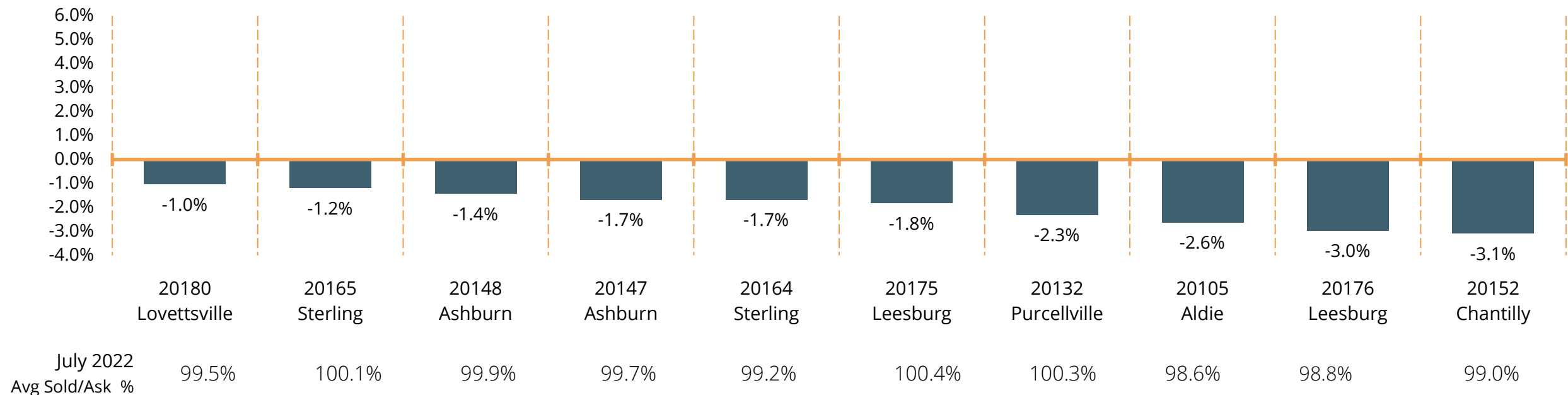
## Loudoun County



| Month        | Single-Family |         | Townhome & Condo |         |
|--------------|---------------|---------|------------------|---------|
|              | Detached      | YoY Chg |                  | YoY Chg |
| 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%   |
| Aug-22       | 99.5%         | -2.3%   | 99.5%            | -1.7%   |
| 12-month Avg | 102.3%        | 0.0%    | 101.7%           | -0.2%   |

## Zip Code

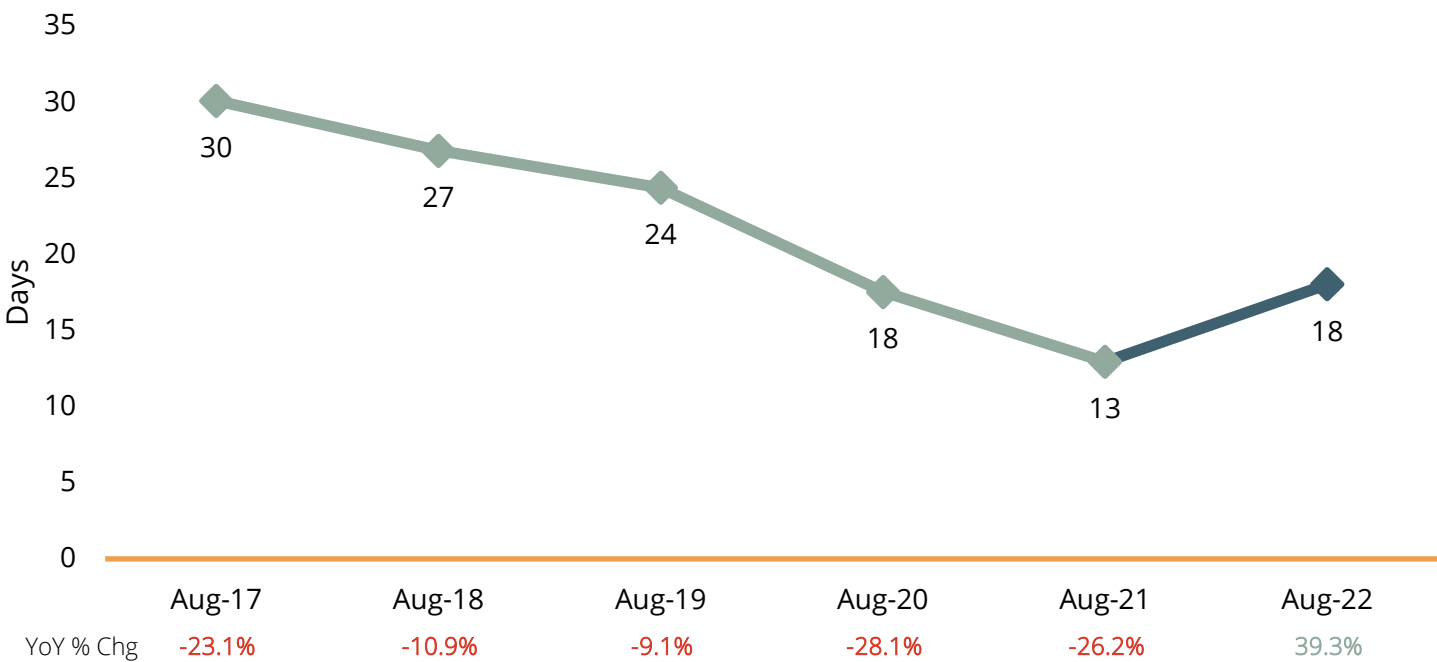
% Change in Average Sold to Ask Price Ratio  
Aug-21 to Aug-22



# Average Days on Market



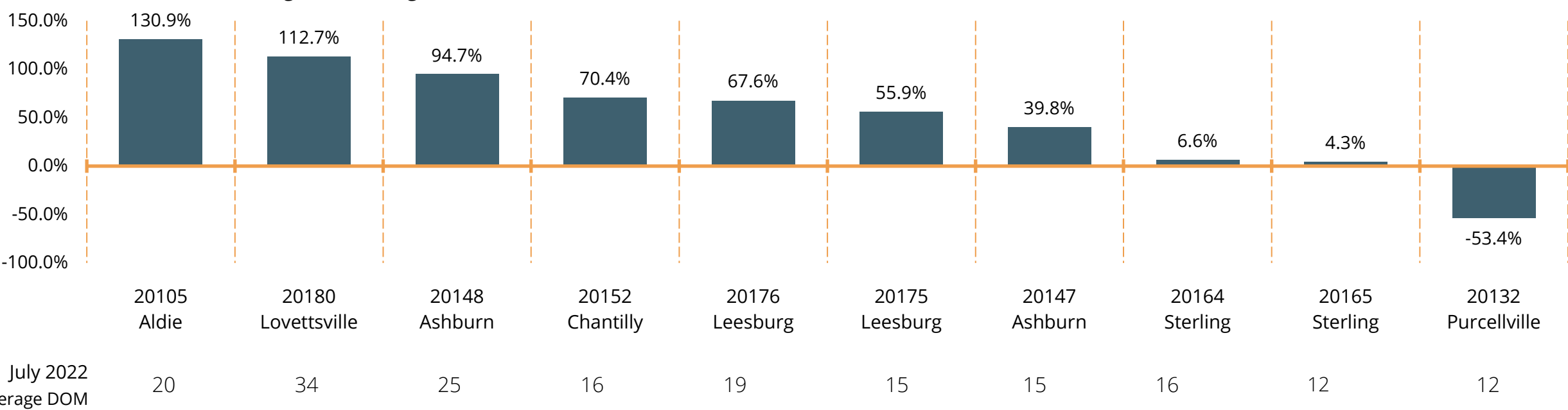
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
| 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%   |
| Aug-22       | 17                     | 20.6%   | 19               | 58.1%   |
| 12-month Avg | 13                     | -11.0%  | 13               | 14.9%   |

## Zip Code

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

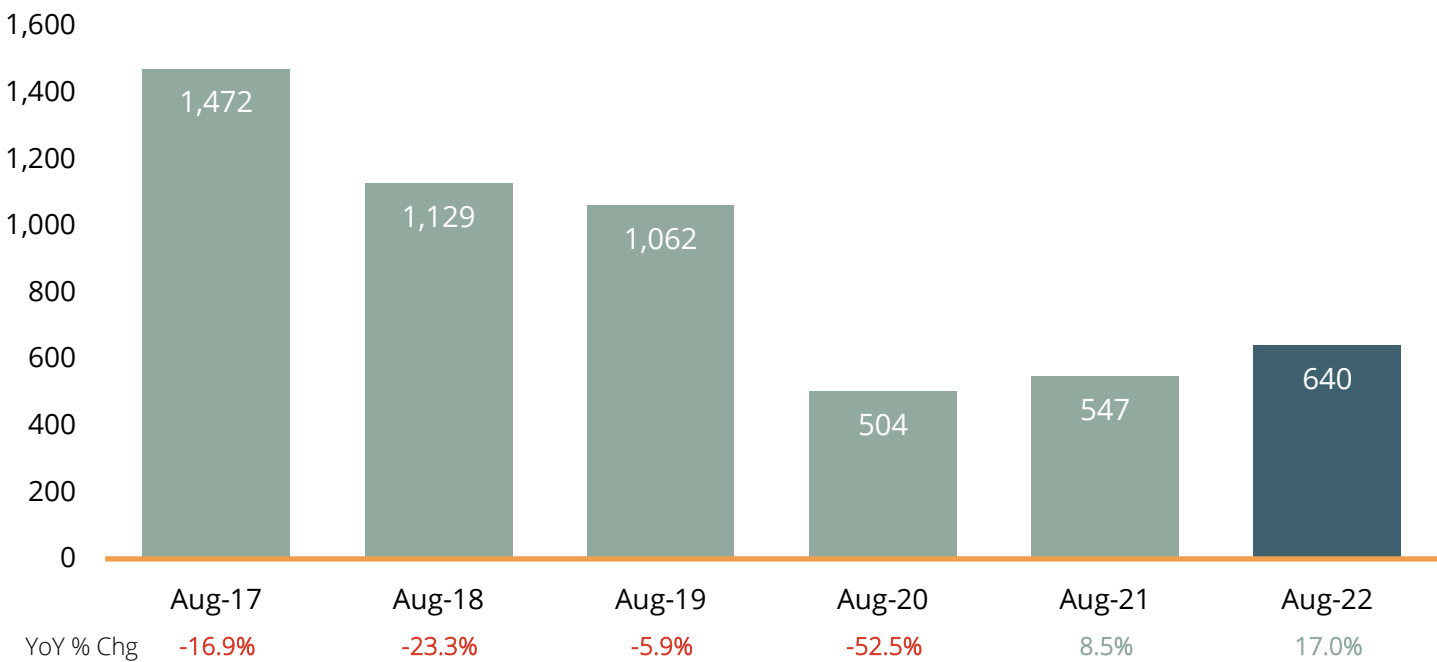


Source: Virginia REALTORS®, data accessed September 15, 2022

# Active Listings



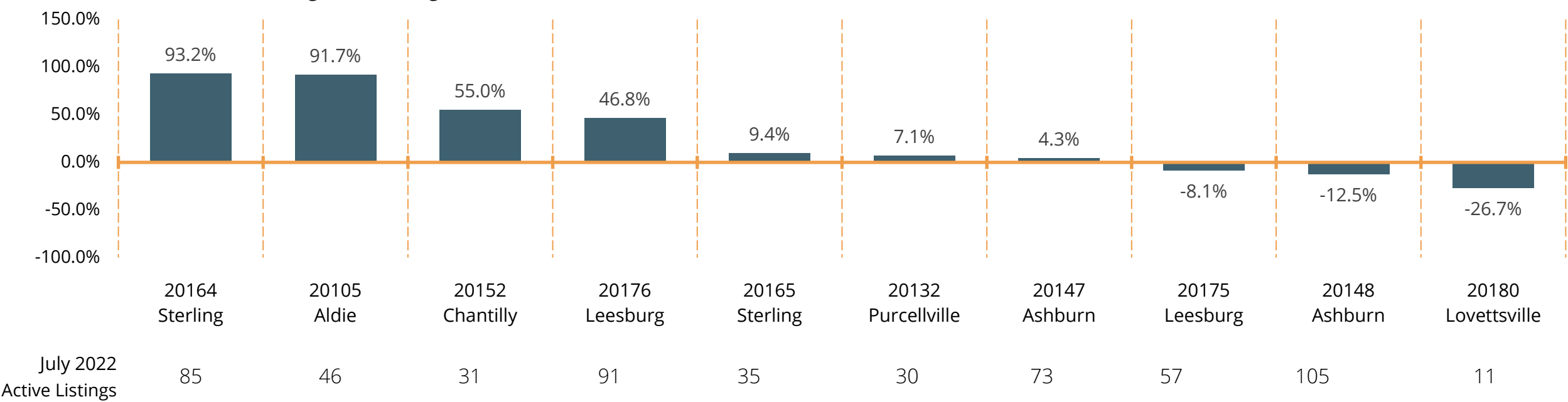
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
| 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%    |
| Aug-22       | 346                    | 47.2%   | 294              | -5.8%   |
| 12-month Avg | 210                    | 19.0%   | 196              | 9.6%    |

## Zip Code

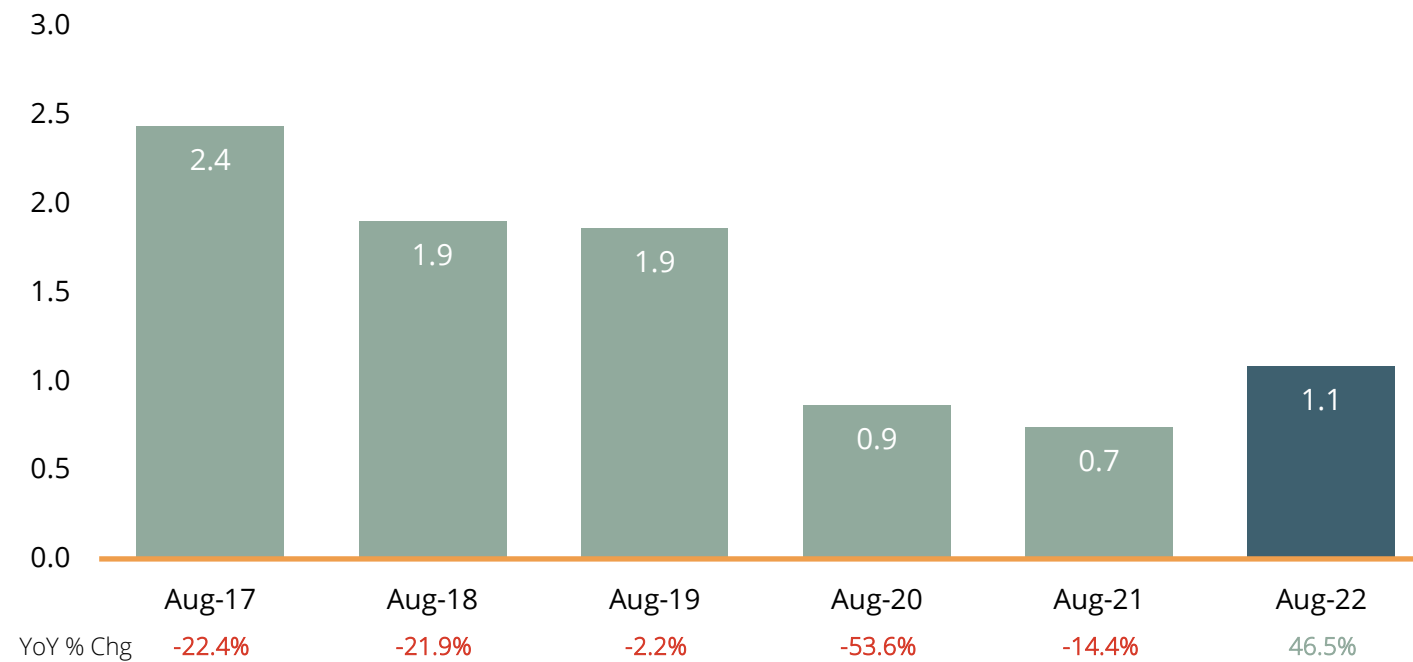
% Change in Active Listings  
Aug-21 to Aug-22



# Months Supply



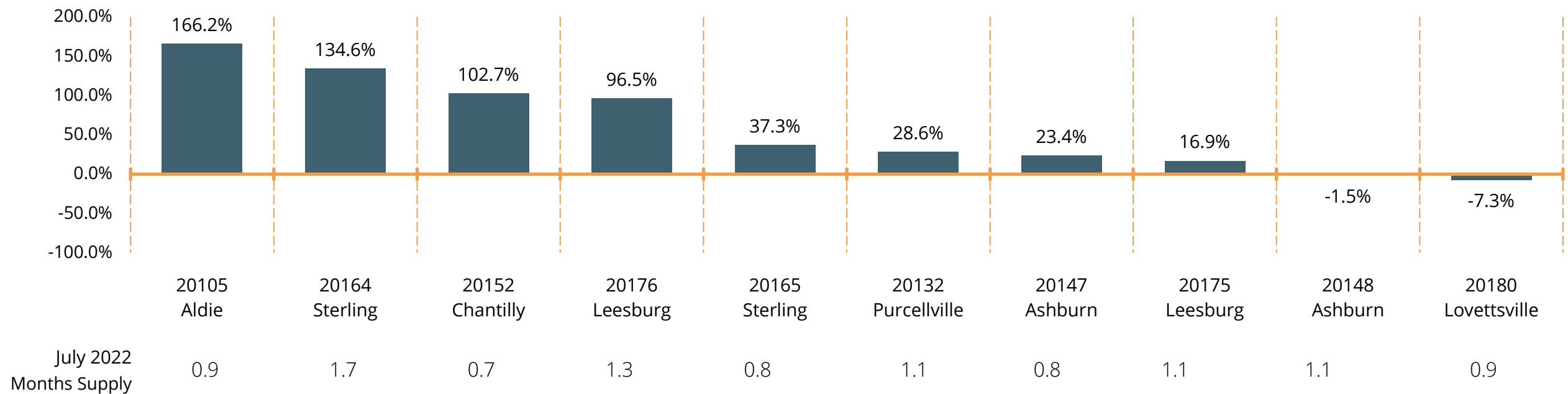
## Loudoun County



| Month        | Single-Family Detached | YoY Chg | Townhome & Condo | YoY Chg |
|--------------|------------------------|---------|------------------|---------|
| 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%   |
| Aug-22       | 1.3                    | 87.4%   | 0.9              | 16.3%   |
| 12-month Avg | 0.7                    | 24.2%   | 0.6              | 10.9%   |

## Zip Code

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



# Area Overview



| Geography      | New Listings |            |        | Sales  |            |        | Median Sales Price |                    |       | Active Listings |            |        | Months Supply |            |        |
|----------------|--------------|------------|--------|--------|------------|--------|--------------------|--------------------|-------|-----------------|------------|--------|---------------|------------|--------|
|                | Aug-21       | Aug-22     | % chg  | Aug-21 | Aug-22     | % chg  | Aug-21             | Aug-22             | % chg | Aug-21          | Aug-22     | % chg  | Aug-21        | Aug-22     | % chg  |
| Loudoun County | 798          | <b>640</b> | -19.8% | 819    | <b>548</b> | -33.1% | \$615,500          | <b>\$664,750</b>   | 8.0%  | 547             | <b>640</b> | 17.0%  | 0.7           | <b>1.1</b> | 46.5%  |
| 20105          | 58           | <b>45</b>  | -22.4% | 65     | <b>51</b>  | -21.5% | \$785,000          | <b>\$810,000</b>   | 3.2%  | 24              | <b>46</b>  | 91.7%  | 0.4           | <b>0.9</b> | 166.2% |
| 20132          | 29           | <b>25</b>  | -13.8% | 27     | <b>27</b>  | 0.0%   | \$672,500          | <b>\$759,500</b>   | 12.9% | 28              | <b>30</b>  | 7.1%   | 0.8           | <b>1.1</b> | 28.6%  |
| 20147          | 119          | <b>95</b>  | -20.2% | 146    | <b>89</b>  | -39.0% | \$602,500          | <b>\$620,160</b>   | 2.9%  | 70              | <b>73</b>  | 4.3%   | 0.6           | <b>0.8</b> | 23.4%  |
| 20148          | 134          | <b>90</b>  | -32.8% | 130    | <b>104</b> | -20.0% | \$660,110          | <b>\$705,278</b>   | 6.8%  | 120             | <b>105</b> | -12.5% | 1.1           | <b>1.1</b> | -1.5%  |
| 20152          | 57           | <b>36</b>  | -36.8% | 72     | <b>43</b>  | -40.3% | \$659,000          | <b>\$690,000</b>   | 4.7%  | 20              | <b>31</b>  | 55.0%  | 0.3           | <b>0.7</b> | 102.7% |
| 20164          | 75           | <b>100</b> | 33.3%  | 68     | <b>53</b>  | -22.1% | \$451,500          | <b>\$497,500</b>   | 10.2% | 44              | <b>85</b>  | 93.2%  | 0.7           | <b>1.7</b> | 134.6% |
| 20165          | 60           | <b>33</b>  | -45.0% | 65     | <b>35</b>  | -46.2% | \$579,900          | <b>\$670,000</b>   | 15.5% | 32              | <b>35</b>  | 9.4%   | 0.6           | <b>0.8</b> | 37.3%  |
| 20175          | 83           | <b>61</b>  | -26.5% | 74     | <b>44</b>  | -40.5% | \$530,500          | <b>\$600,000</b>   | 13.1% | 62              | <b>57</b>  | -8.1%  | 0.9           | <b>1.1</b> | 16.9%  |
| 20176          | 102          | <b>86</b>  | -15.7% | 82     | <b>57</b>  | -30.5% | \$677,500          | <b>\$755,000</b>   | 11.4% | 62              | <b>91</b>  | 46.8%  | 0.7           | <b>1.3</b> | 96.5%  |
| 20180          | 18           | <b>13</b>  | -27.8% | 16     | <b>7</b>   | -56.3% | \$702,450          | <b>\$1,050,000</b> | 49.5% | 15              | <b>11</b>  | -26.7% | 1.0           | <b>0.9</b> | -7.3%  |



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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.