

SEPTEMBER
2022

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: September 2022

- › **Sales activity remains well below the level it was last year in Loudoun County.** There were 472 sales in the county's housing market in September, 262 fewer sales than a year ago, representing a 35.7% drop. Sales activity has been trending down for 13 straight months in the region. In Ashburn zip code 20148 there were 68 fewer sales compared to last year (-49.6%) followed by Leesburg zip code 20176 with 36 fewer sales (-41.4%) and Chantilly zip code 20152 with 25 fewer sales (-49.0%). Purcellville zip code 20132 was the only market where sales increased with two more sales than a year ago (+8.7%).
- › **Pending sales continue to fall throughout the County.** In September, there were 407 pending sales, down 36.1% from last year, which is 230 fewer sales. Ashburn zip code 20147 had the biggest drop with 38 fewer pending sales in September compared to the previous year. Chantilly zip code 20152 had 33 fewer pending sales than a year ago (-56.9%) as well as Ashburn zip code 20148 (-35.9%).
- › **Prices continue to climb in Loudoun County.** The median sales price in the county in September was \$639,995, up 6.7% from a year ago, a gain of \$39,995. Ashburn zip code 20148 saw the largest leap in price growth with the median price reaching \$770,000, up \$125,000 from last September (+19.4%). Median prices continued to climb in Aldie zip code 20105 (+14.2%) and Sterling zip code 20165 (+14.8%). Chantilly zip code 20152 saw home prices dip 7.3% from last year, a drop of \$46,900.
- › **Inventory has continued to grow in the County's housing market.** In Loudoun County at the end of September, there were 660 active listings, 110 more listings than the previous year, a 20% increase. This is the seventh straight month that inventory has grown in this area. Listings in the county saw the most growth in Leesburg zip code 20176 (+50 listings) and Sterling zip code 20164 (+37 listings).

October 13, 2022



DAAR Market Dashboard

YoY Chg	Sep-22	Indicator
▼ -35.7%	472	Sales
▼ -36.1%	407	Pending Sales
▼ -21.7%	629	New Listings
▲ 6.5%	\$639,000	Median List Price
▲ 6.7%	\$639,995	Median Sales Price
▲ 6.5%	\$256	Median Price Per Square Foot
▼ -31.6%	\$337.1	Sold Dollar Volume (in millions)
▼ -0.8%	100.0%	Average Sold/Ask Price Ratio
▲ 62.5%	25	Average Days on Market
▲ 20.0%	660	Active Listings
▲ 54.4%	1.2	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.

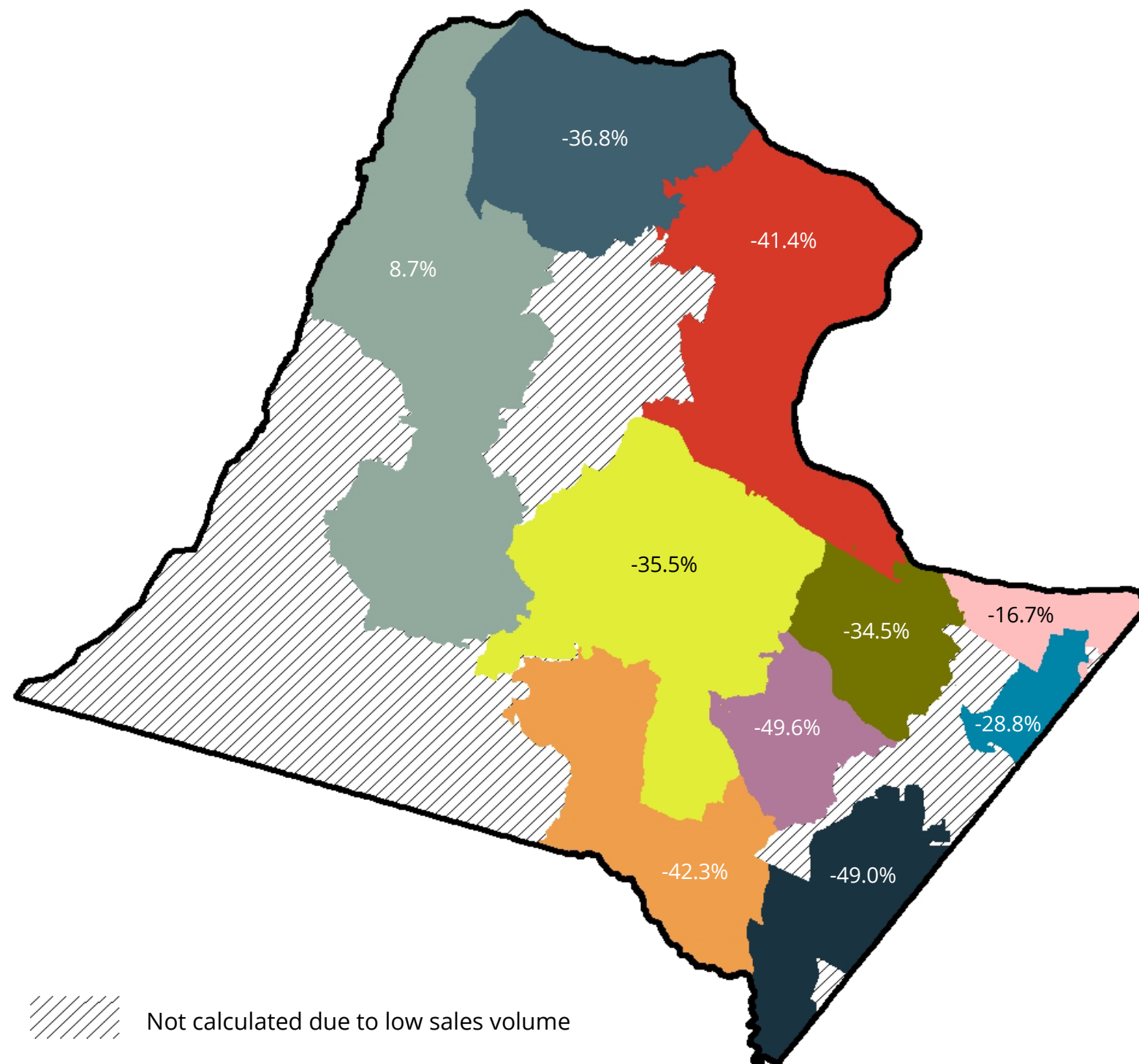
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		
	Sep-21	Sep-22	% Chg
20105 Aldie	52	30	-42.3%
20132 Purcellville	23	25	8.7%
20147 Ashburn	116	76	-34.5%
20148 Ashburn	137	69	-49.6%
20152 Chantilly	51	26	-49.0%
20164 Sterling	73	52	-28.8%
20165 Sterling	54	45	-16.7%
20175 Leesburg	62	40	-35.5%
20176 Leesburg	87	51	-41.4%
20180 Lovettsville	19	12	-36.8%

Total Market Overview



Key Metrics	2-year Trends	Sep-21	Sep-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Sep-20						
Sales		734	472	-35.7%	6,674	4,875	-27.0%
Pending Sales		637	407	-36.1%	6,763	4,958	-26.7%
New Listings		803	629	-21.7%	7,854	6,759	-13.9%
Median List Price		\$599,900	\$639,000	6.5%	\$599,900	\$660,000	10.0%
Median Sales Price		\$600,000	\$639,995	6.7%	\$615,000	\$675,000	9.8%
Median Price Per Square Foot		\$240	\$256	6.5%	\$234	\$261	11.3%
Sold Dollar Volume (in millions)		\$492.7	\$337.1	-31.6%	\$4,490.6	\$3,673.9	-18.2%
Average Sold/Ask Price Ratio		100.9%	100.0%	-0.8%	102.6%	102.3%	-0.4%
Average Days on Market		16	25	62.5%	11	12	9.4%
Active Listings		550	660	20.0%	n/a	n/a	n/a
Months of Supply		0.8	1.2	54.4%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends			Sep-21	Sep-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Sep-20		Sep-22						
Sales				323	228	-29.4%	3,140	2,316	-26.2%
Pending Sales				267	201	-24.7%	3,132	2,357	-24.7%
New Listings				349	291	-16.6%	3,661	3,260	-11.0%
Median List Price				\$799,900	\$824,995	3.1%	\$790,000	\$876,040	10.9%
Median Sales Price				\$820,000	\$822,500	0.3%	\$819,500	\$900,500	9.9%
Median Price Per Square Foot				\$224	\$241	7.5%	\$220	\$248	12.6%
Sold Dollar Volume (in millions)				\$287.1	\$204.9	-28.6%	\$2,701.1	\$2,238.1	-17.1%
Average Sold/Ask Price Ratio				101.2%	100.6%	-0.5%	103.0%	102.5%	-0.5%
Average Days on Market				17	29	66.7%	13	12	-4.4%
Active Listings				243	328	35.0%	n/a	n/a	n/a
Months of Supply				0.7	1.2	73.8%	n/a	n/a	n/a

Townhome & Condo Market Overview

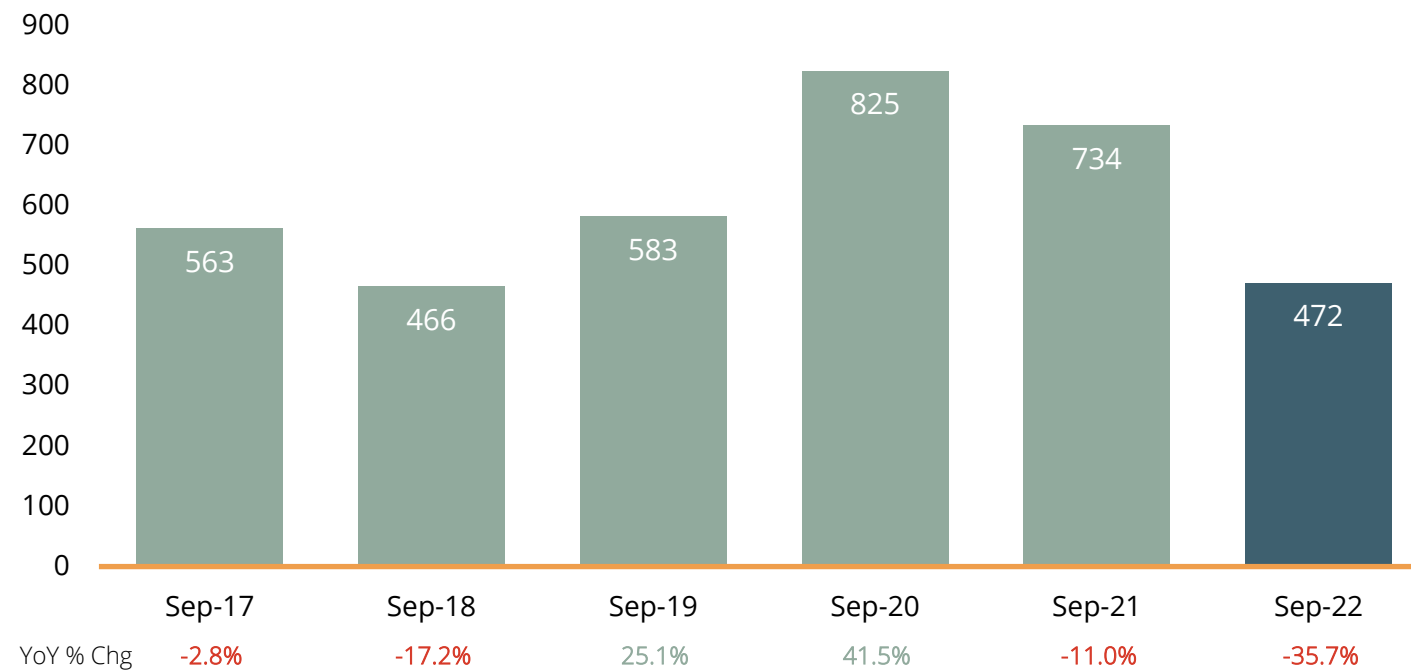


Key Metrics	2-year Trends	Sep-21	Sep-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Sep-20						
Sales		411	244	-40.6%	3,534	2,559	-27.6%
Pending Sales		370	206	-44.3%	3,631	2,601	-28.4%
New Listings		454	338	-25.6%	4,193	3,499	-16.6%
Median List Price		\$499,900	\$539,495	7.9%	\$482,000	\$538,670	11.8%
Median Sales Price		\$500,000	\$532,450	6.5%	\$500,000	\$550,000	10.0%
Median Price Per Square Foot		\$248	\$261	5.3%	\$244	\$269	9.9%
Sold Dollar Volume (in millions)		\$205.7	\$132.2	-35.7%	\$1,789.5	\$1,435.9	-19.8%
Average Sold/Ask Price Ratio		100.6%	99.5%	-1.2%	102.3%	102.0%	-0.3%
Average Days on Market		14	22	55.1%	10	12	25.7%
Active Listings		307	332	8.1%	n/a	n/a	n/a
Months of Supply		0.8	1.1	39.0%	n/a	n/a	n/a

Sales



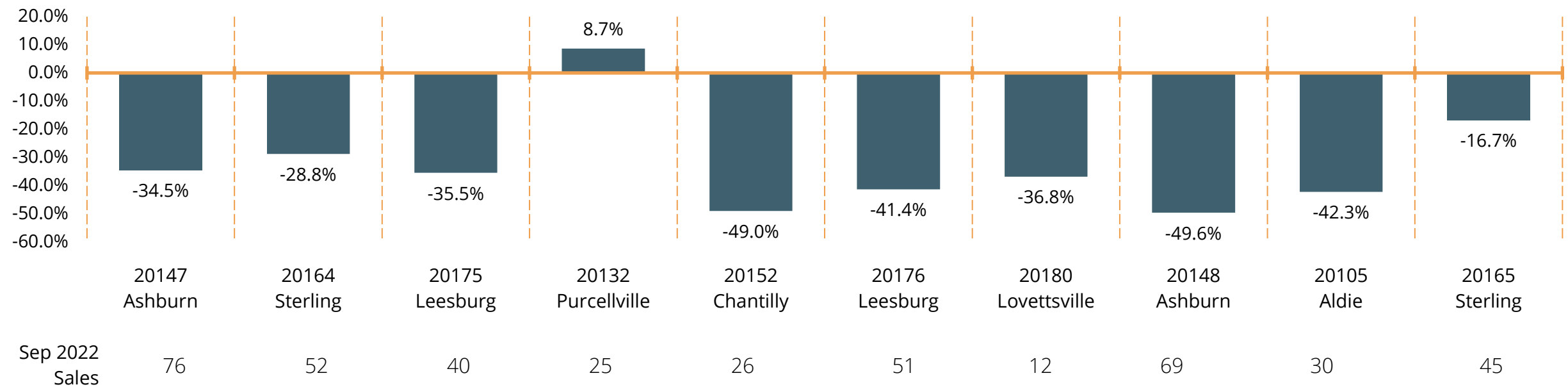
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	228	-29.4%	244	-40.6%
12-month Avg	262	-23.9%	297	-23.5%

Zip Code

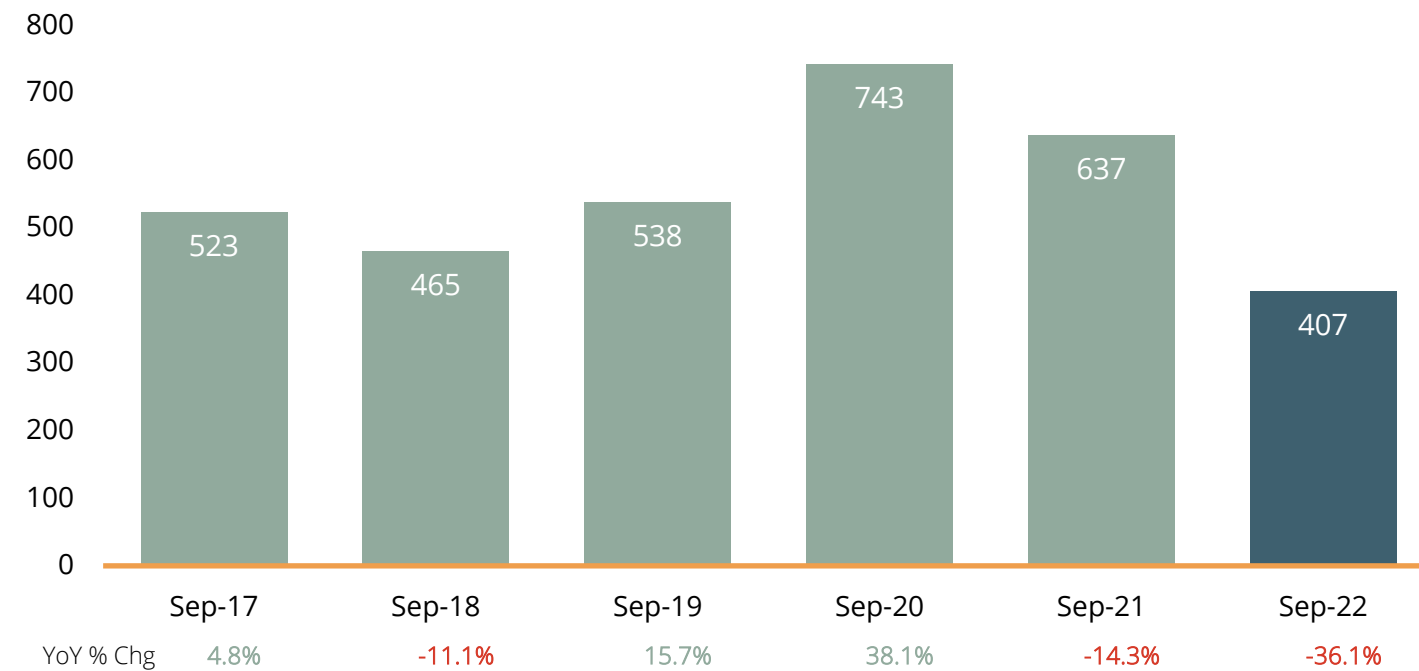
% Change in Sales
Sep-21 to Sep-22



Pending Sales



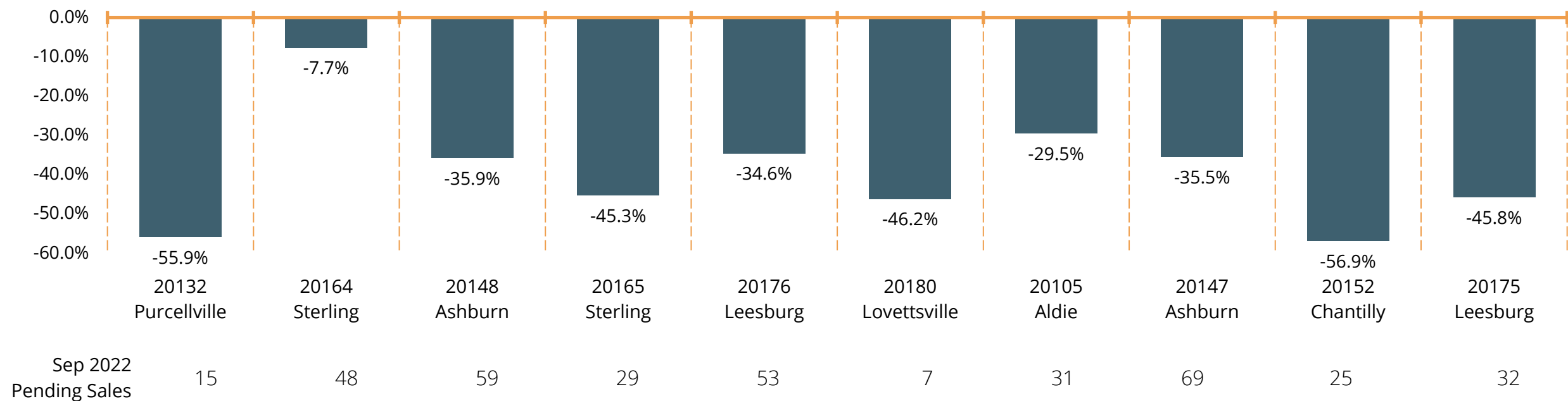
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	201	-24.7%	206	-44.3%
12-month Avg	248	-24.4%	284	-24.8%

Zip Code

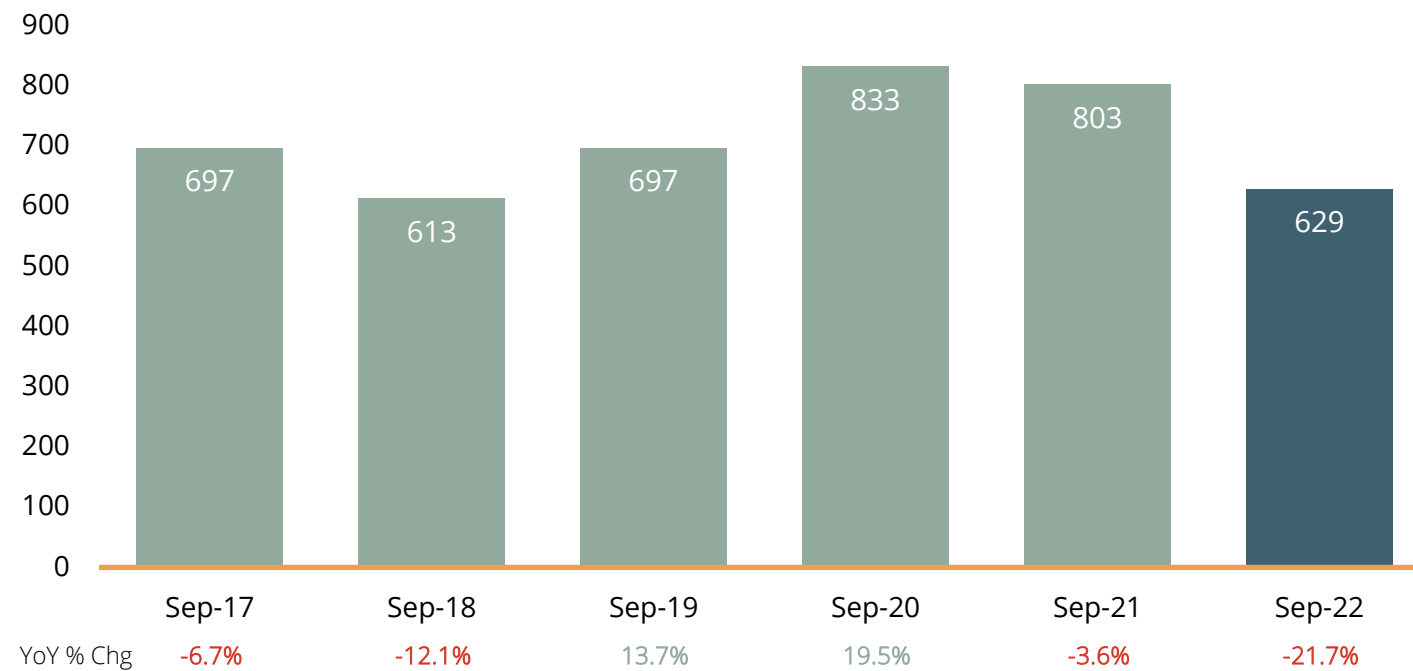
% Change in Pending Sales
Sep-21 to Sep-22



New Listings



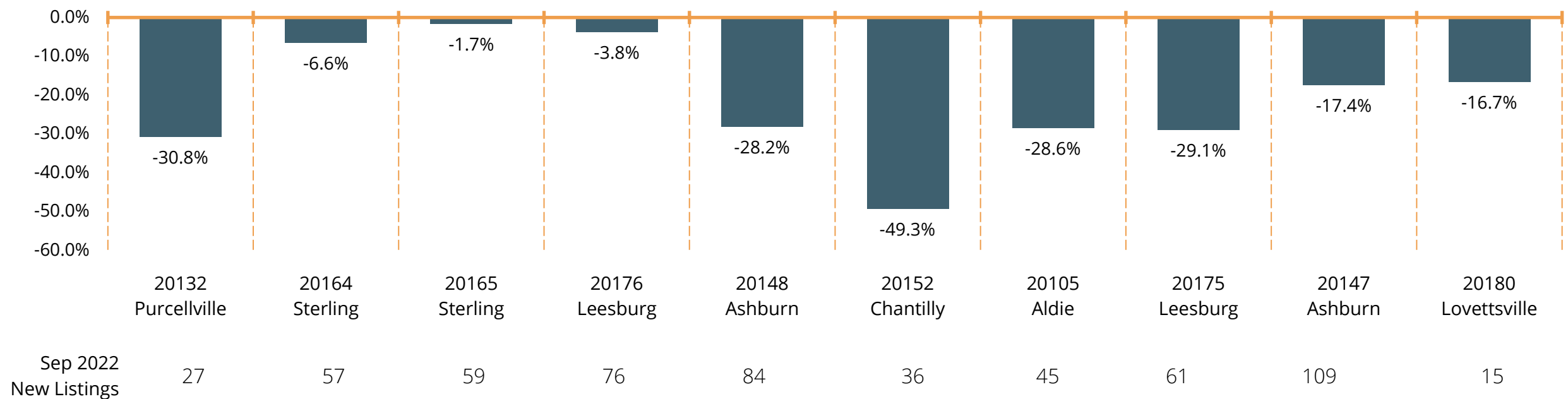
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	291	-16.6%	338	-25.6%
12-month Avg	331	-11.9%	359	-16.4%

Zip Code

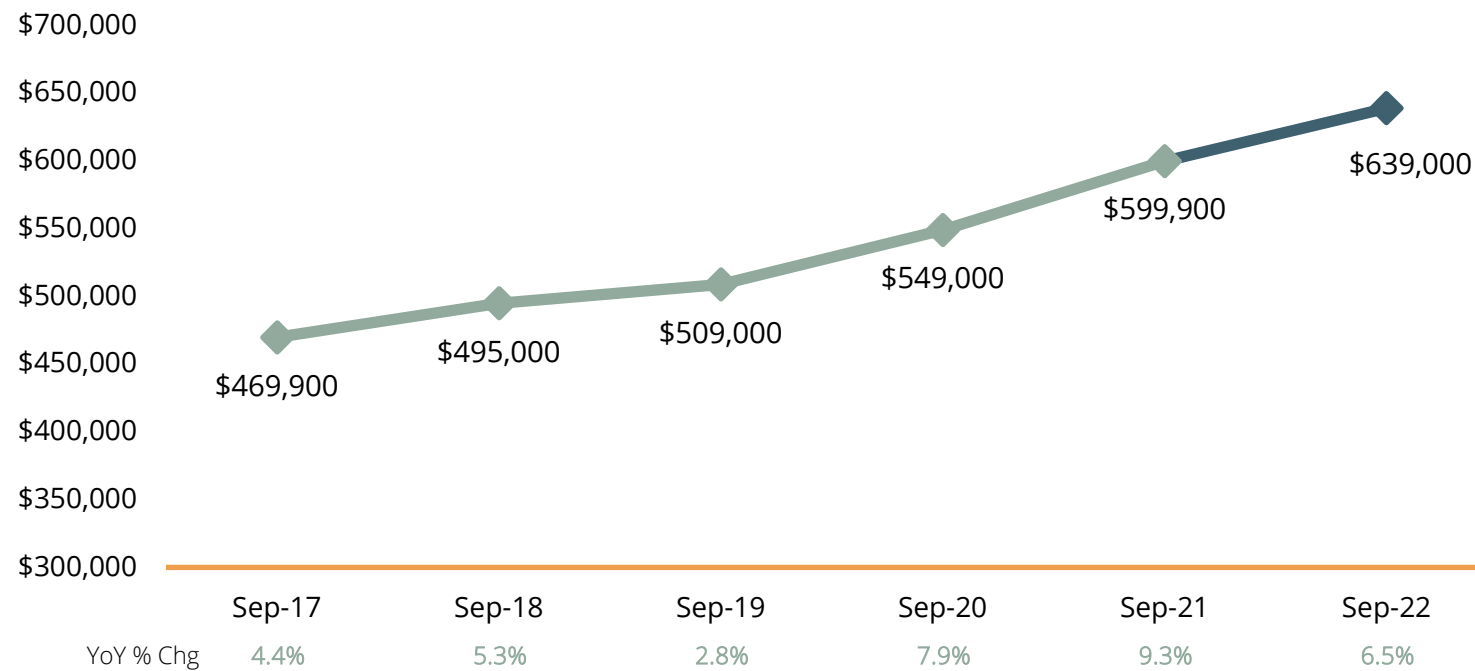
% Change in New Listings
Sep-21 to Sep-22



Median List Price



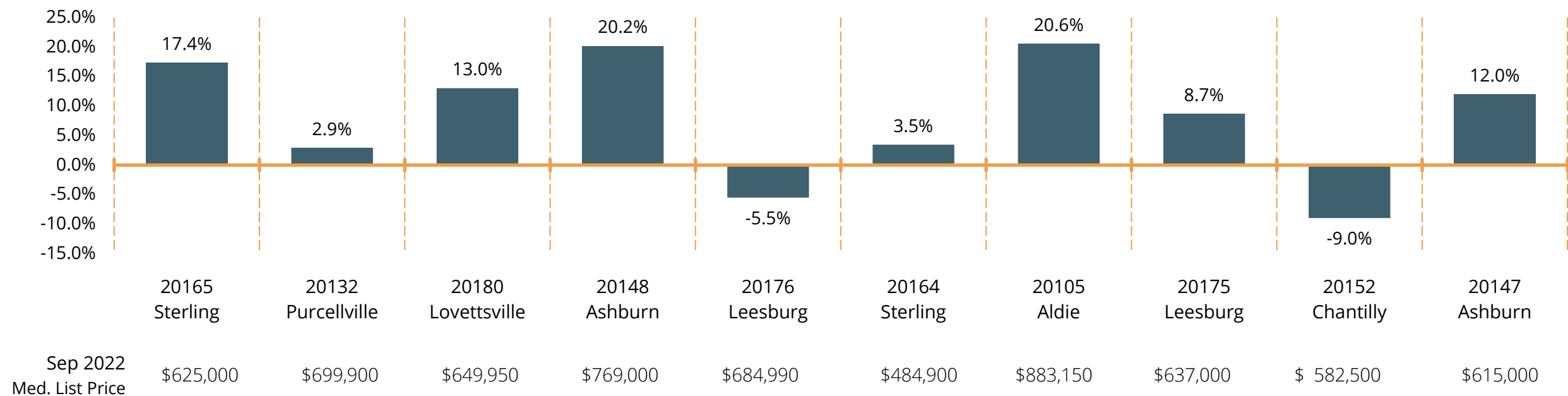
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	\$824,995	3.1%	\$539,495	7.9%
12-month Avg	\$855,857	11.8%	\$525,239	11.4%

Zip Code

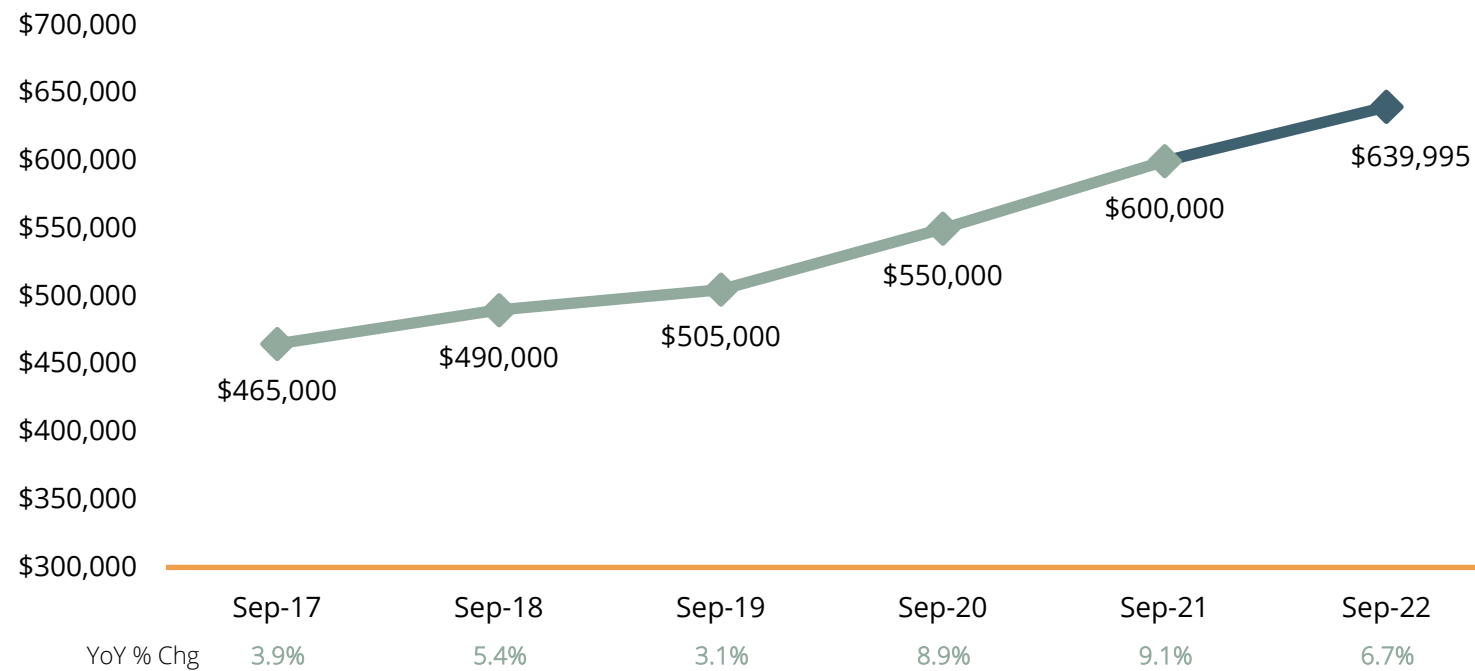
% Change in Median List Price
Sep-21 to Sep-22



Median Sales Price



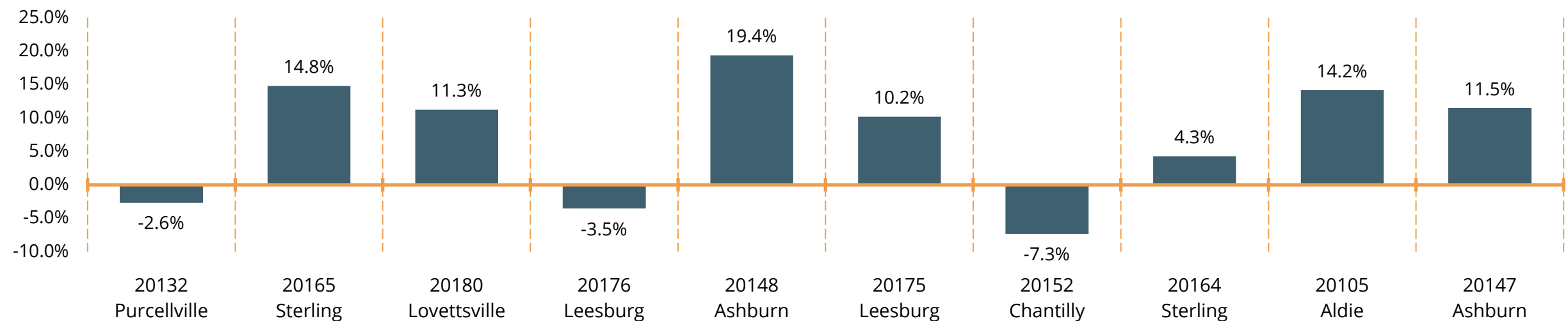
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	\$822,500	0.3%	\$532,450	6.5%
12-month Avg	\$877,274	10.9%	\$534,712	10.7%

Zip Code

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

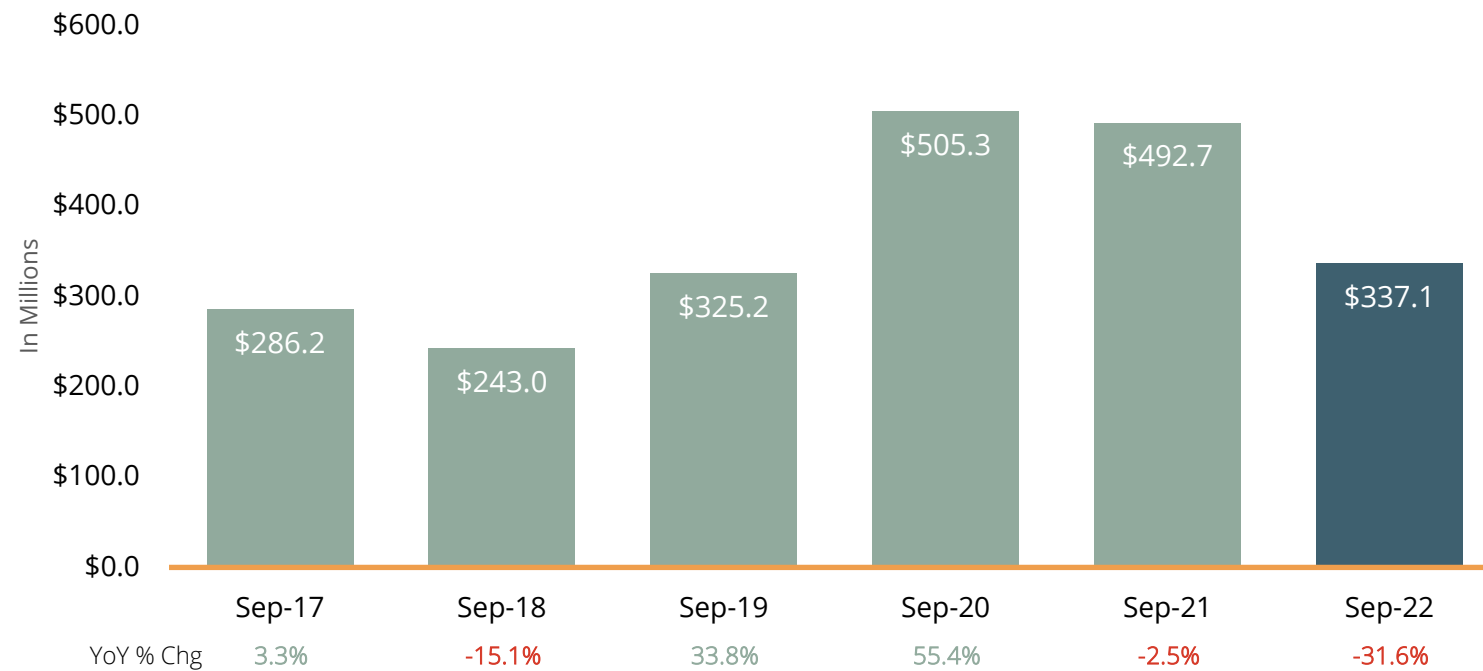


Sep 2022 Med. Sales Price	\$706,000	\$620,000	\$667,500	\$684,900	\$770,000	\$653,500	\$593,000	\$490,000	\$ 842,500	\$612,500
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Sold Dollar Volume (in millions)



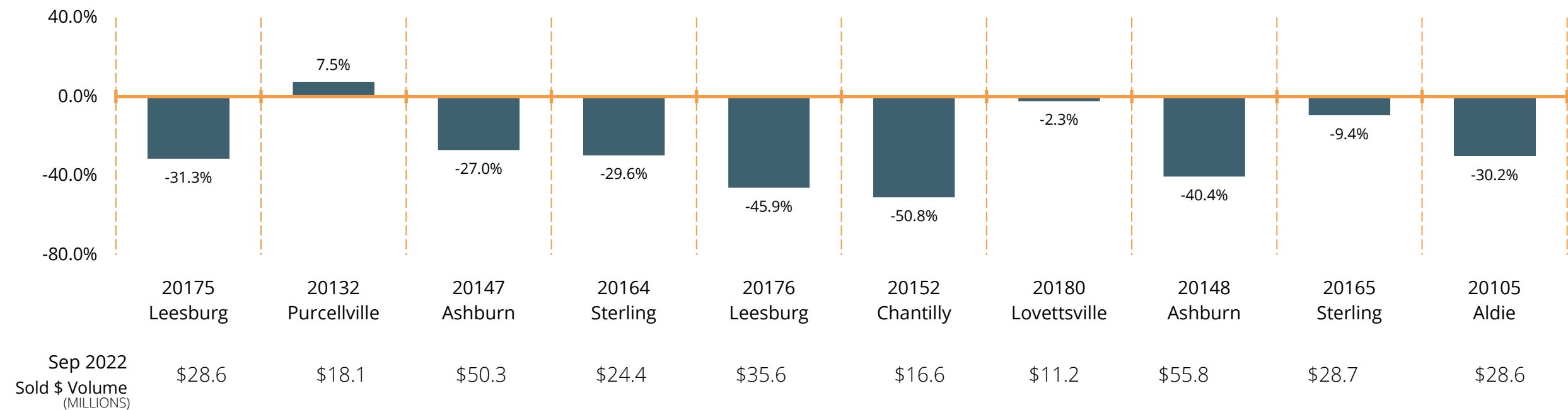
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	\$204.9	-28.6%	\$132.2	-35.7%
12-month Avg	\$247.4	-14.8%	\$162.9	-15.4%

Zip Code

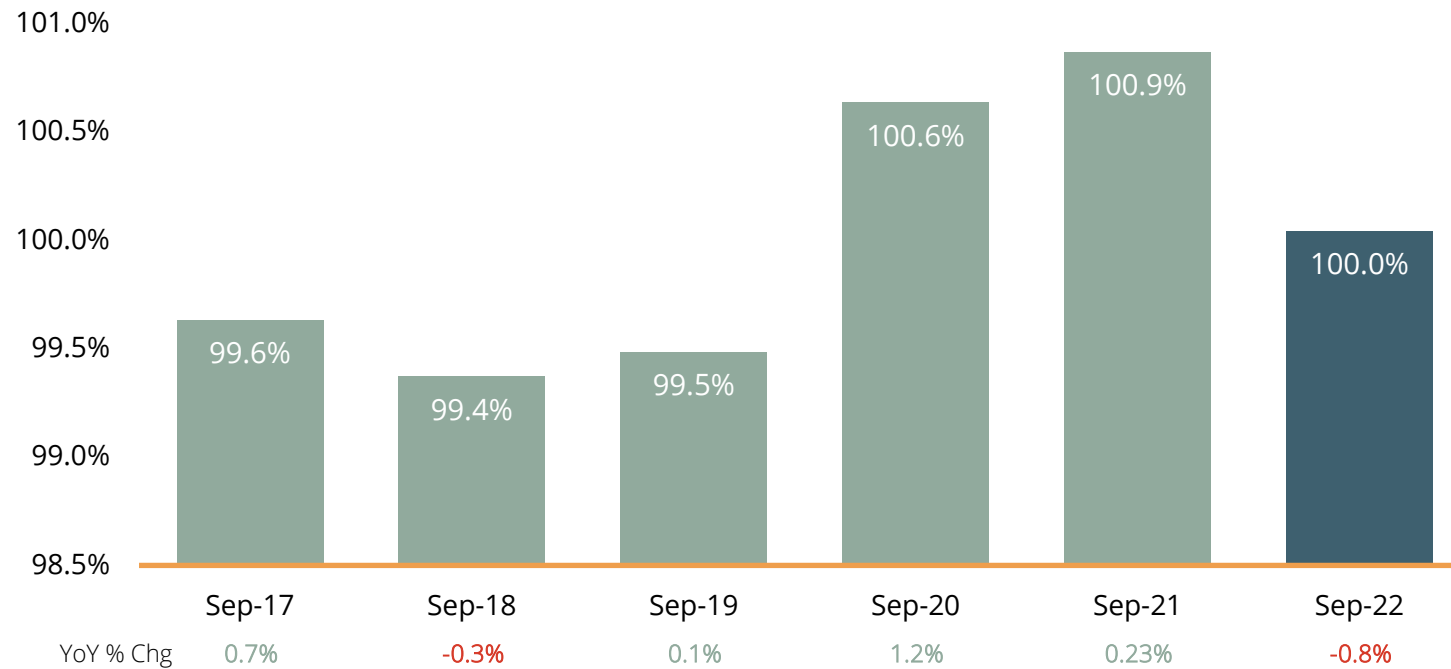
% Change in Sold Dollar Volume
Sep-21 to Sep-22



Average Sold to Ask Price Ratio



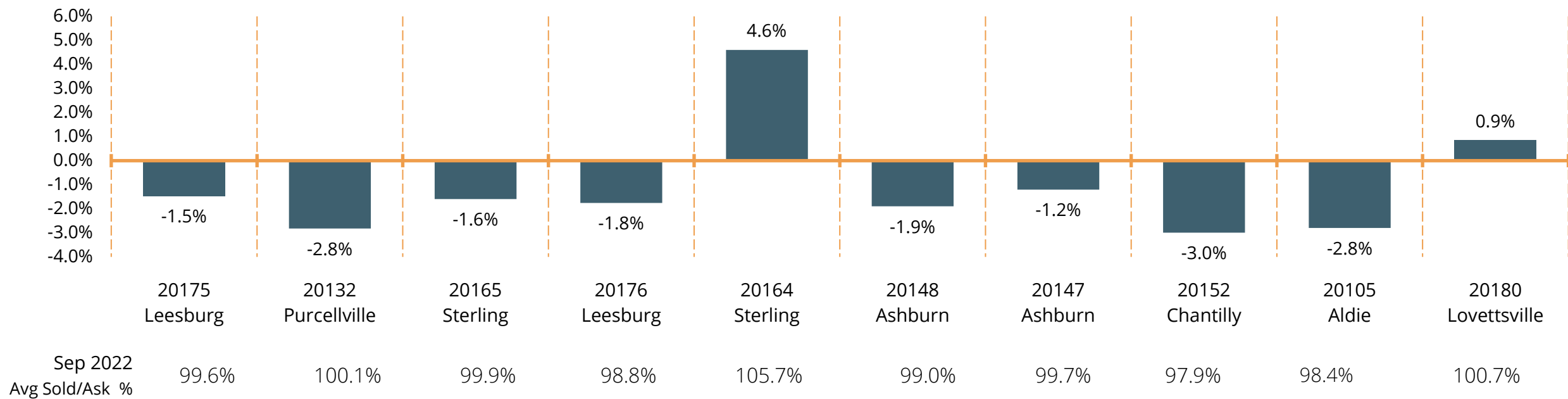
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	100.6%	-0.5%	99.5%	-1.2%
12-month Avg	102.2%	-0.1%	101.6%	-0.3%

Zip Code

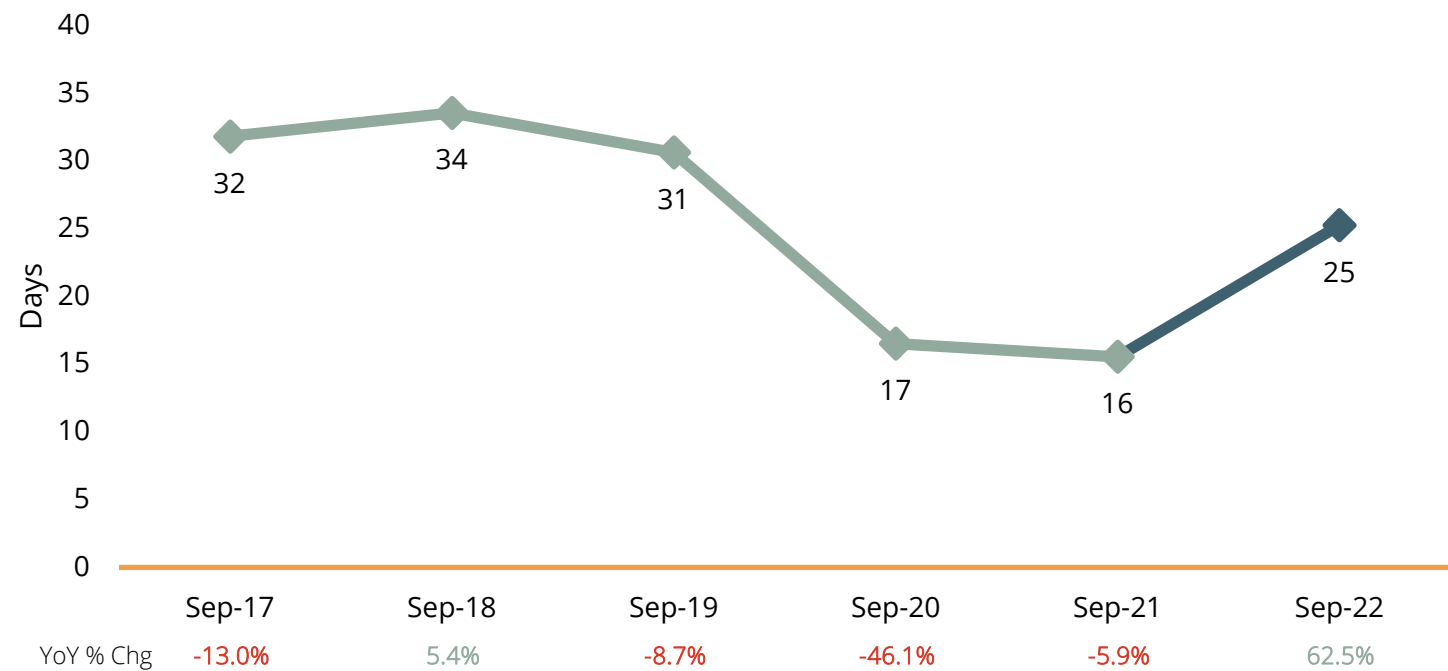
% Change in Average Sold to Ask Price Ratio
Sep-21 to Sep-22



Average Days on Market



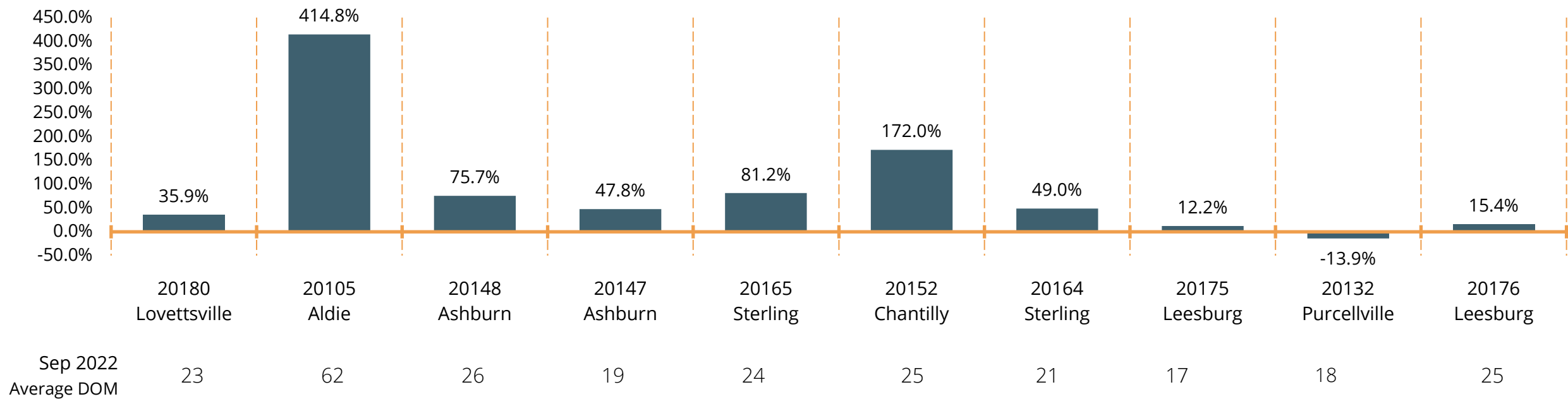
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	29	66.7%	22	55.1%
12-month Avg	14	-3.0%	14	19.9%

Zip Code

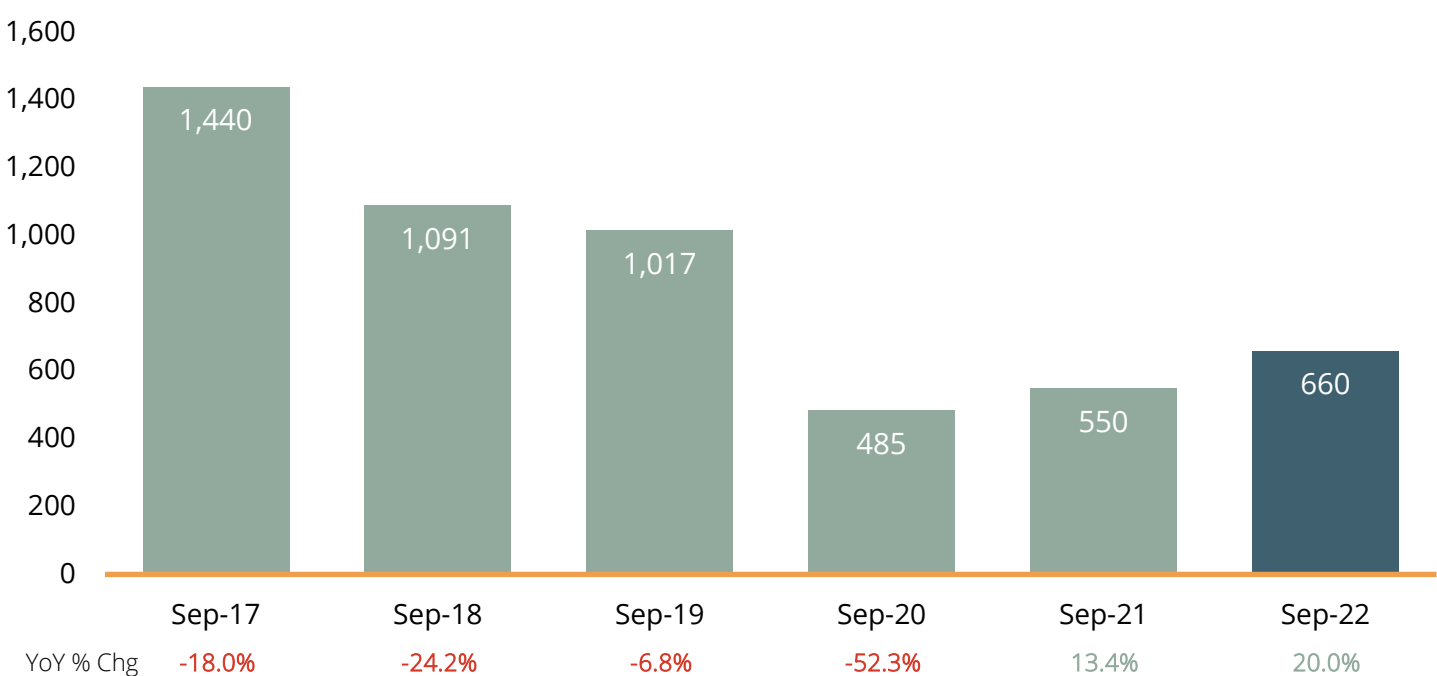
% Change in Average Days on Market
Sep-21 to Sep-22



Active Listings



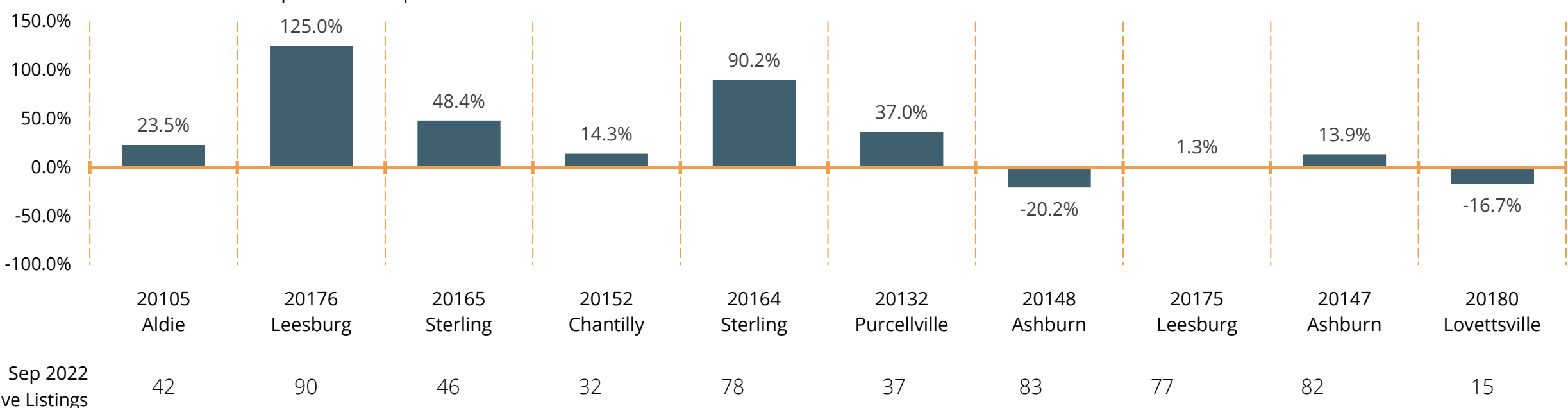
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	328	35.0%	332	8.1%
12-month Avg	217	26.4%	198	4.9%

Zip Code

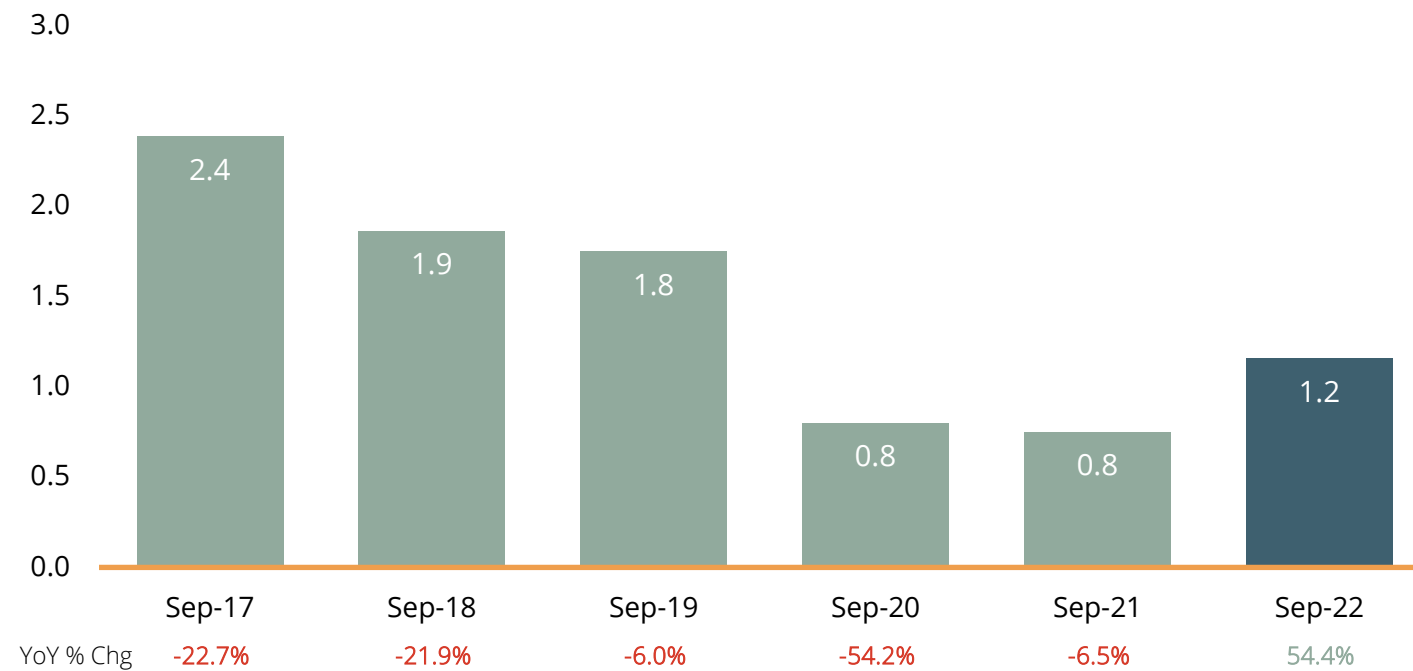
% Change in Active Listings Sep-21 to Sep-22



Months Supply



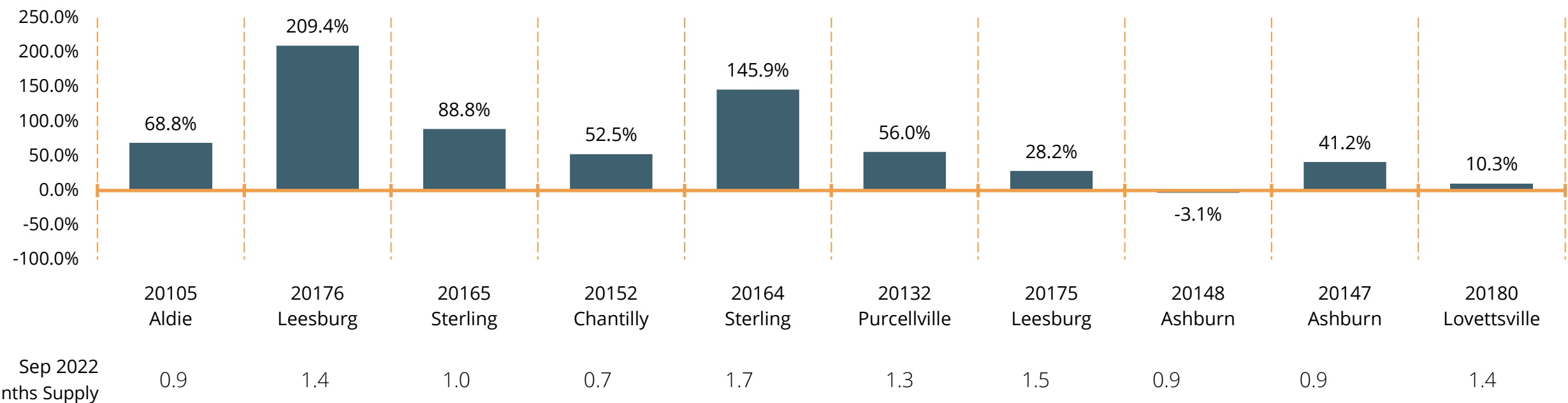
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-22	1.2	73.8%	1.1	39.0%
12-month Avg	0.7	39.1%	0.6	12.3%

Zip Code

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



Sep 2022
Months Supply

0.9

1.4

1.0

0.7

1.7

1.3

1.5

0.9

0.9

1.4

Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg	Sep-21	Sep-22	% chg
Loudoun County	803	629	-21.7%	734	472	-35.7%	\$600,000	\$639,995	6.7%	550	660	20.0%	0.8	1.2	54.4%
20105	63	45	-28.6%	52	30	-42.3%	\$738,000	\$842,500	14.2%	34	42	23.5%	0.5	0.9	68.8%
20132	39	27	-30.8%	23	25	8.7%	\$725,000	\$706,000	-2.6%	27	37	37.0%	0.9	1.3	56.0%
20147	132	109	-17.4%	116	76	-34.5%	\$549,500	\$612,500	11.5%	72	82	13.9%	0.6	0.9	41.2%
20148	117	84	-28.2%	137	69	-49.6%	\$645,000	\$770,000	19.4%	104	83	-20.2%	0.9	0.9	-3.1%
20152	71	36	-49.3%	51	26	-49.0%	\$639,900	\$593,000	-7.3%	28	32	14.3%	0.5	0.7	52.5%
20164	61	57	-6.6%	73	52	-28.8%	\$470,000	\$490,000	4.3%	41	78	90.2%	0.7	1.7	145.9%
20165	60	59	-1.7%	54	45	-16.7%	\$540,000	\$620,000	14.8%	31	46	48.4%	0.5	1.0	88.8%
20175	86	61	-29.1%	62	40	-35.5%	\$593,000	\$653,500	10.2%	76	77	1.3%	1.2	1.5	28.2%
20176	79	76	-3.8%	87	51	-41.4%	\$710,000	\$684,900	-3.5%	40	90	125.0%	0.4	1.4	209.4%
20180	18	15	-16.7%	19	12	-36.8%	\$600,000	\$667,500	11.3%	18	15	-16.7%	1.2	1.4	10.3%



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.