

OCTOBER
2022

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: October 2022

- › **Sales continue to moderate in the Loudoun County housing market.** There were 414 sales in the county in October, down 36.7% from the previous year, which is 240 fewer sales. All local markets have seen a drop off in sales activity this month. Ashburn zip code 20147 had the largest fall in sales this month with 50 fewer sales than last year (-44.2%). Chantilly zip code 20152 had 30 fewer sales (-50.8%) and Leesburg zip code 20176 had 26 fewer sales than last October (-34.7%).
- › **Pending sales activity in Loudoun County continued to decline this month.** In October, there were 345 pending sales across the county, 301 fewer pending sales than last year, a decline of 46.6%. The number of pending sales declined in all markets within the county this month. In Ashburn zip code 20148, there were 67 fewer pending sales this month compared to a year ago (-56.3%). Chantilly zip code 20152 had a 58% drop in pending sales activity, and Leesburg zip code 20176 had 33.3% fewer pending sales.
- › **Despite the slowdown in sales activity, prices continue to climb in the county.** The median sales price in October in Loudoun County was \$655,000, up \$45,000 from the previous year, which is a 7.4% increase. The largest price gain was in Aldie zip code 20105 with the median home price reaching \$962,495, a price jump of \$272,495 from the same time last year (+39.5%). Prices were also up in Leesburg zip code 20175 (+39.5%) and Chantilly zip code 20152 (+22.1%).
- › **Supply is building up as active listings increase in the county.** There were 622 active listings at the end of October in Loudoun County, 202 more listings than last year (+48.1%). Leesburg zip code 20176 saw active listings rise by 44 listings (+129.4%) and Sterling zip code 20164 had 31 more listings than a year ago (+75.6%).



DAAR Market Dashboard

YoY Chg	Oct-22	Indicator
▼ -36.7%	414	Sales
▼ -46.6%	345	Pending Sales
▼ -22.4%	527	New Listings
▲ 10.8%	\$665,000	Median List Price
▲ 7.4%	\$655,000	Median Sales Price
▲ 5.0%	\$253	Median Price Per Square Foot
▼ -28.6%	\$316.5	Sold Dollar Volume (in millions)
▼ -1.4%	99.5%	Average Sold/Ask Price Ratio
▲ 72.0%	25	Average Days on Market
▲ 48.1%	622	Active Listings
▲ 94.5%	1.1	Months of Supply

INTEREST RATE TRACKER



November 10, 2022

Report Index



Market Activity - DAAR Footprint	4
Total Market Overview	5
Single-Family Detached Market Overview	6
Townhome & Condo Market Overview	7
Sales	8
Pending Sales	9
New Listings	10
Median List Price	11
Median Sales Price	12
Sold Dollar Volume	13
Average Sold to Ask Price Ratio	14
Average Days on Market	15
Active Listings	16
Months of Supply	17
Area Overview	18

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.

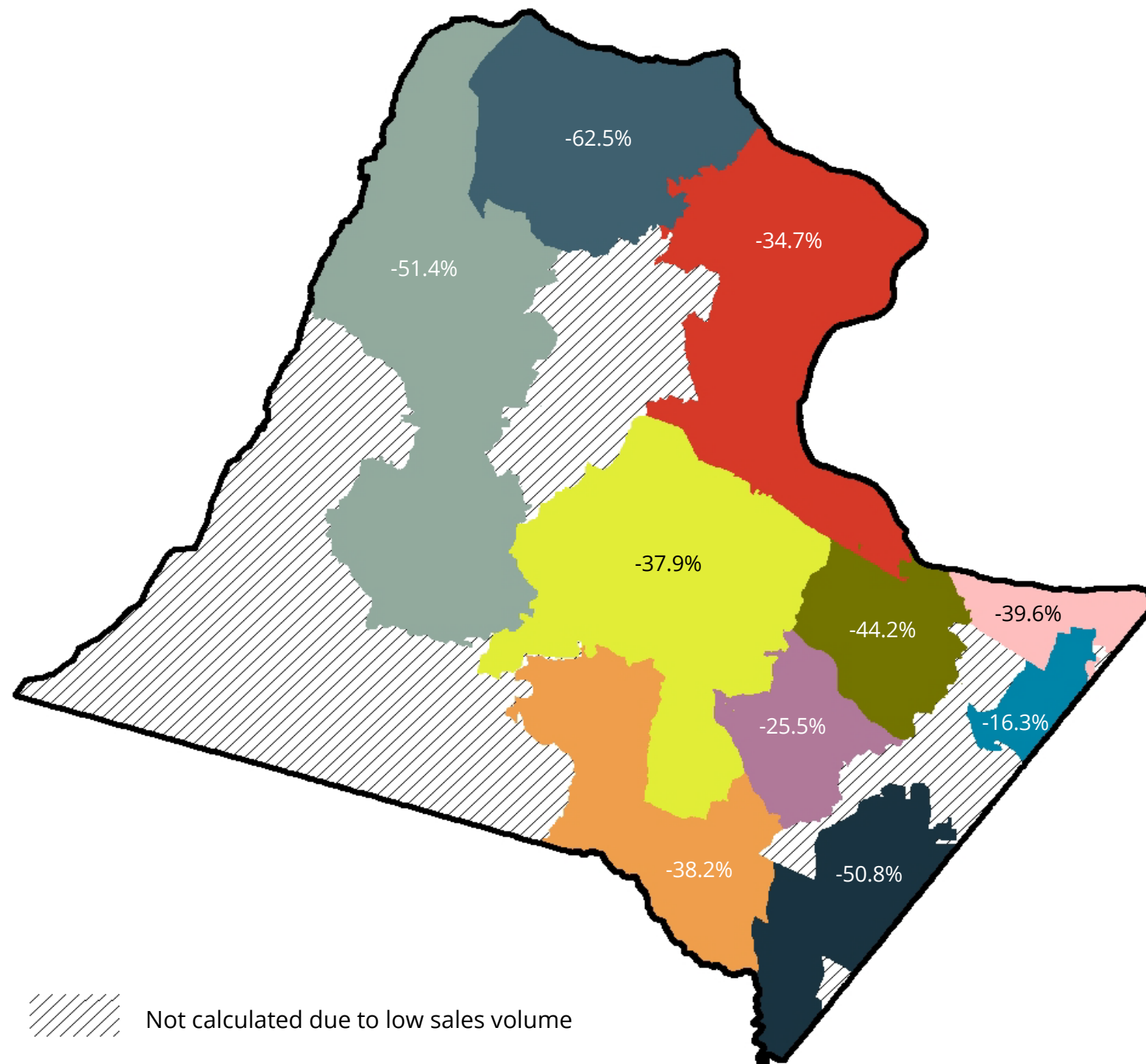
Are You Ready to Buy or Sell Real Estate?

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	Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20						
Sales		654	414	-36.7%	7,328	5,289	-27.8%
Pending Sales		646	345	-46.6%	7,409	5,303	-28.4%
New Listings		679	527	-22.4%	8,533	7,286	-14.6%
Median List Price		\$600,000	\$665,000	10.8%	\$599,900	\$660,000	10.0%
Median Sales Price		\$610,000	\$655,000	7.4%	\$615,000	\$675,000	9.8%
Median Price Per Square Foot		\$241	\$253	5.0%	\$235	\$261	10.8%
Sold Dollar Volume (in millions)		\$443.1	\$316.5	-28.6%	\$4,933.8	\$3,990.4	-19.1%
Average Sold/Ask Price Ratio		100.9%	99.5%	-1.4%	102.5%	102.1%	-0.4%
Average Days on Market		14	25	72.0%	11	13	15.5%
Active Listings		420	622	48.1%	n/a	n/a	n/a
Months of Supply		0.6	1.1	94.5%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Oct-20						
Sales		288	192	-33.3%	3,428	2,508	-26.8%
Pending Sales		269	154	-42.8%	3,401	2,511	-26.2%
New Listings		325	242	-25.5%	3,986	3,502	-12.1%
Median List Price		\$817,500	\$899,900	10.1%	\$795,000	\$879,000	10.6%
Median Sales Price		\$825,000	\$889,950	7.9%	\$820,000	\$900,000	9.8%
Median Price Per Square Foot		\$228	\$240	5.1%	\$220	\$247	12.1%
Sold Dollar Volume (in millions)		\$254.7	\$189.2	-25.7%	\$2,955.9	\$2,427.3	-17.9%
Average Sold/Ask Price Ratio		101.4%	99.4%	-2.0%	102.9%	102.3%	-0.6%
Average Days on Market		13	26	92.2%	13	13	3.3%
Active Listings		236	316	33.9%	n/a	n/a	n/a
Months of Supply		0.7	1.2	74.8%	n/a	n/a	n/a

Townhome & Condo Market Overview

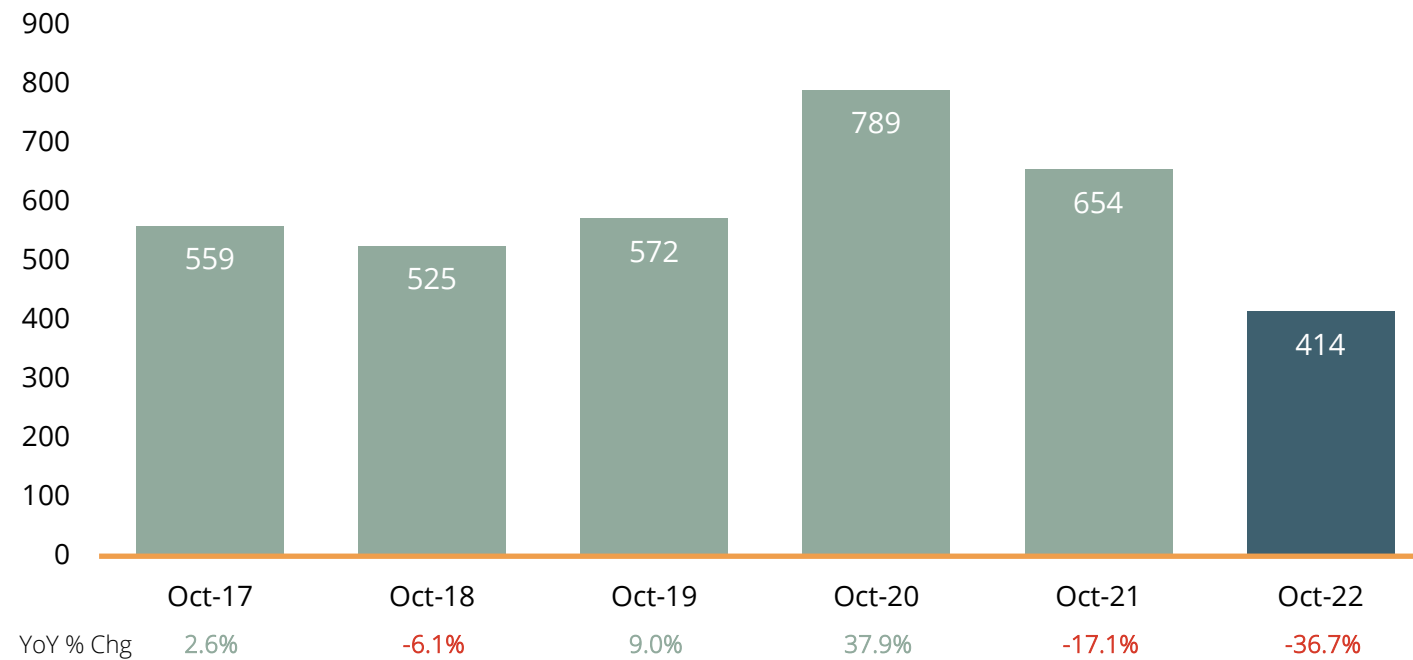


Key Metrics	Oct-20	2-year Trends	Oct-21	Oct-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales			366	222	-39.3%	3,900	2,781	-28.7%
Pending Sales			377	191	-49.3%	4,008	2,792	-30.3%
New Listings			354	285	-19.5%	4,547	3,784	-16.8%
Median List Price			\$512,500	\$552,523	7.8%	\$487,950	\$539,900	10.6%
Median Sales Price			\$517,500	\$545,000	5.3%	\$500,000	\$550,000	10.0%
Median Price Per Square Foot			\$246	\$261	6.0%	\$244	\$268	9.7%
Sold Dollar Volume (in millions)			\$188.4	\$127.3	-32.4%	\$1,977.9	\$1,563.1	-21.0%
Average Sold/Ask Price Ratio			100.5%	99.6%	-0.9%	102.1%	101.8%	-0.3%
Average Days on Market			15	24	57.3%	10	13	29.1%
Active Listings			184	306	66.3%	n/a	n/a	n/a
Months of Supply			0.5	1.1	119.5%	n/a	n/a	n/a

Sales



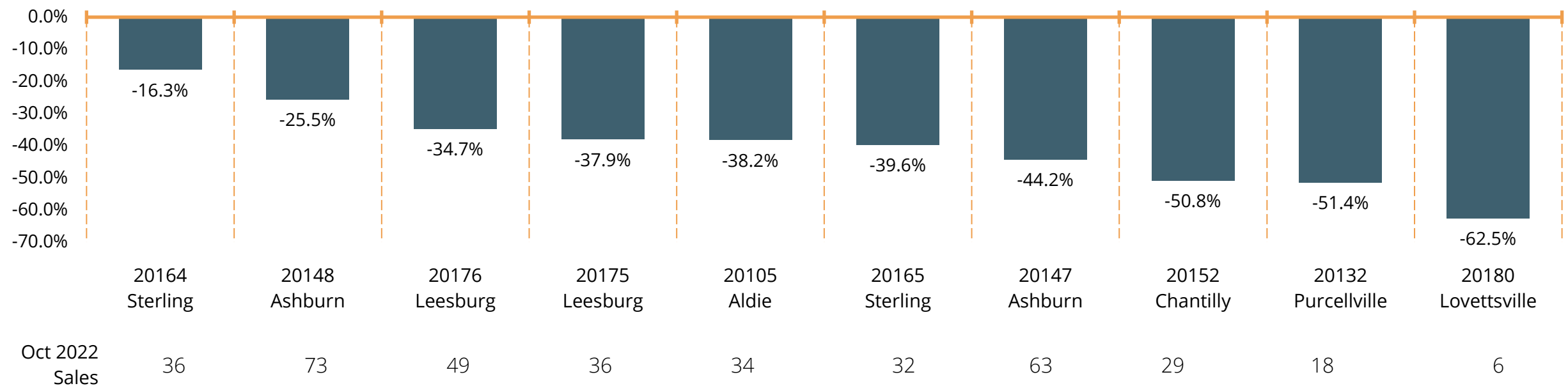
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Oct-22	192	-33.3%	222	-39.3%
12-month Avg	254	-24.9%	285	-25.7%

Zip Code

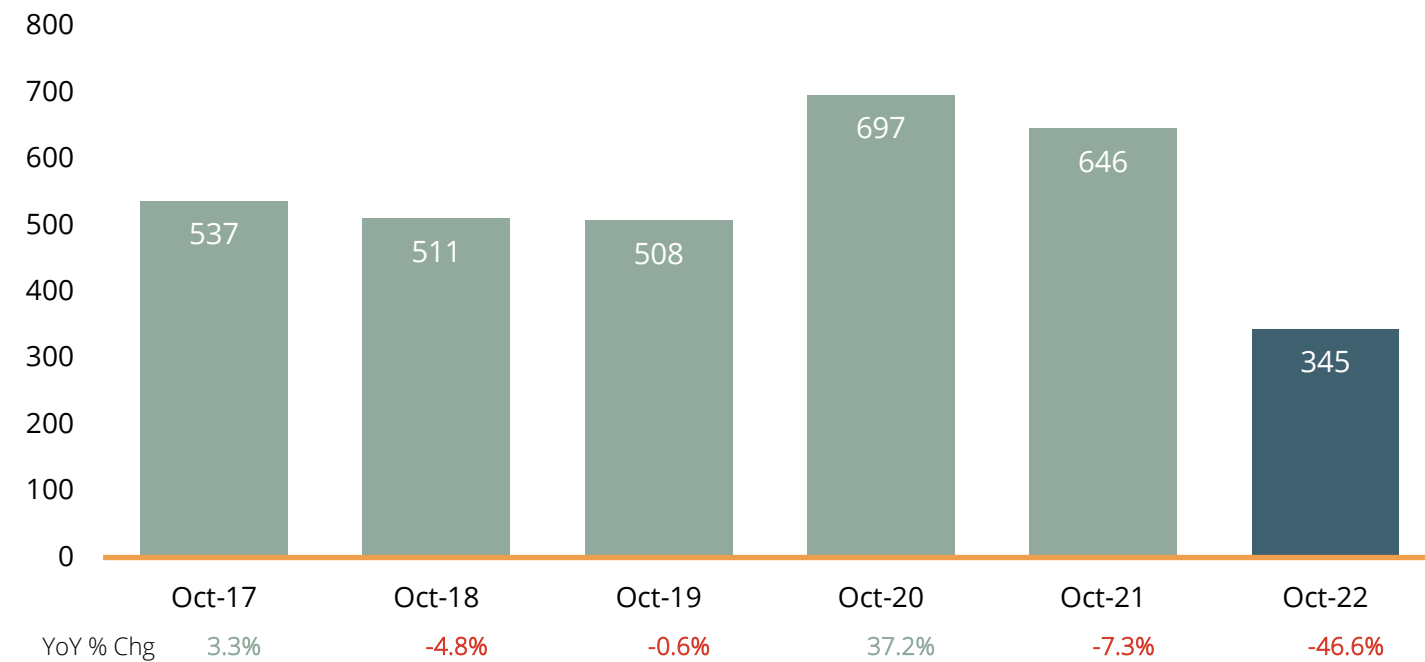
% Change in Sales
Oct-21 to Oct-22



Pending Sales



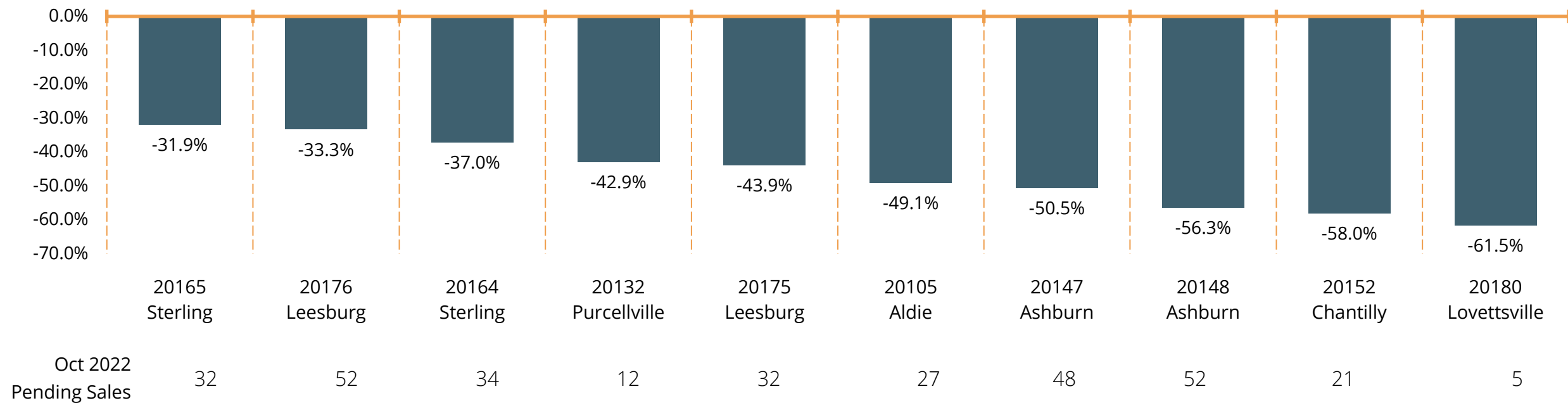
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Oct-22	154	-42.8%	191	-49.3%
12-month Avg	239	-25.8%	269	-29.3%

Zip Code

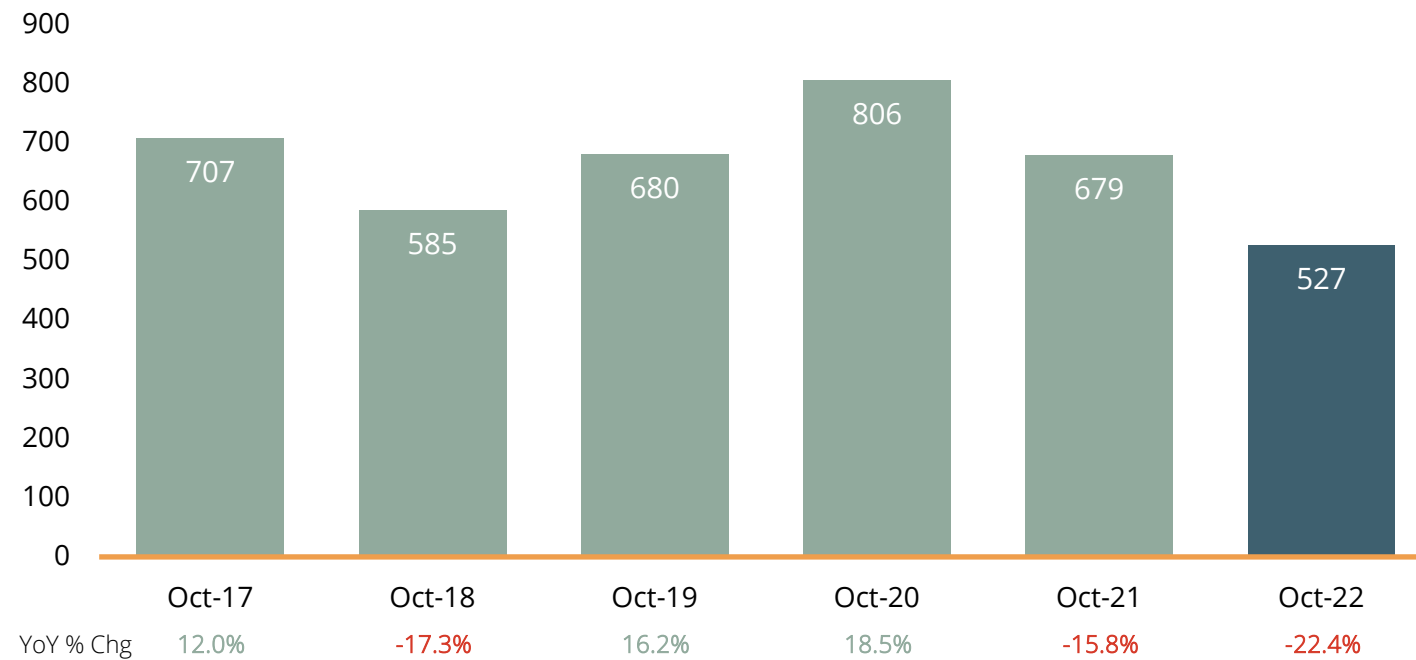
% Change in Pending Sales
Oct-21 to Oct-22



New Listings



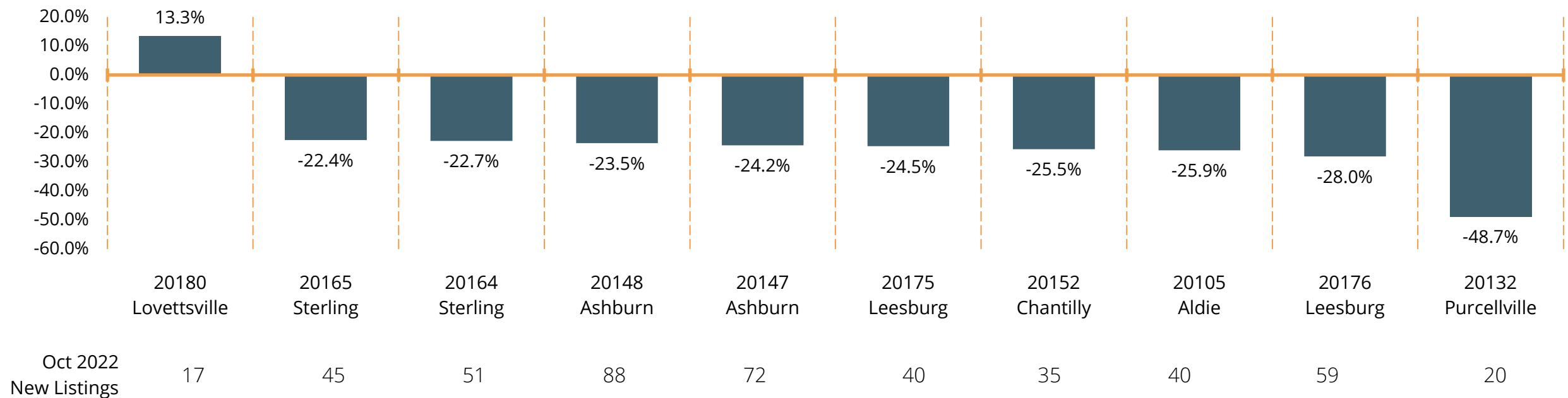
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Oct-22	242	-25.5%	285	-19.5%
12-month Avg	324	-12.5%	353	-16.8%

Zip Code

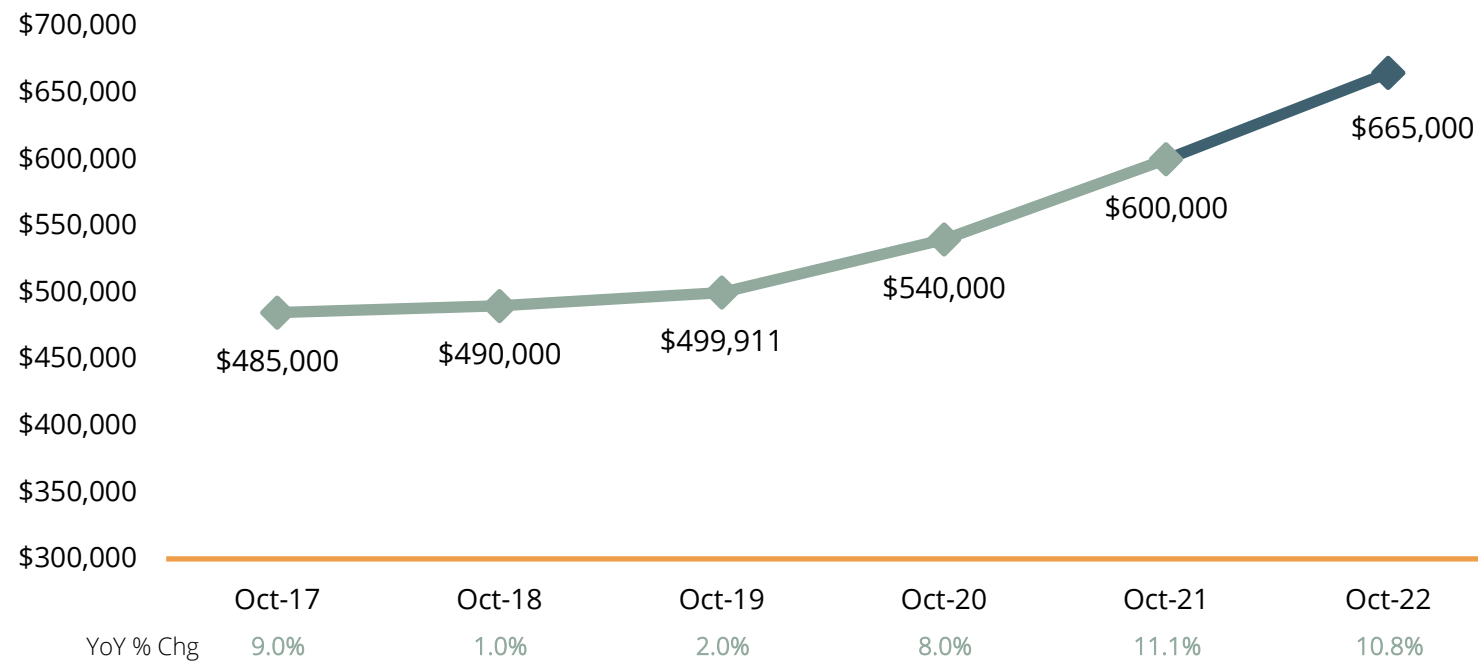
% Change in New Listings
Oct-21 to Oct-22



Median List Price



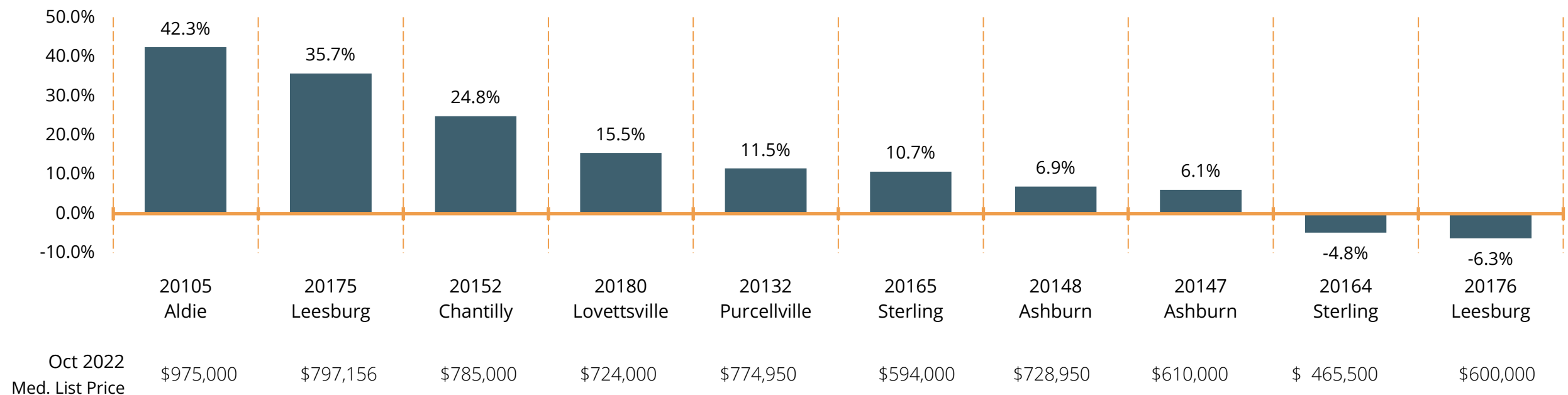
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-22	\$899,900	10.1%	\$552,523	7.8%
12-month Avg	\$862,724	11.5%	\$528,574	10.9%

Zip Code

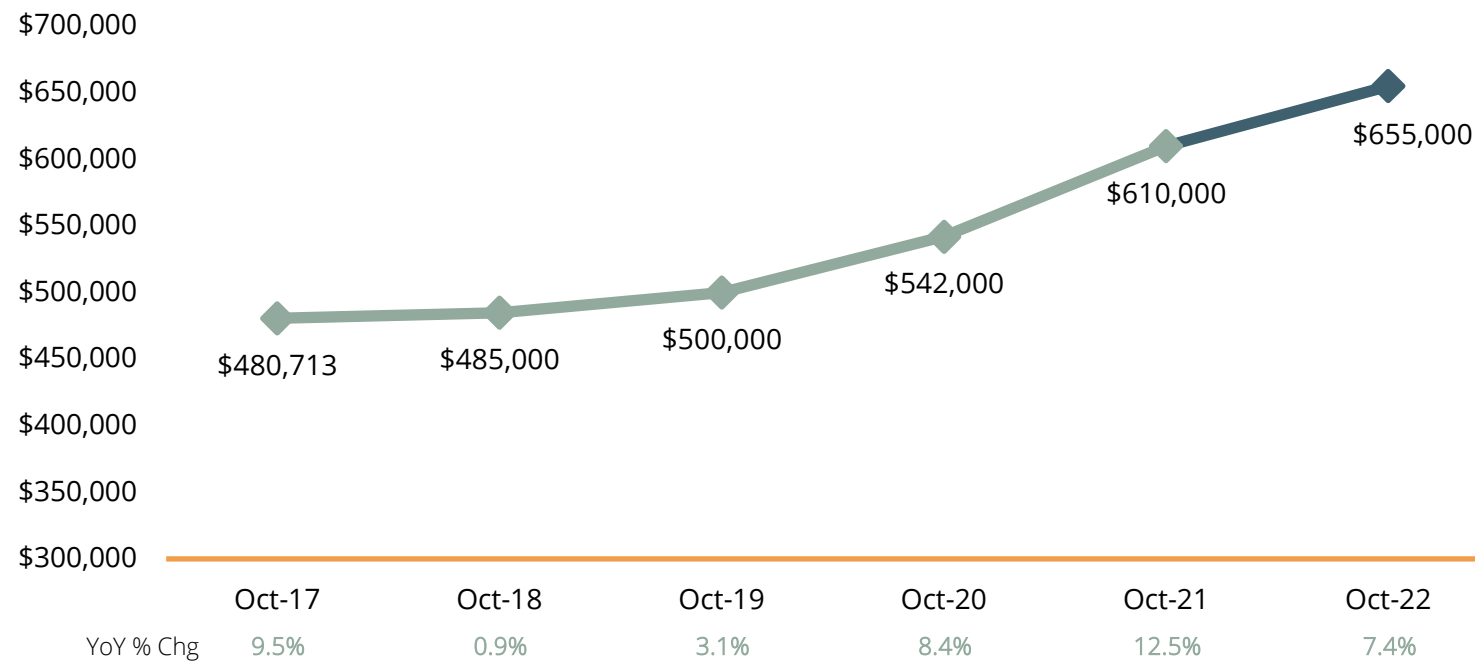
% Change in Median List Price
Oct-21 to Oct-22



Median Sales Price



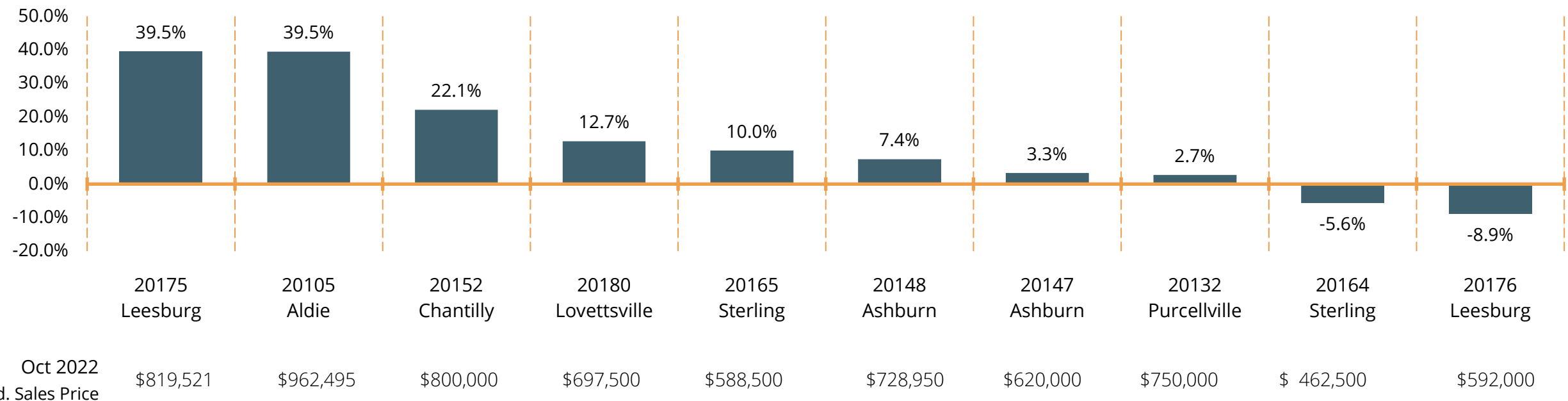
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-22	\$889,950	7.9%	\$545,000	5.3%
12-month Avg	\$882,687	10.6%	\$537,003	9.9%

Zip Code

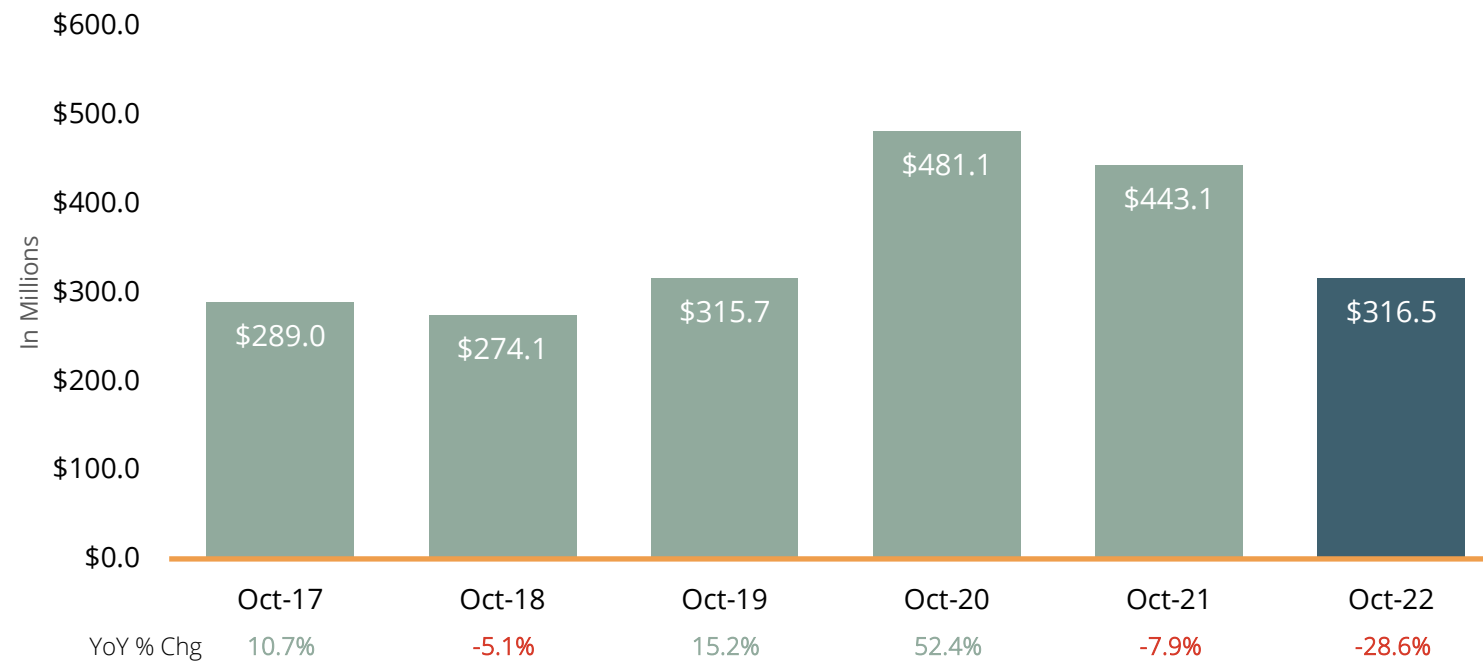
% Change in Median Sales Price
Oct-21 to Oct-22



Sold Dollar Volume (in millions)



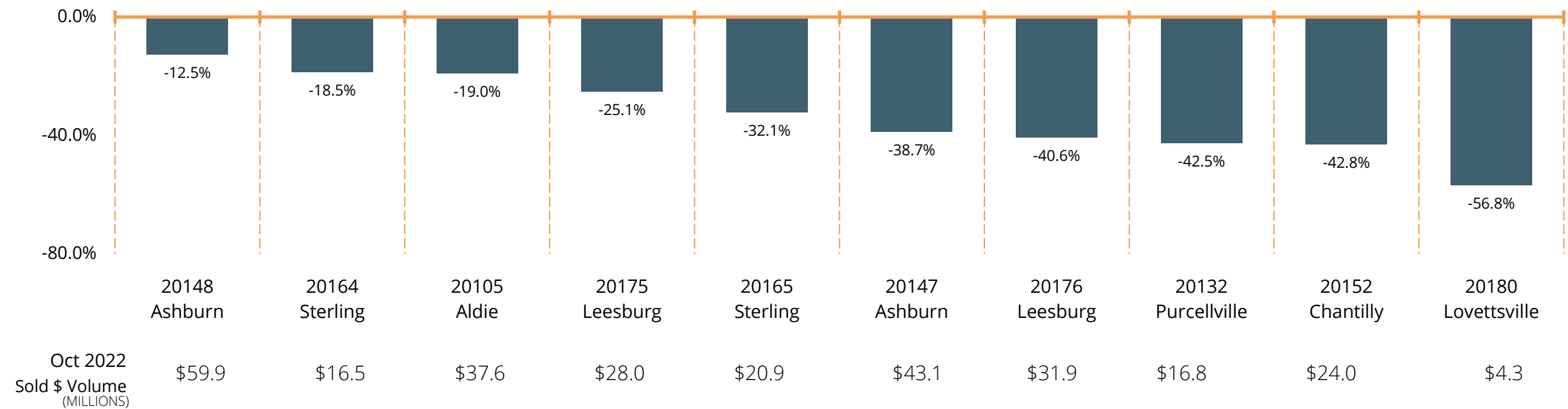
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Oct-22	\$189.2	-25.7%	\$127.3	-32.4%
12-month Avg	\$241.9	-15.9%	\$157.8	-17.7%

Zip Code

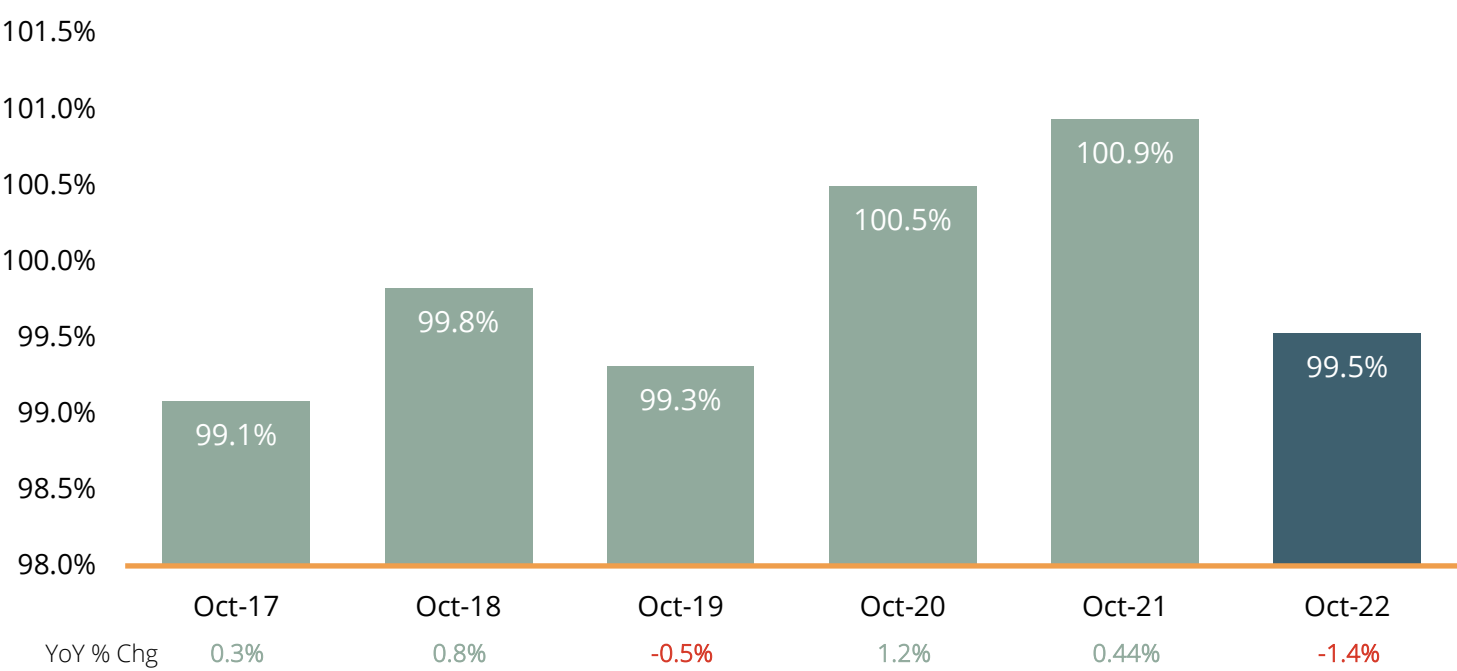
% Change in Sold Dollar Volume
Oct-21 to Oct-22



Average Sold to Ask Price Ratio



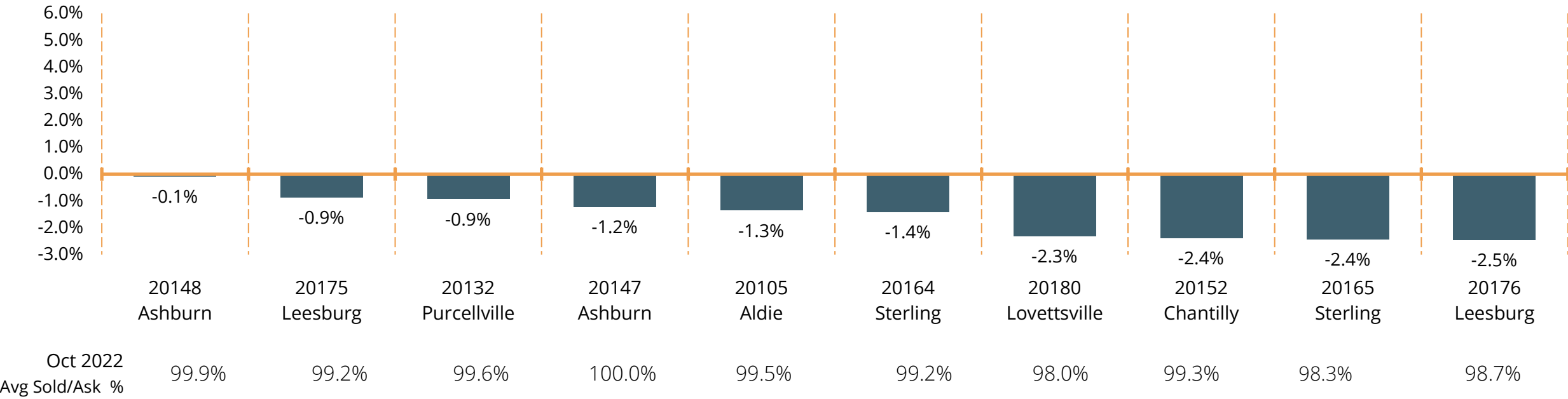
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-22	99.4%	-2.0%	99.6%	-0.9%
12-month Avg	102.1%	-0.3%	101.5%	-0.3%

Zip Code

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

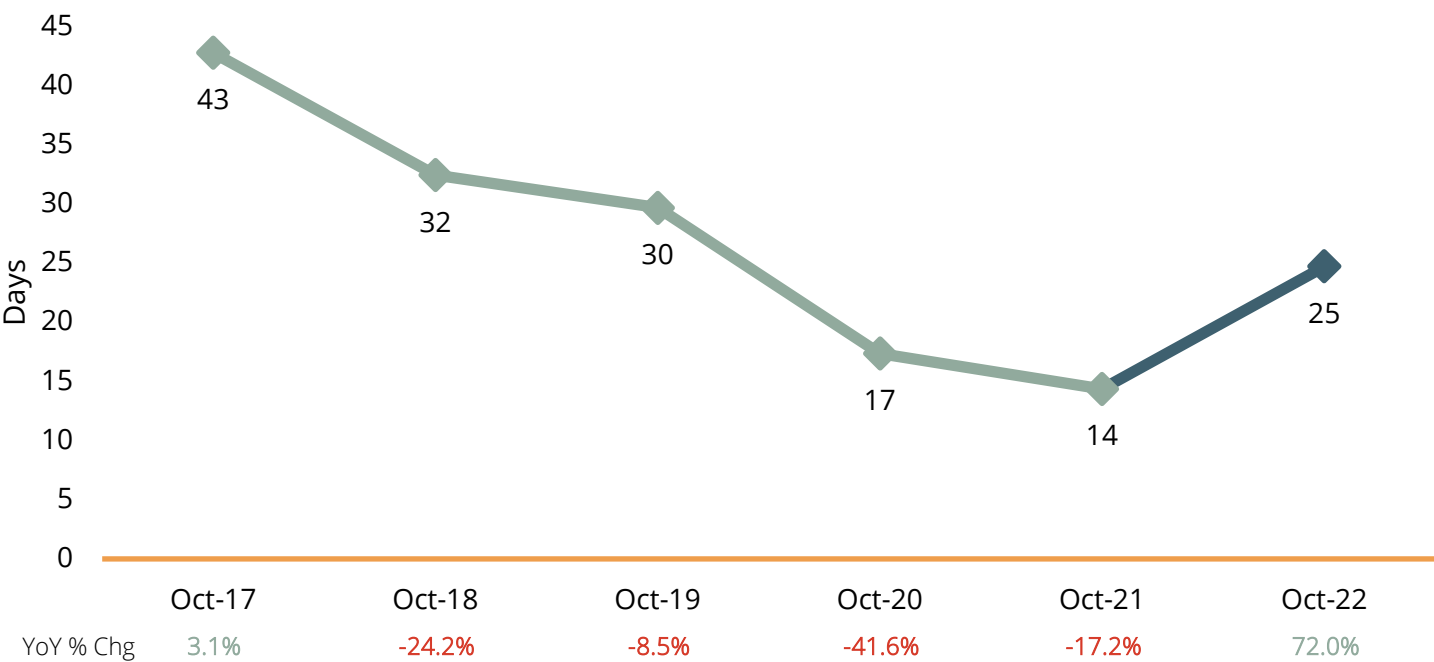


Source: Virginia REALTORS®, data accessed November 15, 2022

Average Days on Market



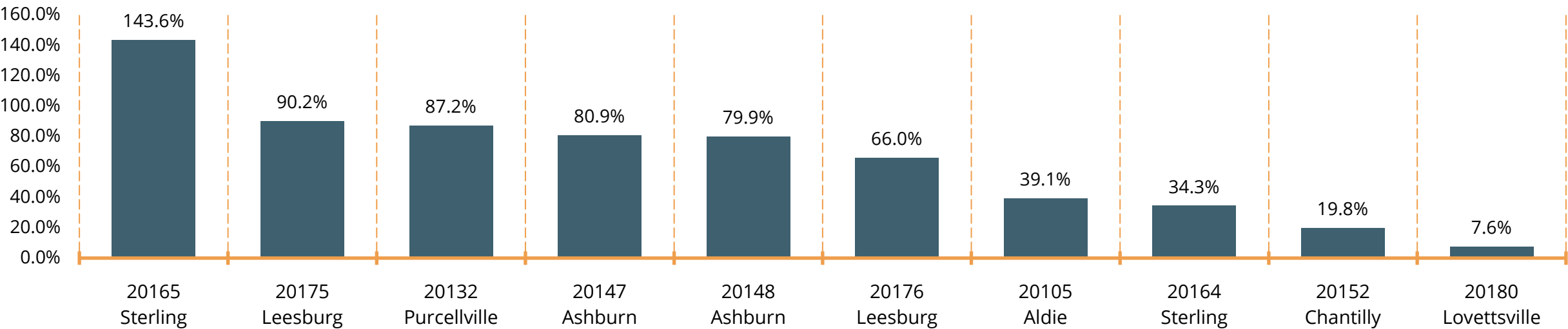
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-22	26	92.2%	24	57.3%
12-month Avg	15	6.5%	15	28.1%

Zip Code

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



Oct 2022
Average DOM

34

27

31

21

33

22

18

21

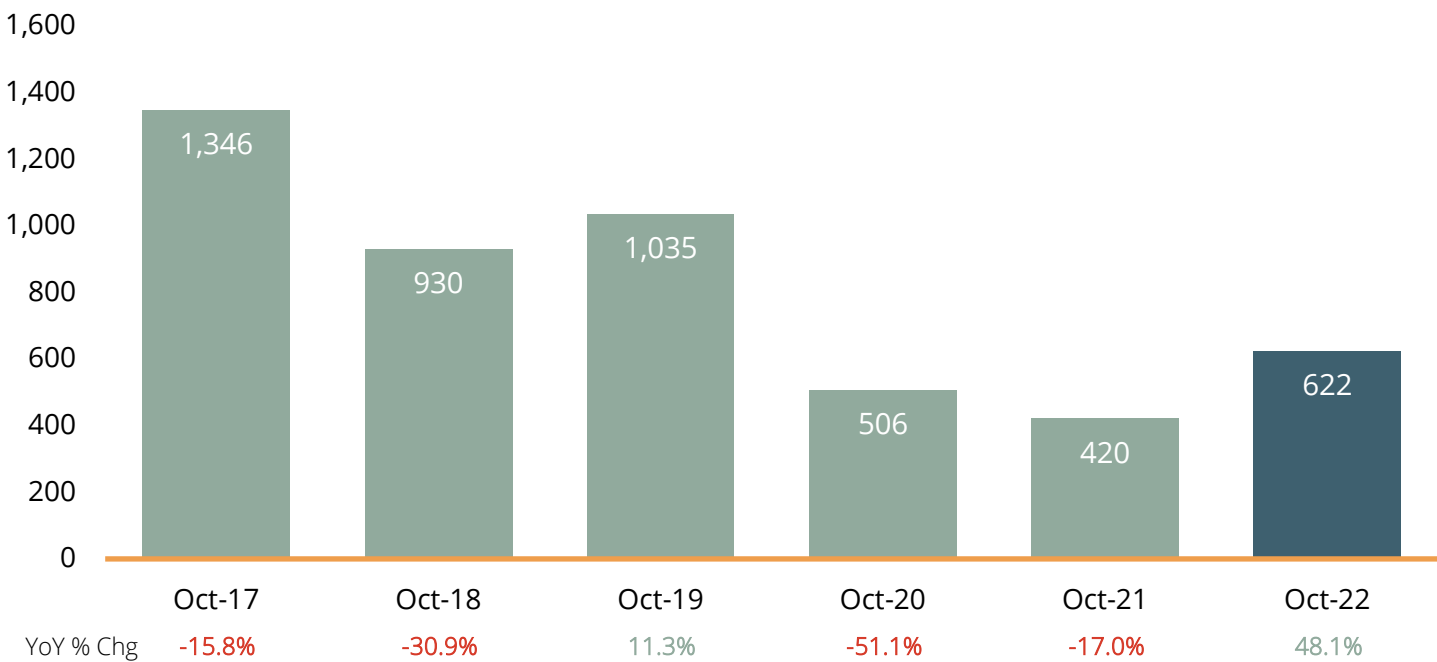
15

15

Active Listings



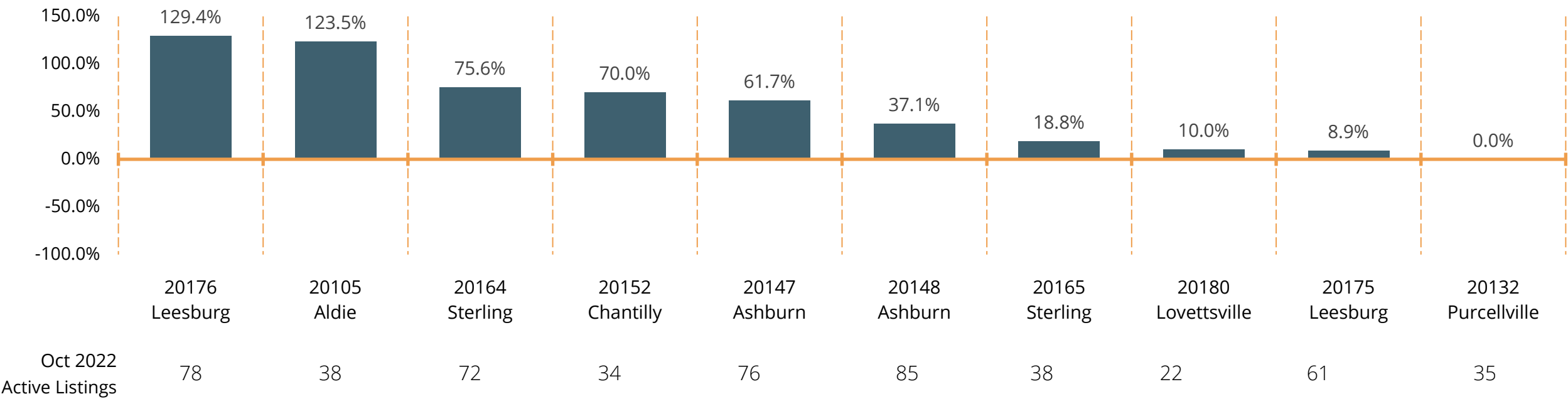
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Oct-22	316	33.9%	306	66.3%
12-month Avg	224	33.7%	209	11.8%

Zip Code

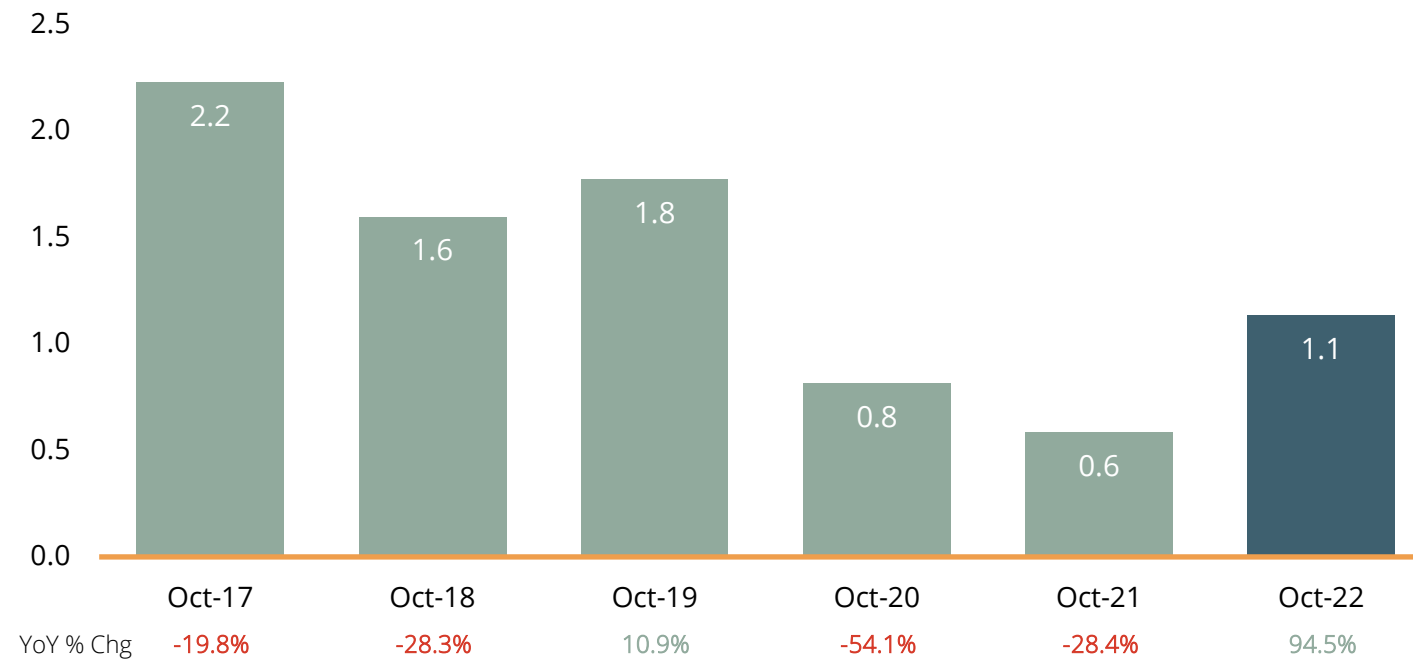
% Change in Active Listings
Oct-21 to Oct-22



Months Supply



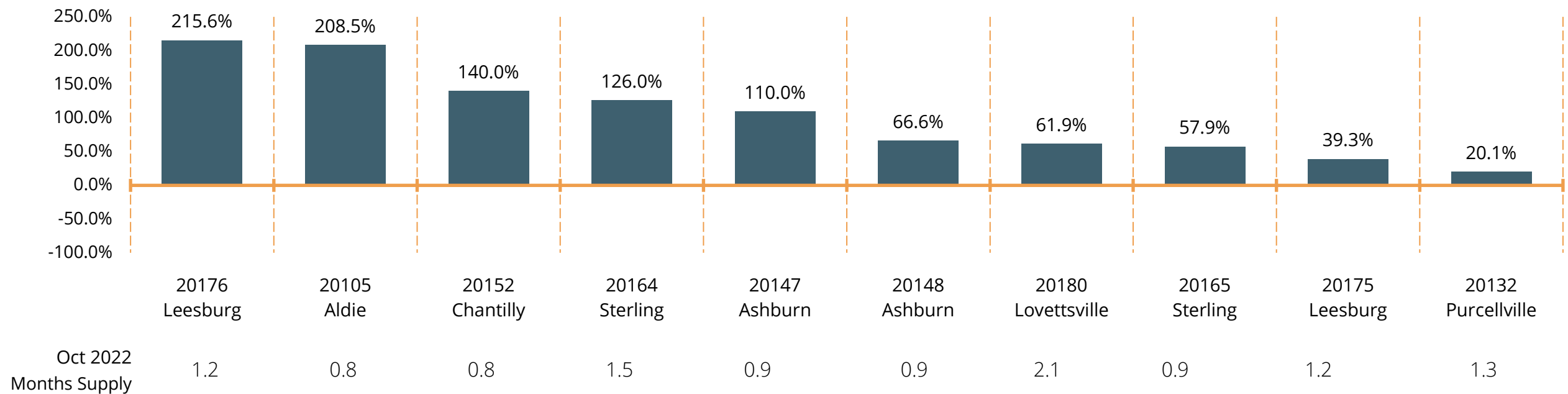
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Oct-22	1.2	74.8%	1.1	119.5%
12-month Avg	0.8	54.3%	0.6	25.3%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg	Oct-21	Oct-22	% chg
Loudoun County	679	527	-22.4%	654	414	-36.7%	\$610,000	\$655,000	7.4%	420	622	48.1%	0.6	1.1	94.5%
20105	54	40	-25.9%	55	34	-38.2%	\$690,000	\$962,495	39.5%	17	38	123.5%	0.3	0.8	208.5%
20132	39	20	-48.7%	37	18	-51.4%	\$730,000	\$750,000	2.7%	35	35	0.0%	1.1	1.3	20.1%
20147	95	72	-24.2%	113	63	-44.2%	\$600,000	\$620,000	3.3%	47	76	61.7%	0.4	0.9	110.0%
20148	115	88	-23.5%	98	73	-25.5%	\$678,750	\$728,950	7.4%	62	85	37.1%	0.6	0.9	66.6%
20152	47	35	-25.5%	59	29	-50.8%	\$655,000	\$800,000	22.1%	20	34	70.0%	0.3	0.8	140.0%
20164	66	51	-22.7%	43	36	-16.3%	\$490,000	\$462,500	-5.6%	41	72	75.6%	0.7	1.5	126.0%
20165	58	45	-22.4%	53	32	-39.6%	\$535,000	\$588,500	10.0%	32	38	18.8%	0.6	0.9	57.9%
20175	53	40	-24.5%	58	36	-37.9%	\$587,500	\$819,521	39.5%	56	61	8.9%	0.9	1.2	39.3%
20176	82	59	-28.0%	75	49	-34.7%	\$650,000	\$592,000	-8.9%	34	78	129.4%	0.4	1.2	215.6%
20180	15	17	13.3%	16	6	-62.5%	\$618,750	\$697,500	12.7%	20	22	10.0%	1.3	2.1	61.9%



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.