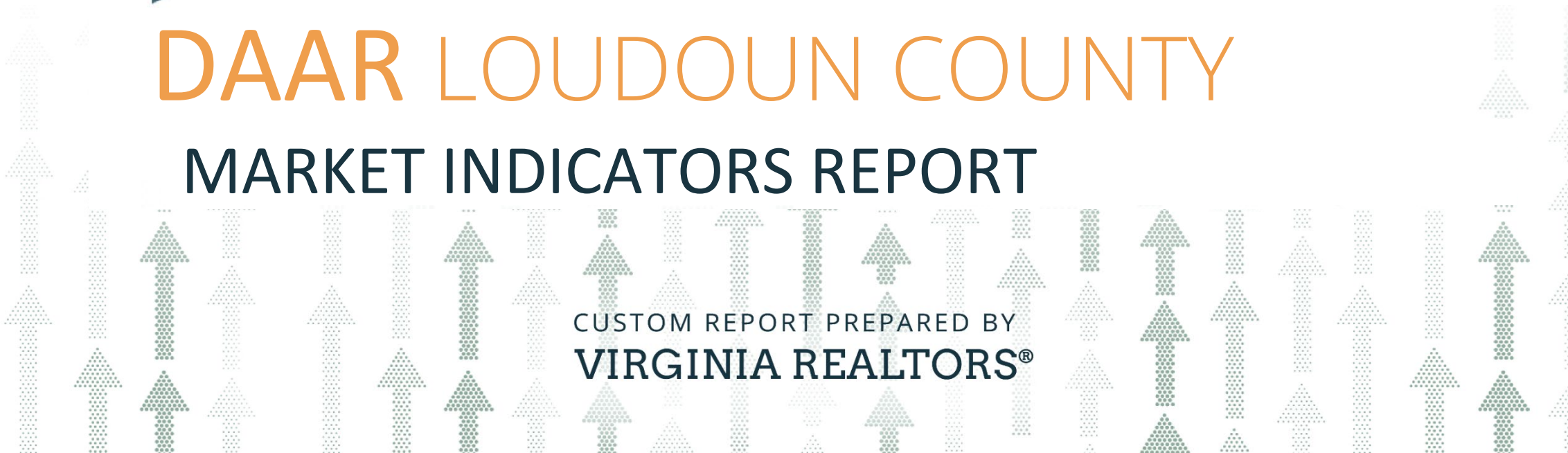


NOVEMBER
2022

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



DAAR Market Indicators Report



Key Market Trends: November 2022

- › **Sales slowed throughout Loudoun County in November.** In the county's housing market, there were 329 sales in the month of November, down 48% or 304 fewer sales than the previous year. The number of sales has dropped off in each of the local markets. The biggest decline in sales happened in Ashburn zip code 20147 which had 60 fewer sales compared to last year (-60.6%) and Chantilly zip code 20152 with 36 fewer sales than last year (-67.9%).
- › **Pending sales are down from last year in Loudoun County.** In November, there were 288 pending sales in the county, 179 fewer pending sales than a year ago, which is a 38.3% decrease. The number of pending sales fell the most in Ashburn zip code 20147 with 32 fewer pending sales than a year ago (-41.6%) followed by Sterling zip code 20164 with 28 fewer pending sales than the previous year (-49.1%).
- › **Home prices continue to climb in the county's housing market.** The median sales price in Loudoun County was \$637,500 in November, a price increase of \$37,550 compared to the same time last year (+6.3%). The biggest price jump took place in Leesburg zip code 20175, with the median sales price rising by \$238,725, a 42.9% increase. The median price also grew in Lovettsville zip code 20180 (+21.1%) and Aldie zip code 20105 (+18.9%). The sales price in Chantilly zip code 20152 fell by double digits this month, with home prices down \$72,000 (-10.3%).
- › **Inventory is on the rise as active listings continue to grow.** There were 504 active listings in the Loudoun County market at the end of November, up 88.8% which is 237 more listings than a year ago. The largest increase in listings this month was in Sterling zip code 20164 with 53 more active listings than last November (+331.3%) and Leesburg zip code 20176 which had 51 additional listings (+268.4%).



DAAR Market Dashboard

YoY Chg	Nov-22	Indicator
▼ -48.0%	329	Sales
▼ -38.3%	288	Pending Sales
▼ -12.5%	393	New Listings
▲ 8.4%	\$645,000	Median List Price
▲ 6.3%	\$637,500	Median Sales Price
▲ 2.2%	\$251	Median Price Per Square Foot
▼ -41.0%	\$248.6	Sold Dollar Volume (in millions)
▼ -1.8%	99.2%	Average Sold/Ask Price Ratio
▲ 83.6%	27	Average Days on Market
▲ 88.8%	504	Active Listings
▲ 159.2%	1.0	Months of Supply

INTEREST RATE TRACKER



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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.

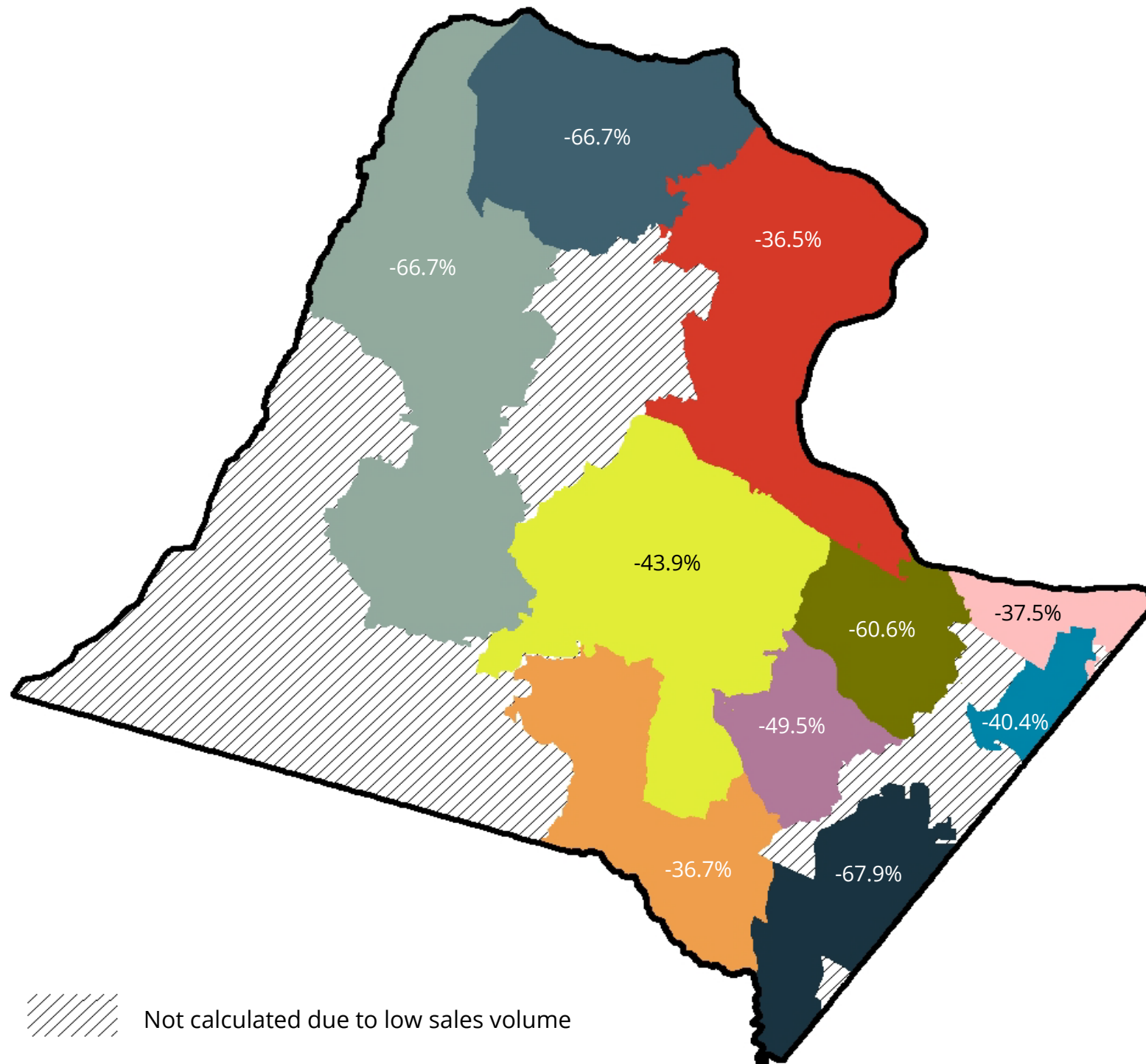
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Nov-21	Nov-22	
20105 Aldie	49	31	-36.7%
20132 Purcellville	24	8	-66.7%
20147 Ashburn	99	39	-60.6%
20148 Ashburn	105	53	-49.5%
20152 Chantilly	53	17	-67.9%
20164 Sterling	57	34	-40.4%
20165 Sterling	48	30	-37.5%
20175 Leesburg	57	32	-43.9%
20176 Leesburg	74	47	-36.5%
20180 Lovettsville	12	4	-66.7%

Total Market Overview



Key Metrics	2-year Trends		Nov-21	Nov-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Nov-20	Nov-22						
Sales			633	329	-48.0%	7,961	5,618	-29.4%
Pending Sales			467	288	-38.3%	7,876	5,591	-29.0%
New Listings			449	393	-12.5%	8,982	7,679	-14.5%
Median List Price			\$595,000	\$645,000	8.4%	\$599,900	\$660,000	10.0%
Median Sales Price			\$599,950	\$637,500	6.3%	\$615,000	\$675,000	9.8%
Median Price Per Square Foot			\$246	\$251	2.2%	\$236	\$260	10.4%
Sold Dollar Volume (in millions)			\$421.6	\$248.6	-41.0%	\$5,355.3	\$4,239.1	-20.8%
Average Sold/Ask Price Ratio			101.0%	99.2%	-1.8%	102.4%	101.9%	-0.5%
Average Days on Market			15	27	83.6%	12	14	19.8%
Active Listings			267	504	88.8%	n/a	n/a	n/a
Months of Supply			0.4	1.0	159.2%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Nov-21	Nov-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Nov-20	Nov-22						
Sales			276	160	-42.0%	3,704	2,668	-28.0%
Pending Sales			217	125	-42.4%	3,618	2,636	-27.1%
New Listings			205	195	-4.9%	4,191	3,697	-11.8%
Median List Price			\$800,000	\$875,000	9.4%	\$795,000	\$879,000	10.6%
Median Sales Price			\$817,000	\$862,500	5.6%	\$820,000	\$900,000	9.8%
Median Price Per Square Foot			\$231	\$244	5.4%	\$221	\$247	11.8%
Sold Dollar Volume (in millions)			\$238.5	\$156.2	-34.5%	\$3,194.3	\$2,583.5	-19.1%
Average Sold/Ask Price Ratio			101.7%	99.1%	-2.5%	102.8%	102.1%	-0.7%
Average Days on Market			13	28	115.0%	13	14	9.7%
Active Listings			150	261	74.0%	n/a	n/a	n/a
Months of Supply			0.5	1.0	132.8%	n/a	n/a	n/a

Townhome & Condo Market Overview

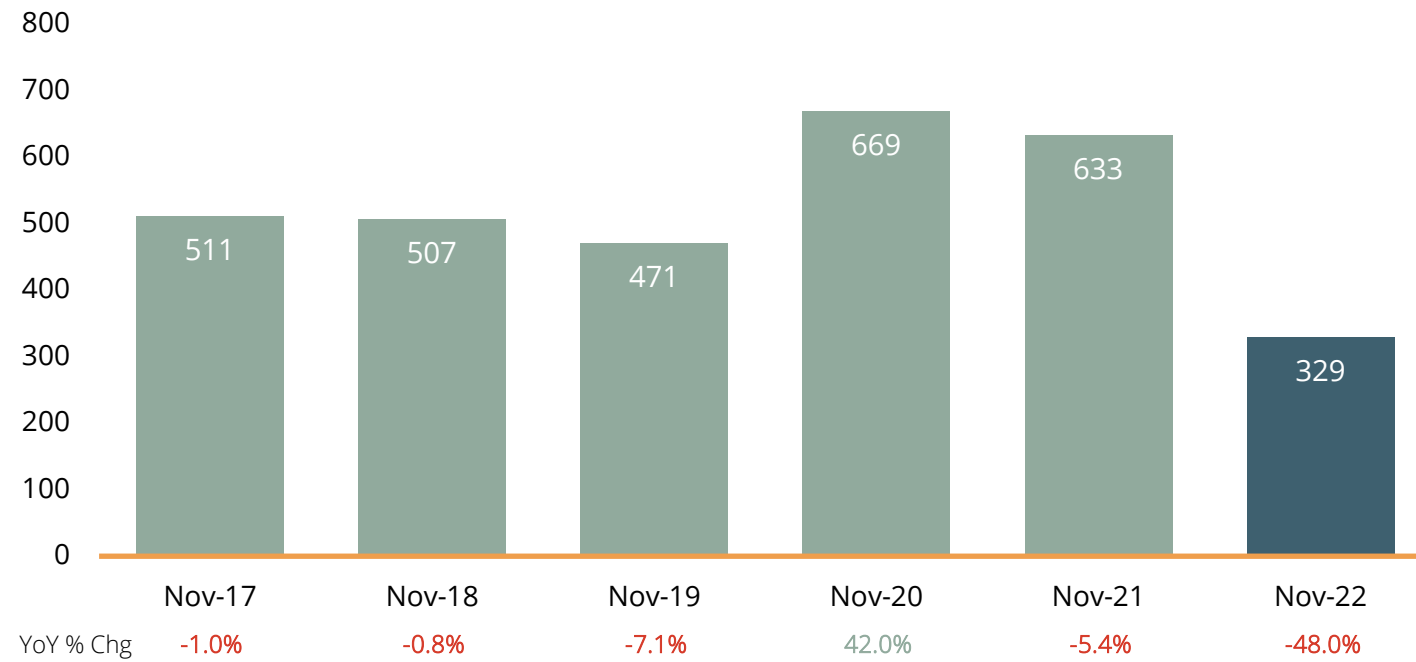


Key Metrics	2-year Trends		Nov-21	Nov-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Nov-20	Nov-22						
Sales			357	169	-52.7%	4,257	2,950	-30.7%
Pending Sales			250	163	-34.8%	4,258	2,955	-30.6%
New Listings			244	198	-18.9%	4,791	3,982	-16.9%
Median List Price			\$498,000	\$540,000	8.4%	\$489,900	\$539,900	10.2%
Median Sales Price			\$500,000	\$532,990	6.6%	\$500,000	\$550,000	10.0%
Median Price Per Square Foot			\$252	\$258	2.7%	\$245	\$267	9.2%
Sold Dollar Volume (in millions)			\$183.1	\$92.4	-49.5%	\$2,161.0	\$1,655.6	-23.4%
Average Sold/Ask Price Ratio			100.5%	99.2%	-1.3%	102.0%	101.7%	-0.3%
Average Days on Market			17	27	64.8%	11	14	30.2%
Active Listings			117	243	107.7%	n/a	n/a	n/a
Months of Supply			0.3	0.9	191.8%	n/a	n/a	n/a

Sales



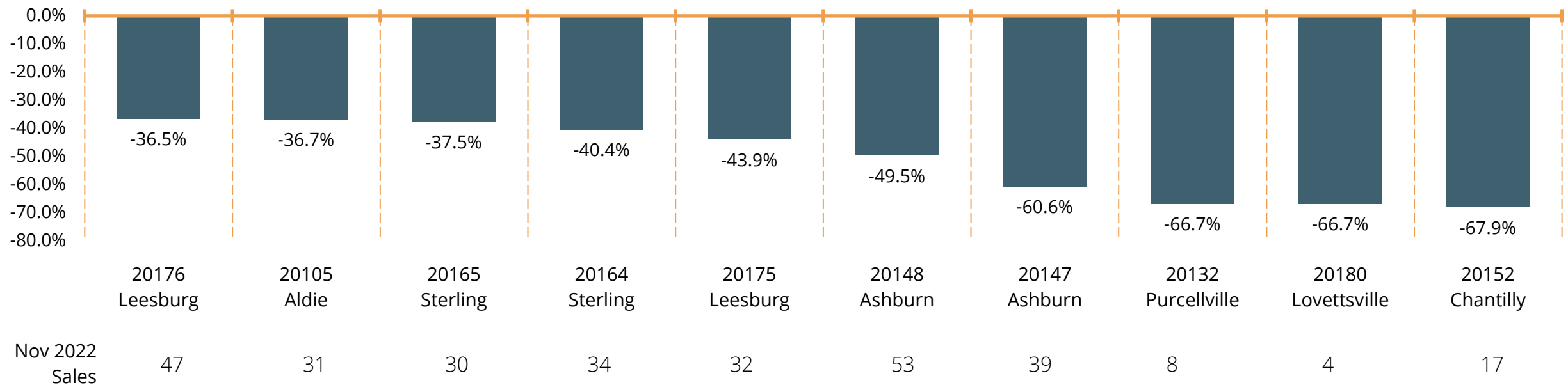
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Nov-22	160	-42.0%	169	-52.7%
12-month Avg	244	-26.7%	269	-30.1%

Zip Code

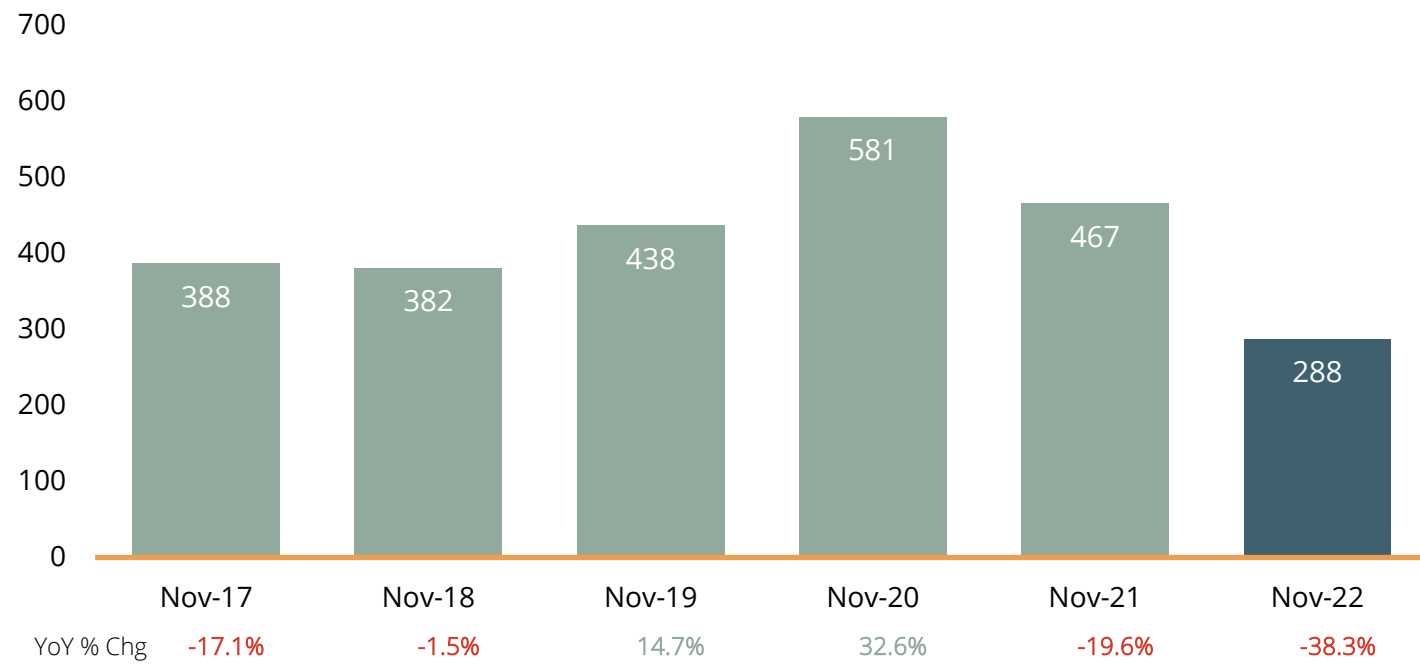
% Change in Sales
Nov-21 to Nov-22



Pending Sales



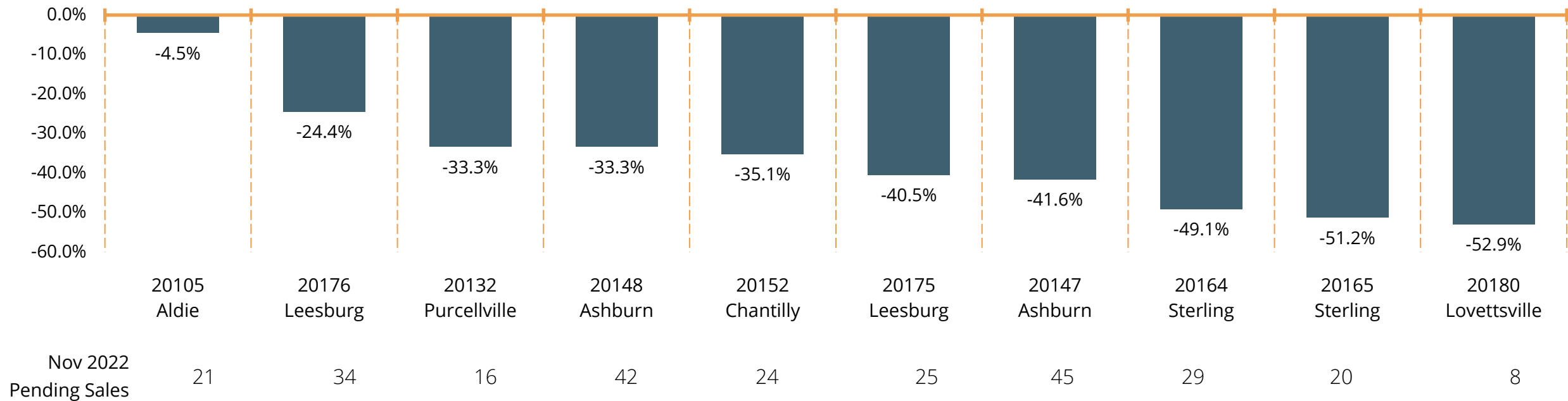
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Nov-22	125	-42.4%	163	-34.8%
12-month Avg	231	-27.3%	261	-30.2%

Zip Code

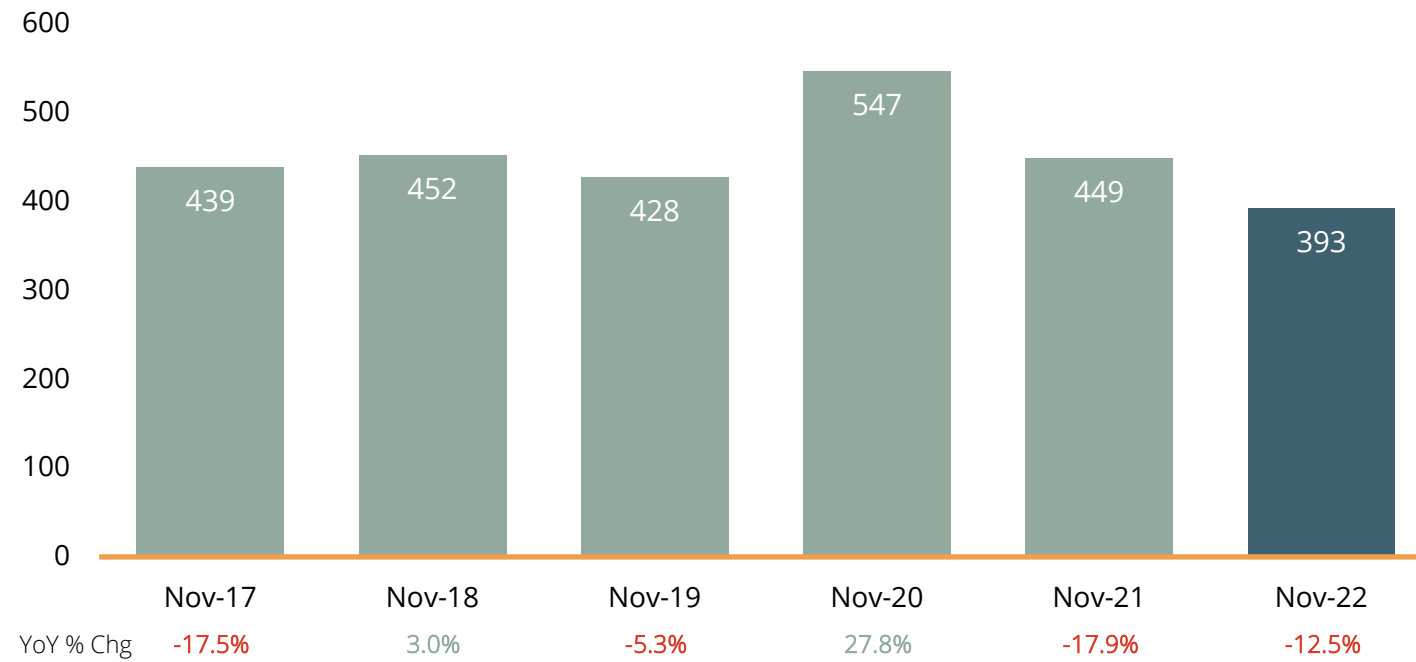
% Change in Pending Sales
Nov-21 to Nov-22



New Listings



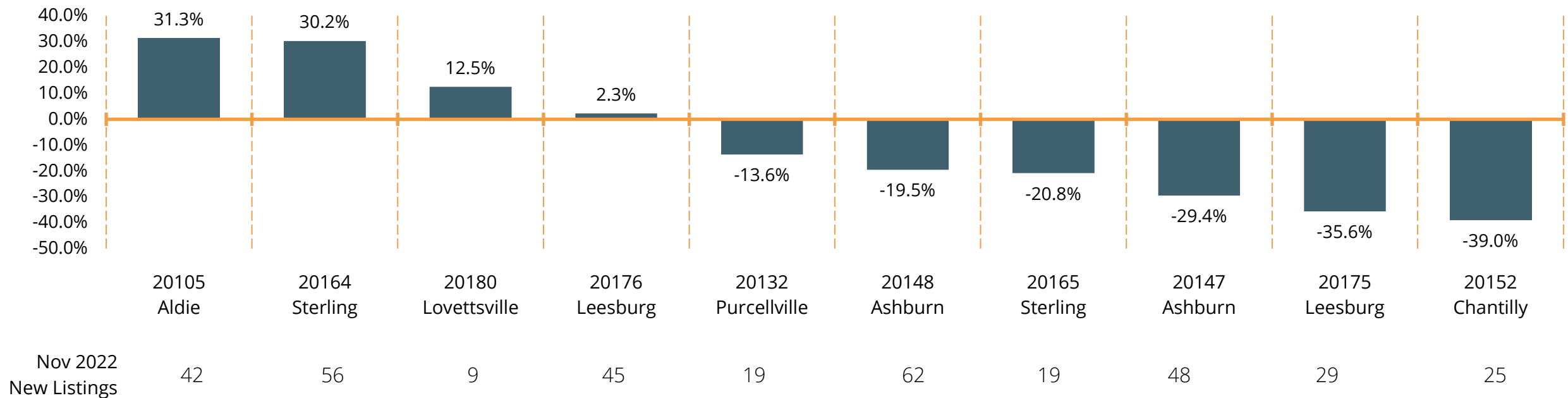
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Count	YoY Chg	Count	YoY Chg
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%
Nov-22	195	-4.9%	198	-18.9%
12-month Avg	323	-12.2%	349	-16.6%

Zip Code

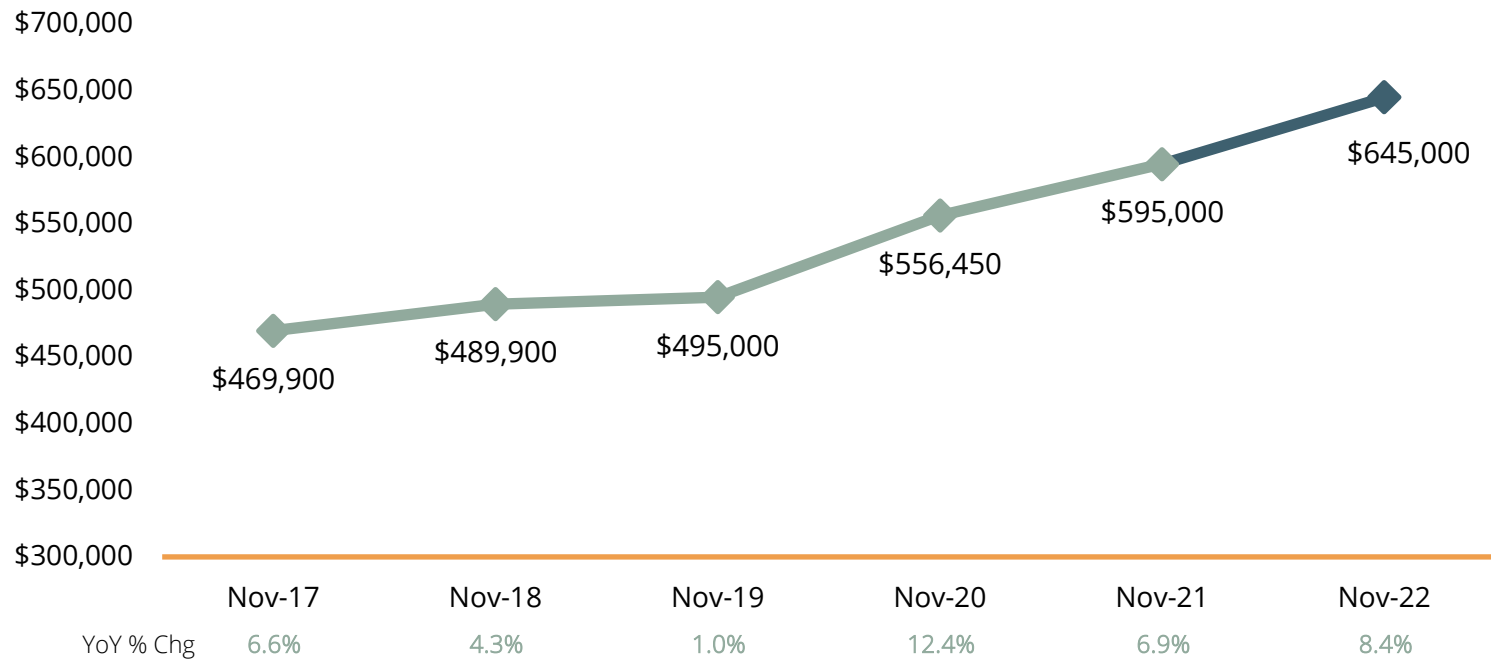
% Change in New Listings
Nov-21 to Nov-22



Median List Price



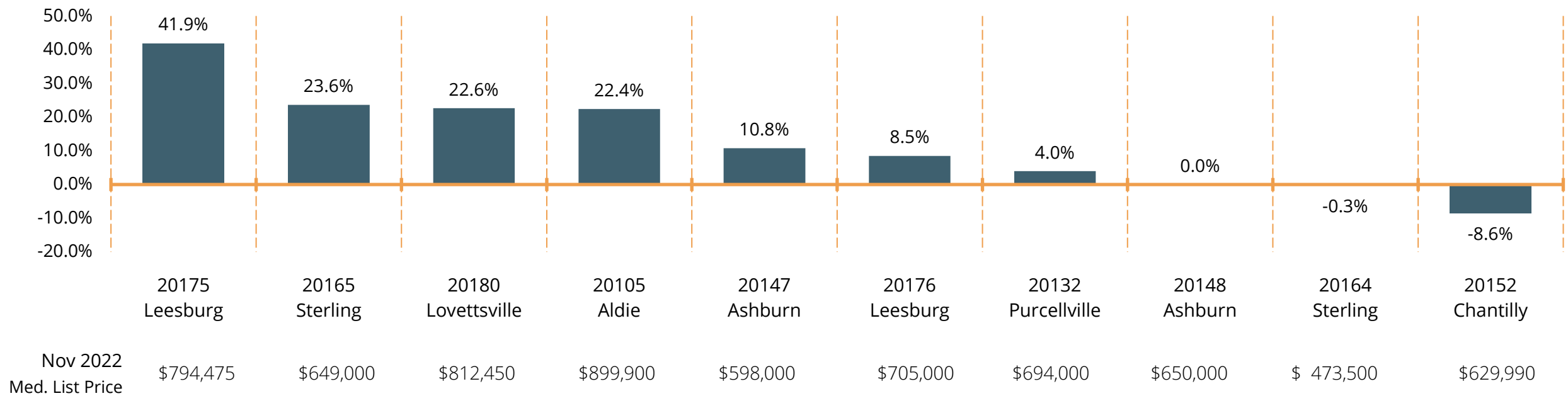
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-22	\$875,000	9.4%	\$540,000	8.4%
12-month Avg	\$868,974	11.2%	\$532,074	10.7%

Zip Code

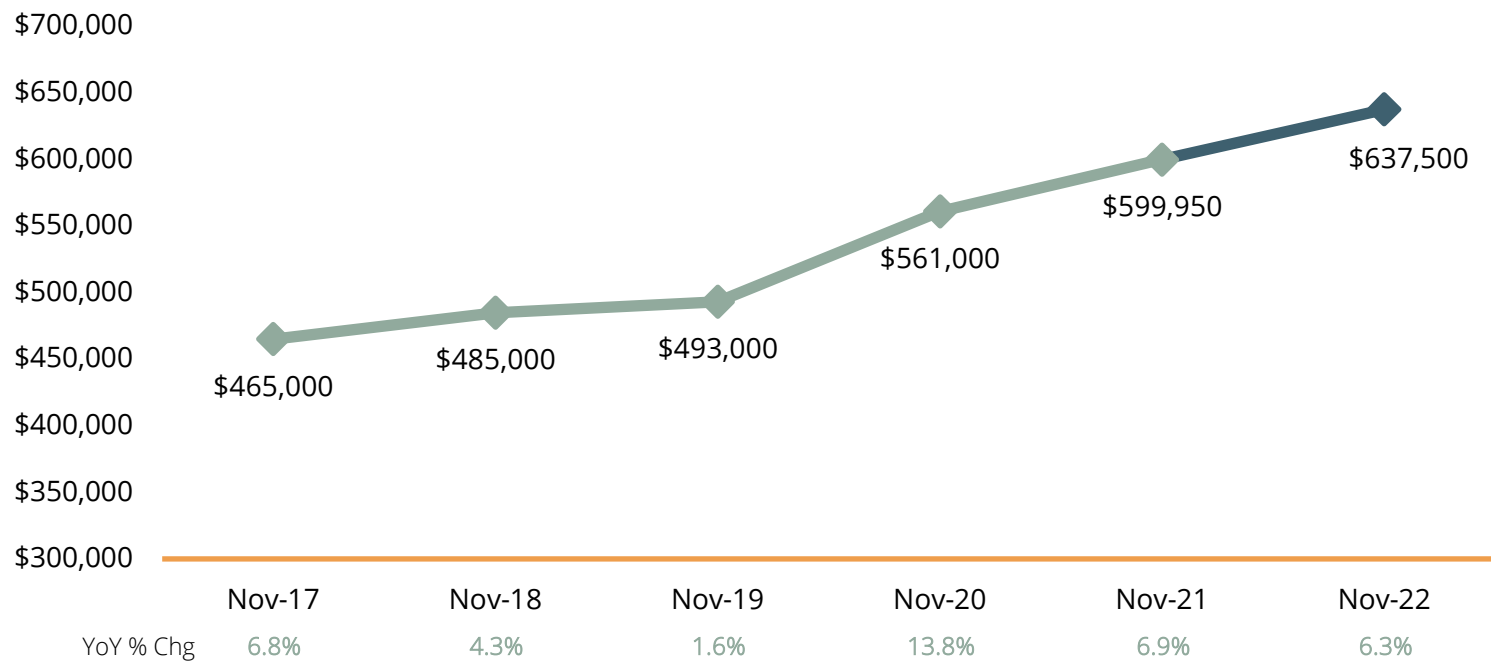
% Change in Median List Price
Nov-21 to Nov-22



Median Sales Price



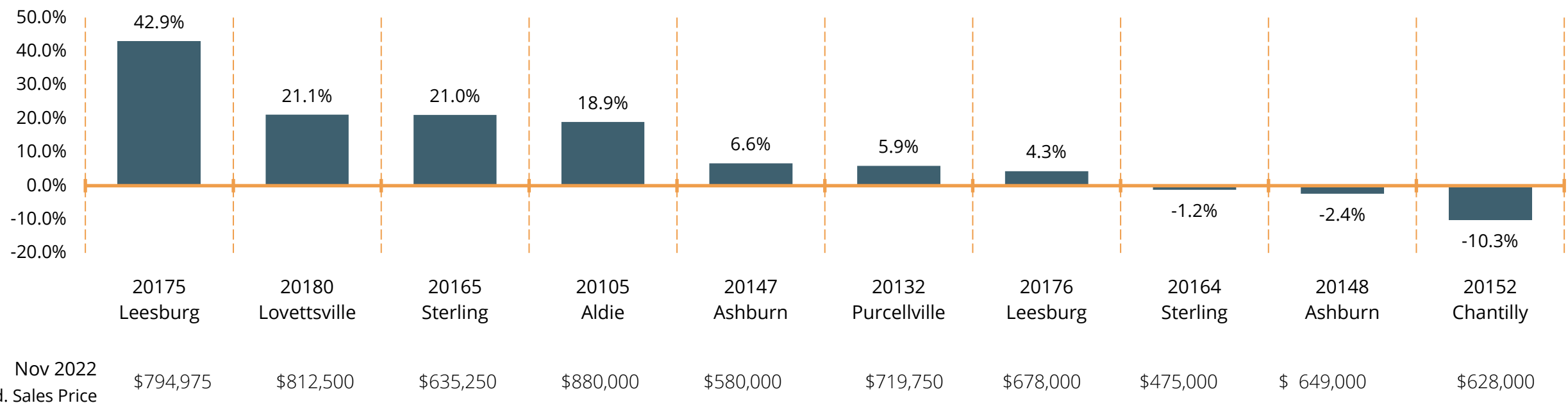
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-22	\$862,500	5.6%	\$532,990	6.6%
12-month Avg	\$886,478	10.0%	\$539,753	9.5%

Zip Code

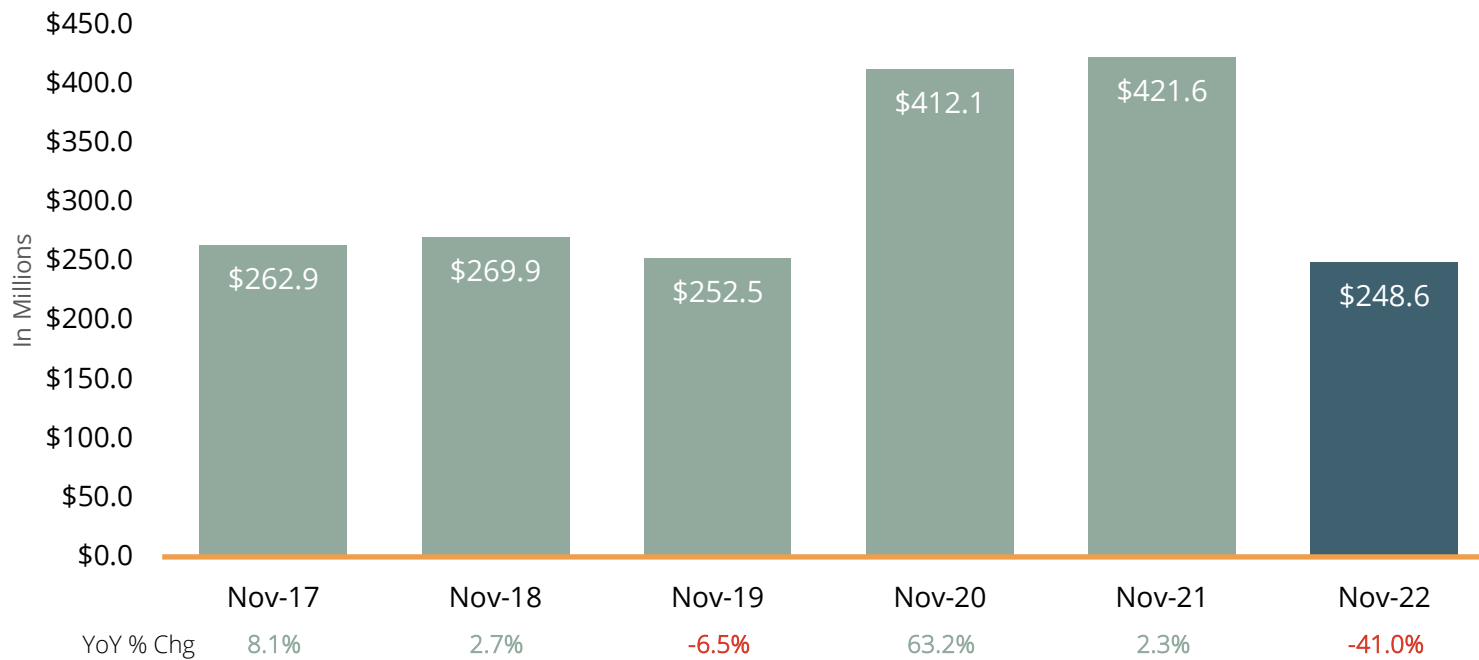
% Change in Median Sales Price
Nov-21 to Nov-22



Sold Dollar Volume (in millions)



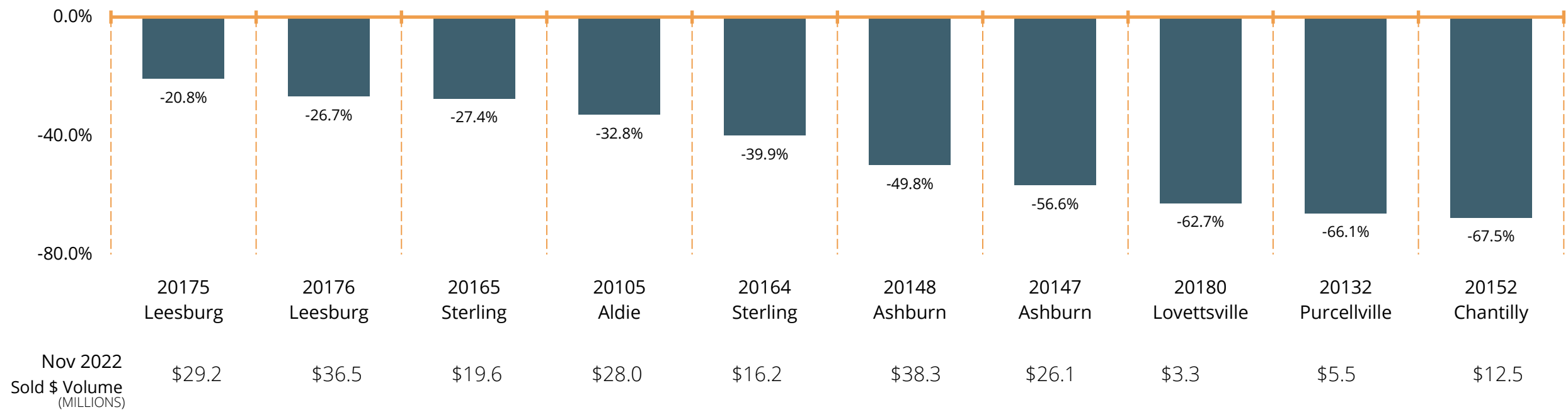
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Value	YoY Chg	Value	YoY Chg
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%
Nov-22	\$156.2	-34.5%	\$92.4	-49.5%
12-month Avg	\$235.1	-17.9%	\$150.2	-22.6%

Zip Code

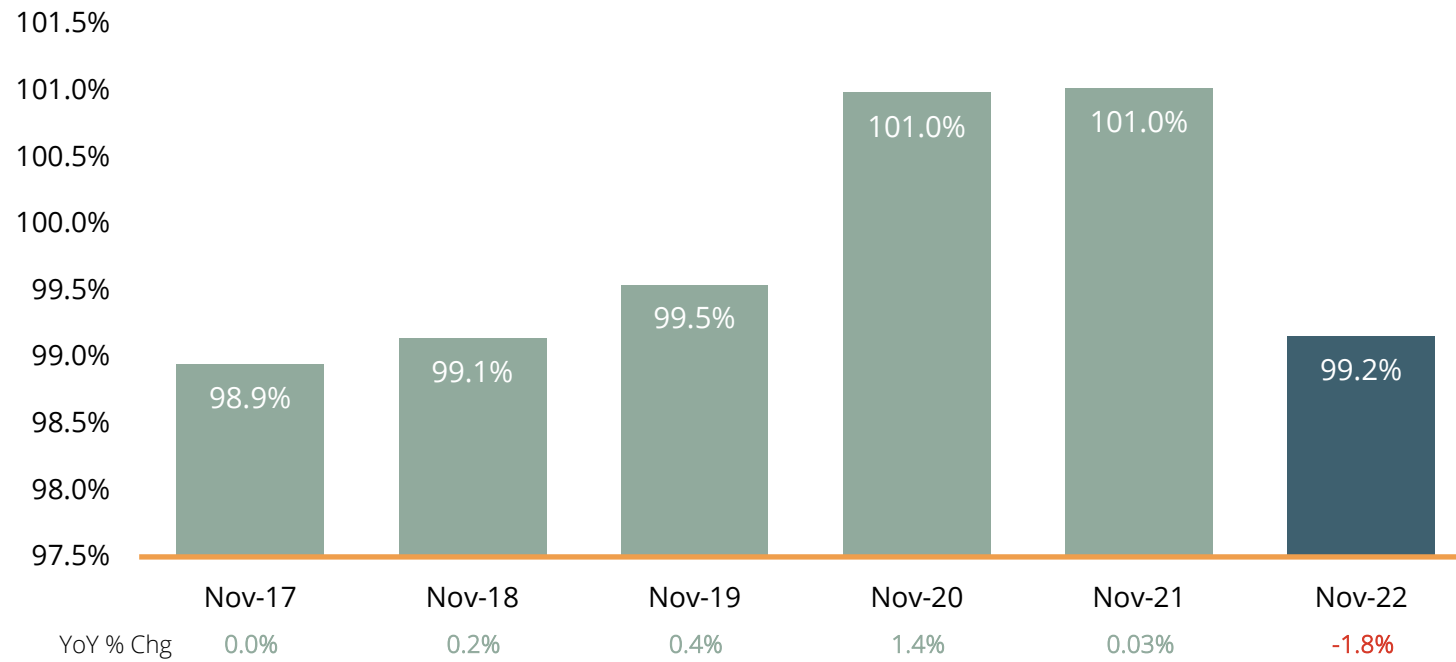
% Change in Sold Dollar Volume
Nov-21 to Nov-22



Average Sold to Ask Price Ratio



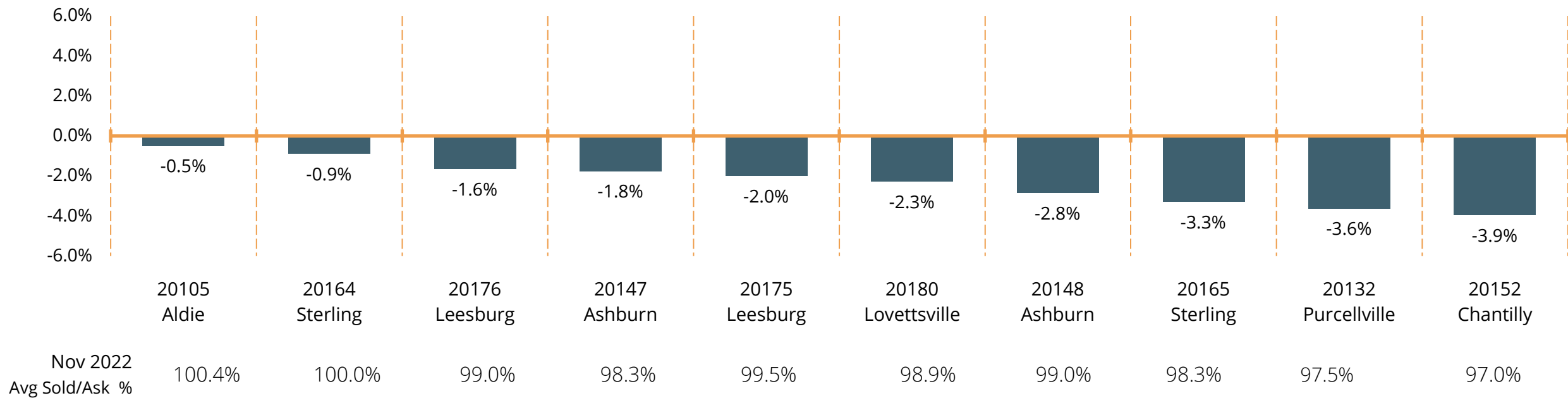
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-22	99.1%	-2.5%	99.2%	-1.3%
12-month Avg	101.8%	-0.6%	101.4%	-0.5%

Zip Code

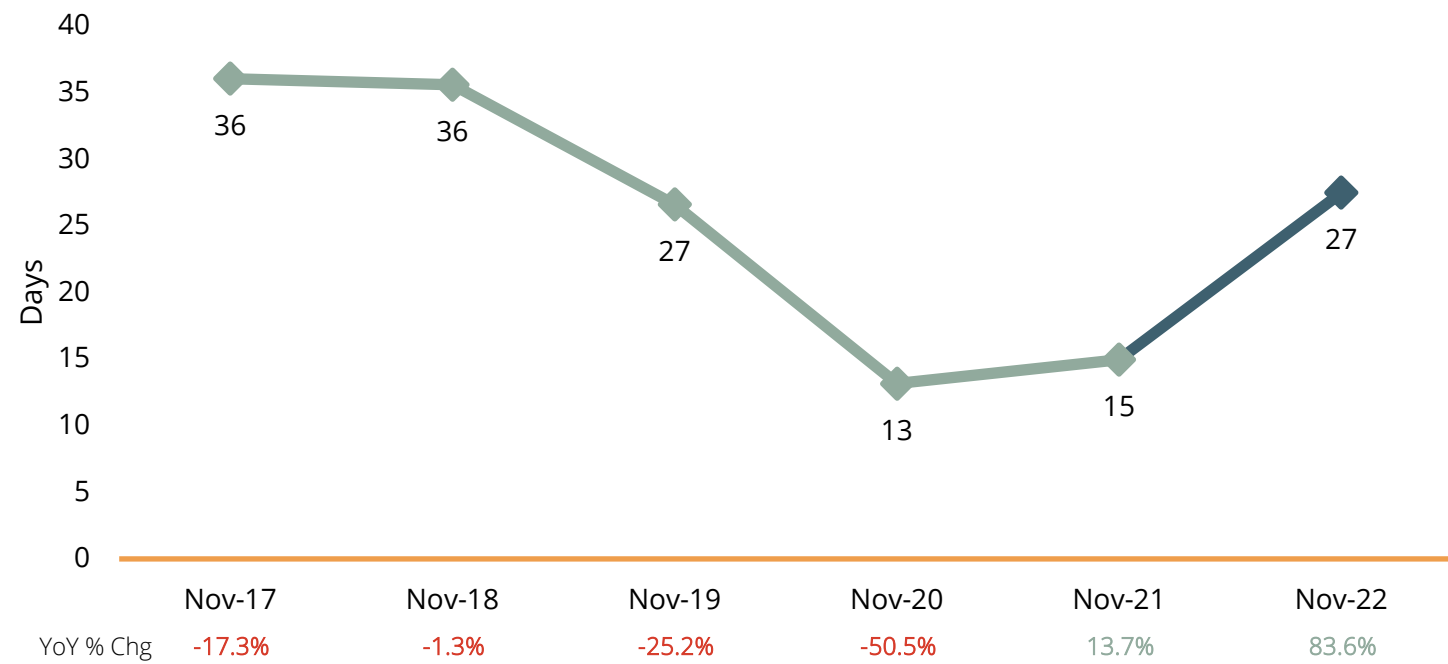
% Change in Average Sold to Ask Price Ratio
Nov-21 to Nov-22



Average Days on Market



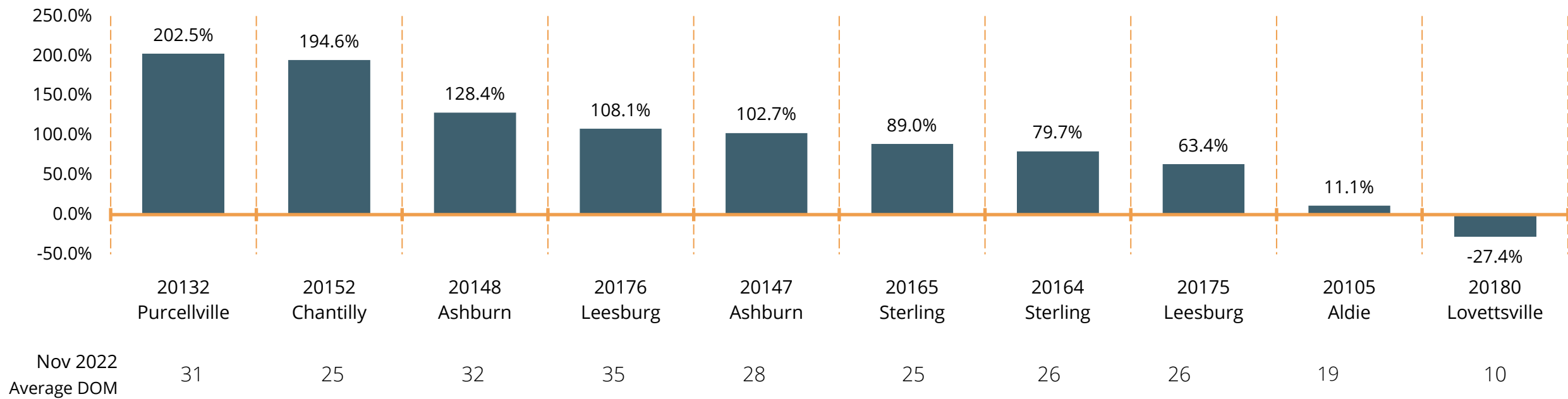
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Days	YoY Chg	Days	YoY Chg
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%
Nov-22	28	115.0%	27	64.8%
12-month Avg	16	14.8%	16	33.6%

Zip Code

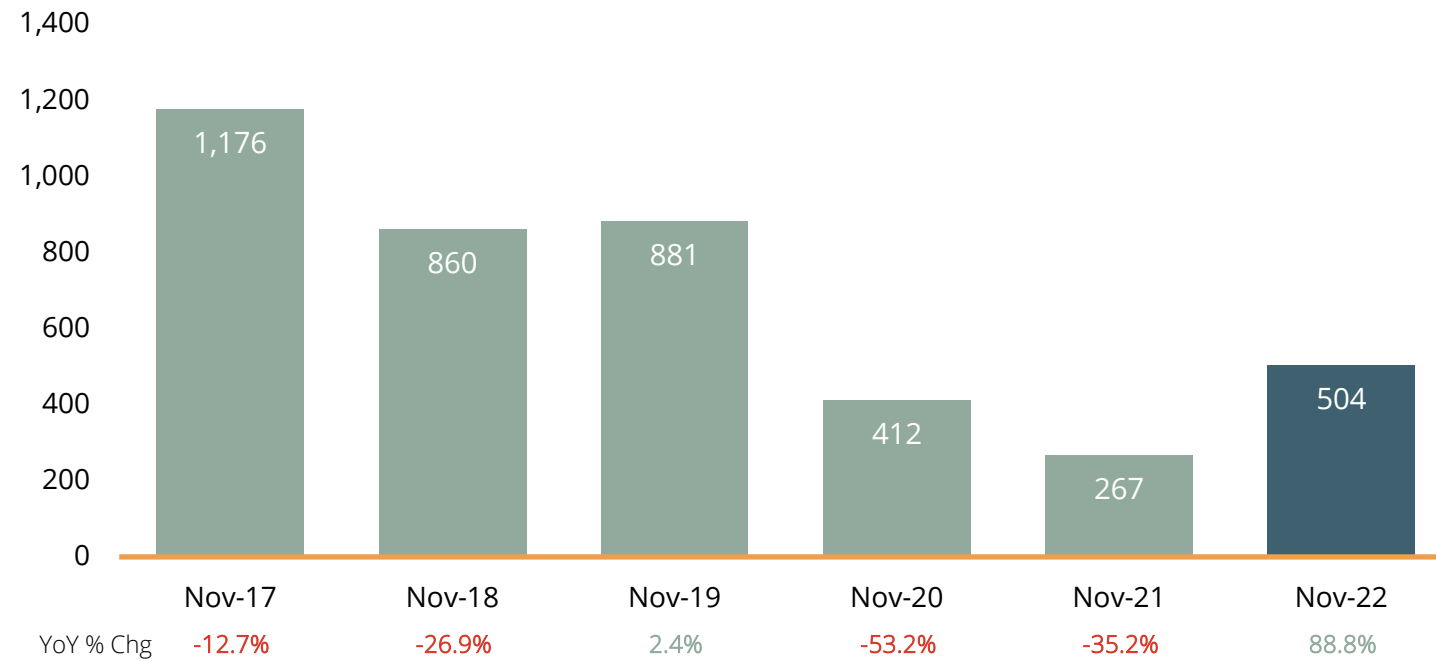
% Change in Average Days on Market
Nov-21 to Nov-22



Active Listings



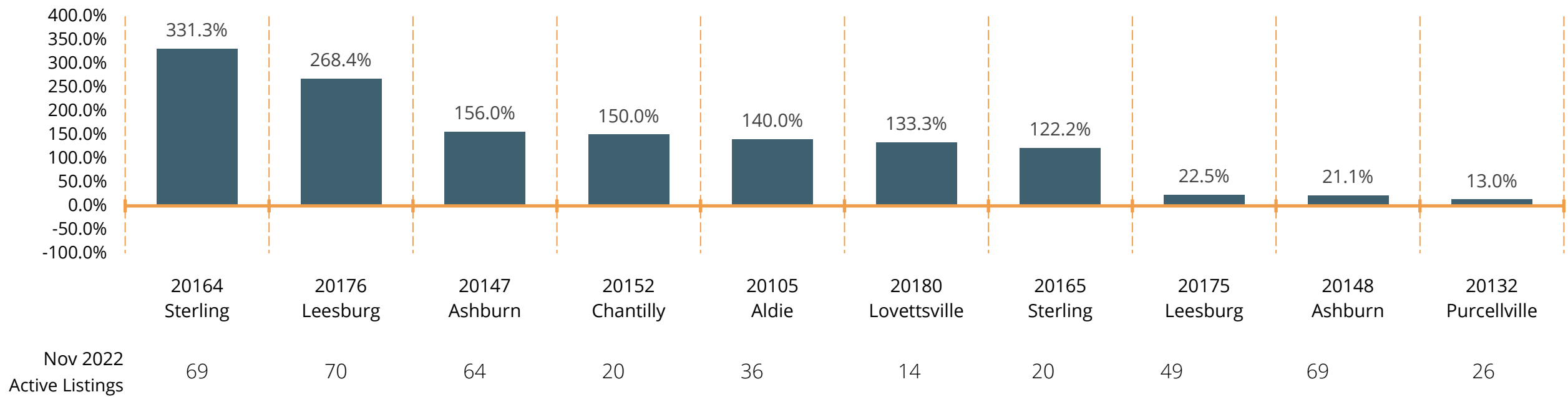
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Nov-22	261	74.0%	243	107.7%
12-month Avg	233	44.7%	219	21.2%

Zip Code

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



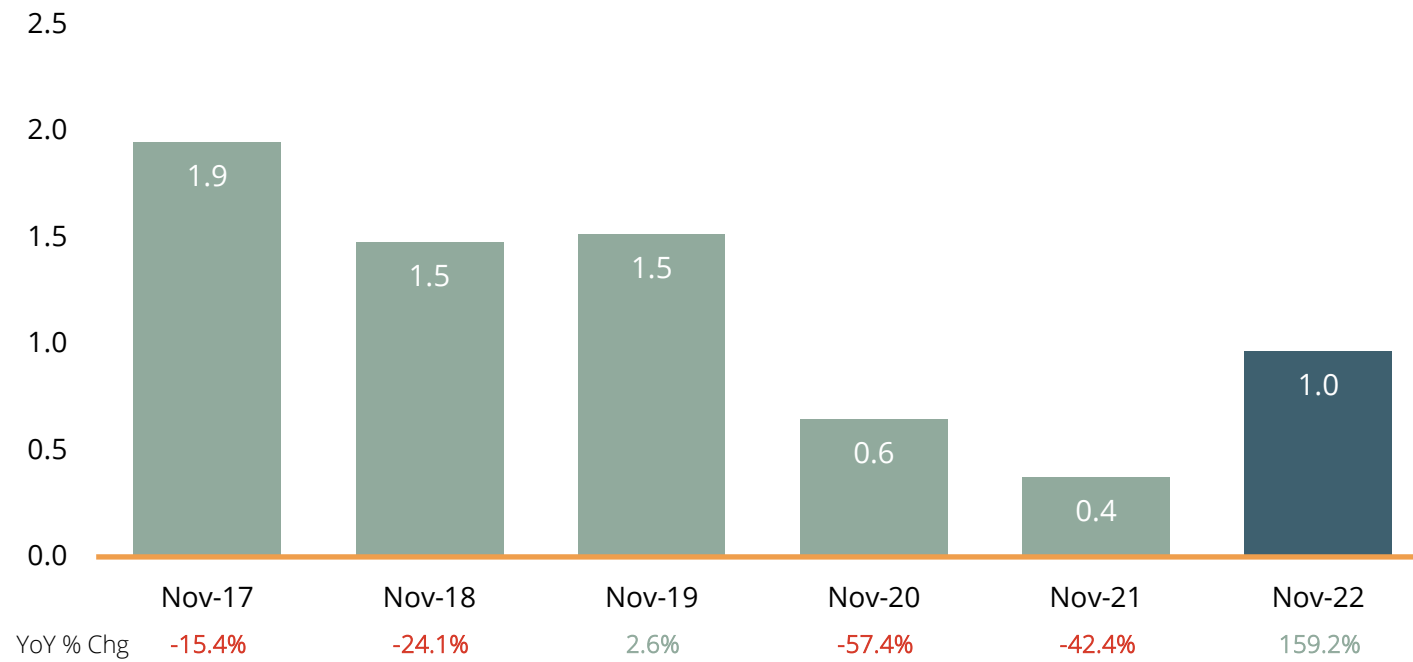
Nov 2022
Active Listings

69 70 64 20 36 14 20 49 69 26

Months Supply



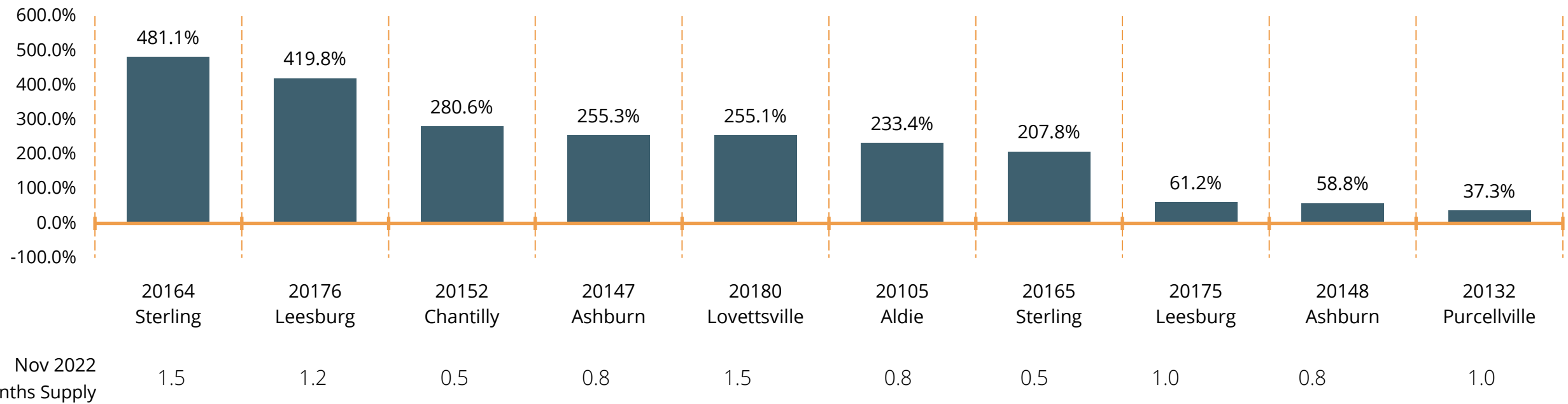
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Value	YoY Chg	Value	YoY Chg
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%
Nov-22	1.0	132.8%	0.9	191.8%
12-month Avg	0.8	72.4%	0.7	41.1%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg
Loudoun County	449	393	-12.5%	633	329	-48.0%	\$599,950	\$637,500	6.3%	267	504	88.8%	0.4	1.0	159.2%
20105	32	42	31.3%	49	31	-36.7%	\$740,000	\$880,000	18.9%	15	36	140.0%	0.2	0.8	233.4%
20132	22	19	-13.6%	24	8	-66.7%	\$679,500	\$719,750	5.9%	23	26	13.0%	0.8	1.0	37.3%
20147	68	48	-29.4%	99	39	-60.6%	\$544,000	\$580,000	6.6%	25	64	156.0%	0.2	0.8	255.3%
20148	77	62	-19.5%	105	53	-49.5%	\$665,000	\$649,000	-2.4%	57	69	21.1%	0.5	0.8	58.8%
20152	41	25	-39.0%	53	17	-67.9%	\$700,000	\$628,000	-10.3%	8	20	150.0%	0.1	0.5	280.6%
20164	43	56	30.2%	57	34	-40.4%	\$481,000	\$475,000	-1.2%	16	69	331.3%	0.3	1.5	481.1%
20165	24	19	-20.8%	48	30	-37.5%	\$524,950	\$635,250	21.0%	9	20	122.2%	0.2	0.5	207.8%
20175	45	29	-35.6%	57	32	-43.9%	\$556,250	\$794,975	42.9%	40	49	22.5%	0.6	1.0	61.2%
20176	44	45	2.3%	74	47	-36.5%	\$650,000	\$678,000	4.3%	19	70	268.4%	0.2	1.2	419.8%
20180	8	9	12.5%	12	4	-66.7%	\$671,000	\$812,500	21.1%	6	14	133.3%	0.4	1.5	255.1%



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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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.