

DECEMBER  
**2022**

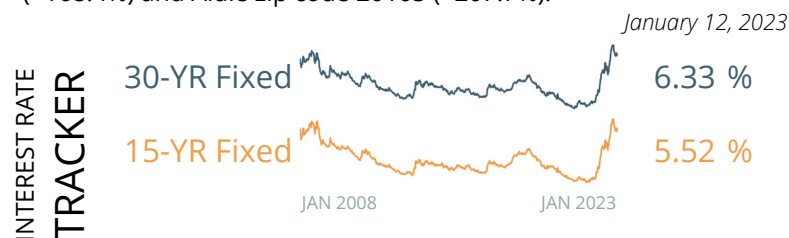
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



## Key Market Trends: December 2022

- Sales activity continued to slow down significantly in December.** There were 332 sales in Loudoun County in December, down 214 sales from the previous year, a 39.2% drop off in activity. For the third straight month all local markets had a slowdown in sales compared to the prior year. Ashburn zip code 20147 had 34 fewer sales compared to December last year (-41.5%), and Sterling zip code 20165 had 26 fewer sales (-54.2%). Chantilly zip code 20152 had 20 fewer sales (-46.5%).
- Pending sales way below the December level last year across the county.** There were 219 pending sales in Loudoun County this month, 96 fewer pending sales than the same time last year, a decrease of 30.5%. Ashburn zip code 20148 had 17 fewer pending sales than last year (-34.0%) while Aldie zip code 20105 had 15 fewer pending sales (-55.6%).
- The median sales price in Loudoun County inched down for the first time in nearly four years.** In December, the median sales price in Loudoun County was \$620,000, down \$5,000 from a year ago, a modest 0.8% decline. Most local markets in the county had a drop in the median price this month. Prices fell by double digits in Purcellville zip code 20132 (-20.1%), Leesburg zip code 20175 (-22.0%) and Aldie zip code 20105 (-15.0%). The median sales price increased in Lovettsville zip code 20180 (+17.5%) and Sterling zip code 20164 (+11.1%) compared to a year ago.
- The number of active listings continues to build up as market activity slows.** At the end of December, there were 353 active listings in Loudoun County, 157 more listings than the previous year, rising by 80.1%. Most of the additional listings were in Sterling zip code 20164 with 35 additional listings (+583.3%), Leesburg zip code 20176 (+168.4%) and Aldie zip code 20105 (+207.7%).



## DAAR Market Dashboard

YoY Chg	Dec-22	Indicator
▼ -39.2%	332	Sales
▼ -30.5%	219	Pending Sales
▼ -33.6%	257	New Listings
▼ -0.3%	\$622,840	Median List Price
▼ -0.8%	\$620,000	Median Sales Price
▲ 5.3%	\$258	Median Price Per Square Foot
▼ -40.8%	\$227.9	Sold Dollar Volume (in millions)
▼ -1.9%	99.1%	Average Sold/Ask Price Ratio
▲ 51.6%	31	Average Days on Market
▲ 80.1%	353	Active Listings
▲ 152.9%	0.7	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.

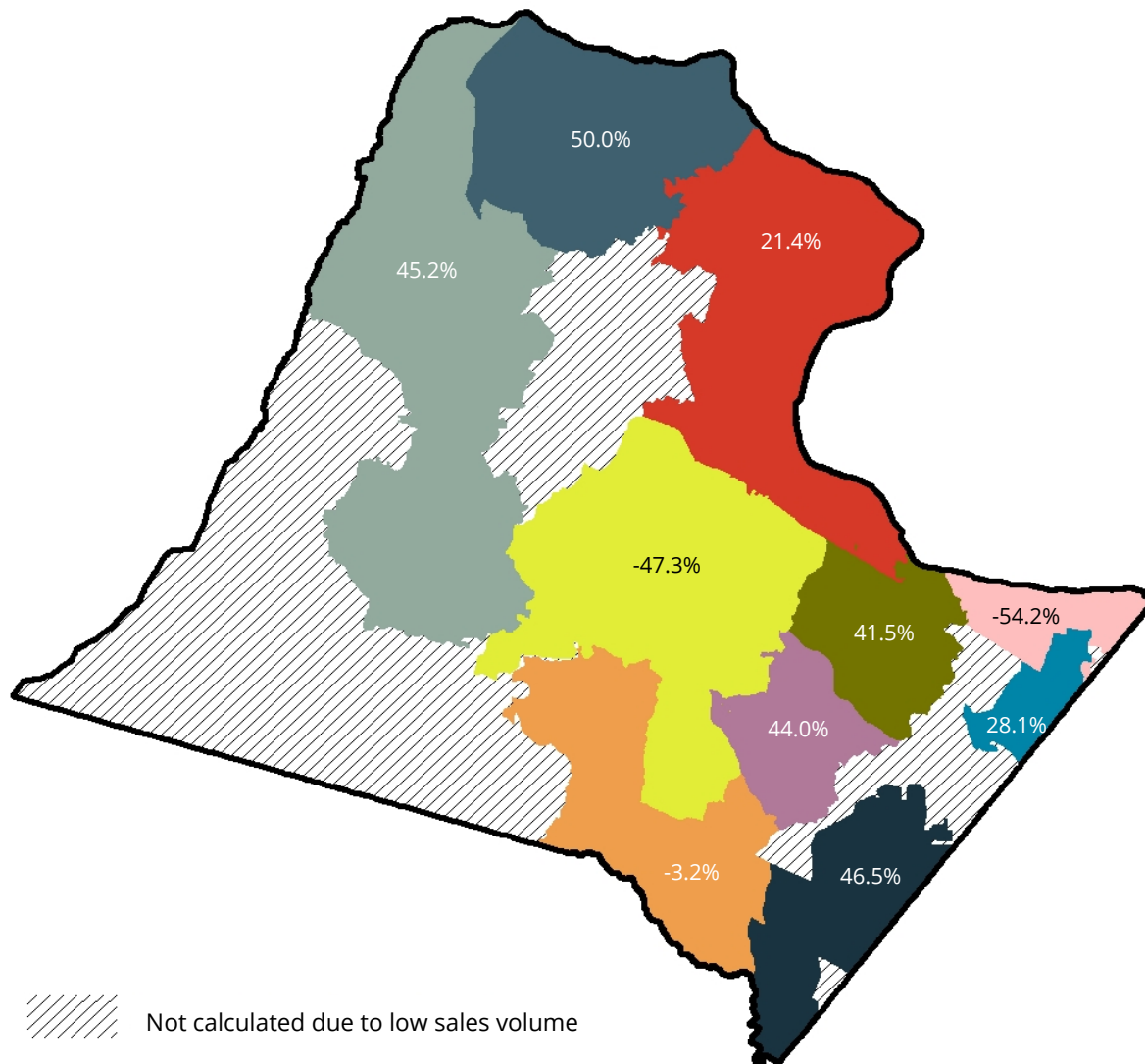
## **Are You Ready to Buy or Sell Real Estate?**

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		
	Dec-21	Dec-22	% Chg
20105 Aldie	31	30	-3.2%
20132 Purcellville	31	17	-45.2%
20147 Ashburn	82	48	-41.5%
20148 Ashburn	75	42	-44.0%
20152 Chantilly	43	23	-46.5%
20164 Sterling	57	41	-28.1%
20165 Sterling	48	22	-54.2%
20175 Leesburg	55	29	-47.3%
20176 Leesburg	56	44	-21.4%
20180 Lovettsville	18	9	-50.0%

# Total Market Overview



Key Metrics	Dec-20	2-year Trends	Dec-22	Dec-21	Dec-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales				546	<b>332</b>	-39.2%	8,507	<b>5,950</b>	-30.1%
Pending Sales				315	<b>219</b>	-30.5%	8,191	<b>5,810</b>	-29.1%
New Listings				387	<b>257</b>	-33.6%	9,369	<b>7,936</b>	-15.3%
Median List Price				\$624,999	<b>\$622,840</b>	-0.3%	\$599,900	<b>\$659,900</b>	10.0%
Median Sales Price				\$625,000	<b>\$620,000</b>	-0.8%	\$615,000	<b>\$670,000</b>	8.9%
Median Price Per Square Foot				\$245	<b>\$258</b>	5.3%	\$237	<b>\$260</b>	10.1%
Sold Dollar Volume (in millions)				\$384.6	<b>\$227.9</b>	-40.8%	\$5,740.0	<b>\$4,466.9</b>	-22.2%
Average Sold/Ask Price Ratio				101.0%	<b>99.1%</b>	-1.9%	102.3%	<b>101.8%</b>	-0.5%
Average Days on Market				20	<b>31</b>	51.6%	12	<b>15</b>	21.3%
Active Listings				196	<b>353</b>	80.1%	n/a	<b>n/a</b>	n/a
Months of Supply				0.3	<b>0.7</b>	152.9%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2023

# Single-Family Detached Market Overview



Key Metrics	Dec-20	2-year Trends	Dec-21	Dec-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales			265	<b>145</b>	-45.3%	3,969	<b>2,813</b>	-29.1%
Pending Sales			135	<b>91</b>	-32.6%	3,753	<b>2,727</b>	-27.3%
New Listings			176	<b>112</b>	-36.4%	4,367	<b>3,809</b>	-12.8%
Median List Price			\$834,900	<b>\$825,000</b>	-1.2%	\$798,053	<b>\$875,000</b>	9.6%
Median Sales Price			\$850,000	<b>\$800,000</b>	-5.9%	\$821,000	<b>\$900,000</b>	9.6%
Median Price Per Square Foot			\$231	<b>\$246</b>	6.3%	\$221	<b>\$247</b>	11.5%
Sold Dollar Volume (in millions)			\$237.4	<b>\$128.7</b>	-45.8%	\$3,431.7	<b>\$2,712.1</b>	-21.0%
Average Sold/Ask Price Ratio			101.6%	<b>99.0%</b>	-2.5%	102.7%	<b>102.1%</b>	-0.6%
Average Days on Market			22	<b>30</b>	33.8%	13	<b>15</b>	10.0%
Active Listings			95	<b>184</b>	93.7%	n/a	<b>n/a</b>	n/a
Months of Supply			0.3	<b>0.8</b>	168.5%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2023

# Townhome & Condo Market Overview



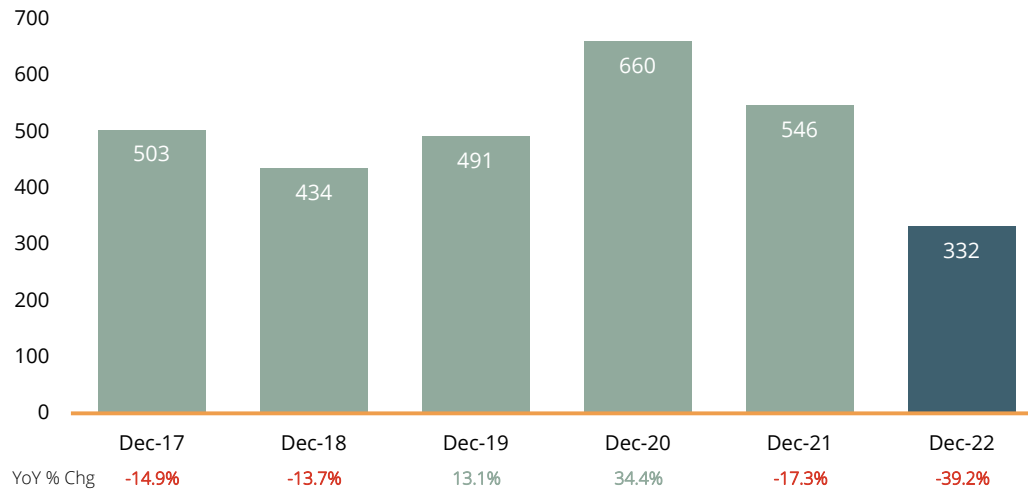
Key Metrics	2-year Trends	Dec-21	Dec-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Dec-20		Dec-22				
Sales		281	<b>187</b>	-33.5%	4,538	<b>3,137</b>	-30.9%
Pending Sales		180	<b>128</b>	-28.9%	4,438	<b>3,083</b>	-30.5%
New Listings		211	<b>145</b>	-31.3%	5,002	<b>4,127</b>	-17.5%
Median List Price		\$499,990	<b>\$529,900</b>	6.0%	\$489,900	<b>\$539,990</b>	10.2%
Median Sales Price		\$499,990	<b>\$525,000</b>	5.0%	\$500,000	<b>\$550,000</b>	10.0%
Median Price Per Square Foot		\$256	<b>\$265</b>	3.4%	\$245	<b>\$267</b>	8.9%
Sold Dollar Volume (in millions)		\$147.3	<b>\$99.2</b>	-32.6%	\$2,308.3	<b>\$1,754.8</b>	-24.0%
Average Sold/Ask Price Ratio		100.5%	<b>99.2%</b>	-1.3%	101.9%	<b>101.5%</b>	-0.4%
Average Days on Market		19	<b>32</b>	71.0%	11	<b>15</b>	33.2%
Active Listings		101	<b>169</b>	67.3%	n/a	<b>n/a</b>	n/a
Months of Supply		0.3	<b>0.6</b>	137.6%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2023

# Sales



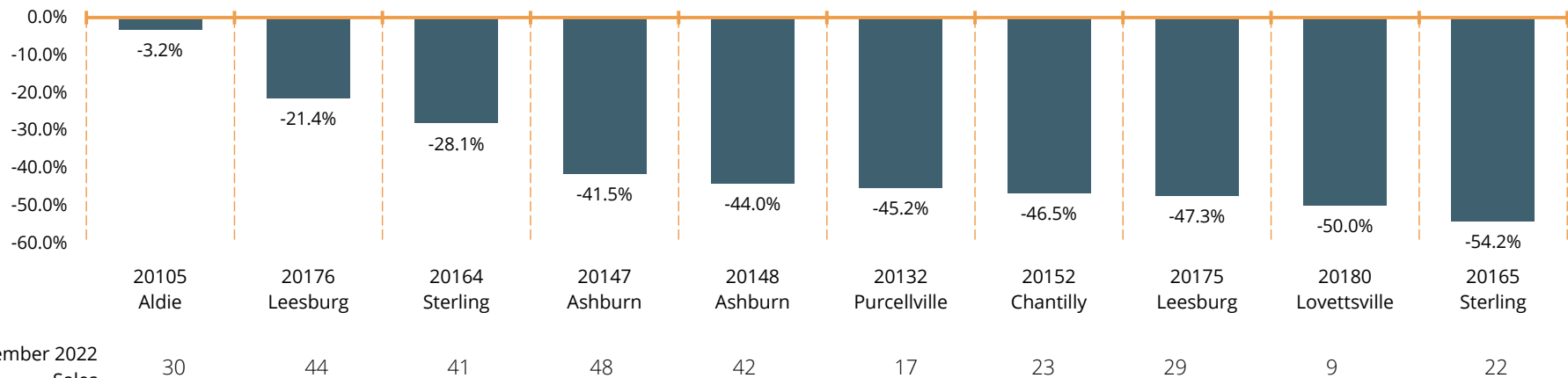
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-22	145	-45.3%	187	-33.5%
12-month Avg	234	-29.1%	261	-30.9%

## Zip Code

% Change in Sales  
Dec-21 to Dec-22

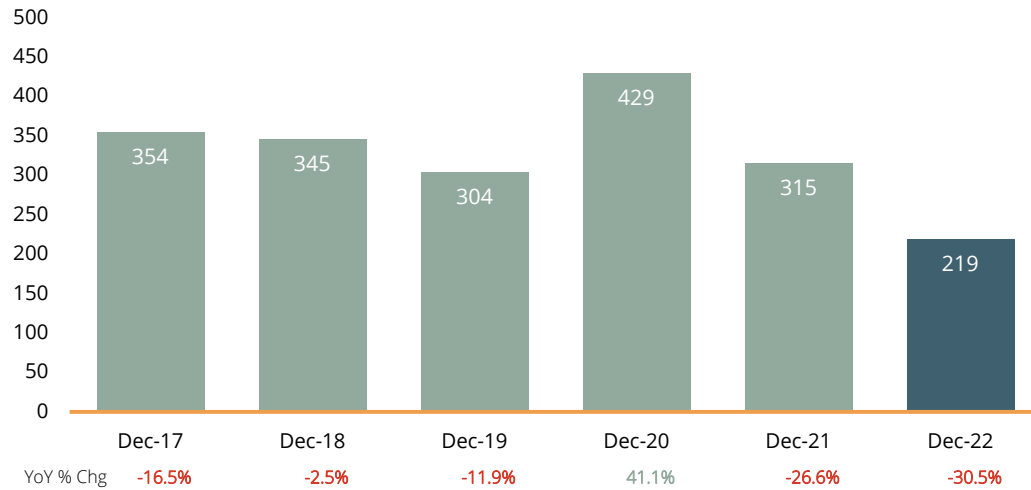




# Pending Sales



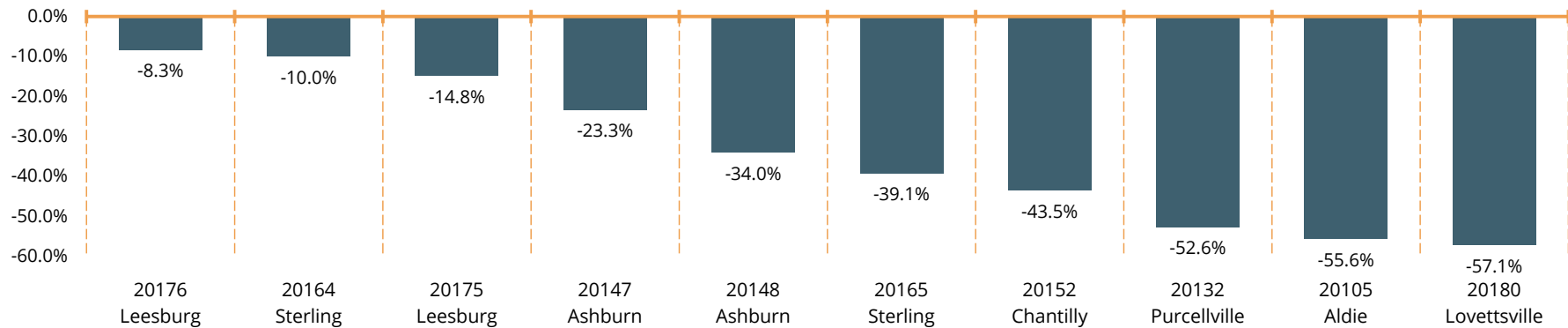
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Dec-22	91	-32.6%	128	-28.9%
12-month Avg	227	-27.3%	257	-30.5%

## Zip Code

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



December 2022  
Pending Sales

33

27

23

33

33

14

13

9

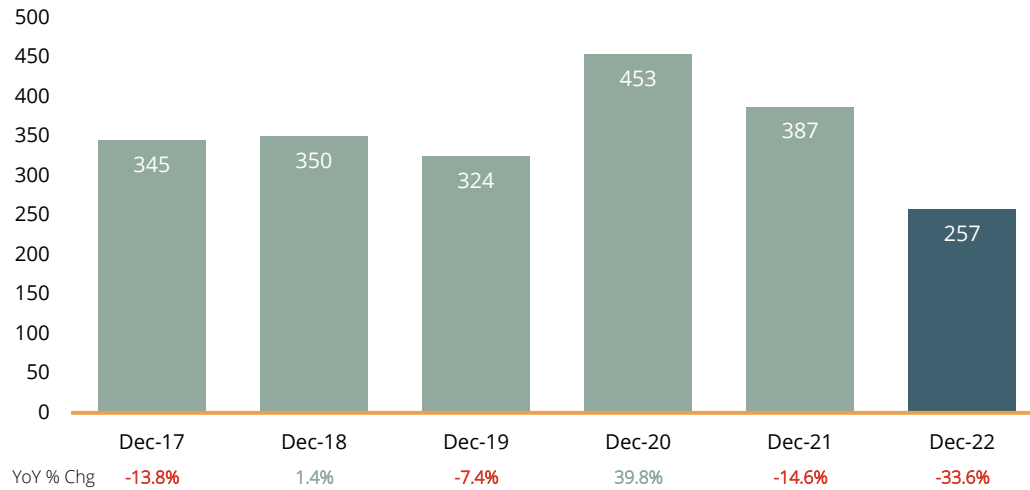
12

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# New Listings



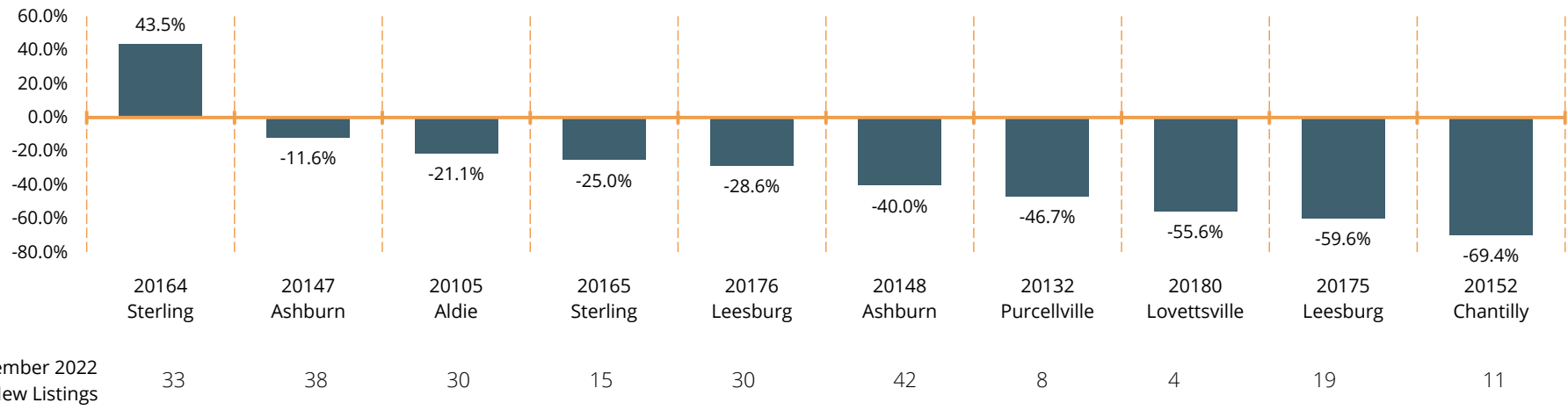
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-22	112	-36.4%	145	-31.3%
12-month Avg	317	-12.8%	344	-17.5%

## Zip Code

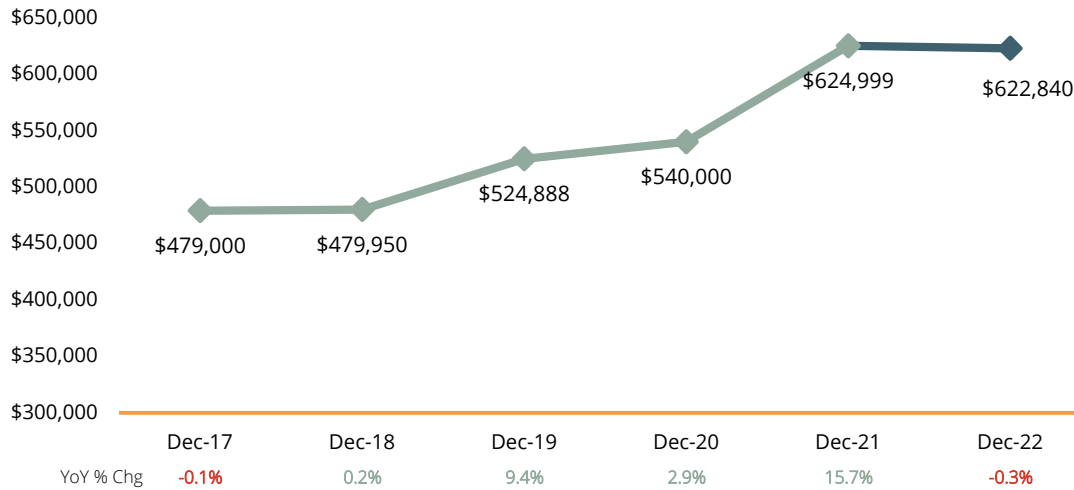
% Change in New Listings  
Dec-21 to Dec-22



# Median List Price



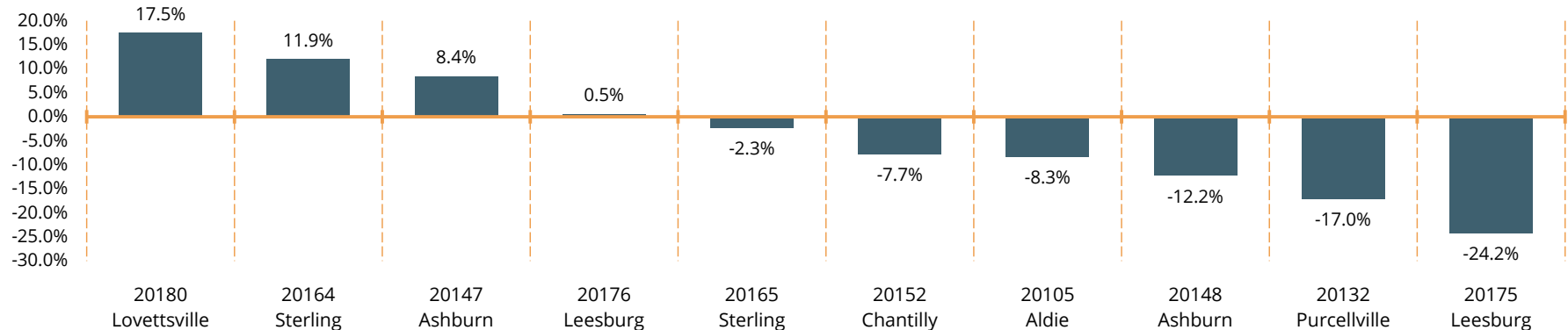
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Dec-22	\$825,000	-1.2%	\$529,900	6.0%
12-month Avg	\$868,149	10.1%	\$534,566	10.0%

## Zip Code

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



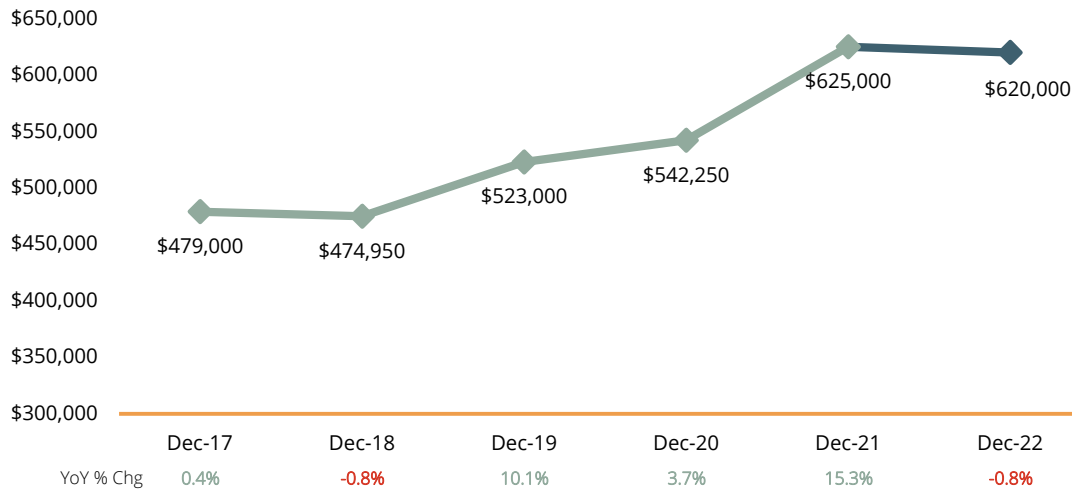
December 2022  
Med. List Price

\$649,000	\$535,000	\$598,984	\$686,154	\$549,500	\$600,000	\$825,000	\$658,179	\$674,900	\$499,980
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# Median Sales Price



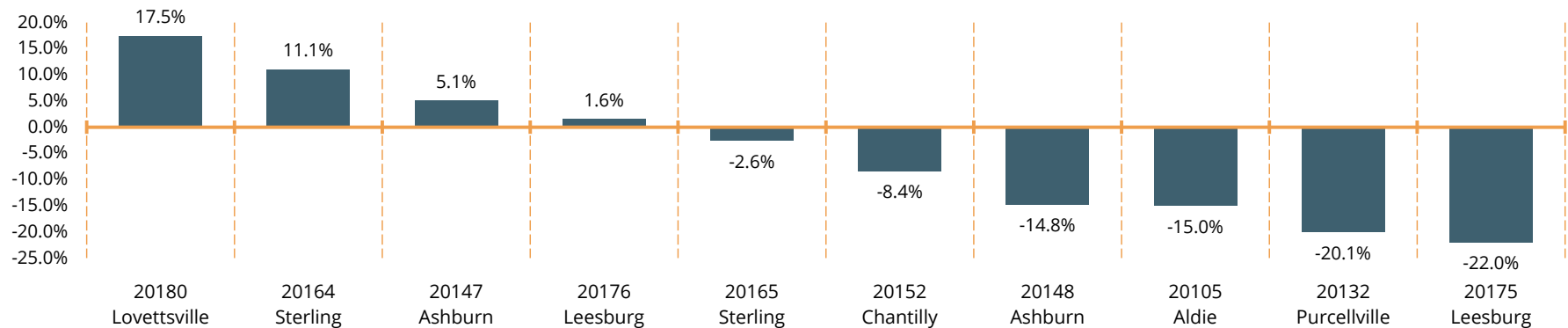
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Dec-22	\$800,000	-5.9%	\$525,000	5.0%
12-month Avg	\$882,312	8.5%	\$541,837	8.9%

## Zip Code

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



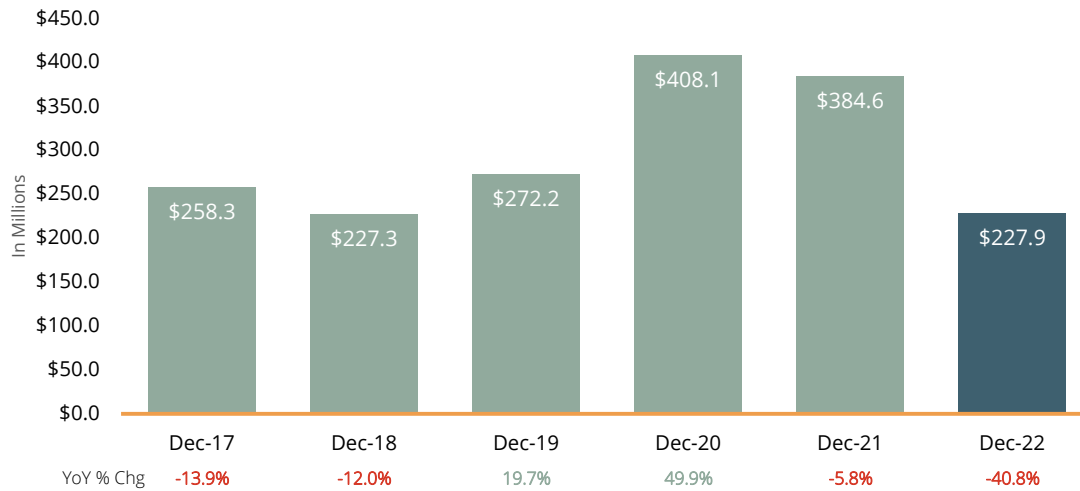
December 2022  
Med. Sales Price

20180 Lovettsville	\$649,000	20164 Sterling	\$535,000	20147 Ashburn	\$593,745	20176 Leesburg	\$675,000	20165 Sterling	\$552,500	20152 Chantilly	\$600,000	20148 Ashburn	\$651,929	20105 Aldie	\$817,000	20132 Purcellville	\$650,000	20175 Leesburg	\$515,000
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# Sold Dollar Volume (in millions)



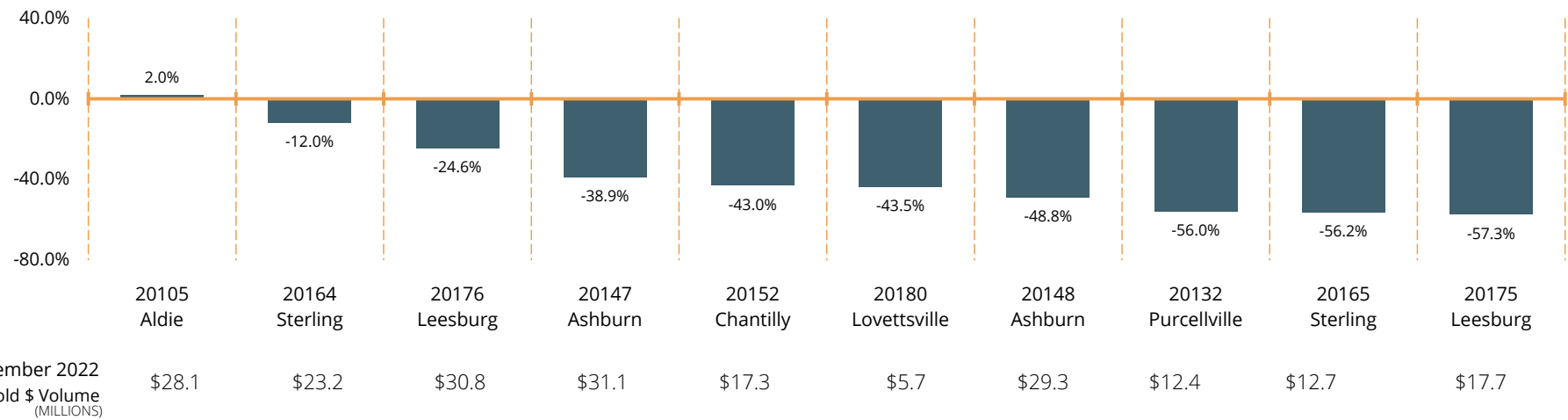
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-22	\$128.7	-45.8%	\$99.2	-32.6%
12-month Avg	\$226.0	-21.0%	\$146.2	-24.0%

## Zip Code

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



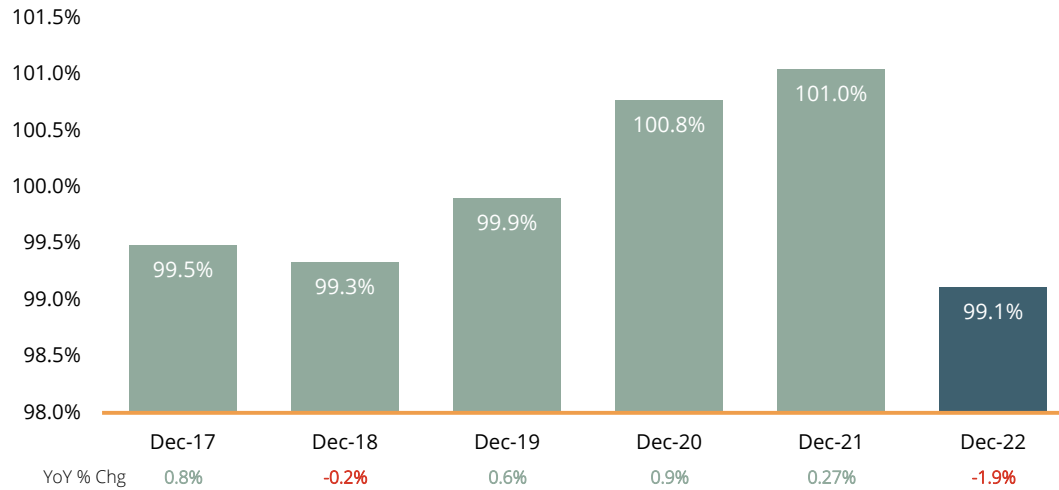
December 2022  
Sold \$ Volume  
(MILLIONS)

\$28.1	\$23.2	\$30.8	\$31.1	\$17.3	\$5.7	\$29.3	\$12.4	\$12.7	\$17.7
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# Average Sold to Ask Price Ratio



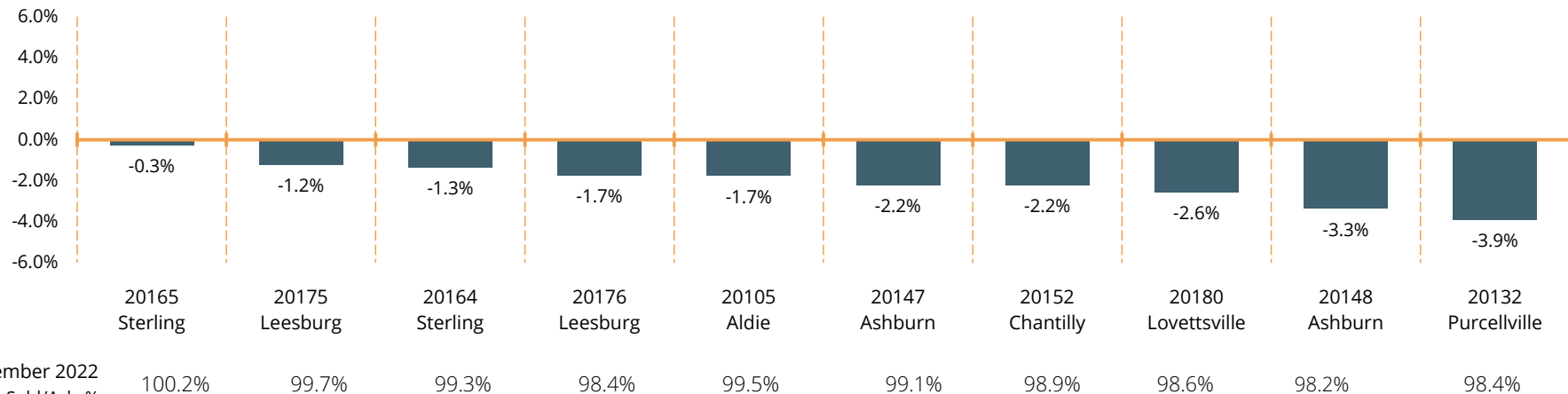
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-22	99.0%	-2.5%	99.2%	-1.3%
12-month Avg	101.6%	-0.9%	101.3%	-0.5%

## Zip Code

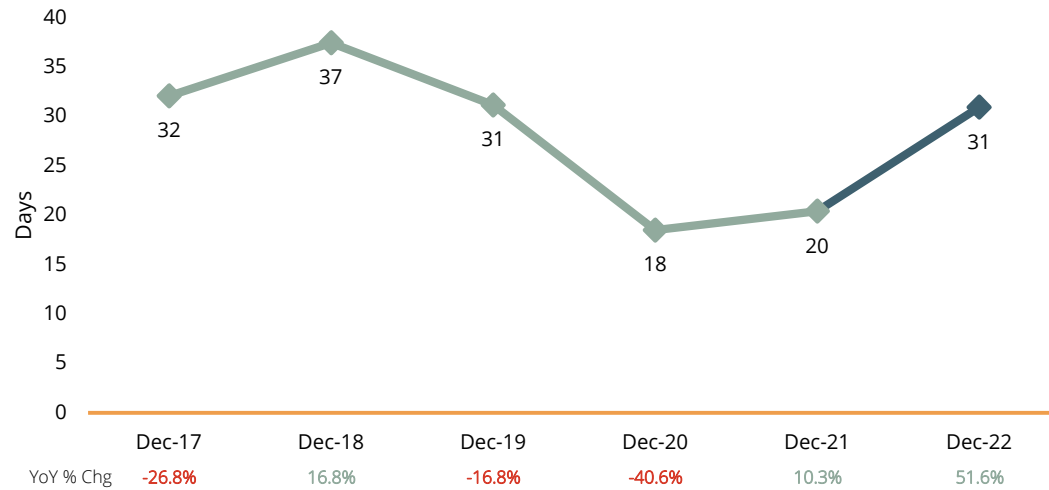
% Change in Average Sold to Ask Price Ratio  
Dec-21 to Dec-22



# Average Days on Market



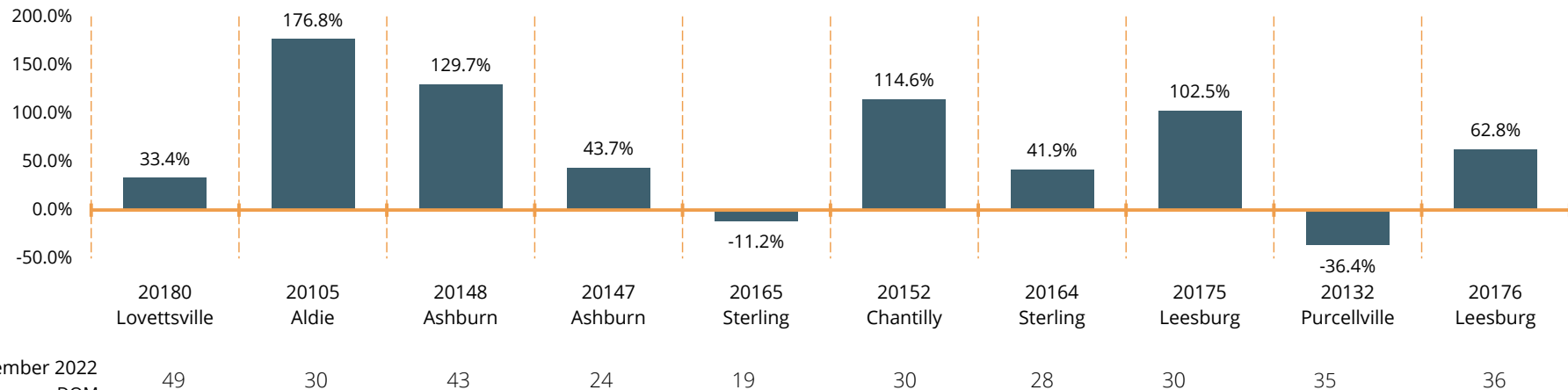
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-22	30	33.8%	32	71.0%
12-month Avg	17	18.3%	17	40.8%

## Zip Code

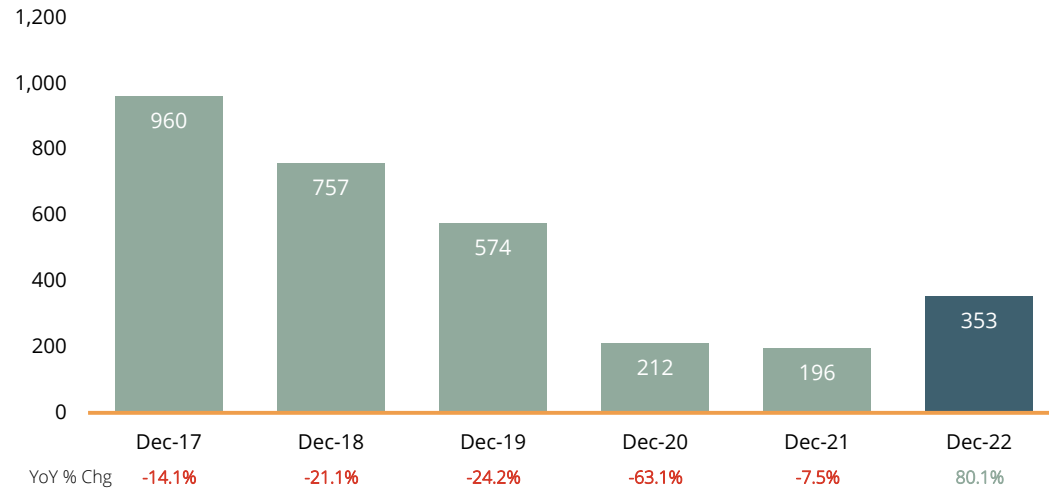
### % Change in Average Days on Market Dec-21 to Dec-22



# Active Listings



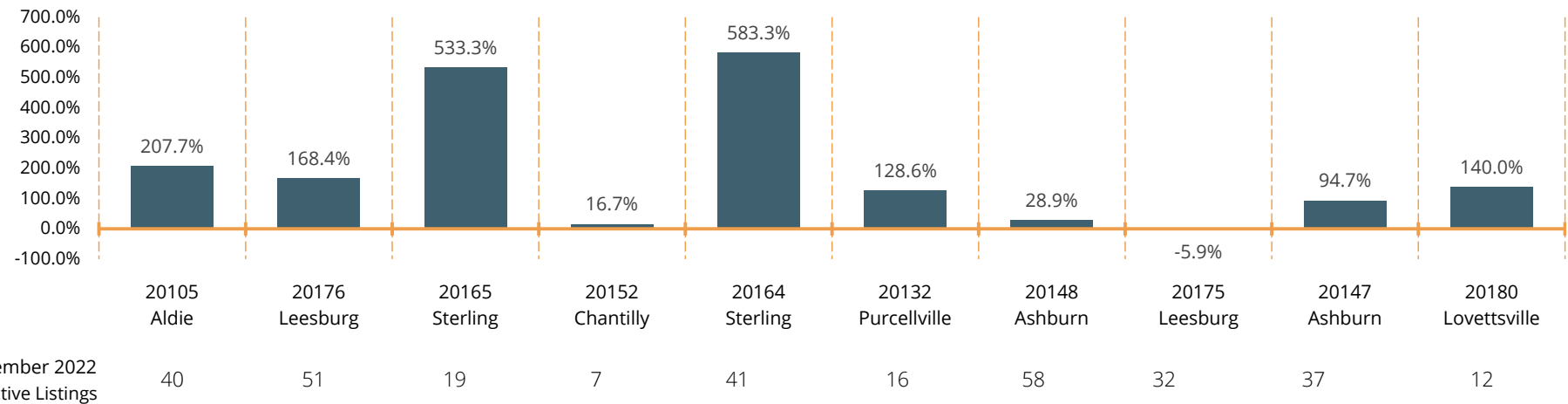
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-22	184	93.7%	169	67.3%
12-month Avg	241	50.4%	225	24.5%

## Zip Code

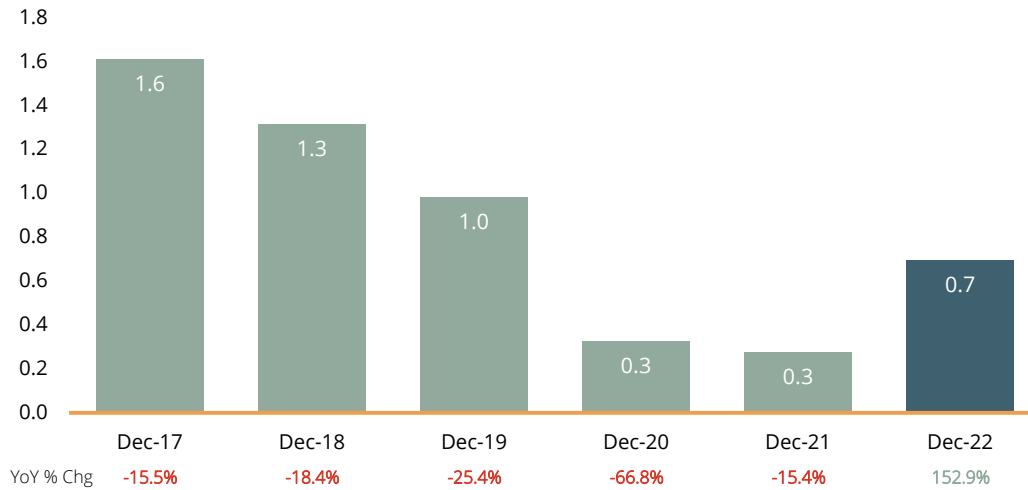
% Change in Active Listings  
Dec-21 to Dec-22





# Months Supply

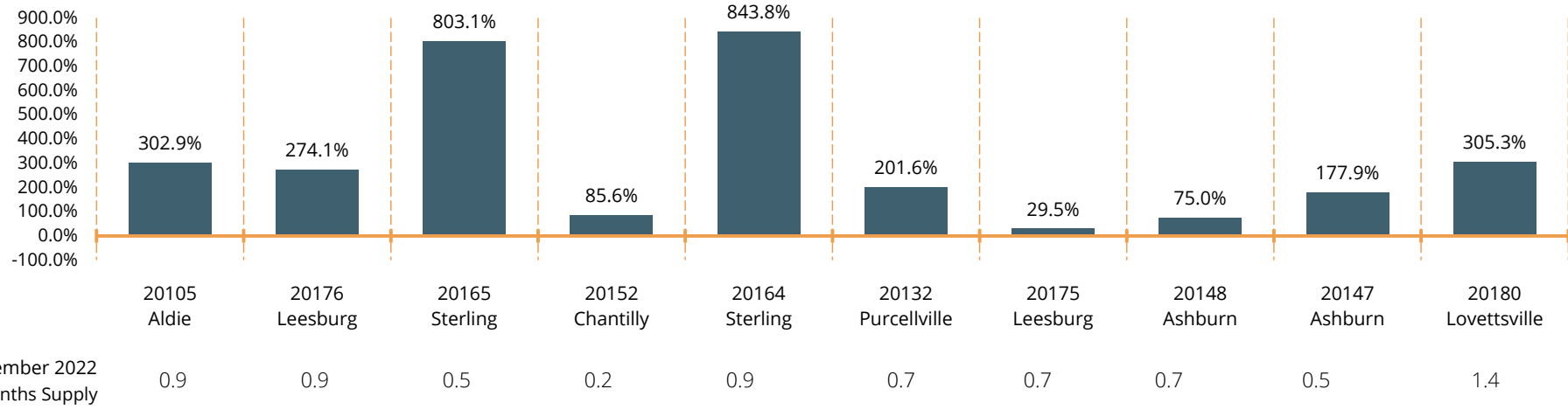
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Dec-22	0.8	168.5%	0.6	137.6%
12-month Avg	0.9	82.9%	0.7	48.4%

## Zip Code

### % Change in Months of Supply Dec-21 to Dec-22



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-21	Dec-22	% chg	Dec-21	Dec-22	% chg	Dec-21	Dec-22	% chg	Dec-21	Dec-22	% chg	Dec-21	Dec-22	% chg
Loudoun County	387	<b>257</b>	-33.6%	546	<b>332</b>	-39.2%	\$625,000	<b>\$620,000</b>	-0.8%	196	<b>353</b>	80.1%	0.3	<b>0.7</b>	152.9%
20105	38	<b>30</b>	-21.1%	31	<b>30</b>	-3.2%	\$961,000	<b>\$817,000</b>	-15.0%	13	<b>40</b>	207.7%	0.2	<b>0.9</b>	302.9%
										7					
20147	43	<b>38</b>	-11.6%	82	<b>48</b>	-41.5%	\$565,000	<b>\$593,745</b>	5.1%	19	<b>37</b>	94.7%	0.2	<b>0.5</b>	177.9%
20152	36	<b>11</b>	-69.4%	43	<b>23</b>	-46.5%	\$655,000	<b>\$600,000</b>	-8.4%	6	<b>7</b>	16.7%	0.1	<b>0.2</b>	85.6%
20165	20	<b>15</b>	-25.0%	48	<b>22</b>	-54.2%	\$567,500	<b>\$552,500</b>	-2.6%	3	<b>19</b>	533.3%	0.1	<b>0.5</b>	803.1%
20176	42	<b>30</b>	-28.6%	56	<b>44</b>	-21.4%	\$664,500	<b>\$675,000</b>	1.6%	19	<b>51</b>	168.4%	0.2	<b>0.9</b>	274.1%
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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.