

DECEMBER
2022

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: December 2022

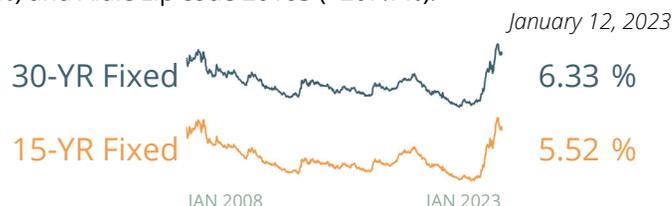
- Sales activity continued to slow down significantly in December.** There were 332 sales in Loudoun County in December, down 214 sales from the previous year, a 39.2% drop off in activity. For the third straight month all local markets had a slowdown in sales compared to the prior year. Ashburn zip 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

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.

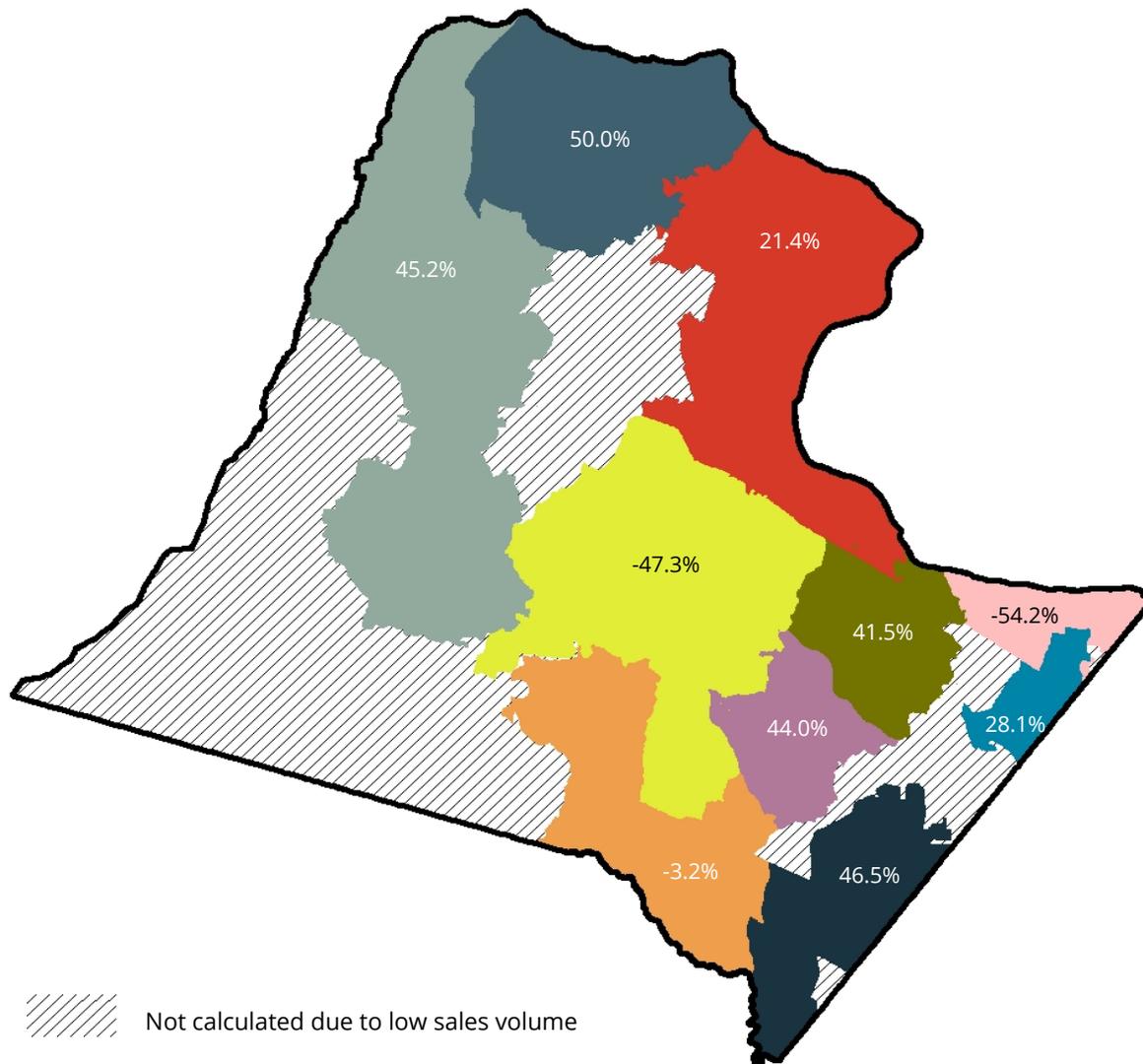
Are You Ready to Buy or Sell Real Estate?

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
	Dec-21	Dec-22	
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%

Not calculated due to low sales volume

Total Market Overview



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

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

Single-Family Detached Market Overview



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

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

Townhome & Condo Market Overview



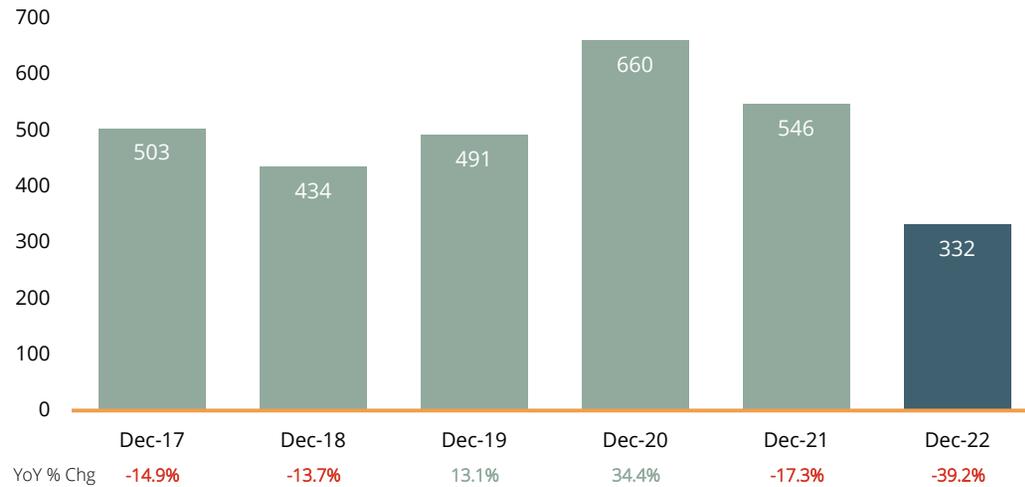
Key Metrics	2-year Trends		Dec-21	Dec-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Dec-20	Dec-22						
Sales			281	187	-33.5%	4,538	3,137	-30.9%
Pending Sales			180	128	-28.9%	4,438	3,083	-30.5%
New Listings			211	145	-31.3%	5,002	4,127	-17.5%
Median List Price			\$499,990	\$529,900	6.0%	\$489,900	\$539,990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

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

Sales



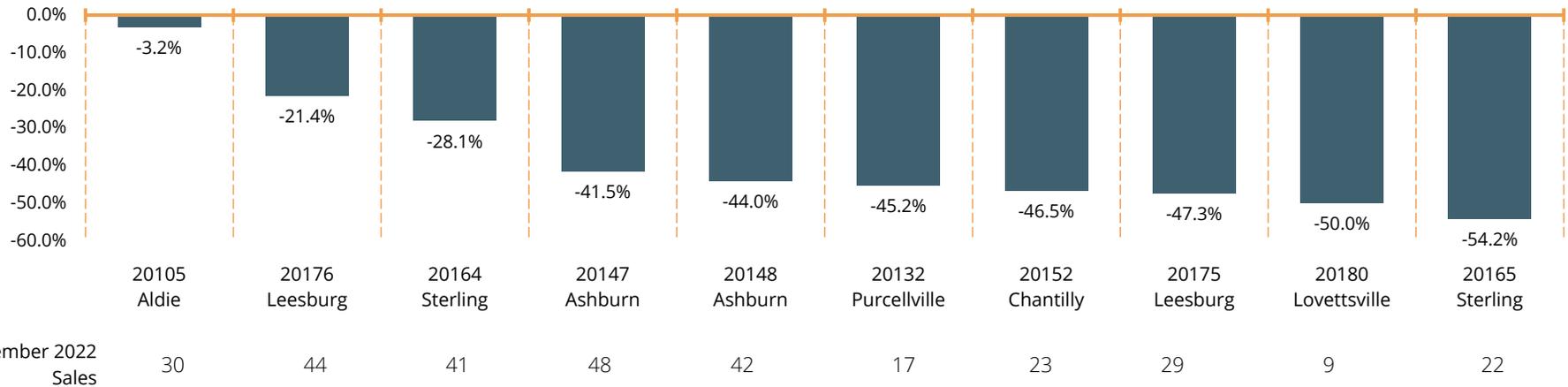
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		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

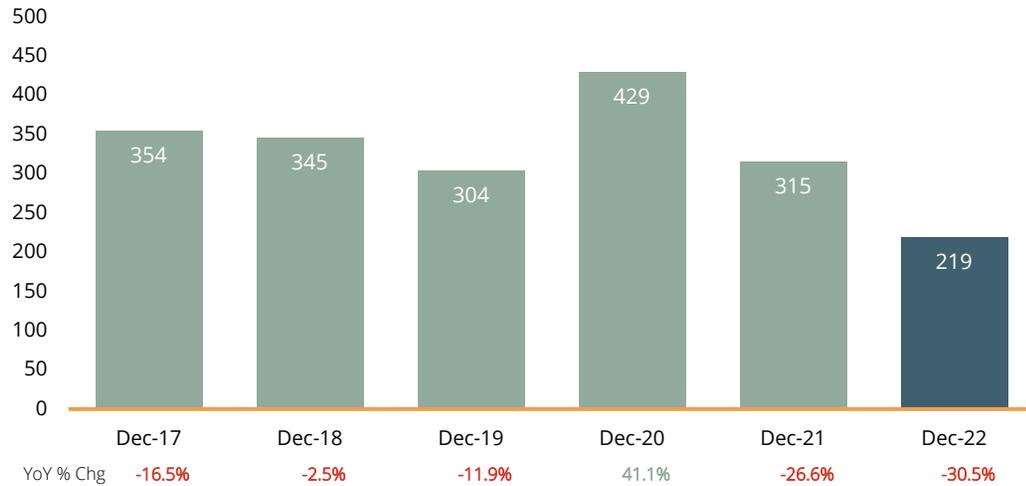
% Change in Sales
Dec-21 to Dec-22



Pending Sales



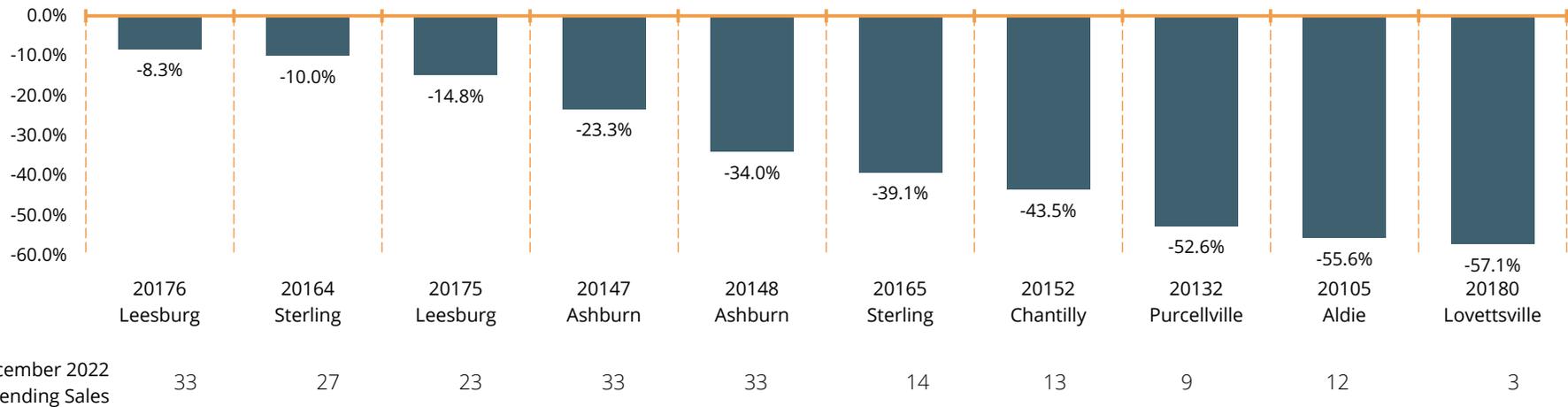
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		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

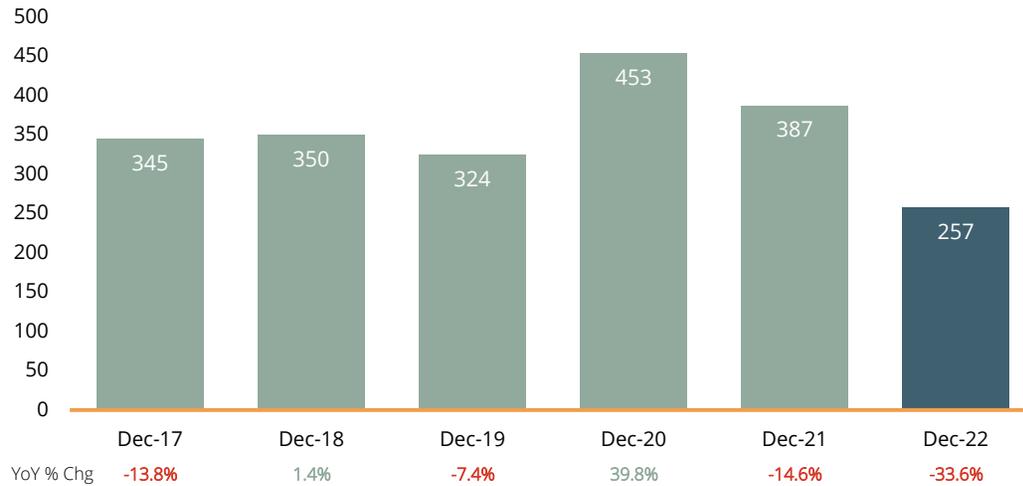
% Change in Pending Sales
Dec-21 to Dec-22



New Listings



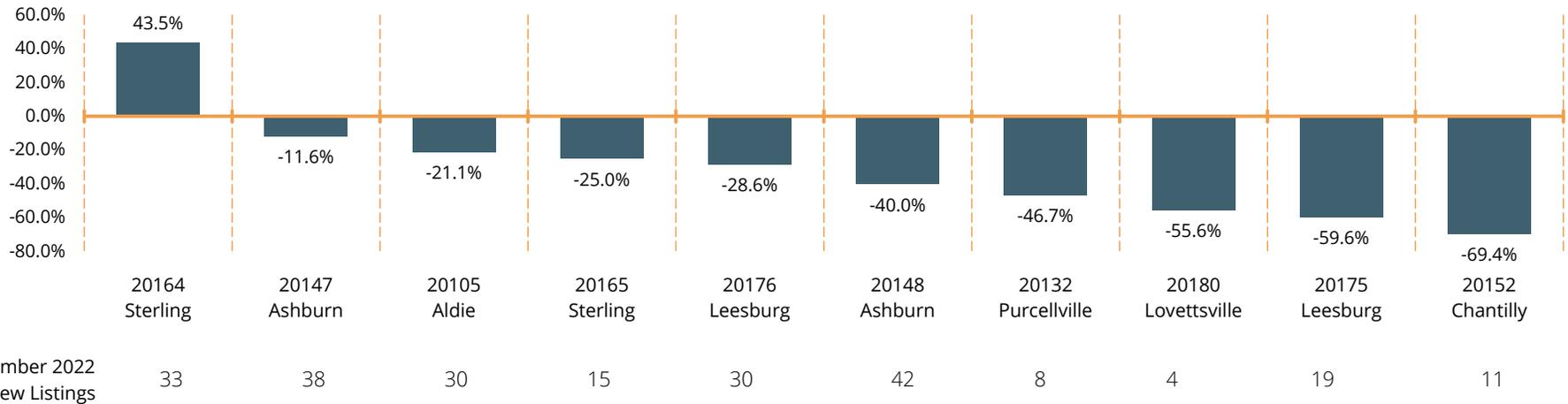
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		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

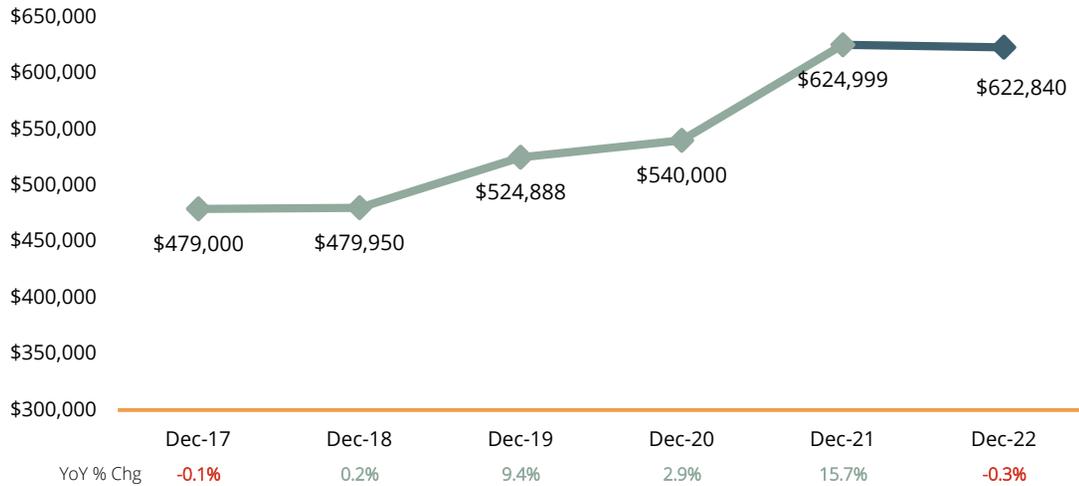
% Change in New Listings
Dec-21 to Dec-22



Median List Price



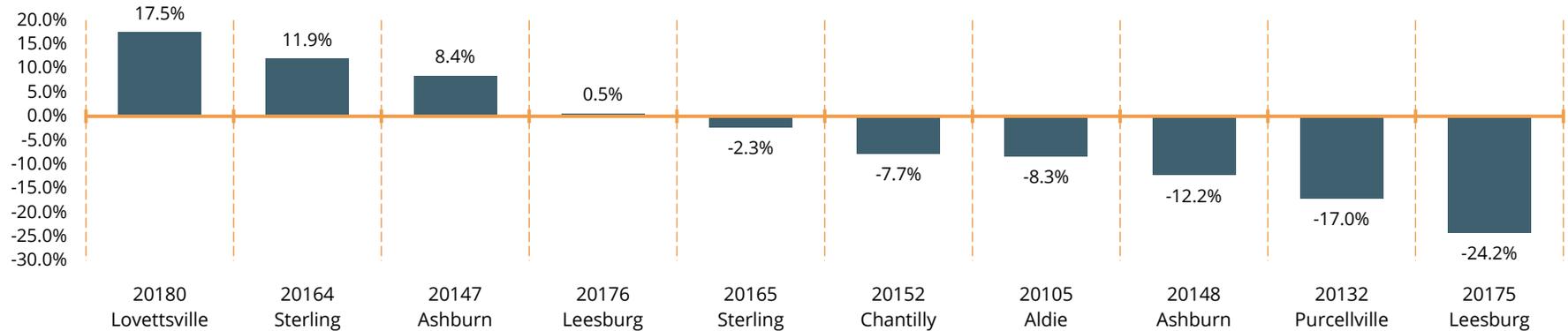
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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



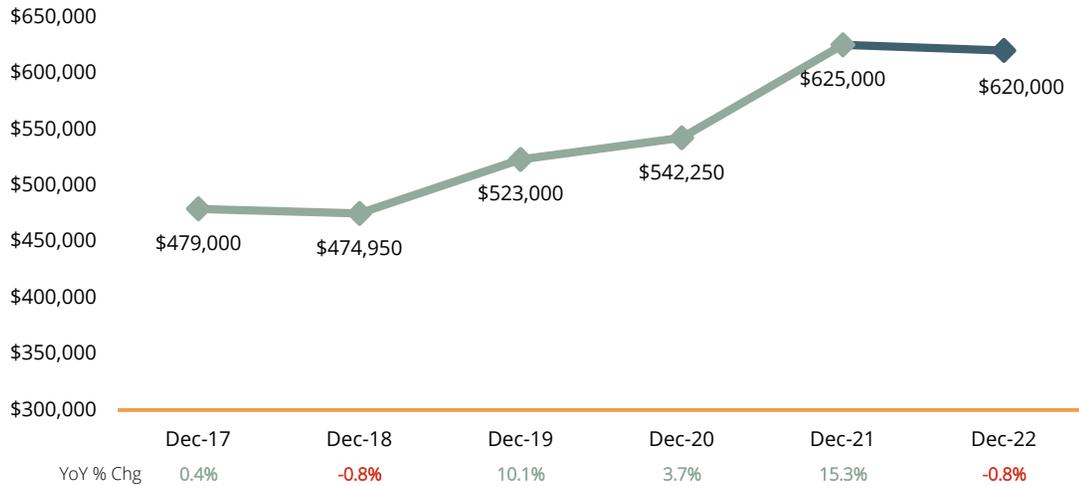
December 2022
Med. List Price

20180 Lovettsville	\$649,000	20164 Sterling	\$535,000	20147 Ashburn	\$598,984	20176 Leesburg	\$686,154	20165 Sterling	\$549,500	20152 Chantilly	\$600,000	20105 Aldie	\$825,000	20148 Ashburn	\$658,179	20132 Purcellville	\$674,900	20175 Leesburg	\$499,980
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Median Sales Price



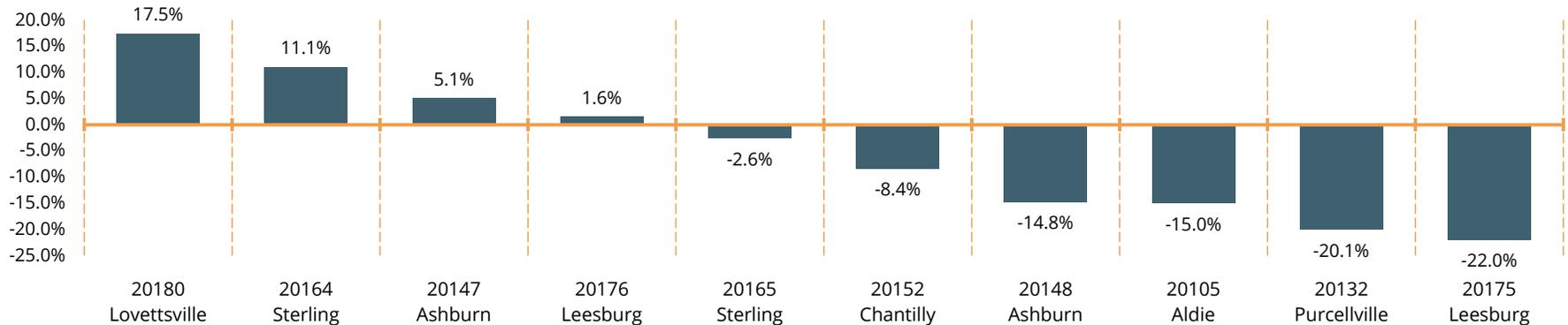
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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)



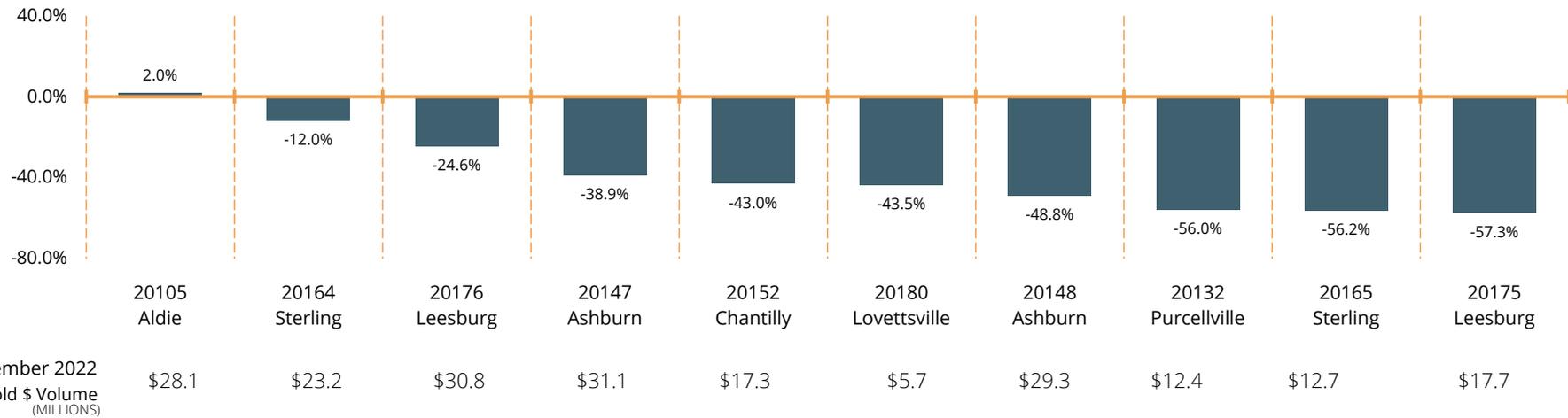
Loudoun County



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



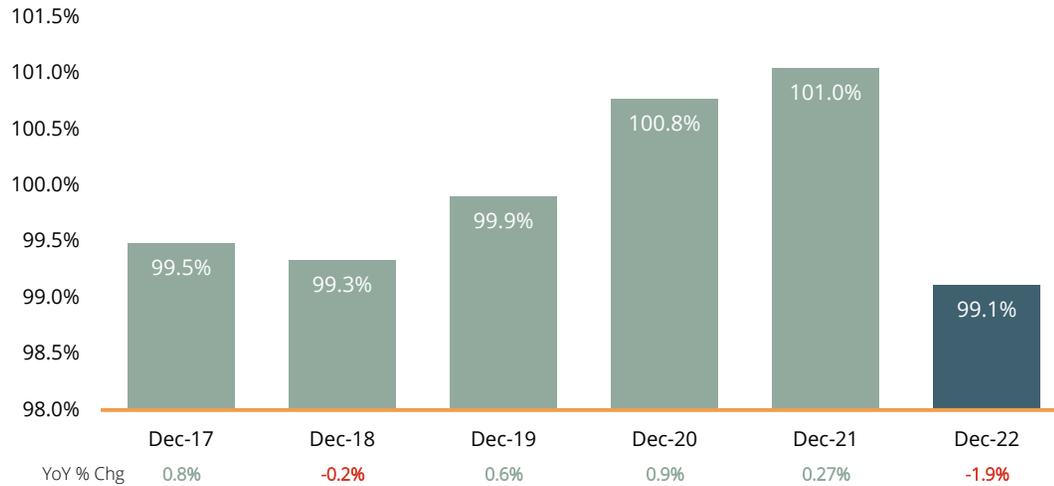
December 2022
Sold \$ Volume
(MILLIONS)

\$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



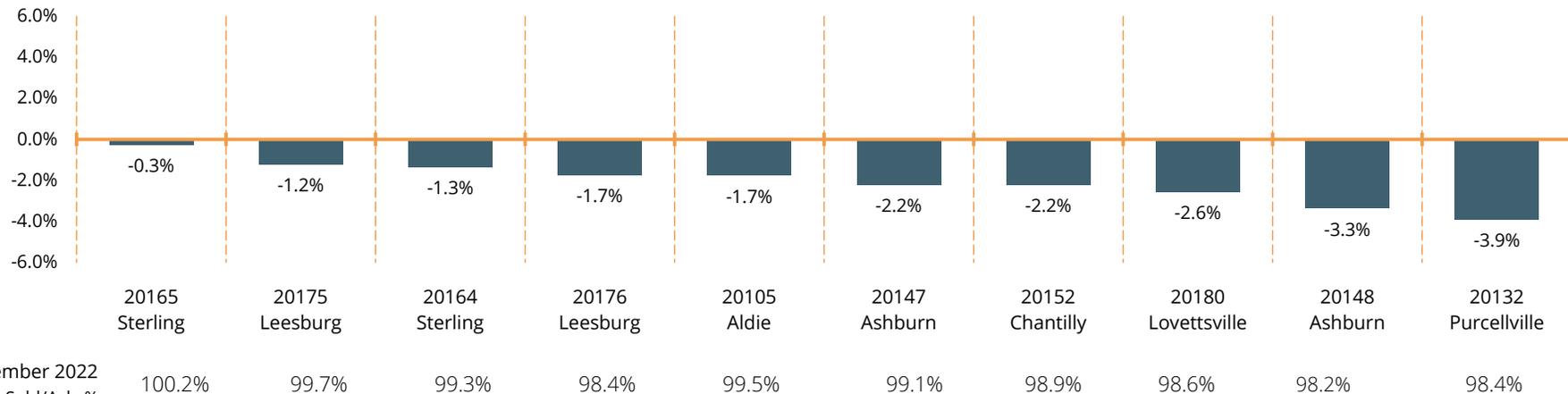
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		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



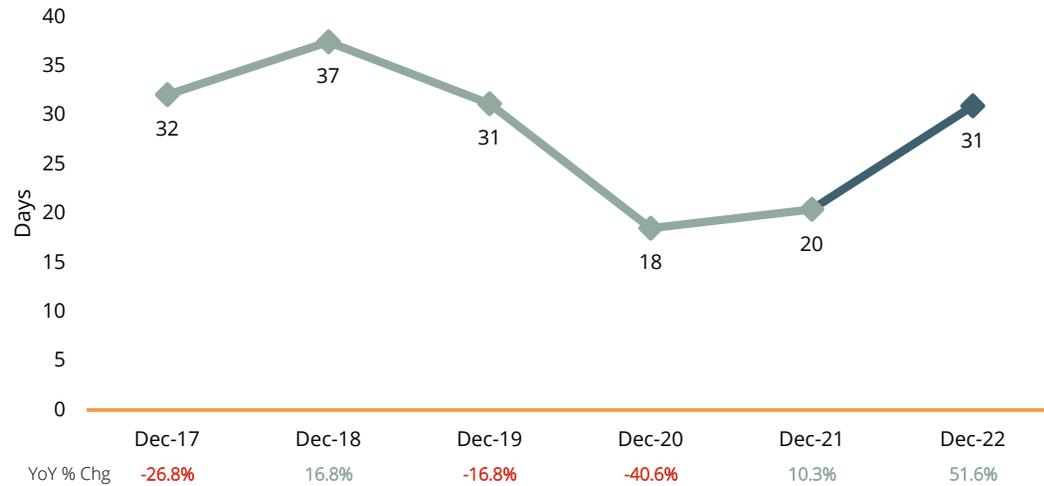
December 2022
Avg Sold/Ask %

20165 Sterling	100.2%	20175 Leesburg	99.7%	20164 Sterling	99.3%	20176 Leesburg	98.4%	20105 Aldie	99.5%	20147 Ashburn	99.1%	20152 Chantilly	98.9%	20180 Lovettsville	98.6%	20148 Ashburn	98.2%	20132 Purcellville	98.4%
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Average Days on Market



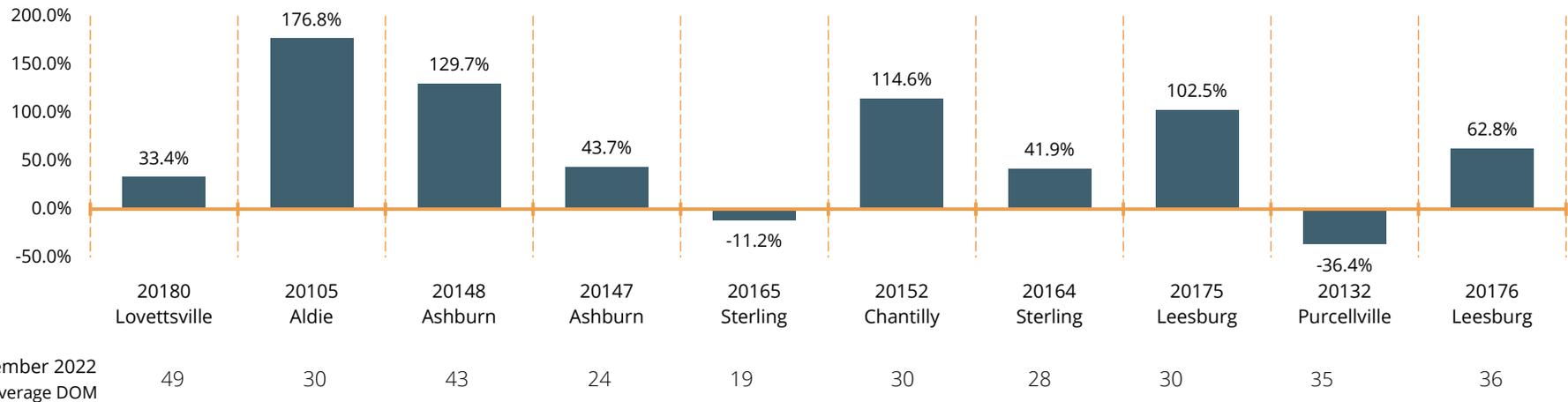
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		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

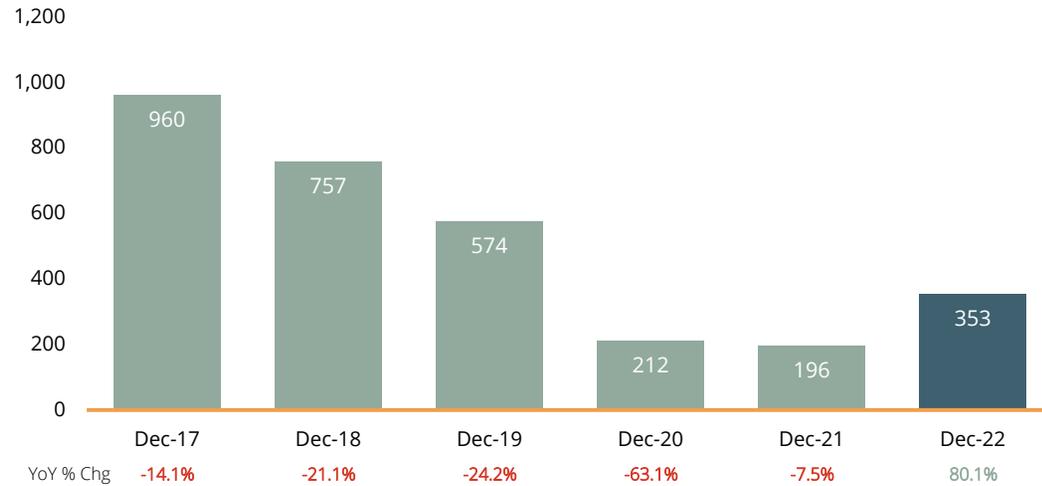
% Change in Average Days on Market
Dec-21 to Dec-22



Active Listings



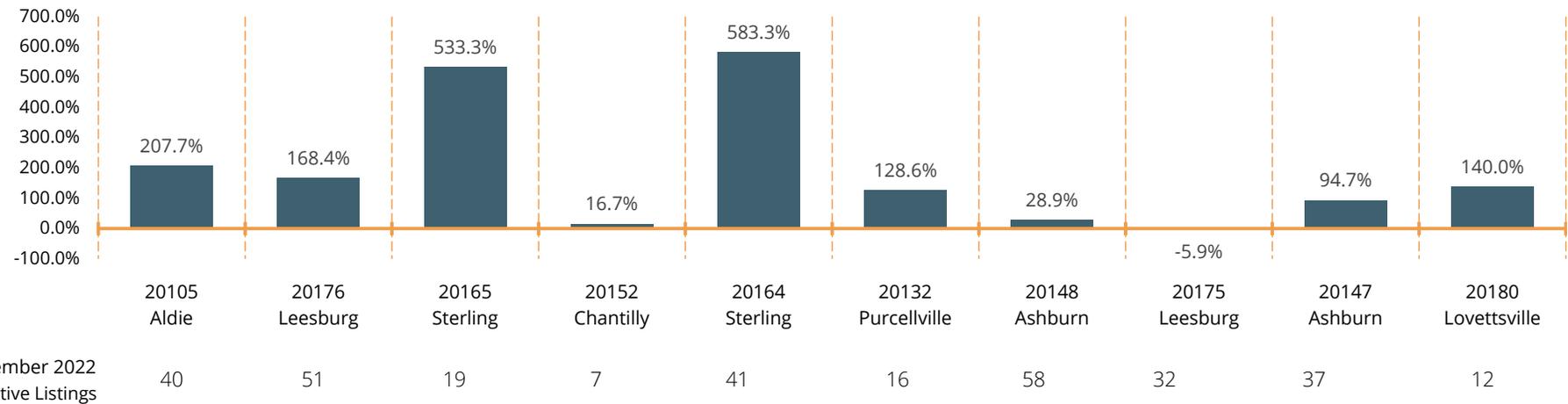
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		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



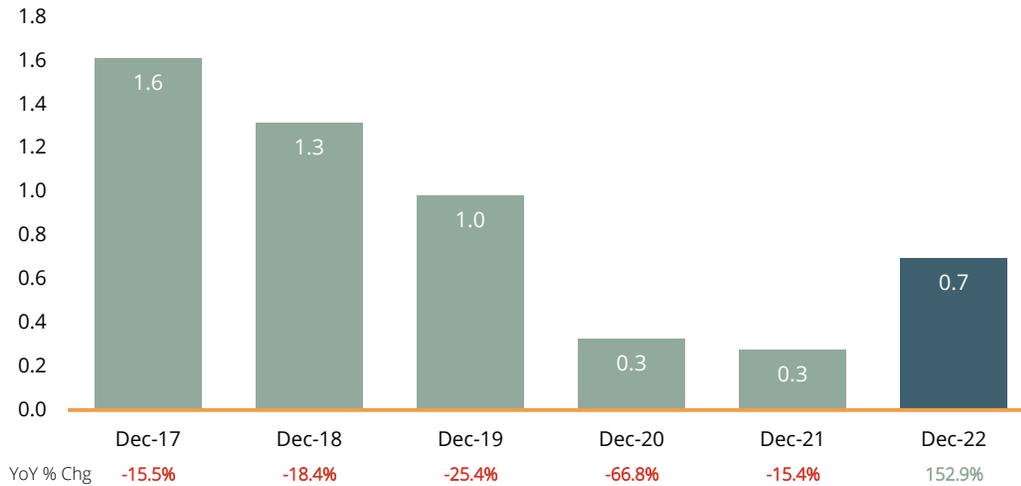
December 2022
Active Listings

40 51 19 7 41 16 58 32 37 12

Months Supply



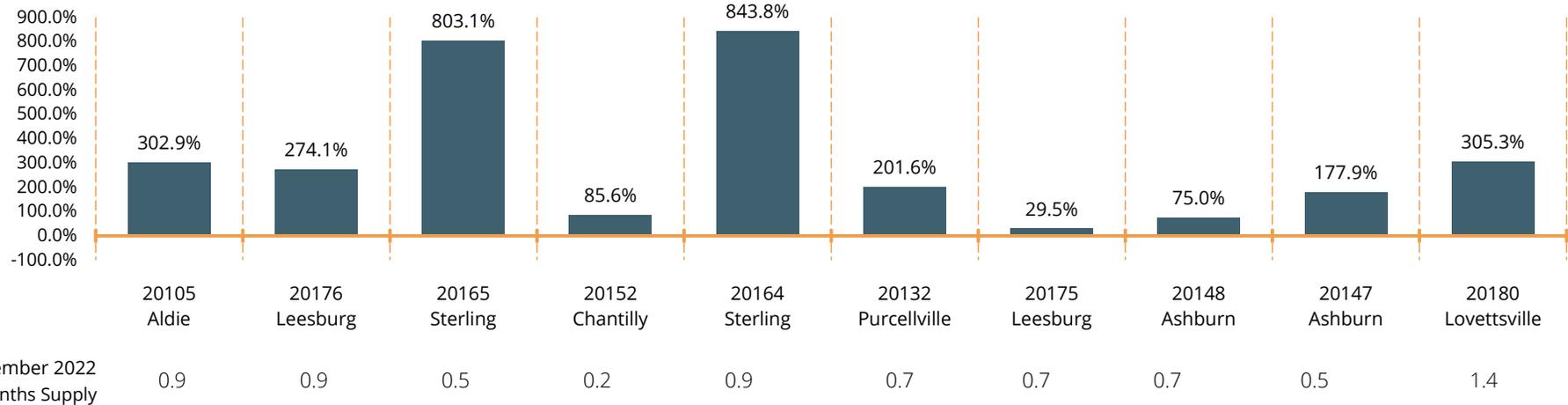
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		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	257	-33.6%	546	332	-39.2%	\$625,000	\$620,000	-0.8%	196	353	80.1%	0.3	0.7	152.9%
20105	38	30	-21.1%	31	30	-3.2%	\$961,000	\$817,000	-15.0%	13	40	207.7%	0.2	0.9	302.9%
										7					
20147	43	38	-11.6%	82	48	-41.5%	\$565,000	\$593,745	5.1%	19	37	94.7%	0.2	0.5	177.9%
20152	36	11	-69.4%	43	23	-46.5%	\$655,000	\$600,000	-8.4%	6	7	16.7%	0.1	0.2	85.6%
20165	20	15	-25.0%	48	22	-54.2%	\$567,500	\$552,500	-2.6%	3	19	533.3%	0.1	0.5	803.1%
20176	42	30	-28.6%	56	44	-21.4%	\$664,500	\$675,000	1.6%	19	51	168.4%	0.2	0.9	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.

All inquiries regarding this report may be directed to:

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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.