

APRIL  
**2023**

# DAAR LOUDOUN COUNTY

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# DAAR Market Indicators Report



## Key Market Trends: April 2023

- › **Sales activity remains well below last year's level across most local markets in Loudoun County.** There were 432 sales countywide this month, 214 fewer sales than last April, a 33.1% drop off in activity. This is the slowest April market the county has had in more than a decade. Ashburn zip code 20148 had the biggest decrease in sales with 33 fewer sales than last year (-30.8%) while sales in Leesburg zip code 20176 declined by 21 sales (-29.2%). The only market where sales increased was Lovettsville 20180 with seven more sales than the previous year (+63.6%).
- › **Pending sales cool signaling a continuation of the slow spring market.** There were 487 pending sales in April in Loudoun County, 241 fewer pending sales than the same time a year ago, falling by 33.1%. Pending sales dipped the most in Ashburn zip code 20147 with 41 fewer pending sales (-34.2%) and Aldie zip code 20105 with 35 fewer pending sales than last year (-51.5%).
- › **The median sales price in the Loudoun County housing market dipped from last April.** In April, the median sales price countywide was \$698,250, a 3% decrease in price, which is \$21,750 less than last year. This is only the second time in the last four years that the monthly median sales price was lower than the prior year. The sharpest price drops occurred in Lovettsville zip code 20180 down \$135,000 from a year ago (-16.3%), Leesburg zip code 20175 (-12.2%) and Chantilly zip code 20152 (-11.1%). In Aldie zip code 20105, home prices were up \$45,000 or 5.4%.
- › **The number of active listings continues to build up in most parts of the county.** There were 381 active listings at the end of April in Loudoun County, 11 more listings than the year prior, a 3% increase. In Sterling zip code 20164 there were 13 more listings on the market than last year (+56.5%). Listings fell in Chantilly zip code 20152 with nine fewer listings than the previous year (-52.9%). The total number of new listings in Loudoun County plunged by 37.6% compared to last April.



### DAAR Market Dashboard

YoY Chg	Apr-23	Indicator
▼ -33.1%	432	Sales
▼ -33.1%	487	Pending Sales
▼ -37.6%	588	New Listings
▼ -0.1%	\$682,000	Median List Price
▼ -3.0%	\$698,250	Median Sales Price
▼ -3.7%	\$259	Median Price Per Square Foot
▼ -36.3%	\$327.5	Sold Dollar Volume (in millions)
▼ -2.3%	102.3%	Average Sold/Ask Price Ratio
▲ 116.8%	17	Average Days on Market
▲ 3.0%	381	Active Listings
▲ 51.6%	0.8	Months of Supply

### INTEREST RATE TRACKER



# 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.

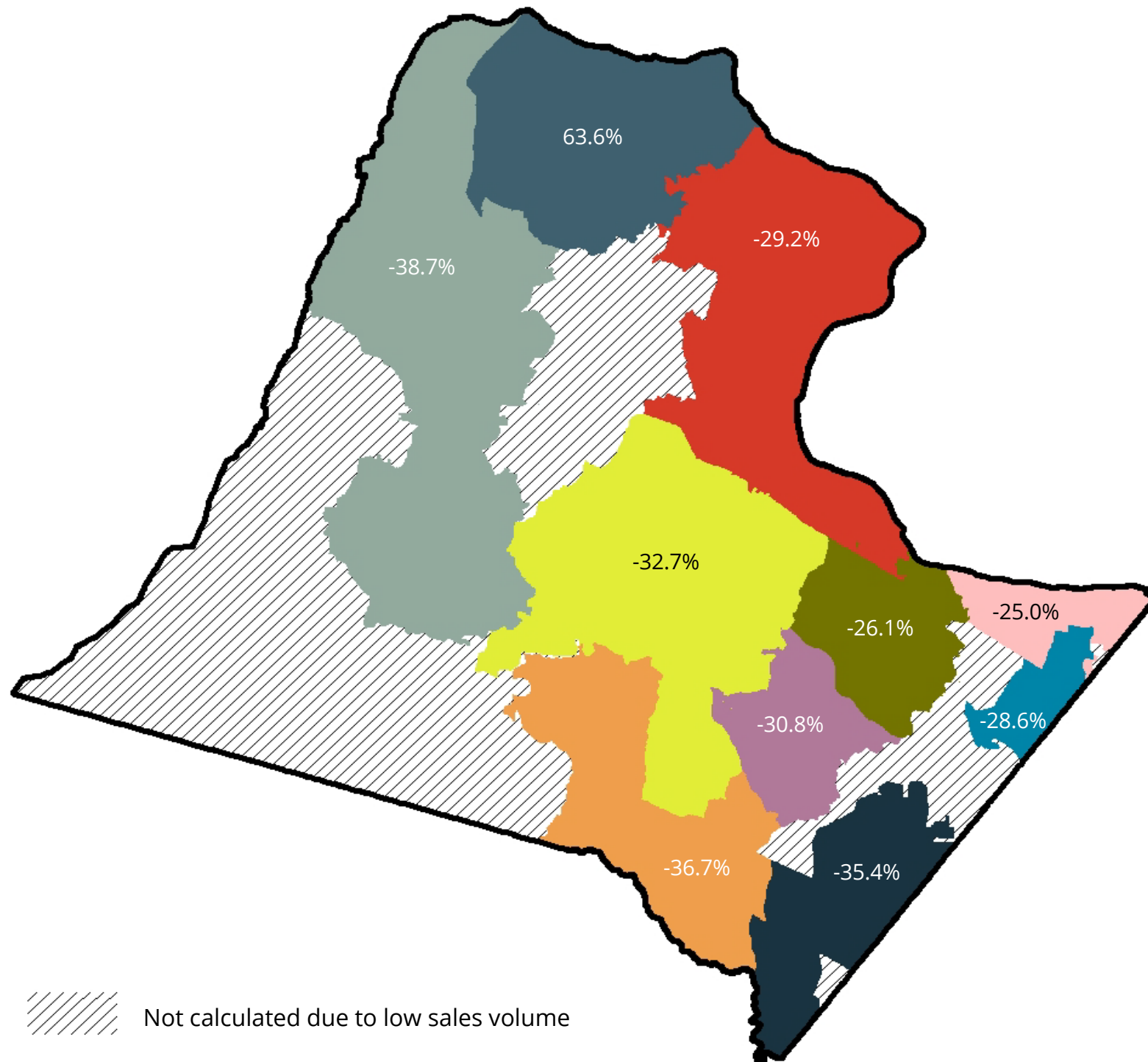
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**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



Zip Code	Home Sales		% Chg
	Apr-22	Apr-23	
20105 Aldie	49	31	-36.7%
20132 Purcellville	31	19	-38.7%
20147 Ashburn	92	68	-26.1%
20148 Ashburn	107	74	-30.8%
20152 Chantilly	48	31	-35.4%
20164 Sterling	56	40	-28.6%
20165 Sterling	52	39	-25.0%
20175 Leesburg	55	37	-32.7%
20176 Leesburg	72	51	-29.2%
20180 Lovettsville	11	18	63.6%

# Total Market Overview



Key Metrics	2-year Trends		Apr-22	Apr-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Apr-21	Apr-23						
Sales			646	<b>432</b>	-33.1%	1,886	<b>1,285</b>	-31.9%
Pending Sales			728	<b>487</b>	-33.1%	2,269	<b>1,591</b>	-29.9%
New Listings			943	<b>588</b>	-37.6%	2,808	<b>2,011</b>	-28.4%
Median List Price			\$682,495	<b>\$682,000</b>	-0.1%	\$649,900	<b>\$675,000</b>	3.9%
Median Sales Price			\$720,000	<b>\$698,250</b>	-3.0%	\$675,000	<b>\$680,000</b>	0.7%
Median Price Per Square Foot			\$269	<b>\$259</b>	-3.7%	\$264	<b>\$260</b>	-1.2%
Sold Dollar Volume (in millions)			\$514.1	<b>\$327.5</b>	-36.3%	\$1,424.7	<b>\$976.4</b>	-31.5%
Average Sold/Ask Price Ratio			104.7%	<b>102.3%</b>	-2.3%	103.7%	<b>100.9%</b>	-2.7%
Average Days on Market			8	<b>17</b>	116.8%	11	<b>25</b>	135.2%
Active Listings			370	<b>381</b>	3.0%	n/a	<b>n/a</b>	n/a
Months of Supply			0.5	<b>0.8</b>	51.6%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Apr-22	Apr-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Apr-21	Apr-23						
Sales			331	<b>204</b>	-38.4%	889	<b>600</b>	-32.5%
Pending Sales			316	<b>228</b>	-27.8%	1,047	<b>756</b>	-27.8%
New Listings			441	<b>294</b>	-33.3%	1,346	<b>1,025</b>	-23.8%
Median List Price			\$850,000	<b>\$895,000</b>	5.3%	\$860,000	<b>\$899,000</b>	4.5%
Median Sales Price			\$910,000	<b>\$906,884</b>	-0.3%	\$910,000	<b>\$900,000</b>	-1.1%
Median Price Per Square Foot			\$263	<b>\$249</b>	-5.3%	\$253	<b>\$250</b>	-1.5%
Sold Dollar Volume (in millions)			\$331.1	<b>\$197.8</b>	-40.2%	\$874.8	<b>\$592.1</b>	-32.3%
Average Sold/Ask Price Ratio			105.0%	<b>102.8%</b>	-2.1%	104.0%	<b>101.1%</b>	-2.8%
Average Days on Market			8	<b>14</b>	73.9%	11	<b>25</b>	139.1%
Active Listings			205	<b>227</b>	10.7%	n/a	<b>n/a</b>	n/a
Months of Supply			0.6	<b>1.1</b>	62.4%	n/a	<b>n/a</b>	n/a

# Townhome & Condo Market Overview

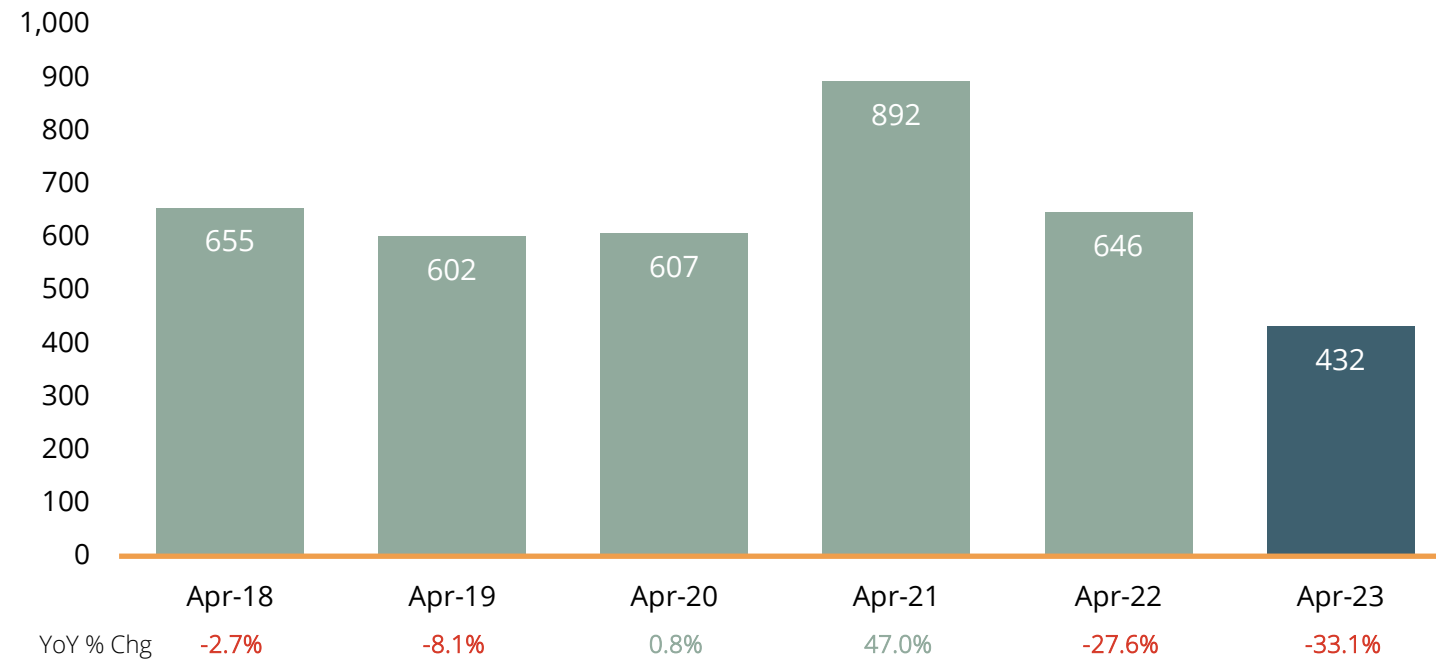


Key Metrics	2-year Trends		Apr-22	Apr-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Apr-21	Apr-23						
Sales			315	<b>228</b>	-27.6%	997	<b>685</b>	-31.3%
Pending Sales			412	<b>259</b>	-37.1%	1,222	<b>835</b>	-31.7%
New Listings			502	<b>294</b>	-41.4%	1,462	<b>986</b>	-32.6%
Median List Price			\$540,000	<b>\$545,000</b>	0.9%	\$520,000	<b>\$538,128</b>	3.5%
Median Sales Price			\$570,000	<b>\$555,000</b>	-2.6%	\$550,000	<b>\$545,000</b>	-0.9%
Median Price Per Square Foot			\$277	<b>\$271</b>	-1.9%	\$269	<b>\$269</b>	-0.2%
Sold Dollar Volume (in millions)			\$183.1	<b>\$129.7</b>	-29.1%	\$549.9	<b>\$384.3</b>	-30.1%
Average Sold/Ask Price Ratio			104.3%	<b>101.8%</b>	-2.4%	103.4%	<b>100.7%</b>	-2.6%
Average Days on Market			7	<b>19</b>	160.7%	11	<b>25</b>	131.8%
Active Listings			165	<b>154</b>	-6.7%	n/a	<b>n/a</b>	n/a
Months of Supply			0.5	<b>0.6</b>	37.9%	n/a	<b>n/a</b>	n/a

# Sales



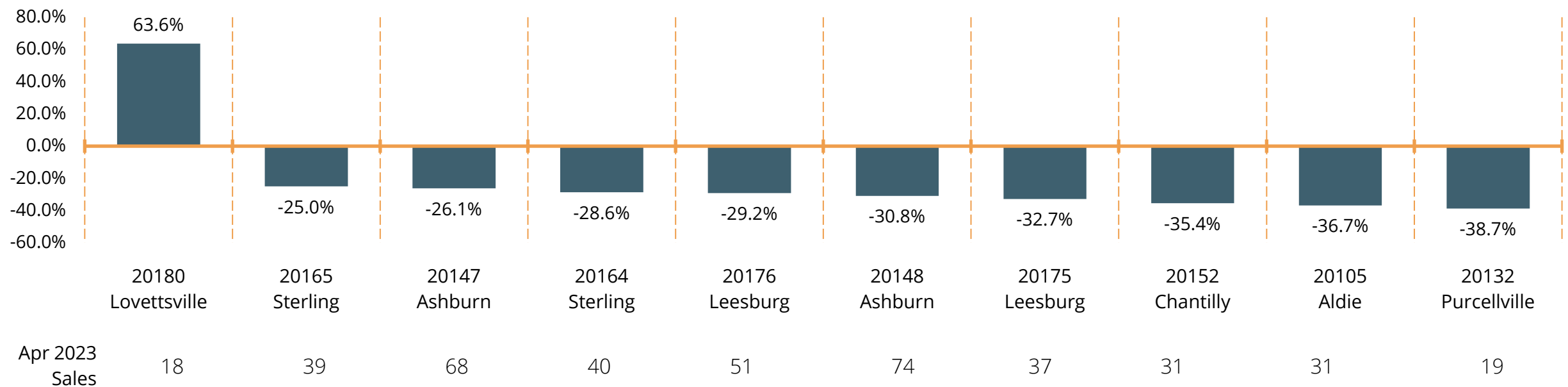
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	85	-32.5%	111	-33.5%
Feb-23	121	-21.9%	160	-24.9%
Mar-23	190	-31.4%	186	-38.4%
Apr-23	204	-38.4%	228	-27.6%
12-month Avg	210	-32.6%	235	-33.1%

## Zip Code

% Change in Sales  
Apr-22 to Apr-23

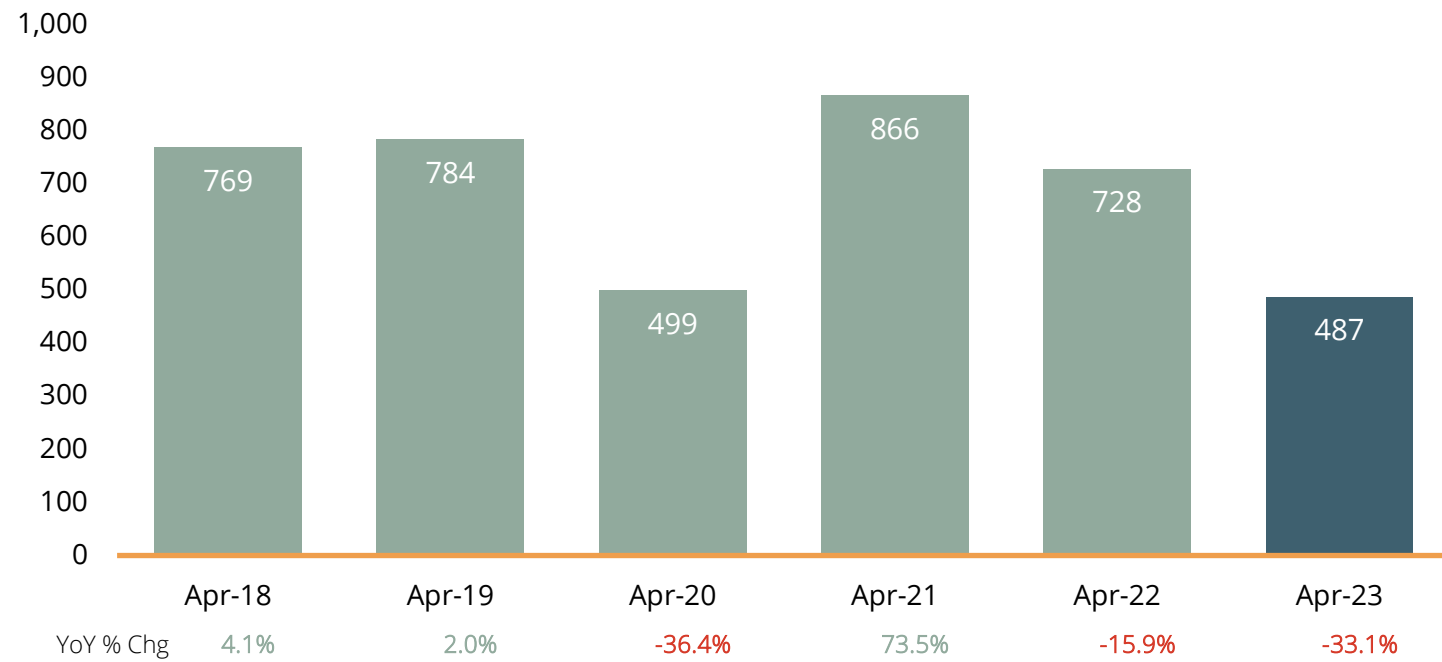




# Pending Sales



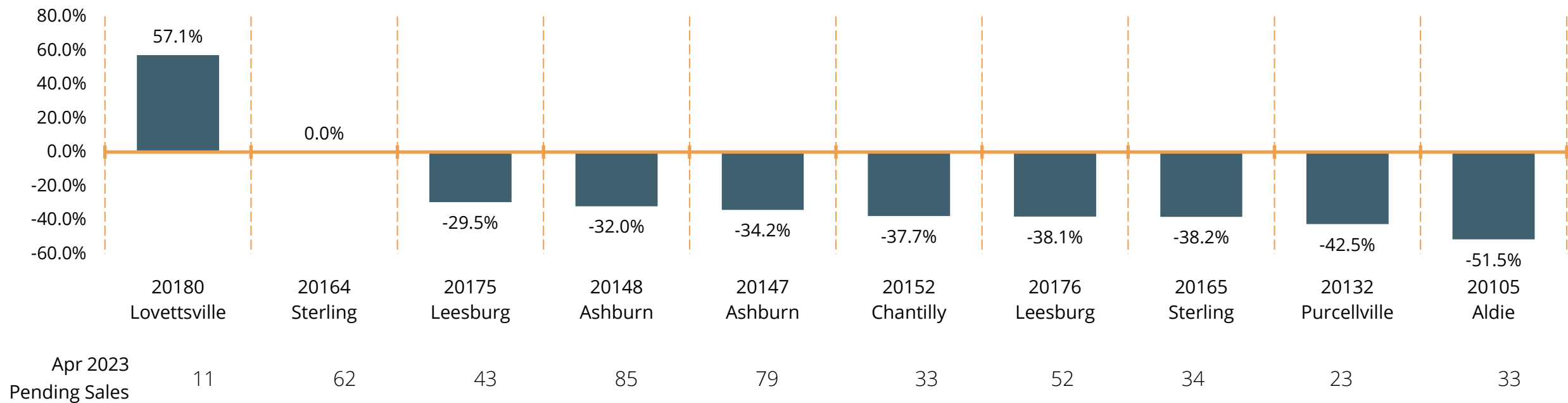
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	133	-14.2%	170	-24.4%
Feb-23	159	-37.2%	181	-29.0%
Mar-23	236	-26.9%	225	-31.8%
Apr-23	228	-27.8%	259	-37.1%
12-month Avg	203	-30.4%	225	-35.1%

## Zip Code

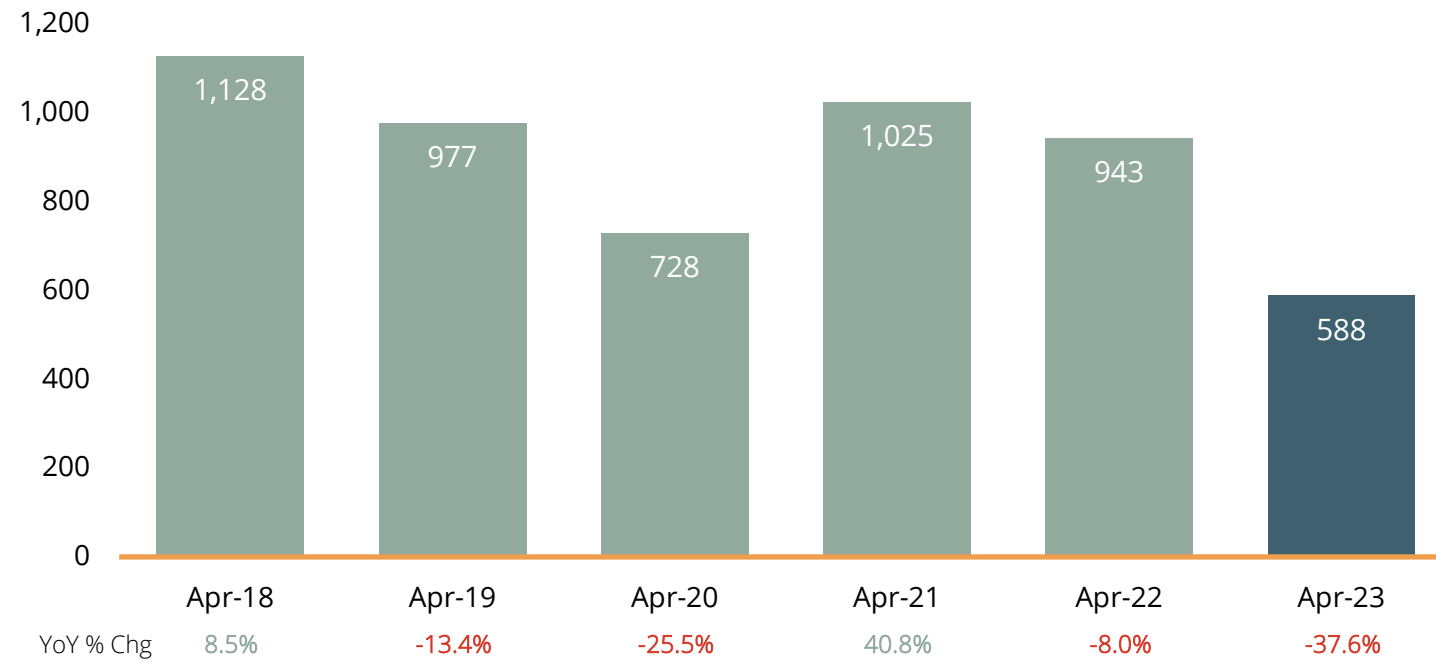
% Change in Pending Sales  
Apr-22 to Apr-23



# New Listings



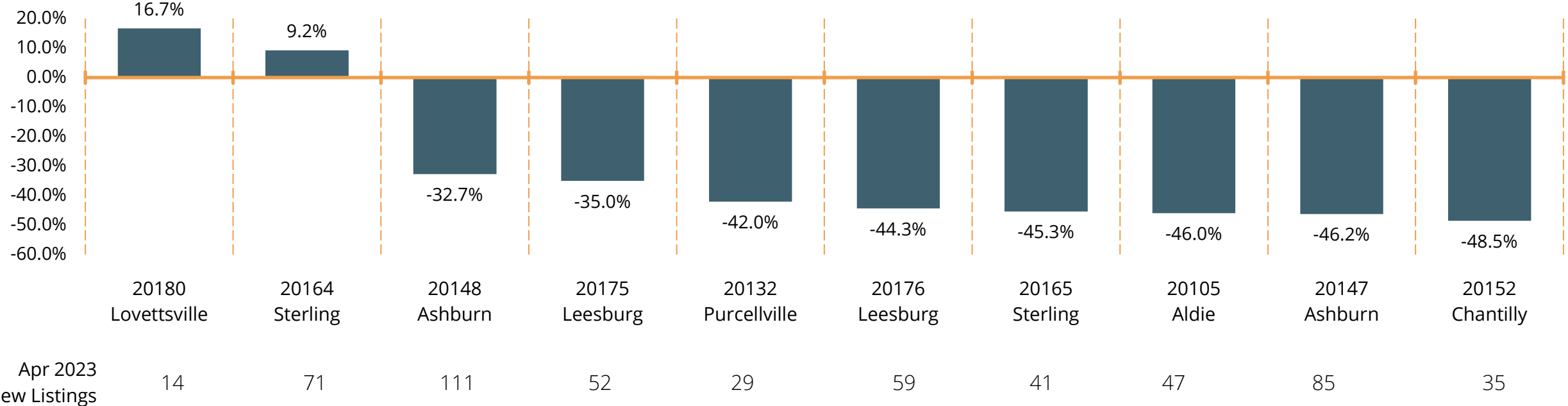
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	196	-1.0%	195	-19.4%
Feb-23	192	-32.9%	213	-29.2%
Mar-23	343	-18.5%	284	-31.9%
Apr-23	294	-33.3%	294	-41.4%
12-month Avg	291	-17.5%	304	-24.2%

## Zip Code

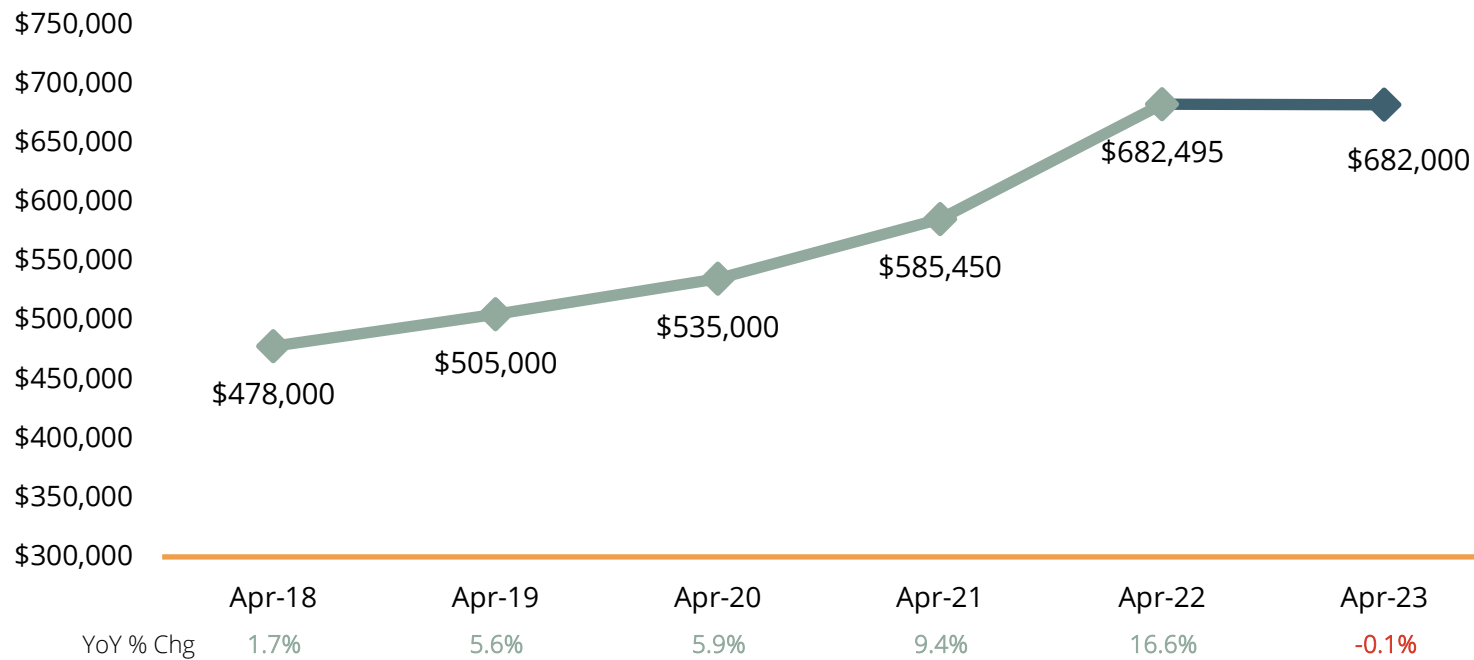
% Change in New Listings  
Apr-22 to Apr-23



# Median List Price



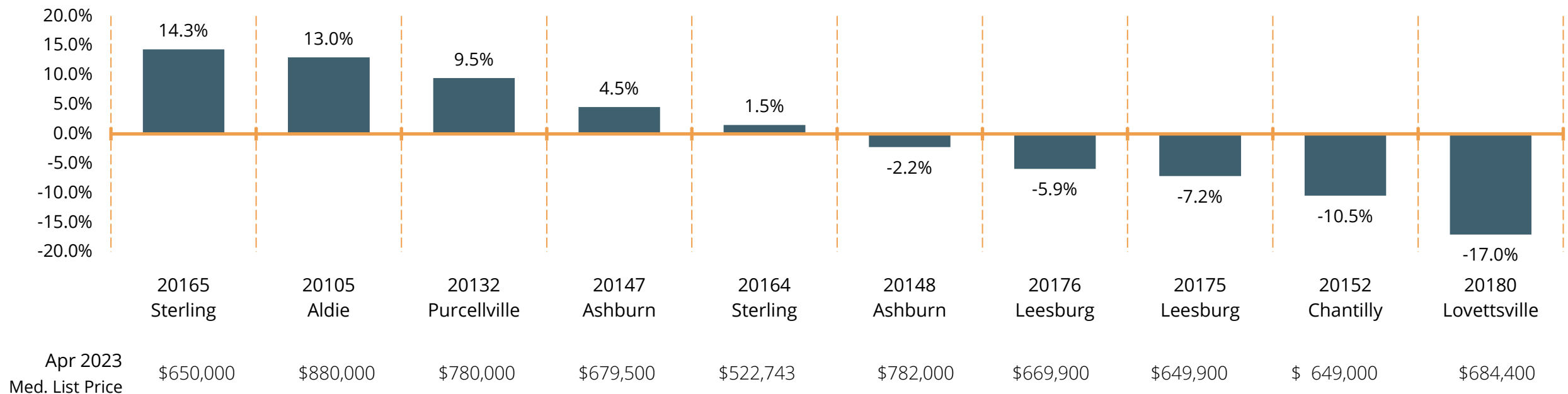
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	\$890,000	4.7%	\$509,000	6.0%
Feb-23	\$850,000	1.2%	\$562,500	9.0%
Mar-23	\$919,000	5.0%	\$522,975	1.2%
Apr-23	\$895,000	5.3%	\$545,000	0.9%
12-month Avg	\$879,741	7.0%	\$541,781	7.8%

## Zip Code

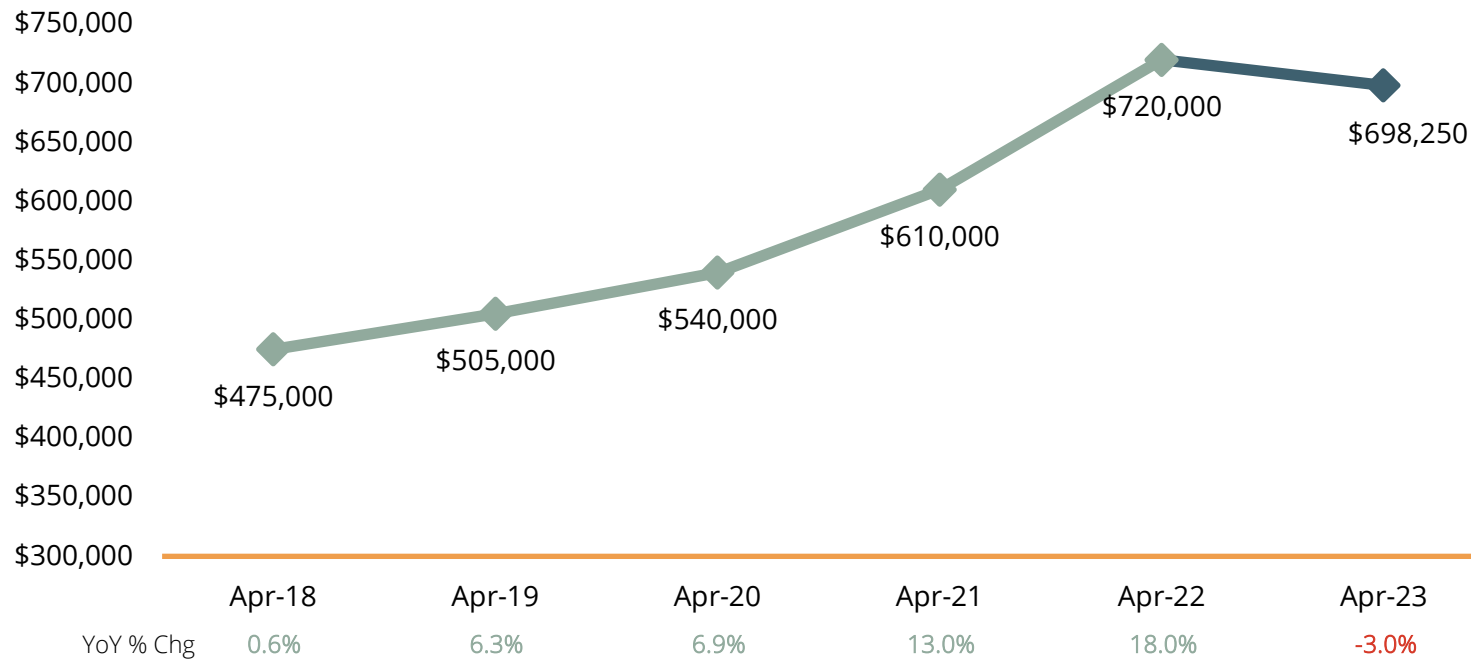
% Change in Median List Price  
Apr-22 to Apr-23



# Median Sales Price



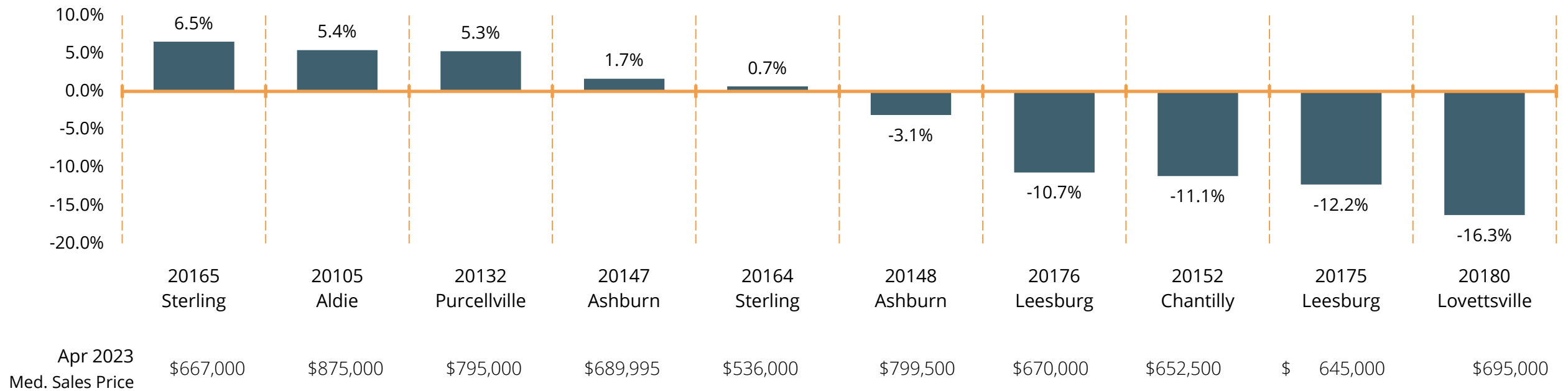
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	\$880,000	0.2%	\$513,000	5.8%
Feb-23	\$850,000	-1.7%	\$565,000	5.5%
Mar-23	\$926,250	1.2%	\$524,975	-5.2%
Apr-23	\$906,884	-0.3%	\$555,000	-2.6%
12-month Avg	\$881,882	3.7%	\$542,993	5.0%

## Zip Code

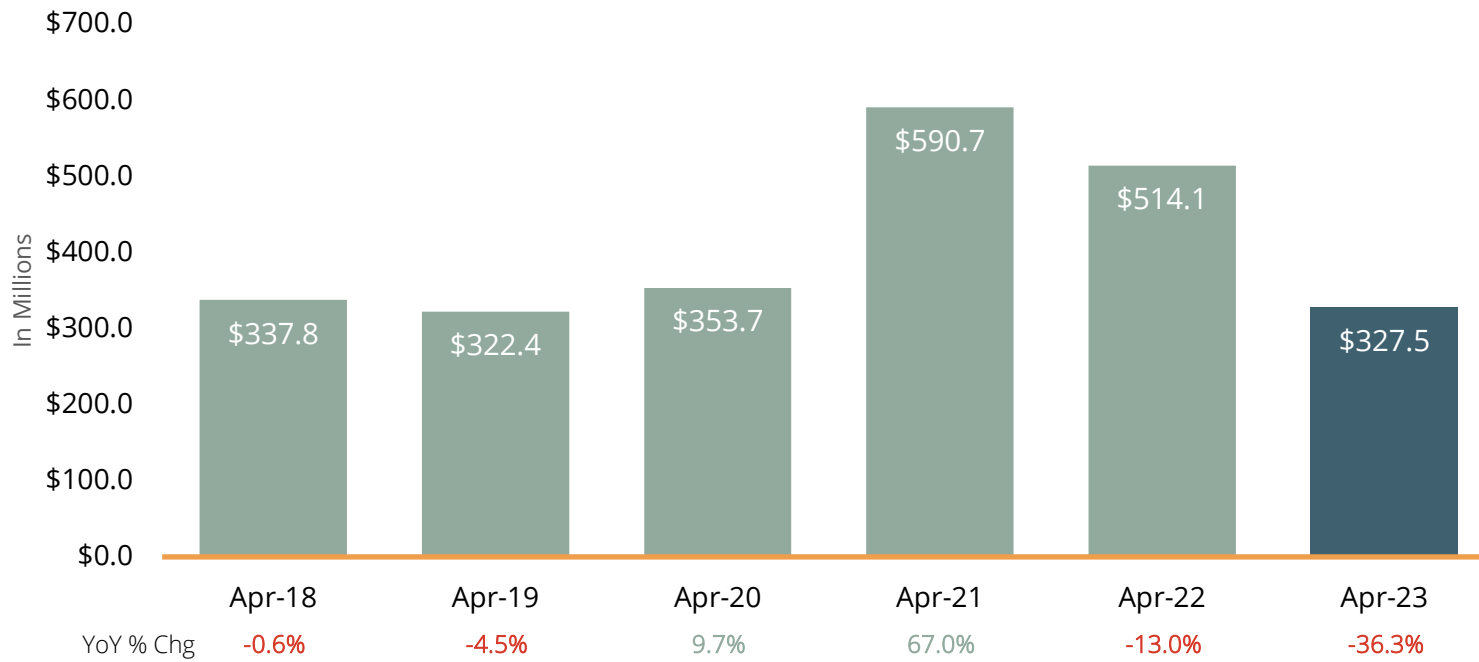
% Change in Median Sales Price  
Apr-22 to Apr-23



# Sold Dollar Volume (in millions)



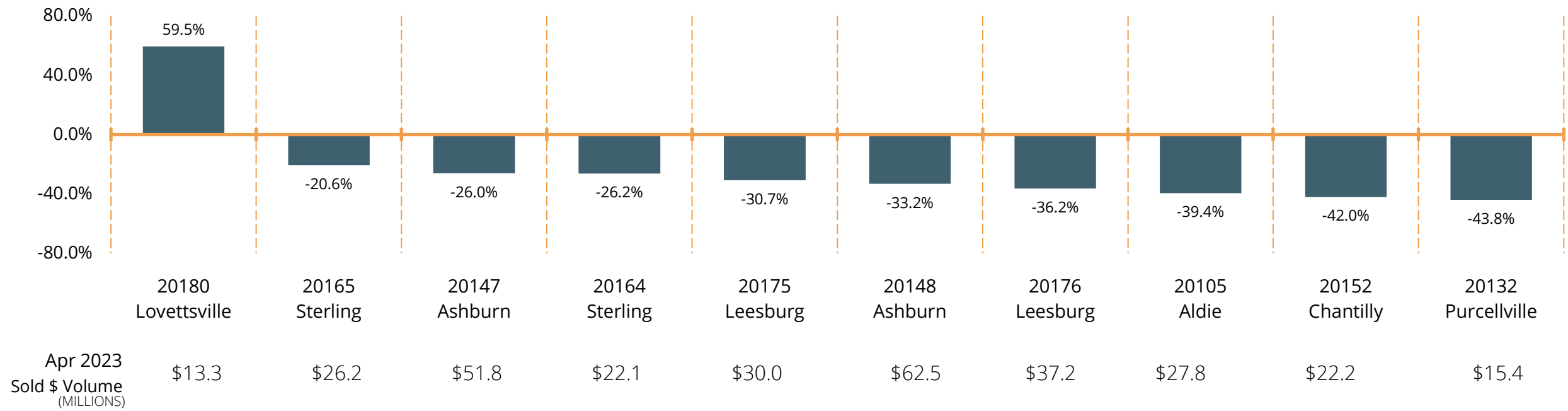
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	\$88.1	-28.2%	\$60.2	-27.2%
Feb-23	\$116.2	-24.6%	\$91.4	-20.9%
Mar-23	\$190.0	-28.8%	\$103.0	-38.9%
Apr-23	\$197.8	-40.2%	\$129.7	-29.1%
12-month Avg	\$202.5	-28.1%	\$132.4	-28.2%

## Zip Code

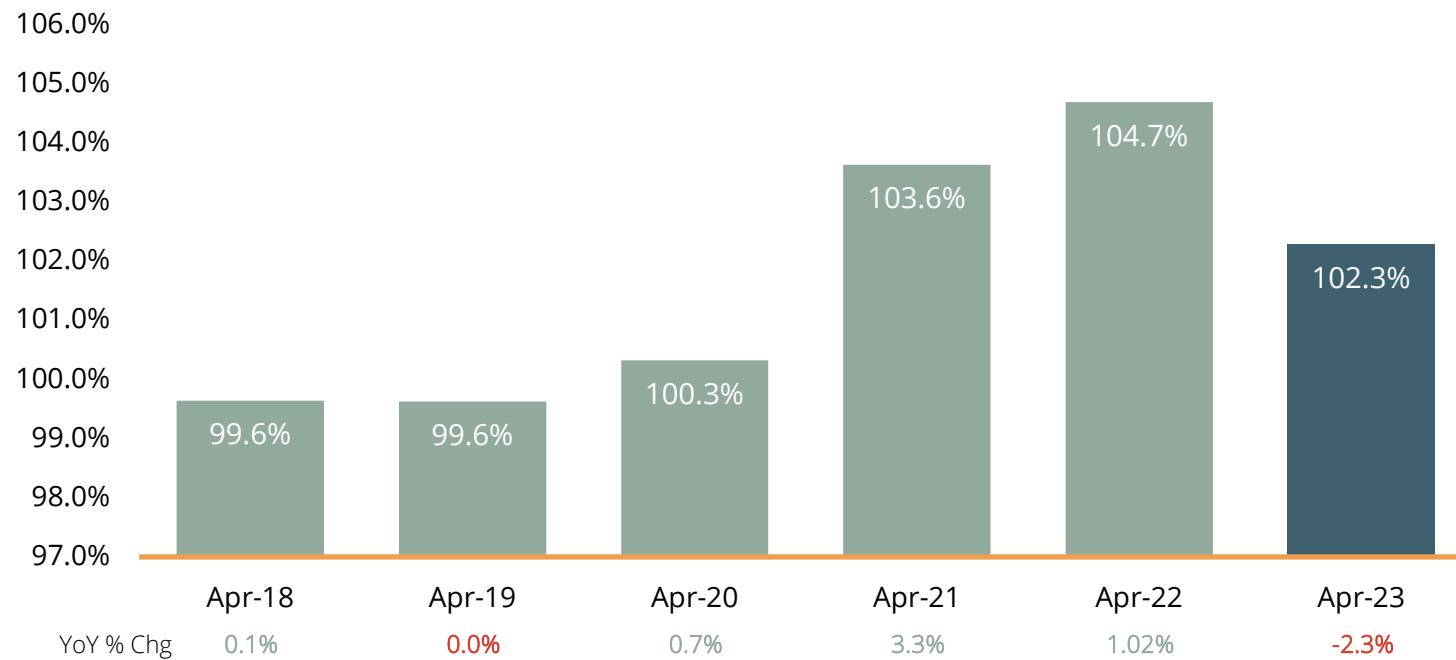
% Change in Sold Dollar Volume  
Apr-22 to Apr-23



# Average Sold to Ask Price Ratio



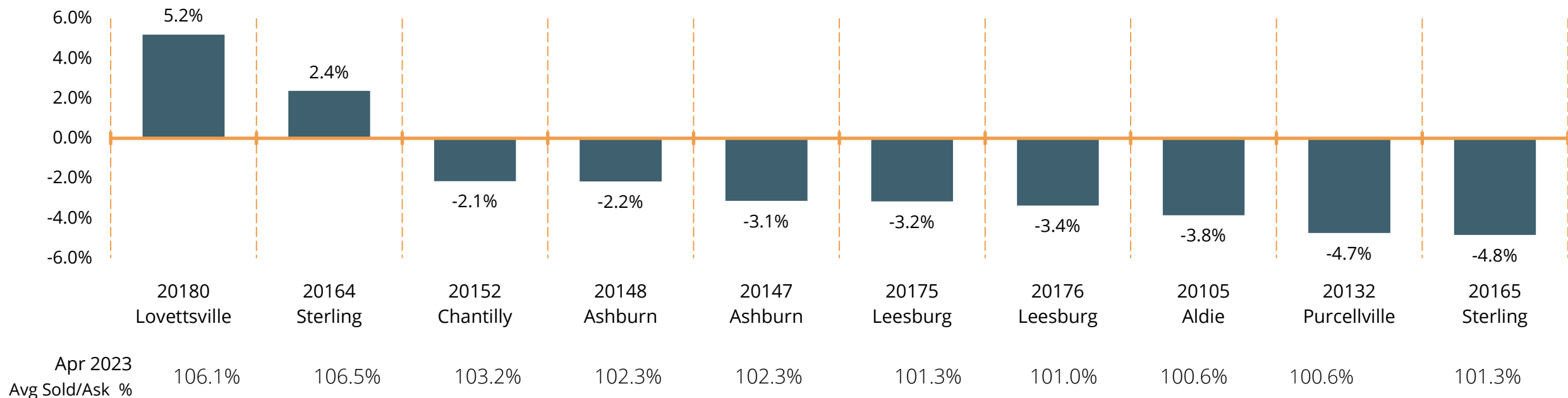
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Jan-23	98.8%	-3.0%	99.3%	-1.9%
Feb-23	99.7%	-3.7%	100.3%	-2.3%
Mar-23	100.9%	-3.5%	100.6%	-3.7%
Apr-23	102.8%	-2.1%	101.8%	-2.4%
12-month Avg	100.6%	-2.2%	100.4%	-1.7%

## Zip Code

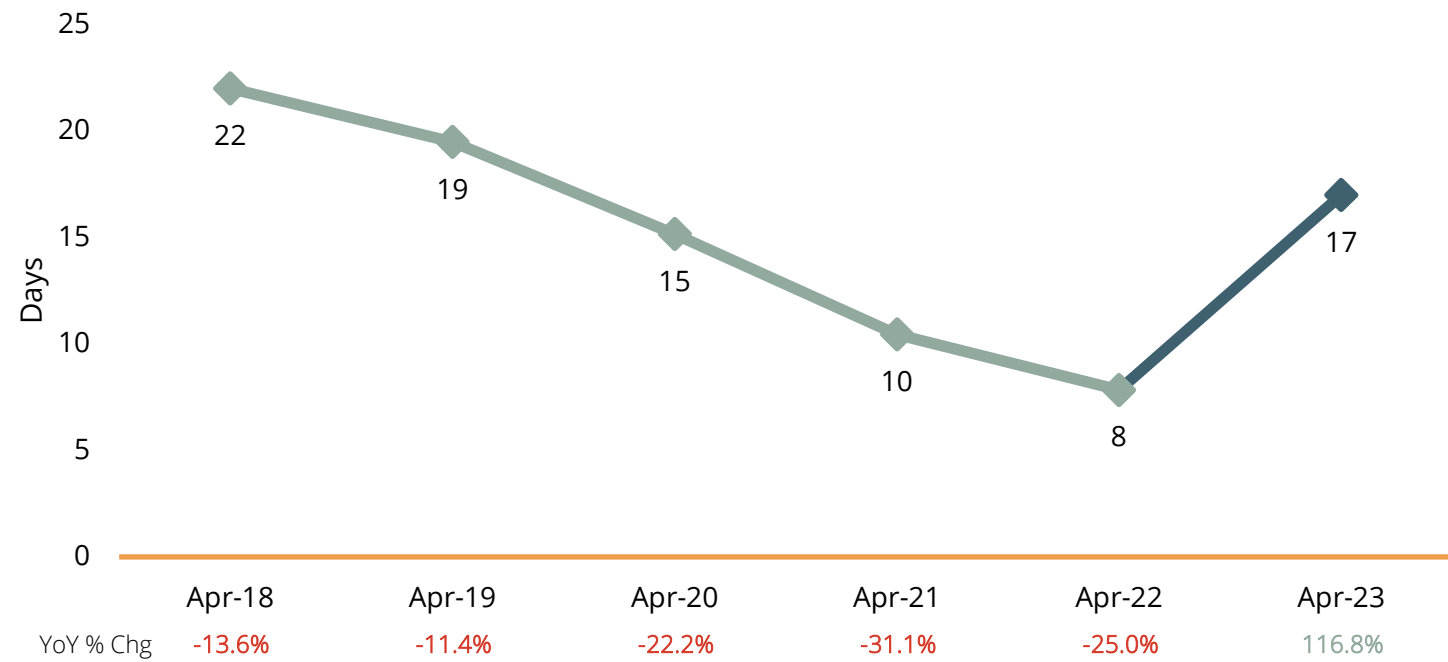
% Change in Average Sold to Ask Price Ratio  
Apr-22 to Apr-23



# Average Days on Market



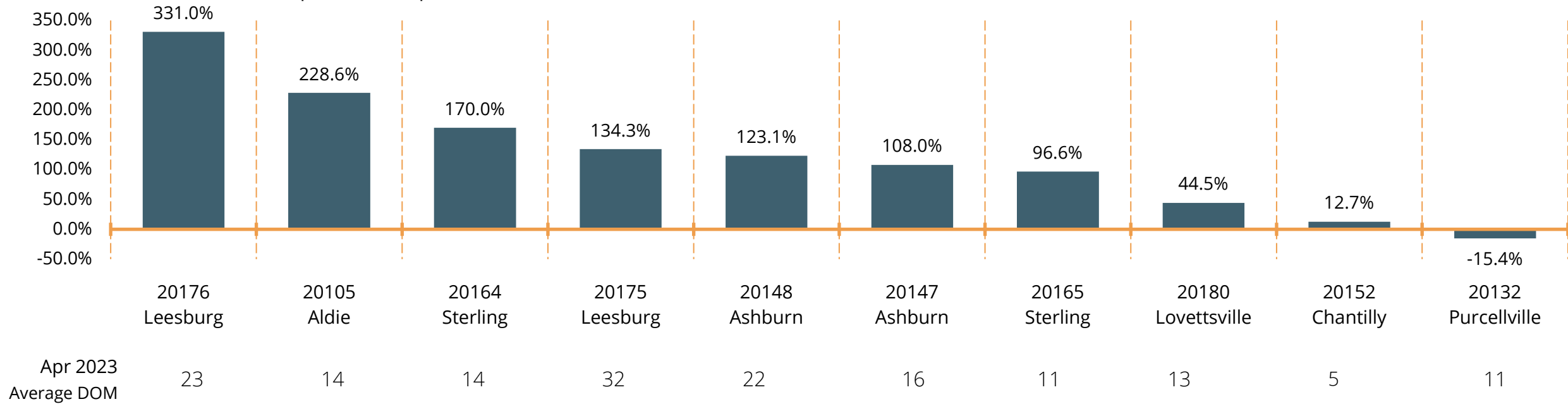
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	40	157.6%	35	128.5%
Feb-23	36	147.0%	30	87.9%
Mar-23	23	153.1%	20	139.1%
Apr-23	14	73.9%	19	160.7%
12-month Avg	22	73.4%	21	74.7%

## Zip Code

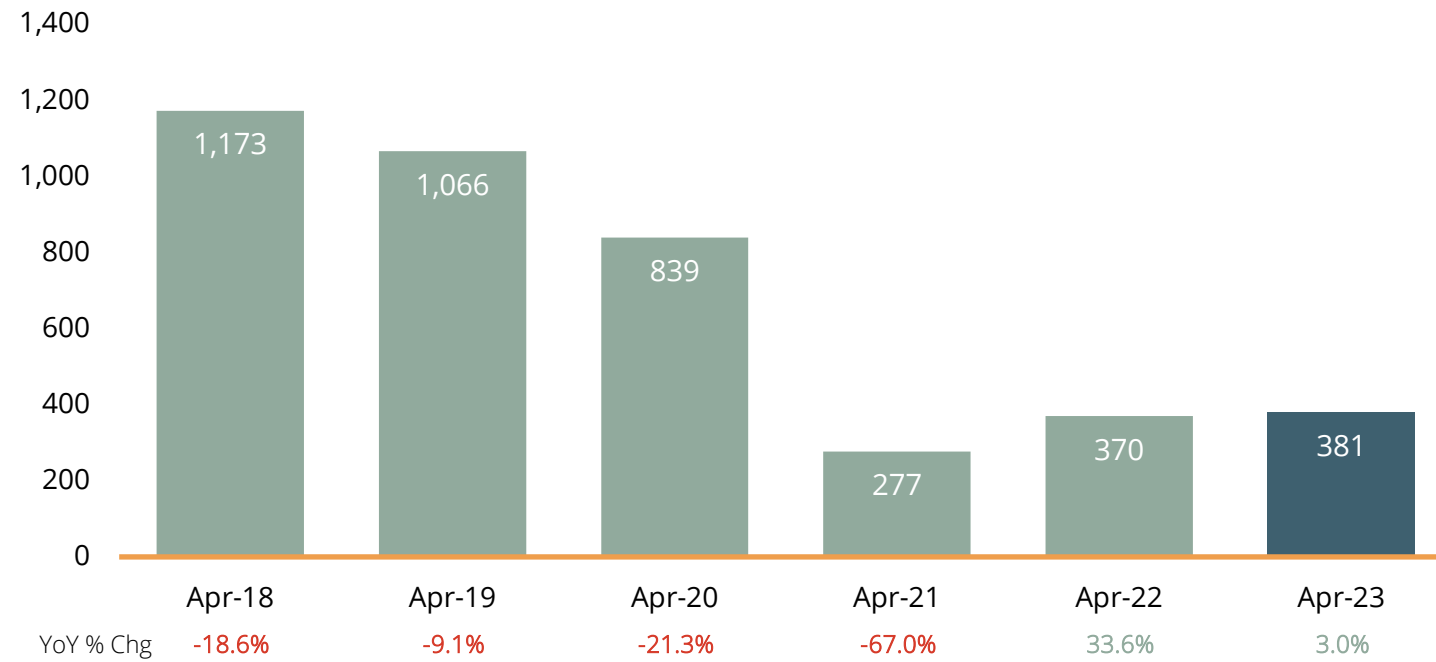
% Change in Average Days on Market  
Apr-22 to Apr-23



# Active Listings



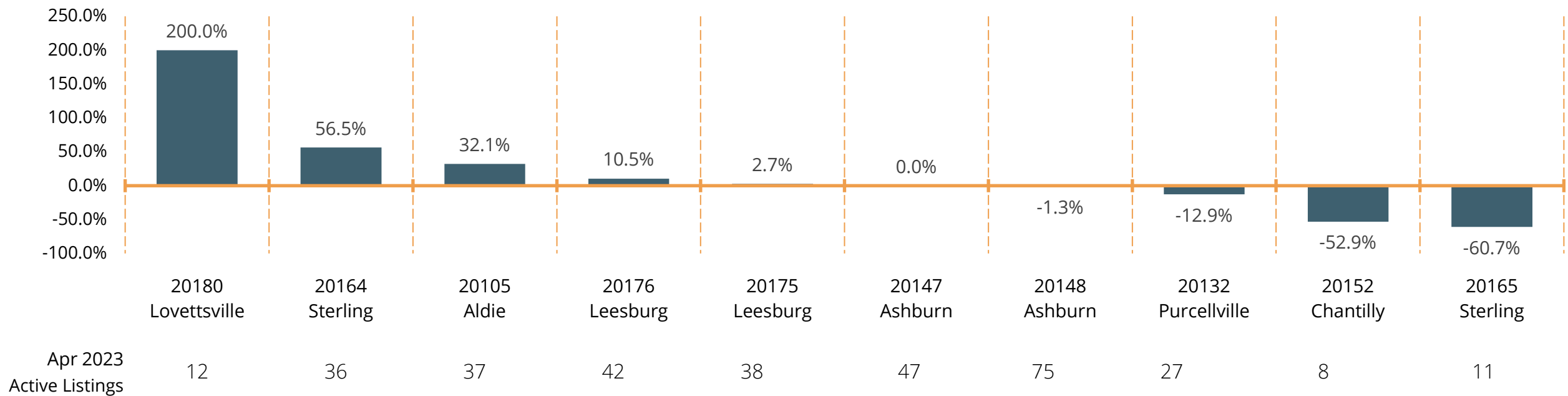
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	178	114.5%	146	87.2%
Feb-23	166	102.4%	135	58.8%
Mar-23	207	55.6%	148	19.4%
Apr-23	227	10.7%	154	-6.7%
12-month Avg	264	55.2%	236	30.3%

## Zip Code

% Change in Active Listings  
Apr-22 to Apr-23

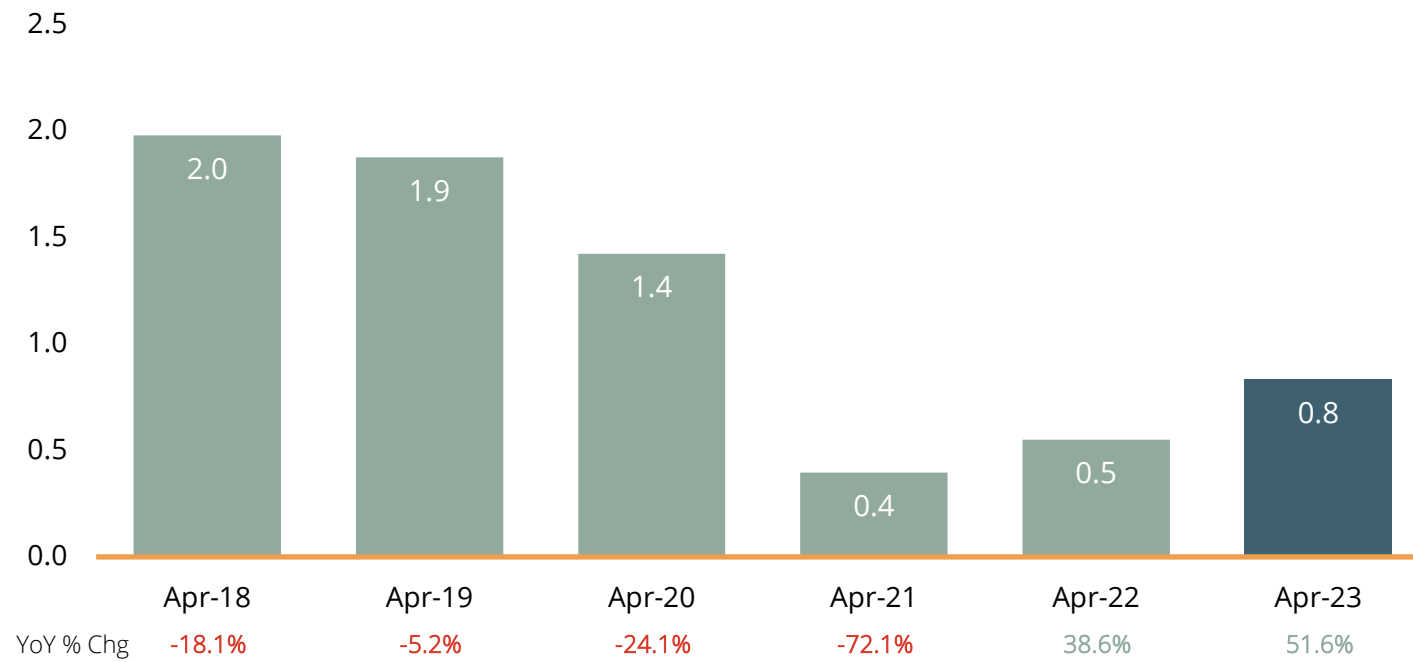




# Months Supply



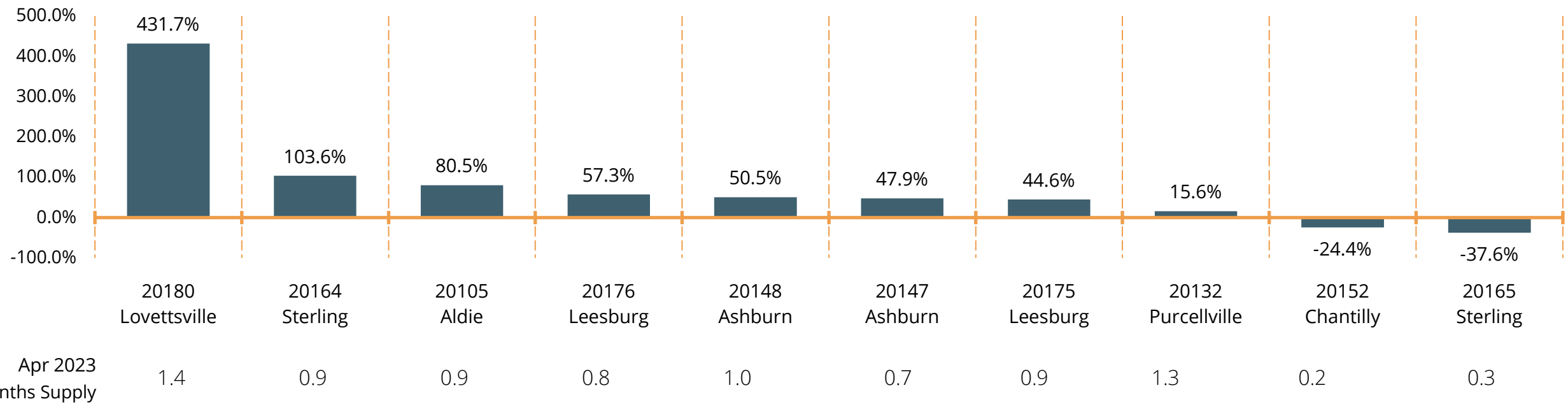
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	0.7	194.9%	0.6	167.8%
Feb-23	0.7	179.2%	0.5	130.3%
Mar-23	0.9	121.5%	0.6	77.9%
Apr-23	1.1	62.4%	0.6	37.9%
12-month Avg	1.0	102.0%	0.8	68.4%

## Zip Code

% Change in Months of Supply  
Apr-22 to Apr-23



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-22	Apr-23	% chg	Apr-22	Apr-23	% chg	Apr-22	Apr-23	% chg	Apr-22	Apr-23	% chg	Apr-22	Apr-23	% chg
Loudoun County	943	<b>588</b>	-37.6%	646	<b>432</b>	-33.1%	\$720,000	<b>\$698,250</b>	-3.0%	370	<b>381</b>	3.0%	0.5	<b>0.8</b>	51.6%
20105	87	<b>47</b>	-46.0%	49	<b>31</b>	-36.7%	\$830,000	<b>\$875,000</b>	5.4%	28	<b>37</b>	32.1%	0.5	<b>0.9</b>	80.5%
20132	50	<b>29</b>	-42.0%	31	<b>19</b>	-38.7%	\$755,100	<b>\$795,000</b>	5.3%	31	<b>27</b>	-12.9%	1.1	<b>1.3</b>	15.6%
20147	158	<b>85</b>	-46.2%	92	<b>68</b>	-26.1%	\$678,690	<b>\$689,995</b>	1.7%	47	<b>47</b>	0.0%	0.4	<b>0.7</b>	47.9%
20148	165	<b>111</b>	-32.7%	107	<b>74</b>	-30.8%	\$825,000	<b>\$799,500</b>	-3.1%	76	<b>75</b>	-1.3%	0.7	<b>1.0</b>	50.5%
20152	68	<b>35</b>	-48.5%	48	<b>31</b>	-35.4%	\$734,250	<b>\$652,500</b>	-11.1%	17	<b>8</b>	-52.9%	0.3	<b>0.2</b>	-24.4%
20164	65	<b>71</b>	9.2%	56	<b>40</b>	-28.6%	\$532,500	<b>\$536,000</b>	0.7%	23	<b>36</b>	56.5%	0.4	<b>0.9</b>	103.6%
20165	75	<b>41</b>	-45.3%	52	<b>39</b>	-25.0%	\$626,000	<b>\$667,000</b>	6.5%	28	<b>11</b>	-60.7%	0.5	<b>0.3</b>	-37.6%
20175	80	<b>52</b>	-35.0%	55	<b>37</b>	-32.7%	\$735,000	<b>\$645,000</b>	-12.2%	37	<b>38</b>	2.7%	0.6	<b>0.9</b>	44.6%
20176	106	<b>59</b>	-44.3%	72	<b>51</b>	-29.2%	\$750,000	<b>\$670,000</b>	-10.7%	38	<b>42</b>	10.5%	0.5	<b>0.8</b>	57.3%
20180	12	<b>14</b>	16.7%	11	<b>18</b>	63.6%	\$830,000	<b>\$695,000</b>	-16.3%	4	<b>12</b>	200.0%	0.3	<b>1.4</b>	431.7%



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.