

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: February 2023

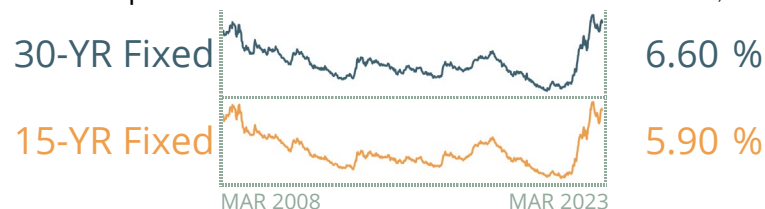
- › **Sales activity down from a year ago in the Loudoun County housing market.** In the county, there were 281 sales in February, down 23.6% from last year, which is 87 fewer sales. The largest drop in sales this month was in Ashburn zip code 20148 with 27 fewer sales (-42.9%) and Sterling zip code 20165 with 12 fewer sales compared to last February (-44.4%). Chantilly zip code 20152 had four more sales than the previous year (+19.0%), the largest increase in the county this month.
- › **Pending sales activity continues to cool through February.** There were 340 pending sales in Loudoun County this month, 168 fewer pending sales than a year prior, representing a 33.1% drop. Ashburn zip code 20148 had 37 fewer pending sales than last February (-44.0%), followed by Sterling zip code 20165 (-52.9%) and Aldie zip code 20105 (-37.5%).
- › **Home prices rose in some local markets and fell in others this month in Loudoun County.** The countywide median price was \$630,000 in February, inching up \$1,695 or 0.3% from the previous year. At the local level, sharpest jump in median price occurred in Leesburg zip code 20175 with prices up by \$152,778 (+26.1%) and Lovettsville zip code 20180 with a price increase of \$71,500 (+12.1%). Prices fell the sharpest in Aldie zip code 20105 (-25.1%) and Chantilly zip code 20152 (-7.0%).
- › **Supply of active listings continues to build up, but fewer new listings are coming on the market.** There were 301 active listings on the market at the end of February in Loudoun County, an 80.2% jump, which is 134 more active listings than a year ago. There were 405 new listings countywide in February, 182 fewer new listings than a year ago, which is a 31% drop.



DAAR Market Dashboard

YoY Chg	Feb-23	Indicator
▼ -23.6%	281	Sales
▼ -33.1%	340	Pending Sales
▼ -31.0%	405	New Listings
▲ 1.9%	\$629,000	Median List Price
▲ 0.3%	\$630,000	Median Sales Price
▲ 0.7%	\$264	Median Price Per Square Foot
▼ -23.0%	\$207.6	Sold Dollar Volume (in millions)
▼ -2.9%	100.1%	Average Sold/Ask Price Ratio
▲ 111.8%	33	Average Days on Market
▲ 80.2%	301	Active Listings
▲ 155.3%	0.6	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.

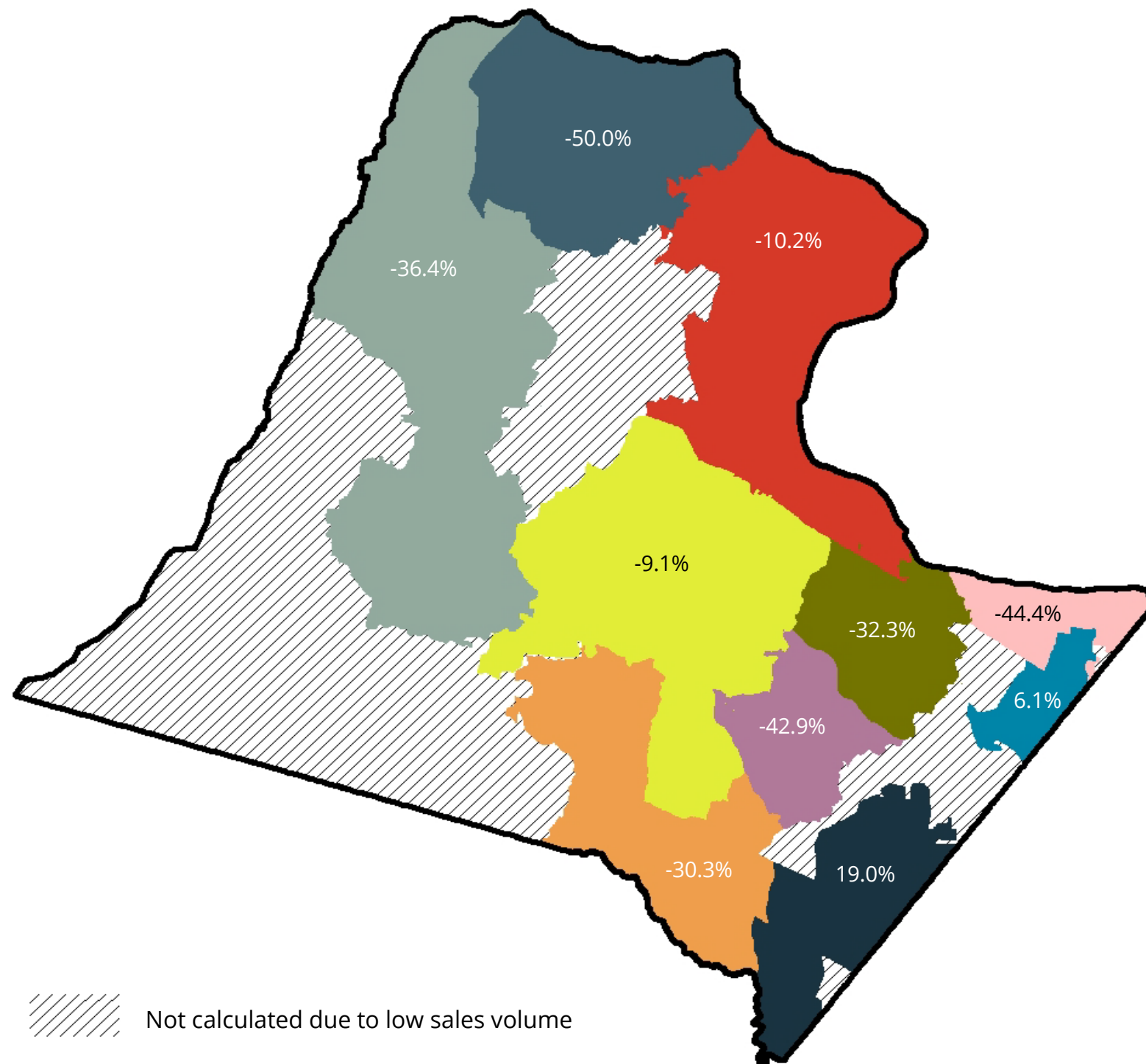
Are You Ready to Buy or Sell Real Estate?

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



Not calculated due to low sales volume

Total Market Overview



Key Metrics	Feb-21	2-year Trends	Feb-23	Feb-22	Feb-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
Sales				368	281	-23.6%	661	477	-27.8%
Pending Sales				508	340	-33.1%	888	643	-27.6%
New Listings				587	405	-31.0%	1,027	796	-22.5%
Median List Price				\$617,000	\$629,000	1.9%	\$599,990	\$635,000	5.8%
Median Sales Price				\$628,306	\$630,000	0.3%	\$620,000	\$640,000	3.2%
Median Price Per Square Foot				\$262	\$264	0.7%	\$261	\$261	0.1%
Sold Dollar Volume (in millions)				\$269.6	\$207.6	-23.0%	\$475.1	\$355.9	-25.1%
Average Sold/Ask Price Ratio				103.0%	100.1%	-2.9%	102.2%	99.6%	-2.5%
Average Days on Market				15	33	111.8%	15	34	126.3%
Active Listings				167	301	80.2%	n/a	n/a	n/a
Months of Supply				0.2	0.6	155.3%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Feb-22	Feb-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Feb-21	Feb-23						
Sales			155	121	-21.9%	281	206	-26.7%
Pending Sales			253	159	-37.2%	408	292	-28.4%
New Listings			286	192	-32.9%	484	388	-19.8%
Median List Price			\$839,900	\$850,000	1.2%	\$850,000	\$850,479	0.1%
Median Sales Price			\$865,000	\$850,000	-1.7%	\$895,000	\$852,500	-4.7%
Median Price Per Square Foot			\$258	\$255	-1.0%	\$255	\$252	-1.2%
Sold Dollar Volume (in millions)			\$154.2	\$116.2	-24.6%	\$276.9	\$204.3	-26.2%
Average Sold/Ask Price Ratio			103.6%	99.7%	-3.7%	102.7%	99.3%	-3.3%
Average Days on Market			15	36	147.0%	15	38	150.7%
Active Listings			82	166	102.4%	n/a	n/a	n/a
Months of Supply			0.3	0.7	179.2%	n/a	n/a	n/a

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

Townhome & Condo Market Overview

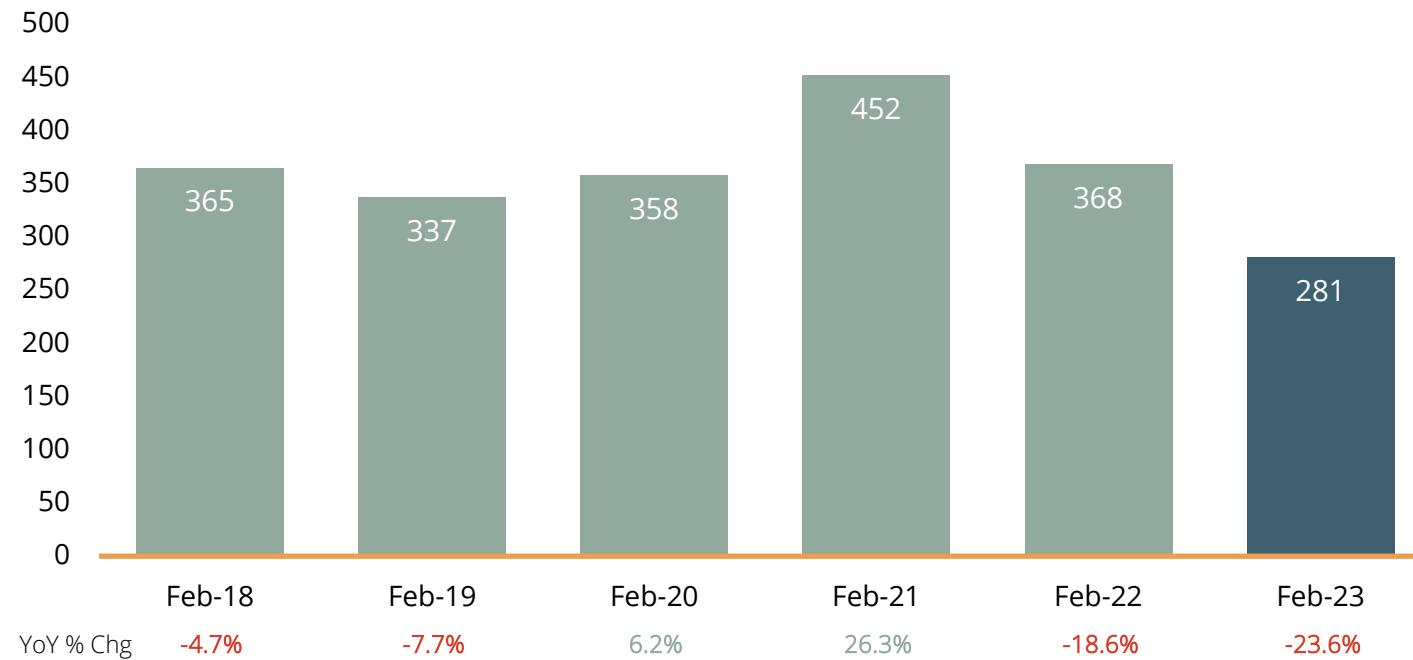


Key Metrics	Feb-21	2-year Trends	Feb-23	Feb-22	Feb-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
Sales				213	160	-24.9%	380	271	-28.7%
Pending Sales				255	181	-29.0%	480	351	-26.9%
New Listings				301	213	-29.2%	543	408	-24.9%
Median List Price				\$515,900	\$562,500	9.0%	\$500,000	\$539,500	7.9%
Median Sales Price				\$535,600	\$565,000	5.5%	\$515,000	\$550,000	6.8%
Median Price Per Square Foot				\$264	\$265	0.7%	\$263	\$265	0.7%
Sold Dollar Volume (in millions)				\$115.5	\$91.4	-20.9%	\$198.2	\$151.6	-23.5%
Average Sold/Ask Price Ratio				102.7%	100.3%	-2.3%	101.9%	99.9%	-1.9%
Average Days on Market				16	30	87.9%	15	32	107.9%
Active Listings				85	135	58.8%	n/a	n/a	n/a
Months of Supply				0.2	0.5	130.3%	n/a	n/a	n/a

Sales



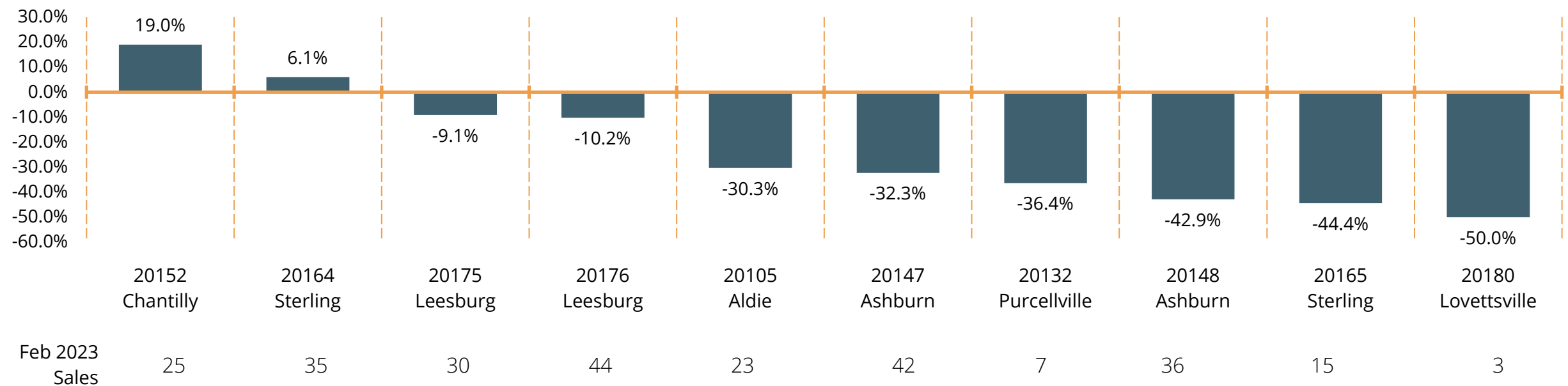
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	85	-32.5%	111	-33.5%
Feb-23	121	-21.9%	160	-24.9%
12-month Avg	228	-28.4%	252	-32.0%

Zip Code

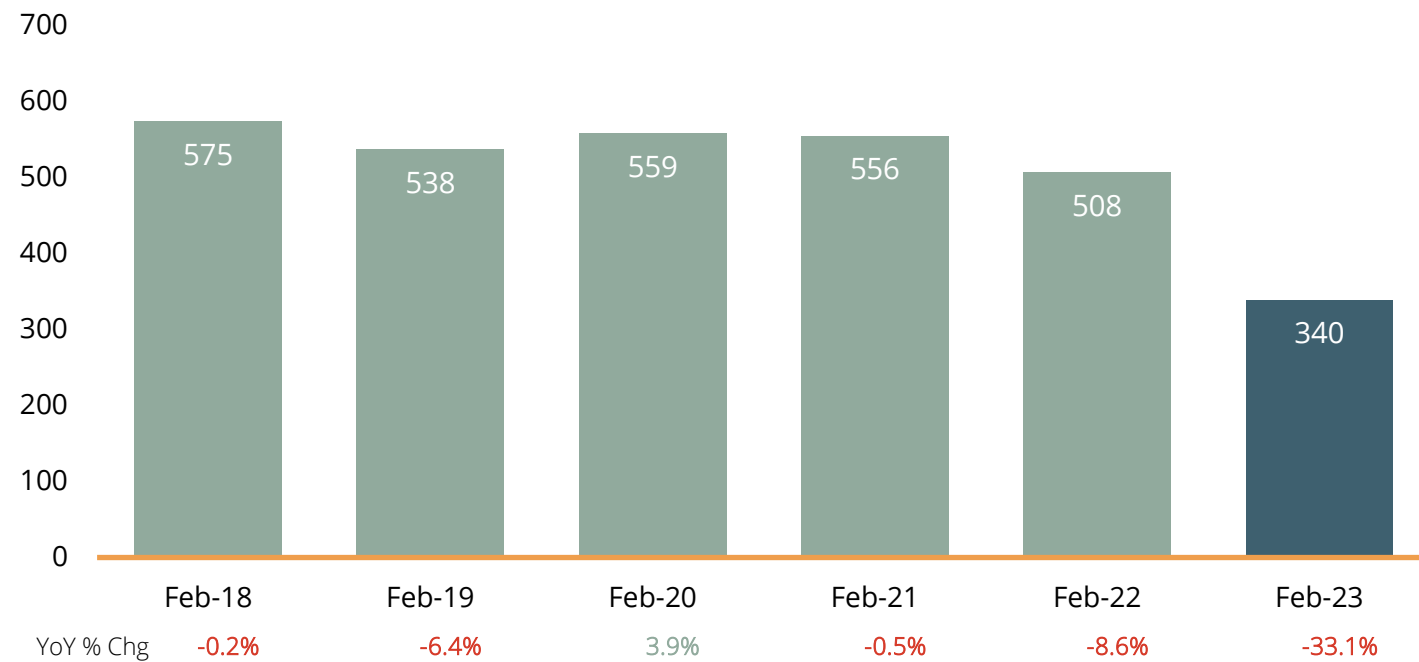
% Change in Sales
Feb-22 to Feb-23



Pending Sales



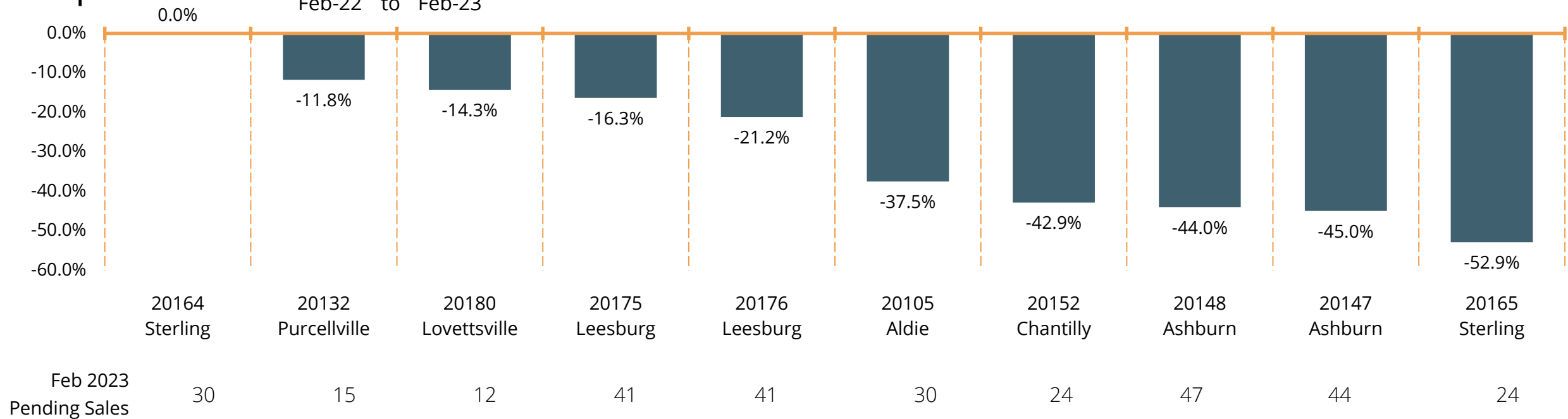
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	133	-14.2%	170	-24.4%
Feb-23	159	-37.2%	181	-29.0%
12-month Avg	218	-29.2%	246	-32.0%

Zip Code

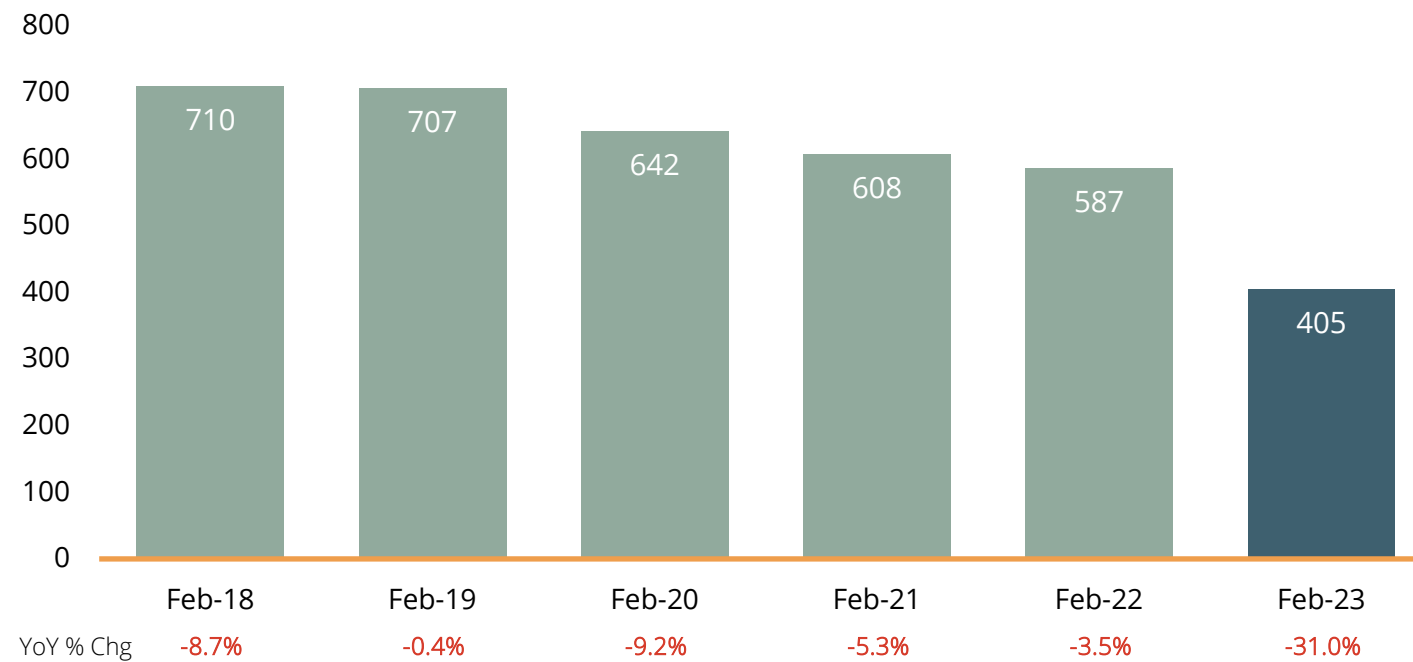
% Change in Pending Sales Feb-22 to Feb-23



New Listings



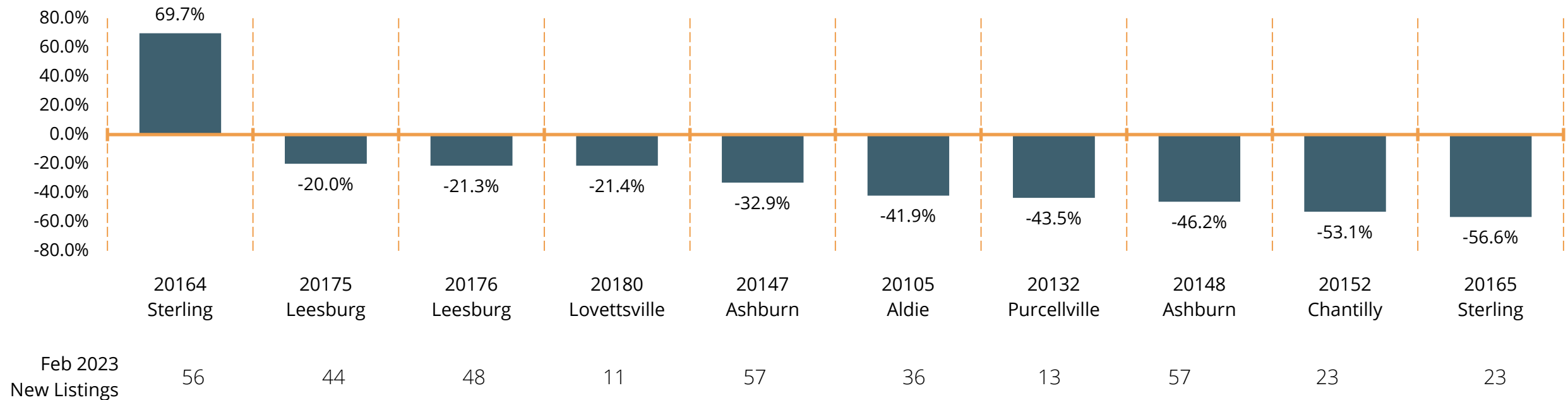
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	196	-1.0%	195	-19.4%
Feb-23	192	-32.9%	213	-29.2%
12-month Avg	309	-14.2%	333	-19.0%

Zip Code

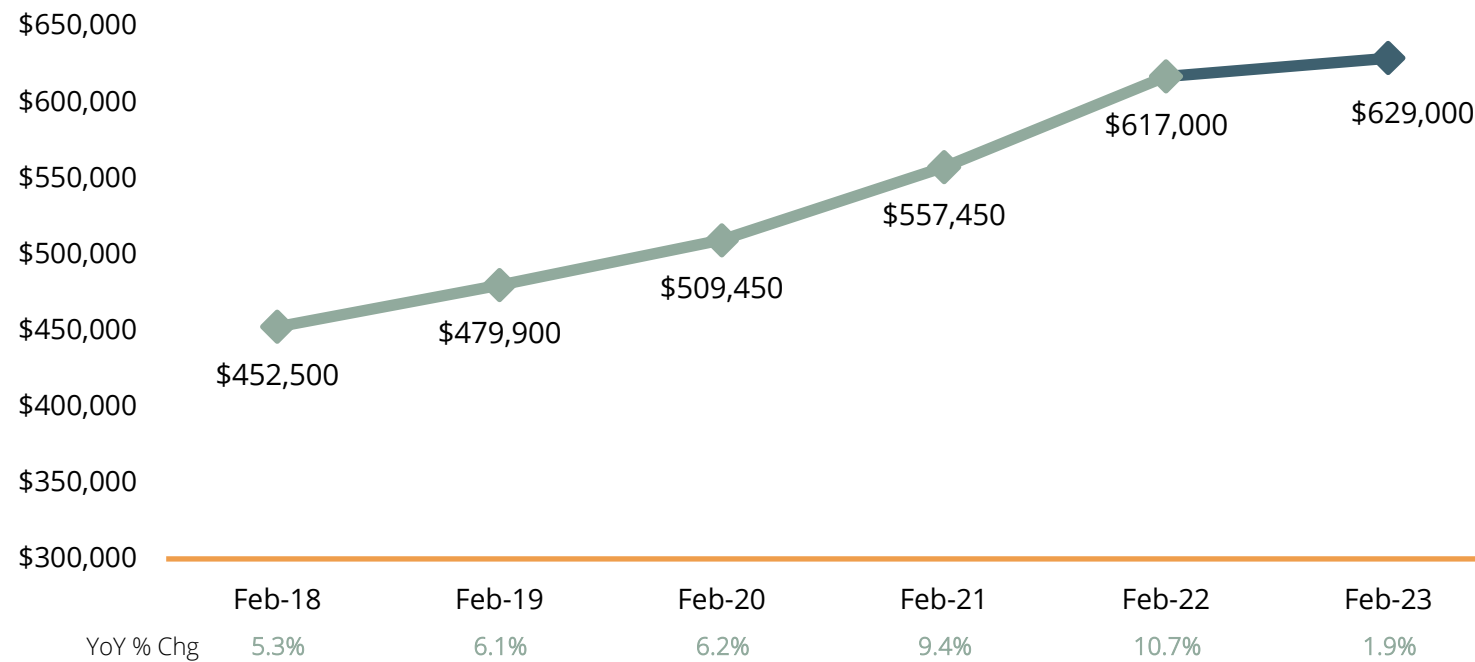
% Change in New Listings
Feb-22 to Feb-23



Median List Price



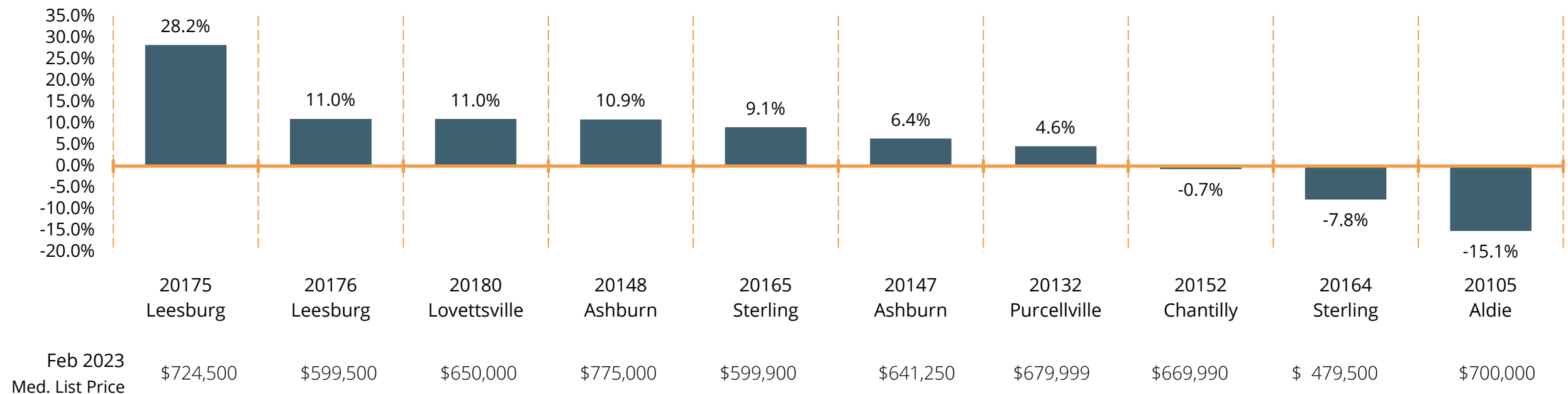
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	\$890,000	4.7%	\$509,000	6.0%
Feb-23	\$850,000	1.2%	\$562,500	9.0%
12-month Avg	\$872,324	8.1%	\$540,866	9.7%

Zip Code

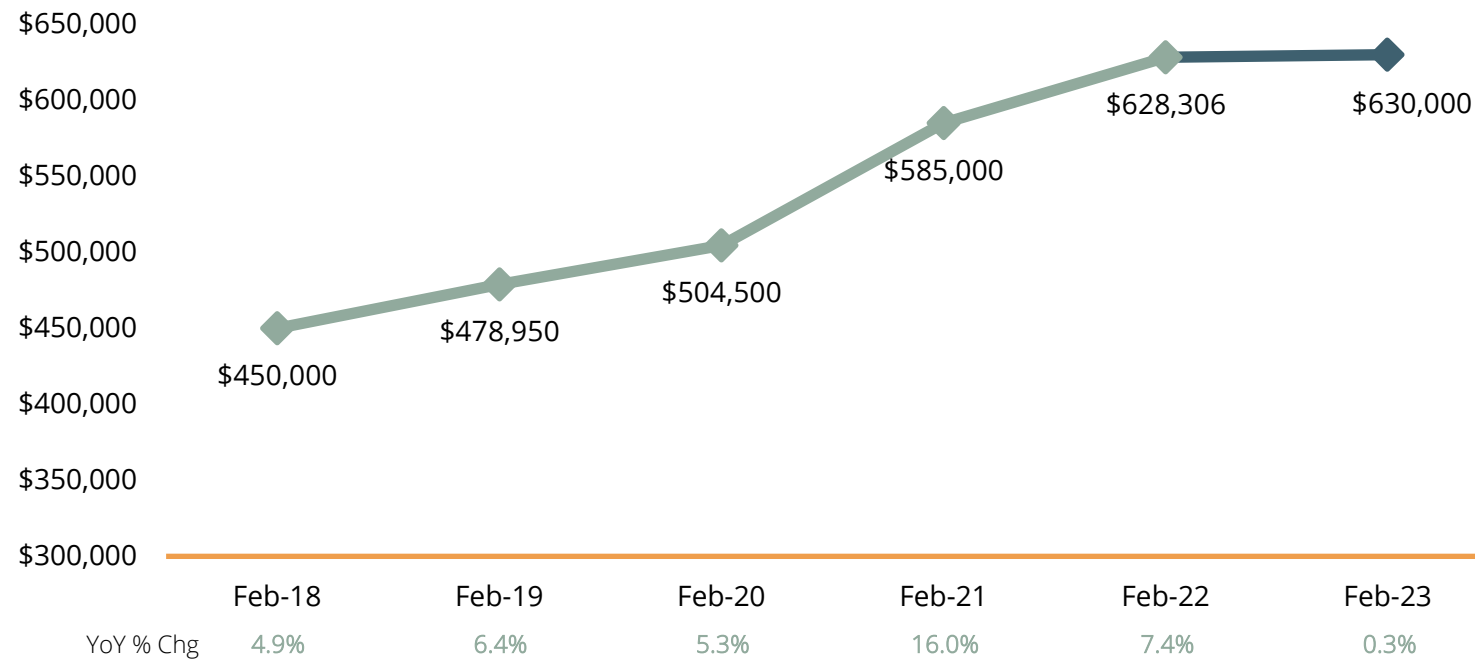
% Change in Median List Price
Feb-22 to Feb-23



Median Sales Price



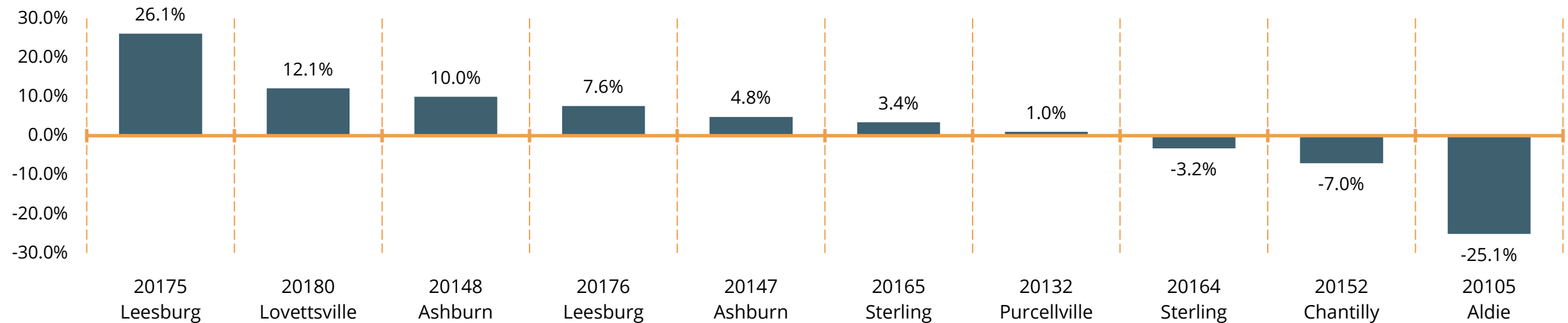
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-23	\$880,000	0.2%	\$513,000	5.8%
Feb-23	\$850,000	-1.7%	\$565,000	5.5%
12-month Avg	\$881,204	5.8%	\$546,620	8.2%

Zip Code

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

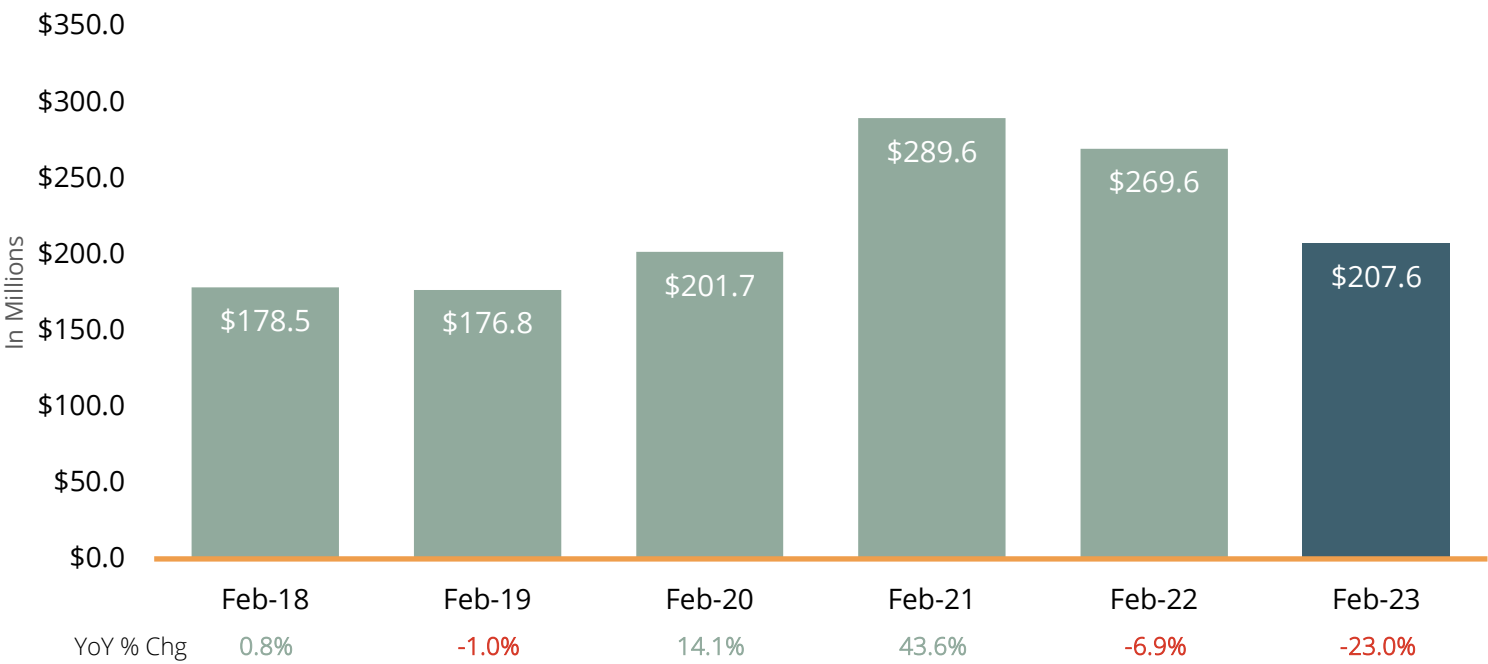


Feb 2023 Med. Sales Price	\$737,778	\$662,000	\$762,500	\$602,500	\$632,500	\$600,000	\$673,000	\$500,000	\$ 660,000	\$700,000
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Sold Dollar Volume (in millions)



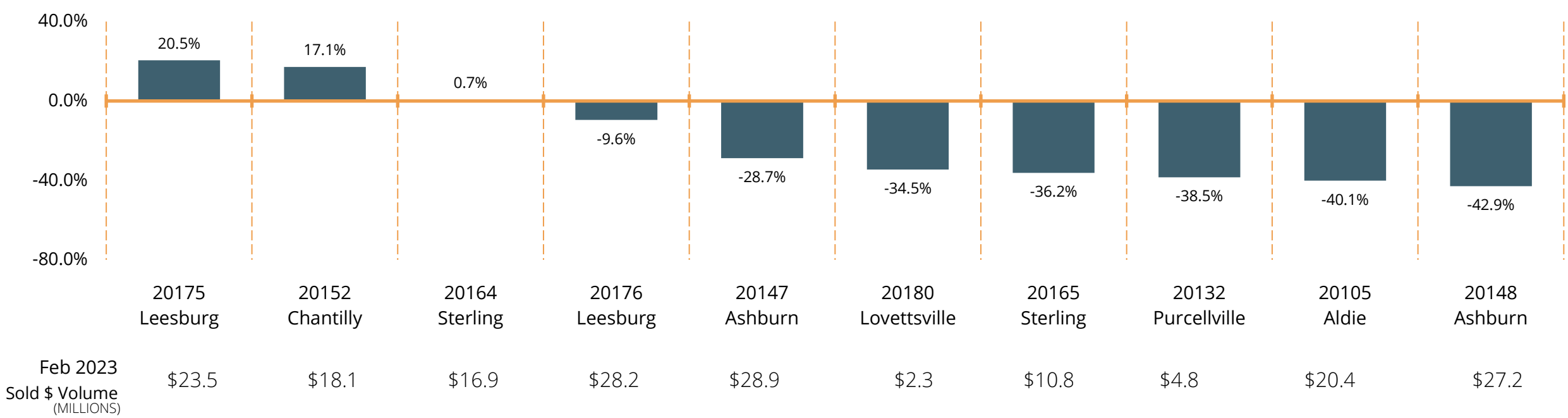
Loudoun County



Month	Single-Family Detached		Townhome & Condo	YoY Chg
		YoY Chg		
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%
Jan-23	\$88.1	-28.2%	\$60.2	-27.2%
Feb-23	\$116.2	-24.6%	\$91.4	-20.9%
12-month Avg	\$220.0	-21.6%	\$142.3	-25.3%

Zip Code

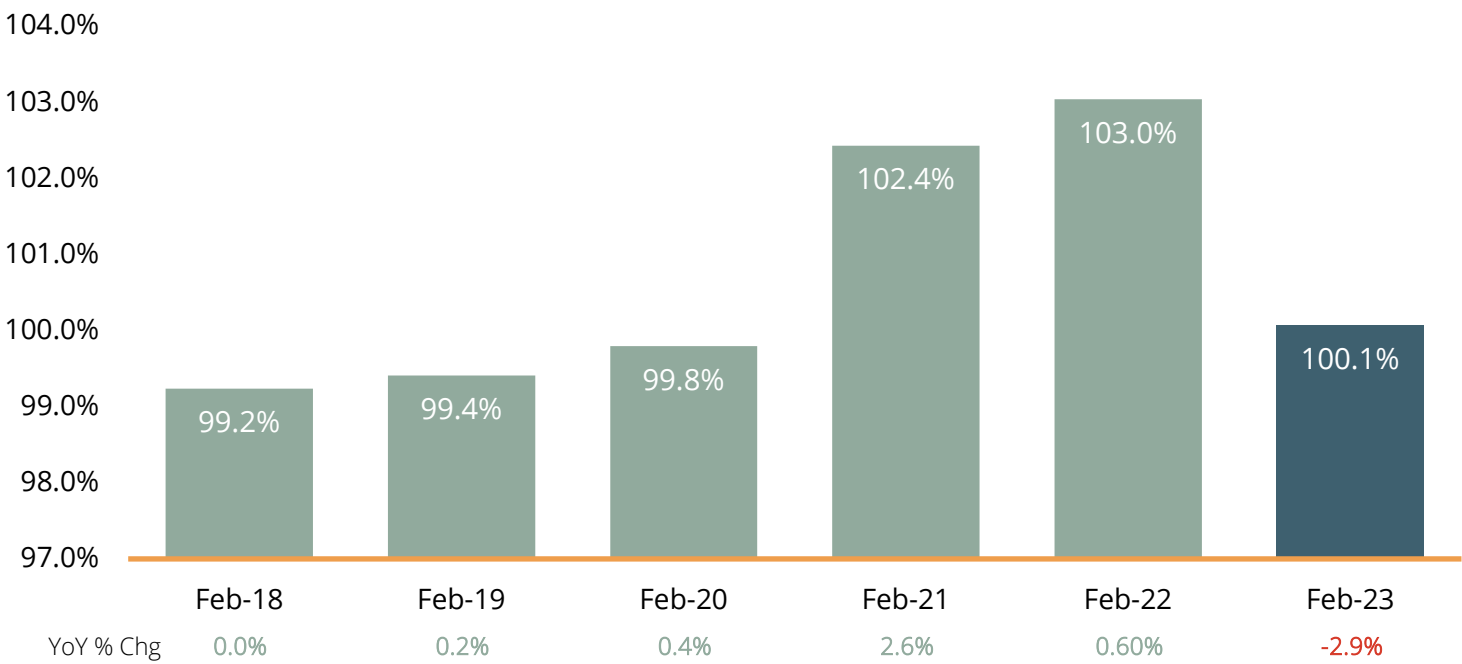
% Change in Sold Dollar Volume
Feb-22 to Feb-23



Average Sold to Ask Price Ratio



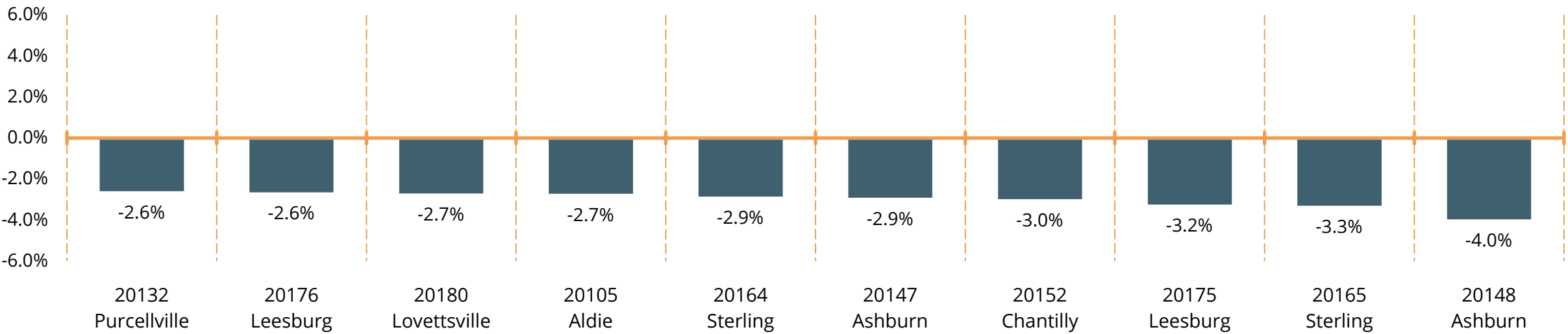
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Jan-23	98.8%	-3.0%	99.3%	-1.9%
Feb-23	99.7%	-3.7%	100.3%	-2.3%
12-month Avg	101.1%	-1.5%	100.9%	-0.9%

Zip Code

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

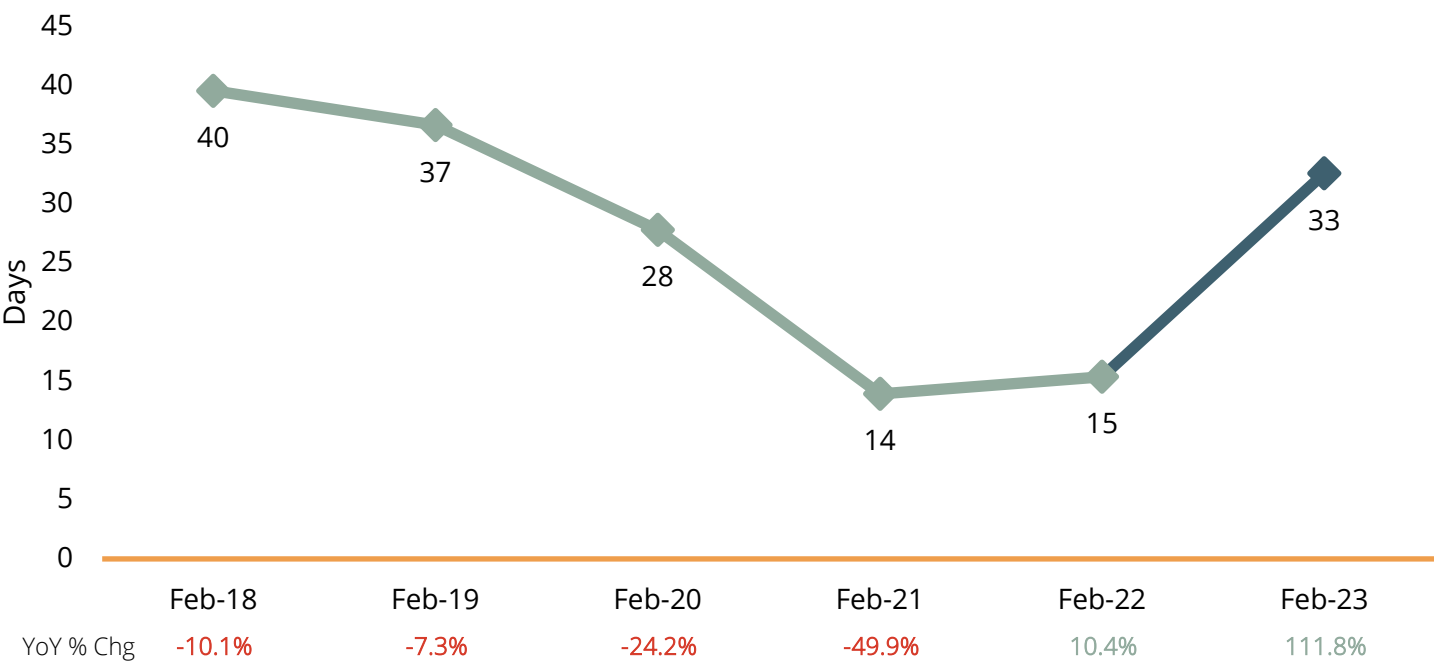


Feb 2023 Avg Sold/Ask %	101.3%	100.0%	100.6%	100.1%	100.6%	100.5%	101.4%	98.7%	101.1%	99.0%
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Average Days on Market



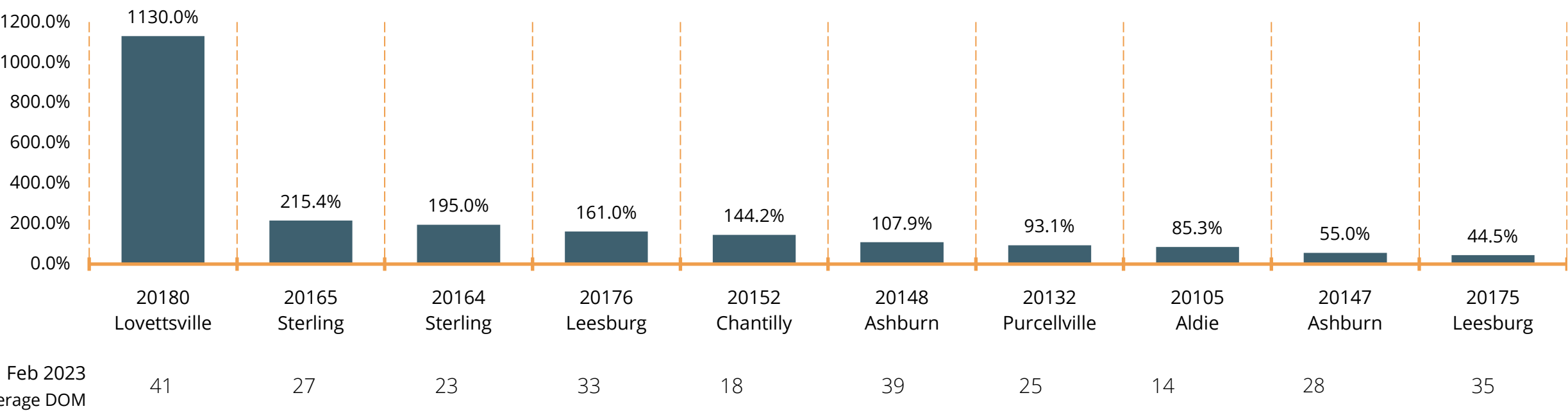
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	40	157.6%	35	128.5%
Feb-23	36	147.0%	30	87.9%
12-month Avg	21	49.3%	19	58.8%

Zip Code

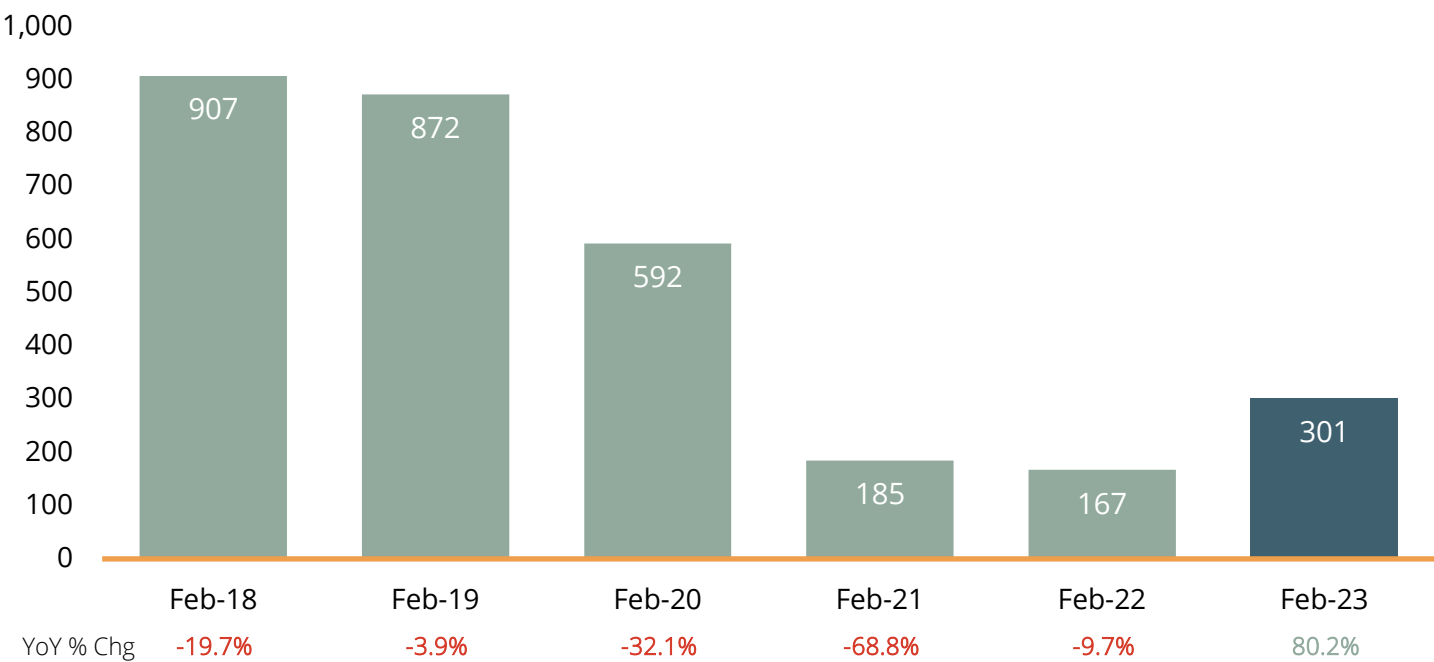
% Change in Average Days on Market
Feb-22 to Feb-23



Active Listings



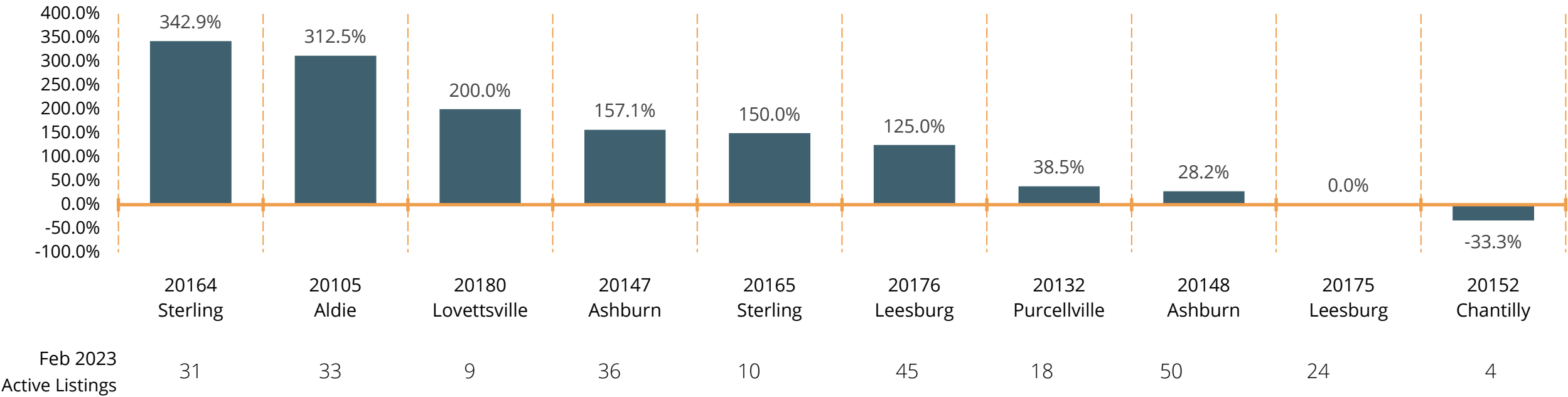
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	178	114.5%	146	87.2%
Feb-23	166	102.4%	135	58.8%
12-month Avg	256	60.5%	235	32.1%

Zip Code

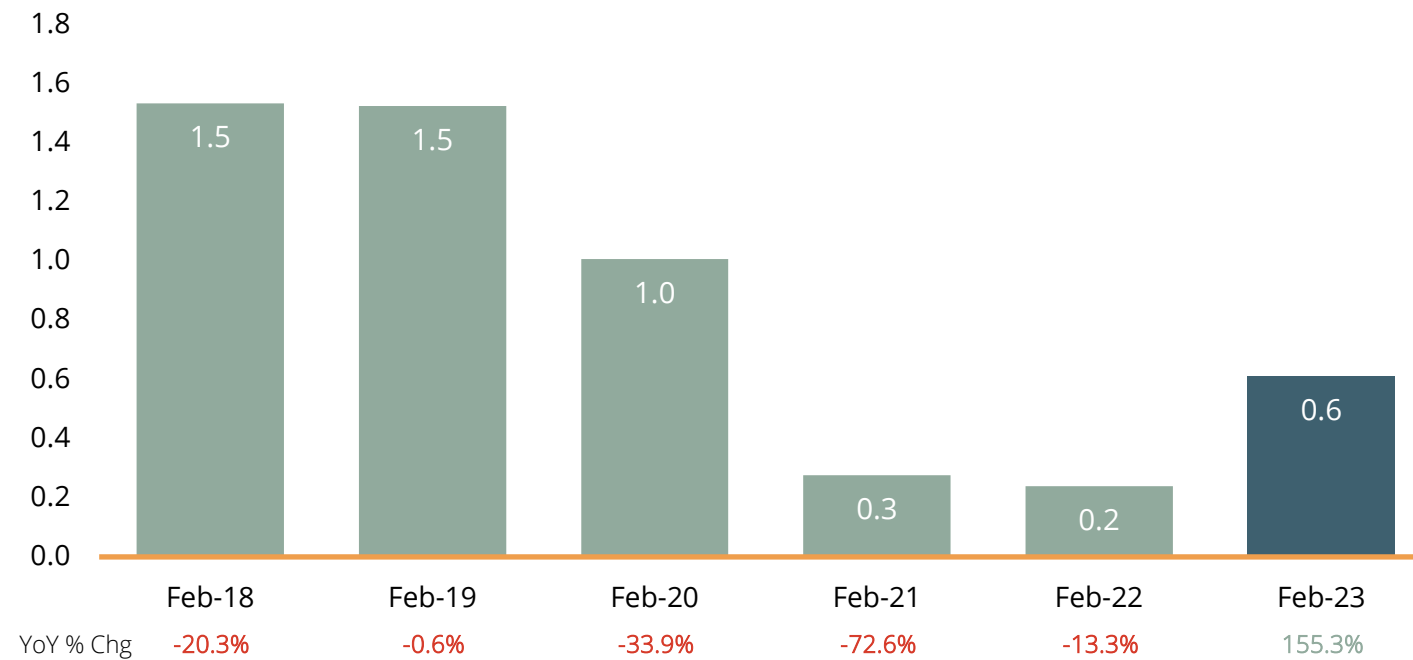
% Change in Active Listings
Feb-22 to Feb-23



Months Supply



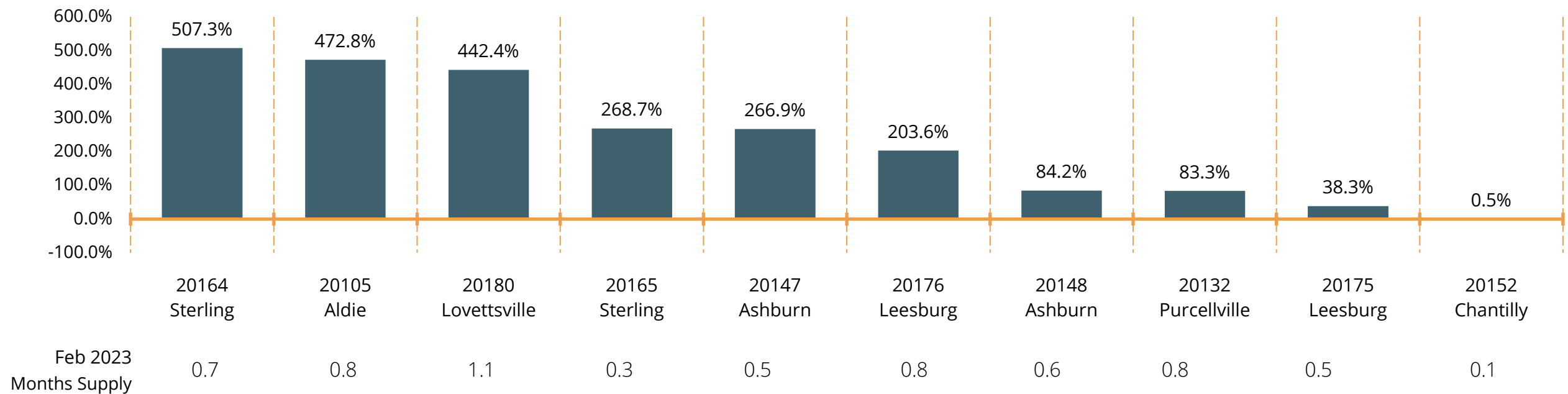
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
		YoY Chg		YoY Chg
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%
Jan-23	0.7	194.9%	0.6	167.8%
Feb-23	0.7	179.2%	0.5	130.3%
12-month Avg	0.9	100.9%	0.8	63.7%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-22	Feb-23	% chg	Feb-22	Feb-23	% chg	Feb-22	Feb-23	% chg	Feb-22	Feb-23	% chg	Feb-22	Feb-23	% chg
Loudoun County	587	405	-31.0%	368	281	-23.6%	\$628,306	\$630,000	0.3%	167	301	80.2%	0.2	0.6	155.3%
20105	62	36	-41.9%	33	23	-30.3%	\$935,000	\$700,000	-25.1%	8	33	312.5%	0.1	0.8	472.8%
20132	23	13	-43.5%	11	7	-36.4%	\$666,330	\$673,000	1.0%	13	18	38.5%	0.4	0.8	83.3%
20147	85	57	-32.9%	62	42	-32.3%	\$603,450	\$632,500	4.8%	14	36	157.1%	0.1	0.5	266.9%
20148	106	57	-46.2%	63	36	-42.9%	\$693,450	\$762,500	10.0%	39	50	28.2%	0.3	0.6	84.2%
20152	49	23	-53.1%	21	25	19.0%	\$710,000	\$660,000	-7.0%	6	4	-33.3%	0.1	0.1	0.5%
20164	33	56	69.7%	33	35	6.1%	\$516,750	\$500,000	-3.2%	7	31	342.9%	0.1	0.7	507.3%
20165	53	23	-56.6%	27	15	-44.4%	\$580,000	\$600,000	3.4%	4	10	150.0%	0.1	0.3	268.7%
20175	55	44	-20.0%	33	30	-9.1%	\$585,000	\$737,778	26.1%	24	24	0.0%	0.4	0.5	38.3%
20176	61	48	-21.3%	49	44	-10.2%	\$560,000	\$602,500	7.6%	20	45	125.0%	0.2	0.8	203.6%
20180	14	11	-21.4%	6	3	-50.0%	\$590,500	\$662,000	12.1%	3	9	200.0%	0.2	1.1	442.4%



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, Lisa Sturtevant, PhD.

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.