

# DAAR LOUDOUN COUNTY

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



## Key Market Trends: January 2023

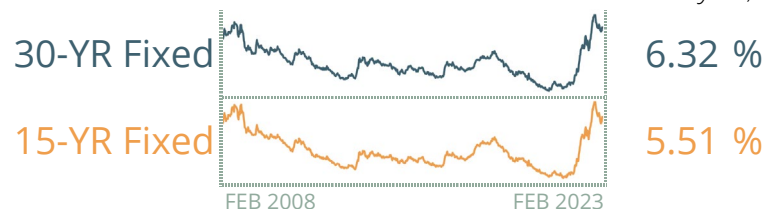
- › **Sales activity continues to slow down in Loudoun County.** There were 196 sales in Loudoun County in January, 97 fewer sales than the previous year, a 33.1% drop. The sharpest decrease in sales occurred in Leesburg zip code 20175 with 17 fewer sales than last January (-48.6%). Ashburn zip code 20148 also had 17 fewer sales (-37.0%) and Sterling zip code 20164 had 15 fewer sales than last January (-53.6%).
- › **In Loudoun County, pending sales activity continued to fall.** There were 303 pending sales this month, 77 fewer pending sales than last year, a 20.3% decrease. The number of pending sales fell the most in Ashburn zip code 20148 with 24 fewer pending sales than a year ago (-38.7%), Leesburg zip code 20175 (-27.3%) and Sterling zip code 20165 (-32.1%).
- › **Home prices in Loudoun County increased this month.** The median price was \$658,457, up 11.6% compared to a year earlier, a gain of \$68,457. The biggest price jumps this month occurred in Aldie zip code 20105 (+132.7%) and Leesburg zip code 20176 (+32.8%). Sale prices decreased in Leesburg zip code 20175 (-26.8%) and Purcellville zip code 20132 (-13.1%).
- › **Active listings continued to grow in Loudoun County.** At the end of January, there were 324 active listings in the county, 163 more listings than a year ago, a jump of 101.2%. The number of active listings increased in all local markets. Listings grew the most in Leesburg zip code 20176 (+215.4%), Sterling zip code 20164 (+328.6%) and Ashburn zip code 20148 (+55.3%).



## DAAR Market Dashboard

YoY Chg	Jan-23	Indicator
▼ -33.1%	196	Sales
▼ -20.3%	303	Pending Sales
▼ -11.1%	391	New Listings
▲ 15.8%	\$665,957	Median List Price
▲ 11.6%	\$658,457	Median Sales Price
▲ 0.7%	\$259	Median Price Per Square Foot
▼ -27.8%	\$148.3	Sold Dollar Volume (in millions)
▼ -2.4%	99.1%	Average Sold/Ask Price Ratio
▲ 141.4%	37	Average Days on Market
▲ 101.2%	324	Active Listings
▲ 182.6%	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.

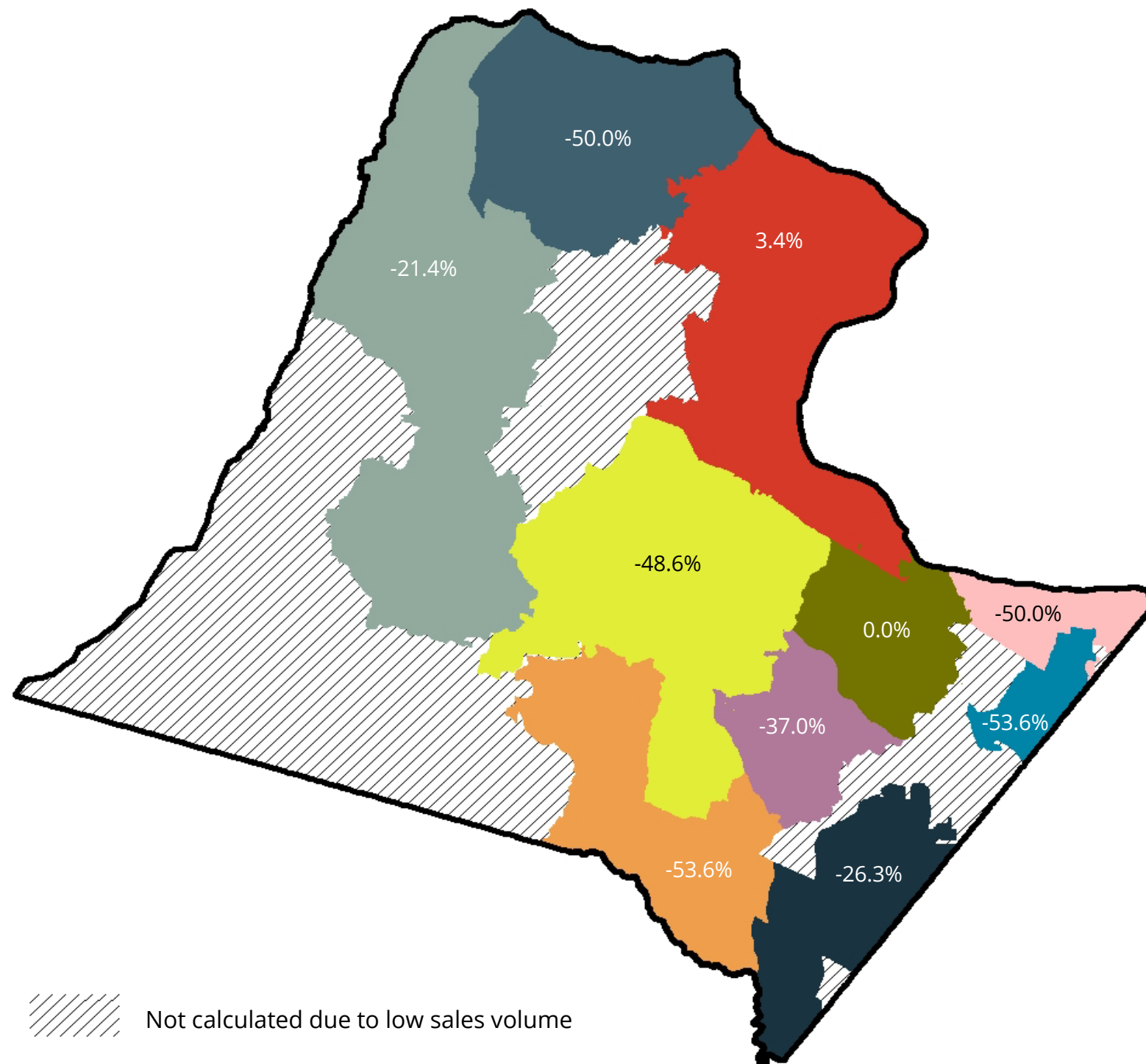
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**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	2-year Trends	Jan-22	Jan-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jan-21		Jan-23				
Sales		293	196	-33.1%	293	196	-33.1%
Pending Sales		380	303	-20.3%	380	303	-20.3%
New Listings		440	391	-11.1%	440	391	-11.1%
Median List Price		\$575,000	\$665,957	15.8%	\$579,000	\$665,957	15.0%
Median Sales Price		\$590,000	\$658,457	11.6%	\$590,000	\$658,457	11.6%
Median Price Per Square Foot		\$258	\$259	0.7%	\$258	\$259	0.7%
Sold Dollar Volume (in millions)		\$205.4	\$148.3	-27.8%	\$205.4	\$148.3	-27.8%
Average Sold/Ask Price Ratio		101.5%	99.1%	-2.4%	101.3%	99.1%	-2.2%
Average Days on Market		15	37	141.4%	15	37	147.9%
Active Listings		161	324	101.2%	n/a	n/a	n/a
Months of Supply		0.2	0.6	182.6%	n/a	n/a	n/a

# Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jan-22	Jan-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jan-21		Jan-23				
Sales		126	85	-32.5%	126	85	-32.5%
Pending Sales		155	133	-14.2%	155	133	-14.2%
New Listings		198	196	-1.0%	198	196	-1.0%
Median List Price		\$850,000	\$890,000	4.7%	\$864,000	\$890,000	3.0%
Median Sales Price		\$878,290	\$880,000	0.2%	\$882,500	\$880,000	-0.3%
Median Price Per Square Foot		\$250	\$245	-2.0%	\$245	\$245	-0.1%
Sold Dollar Volume (in millions)		\$122.7	\$88.1	-28.2%	\$122.7	\$88.1	-28.2%
Average Sold/Ask Price Ratio		101.9%	98.8%	-3.0%	101.8%	98.8%	-3.0%
Average Days on Market		16	40	157.6%	15	40	165.3%
Active Listings		83	178	114.5%	n/a	n/a	n/a
Months of Supply		0.3	0.7	194.9%	n/a	n/a	n/a

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

# Townhome & Condo Market Overview



Key Metrics	2-year Trends	Jan-22	Jan-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jan-21		Jan-23				
Sales		167	111	-33.5%	167	111	-33.5%
Pending Sales		225	170	-24.4%	225	170	-24.4%
New Listings		242	195	-19.4%	242	195	-19.4%
Median List Price		\$480,000	\$509,000	6.0%	\$486,000	\$509,000	4.7%
Median Sales Price		\$485,000	\$513,000	5.8%	\$493,552	\$513,000	3.9%
Median Price Per Square Foot		\$260	\$262	0.8%	\$261	\$262	0.4%
Sold Dollar Volume (in millions)		\$82.7	\$60.2	-27.2%	\$82.7	\$60.2	-27.2%
Average Sold/Ask Price Ratio		101.2%	99.3%	-1.9%	101.0%	99.3%	-1.7%
Average Days on Market		15	35	128.5%	15	35	134.2%
Active Listings		78	146	87.2%	n/a	n/a	n/a
Months of Supply		0.2	0.6	167.8%	n/a	n/a	n/a

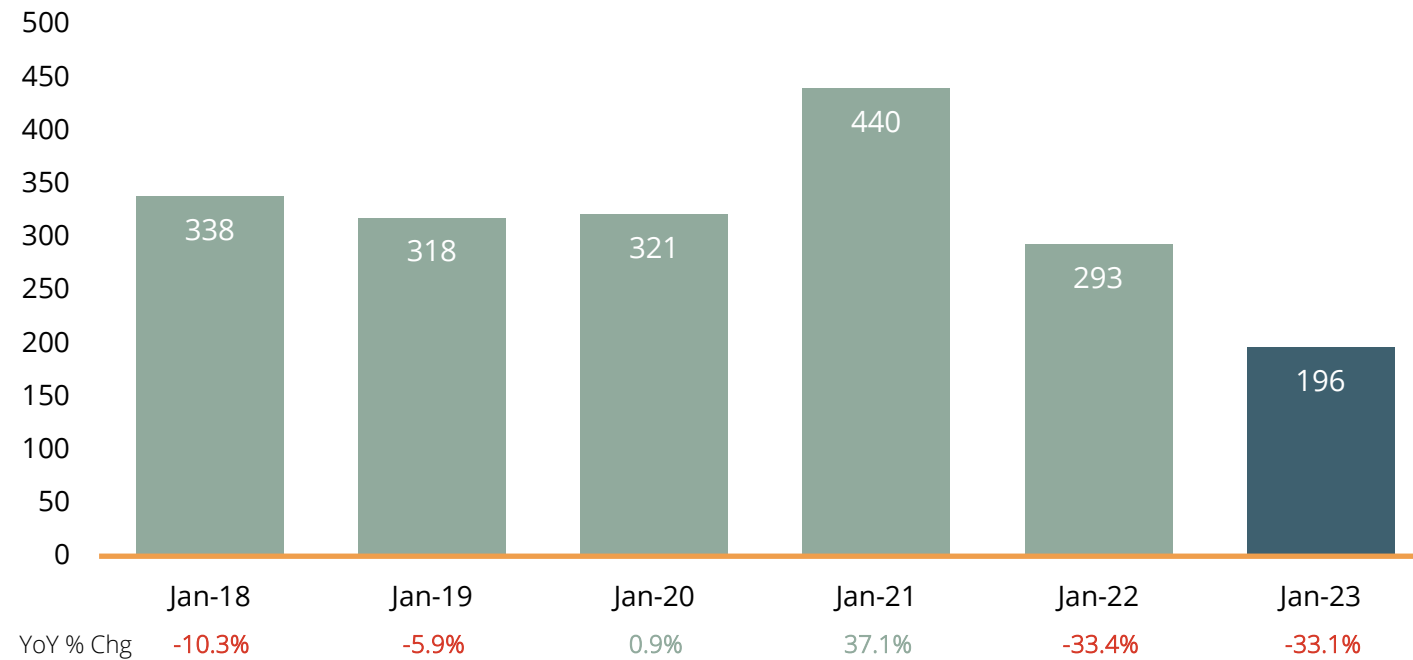
Source: Virginia REALTORS®, data accessed February 15, 2023



# Sales



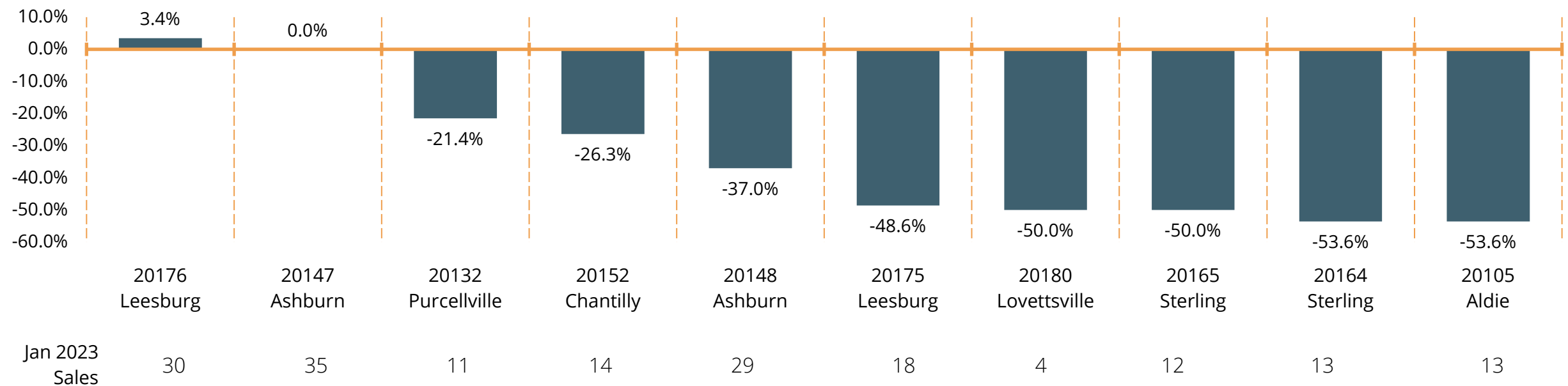
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	85	-32.5%	111	-33.5%
12-month Avg	231	-28.5%	257	-31.3%

## Zip Code

% Change in Sales  
Jan-22 to Jan-23

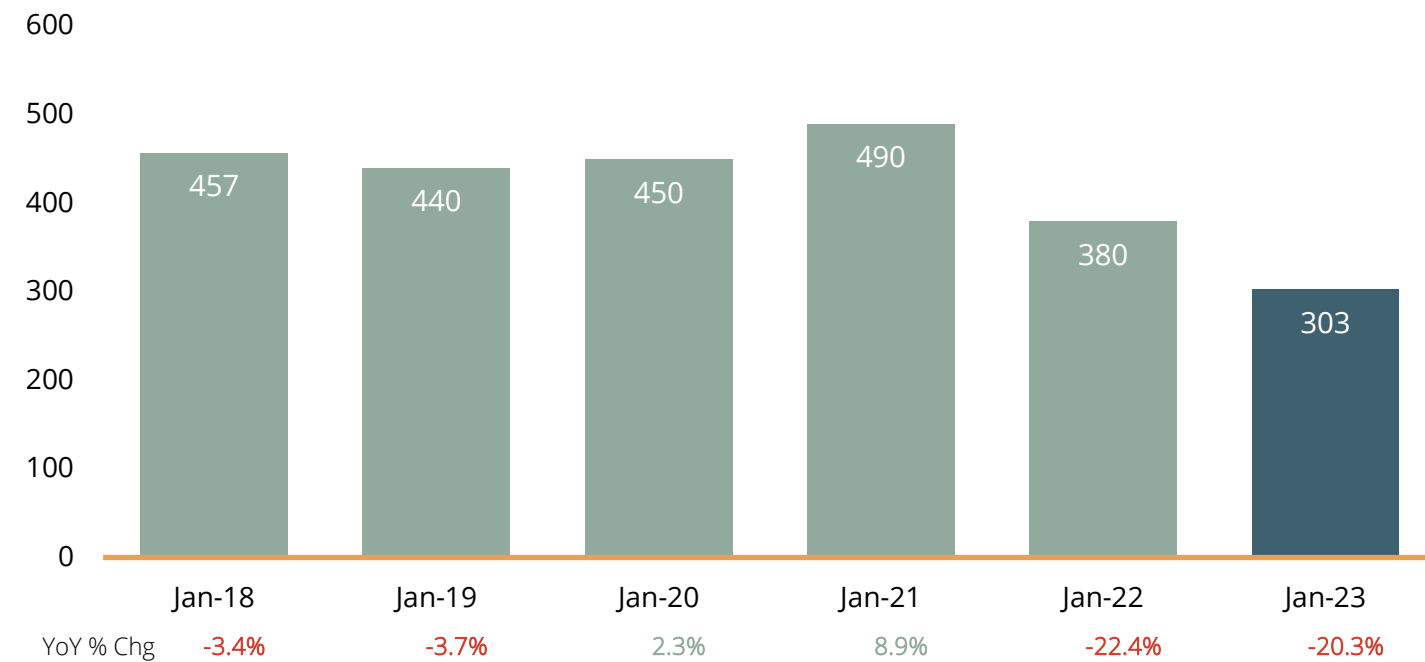




# Pending Sales



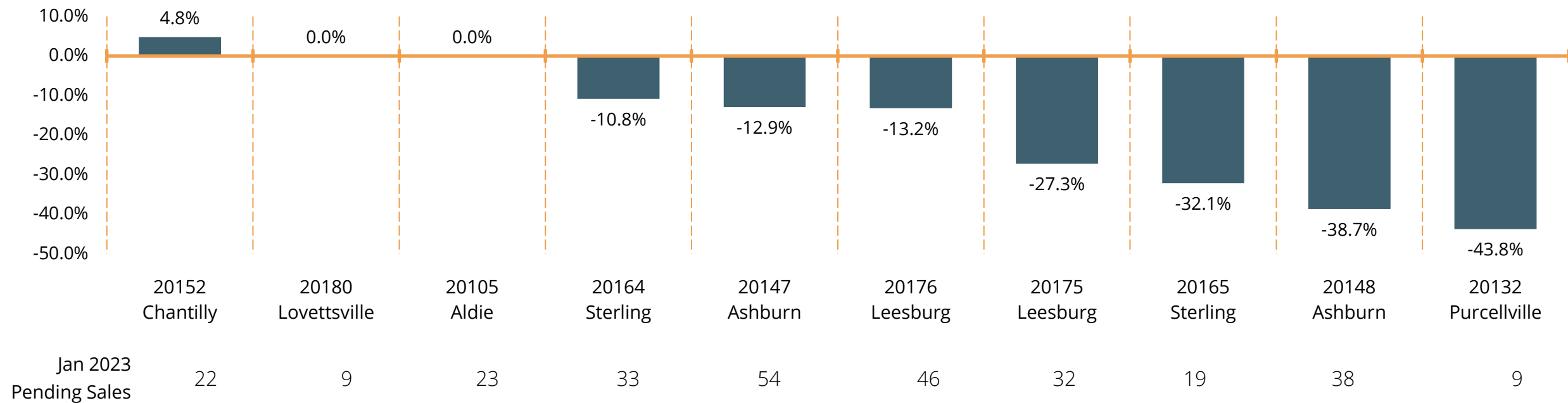
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	133	-14.2%	170	-24.4%
12-month Avg	225	-26.4%	252	-31.3%

## Zip Code

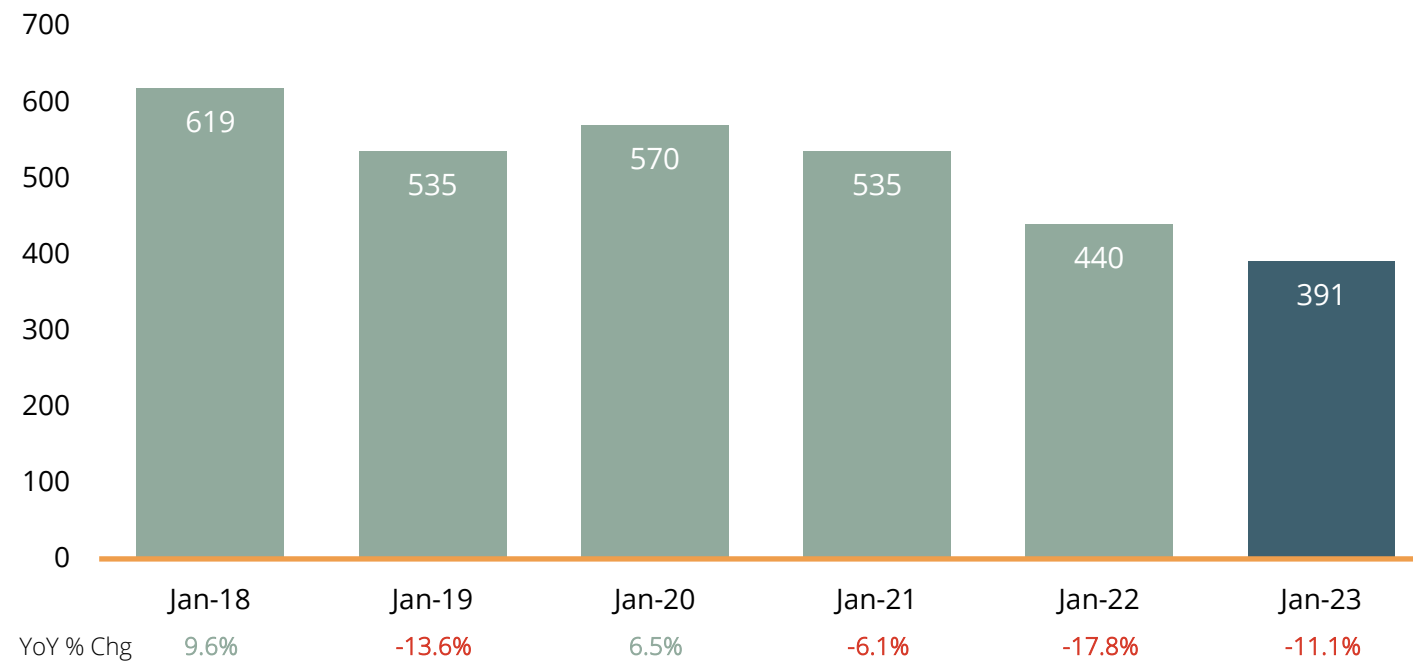
% Change in Pending Sales  
Jan-22 to Jan-23



# New Listings



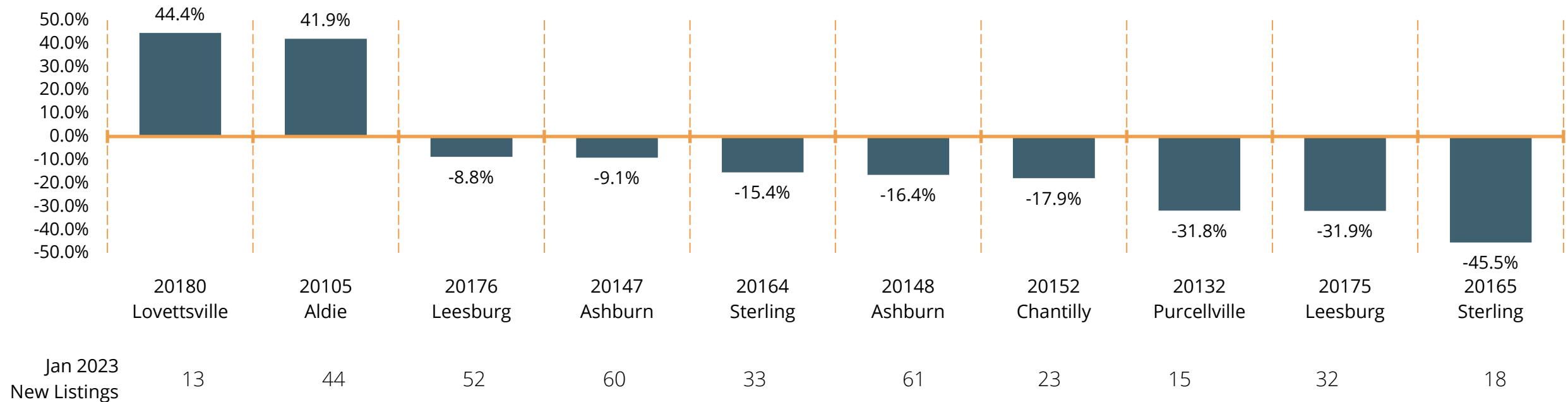
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	196	-1.0%	195	-19.4%
12-month Avg	317	-11.9%	340	-17.6%

## Zip Code

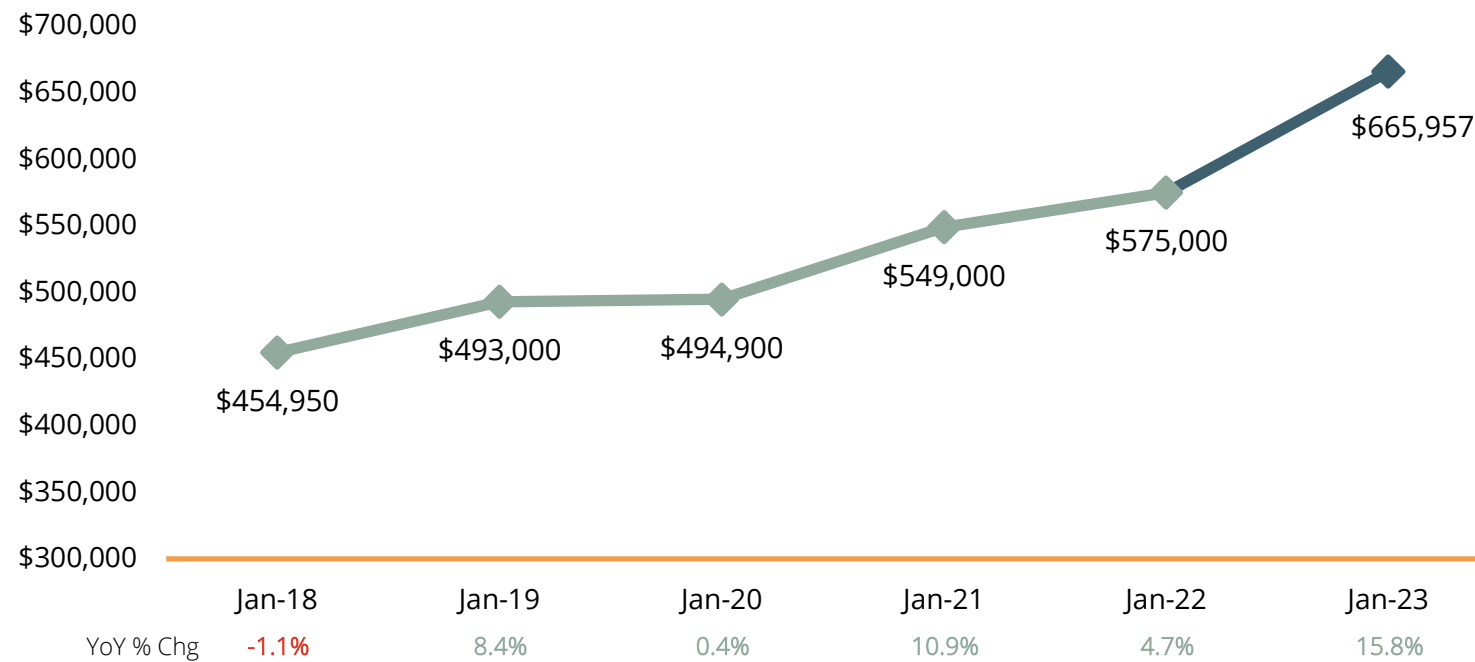
% Change in New Listings  
Jan-22 to Jan-23



# Median List Price



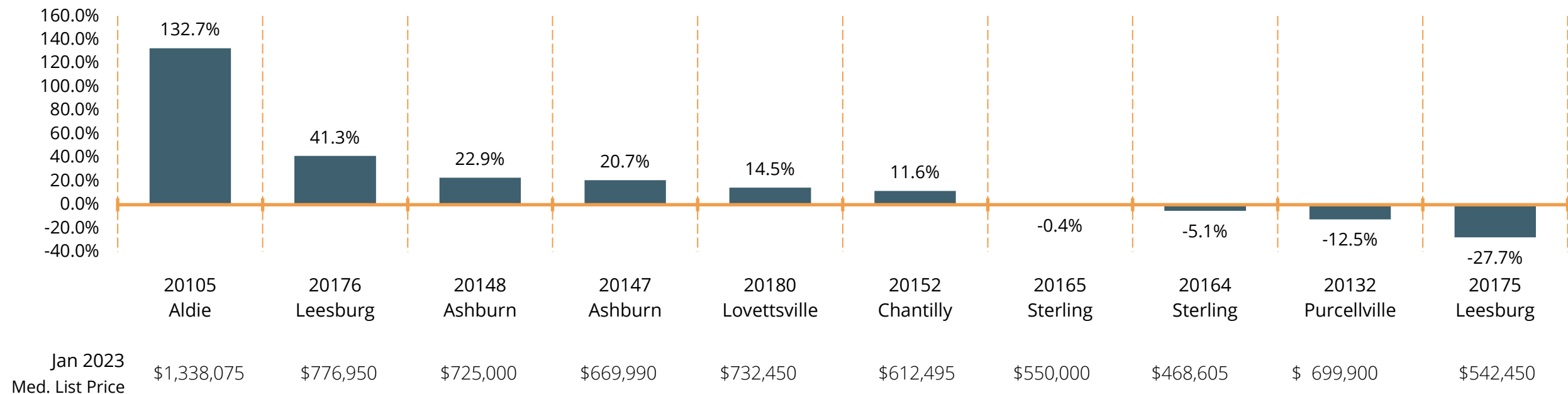
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	\$890,000	4.7%	\$509,000	6.0%
12-month Avg	\$871,482	9.0%	\$536,983	9.7%

## Zip Code

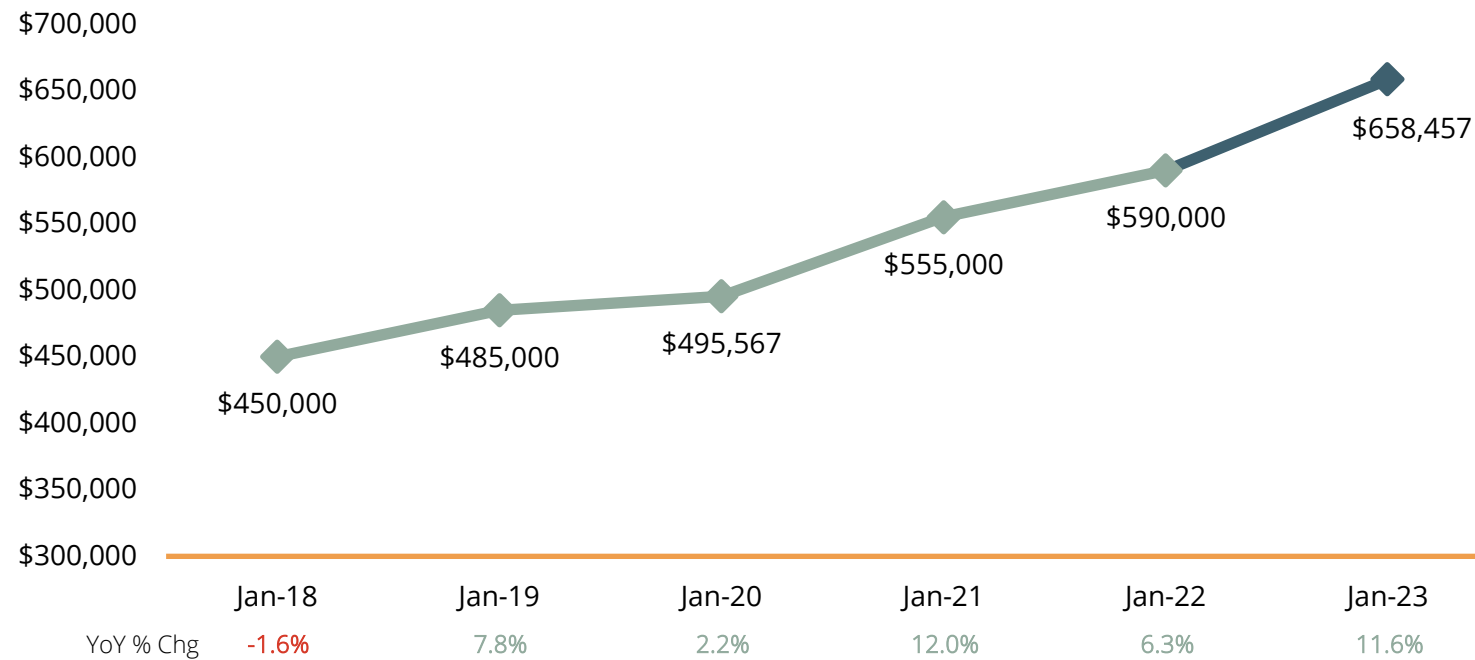
% Change in Median List Price  
Jan-22 to Jan-23



# Median Sales Price



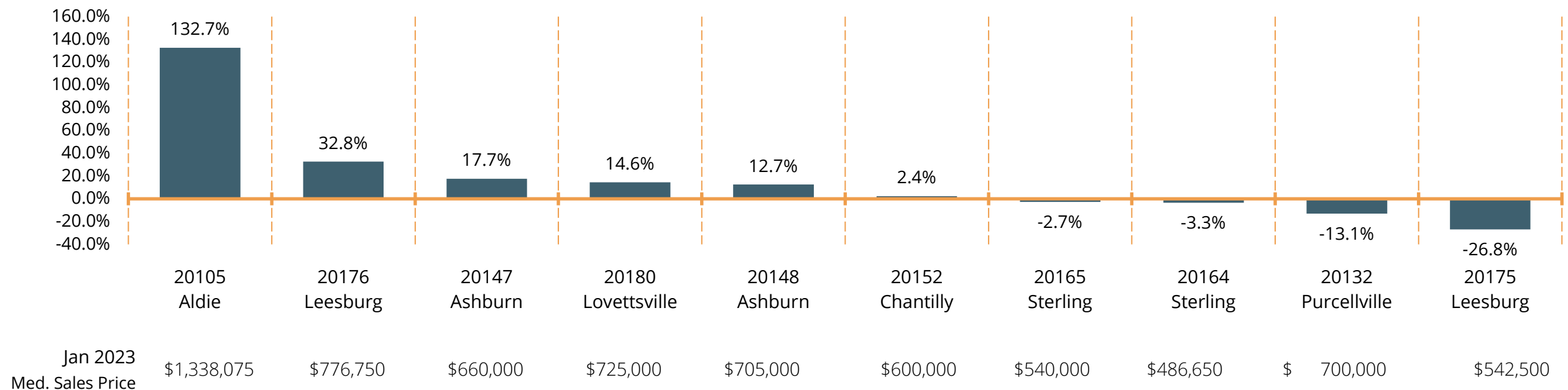
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	\$880,000	0.2%	\$513,000	5.8%
12-month Avg	\$882,454	6.8%	\$544,170	8.6%

## Zip Code

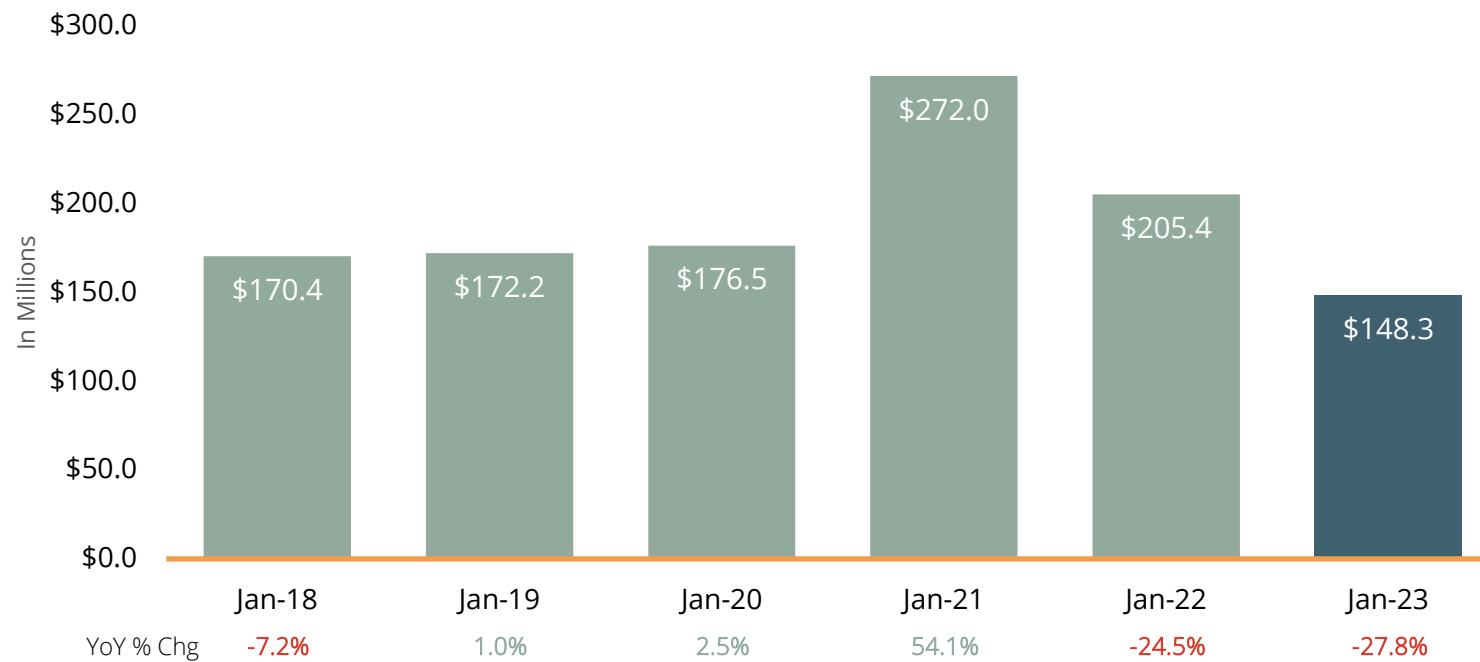
% Change in Median Sales Price  
Jan-22 to Jan-23



# Sold Dollar Volume (in millions)



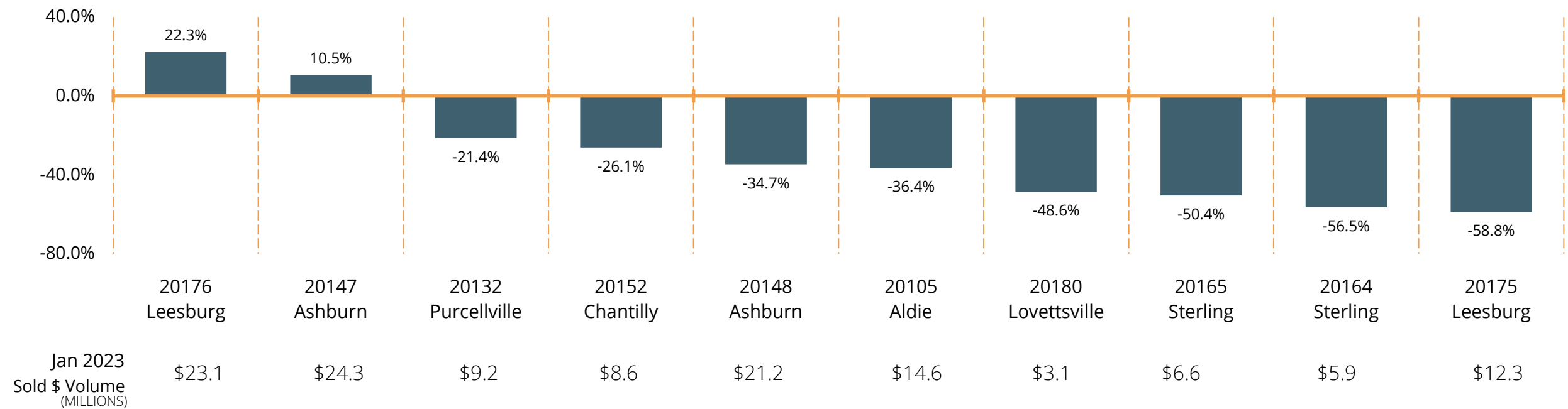
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	\$88.1	-28.2%	\$60.2	-27.2%
12-month Avg	\$223.1	-20.9%	\$144.4	-24.3%

## Zip Code

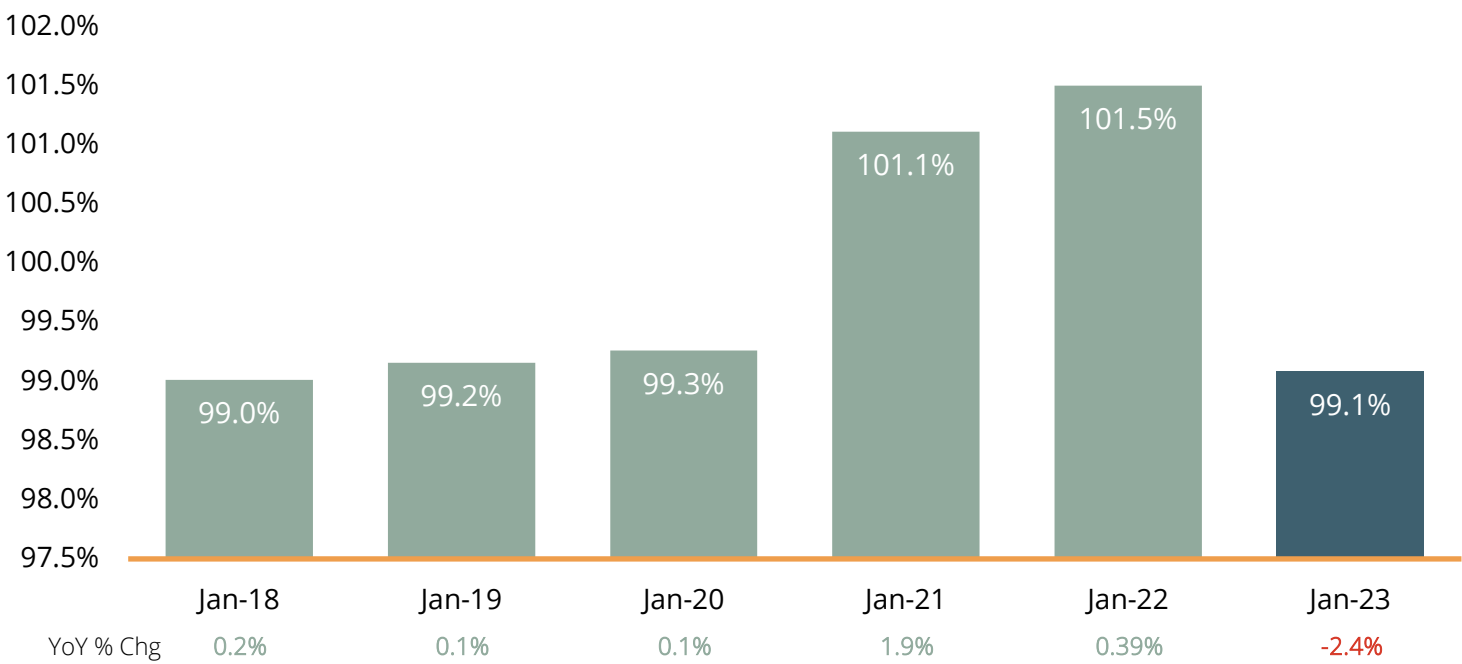
% Change in Sold Dollar Volume  
Jan-22 to Jan-23



# Average Sold to Ask Price Ratio



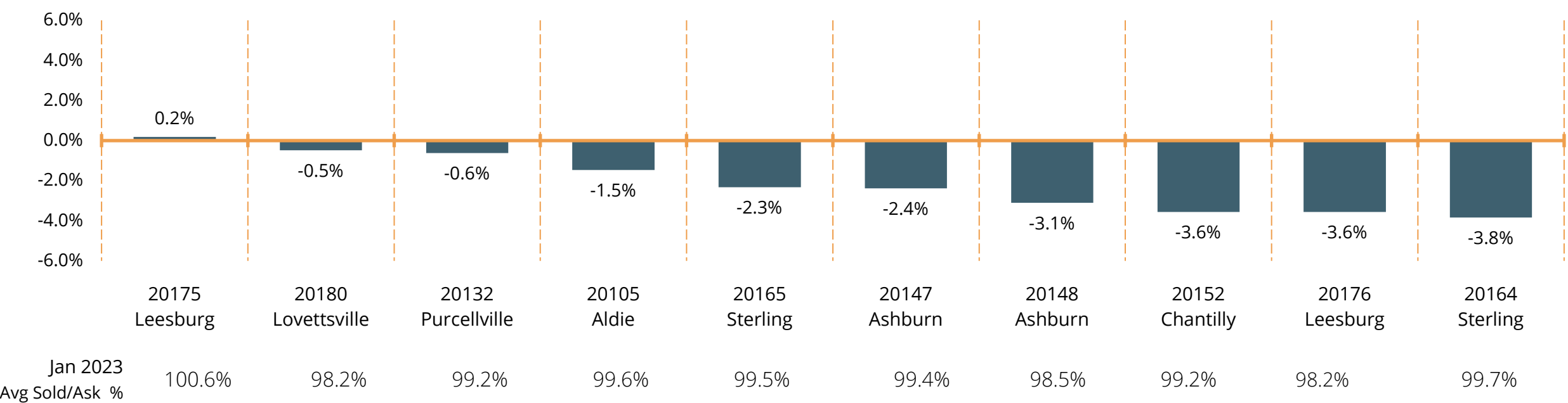
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	98.8%	-3.0%	99.3%	-1.9%
12-month Avg	101.4%	-1.2%	101.1%	-0.7%

## Zip Code

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

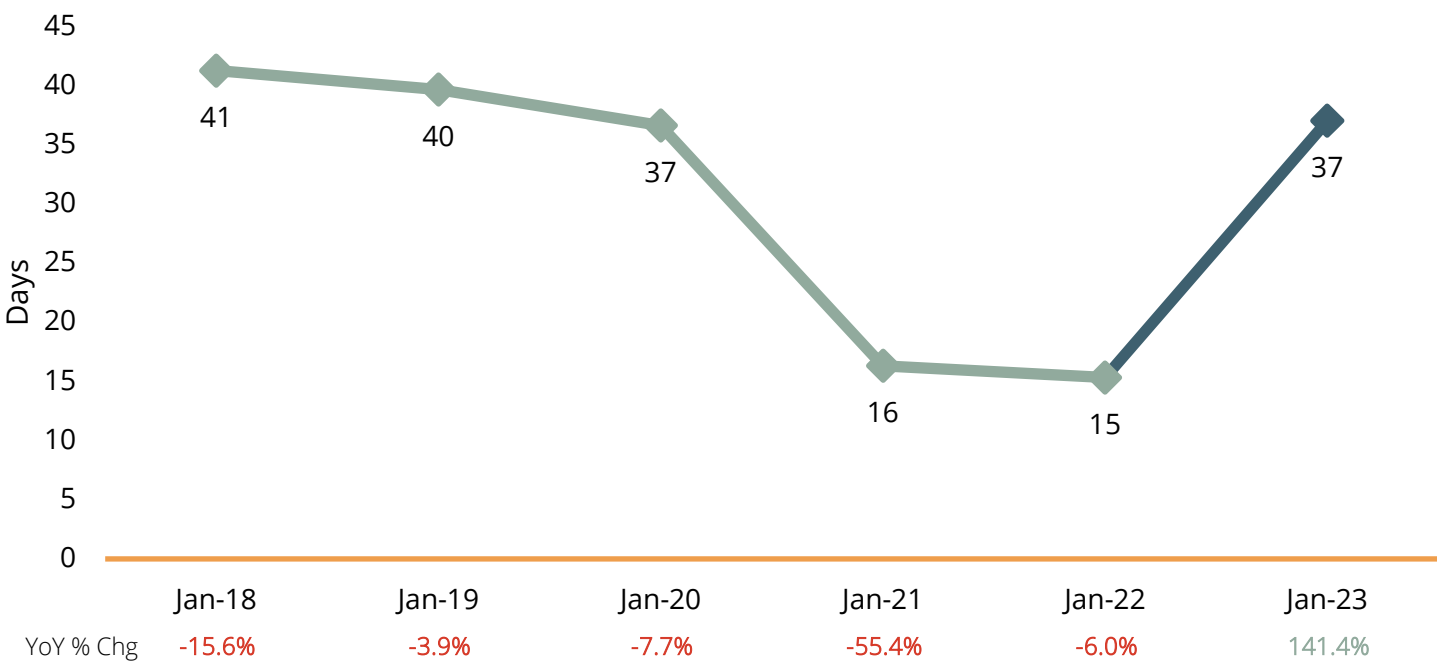


Source: Virginia REALTORS®, data accessed February 15, 2023

# Average Days on Market



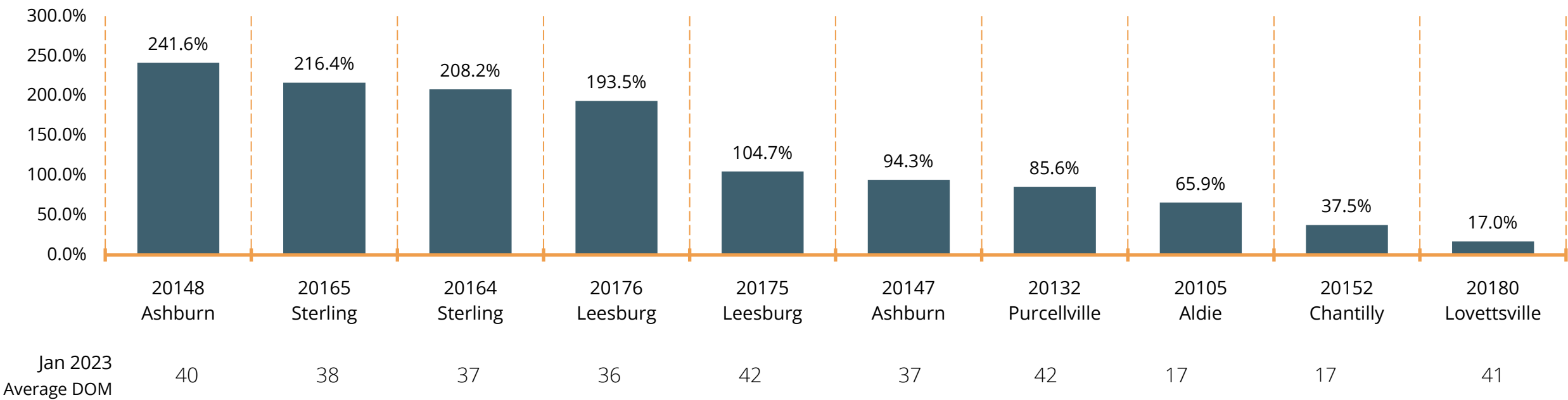
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	40	157.6%	35	128.5%
12-month Avg	19	33.6%	18	55.2%

## Zip Code

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



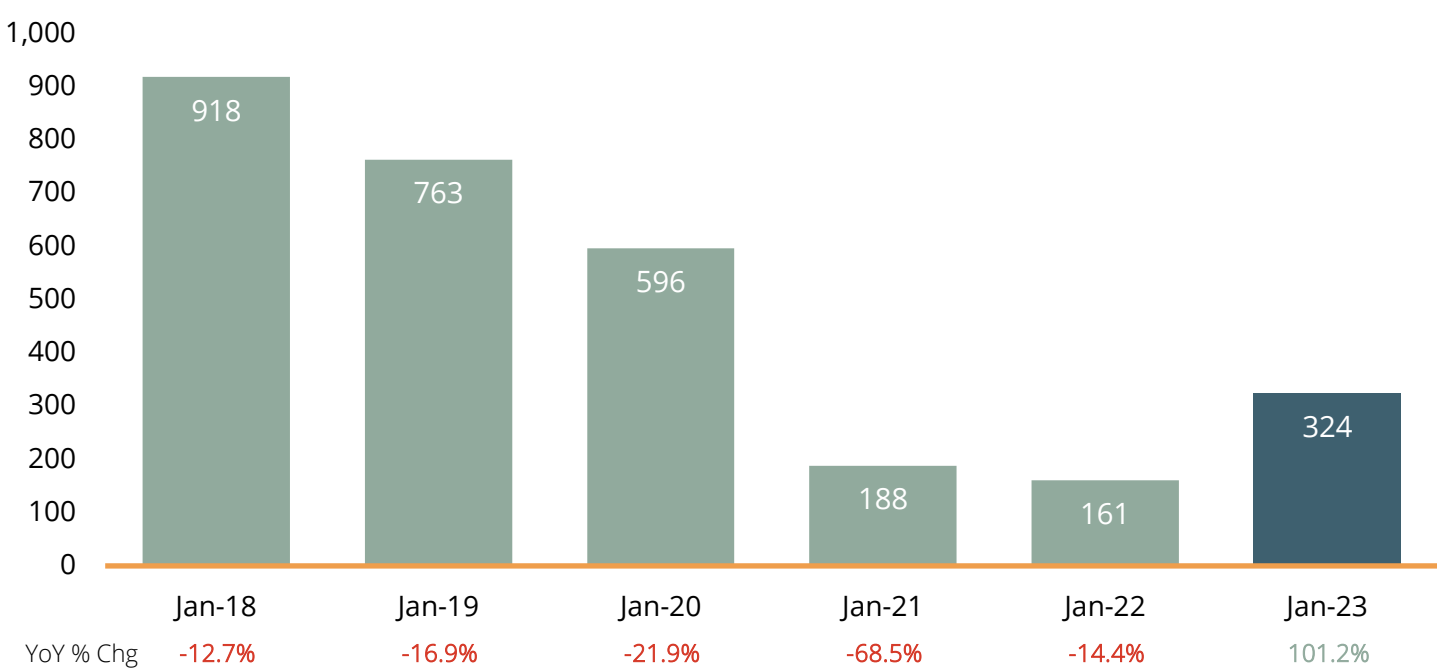
Source: Virginia REALTORS®, data accessed February 15, 2023



# Active Listings



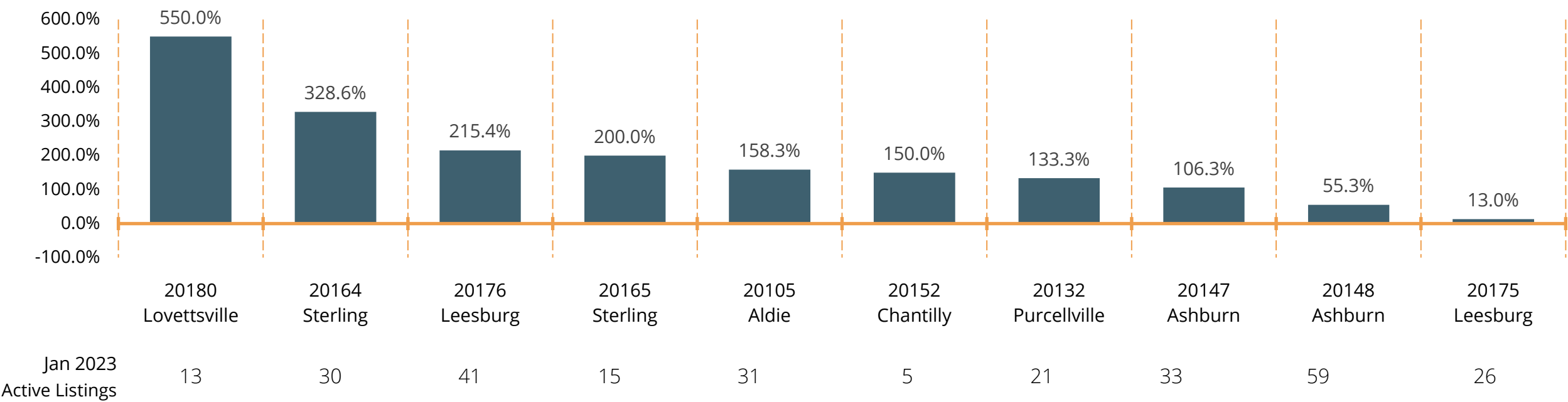
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	178	114.5%	146	87.2%
12-month Avg	249	55.6%	230	29.0%

## Zip Code

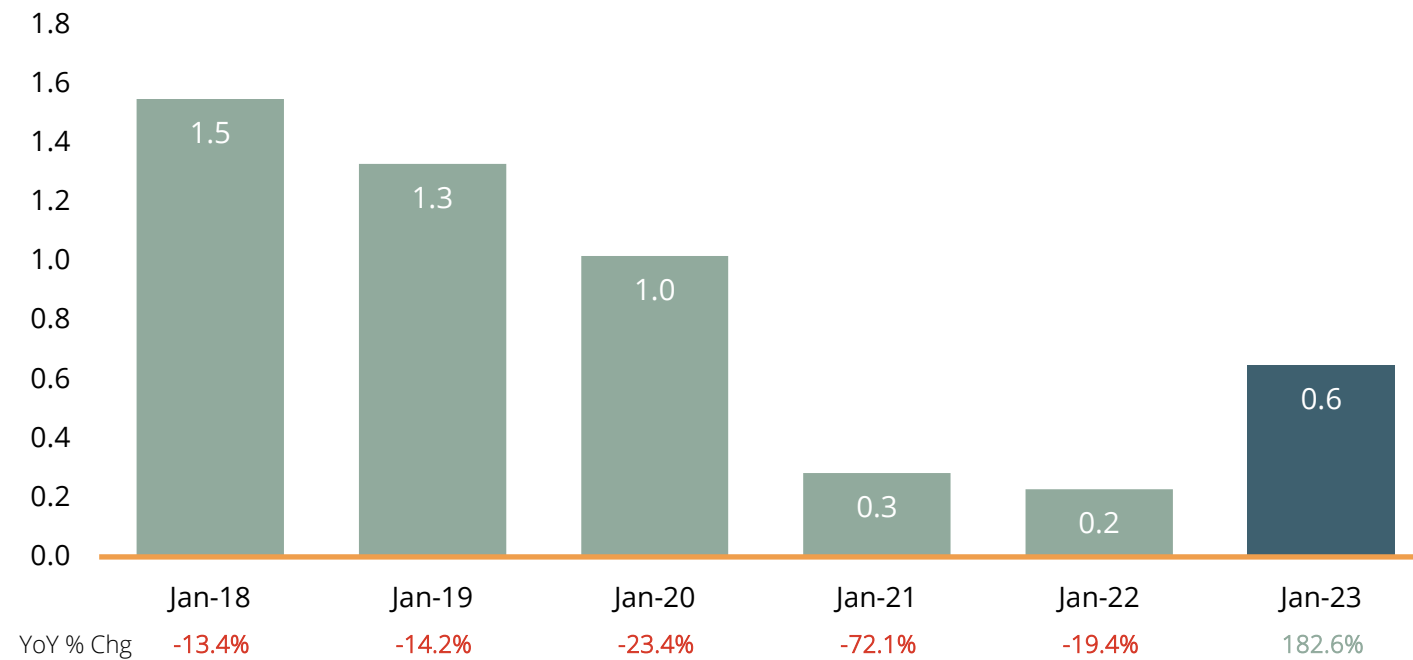
% Change in Active Listings  
Jan-22 to Jan-23



# Months Supply



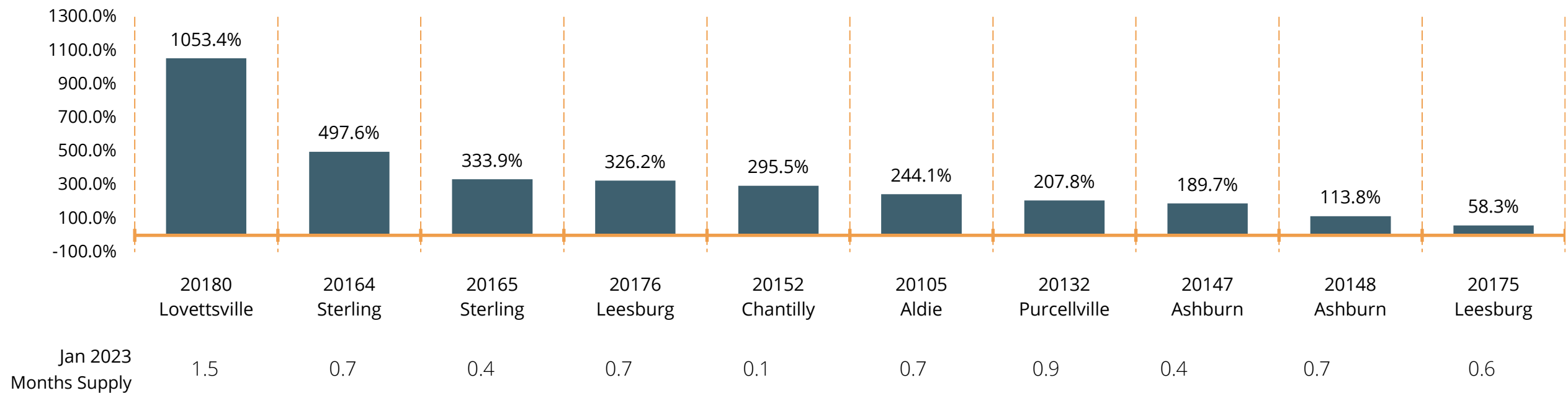
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-23	0.7	194.9%	0.6	167.8%
12-month Avg	0.9	92.1%	0.7	57.0%

## Zip Code

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



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-22	Jan-23	% chg	Jan-22	Jan-23	% chg	Jan-22	Jan-23	% chg	Jan-22	Jan-23	% chg	Jan-22	Jan-23	% chg
Loudoun County	440	391	-11.1%	293	196	-33.1%	\$590,000	\$658,457	11.6%	161	324	101.2%	0.2	0.6	182.6%
20105	31	44	41.9%	28	13	-53.6%	\$575,000	\$1,338,075	132.7%	12	31	158.3%	0.2	0.7	244.1%
20132	22	15	-31.8%	14	11	-21.4%	\$805,250	\$700,000	-13.1%	9	21	133.3%	0.3	0.9	207.8%
20147	66	60	-9.1%	35	35	0.0%	\$560,700	\$660,000	17.7%	16	33	106.3%	0.1	0.4	189.7%
20148	73	61	-16.4%	46	29	-37.0%	\$625,500	\$705,000	12.7%	38	59	55.3%	0.3	0.7	113.8%
20152	28	23	-17.9%	19	14	-26.3%	\$586,000	\$600,000	2.4%	2	5	150.0%	0.0	0.1	295.5%
20164	39	33	-15.4%	28	13	-53.6%	\$503,400	\$486,650	-3.3%	7	30	328.6%	0.1	0.7	497.6%
20165	33	18	-45.5%	24	12	-50.0%	\$555,000	\$540,000	-2.7%	5	15	200.0%	0.1	0.4	333.9%
20175	47	32	-31.9%	35	18	-48.6%	\$741,000	\$542,500	-26.8%	23	26	13.0%	0.4	0.6	58.3%
20176	57	52	-8.8%	29	30	3.4%	\$585,000	\$776,750	32.8%	13	41	215.4%	0.2	0.7	326.2%
20180	9	13	44.4%	8	4	-50.0%	\$632,500	\$725,000	14.6%	2	13	550.0%	0.1	1.5	1053.4%



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, 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.