

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: March 2023

- Sales activity continues to moderate in Loudoun County.** There were 376 sales in the county during the month of March, 203 fewer sales than last year, a 35.1% decrease. The markets where sales declined the most were in Ashburn zip code 20148 with 48 fewer sales (-49.5%) and Leesburg zip code 20176 down 28 sales from a year ago (-42.4%). Sterling zip code 20164 saw sales go up this month with 6 more sales than last March (+18.2%).
- Pending sales activity continues to be sluggish.** In March, there were 461 pending sales across the county, 192 fewer pending sales than the previous year, a 29.4% drop off. Ashburn zip code 20148 had 29 fewer pending sales (-28.2%) and Chantilly zip code 20152 was down 24 pending sales from the year prior (-46.2%). Lovettsville zip code 20180 was the only local market in the county to have an uptick in pending sales this month (+50.0%), 6 additional pending sales compared to last March.
- Home prices continue to climb in most local market in the county.** The countywide median sales price in March was \$720,000, up 5.9% from a year ago, an increase of \$40,000. Median prices saw the biggest growth in Aldie zip code 20105 up \$215,000 (+29.5%) and in Leesburg zip code 20176 with a gain of \$187,500 from last year (+31.4%). The biggest price drops happened in Purcellville zip code 20132 (-11.3%) and Sterling zip code 20165 (-5.3%).
- The number of active listings is building up in Loudoun County even as fewer new listings are coming on the market.** In the Loudoun County housing market, there were 355 active listings at the end of March, 98 more listings than a year ago, a 38.1% increase. Ashburn zip code 20147 experienced the sharpest rise in listings with 29 more listings (+131.8%) followed by Leesburg zip code 20176 with 26 additional listings (+136.8%). There were 627 new listings in March across the county, 211 fewer new listings than this time last year (-25.2%).



DAAR Market Dashboard

YoY Chg	Mar-23	Indicator
▼ -35.1%	376	Sales
▼ -29.4%	461	Pending Sales
▼ -25.2%	627	New Listings
▲ 9.2%	\$710,000	Median List Price
▲ 5.9%	\$720,000	Median Sales Price
▼ -0.7%	\$259	Median Price Per Square Foot
▼ -32.7%	\$293.0	Sold Dollar Volume (in millions)
▼ -3.6%	100.8%	Average Sold/Ask Price Ratio
▲ 147.4%	22	Average Days on Market
▲ 38.1%	355	Active Listings
▲ 101.5%	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.

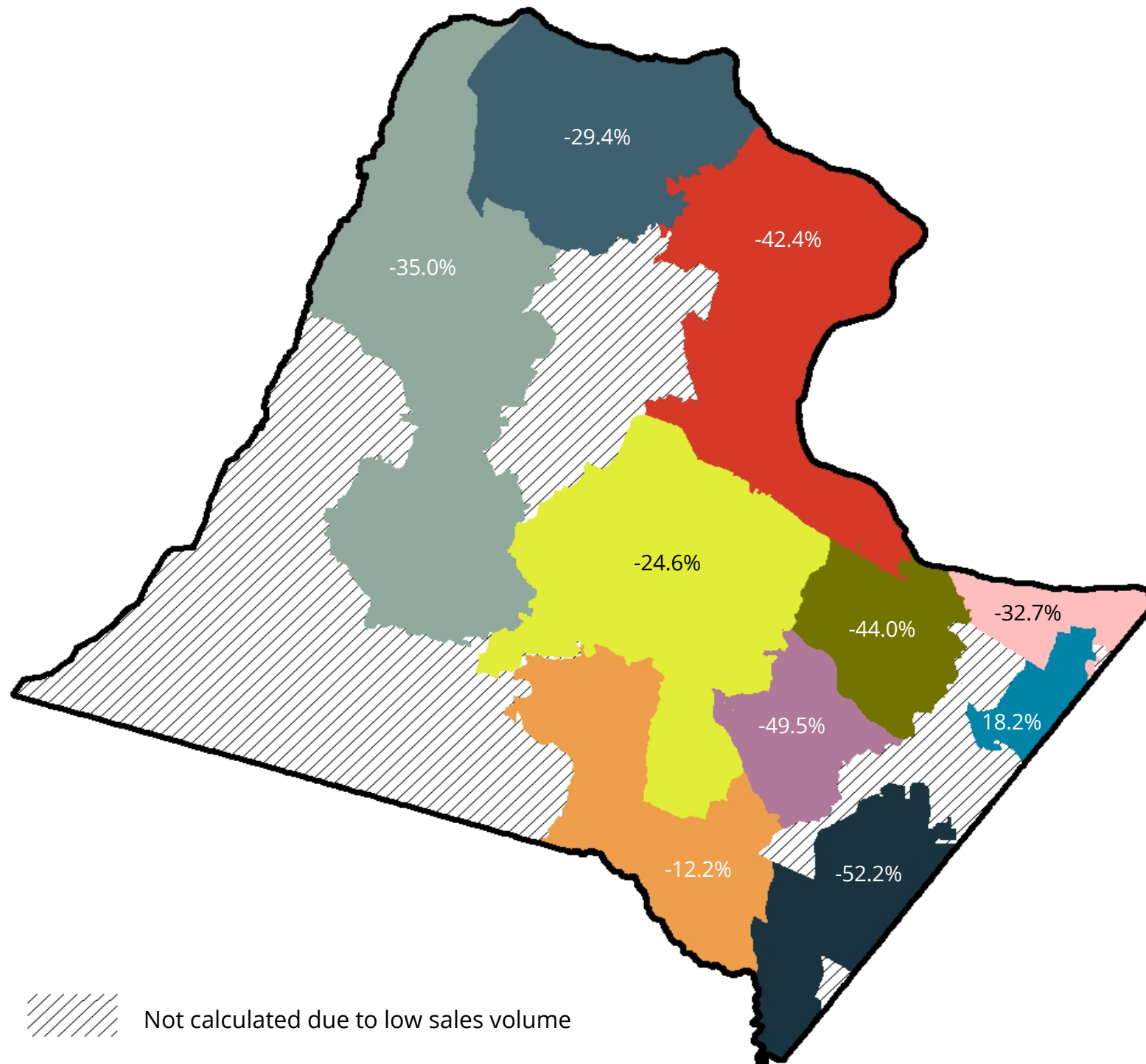
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Mar-22	Mar-23	
20105 Aldie	49	43	-12.2%
20132 Purcellville	20	13	-35.0%
20147 Ashburn	91	51	-44.0%
20148 Ashburn	97	49	-49.5%
20152 Chantilly	46	22	-52.2%
20164 Sterling	33	39	18.2%
20165 Sterling	55	37	-32.7%
20175 Leesburg	61	46	-24.6%
20176 Leesburg	66	38	-42.4%
20180 Lovettsville	17	12	-29.4%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Mar-22	Mar-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Mar-21	Mar-23						
Sales			579	376	-35.1%	1,240	853	-31.2%
Pending Sales			653	461	-29.4%	1,541	1,104	-28.4%
New Listings			838	627	-25.2%	1,865	1,423	-23.7%
Median List Price			\$650,000	\$710,000	9.2%	\$630,000	\$665,000	5.6%
Median Sales Price			\$680,000	\$720,000	5.9%	\$650,000	\$665,000	2.3%
Median Price Per Square Foot			\$261	\$259	-0.7%	\$261	\$261	0.0%
Sold Dollar Volume (in millions)			\$435.5	\$293.0	-32.7%	\$910.6	\$648.9	-28.7%
Average Sold/Ask Price Ratio			104.6%	100.8%	-3.6%	103.2%	100.2%	-3.0%
Average Days on Market			9	22	147.4%	12	29	135.9%
Active Listings			257	355	38.1%	n/a	n/a	n/a
Months of Supply			0.4	0.7	101.5%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Mar-22	Mar-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Mar-21	Mar-23						
Sales			277	190	-31.4%	558	396	-29.0%
Pending Sales			323	236	-26.9%	731	528	-27.8%
New Listings			421	343	-18.5%	905	731	-19.2%
Median List Price			\$875,000	\$919,000	5.0%	\$860,000	\$898,500	4.5%
Median Sales Price			\$915,000	\$926,250	1.2%	\$907,000	\$897,000	-1.1%
Median Price Per Square Foot			\$246	\$247	0.4%	\$248	\$250	0.8%
Sold Dollar Volume (in millions)			\$266.9	\$190.0	-28.8%	\$543.8	\$394.3	-27.5%
Average Sold/Ask Price Ratio			104.6%	100.9%	-3.5%	103.5%	100.1%	-3.3%
Average Days on Market			9	23	153.1%	12	31	154.1%
Active Listings			133	207	55.6%	n/a	n/a	n/a
Months of Supply			0.4	0.9	121.5%	n/a	n/a	n/a

Townhome & Condo Market Overview

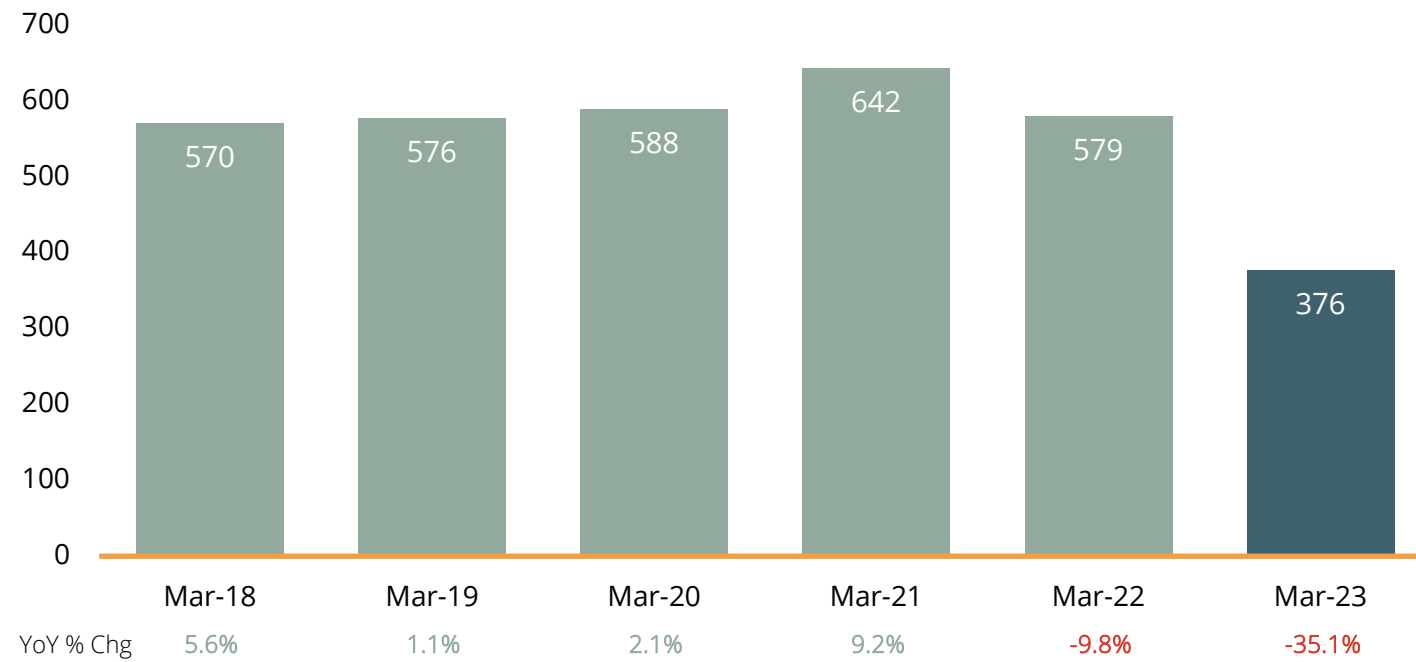


Key Metrics	2-year Trends		Mar-22	Mar-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Mar-21	Mar-23						
Sales			302	186	-38.4%	682	457	-33.0%
Pending Sales			330	225	-31.8%	810	576	-28.9%
New Listings			417	284	-31.9%	960	692	-27.9%
Median List Price			\$517,000	\$522,975	1.2%	\$509,900	\$529,995	3.9%
Median Sales Price			\$553,500	\$524,975	-5.2%	\$529,525	\$535,000	1.0%
Median Price Per Square Foot			\$270	\$273	1.0%	\$268	\$267	-0.2%
Sold Dollar Volume (in millions)			\$168.6	\$103.0	-38.9%	\$366.8	\$254.6	-30.6%
Average Sold/Ask Price Ratio			104.6%	100.6%	-3.7%	103.0%	100.2%	-2.7%
Average Days on Market			8	20	139.1%	12	27	120.2%
Active Listings			124	148	19.4%	n/a	n/a	n/a
Months of Supply			0.3	0.6	77.9%	n/a	n/a	n/a

Sales



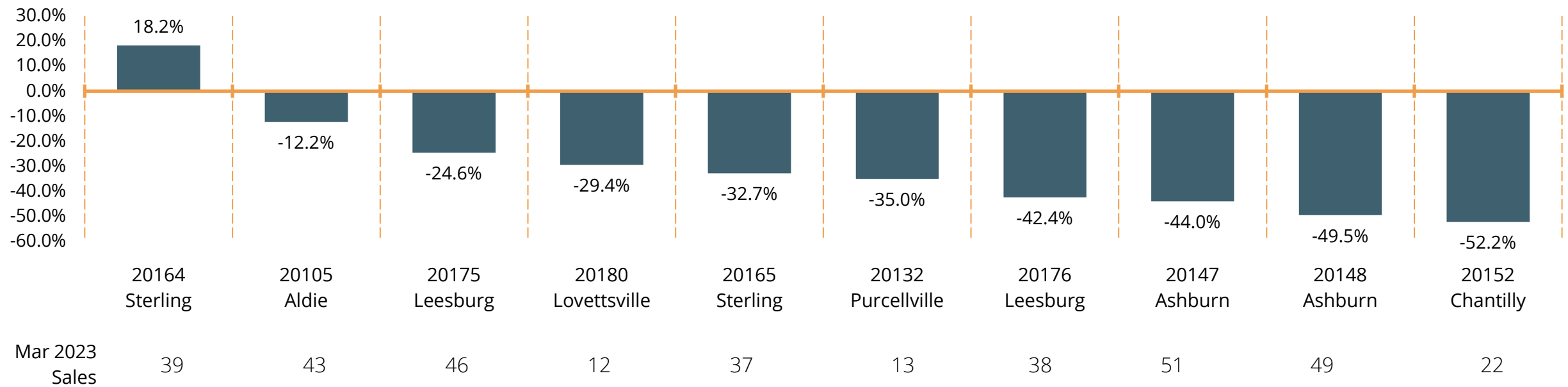
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-23	190	-31.4%	186	-38.4%
12-month Avg	221	-30.5%	243	-33.8%

Zip Code

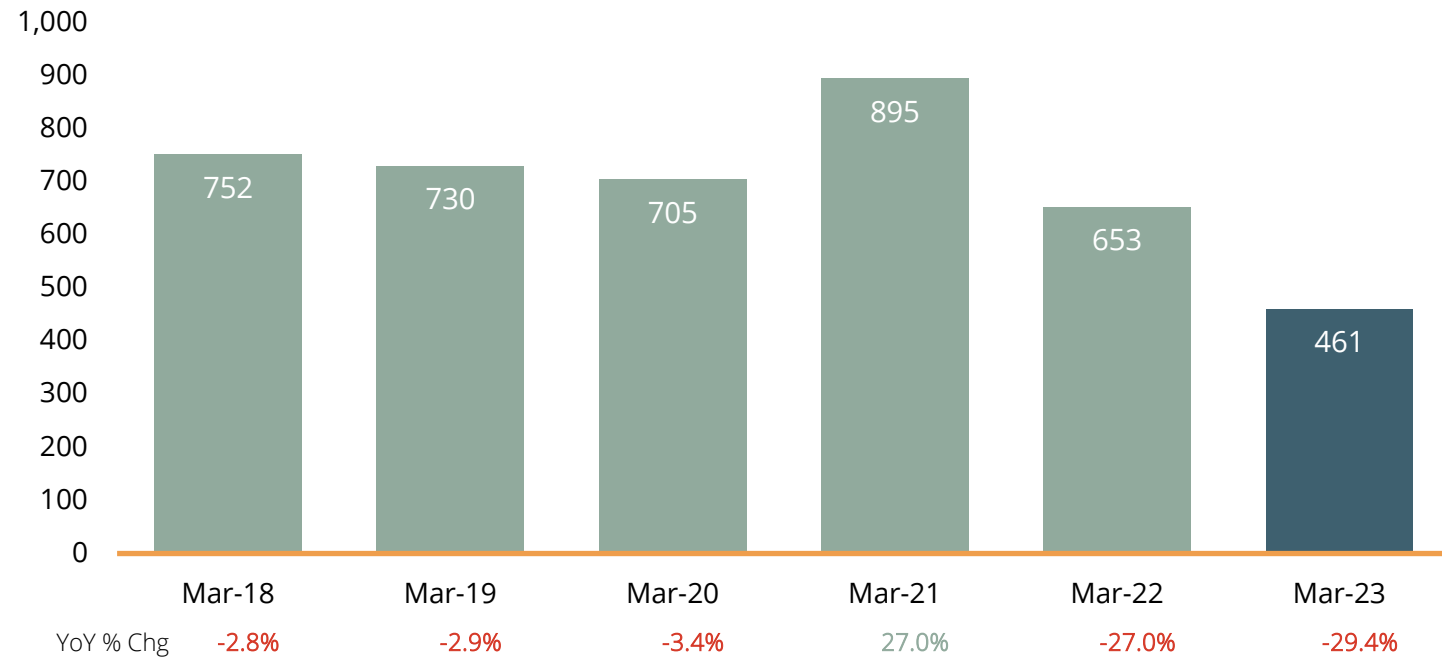
% Change in Sales
Mar-22 to Mar-23



Pending Sales



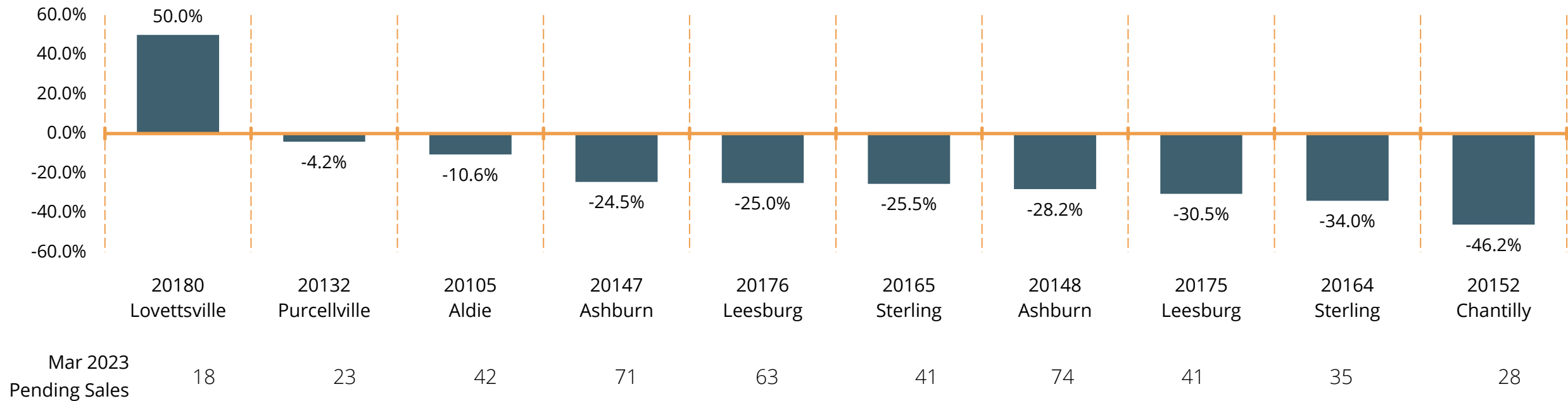
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	236	-26.9%	225	-31.8%
12-month Avg	210	-30.0%	237	-31.9%

Zip Code

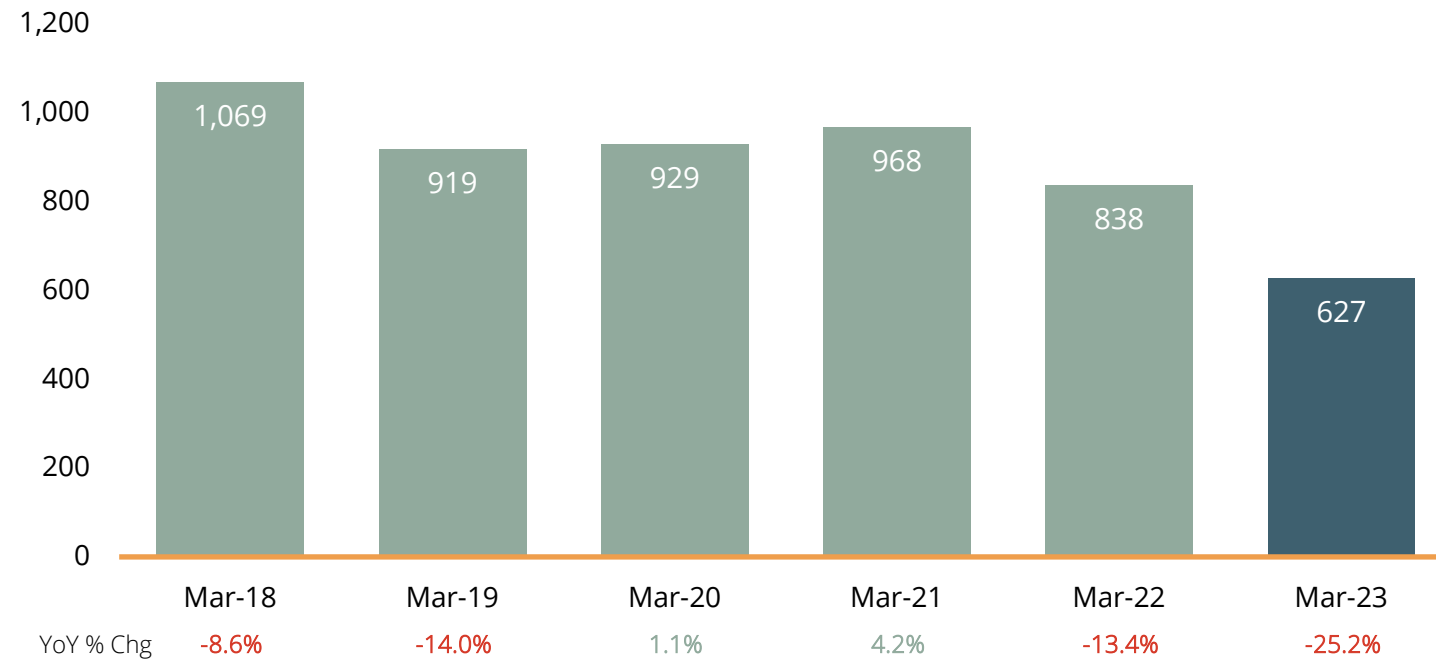
% Change in Pending Sales
Mar-22 to Mar-23



New Listings



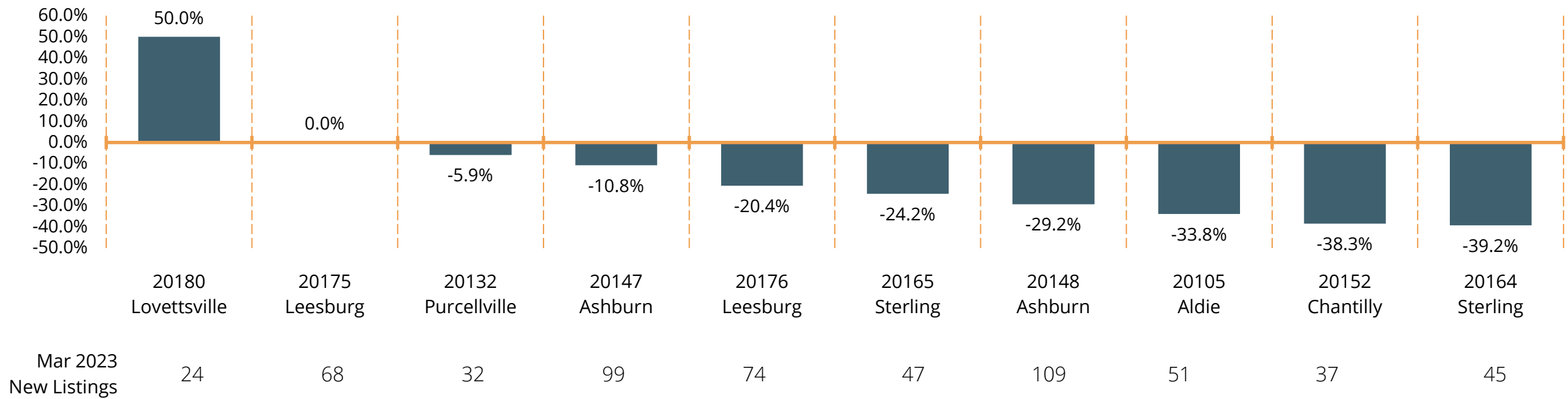
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	343	-18.5%	284	-31.9%
12-month Avg	303	-15.7%	322	-19.8%

Zip Code

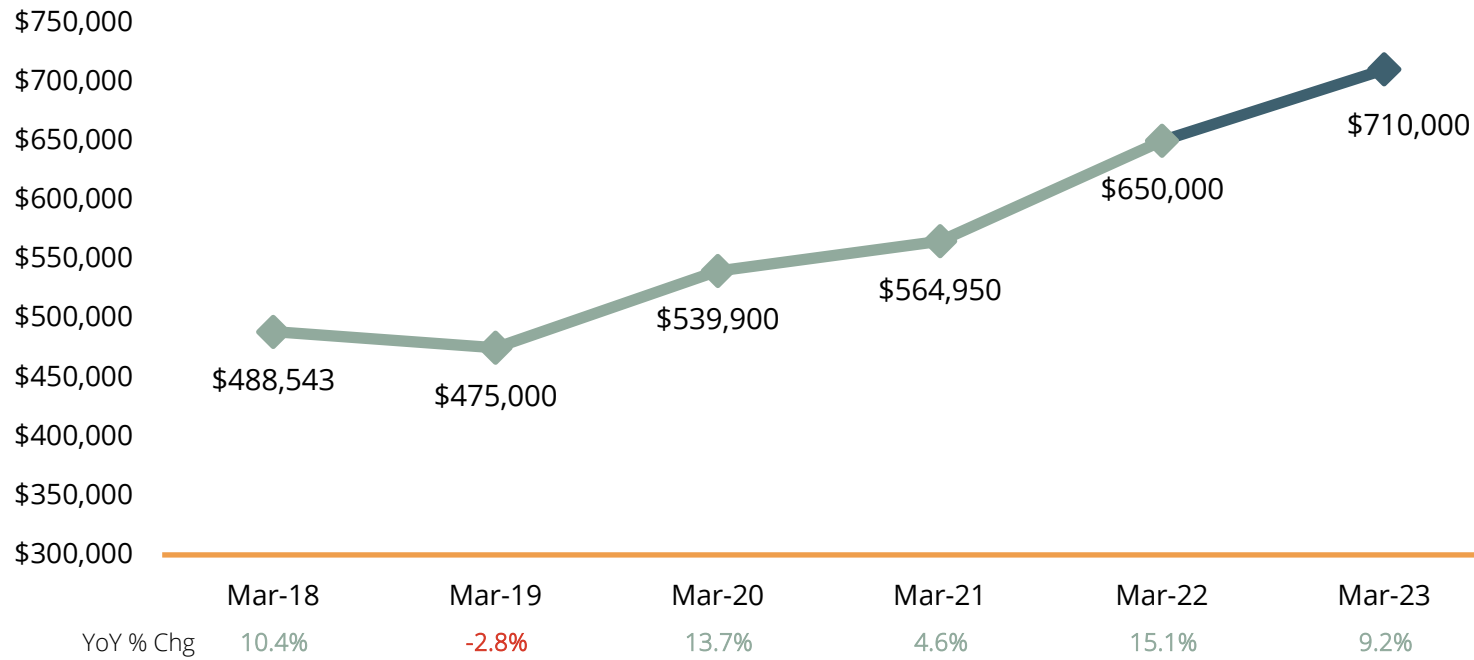
% Change in New Listings
Mar-22 to Mar-23



Median List Price



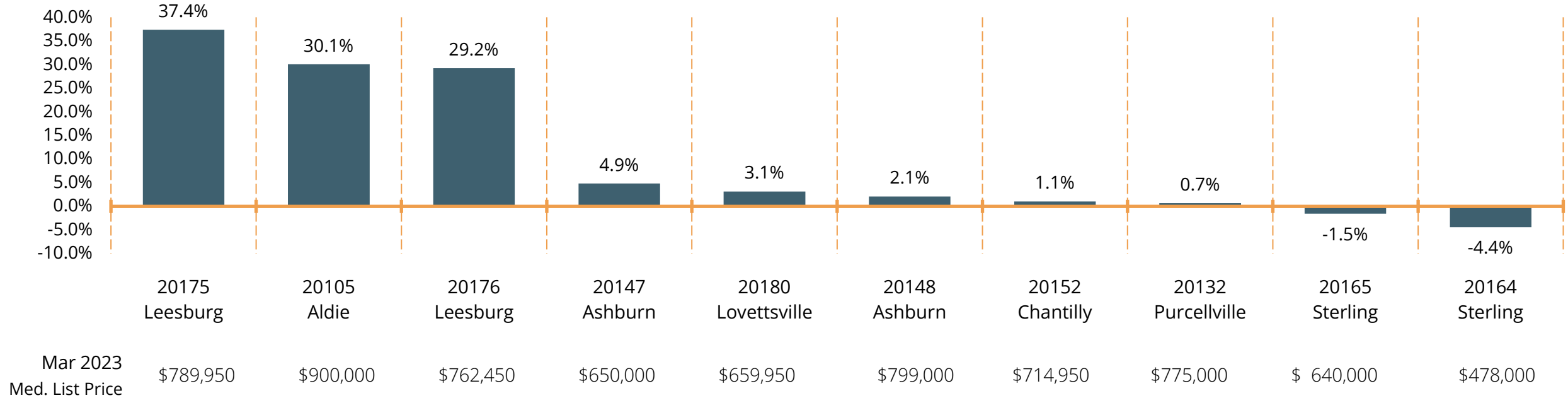
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	\$919,000	5.0%	\$522,975	1.2%
12-month Avg	\$875,991	7.4%	\$541,364	8.8%

Zip Code

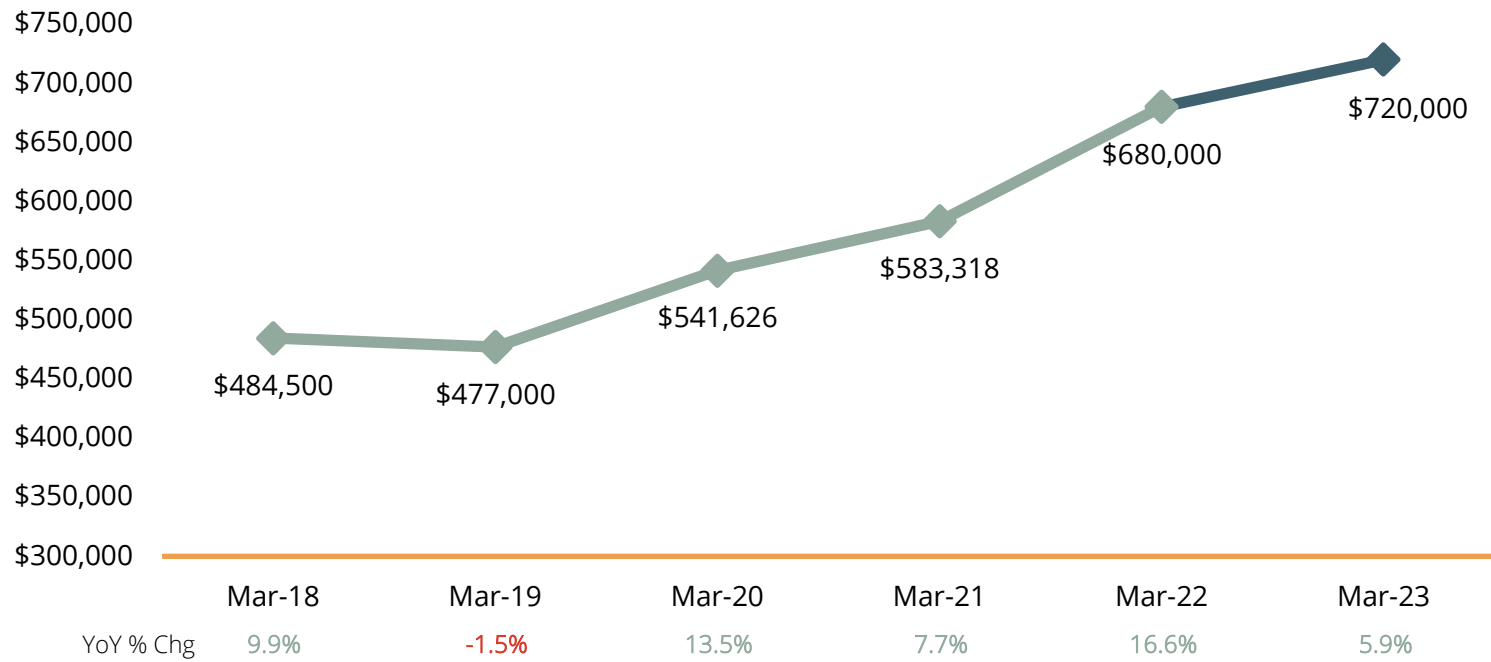
% Change in Median List Price
Mar-22 to Mar-23



Median Sales Price



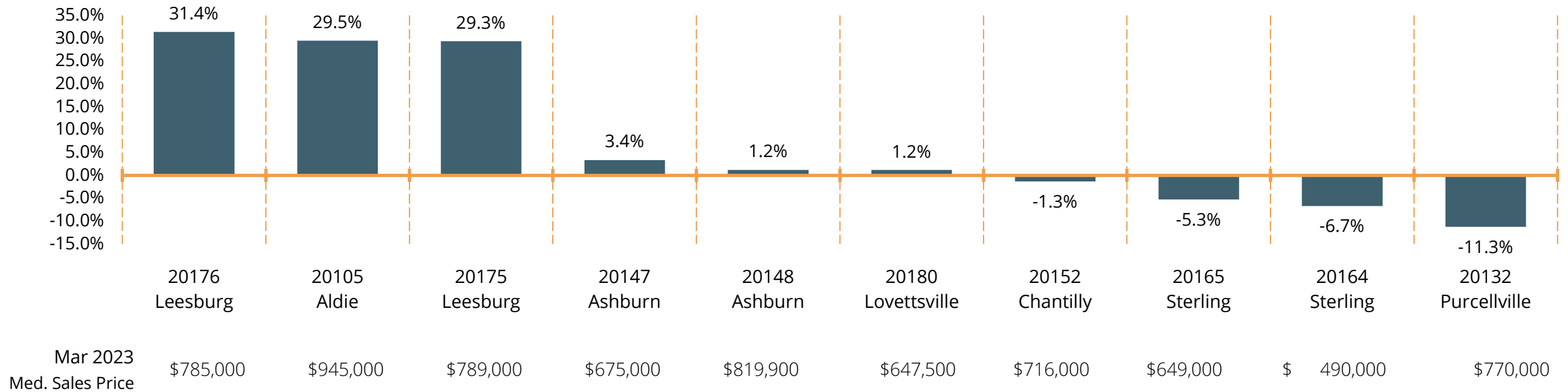
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	\$926,250	1.2%	\$524,975	-5.2%
12-month Avg	\$882,142	4.7%	\$544,243	6.5%

Zip Code

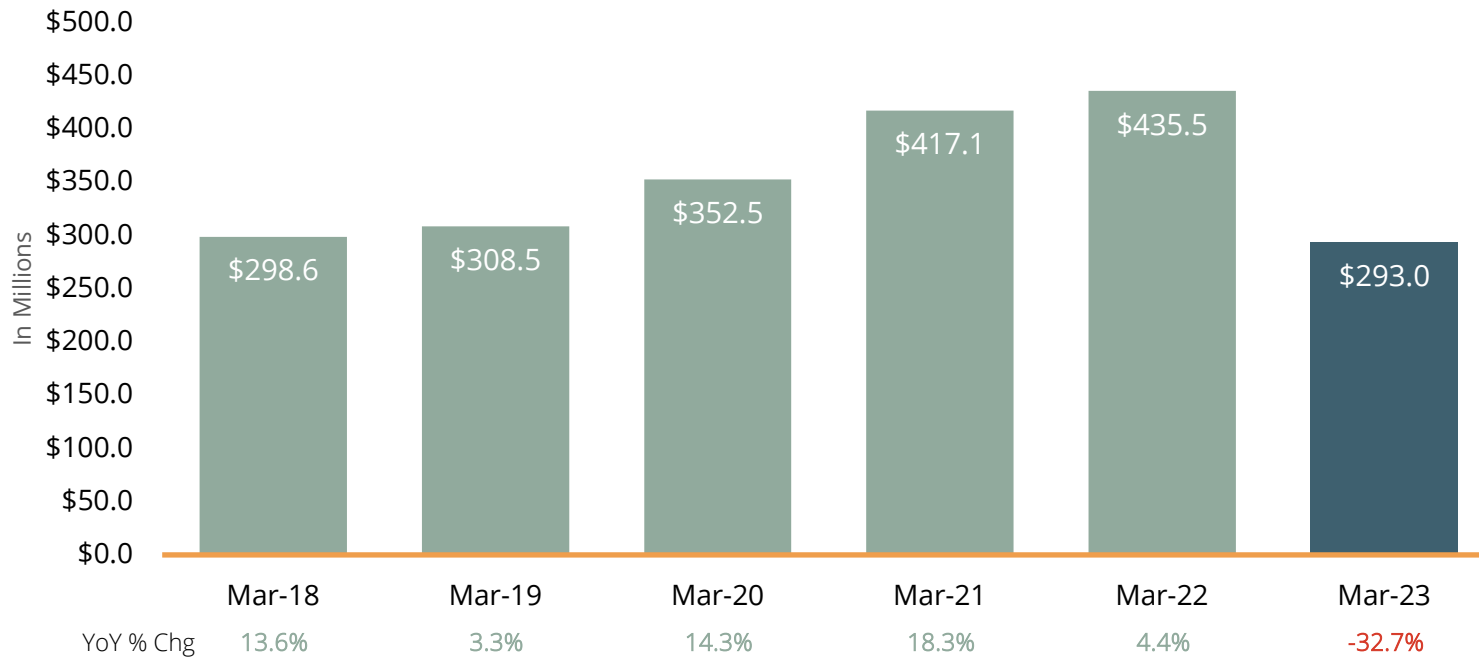
% Change in Median Sales Price
Mar-22 to Mar-23



Sold Dollar Volume (in millions)



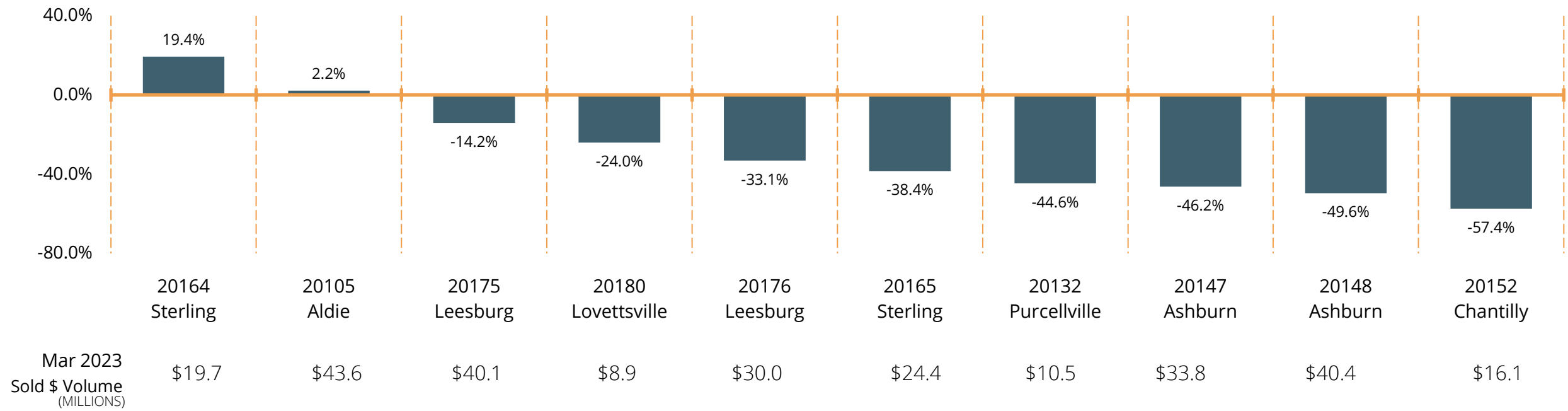
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	\$190.0	-28.8%	\$103.0	-38.9%
12-month Avg	\$213.6	-24.5%	\$136.9	-27.9%

Zip Code

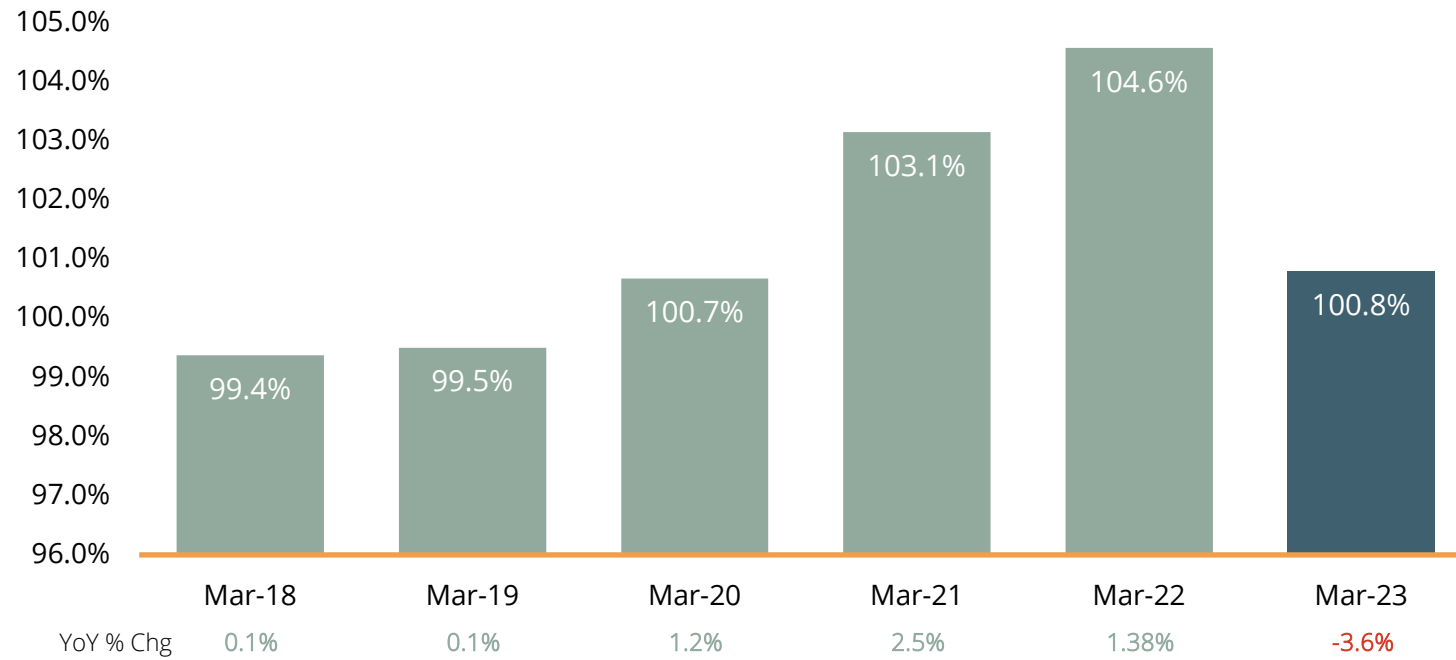
% Change in Sold Dollar Volume
Mar-22 to Mar-23



Average Sold to Ask Price Ratio



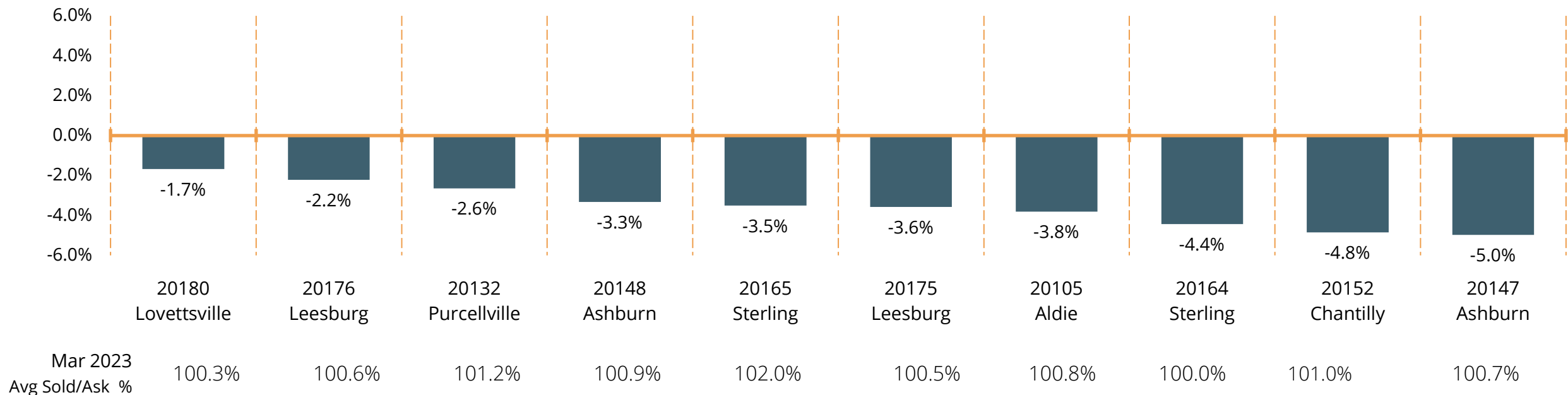
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	100.9%	-3.5%	100.6%	-3.7%
12-month Avg	100.8%	-2.0%	100.6%	-1.4%

Zip Code

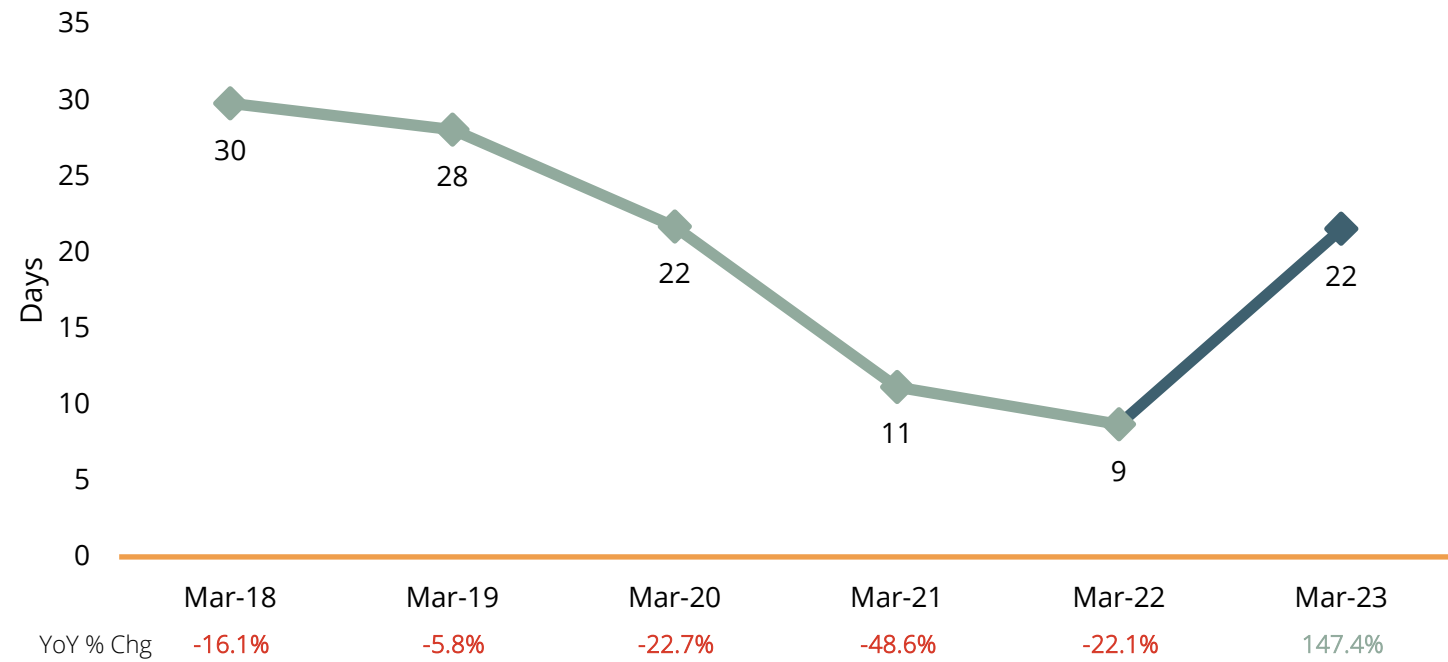
% Change in Average Sold to Ask Price Ratio
Mar-22 to Mar-23



Average Days on Market



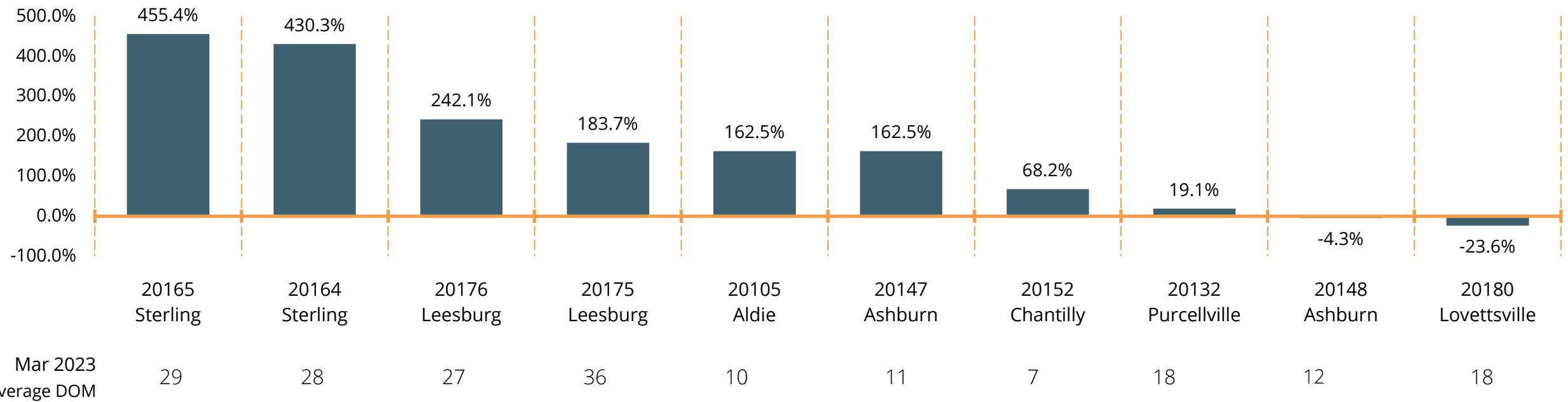
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	23	153.1%	20	139.1%
12-month Avg	22	63.6%	20	66.3%

Zip Code

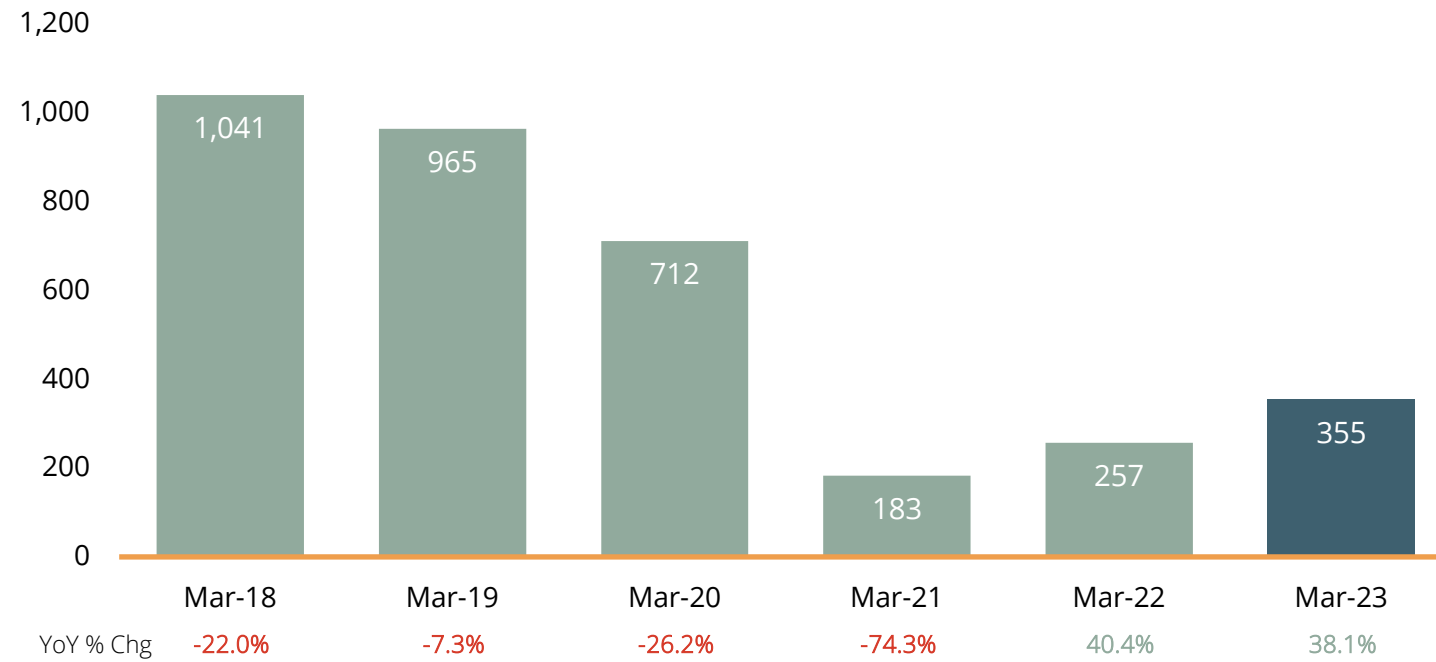
% Change in Average Days on Market
Mar-22 to Mar-23



Active Listings



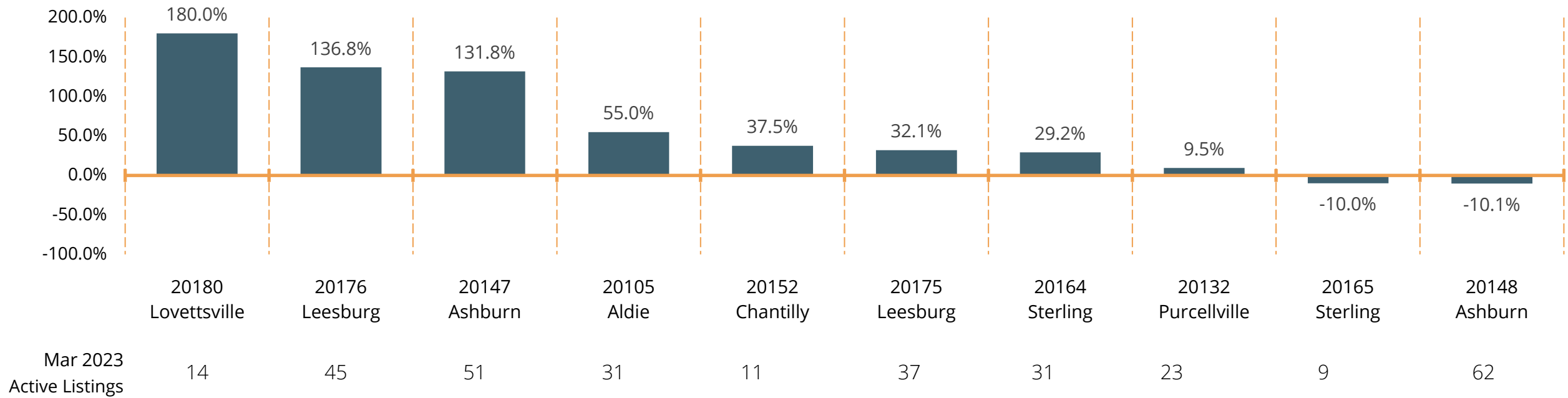
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-23	207	55.6%	148	19.4%
12-month Avg	262	59.3%	237	32.4%

Zip Code

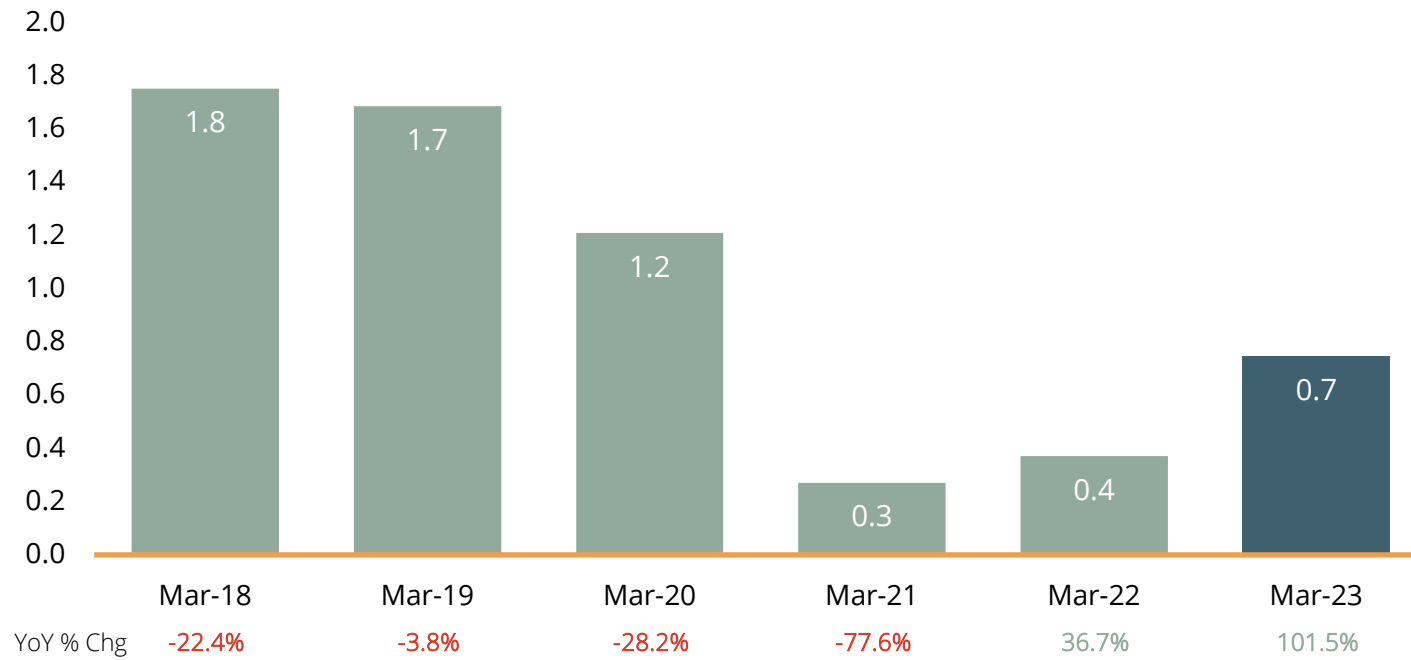
% Change in Active Listings
Mar-22 to Mar-23



Months Supply



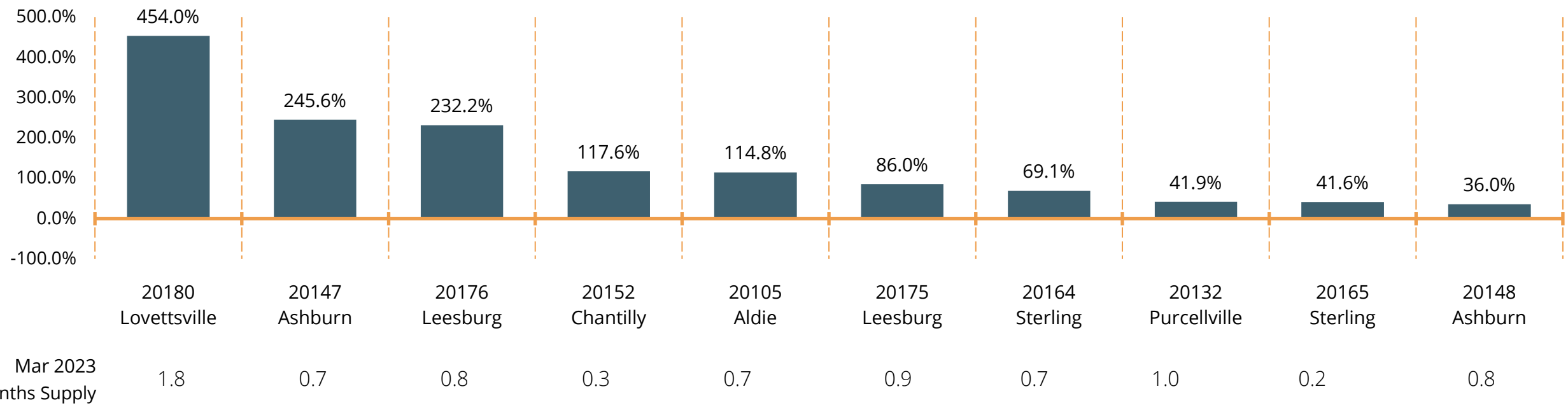
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Value	YoY Chg	Value	YoY Chg
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%
Mar-23	0.9	121.5%	0.6	77.9%
12-month Avg	1.0	103.0%	0.8	67.8%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-22	Mar-23	% chg	Mar-22	Mar-23	% chg	Mar-22	Mar-23	% chg	Mar-22	Mar-23	% chg	Mar-22	Mar-23	% chg
Loudoun County	838	627	-25.2%	579	376	-35.1%	\$680,000	\$720,000	5.9%	257	355	38.1%	0.4	0.7	101.5%
20105	77	51	-33.8%	49	43	-12.2%	\$730,000	\$945,000	29.5%	20	31	55.0%	0.3	0.7	114.8%
20132	34	32	-5.9%	20	13	-35.0%	\$867,650	\$770,000	-11.3%	21	23	9.5%	0.7	1.0	41.9%
20147	111	99	-10.8%	91	51	-44.0%	\$653,055	\$675,000	3.4%	22	51	131.8%	0.2	0.7	245.6%
20148	154	109	-29.2%	97	49	-49.5%	\$810,000	\$819,900	1.2%	69	62	-10.1%	0.6	0.8	36.0%
20152	60	37	-38.3%	46	22	-52.2%	\$725,500	\$716,000	-1.3%	8	11	37.5%	0.1	0.3	117.6%
20164	74	45	-39.2%	33	39	18.2%	\$525,000	\$490,000	-6.7%	24	31	29.2%	0.4	0.7	69.1%
20165	62	47	-24.2%	55	37	-32.7%	\$685,000	\$649,000	-5.3%	10	9	-10.0%	0.2	0.2	41.6%
20175	68	68	0.0%	61	46	-24.6%	\$610,000	\$789,000	29.3%	28	37	32.1%	0.5	0.9	86.0%
20176	93	74	-20.4%	66	38	-42.4%	\$597,500	\$785,000	31.4%	19	45	136.8%	0.2	0.8	232.2%
20180	16	24	50.0%	17	12	-29.4%	\$640,000	\$647,500	1.2%	5	14	180.0%	0.3	1.8	454.0%



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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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.