

DAAR LOUDOUN

HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Home Sales Report

First Quarter 2023

Dulles Area Association of REALTORS®

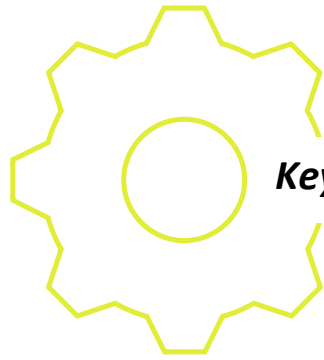
Market Report Key Takeaways

Economic Conditions

- There were about 3,200 jobs added to Virginia's economy between January and February 2023. Most regions around the Commonwealth have now fully recovered net jobs lost in the spring of 2020.
- Virginia's unemployment rate was 2.9% in February 2023 (not seasonally adjusted), which is up from 2.7% a year ago. The unemployment rate continues to be historically low, but has started to inch up, rising three of the last four months. In Loudoun County, the unemployment rate was 2.4% in February, up from 2.3% a year ago.
- Mortgage rates have been volatile since initially falling in January, then rising for five straight weeks, and then falling again for five straight weeks. In the third week of April 2023, the average rate on a 30-year fixed mortgage was 6.39%.

Housing Market Conditions

- The 2023 housing market is off to a slow start in the county. There were 853 homes sold in total across Loudoun County in the first quarter of 2023, down 31% from last year, the lowest first quarter sales total in more than a decade.
- The first quarter median sales price in the Loudoun County housing market was \$665,000. This is \$24,000 higher than it was a year ago, a 4% price jump.
- The supply of active listings continues to build up in Loudoun County. There were 355 active listings on the market at the end of the first quarter countywide, 98 more listings than a year ago, a 38% increase.



Key Trends Dashboard, DAAR

Economy



2.4%

Is the Feb-2023 **unemployment rate** in Loudoun County, which is up from Feb-2022



6.39%

Is the **30-year fixed-rate mortgage rate** during the third week of April 2023, which is up from 5.11% a year ago

Housing Market



-387

Fewer **home sales** in Loudoun County in Q1-2023 compared to last year



4%

Percent change in **median sales price** in the Loudoun County housing market in Q1-2023 compared to a year ago



-\$261.7

Million dollars less in total **sold volume** in the Loudoun County housing market in Q1-2023 compared to last year



38%

Percent change in **active listings** at the end of Q1-2023 in Loudoun County compared to a year ago



0.7

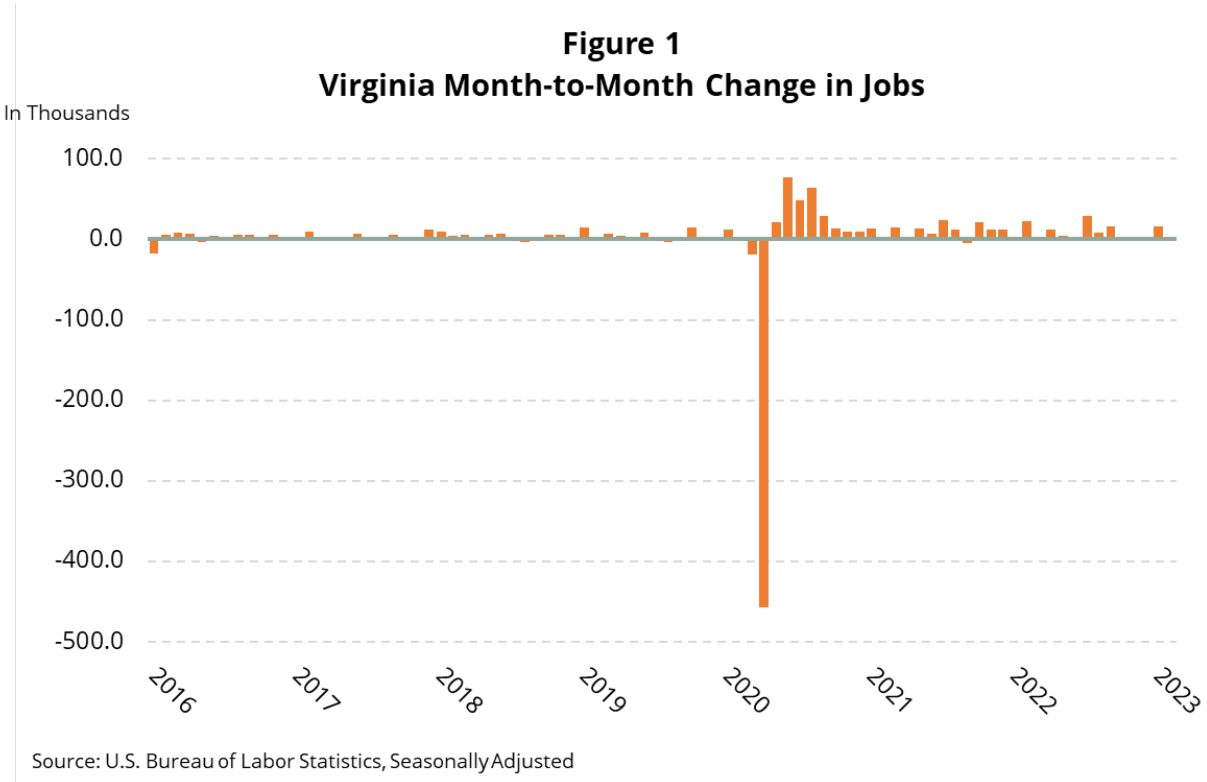
Months of supply in the Loudoun County housing market in Q1-2023, which is up from a year ago

Economic Overview

The economy continues to see mixed signals. Inflation is trending down, but remains much higher than the target rate. The job market has been resilient, but the growth has slowed in recent months. Mortgage rates have been inching down in recent weeks, but are still much higher than they were at this time last year.

Jobs

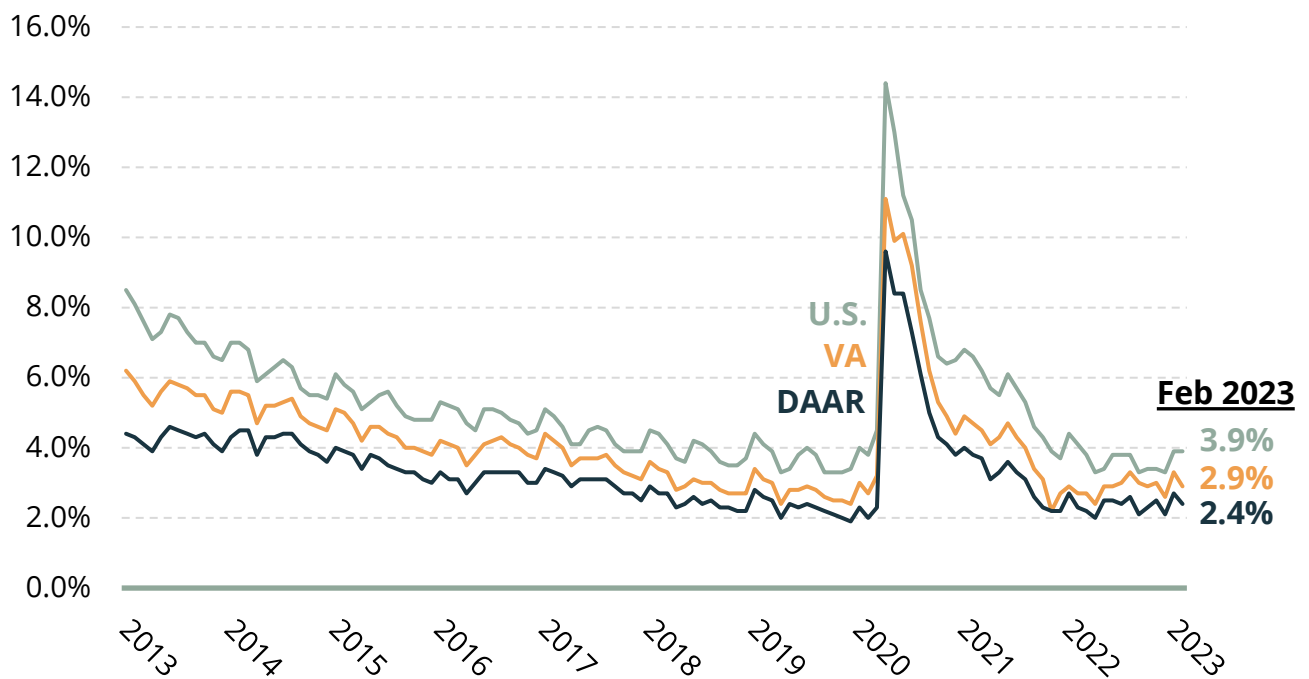
Virginia’s job base continues to expand, but the pace has slowed from recent months. There were about 4.31 million jobs across the state in February 2023, which is an influx of 3,200 jobs from January 2023. Virginia has fully recovered job losses incurred in the spring of 2020, and the job base has grown by approximately 41,600 jobs since pre-pandemic levels. The largest influx of jobs this month occurred in the State Government sector, which had 6,200 more jobs in February compared to January. The Health Care and Social Services sector continues to expand, with about 2,200 more jobs added to Virginia’s economy from the prior month. The largest decrease this month was in the Administrative and Waste Services sector (-2,600 jobs), and Leisure & Hospitality (-1,800 jobs).



Unemployment

The unemployment rate in Virginia remains historically low, but has been rising slowly in recent months. Statewide, the unemployment rate in February 2023 was 2.9% (not seasonally adjusted), up from 2.7% in February of 2022. The unemployment rate in Loudoun County was 2.4% in February 2023, up from 2.3% a year ago.

Figure 2
Unemployment Rate



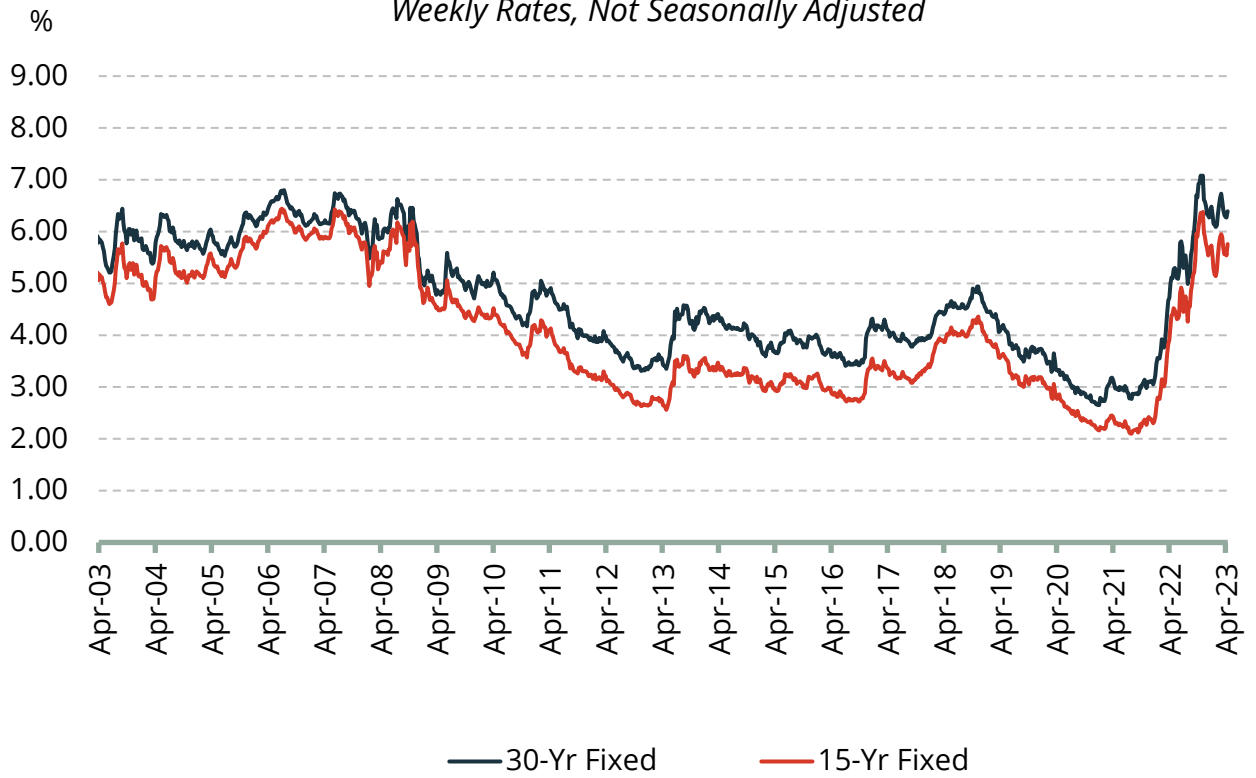
Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

Mortgage rates have been up and down so far in 2023. In the third week of April, the average rate on a 30-year fixed mortgage was 6.39%, up from 6.27% in the previous week, but down from 6.42% in the previous month. Mortgage rates started off the year trending down for much of January, then rose for February into March, and then back down again March through mid-April. This volatility could continue in the coming months, though the longer-term trajectory is likely to be downward.

Figure 3
Mortgage Interest Rates

Weekly Rates, Not Seasonally Adjusted



Source: Freddie Mac

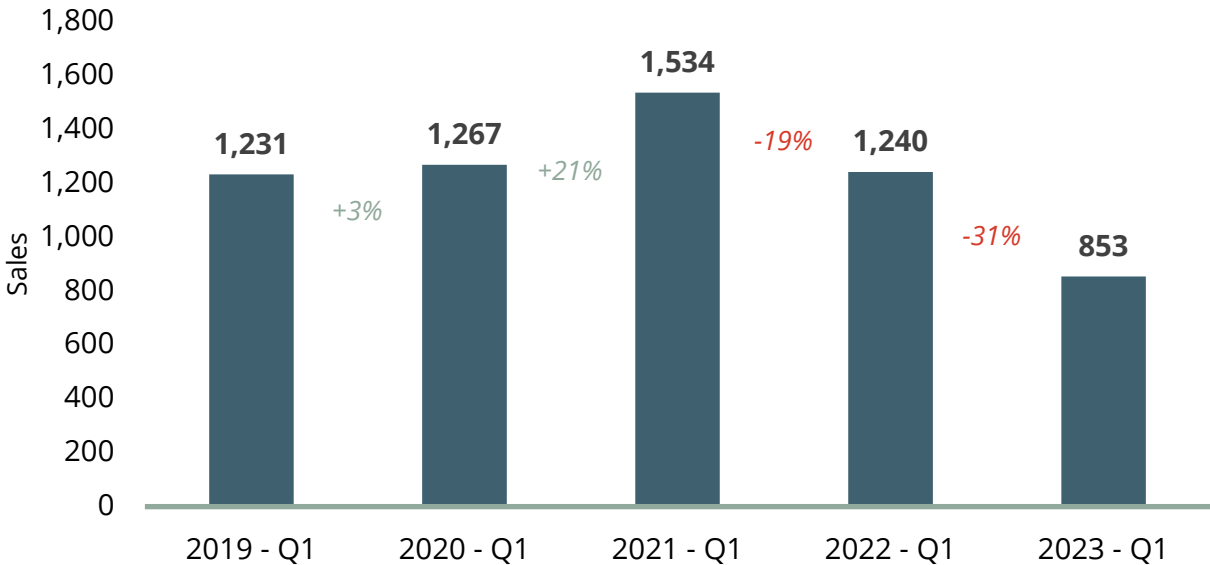
Housing Market Overview

The Loudoun County housing market is off to a slower start in 2023. Sales activity in the first quarter was at its lowest level in more than a decade, and homes are staying on the market about two and a half weeks longer on average. Sold volume levels continue to be below last year as a result of fewer sales. Despite the slowdown, prices continue to climb in most local markets due to the tight inventory conditions. The number of active listings is building up though, but overall supply levels remain low.

Sales

There were 853 sales in the Loudoun County housing market in the first quarter of 2023, which is 387 fewer sales than this time last year, a 31% drop. This is the slowest first quarter the county’s housing market has had in more than a decade, as rising interest rates and lack of inventory have cooled the market. Sales activity in the county moderated in all three months of the quarter, which covers January through March. All local markets within the county had fewer sales this quarter. The sharpest slowdown in sales was in Ashburn ZIP code 20148 (-45%), Sterling ZIP code 20165 (-40%), and Lovettsville ZIP code 20180 (-39%). Statewide, total home sales were down 25% from the first quarter a year ago.

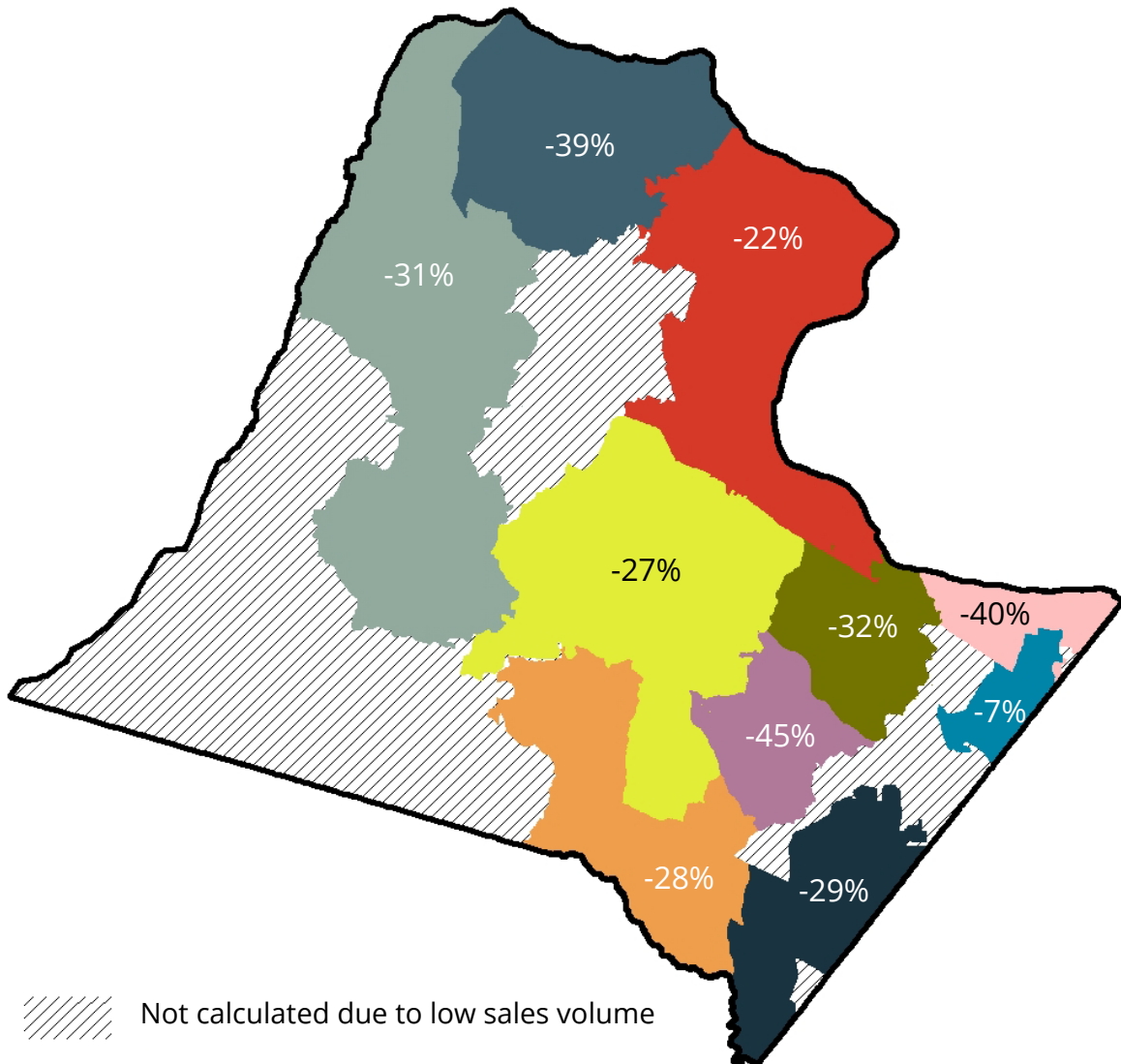
Figure 4
First Quarter Home Sales, Loudoun County
2019-2023



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

Figure 5
Change in Sales by ZIP Code
Loudoun County
First Quarter 2022 to First Quarter 2023

<i>Jurisdiction</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>% Change</i>	<i>Jurisdiction</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>% Change</i>
20105 Aldie	110	79	-28%	20164 Sterling	94	87	-7%
20132 Purcellville	45	31	-31%	20165 Sterling	106	64	-40%
20147 Ashburn	188	128	-32%	20175 Leesburg	129	94	-27%
20148 Ashburn	206	114	-45%	20176 Leesburg	144	112	-22%
20152 Chantilly	86	61	-29%	20180 Lovettsville	31	19	-39%

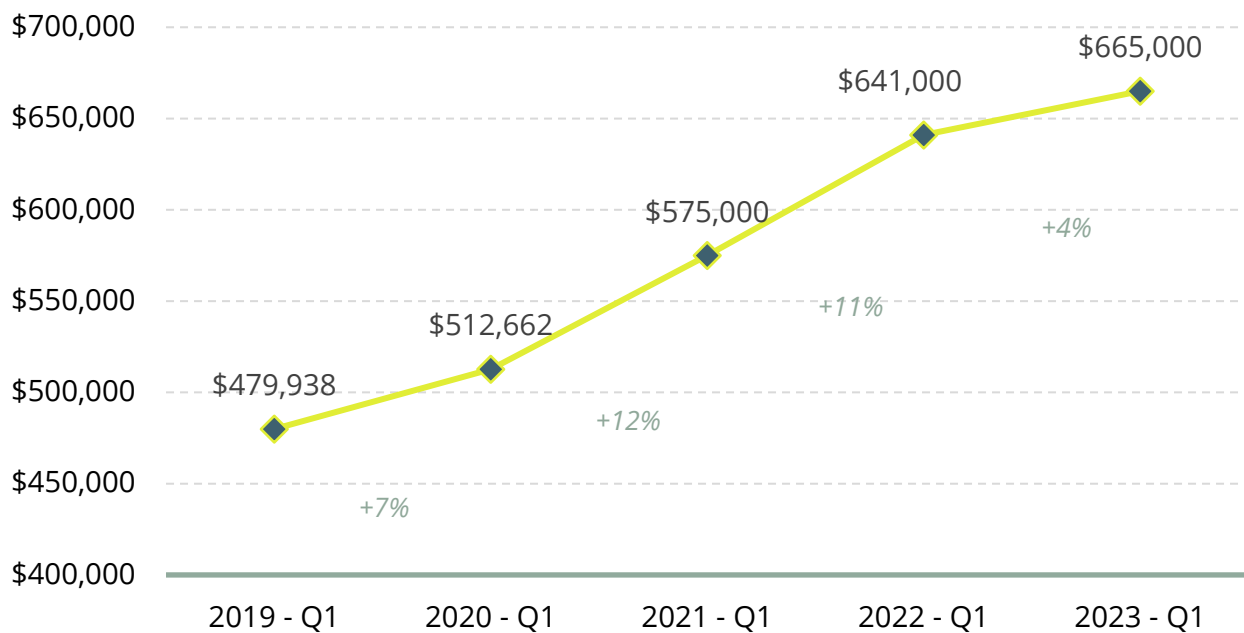


Source: Virginia REALTORS®, data accessed April 15, 2023

Sales Prices

Home prices rose in most local markets this quarter in Loudoun County. The countywide median sales price in the market was \$665,000, rising \$24,000 from the first quarter last year, representing a 4% increase. The tight inventory continues to insulate prices even though market activity has slowed. The median home price in the county is now about \$200,000 higher than it was in the first quarter five years ago. The strongest price growth this quarter was in Leesburg ZIP code 20175 (+26%). Both Aldie ZIP code 20105 and Leesburg ZIP code 20176 had a 23% jump in the median sales price from the first quarter a year ago. A few local markets had a lower median sales price than last year including Purcellville ZIP code 20132 (-8%), Chantilly ZIP code 20152 (-5%), and Sterling ZIP code 20164 (-4%). Statewide, the first quarter median sales price was \$365,000, climbing 3% from the first quarter last year.

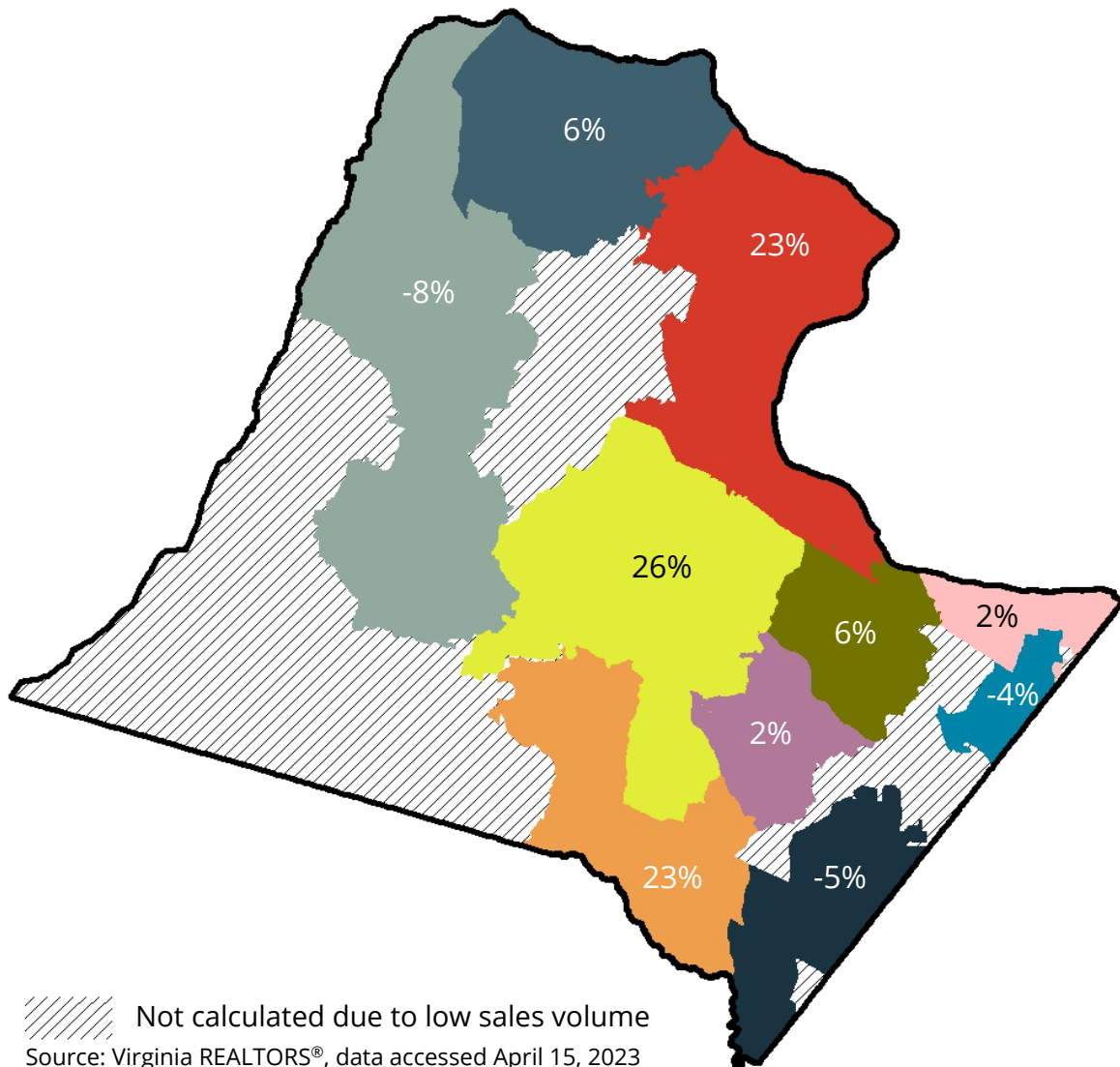
Figure 6
First Quarter Median Sales Price, Loudoun County
2019-2023



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

Figure 7
Change in Median Sales Price by ZIP Code
Loudoun County
First Quarter 2022 to First Quarter 2023

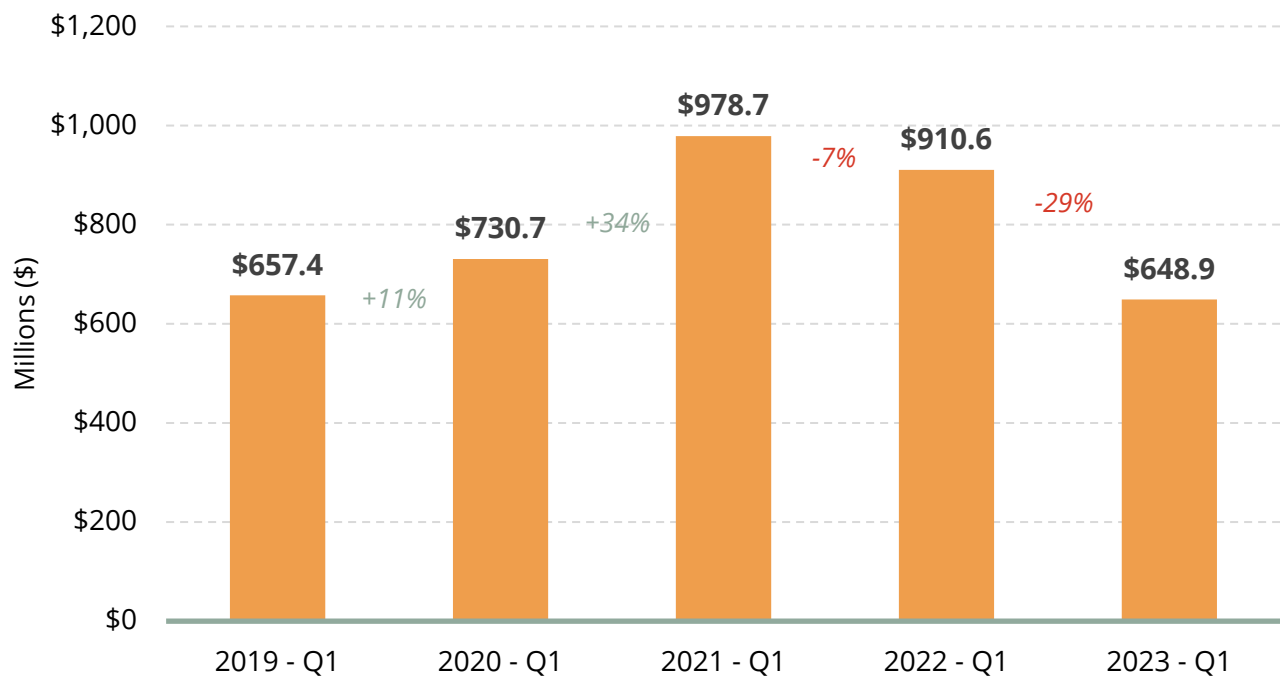
Zip Code	2022 - Q1	2023 - Q1	% Change	Zip Code	2022 - Q1	2023 - Q1	% Change
20105 Aldie	\$740,000	\$910,000	23%	20164 Sterling	\$513,375	\$491,250	-4%
20132 Purcellville	\$799,000	\$735,000	-8%	20165 Sterling	\$604,200	\$617,500	2%
20147 Ashburn	\$618,500	\$657,500	6%	20175 Leesburg	\$613,500	\$771,000	26%
20148 Ashburn	\$750,000	\$765,000	2%	20176 Leesburg	\$590,000	\$728,500	23%
20152 Chantilly	\$695,250	\$660,000	-5%	20180 Lovettsville	\$625,000	\$662,000	6%



Sold Volume

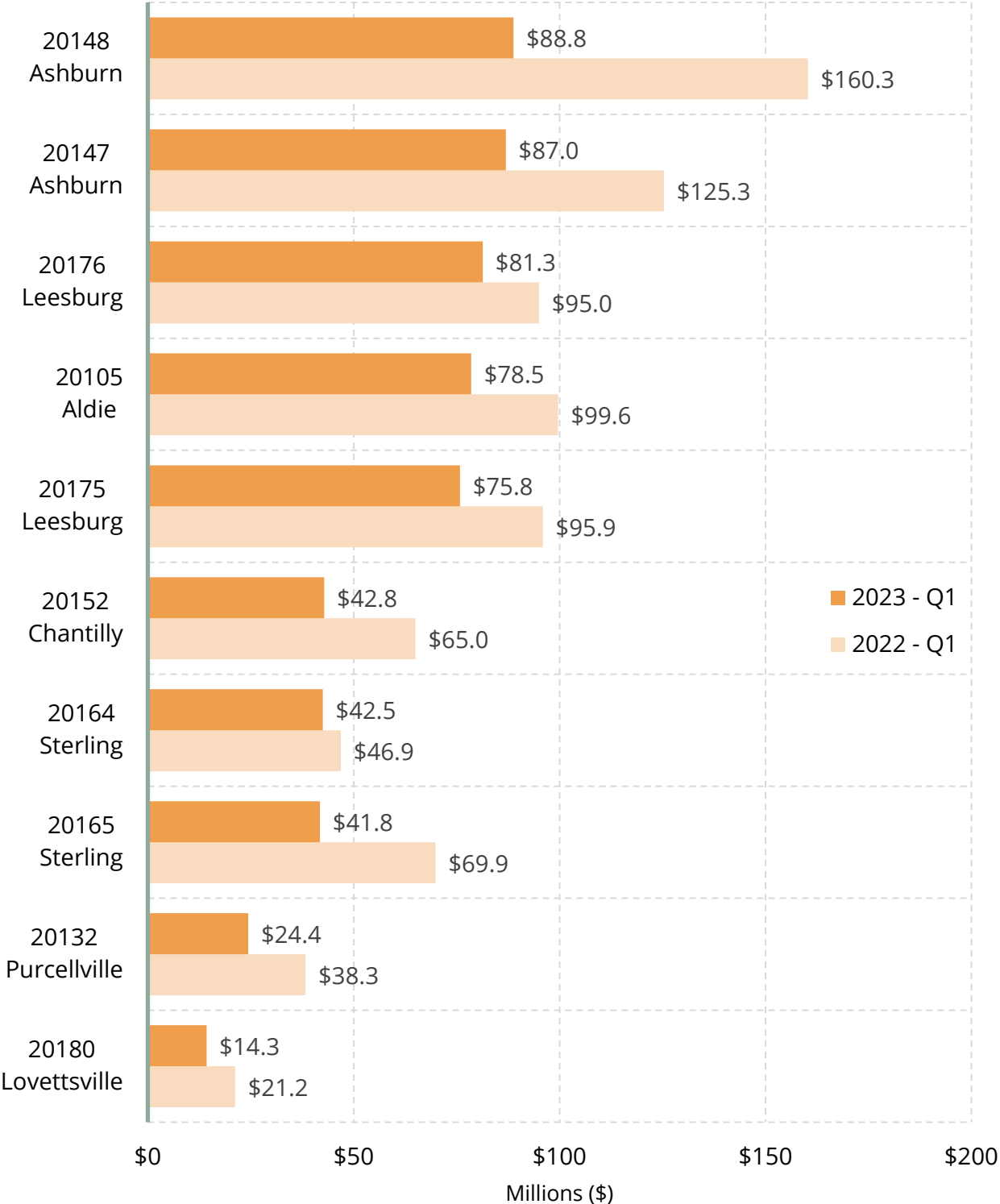
The sold dollar volume continues to trend down in the Loudoun housing market as there are fewer sales overall. There was approximately \$648.9 million of sold volume in the county during the first quarter. This is \$261.7 million less volume than the first quarter last year, a 29% drop. All local markets had a sharp decrease in volume this quarter in Loudoun County. The sharpest volume drops were in Ashburn ZIPcode 20148 (-45%), Sterling ZIP code 20165 (-40%), and Purcellville ZIP code 20132 (-36%). The smallest decline this quarter was in Sterling ZIP code 20164 (-9%).

Figure 8
First Quarter Sold Dollar Volume (Millions), Loudoun County
2019-2023



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

Figure 9
First Quarter Sold Dollar Volume, Loudoun County ZIP Codes
2022 and 2023

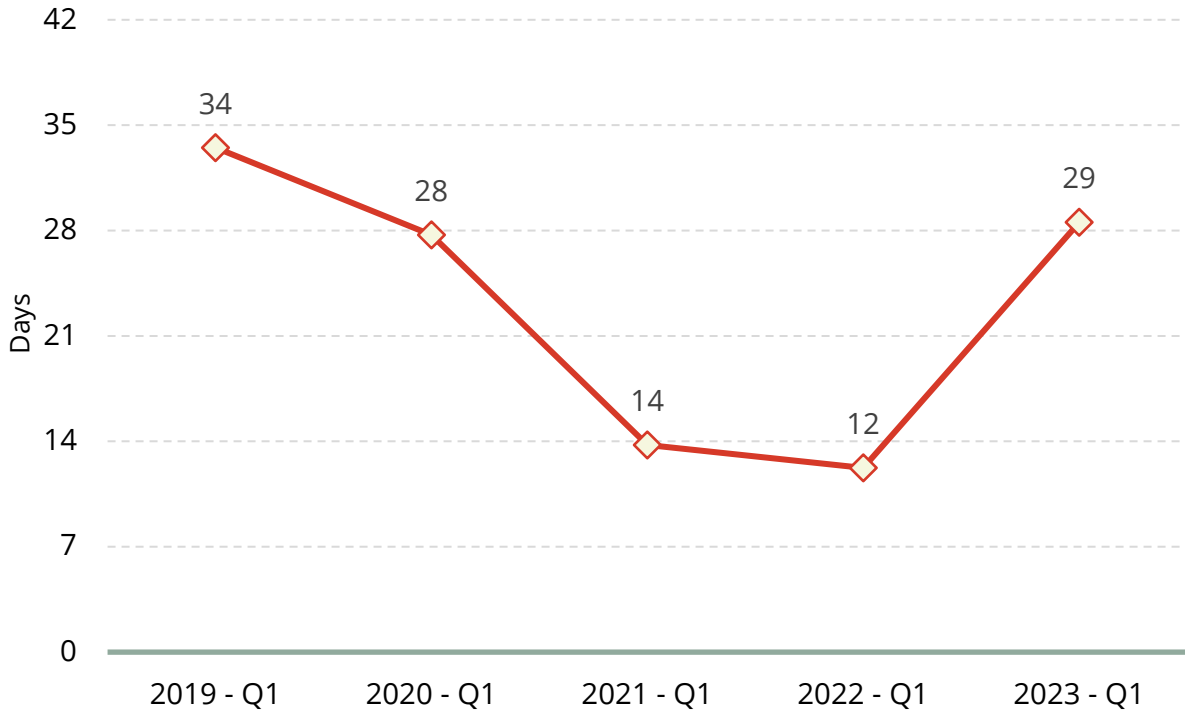


Source: Virginia REALTORS®, data accessed April 15, 2023

Days on Market

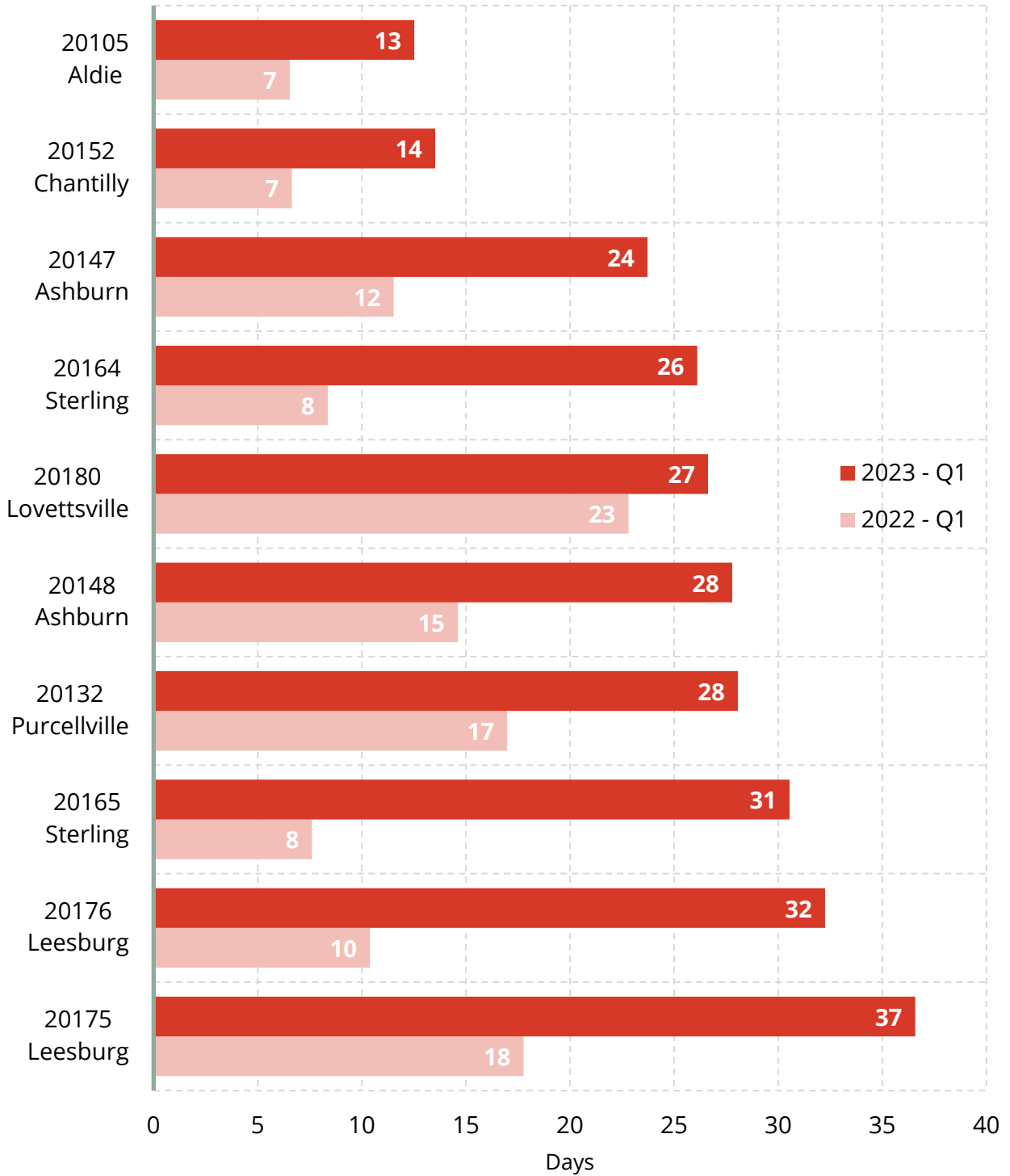
It's taking longer to sell homes on average in the Loudoun County housing market. The average days on market countywide during the first quarter was 29 days, which is 17 days longer than the first quarter of last year. This is the third straight quarter that this metric has risen in the county. A similar slowdown occurred statewide this quarter. Homes sold in 37 days on average in Virginia during the first quarter of 2023, nine days longer than this time last year. At the local level, homes were on the market about three weeks longer on average in Sterling ZIP code 20165 (+23 days) and Leesburg ZIP code 20176 (+22 days). The average days on market slowed down by about two weeks in both Ashburn ZIP code 20147 (+12 days), and Ashburn ZIP code 20148 (+13 days).

Figure 10
First Quarter Average Days on Market, Loudoun County
2019-2023



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

Figure 11
First Quarter Average Days on Market, Loudoun County ZIP Codes
2022 and 2023



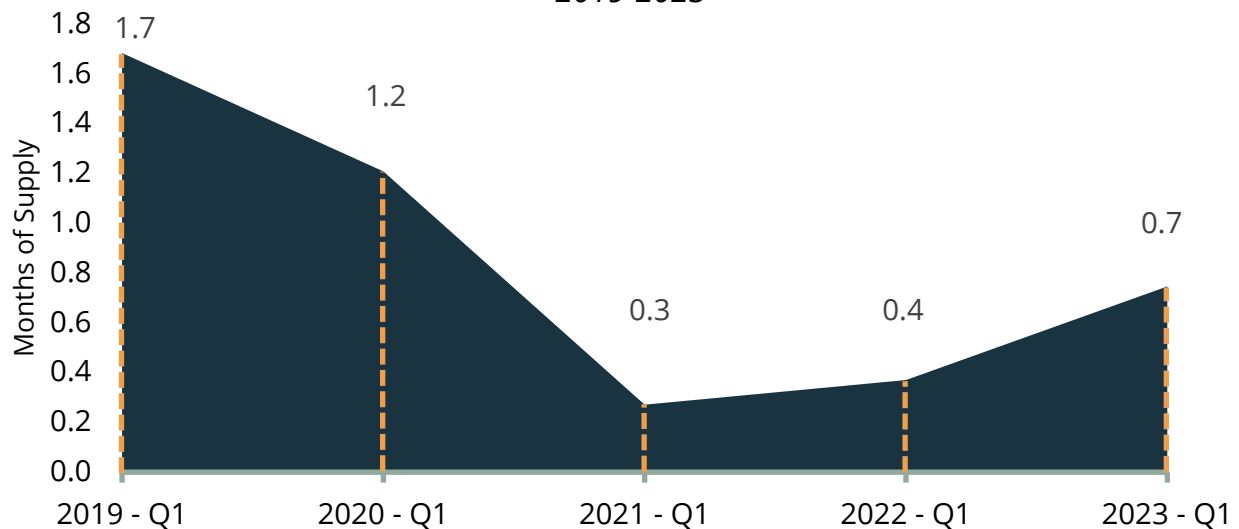
Source: Virginia REALTORS®, data accessed January 15, 2023

Inventory

The number of active listings in the Loudoun County housing market continues to build up. There were 355 active listings on the market at the end of the first quarter of 2023. This is 98 more listings than this time last year, a 38% jump. The increase in listings reflects that homes are staying on the market longer and the inventory is building up over time, not necessarily that a lot of new listings are coming on the market. All but two local markets had an increase in active listings at the end of this quarter. Most of the additional listings were in Ashburn ZIP code 20147 (+29 listings), Leesburg ZIP code 20176 (+26 listings), and Aldie ZIP code 20105 (+11 listings). Statewide, there were 15,108 active listings at the end of the first quarter, an 11% increase from a year ago, which is nearly 1,500 more listings.

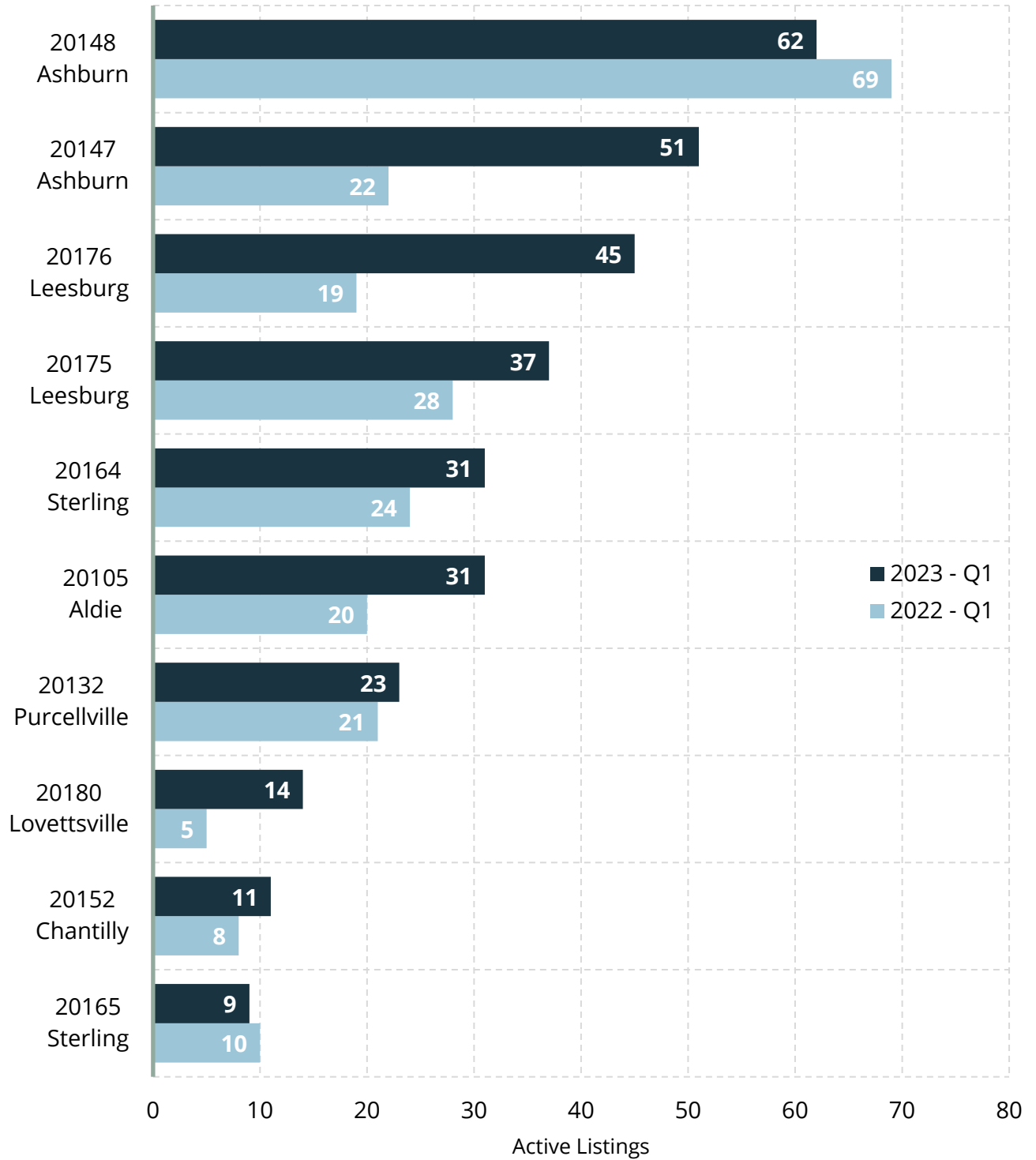
There was about 0.7 month of supply at the end of the first quarter in Loudoun County, which is up from 0.4 month of supply a year ago. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. Statewide, there was 1.5 months of supply at the end of the first quarter.

Figure 12
End of First Quarter Months Supply, Loudoun County
2019-2023



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

Figure 13
End of First Quarter Active Listings, Loudoun County ZIP Codes
2022 and 2023



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



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.