

JUNE
2023

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



DAAR Market Indicators Report



Key Market Trends: June 2023

- › **Sales activity continues to cool in the Loudoun County housing market.** There were 537 home sales in the month of June countywide, 166 fewer sales than the same time last year, falling by 23.6%. The markets with the sharpest drop in sales were Chantilly zip code 20152 with 27 fewer sales (-40.9%) and Ashburn zip code 20147 down 27 sales (-23.1%). Lovettsville zip code 20180 saw sales go up this month with two additional sales (+33.3%), the only local market with an uptick.
- › **In Loudoun County, the number of pending sales slowed this month.** There were 507 pending sales in June in the county, 90 fewer pending sales compared to the previous year, declining by 15.1%. Ashburn zip code 20147 had the biggest drop in sales with 51 fewer pending sales than the previous year (-43.2%). Pending sales were up in Lovettsville zip code 20180 with five more pending sales than the year before (+83.3%).
- › **The countywide median sales price dipped slightly in June.** The median price of a home was \$690,000 this month in Loudoun County, \$5,000 less than a year ago, a modest 0.7% decline. Prices jumped in Lovettsville zip code 20180 (+23.3%) and in Leesburg zip code 20176 (+9.2%). Purcellville zip code 20132 saw home prices fall the most in June (-6.8%). The median sales price in Ashburn zip code 20148 dropped 5.4% from last June to \$794,950.
- › **The supply of listings in Loudoun County is shrinking again.** There were 396 active listings on the market at the end of June, a 39.5% reduction or 259 fewer listings than a year earlier. New listings in the county dropped 37% from last June. Active listings were down in Ashburn zip code 20148 with 46 fewer active listings (-35.9%) and in Aldie zip code 20105 with 44 fewer listings compared to the same time last June (-55.7%).



DAAR Market Dashboard

Yo Y Chg	Jun-23	Indicator
▼ -23.6%	537	Sales
▼ -15.1%	507	Pending Sales
▼ -37.0%	625	New Listings
▲ 1.3%	\$689,000	Median List Price
▼ -0.7%	\$690,000	Median Sales Price
▲ 2.5%	\$268	Median Price Per Square Foot
▼ -24.2%	\$413.5	Sold Dollar Volume (in millions)
▼ -0.6%	101.5%	Average Sold/Ask Price Ratio
▲ 79.8%	15	Average Days on Market
▼ -39.5%	396	Active Listings
▼ -9.2%	0.9	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.

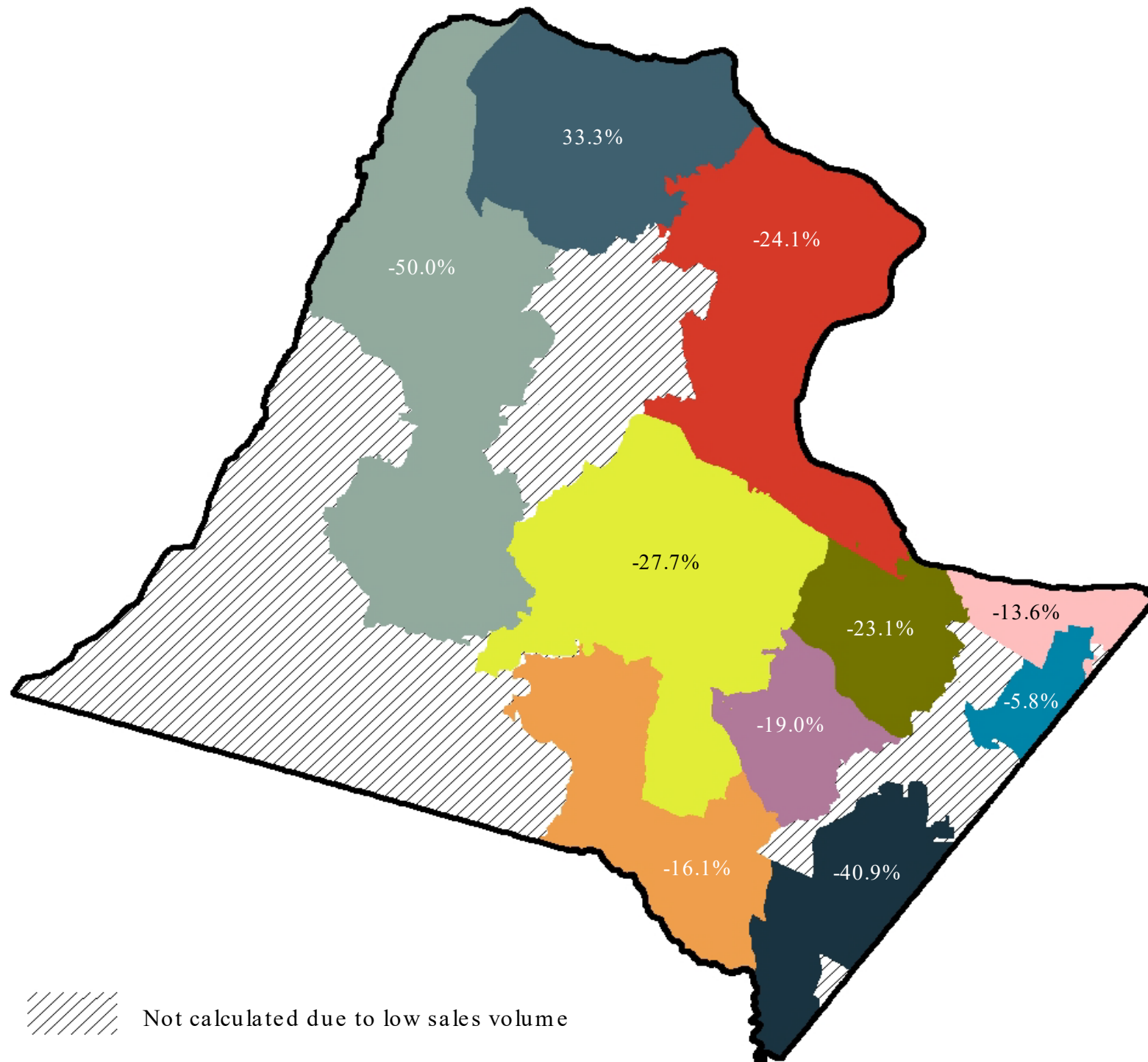
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Jun-22	Jun-23	
20105 Aldie	56	47	-16.1%
20132 Purcellville	46	23	-50.0%
20147 Ashburn	117	90	-23.1%
20148 Ashburn	105	85	-19.0%
20152 Chantilly	66	39	-40.9%
20164 Sterling	52	49	-5.8%
20165 Sterling	59	51	-13.6%
20175 Leesburg	65	47	-27.7%
20176 Leesburg	79	60	-24.1%
20180 Lovettsville	6	8	33.3%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Jun-22	Jun-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jun-21	Jun-23						
Sales			703	537	-23.6%	3,307	2,332	-29.5%
Pending Sales			597	507	-15.1%	3,579	2,616	-26.9%
New Listings			992	625	-37.0%	4,737	3,250	-31.4%
Median List Price			\$679,900	\$689,000	1.3%	\$660,000	\$680,000	3.0%
Median Sales Price			\$695,000	\$690,000	-0.7%	\$685,000	\$690,000	0.7%
Median Price Per Square Foot			\$262	\$268	2.5%	\$264	\$265	0.5%
Sold Dollar Volume (in millions)			\$545.3	\$413.5	-24.2%	\$2,514.4	\$1,797.4	-28.5%
Average Sold/Ask Price Ratio			102.0%	101.5%	-0.6%	103.3%	101.2%	-2.0%
Average Days on Market			8	15	79.8%	9	20	116.8%
Active Listings			655	396	-39.5%	n/a	n/a	n/a
Months of Supply			1.0	0.9	-9.2%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jun-22	Jun-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jun-21	Jun-23						
Sales			354	251	-29.1%	1,564	1,112	-28.9%
Pending Sales			273	251	-8.1%	1,694	1,248	-26.3%
New Listings			465	285	-38.7%	2,297	1,622	-29.4%
Median List Price			\$899,000	\$917,016	2.0%	\$878,040	\$899,900	2.5%
Median Sales Price			\$917,500	\$925,000	0.8%	\$921,000	\$915,000	-0.7%
Median Price Per Square Foot			\$245	\$251	2.3%	\$251	\$252	0.3%
Sold Dollar Volume (in millions)			\$345.0	\$245.9	-28.7%	\$1,534.5	\$1,098.8	-28.4%
Average Sold/Ask Price Ratio			102.1%	101.2%	-0.9%	103.6%	101.2%	-2.3%
Average Days on Market			8	13	59.3%	9	20	118.2%
Active Listings			326	238	-27.0%	n/a	n/a	n/a
Months of Supply			1.1	1.2	7.3%	n/a	n/a	n/a

Townhome & Condo Market Overview

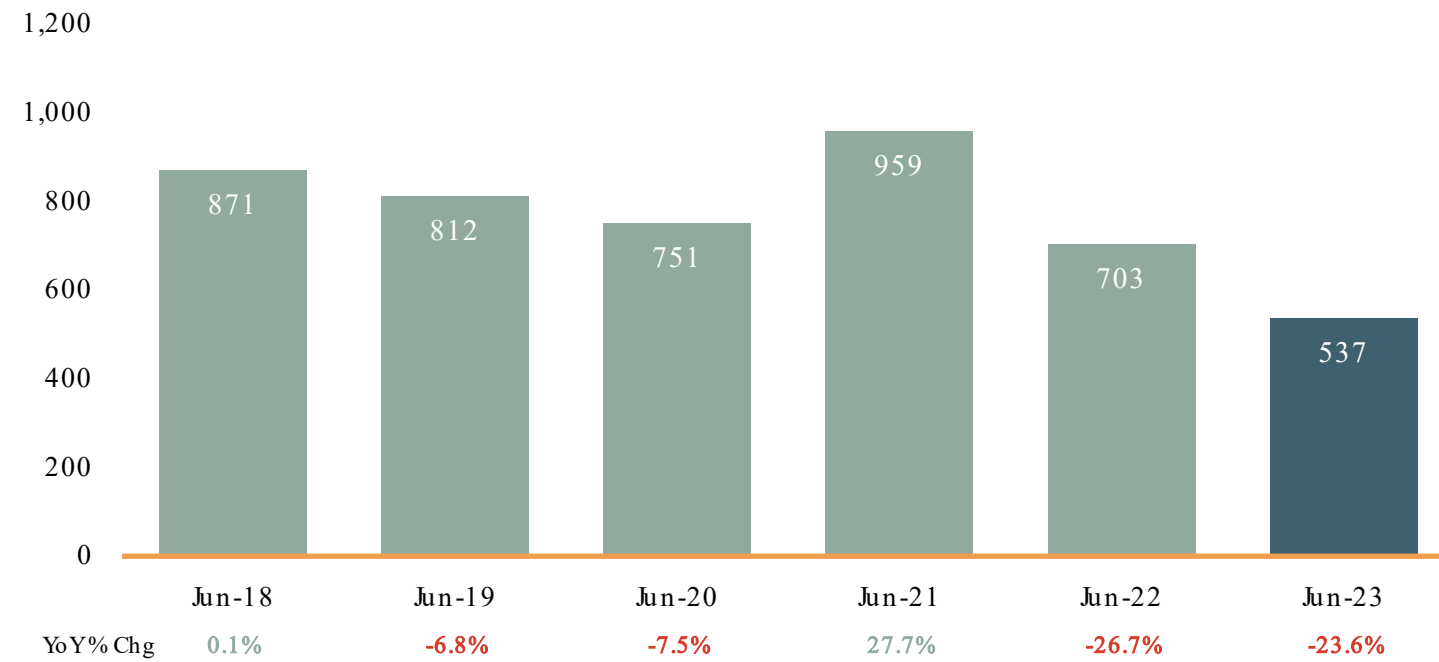


Key Metrics	2-year Trends		Jun-22	Jun-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jun-21	Jun-23						
Sales			349	286	-18.1%	1,743	1,220	-30.0%
Pending Sales			324	256	-21.0%	1,885	1,368	-27.4%
New Listings			527	340	-35.5%	2,440	1,628	-33.3%
Median List Price			\$549,990	\$552,450	0.4%	\$530,000	\$549,945	3.8%
Median Sales Price			\$555,000	\$567,500	2.3%	\$552,500	\$560,550	1.5%
Median Price Per Square Foot			\$269	\$279	3.7%	\$271	\$274	1.1%
Sold Dollar Volume (in millions)			\$200.3	\$167.6	-16.3%	\$979.9	\$698.7	-28.7%
Average Sold/Ask Price Ratio			102.0%	101.6%	-0.3%	103.1%	101.2%	-1.8%
Average Days on Market			8	16	97.6%	10	21	115.6%
Active Listings			329	158	-52.0%	n/a	n/a	n/a
Months of Supply			1.0	0.7	-26.5%	n/a	n/a	n/a

Sales



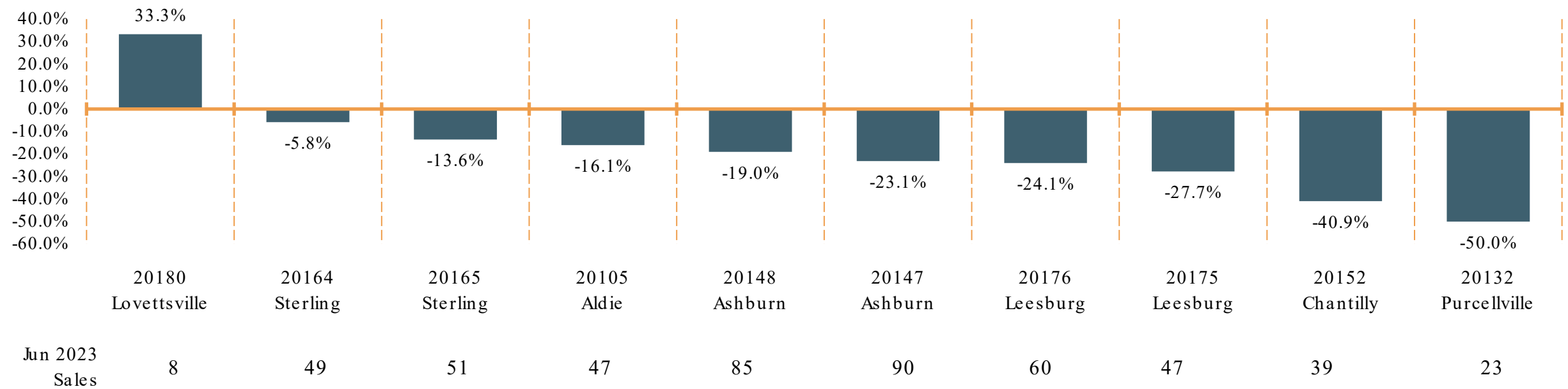
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	261	-18.7%	249	-37.3%
Jun-23	251	-29.1%	286	-18.1%
12-month Avg	197	-32.5%	218	-35.7%

Zip Code

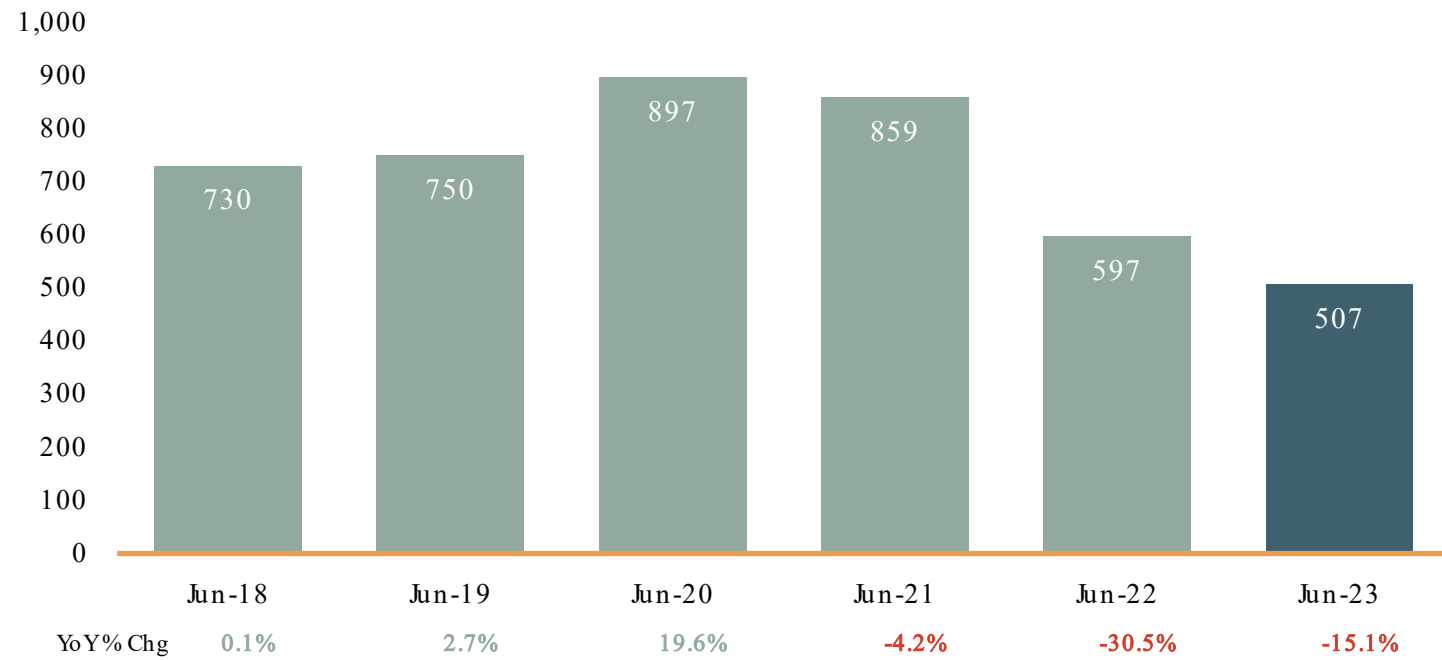
% Change in Sales
Jun-22 to Jun-23



Pending Sales



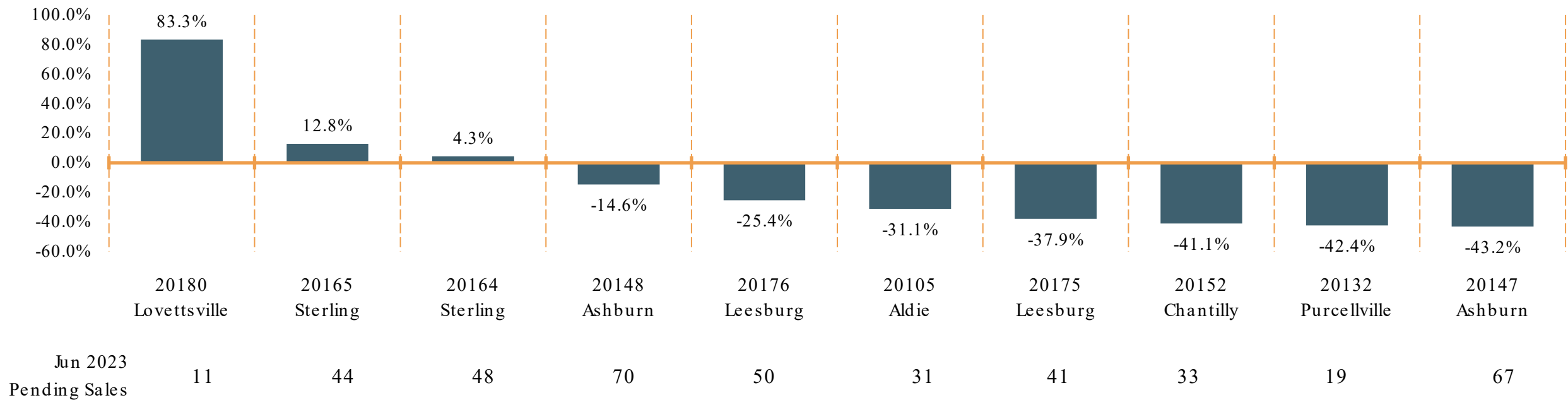
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	241	-35.6%	277	-18.3%
Jun-23	251	-8.1%	256	-21.0%
12-month Avg	190	-30.2%	214	-34.2%

Zip Code

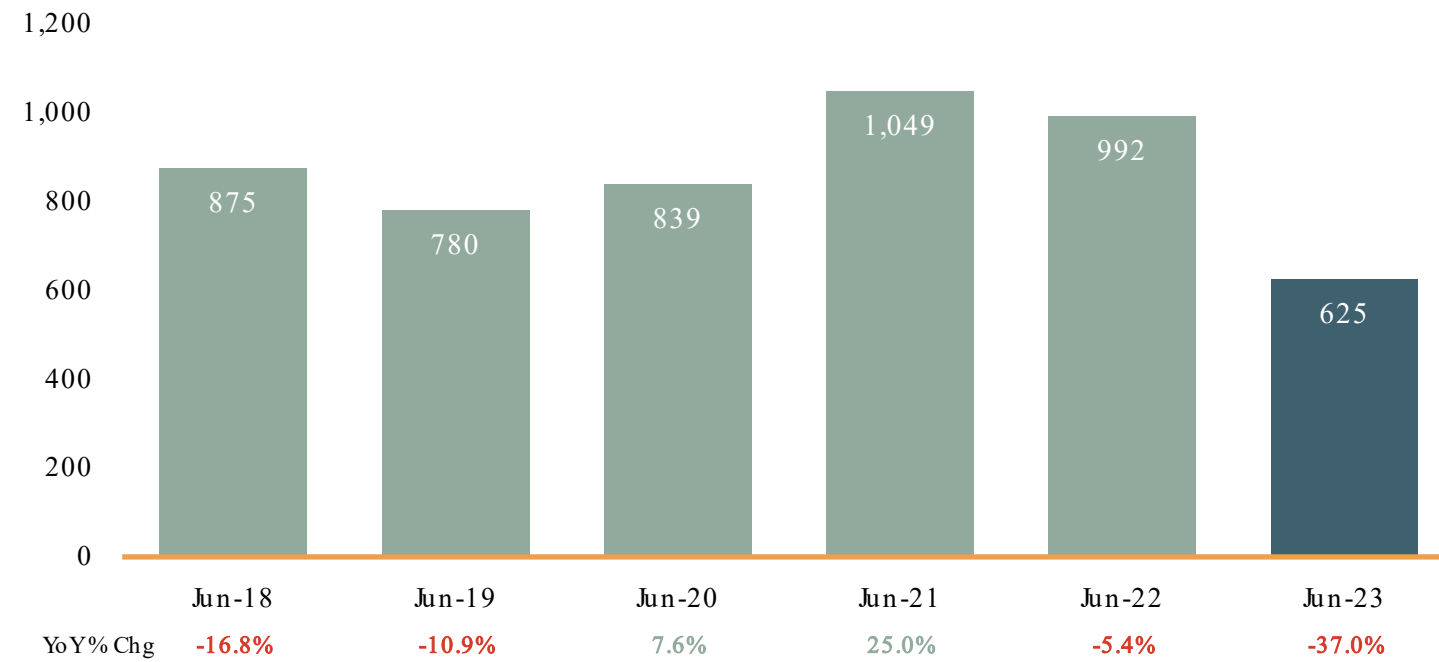
% Change in Pending Sales
Jun-22 to Jun-23



New Listings



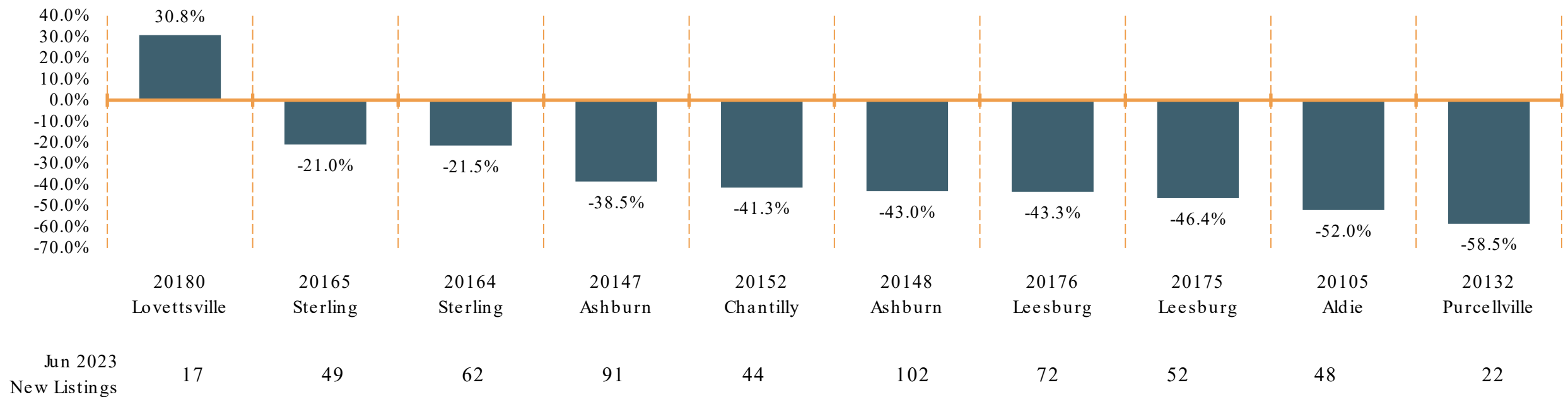
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	312	-35.8%	302	-33.0%
Jun-23	285	-38.7%	340	-35.5%
12-month Avg	261	-25.0%	276	-30.2%

Zip Code

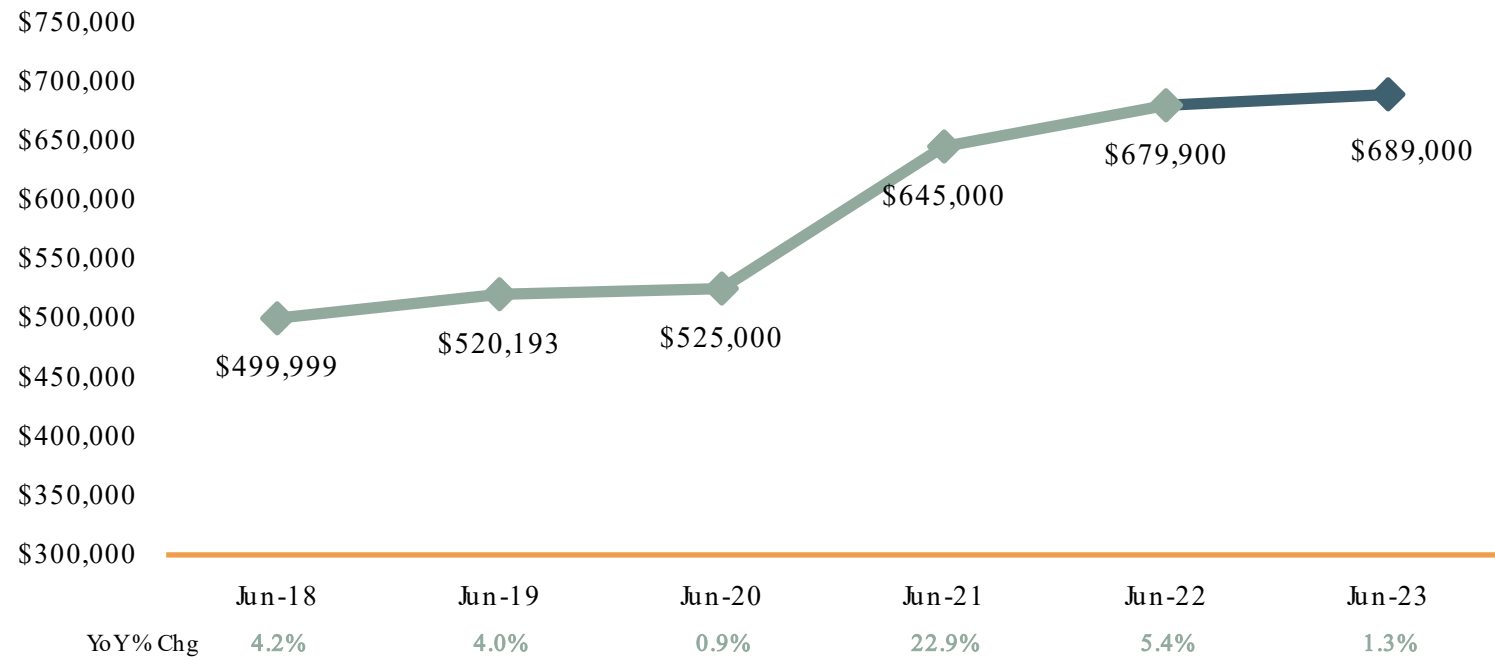
% Change in New Listings
Jun-22 to Jun-23



Median List Price



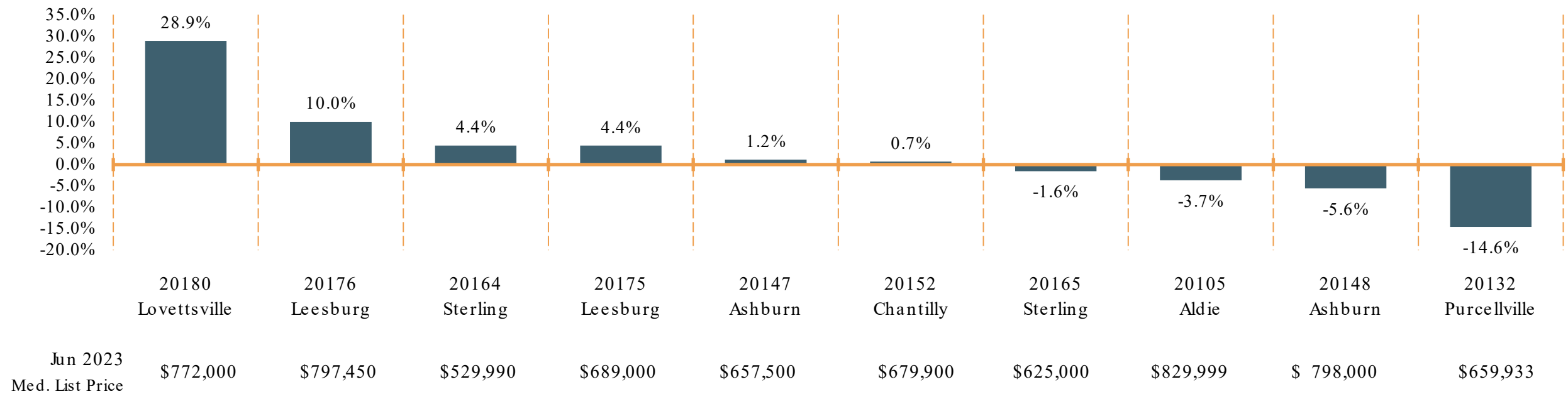
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	\$900,000	0.0%	\$569,000	3.5%
Jun-23	\$917,016	2.0%	\$552,450	0.4%
12-month Avg	\$881,242	5.1%	\$543,570	5.9%

Zip Code

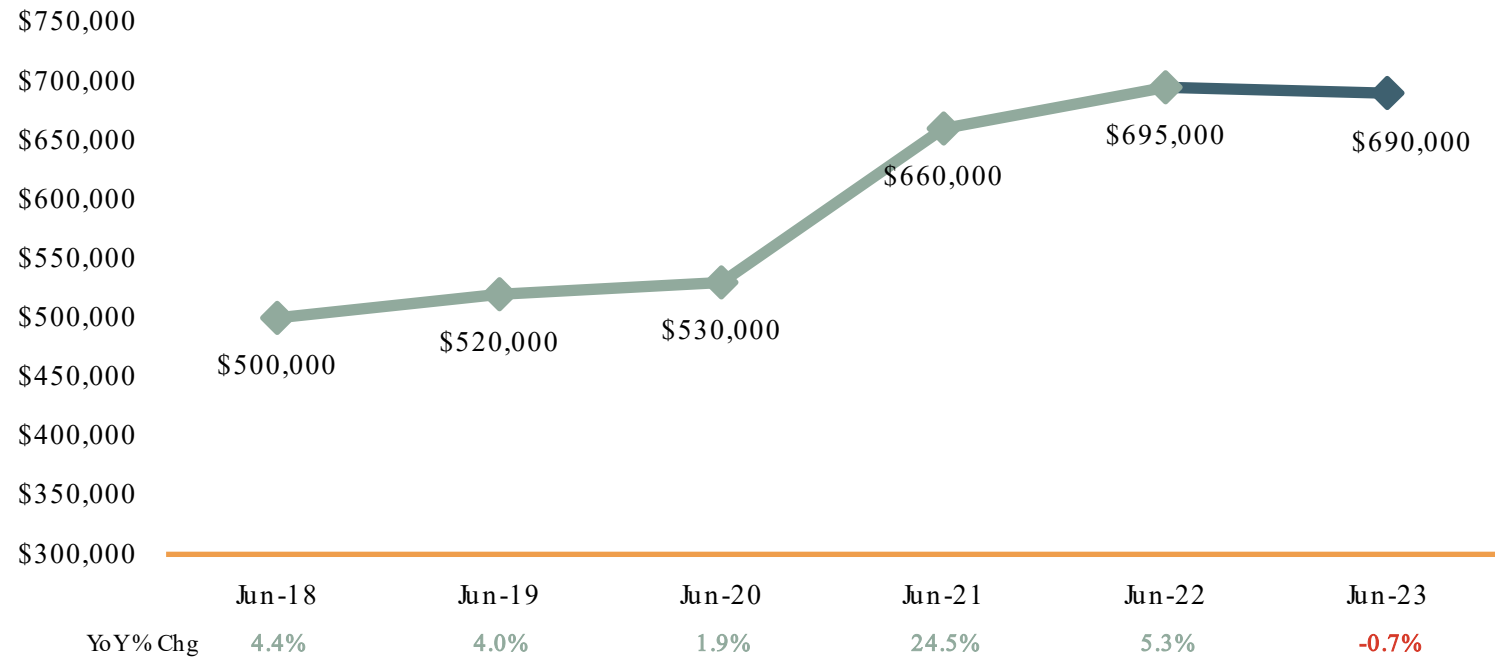
% Change in Median List Price
Jun-22 to Jun-23



Median Sales Price



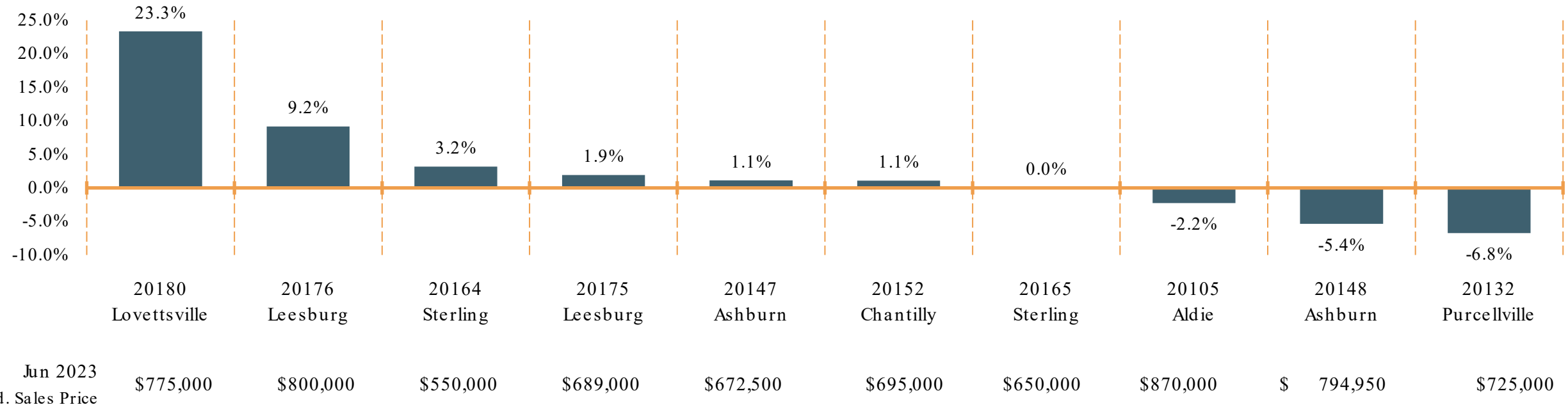
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	\$930,000	-2.1%	\$580,000	3.1%
Jun-23	\$925,000	0.8%	\$567,500	2.3%
12-month Avg	\$880,840	1.7%	\$545,493	3.9%

Zip Code

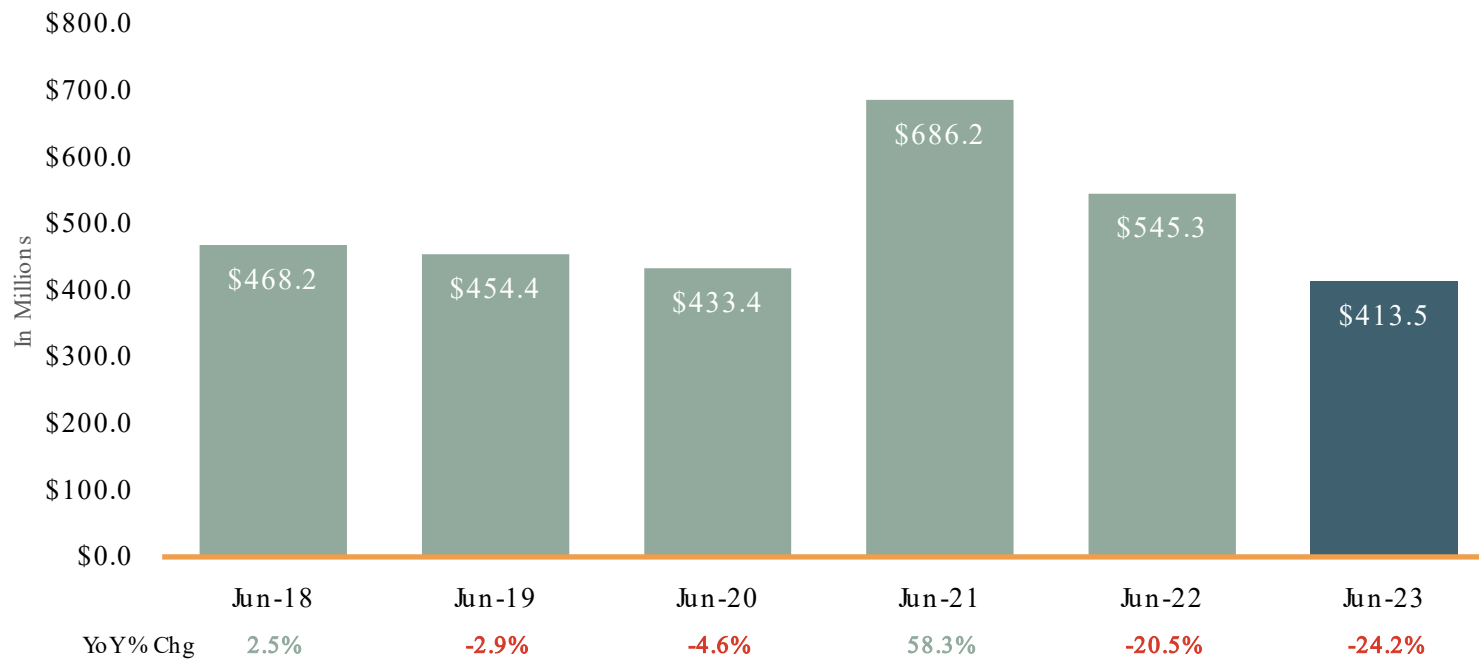
% Change in Median Sales Price
Jun-22 to Jun-23



Sold Dollar Volume (in millions)



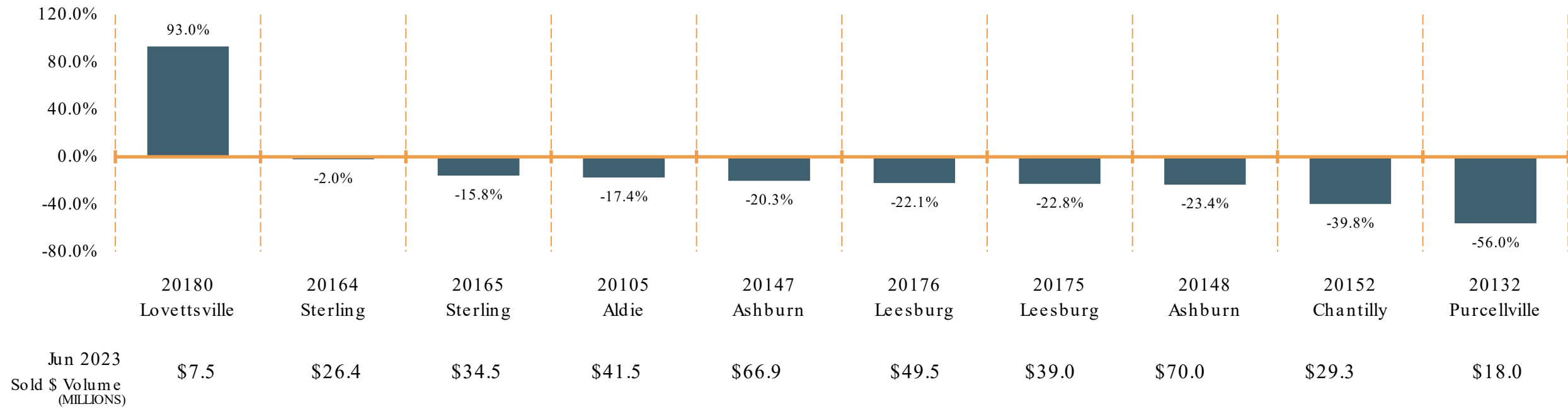
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	\$260.7	-17.2%	\$146.7	-36.1%
Jun-23	\$245.9	-28.7%	\$167.6	-16.3%
12-month Avg	\$189.7	-29.4%	\$122.8	-32.2%

Zip Code

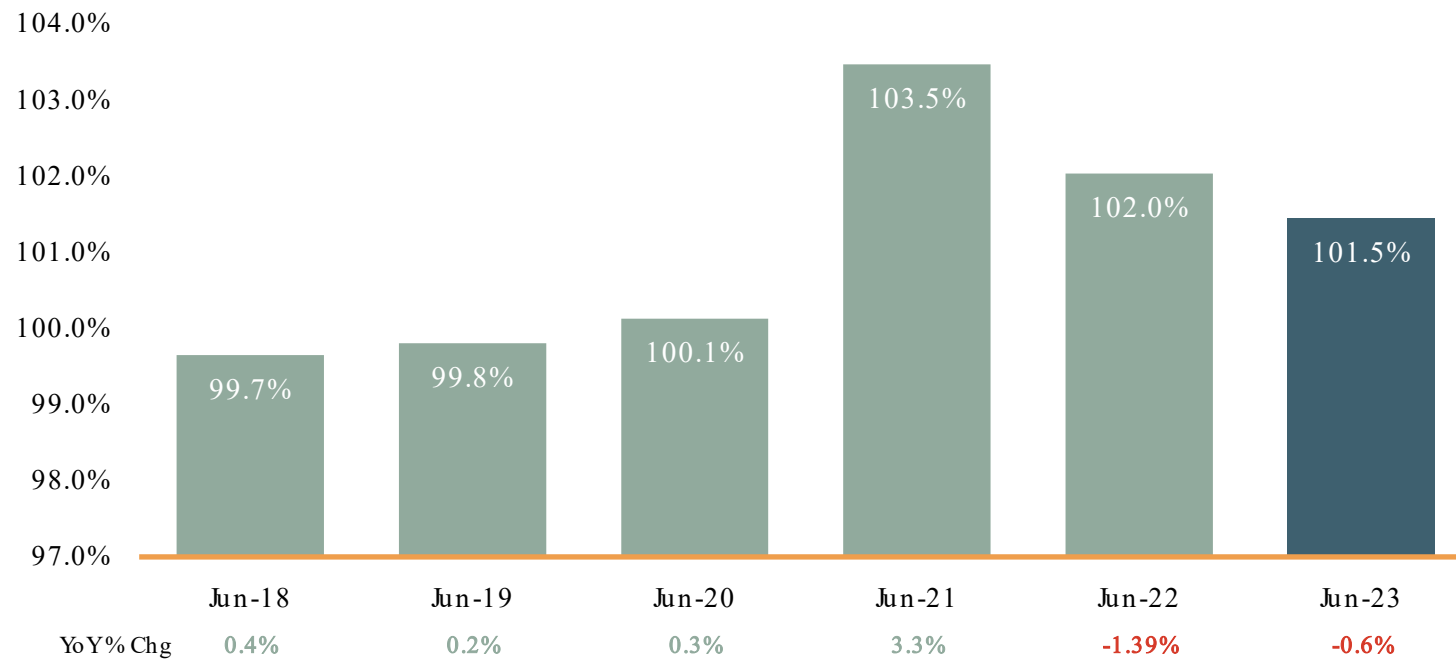
% Change in Sold Dollar Volume
Jun-22 to Jun-23



Average Sold to Ask Price Ratio



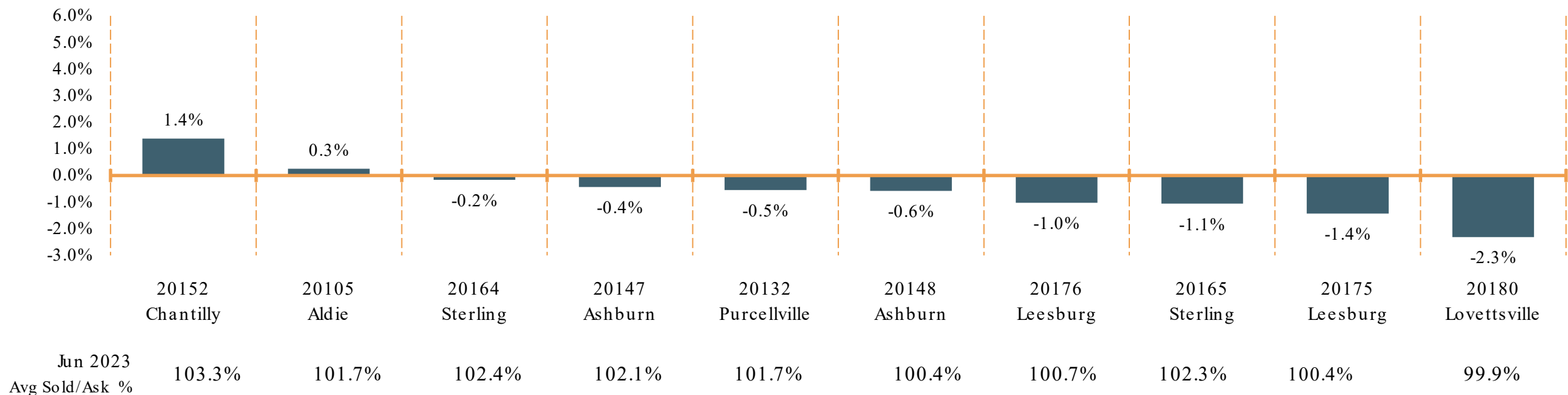
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoYChg	& Condo	YoYChg
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%
May-23	101.5%	-2.4%	102.2%	-0.9%
Jun-23	101.2%	-0.9%	101.6%	-0.3%
12-month Avg	100.3%	-2.3%	100.3%	-1.6%

Zip Code

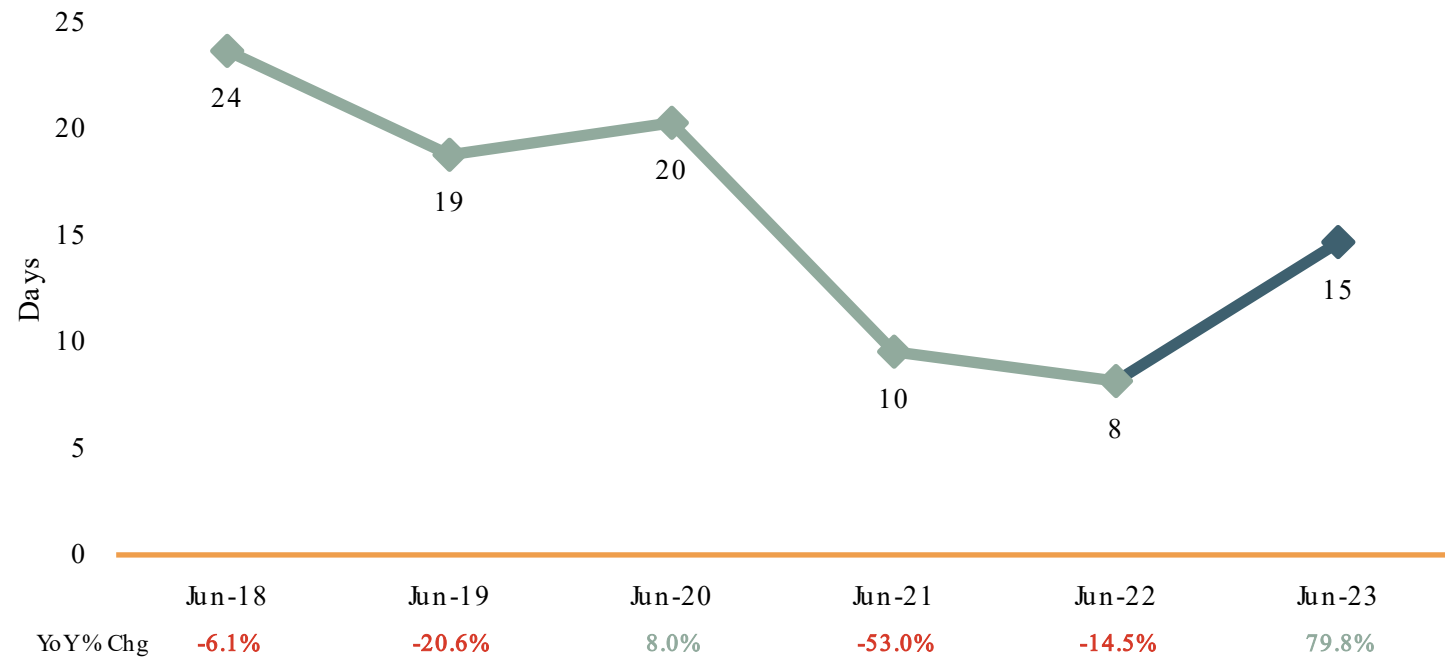
% Change in Average Sold to Ask Price Ratio
Jun-22 to Jun-23



Average Days on Market



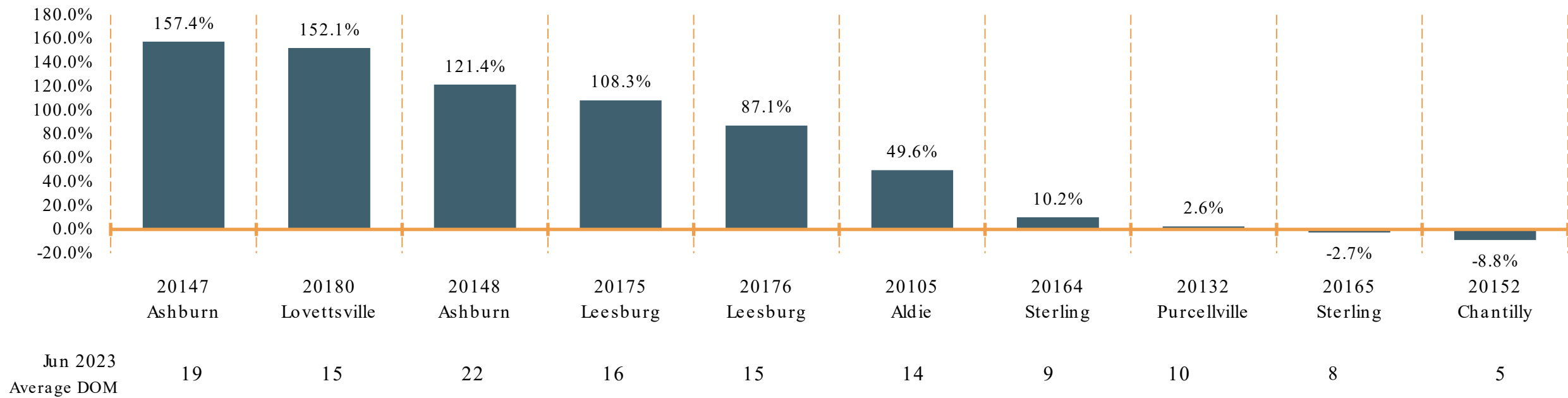
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	14	122.7%	11	43.8%
Jun-23	13	59.3%	16	97.6%
12-month Avg	24	88.5%	22	80.6%

Zip Code

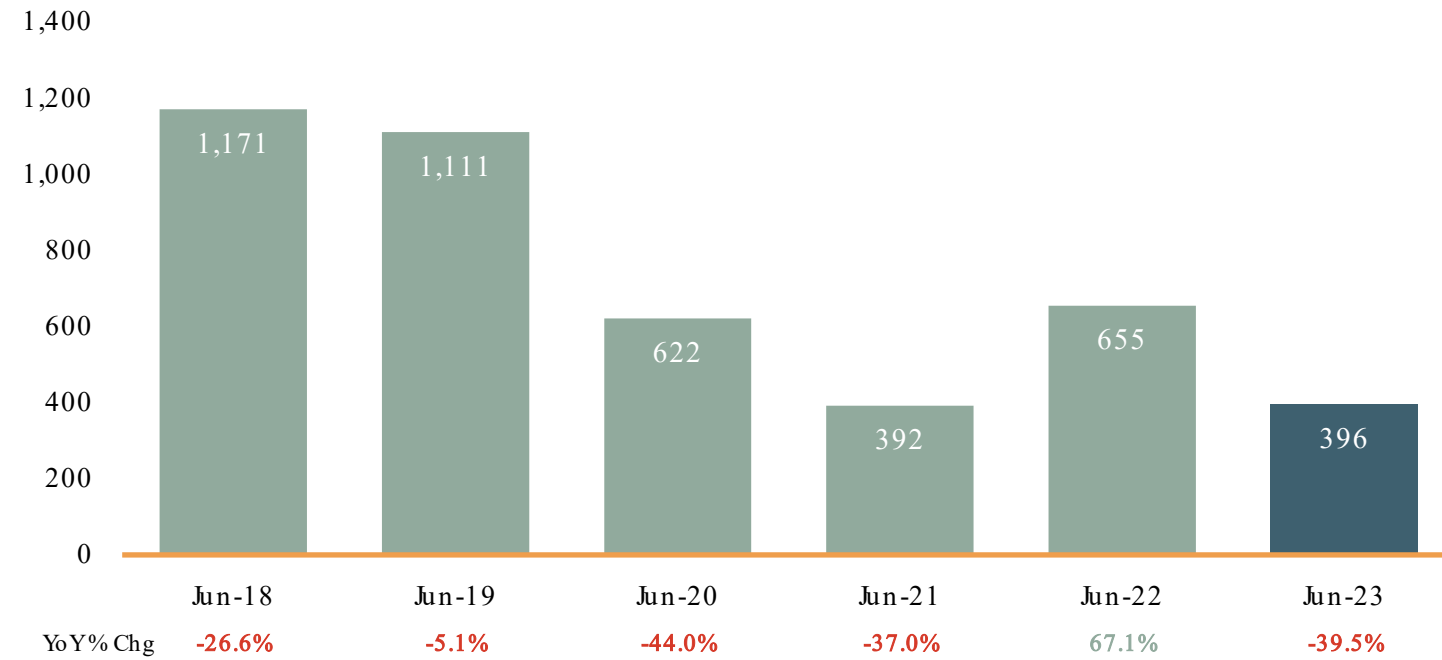
% Change in Average Days on Market
Jun-22 to Jun-23



Active Listings



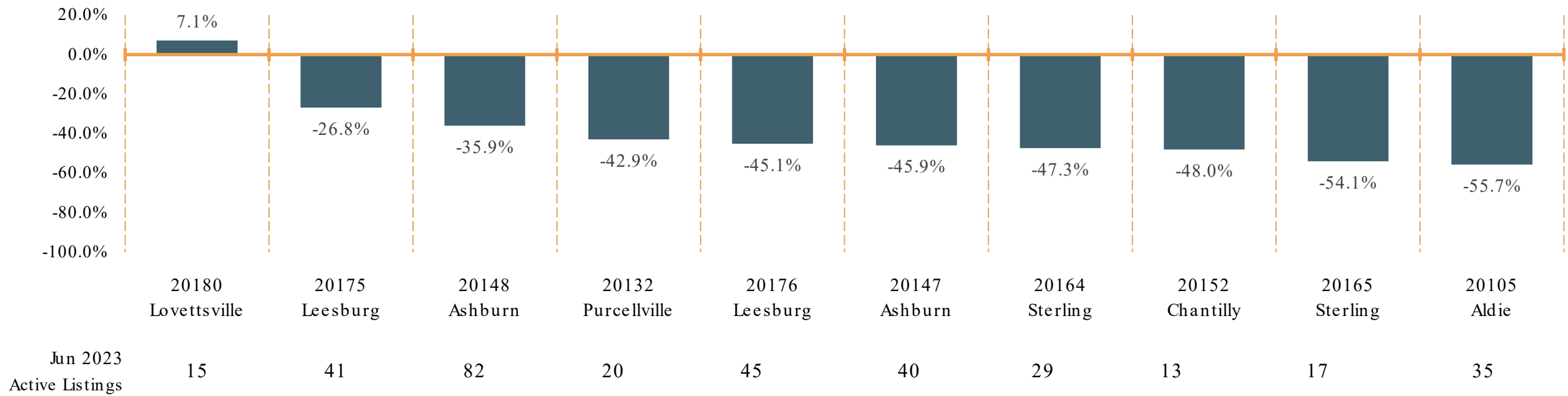
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	225	-7.0%	122	-45.0%
Jun-23	238	-27.0%	158	-52.0%
12-month Avg	255	33.0%	213	8.4%

Zip Code

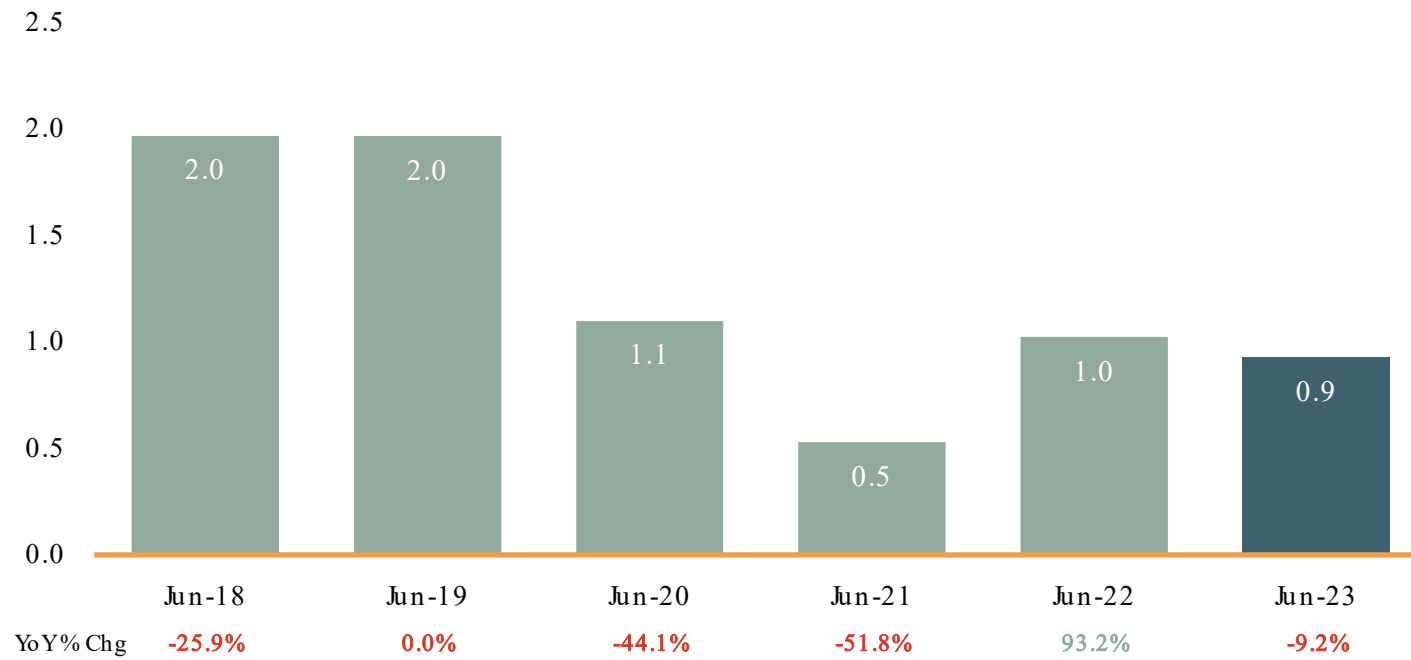
% Change in Active Listings
Jun-22 to Jun-23



Months Supply



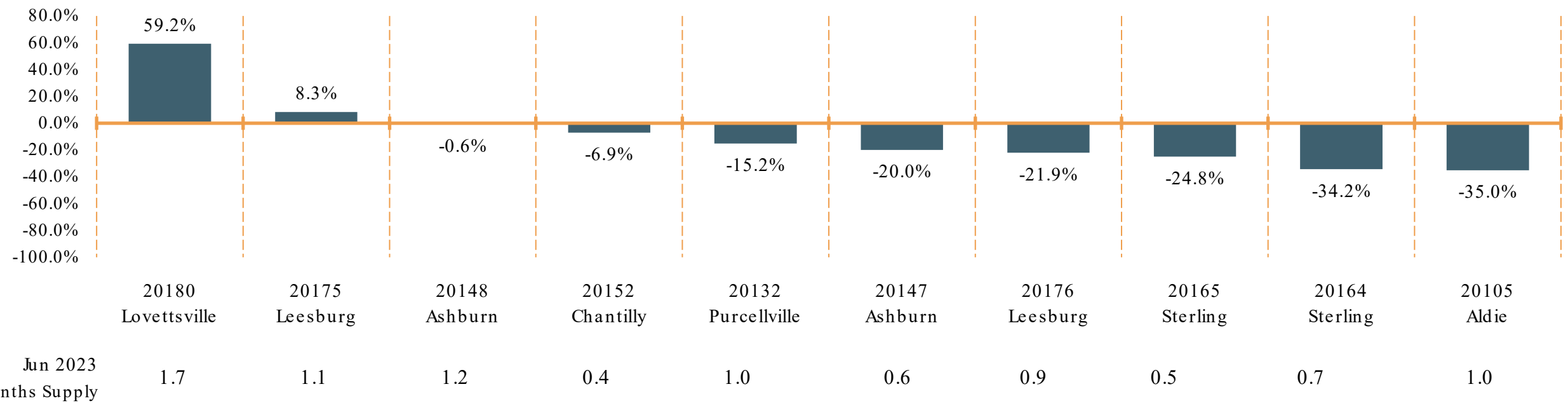
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-23	1.1	36.1%	0.5	-15.3%
Jun-23	1.2	7.3%	0.7	-26.5%
12-month Avg	1.0	78.3%	0.8	45.8%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg	Jun-22	Jun-23	% chg
Loudoun County	992	625	-37.0%	703	537	-23.6%	\$695,000	\$690,000	-0.7%	655	396	-39.5%	1.0	0.9	-9.2%
20105	100	48	-52.0%	56	47	-16.1%	\$890,000	\$870,000	-2.2%	79	35	-55.7%	1.5	1.0	-35.0%
20132	53	22	-58.5%	46	23	-50.0%	\$777,500	\$725,000	-6.8%	35	20	-42.9%	1.2	1.0	-15.2%
20147	148	91	-38.5%	117	90	-23.1%	\$665,000	\$672,500	1.1%	74	40	-45.9%	0.7	0.6	-20.0%
20148	179	102	-43.0%	105	85	-19.0%	\$840,000	\$794,950	-5.4%	128	82	-35.9%	1.2	1.2	-0.6%
20152	75	44	-41.3%	66	39	-40.9%	\$687,500	\$695,000	1.1%	25	13	-48.0%	0.5	0.4	-6.9%
20164	79	62	-21.5%	52	49	-5.8%	\$533,000	\$550,000	3.2%	55	29	-47.3%	1.1	0.7	-34.2%
20165	62	49	-21.0%	59	51	-13.6%	\$650,000	\$650,000	0.0%	37	17	-54.1%	0.7	0.5	-24.8%
20175	97	52	-46.4%	65	47	-27.7%	\$676,000	\$689,000	1.9%	56	41	-26.8%	1.0	1.1	8.3%
20176	127	72	-43.3%	79	60	-24.1%	\$732,841	\$800,000	9.2%	82	45	-45.1%	1.1	0.9	-21.9%
20180	13	17	30.8%	6	8	33.3%	\$628,395	\$775,000	23.3%	14	15	7.1%	1.1	1.7	59.2%



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.