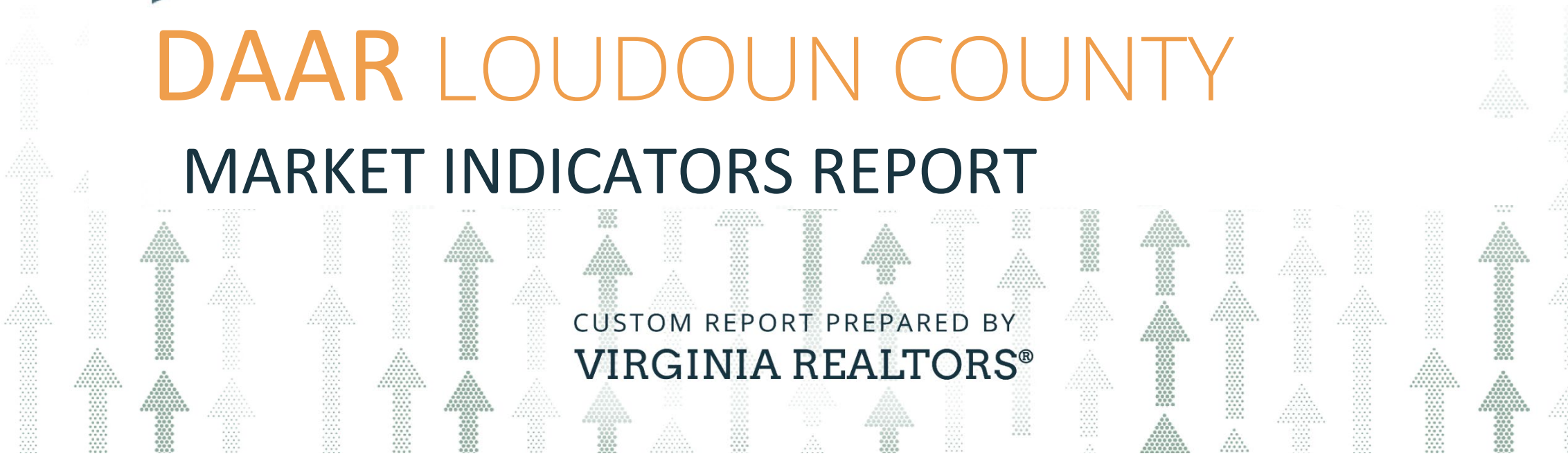


DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



DAAR Market Indicators Report



Key Market Trends: July 2023

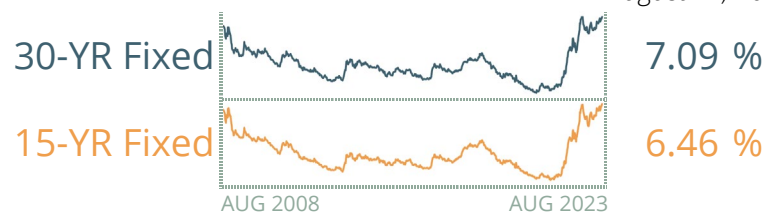
- › **In Loudoun County, sales dropped this month.** There were 418 home sales in the month of July, 130 fewer sales than last year, decreasing by 23.7%. Sales dipped the furthest in Ashburn zip code 20147 with 42 fewer sales (-38.2%) and in Leesburg zip code 20176 with 26 fewer sales than the previous year (-38.2%). In Lovettsville zip code 20180, sales rose slightly with three additional sales (+30.0%).
- › **Pending sales increased this month; driven by an influx of activity in Leesburg.** There were 474 pending sales in Loudoun County, up 3% from a year ago, which is 14 additional pending sales. In Leesburg zip code 20175 there were 11 more pending sales (+36.7%) and in Sterling zip code 20164 there were six more pending sales compared to the year prior (+12.0%). Pending sales had the biggest decline in Purcellville zip code 20132 with 15 fewer pending sales than last July (-45.5%).
- › **After inching down last month, the July median sales price climbed in Loudoun County.** In the County, the median sales price was \$712,500 in July, \$27,500 higher than a year ago, growing by 4%. The biggest jump in price happened in Ashburn zip code 20148 (+10.7%) and Leesburg zip code 20175 (+7.8%). Purcellville zip code 20132 (-10.0%) and Chantilly zip code 20152 (-11.4%) saw home prices fall the most compared to the same time last July.
- › **Supply is getting tighter in the Loudoun County housing market.** At the end of July, there were 377 active listings on the market countywide, 354 fewer listings than the year before, a 48.4% reduction. Listings were down in Ashburn zip code 20148 (-49.0%), Leesburg zip code 20176 (-59.1%) and Sterling zip code 20165 (-76.3%).



DAAR Market Dashboard

YoY Chg	Jul-23	Indicator
▼ -23.7%	418	Sales
▲ 3.0%	474	Pending Sales
▼ -26.3%	555	New Listings
▲ 2.9%	\$699,950	Median List Price
▲ 4.0%	\$712,500	Median Sales Price
▲ 4.0%	\$264	Median Price Per Square Foot
▼ -21.9%	\$329.3	Sold Dollar Volume (in millions)
▲ 0.9%	101.5%	Average Sold/Ask Price Ratio
▼ -10.5%	11	Average Days on Market
▼ -48.4%	377	Active Listings
▼ -23.8%	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.

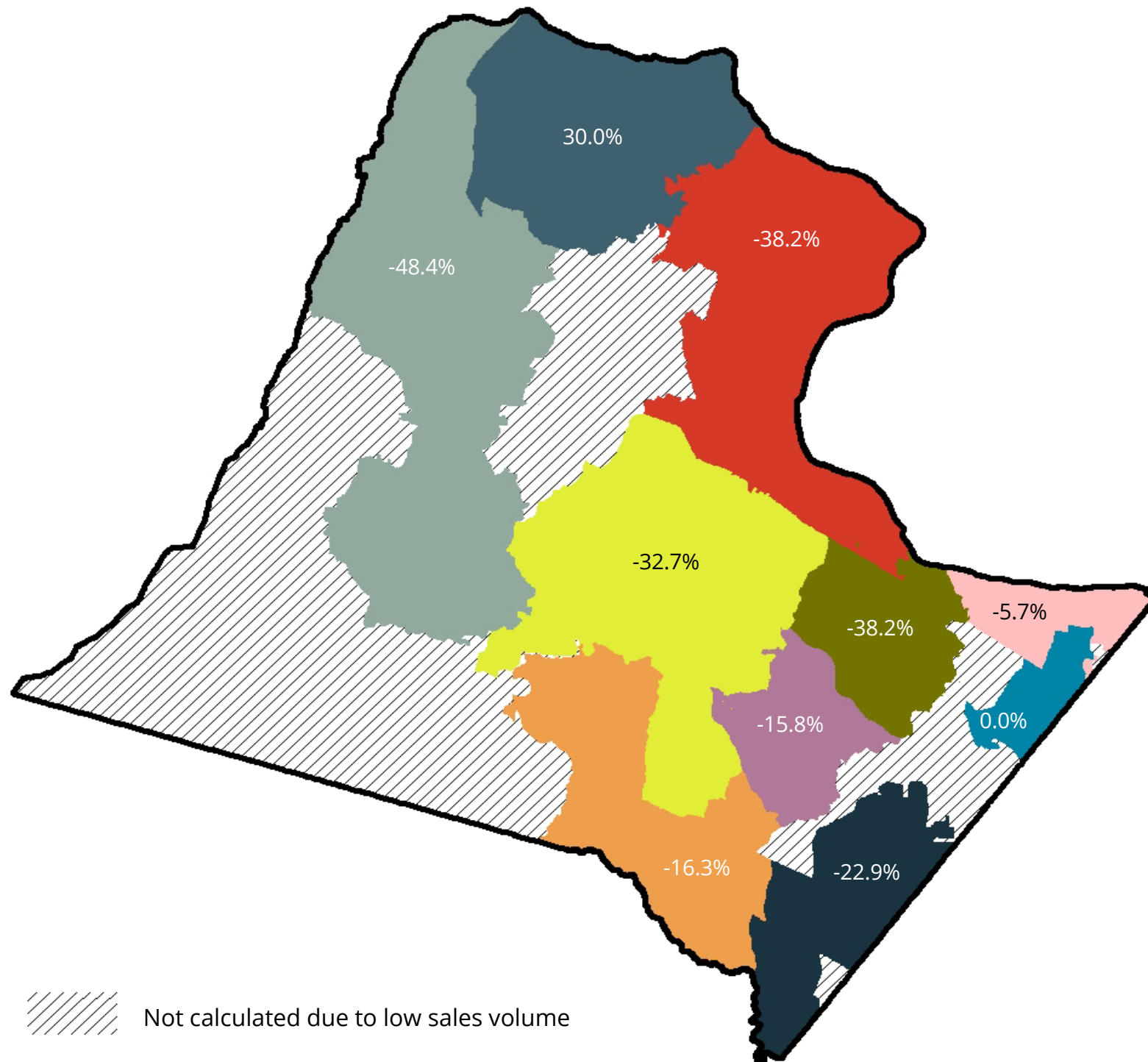
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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 Jul-22	Home Sales Jul-23	% Chg
20105 Aldie	43	36	-16.3%
20132 Purcellville	31	16	-48.4%
20147 Ashburn	110	68	-38.2%
20148 Ashburn	76	64	-15.8%
20152 Chantilly	48	37	-22.9%
20164 Sterling	42	42	0.0%
20165 Sterling	35	33	-5.7%
20175 Leesburg	52	35	-32.7%
20176 Leesburg	68	42	-38.2%
20180 Lovettsville	10	13	30.0%

Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Jul-22	Jul-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jul-21	Jul-23						
Sales			548	418	-23.7%	3,855	2,750	-28.7%
Pending Sales			460	474	3.0%	4,039	3,039	-24.8%
New Listings			753	555	-26.3%	5,490	3,805	-30.7%
Median List Price			\$680,000	\$699,950	2.9%	\$665,000	\$688,484	3.5%
Median Sales Price			\$685,000	\$712,500	4.0%	\$685,000	\$695,000	1.5%
Median Price Per Square Foot			\$254	\$264	4.0%	\$263	\$265	1.0%
Sold Dollar Volume (in millions)			\$421.5	\$329.3	-21.9%	\$2,935.9	\$2,126.8	-27.6%
Average Sold/Ask Price Ratio			100.6%	101.5%	0.9%	102.9%	101.2%	-1.6%
Average Days on Market			13	11	-10.5%	10	19	93.7%
Active Listings			731	377	-48.4%	n/a	n/a	n/a
Months of Supply			1.2	0.9	-23.8%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jul-22	Jul-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jul-21	Jul-23						
Sales			267	209	-21.7%	1,831	1,321	-27.9%
Pending Sales			220	214	-2.7%	1,914	1,411	-26.3%
New Listings			371	259	-30.2%	2,668	1,881	-29.5%
Median List Price			\$899,995	\$925,000	2.8%	\$890,000	\$900,000	1.1%
Median Sales Price			\$902,000	\$925,000	2.5%	\$921,000	\$920,000	-0.1%
Median Price Per Square Foot			\$241	\$250	3.5%	\$250	\$252	0.9%
Sold Dollar Volume (in millions)			\$263.8	\$206.0	-21.9%	\$1,798.3	\$1,304.8	-27.4%
Average Sold/Ask Price Ratio			100.7%	101.1%	0.4%	103.2%	101.2%	-1.9%
Average Days on Market			13	13	1.9%	10	19	95.8%
Active Listings			381	218	-42.8%	n/a	n/a	n/a
Months of Supply			1.3	1.1	-16.9%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



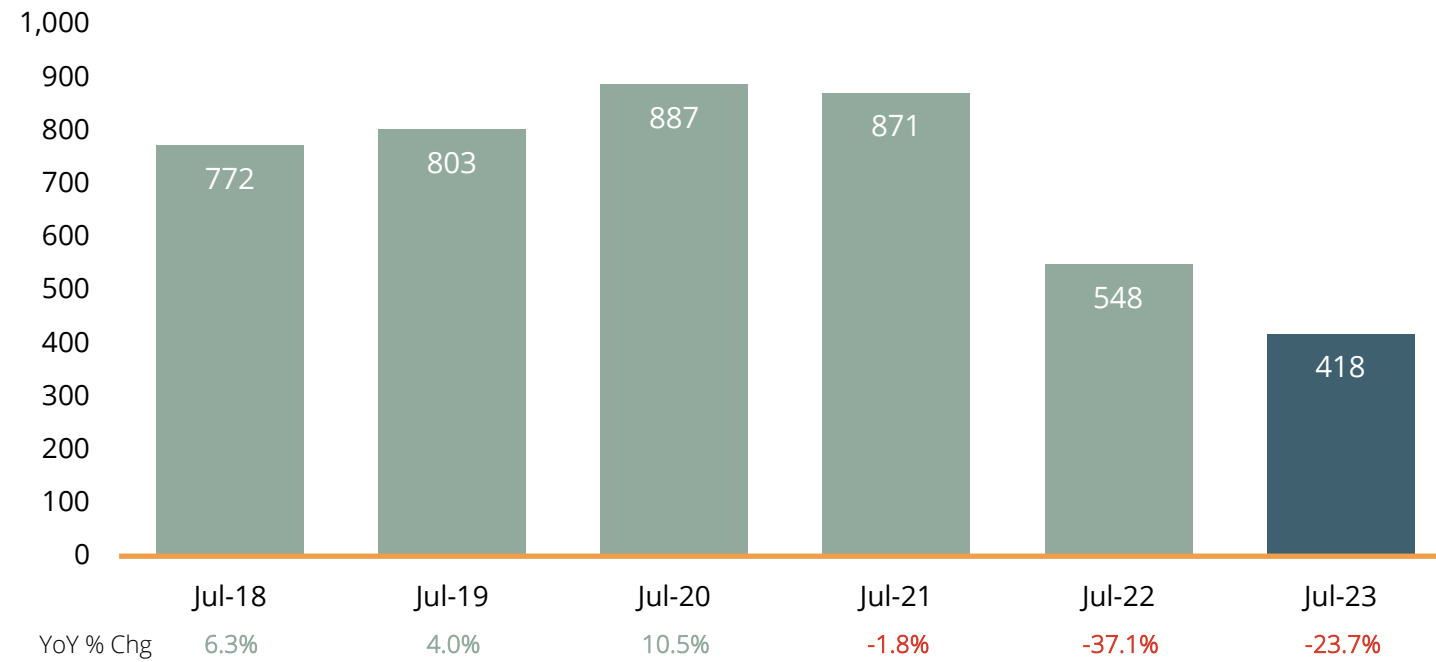
Key Metrics	2-year Trends		Jul-22	Jul-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Jul-21	Jul-23						
Sales			281	209	-25.6%	2,024	1,429	-29.4%
Pending Sales			240	260	8.3%	2,125	1,628	-23.4%
New Listings			382	296	-22.5%	2,822	1,924	-31.8%
Median List Price			\$550,000	\$574,500	4.5%	\$535,000	\$550,000	2.8%
Median Sales Price			\$555,000	\$585,000	5.4%	\$553,650	\$565,000	2.1%
Median Price Per Square Foot			\$263	\$279	6.3%	\$270	\$275	1.8%
Sold Dollar Volume (in millions)			\$157.7	\$123.3	-21.8%	\$1,137.6	\$821.9	-27.7%
Average Sold/Ask Price Ratio			100.5%	101.8%	1.3%	102.7%	101.3%	-1.4%
Average Days on Market			13	10	-22.6%	10	19	91.8%
Active Listings			350	159	-54.6%	n/a	n/a	n/a
Months of Supply			1.1	0.7	-31.8%	n/a	n/a	n/a

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

Sales



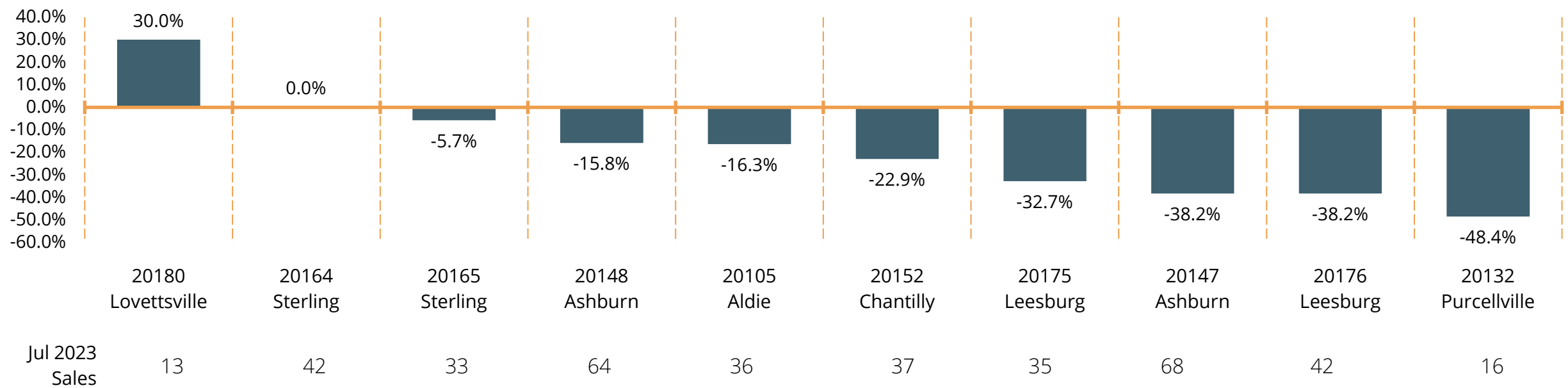
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jul-23	209	-21.7%	209	-25.6%
12-month Avg	192	-31.4%	212	-34.5%

Zip Code

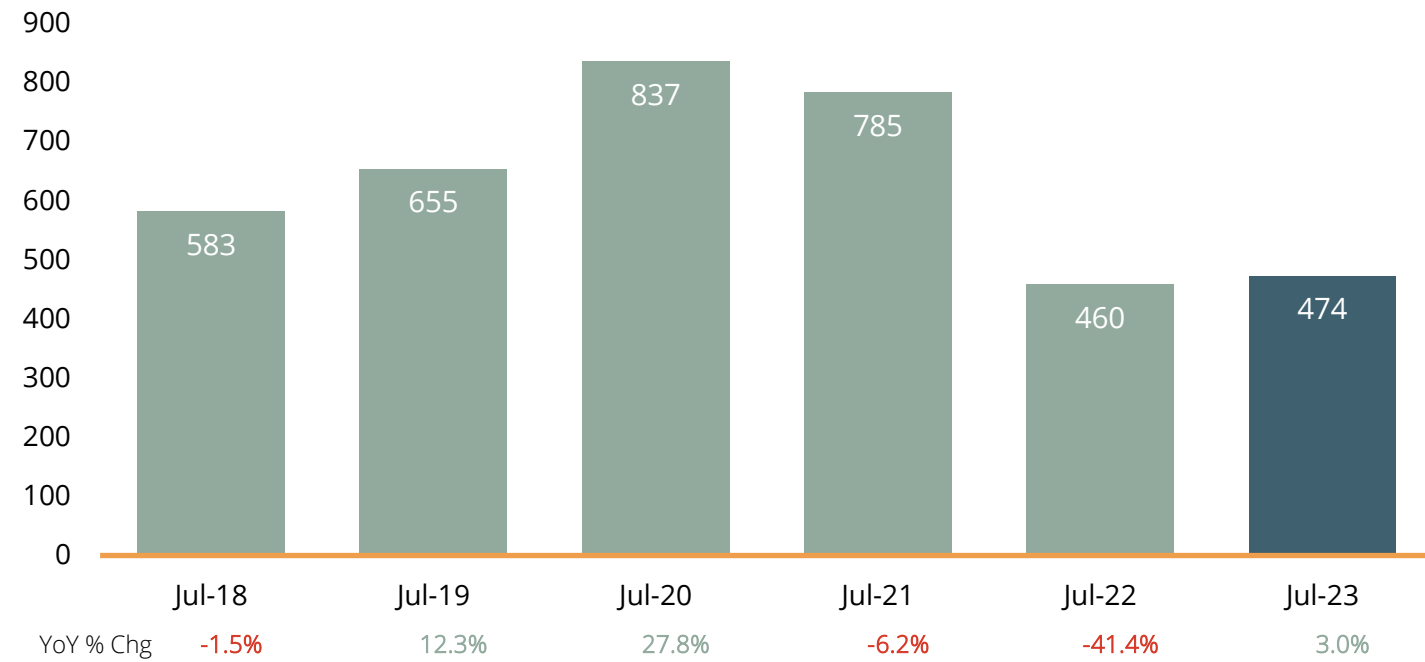
% Change in Sales
Jul-22 to Jul-23



Pending Sales



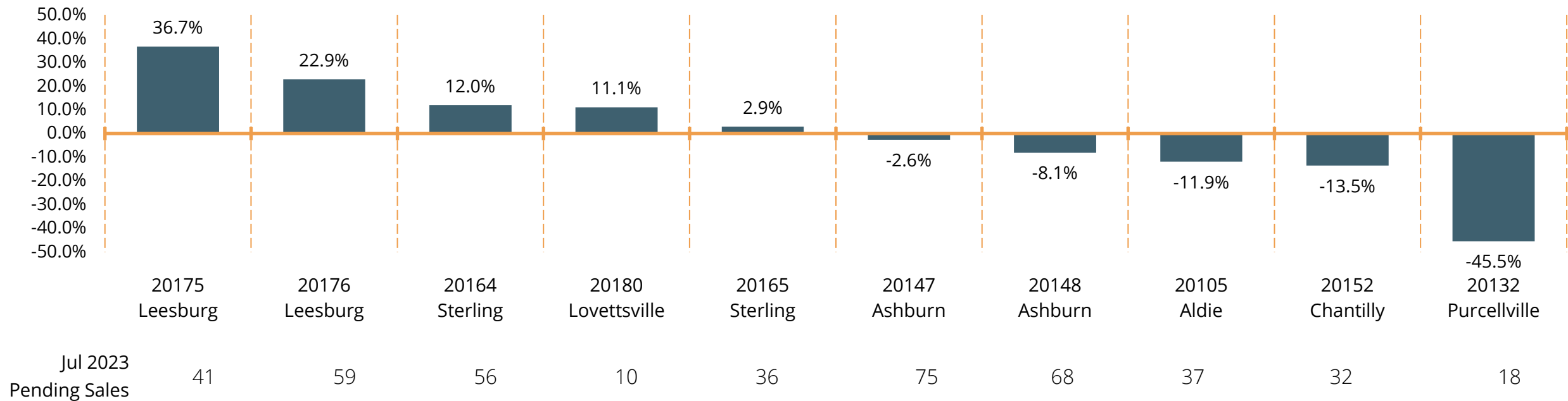
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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	200	-26.7%	256	-21.0%
Jul-23	214	-2.7%	260	8.3%
12-month Avg	185	-29.1%	216	-30.2%

Zip Code

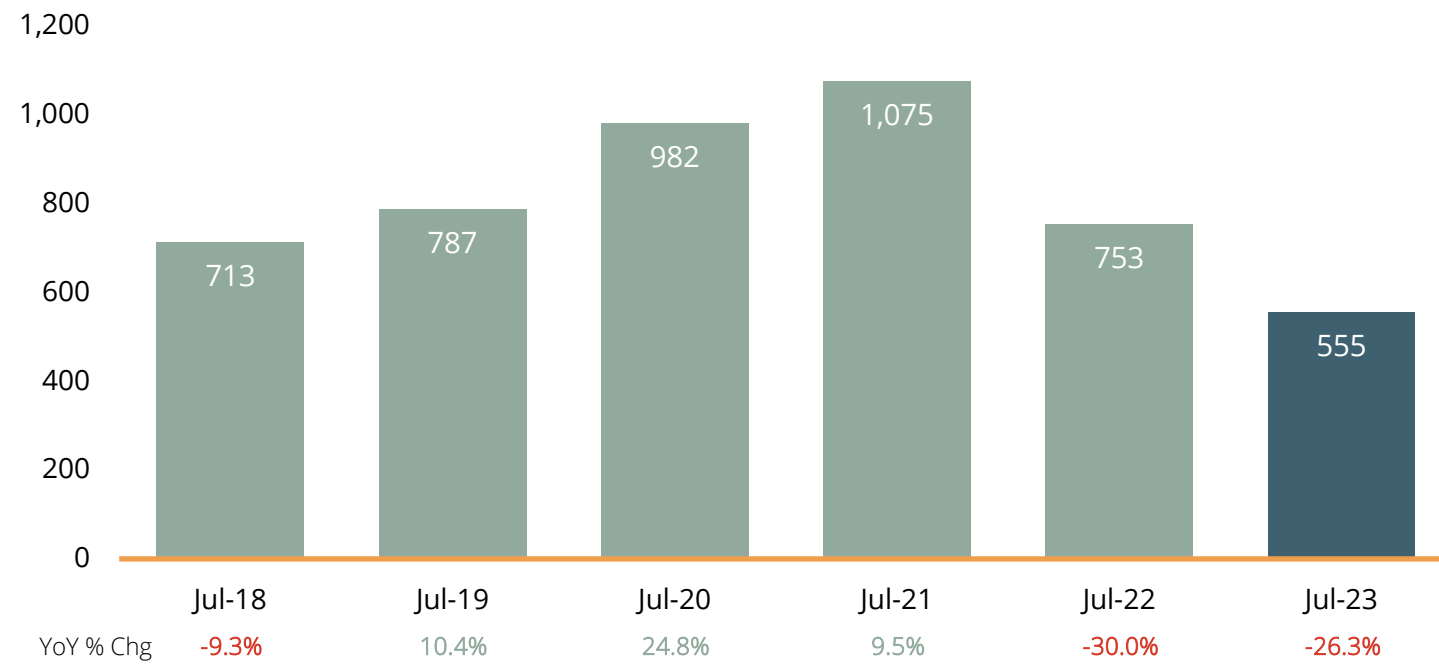
% Change in Pending Sales
Jul-22 to Jul-23



New Listings



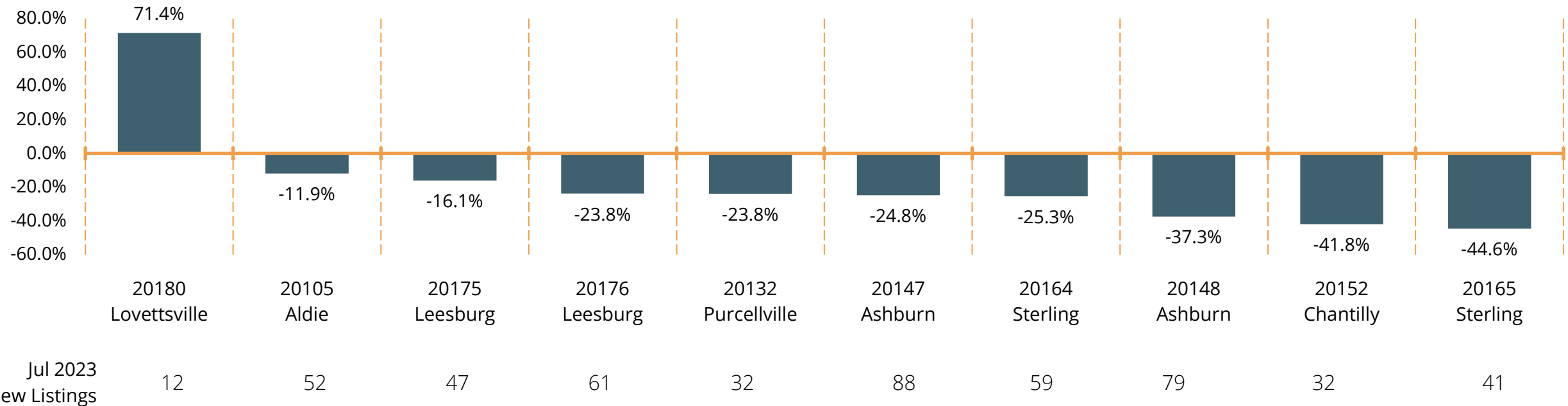
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jul-23	259	-30.2%	296	-22.5%
12-month Avg	252	-25.9%	269	-28.7%

Zip Code

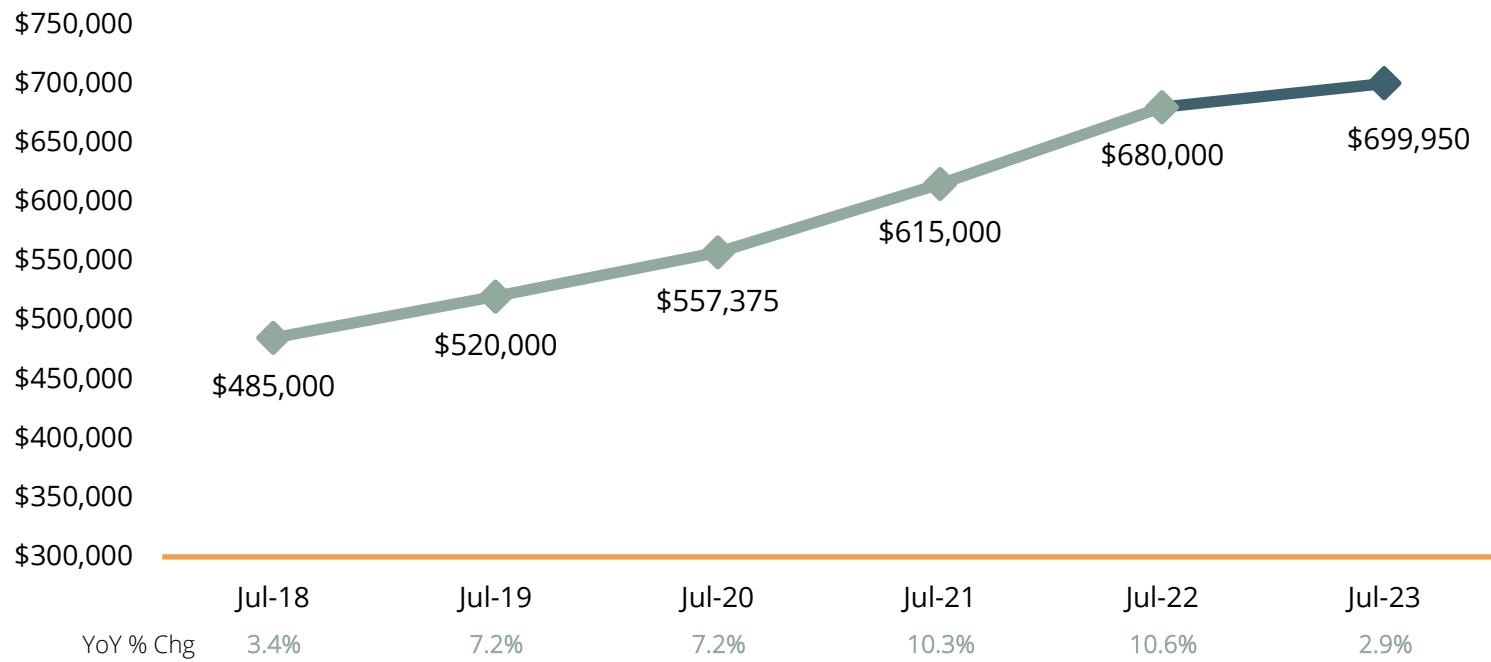
% Change in New Listings
Jul-22 to Jul-23



Median List Price



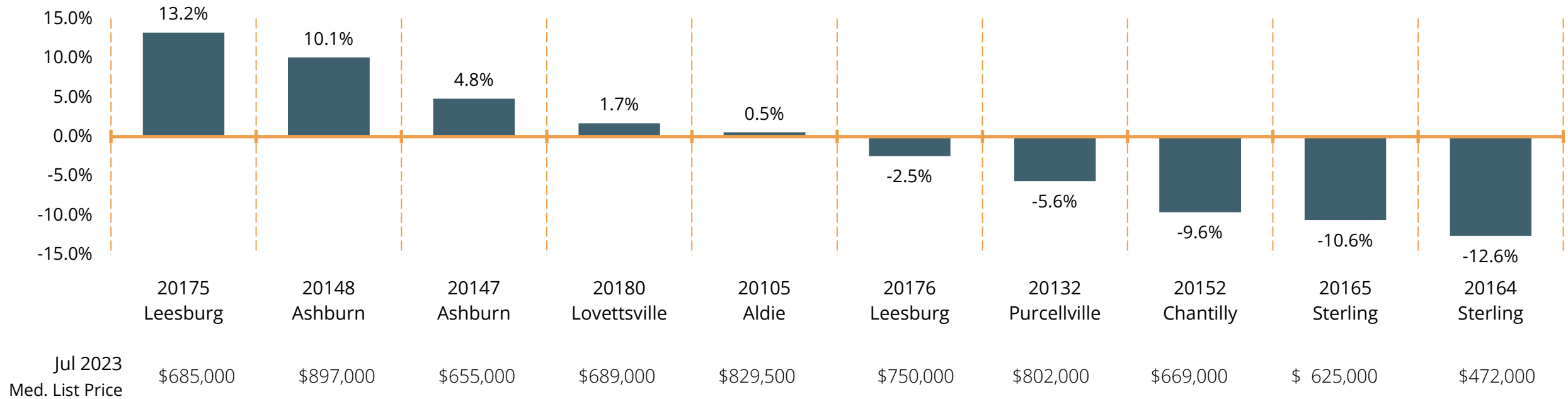
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-23	\$925,000	2.8%	\$574,500	4.5%
12-month Avg	\$883,326	4.3%	\$545,612	5.5%

Zip Code

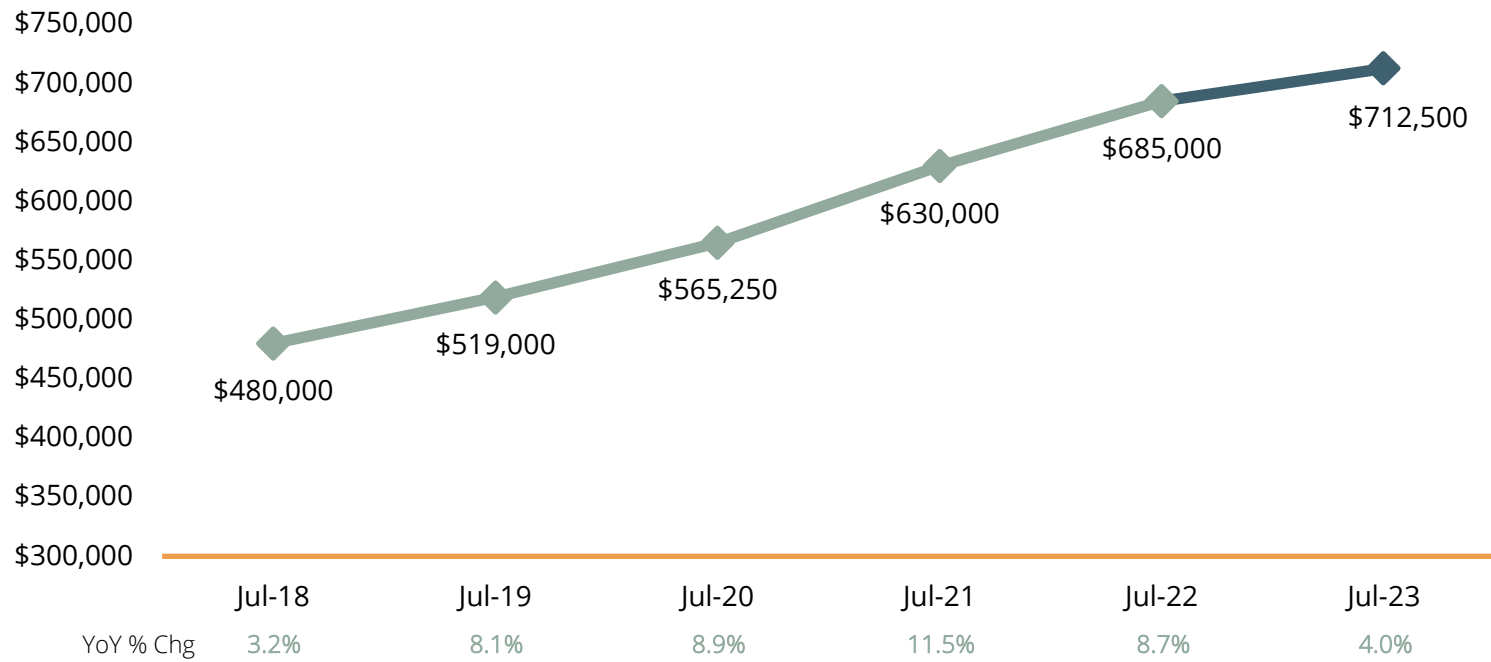
% Change in Median List Price
Jul-22 to Jul-23



Median Sales Price



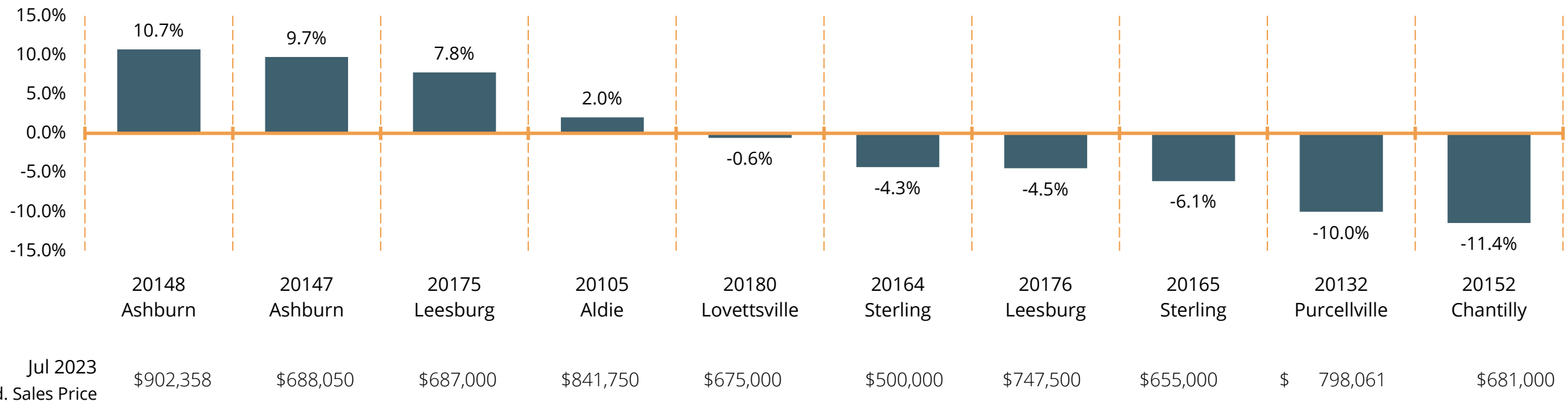
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-23	\$925,000	2.5%	\$585,000	5.4%
12-month Avg	\$882,757	1.1%	\$547,993	3.8%

Zip Code

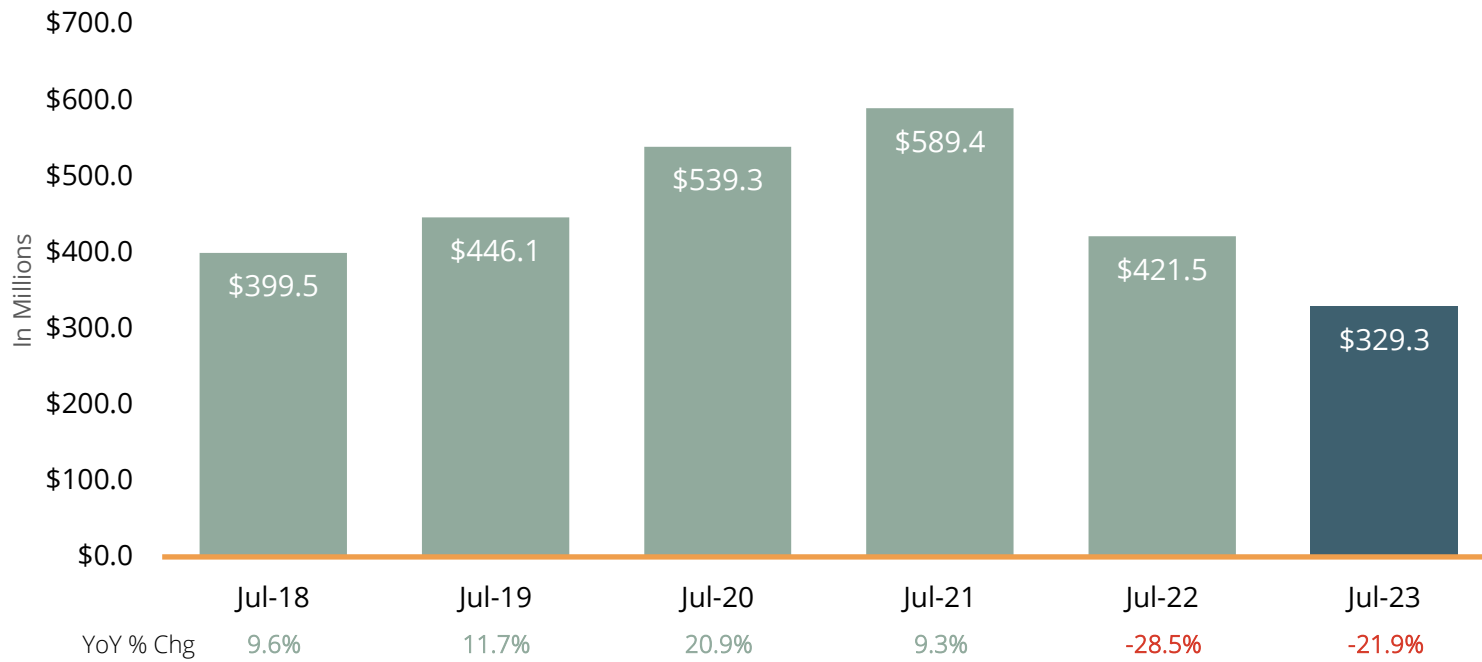
% Change in Median Sales Price
Jul-22 to Jul-23



Sold Dollar Volume (in millions)



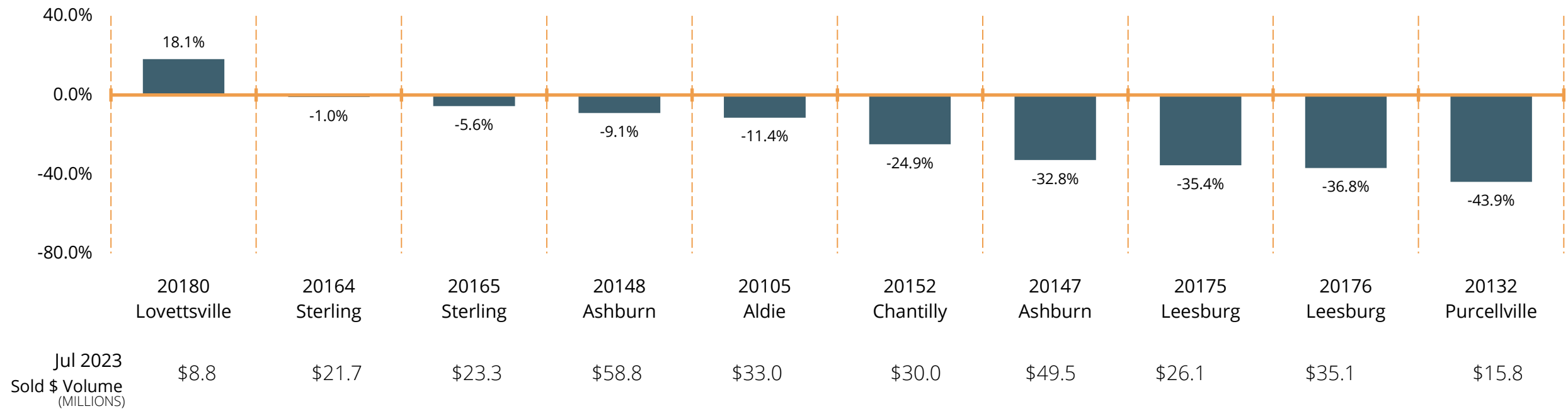
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Jul-23	\$206.0	-21.9%	\$123.3	-21.8%
12-month Avg	\$184.9	-29.4%	\$119.9	-31.0%

Zip Code

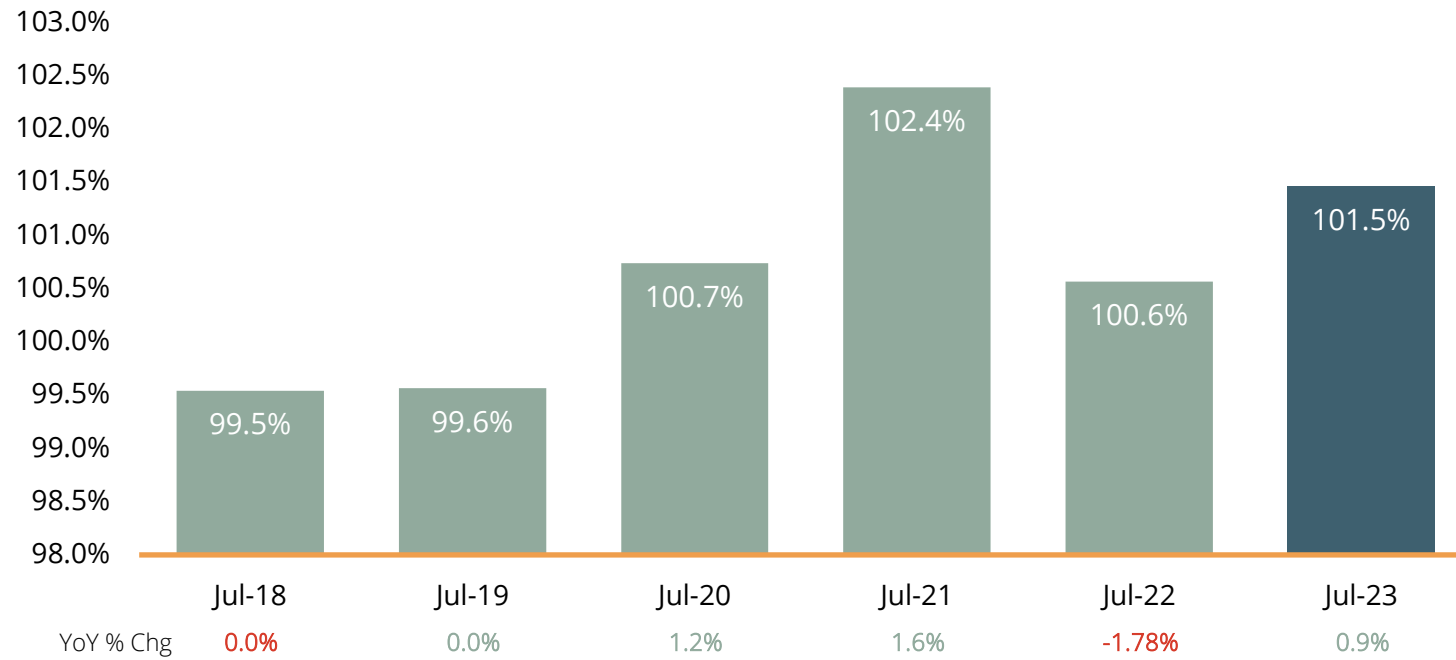
% Change in Sold Dollar Volume
Jul-22 to Jul-23



Average Sold to Ask Price Ratio



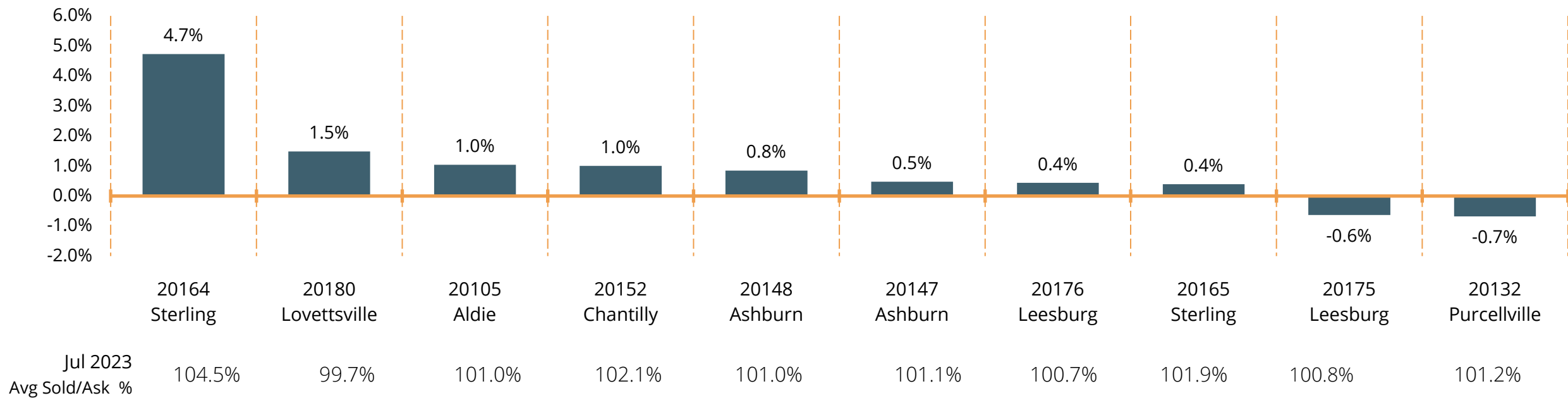
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-23	101.1%	0.4%	101.8%	1.3%
12-month Avg	100.3%	-2.1%	100.4%	-1.4%

Zip Code

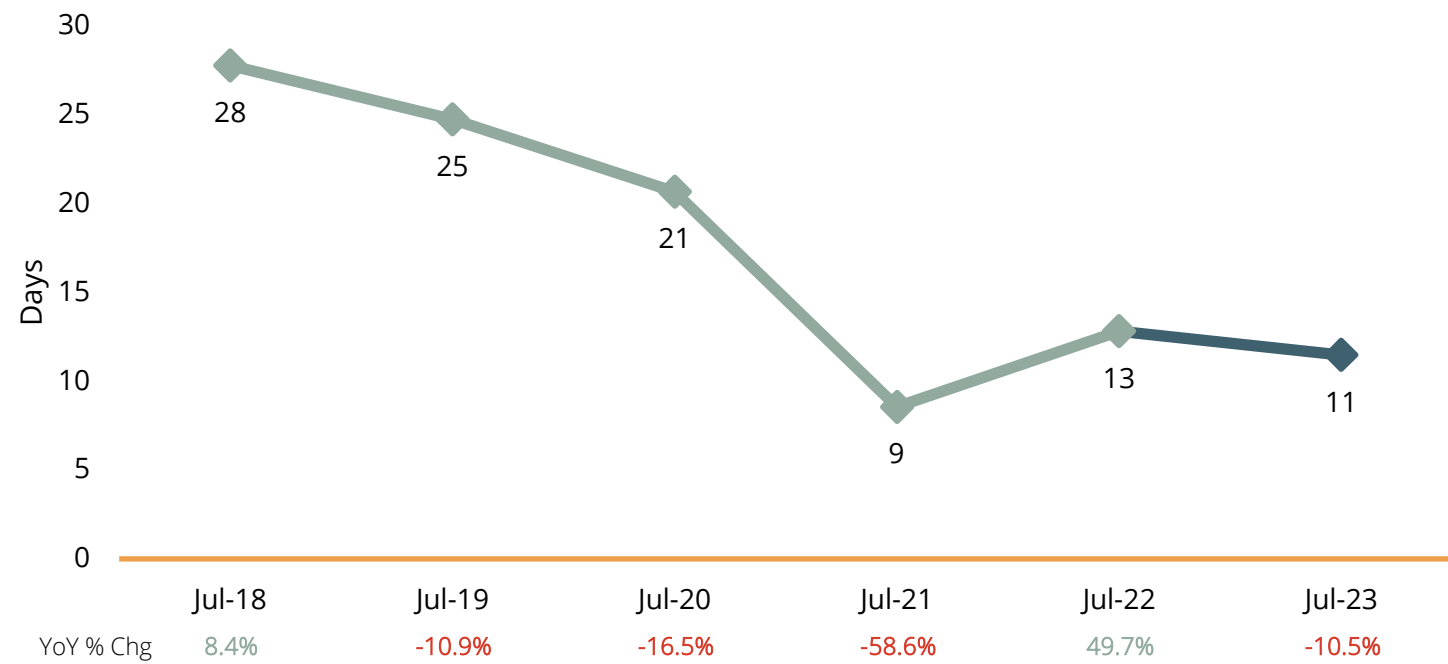
% Change in Average Sold to Ask Price Ratio
Jul-22 to Jul-23



Average Days on Market



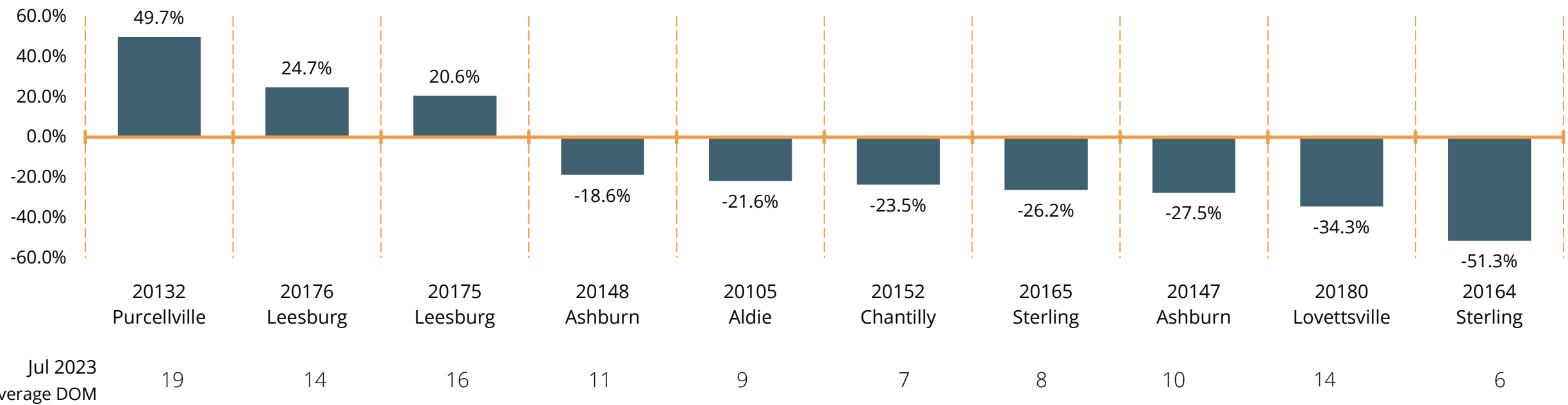
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-23	13	1.9%	10	-22.6%
12-month Avg	24	82.9%	22	74.1%

Zip Code

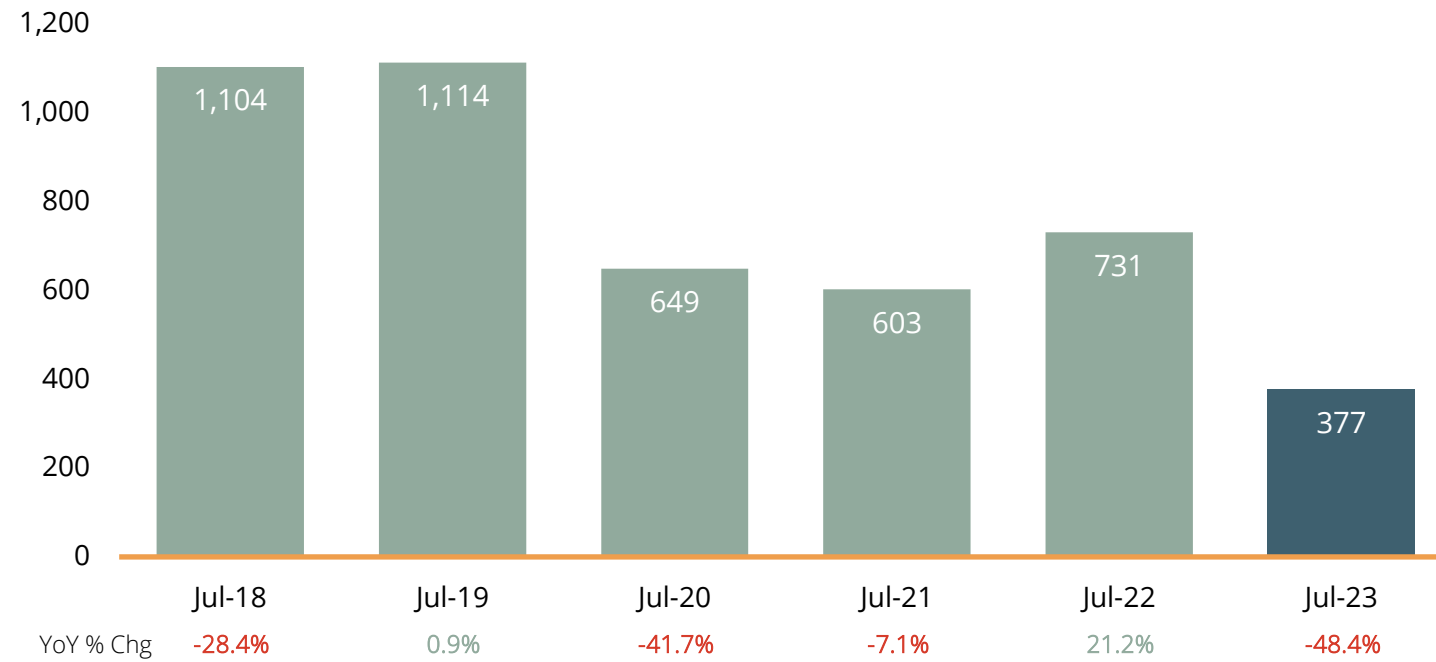
% Change in Average Days on Market
Jul-22 to Jul-23



Active Listings



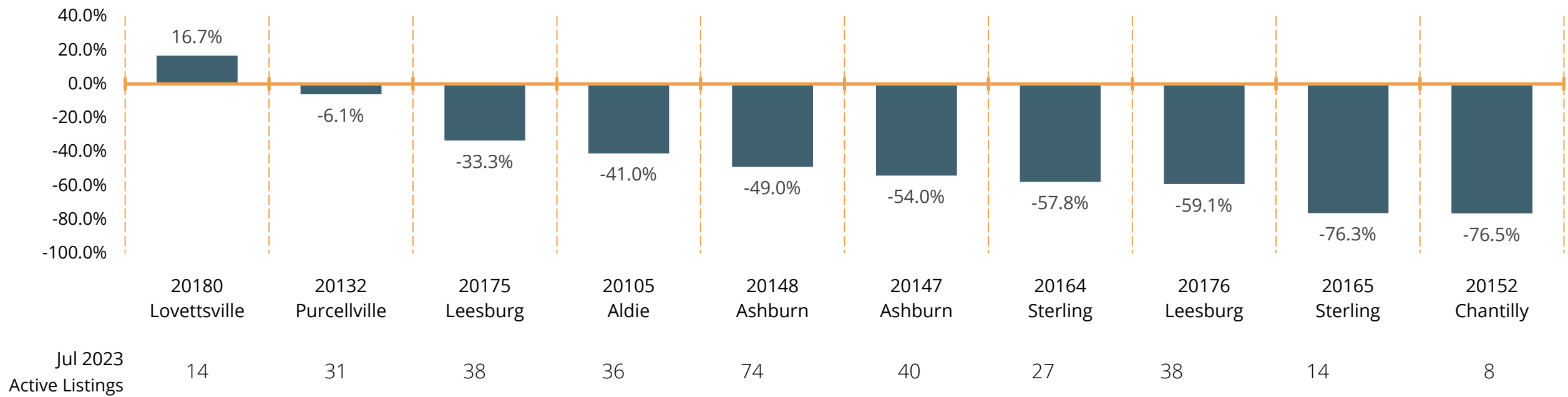
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-23	218	-42.8%	159	-54.6%
12-month Avg	241	20.0%	197	-0.3%

Zip Code

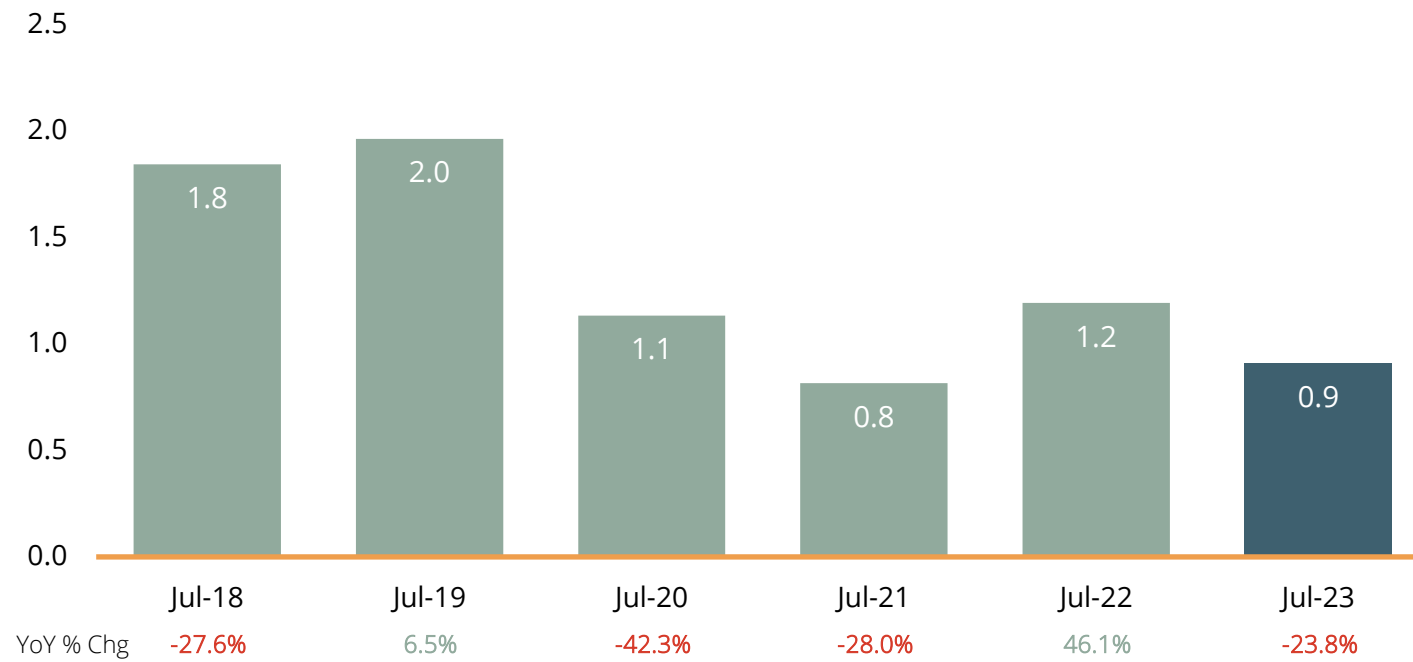
% Change in Active Listings
Jul-22 to Jul-23



Months Supply



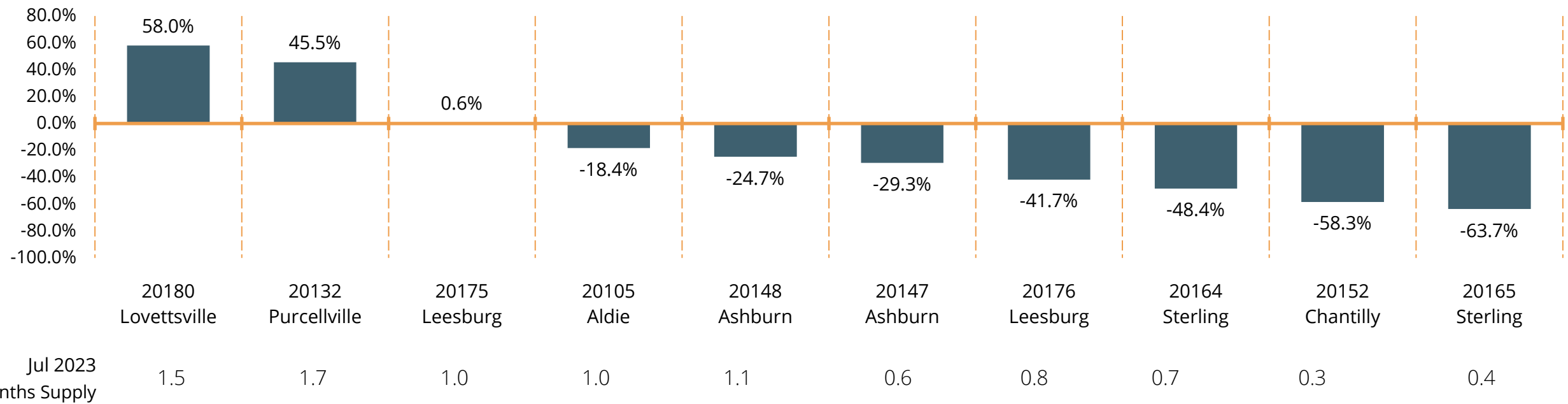
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-23	1.1	-16.9%	0.7	-31.8%
12-month Avg	1.0	61.8%	0.7	36.0%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-22	Jul-23	% chg	Jul-22	Jul-23	% chg	Jul-22	Jul-23	% chg	Jul-22	Jul-23	% chg	Jul-22	Jul-23	% chg
Loudoun County	753	555	-26.3%	548	418	-23.7%	\$685,000	\$712,500	4.0%	731	377	-48.4%	1.2	0.9	-23.8%
20105	59	52	-11.9%	43	36	-16.3%	\$825,000	\$841,750	2.0%	61	36	-41.0%	1.2	1.0	-18.4%
20132	42	32	-23.8%	31	16	-48.4%	\$887,000	\$798,061	-10.0%	33	31	-6.1%	1.2	1.7	45.5%
20147	117	88	-24.8%	110	68	-38.2%	\$627,000	\$688,050	9.7%	87	40	-54.0%	0.9	0.6	-29.3%
20148	126	79	-37.3%	76	64	-15.8%	\$815,000	\$902,358	10.7%	145	74	-49.0%	1.4	1.1	-24.7%
20152	55	32	-41.8%	48	37	-22.9%	\$769,000	\$681,000	-11.4%	34	8	-76.5%	0.7	0.3	-58.3%
20164	79	59	-25.3%	42	42	0.0%	\$522,500	\$500,000	-4.3%	64	27	-57.8%	1.3	0.7	-48.4%
20165	74	41	-44.6%	35	33	-5.7%	\$697,500	\$655,000	-6.1%	59	14	-76.3%	1.2	0.4	-63.7%
20175	56	47	-16.1%	52	35	-32.7%	\$637,500	\$687,000	7.8%	57	38	-33.3%	1.0	1.0	0.6%
20176	80	61	-23.8%	68	42	-38.2%	\$782,500	\$747,500	-4.5%	93	38	-59.1%	1.3	0.8	-41.7%
20180	7	12	71.4%	10	13	30.0%	\$679,000	\$675,000	-0.6%	12	14	16.7%	1.0	1.5	58.0%



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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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.