

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: August 2023

- Sales activity continues to drop in Loudoun County. There were 465 sales in the county, 83 fewer sales compared to a year earlier, falling by 15.1%. Ashburn zip code 20148 had the biggest decrease in sales activity with 33 fewer sales than last year (-31.7%). Sales activity increased in both Sterling zip code 20165 (+14.3%) and Leesburg zip code 20176 (+8.8%).
- Pending sales down sharply in August, signaling slow fall market ahead. In Loudoun County, there were 384 pending sales in August, 128 fewer pending sales than the previous year, declining by 25.0%. Leesburg zip code 20176 had 27 fewer pending sales than last year (-42.9%), while Sterling zip code 20165 had 18 fewer pending sales (-36.0%). The number of pending sales went up in Sterling zip code 20164 with four more sales than the year before (+8.0%).
- Home prices are down in some local markets in Loudoun County. The countywide median sales price was \$687,000 in August, \$22,250 more than last year, which is a 3.3% increase. Prices were up in Chantilly zip code 20152 (+14.5%) and Sterling zip code 20164 (+18.6%). The biggest declines in median price happened in Lovettsville zip code 20180 (-30.4%) and in Sterling zip code 20165 (-17.2%). The median price also fell in Aldie zip code 20105 (-16.7%), and Leesburg zip code 20176 (-6.6%).
- Supply continues to get tighter and fewer new listings are coming on the market. There were 422 active listings at the end of August across Loudoun County, down 34.1% from a year ago, which is 218 fewer listings. There were 556 new listings that came onto the market countywide in August. This is 84 fewer new listings than there were a year ago, representing a 13.1% drop.



DAAR Market Dashboard

YoY Chg	Aug-23	Indicator
▼ -15.1%	465	Sales
▼ -25.0%	384	Pending Sales
▼ -13.1%	556	New Listings
▲ 2.1%	\$684,990	Median List Price
▲ 3.3%	\$687,000	Median Sales Price
▲ 8.2%	\$273	Median Price Per Square Foot
▼ -9.9%	\$361.1	Sold Dollar Volume (in millions)
▲ 1.5%	100.9%	Average Sold/Ask Price Ratio
▼ -16.2%	15	Average Days on Market
▼ -34.1%	422	Active Listings
▼ -4.4%	1.0	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.

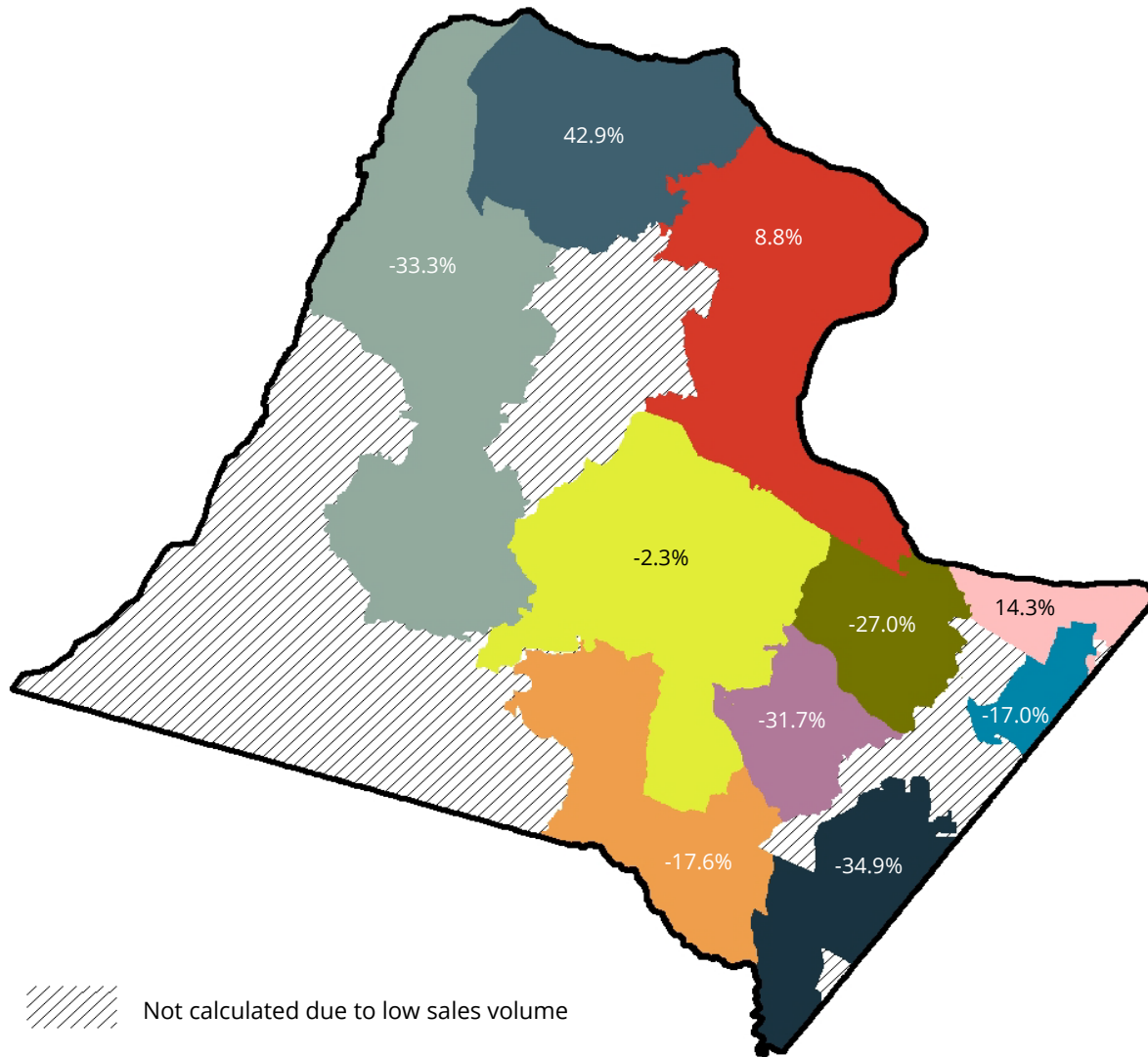
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Aug-22	Aug-23	
20105 Aldie	51	42	-17.6%
20132 Purcellville	27	18	-33.3%
20147 Ashburn	89	65	-27.0%
20148 Ashburn	104	71	-31.7%
20152 Chantilly	43	28	-34.9%
20164 Sterling	53	44	-17.0%
20165 Sterling	35	40	14.3%
20175 Leesburg	44	43	-2.3%
20176 Leesburg	57	62	8.8%
20180 Lovettsville	7	10	42.9%

Total Market Overview



Key Metrics	2-year Trends		Aug-22	Aug-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Aug-21	Aug-23						
Sales			548	465	-15.1%	4,403	3,215	-27.0%
Pending Sales			512	384	-25.0%	4,551	3,423	-24.8%
New Listings			640	556	-13.1%	6,130	4,361	-28.9%
Median List Price			\$670,975	\$684,990	2.1%	\$669,000	\$685,000	2.4%
Median Sales Price			\$664,750	\$687,000	3.3%	\$685,000	\$695,000	1.5%
Median Price Per Square Foot			\$252	\$273	8.2%	\$262	\$266	1.7%
Sold Dollar Volume (in millions)			\$401.0	\$361.1	-9.9%	\$3,336.9	\$2,487.9	-25.4%
Average Sold/Ask Price Ratio			99.5%	100.9%	1.5%	102.5%	101.2%	-1.3%
Average Days on Market			18	15	-16.2%	11	18	70.4%
Active Listings			640	422	-34.1%	n/a	n/a	n/a
Months of Supply			1.1	1.0	-4.4%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Aug-22	Aug-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Aug-21	Aug-23						
Sales			257	197	-23.3%	2,088	1,518	-27.3%
Pending Sales			242	172	-28.9%	2,156	1,583	-26.6%
New Listings			301	265	-12.0%	2,969	2,146	-27.7%
Median List Price			\$879,000	\$925,000	5.2%	\$890,000	\$900,000	1.1%
Median Sales Price			\$875,000	\$948,990	8.5%	\$912,500	\$920,000	0.8%
Median Price Per Square Foot			\$236	\$259	9.8%	\$248	\$253	1.8%
Sold Dollar Volume (in millions)			\$234.9	\$205.6	-12.5%	\$2,033.2	\$1,510.4	-25.7%
Average Sold/Ask Price Ratio			99.5%	100.7%	1.2%	102.7%	101.1%	-1.6%
Average Days on Market			17	19	9.7%	10	19	79.4%
Active Listings			346	241	-30.3%	n/a	n/a	n/a
Months of Supply			1.3	1.3	0.3%	n/a	n/a	n/a

Townhome & Condo Market Overview

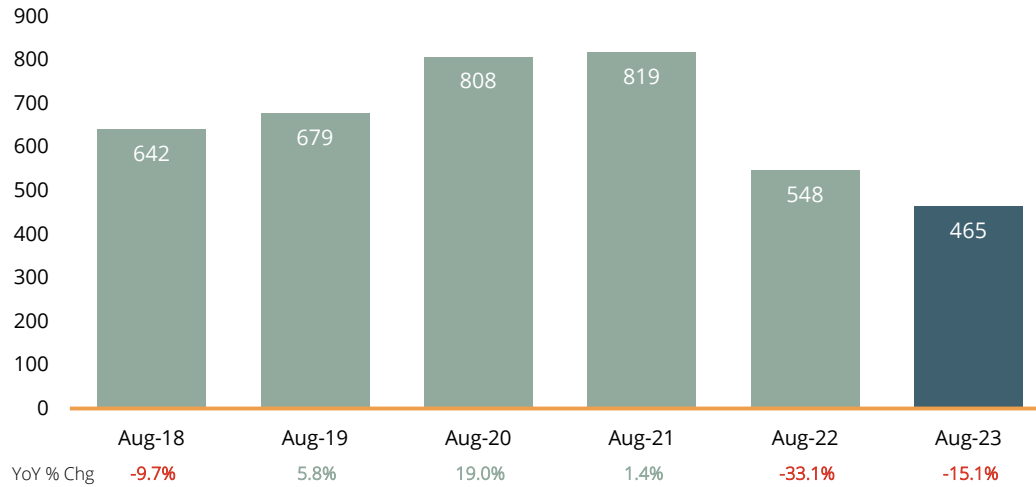


Key Metrics	2-year Trends		Aug-22	Aug-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Aug-21	Aug-23						
Sales			291	268	-7.9%	2,315	1,697	-26.7%
Pending Sales			270	212	-21.5%	2,395	1,840	-23.2%
New Listings			339	291	-14.2%	3,161	2,215	-29.9%
Median List Price			\$550,000	\$586,000	6.5%	\$539,900	\$554,200	2.6%
Median Sales Price			\$550,000	\$587,125	6.8%	\$553,150	\$570,000	3.0%
Median Price Per Square Foot			\$263	\$281	6.8%	\$269	\$276	2.5%
Sold Dollar Volume (in millions)			\$166.1	\$155.5	-6.4%	\$1,303.7	\$977.4	-25.0%
Average Sold/Ask Price Ratio			99.5%	101.1%	1.6%	102.3%	101.2%	-1.0%
Average Days on Market			19	13	-33.7%	11	18	62.7%
Active Listings			294	181	-38.4%	n/a	n/a	n/a
Months of Supply			0.9	0.8	-10.3%	n/a	n/a	n/a

Sales



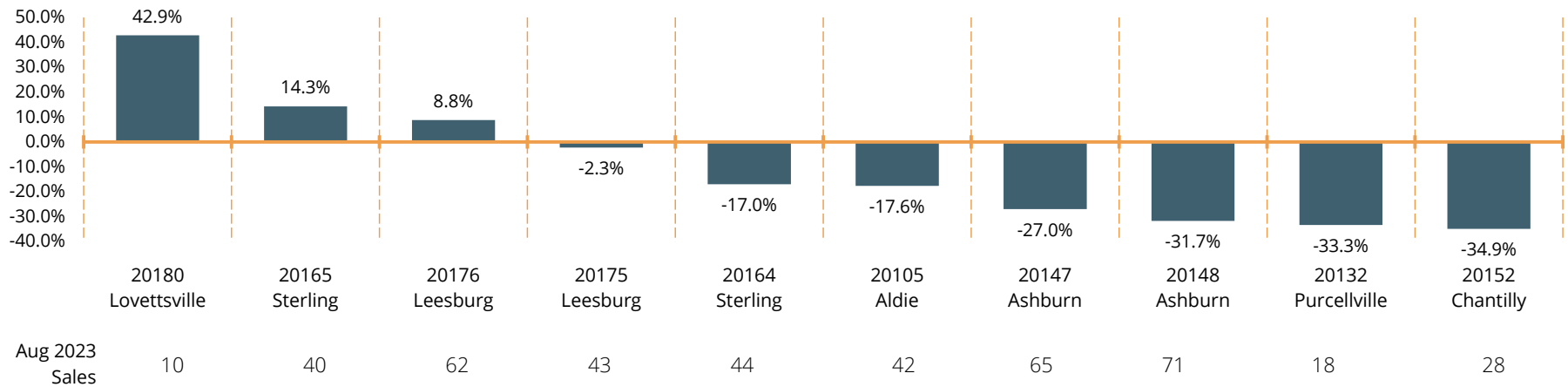
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-23	197	-23.3%	268	-7.9%
12-month Avg	187	-30.8%	210	-32.5%

Zip Code

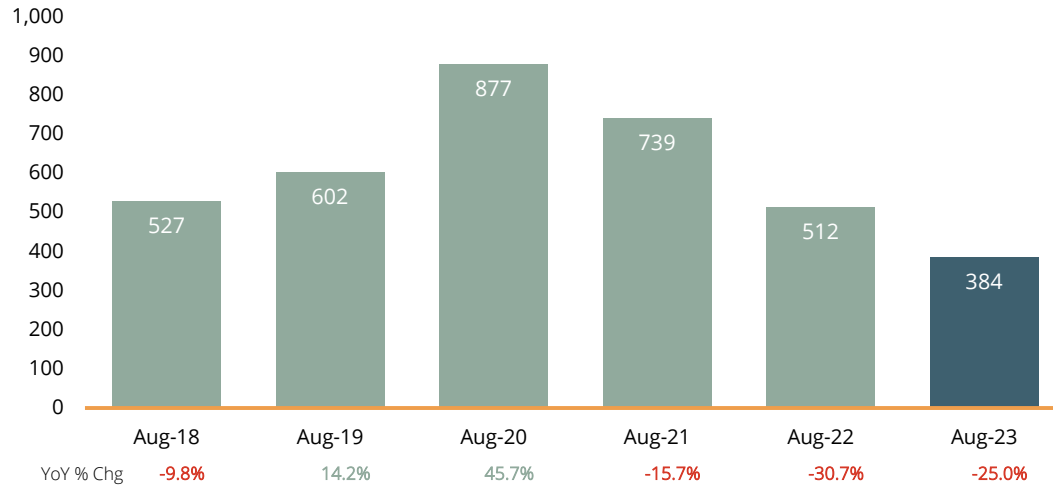
% Change in Sales
Aug-22 to Aug-23



Pending Sales



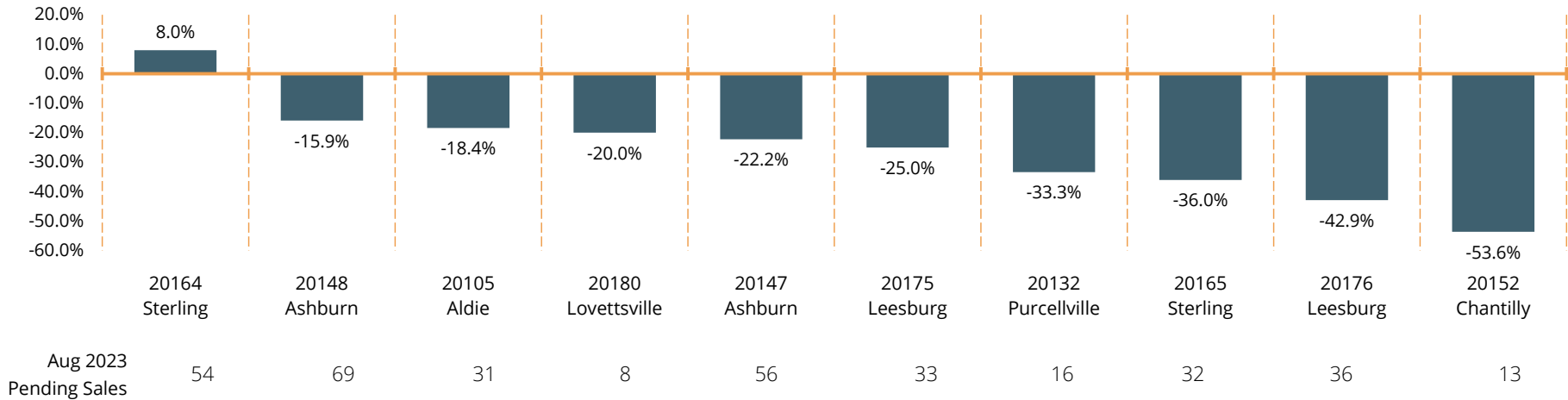
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Aug-23	172	-28.9%	212	-21.5%
12-month Avg	180	-29.2%	211	-29.2%

Zip Code

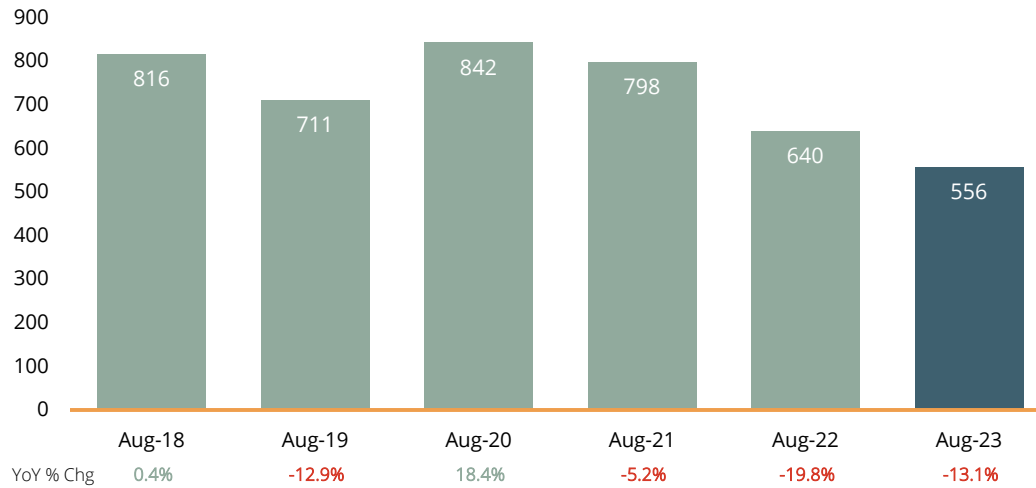
% Change in Pending Sales
Aug-22 to Aug-23



New Listings



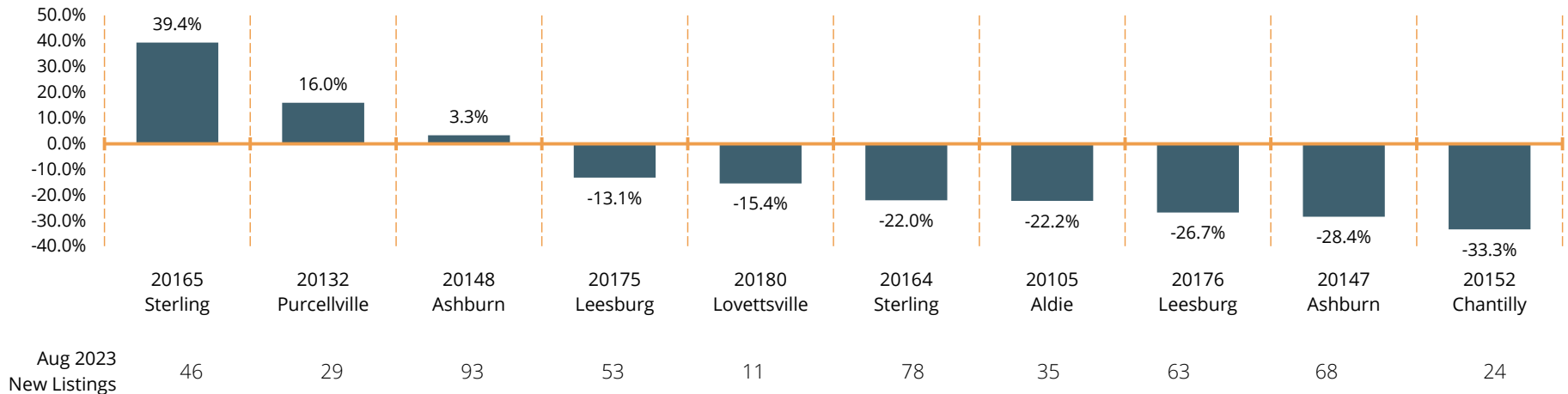
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-23	265	-12.0%	291	-14.2%
12-month Avg	249	-25.8%	265	-28.1%

Zip Code

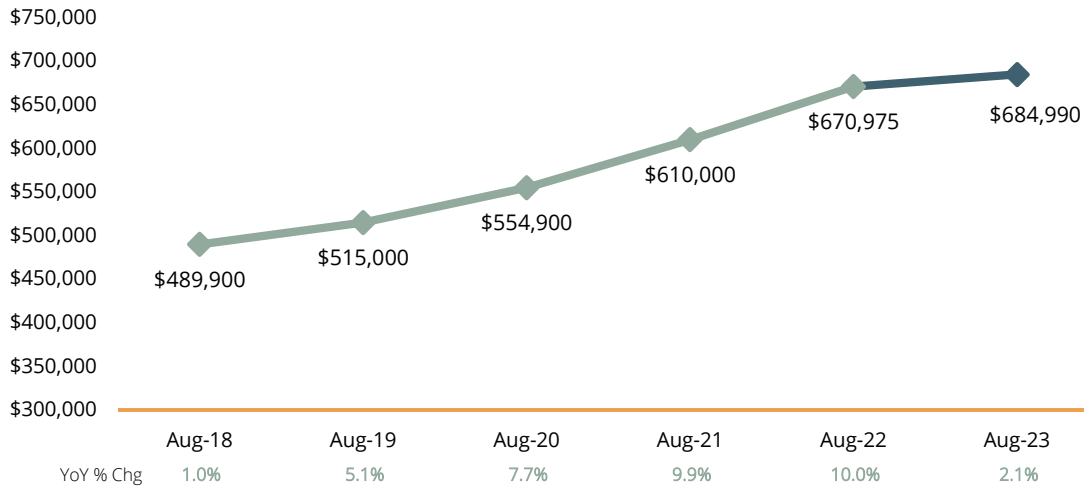
% Change in New Listings
Aug-22 to Aug-23



Median List Price



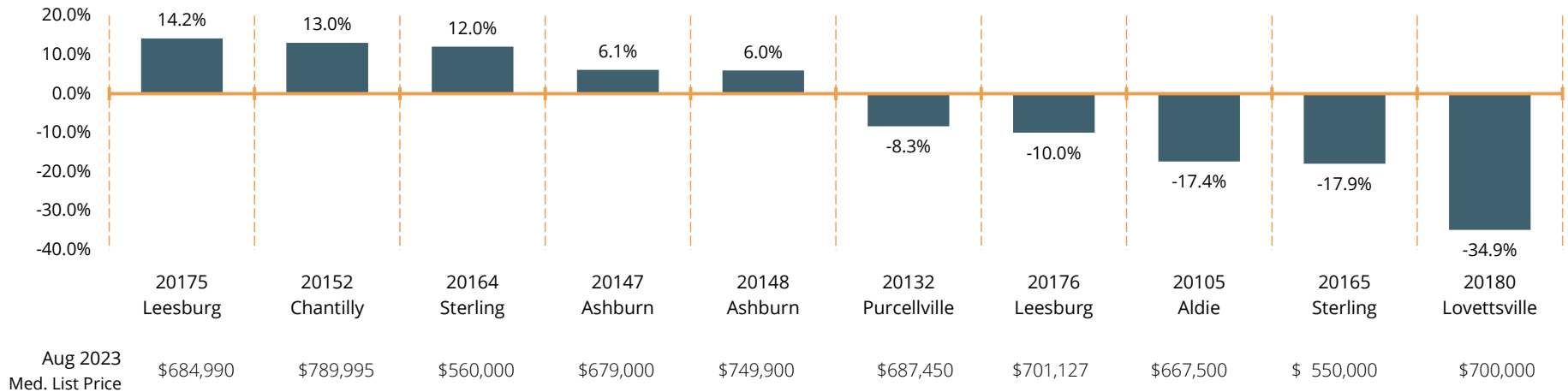
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-23	\$925,000	5.2%	\$586,000	6.5%
12-month Avg	\$887,159	3.9%	\$548,612	5.1%

Zip Code

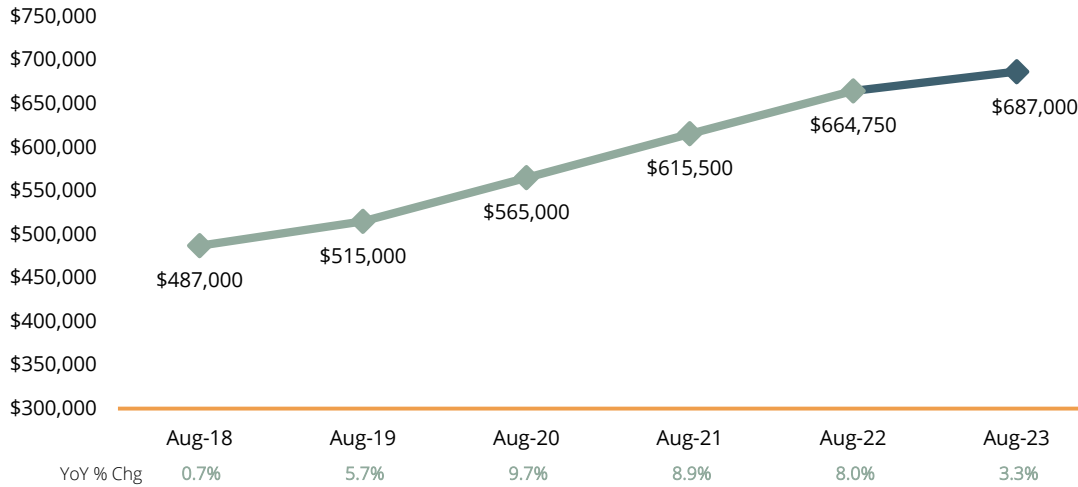
% Change in Median List Price
Aug-22 to Aug-23



Median Sales Price



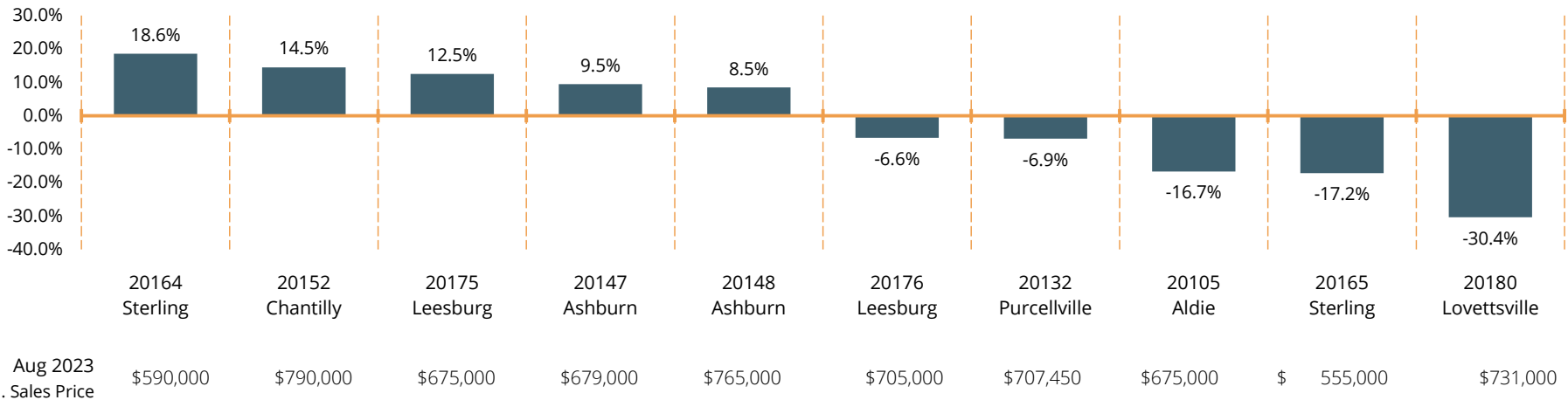
Loudoun County



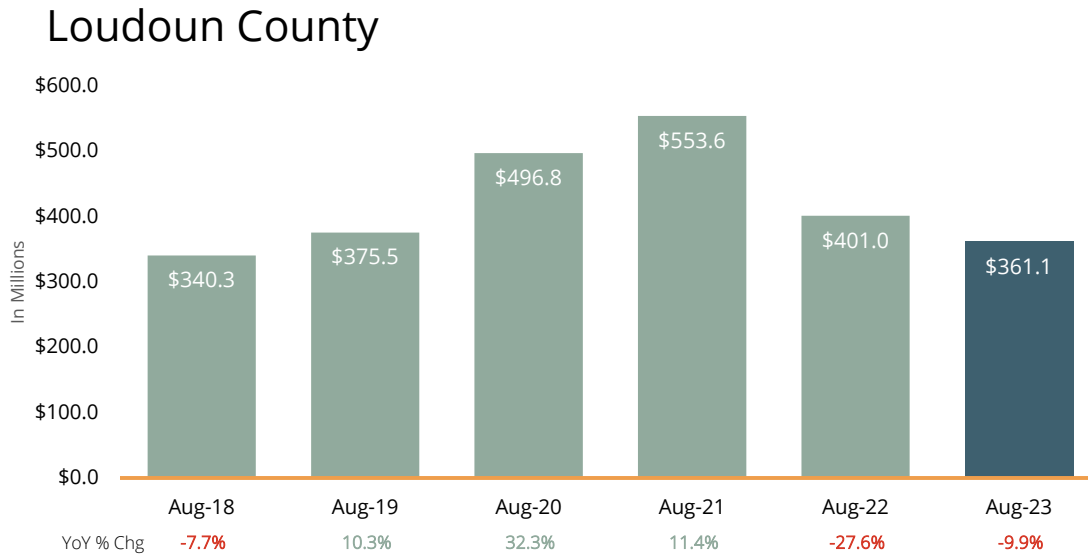
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Sep-22	\$822,500	0.3%	\$532,450	6.5%
Oct-22	\$889,950	7.9%	\$545,000	5.3%
Nov-22	\$862,500	5.6%	\$532,990	6.6%
Dec-22	\$800,000	-5.9%	\$525,000	5.0%
Jan-23	\$880,000	0.2%	\$513,000	5.8%
Feb-23	\$850,000	-1.7%	\$565,000	5.5%
Mar-23	\$926,250	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%
Aug-23	\$948,990	8.5%	\$587,125	6.8%
12-month Avg	\$888,923	1.4%	\$551,087	3.6%

Zip Code

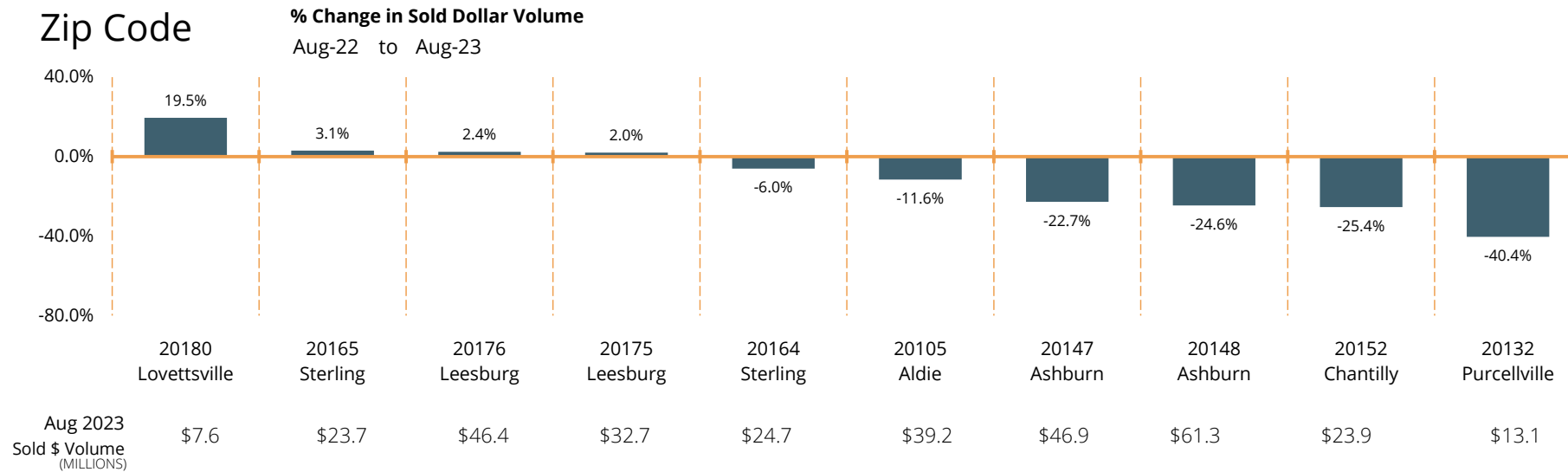
% Change in Median Sales Price
Aug-22 to Aug-23



Sold Dollar Volume (in millions)



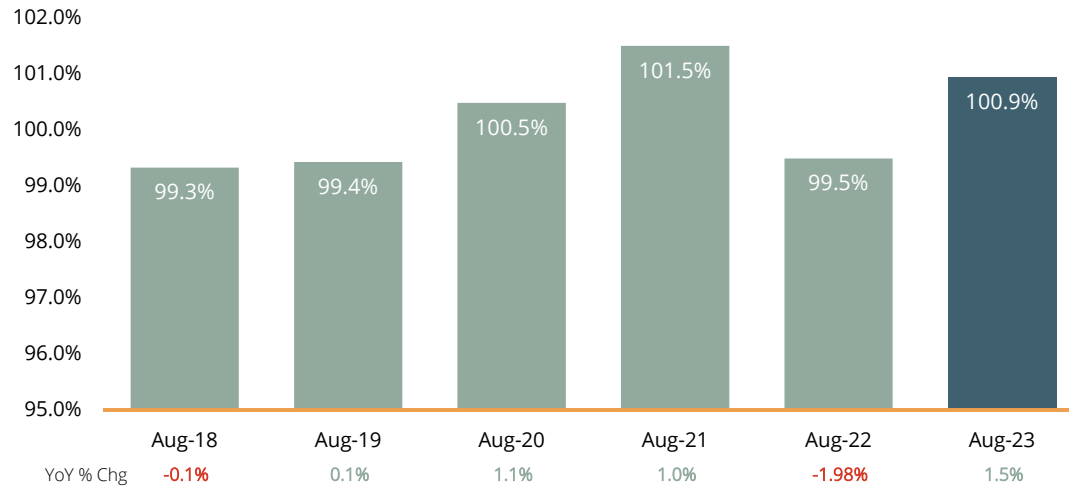
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Sep-22	\$204.9	-28.6%	\$132.2	-35.7%
Oct-22	\$189.2	-25.7%	\$127.3	-32.4%
Nov-22	\$156.2	-34.5%	\$92.4	-49.5%
Dec-22	\$128.7	-45.8%	\$99.2	-32.6%
Jan-23	\$88.1	-28.2%	\$60.2	-27.2%
Feb-23	\$116.2	-24.6%	\$91.4	-20.9%
Mar-23	\$190.0	-28.8%	\$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%
Aug-23	\$205.6	-12.5%	\$155.5	-6.4%
12-month Avg	\$182.5	-28.2%	\$119.0	-29.6%



Average Sold to Ask Price Ratio



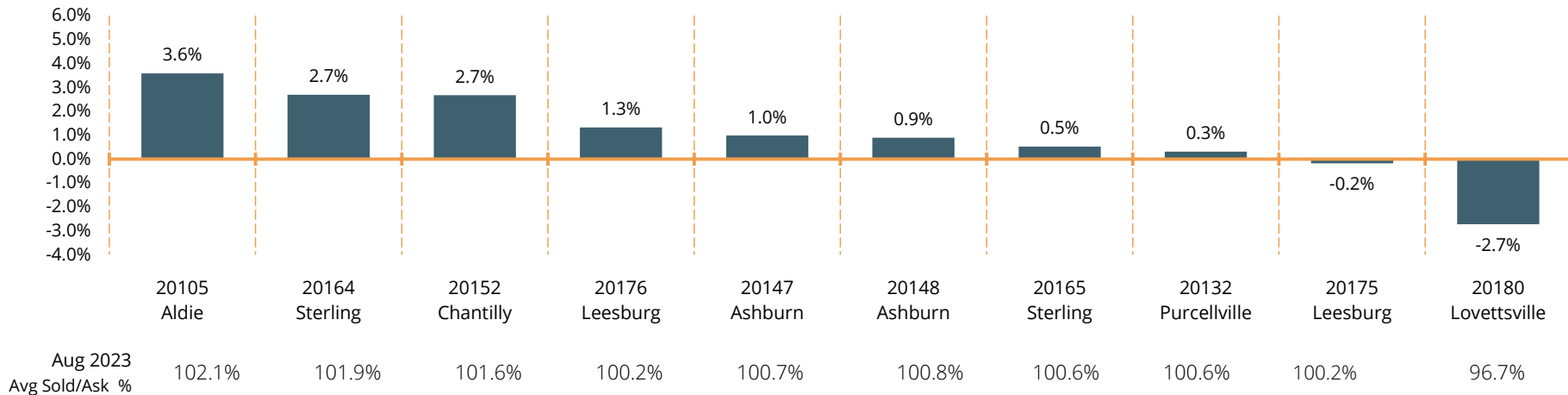
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-23	100.7%	1.2%	101.1%	1.6%
12-month Avg	100.4%	-1.8%	100.5%	-1.1%

Zip Code

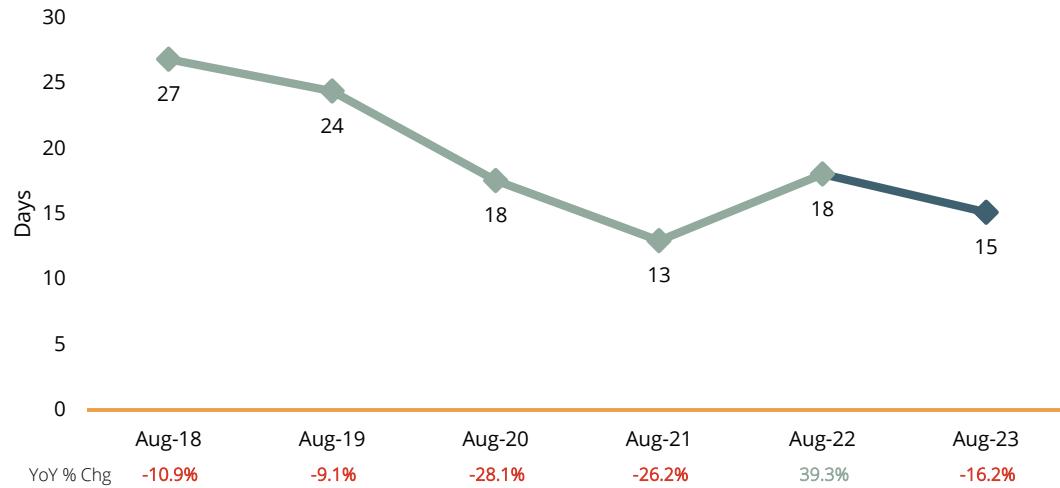
% Change in Average Sold to Ask Price Ratio
Aug-22 to Aug-23



Average Days on Market



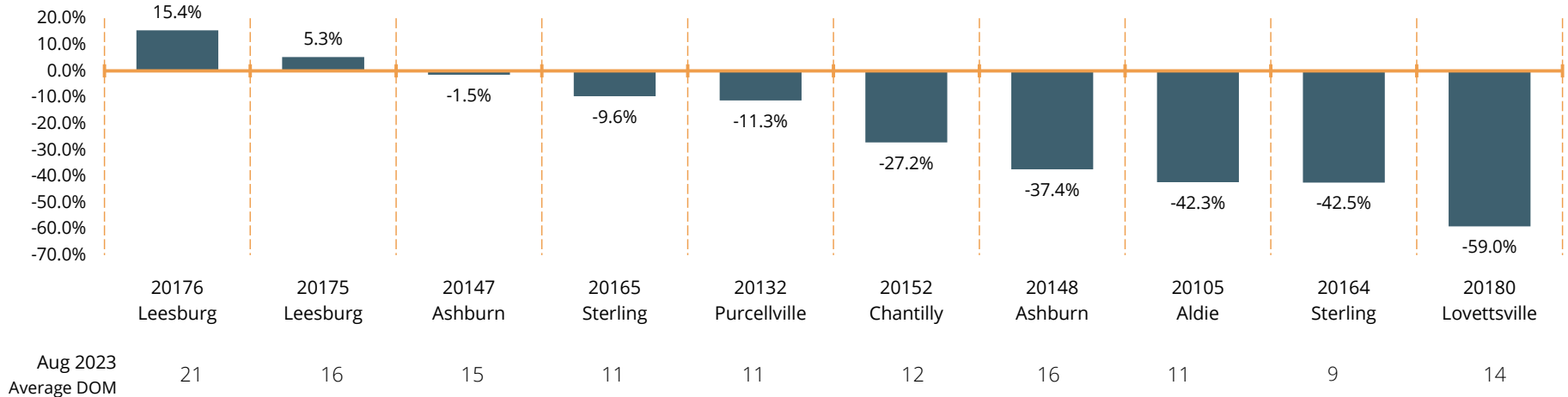
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-23	19	9.7%	13	-33.7%
12-month Avg	24	80.6%	22	62.4%

Zip Code

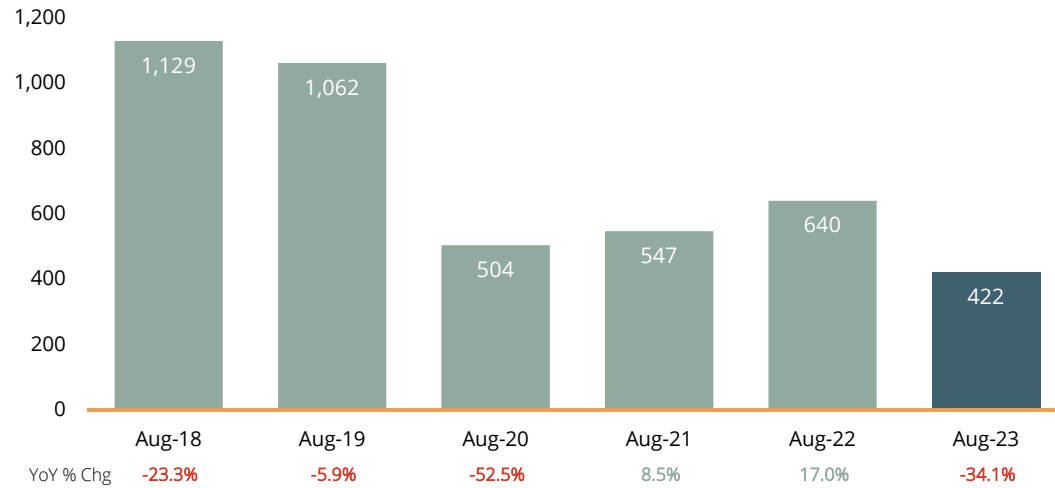
% Change in Average Days on Market
Aug-22 to Aug-23



Active Listings



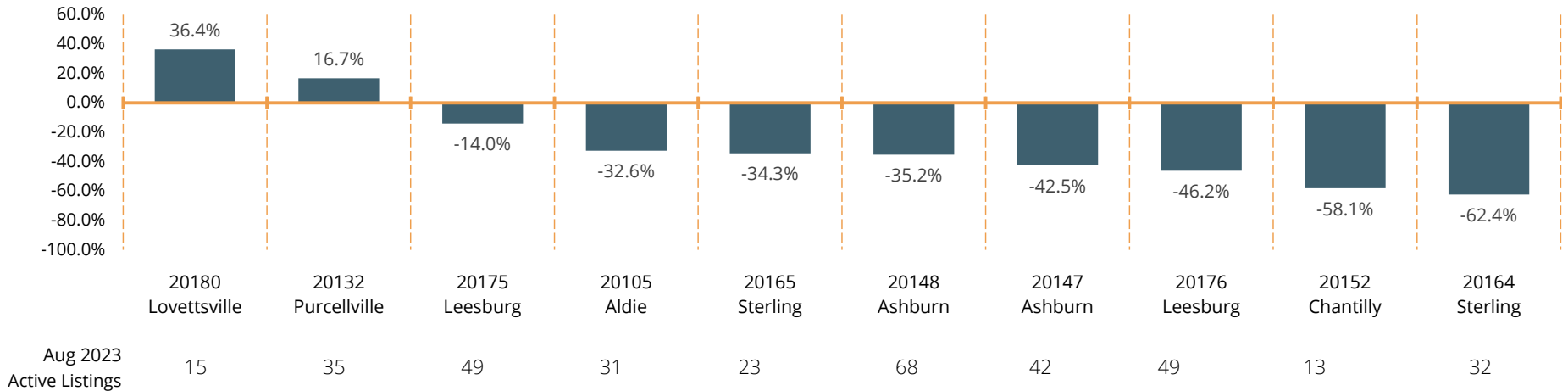
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-23	241	-30.3%	181	-38.4%
12-month Avg	232	10.6%	188	-4.4%

Zip Code

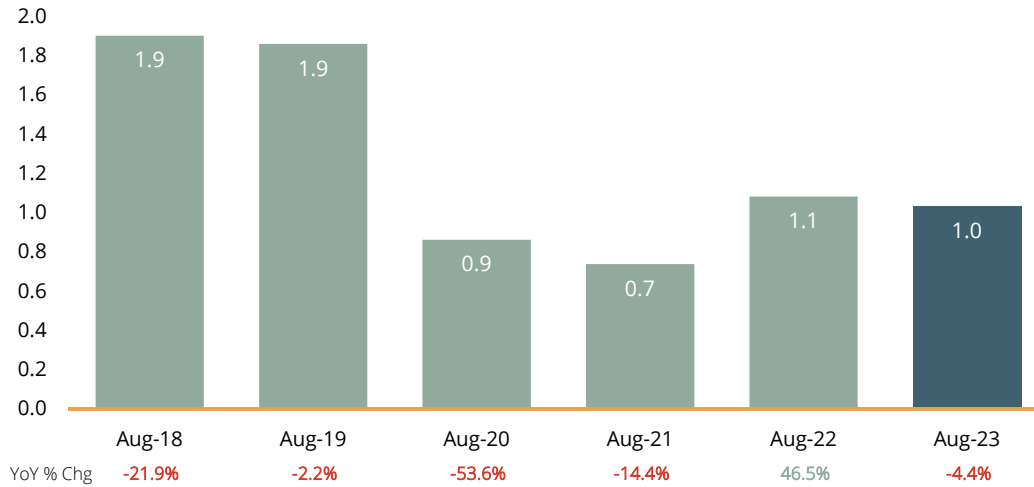
% Change in Active Listings
Aug-22 to Aug-23



Months Supply



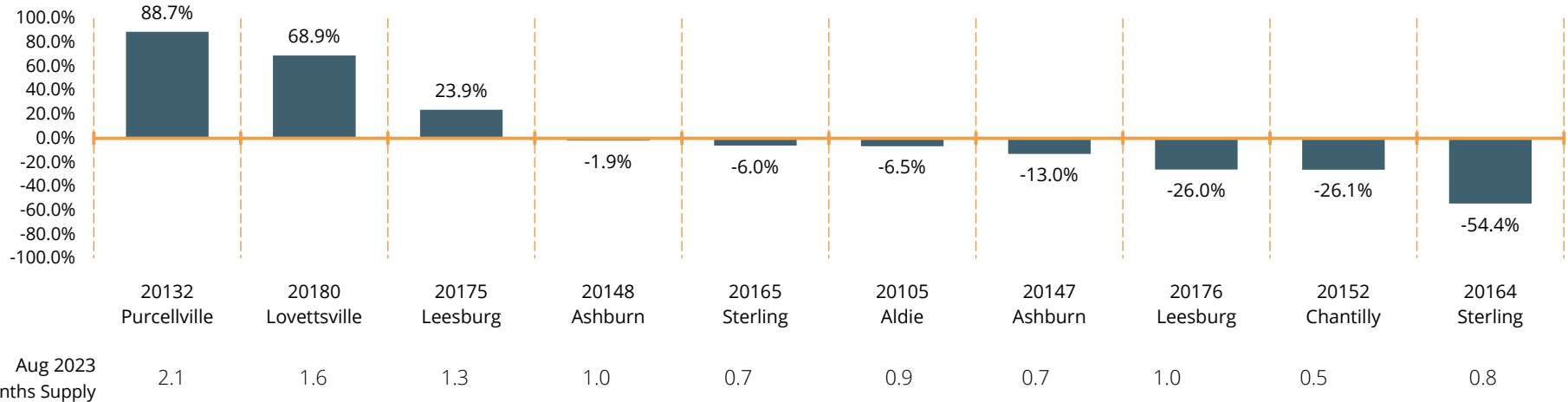
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-23	1.3	0.3%	0.8	-10.3%
12-month Avg	1.0	50.3%	0.7	31.9%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg	Aug-22	Aug-23	% chg
Loudoun County	640	556	-13.1%	548	465	-15.1%	\$664,750	\$687,000	3.3%	640	422	-34.1%	1.1	1.0	-4.4%
20105	45	35	-22.2%	51	42	-17.6%	\$810,000	\$675,000	-16.7%	46	31	-32.6%	0.9	0.9	-6.5%
20132	25	29	16.0%	27	18	-33.3%	\$759,500	\$707,450	-6.9%	30	35	16.7%	1.1	2.1	88.7%
20147	95	68	-28.4%	89	65	-27.0%	\$620,160	\$679,000	9.5%	73	42	-42.5%	0.8	0.7	-13.0%
20148	90	93	3.3%	104	71	-31.7%	\$705,278	\$765,000	8.5%	105	68	-35.2%	1.1	1.0	-1.9%
20152	36	24	-33.3%	43	28	-34.9%	\$690,000	\$790,000	14.5%	31	13	-58.1%	0.7	0.5	-26.1%
20164	100	78	-22.0%	53	44	-17.0%	\$497,500	\$590,000	18.6%	85	32	-62.4%	1.7	0.8	-54.4%
20165	33	46	39.4%	35	40	14.3%	\$670,000	\$555,000	-17.2%	35	23	-34.3%	0.8	0.7	-6.0%
20175	61	53	-13.1%	44	43	-2.3%	\$600,000	\$675,000	12.5%	57	49	-14.0%	1.1	1.3	23.9%
20176	86	63	-26.7%	57	62	8.8%	\$755,000	\$705,000	-6.6%	91	49	-46.2%	1.3	1.0	-26.0%
20180	13	11	-15.4%	7	10	42.9%	\$1,050,000	\$731,000	-30.4%	11	15	36.4%	0.9	1.6	68.9%



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.