

# DAAR LOUDOUN

## HOME SALES REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Home Sales Report

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## Third Quarter 2023

Dulles Area Association of REALTORS®

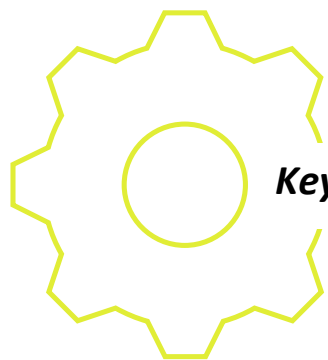
### Market Report Key Takeaways

#### Economic Conditions

- Job growth continues in Virginia. There were approximately 6,700 jobs added in Virginia between July and August 2023.
- The statewide unemployment rate in Virginia was 3.1% in August 2023 (not seasonally adjusted), which is down from 3.3% a year ago. In Loudoun County, the unemployment rate was 2.7% in August, up from 2.6% a year ago.
- Mortgage rates continue to climb, reaching their highest level since 2000. In the third week of October 2023, the average rate on a 30-year fixed mortgage was 7.63%, which is up from 7.57% the week prior, and up from 6.94% a year ago.

#### Housing Market Conditions

- Sales activity remained slow in the Loudoun County market. There were 1,238 homes sold in the county during the third quarter, 330 fewer sales than a year ago, reflecting a 21% drop.
- While sales activity has been sluggish, home prices continue to climb. The median sales price in Loudoun County in the third quarter was \$695,202, rising 5% from the third quarter last year.
- The inventory in the Loudoun County housing market is tightening. There were 474 active listings on the market at the end of the third quarter, a 28% reduction from last year.



## Key Trends Dashboard, DAAR

### Economy



**2.7%**

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



**7.63%**

Is the **30-year fixed-rate mortgage rate** during the third week of October 2023, which is up from 6.94% a year ago

### Housing Market



**-330**

Fewer **home sales** in Loudoun County in Q3-2023 compared to last year



**5%**

Percent change in **median sales price** in the Loudoun County housing market in Q3-2023 compared to a year ago



**-\$185.5**

Million dollars less in total **sold volume** in the Loudoun County housing market in Q3-2023 compared to last year



**-28%**

Percent change in **active listings** at the end of Q3-2023 in Loudoun County compared to a year ago

-

**1.2**

**Months of supply** in the Loudoun County housing market in Q3-2023, which unchanged from a year ago

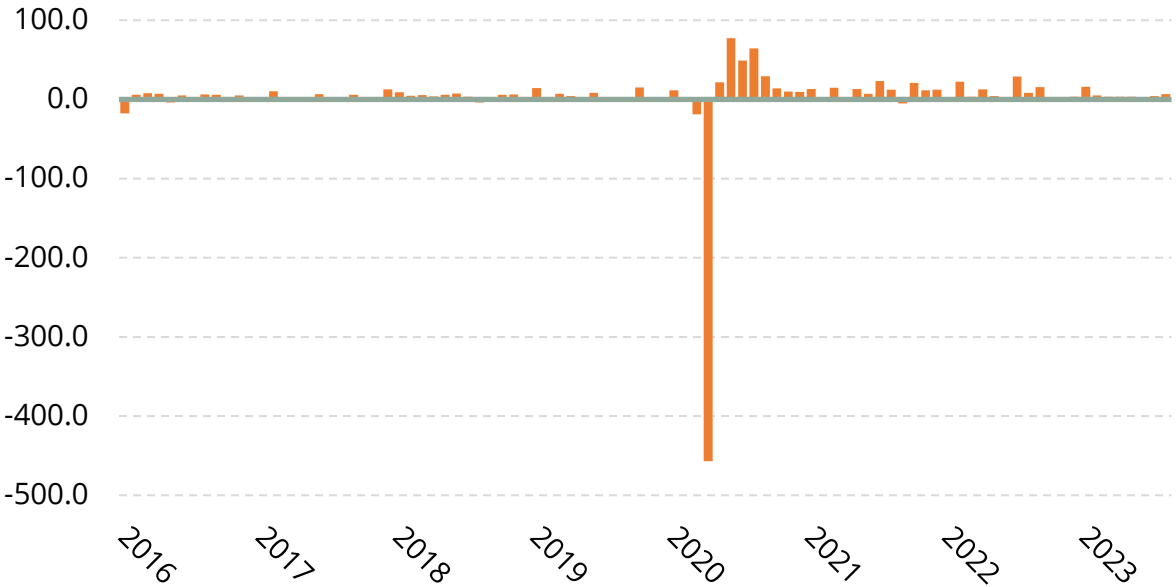
# Economic Overview

The job market continues to grow but the pace has moderated. The Federal Reserve held rates steady at their September meeting, but have left one more rate hike on the table for this year, though it's still too early to gauge if they will implement it or not. Unemployment in Virginia remains very low, and mortgage rates continue their ascent, reaching the highest average level for a 30-year fixed loan since 2000.

## Jobs

Virginia's job market continues to be resilient. There were about 4.2 million jobs throughout the Commonwealth in August, which is 6,700 more jobs than the revised July total. The job base in Virginia has expanded every month in 2023 so far through August. Most of the additional jobs this month were in the Local Government sector (+2,700 jobs) and the Transportation & Warehousing sector (+2,600 jobs). The largest decrease in jobs between July and August was in the Administrative & Waste Management sector (-1,700 jobs) and the Construction sector (-1,400 jobs).

**Figure 1**  
**Virginia Month-to-Month Change in Jobs**

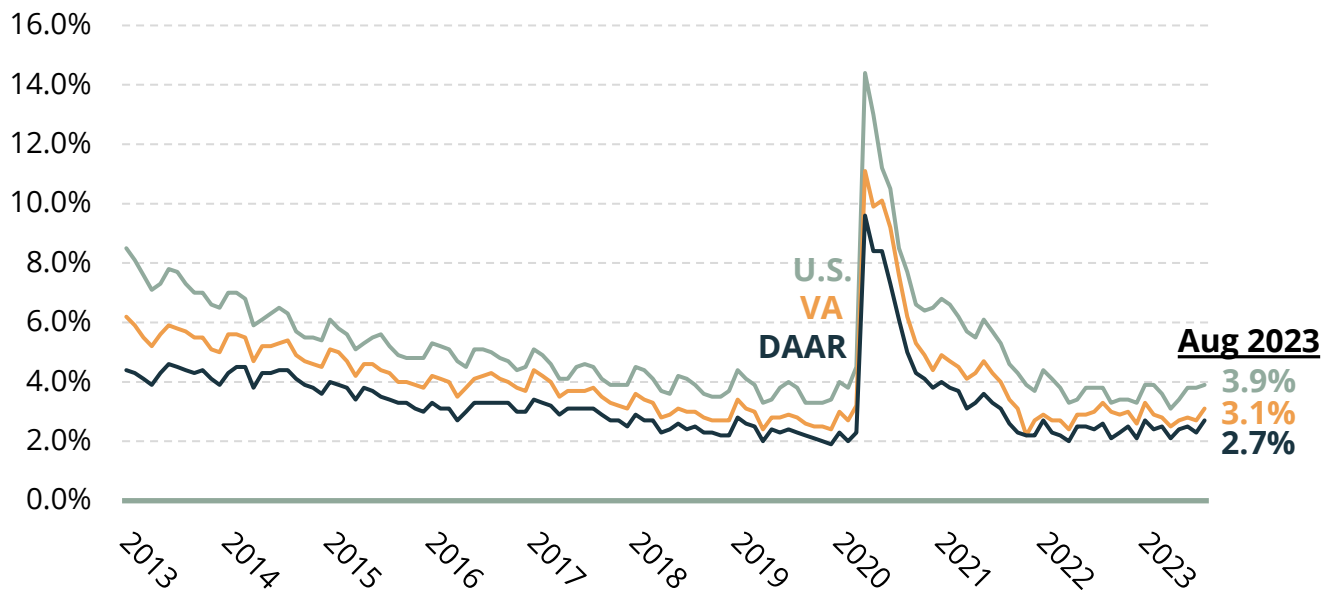


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

## Unemployment

The unemployment rate is lingering very low as labor market conditions remain tight and job growth continues. In Virginia, the unemployment rate in August 2023 was 3.1% (not seasonally adjusted), which is down from 3.3% a year ago. In Loudoun County, the August unemployment rate was 2.7%, which is up from 2.6% a year ago.

**Figure 2**  
**Unemployment Rate**

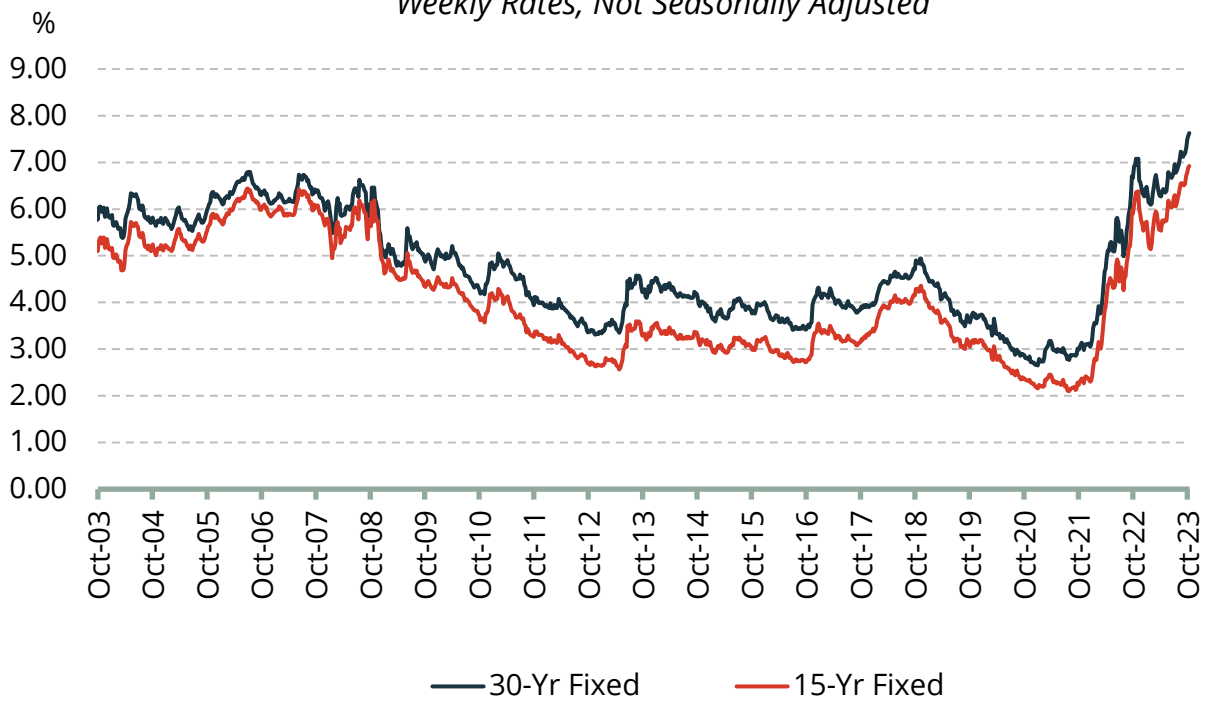


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

## Mortgage Rates

The average rate for a 30-year fixed mortgage in the United States was 7.63% as of October 19, which rose from 7.57% the prior week, and is up from 6.94% a year ago. This is the highest that mortgage rates have been since December of 2000. Climbing rates have cooled down the housing market significantly. As the rate for fixed mortgages lingers in the mid-7% range, it has prompted renewed interest in adjustable-rate mortgage options (ARM) for some buyers. The Mortgage Bankers Association estimates the average rate for a 5/1 ARM was 6.52% in the third week of October.

**Figure 3**  
**Mortgage Interest Rates**  
*Weekly Rates, Not Seasonally Adjusted*



Source: Freddie Mac

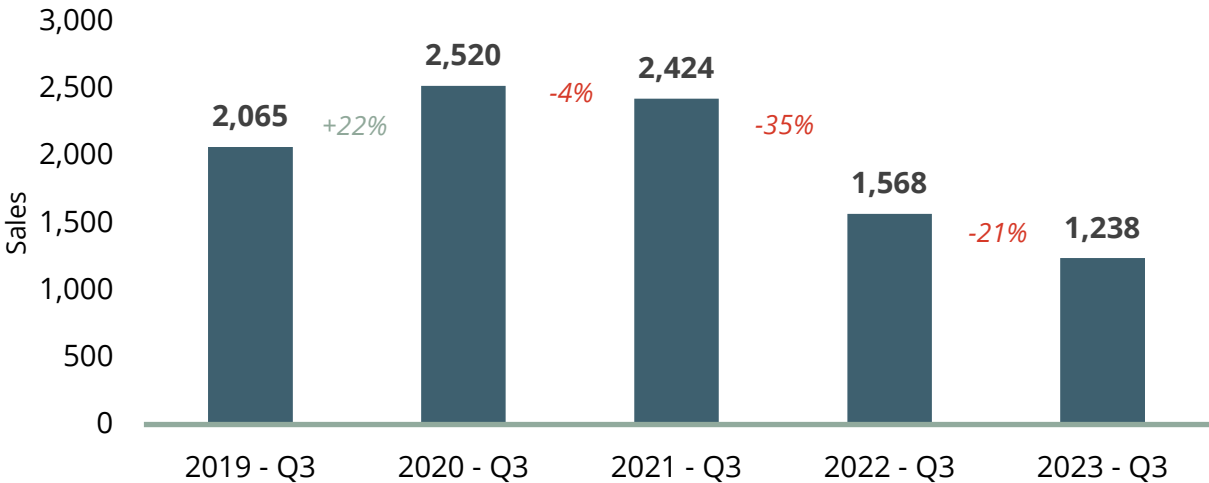
# Housing Market Overview

Climbing mortgage rates and tight inventory conditions are keeping activity in the Loudoun County housing market muted. Sales are down from last year, and there are fewer active listings on the market. Even as the market has cooled, home prices are still climbing in the county, a reflection of how competitive the market is for buyers.

## Sales

Sales activity continues to be subdued in the Loudoun County housing market. There were 1,238 homes sold across the region in the third quarter, which is 330 fewer sales than this time last year, representing a 21% decline. This is the slowest third quarter the area has had in more than a decade as buyers and sellers pull back amid low inventory and climbing mortgage rates. Within the third quarter, which includes July through September, sales activity cooled all three months compared to the 2022 levels. The slowdown continues to be widespread in the county in nearly all local markets. The sharpest drop in sales this quarter was in Purcellville ZIP code 20132 (-41%), Ashburn ZIP code 20147 (-32%), and Chantilly ZIP code 20152 (-32%). Lovettsville was the only local area to have a small uptick in sales, with one additional sale than the third quarter last year (+3%). Statewide, sales activity declined 20% in the third quarter of 2023 compared to last year.

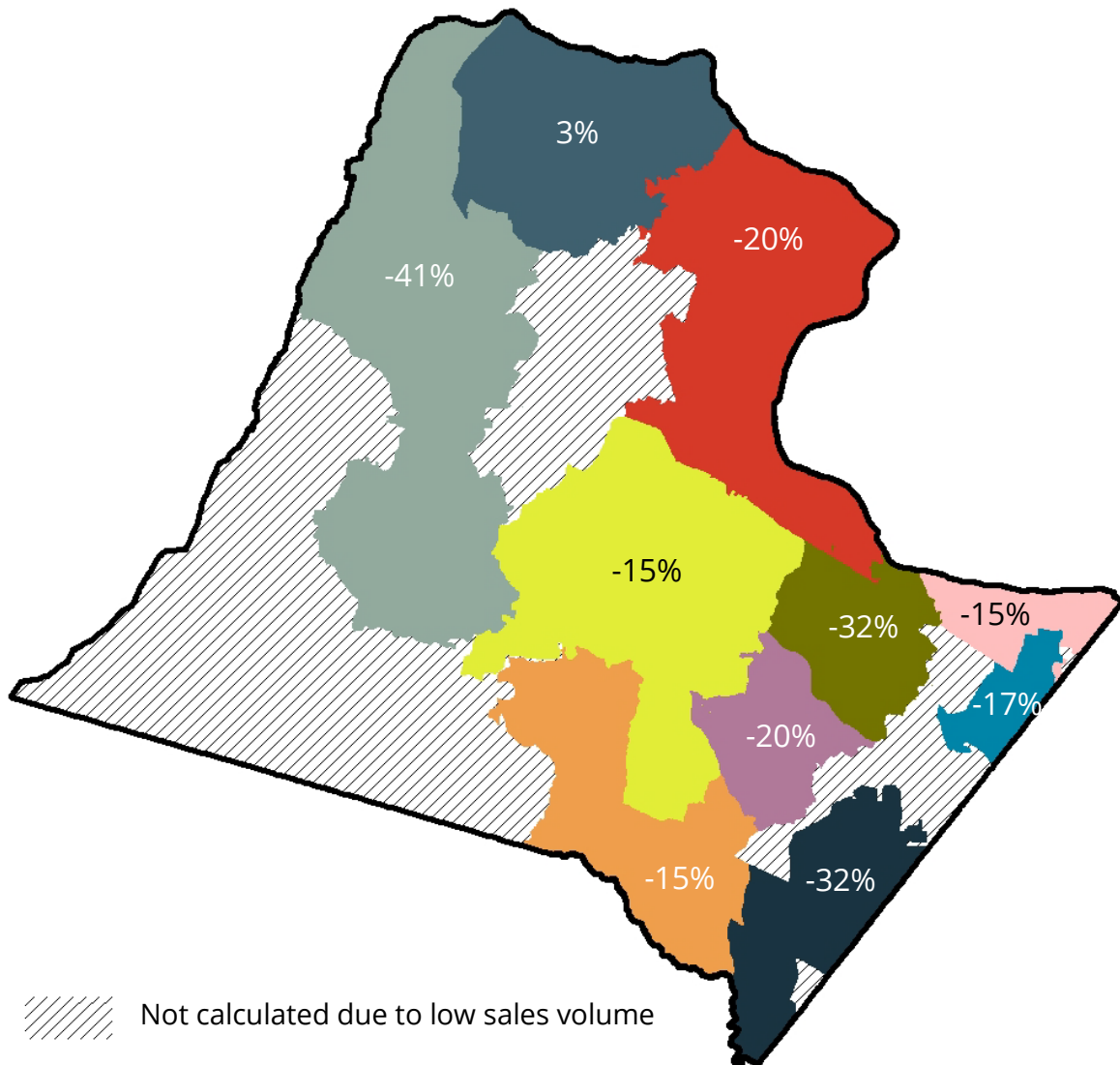
**Figure 4**  
**Third Quarter Home Sales, Loudoun County**  
2019-2023



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

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

<i>Jurisdiction</i>	<i>2022 - Q3</i>	<i>2023 - Q3</i>	<i>% Change</i>	<i>Jurisdiction</i>	<i>2022 - Q3</i>	<i>2023 - Q3</i>	<i>% Change</i>
20105 Aldie	124	106	-15%	20164 Sterling	147	122	-17%
20132 Purcellville	83	49	-41%	20165 Sterling	115	98	-15%
20147 Ashburn	275	186	-32%	20175 Leesburg	136	115	-15%
20148 Ashburn	249	199	-20%	20176 Leesburg	176	140	-20%
20152 Chantilly	117	80	-32%	20180 Lovettsville	29	30	3%



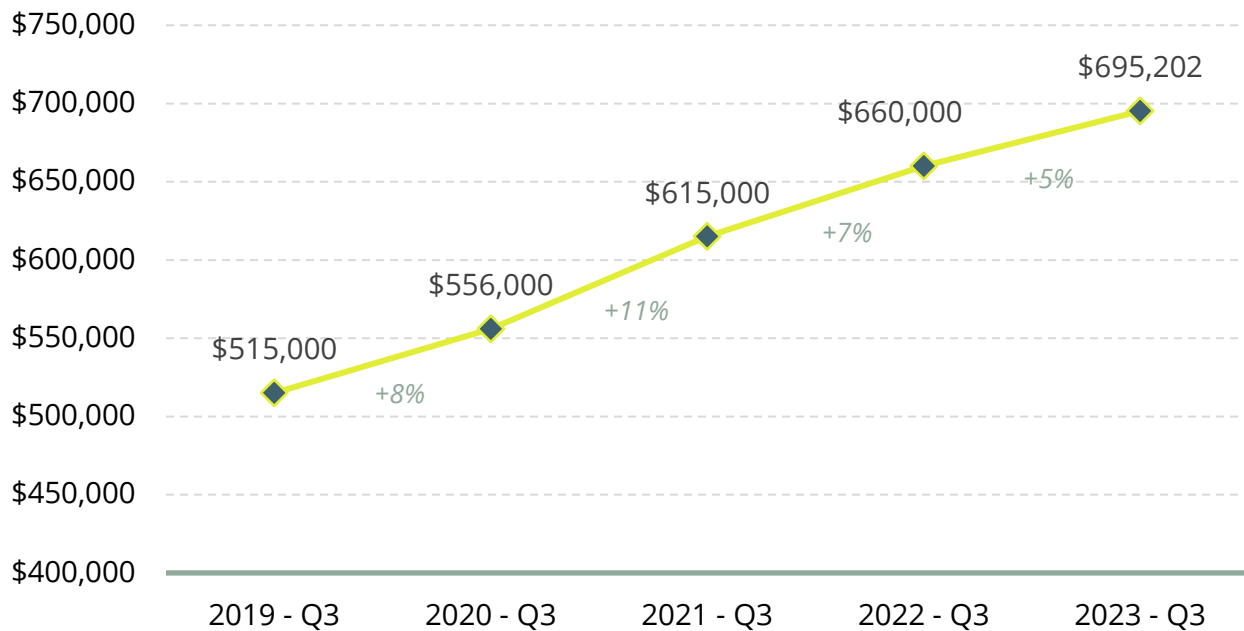
Source: Virginia REALTORS®, data accessed October 15, 2023



## Sales Prices

Home prices are climbing in most parts of Loudoun County even with the slowdown in sales. The countywide median sales price was \$695,202 in the third quarter. This is a 5% increase from the median sales price a year ago, which is a \$35,202 price jump. Tight inventory conditions are driving up home prices as buyers compete for a limited number of homes on the market. The strongest local price growth this quarter was in both Ashburn ZIP codes, 20148 (+11%) and 20147 (+8%), Sterling ZIP code 20164 (+11%), and Leesburg ZIP code 20175 (+7%). The median price in Sterling ZIP code 20165 fell 5% from the third quarter last year, and prices inched down 1% in both Leesburg ZIP code 20176 and Lovettsville ZIP code 20180. Statewide, the median sales price in the third quarter of 2023 was \$395,000, which rose 5% from a year ago.

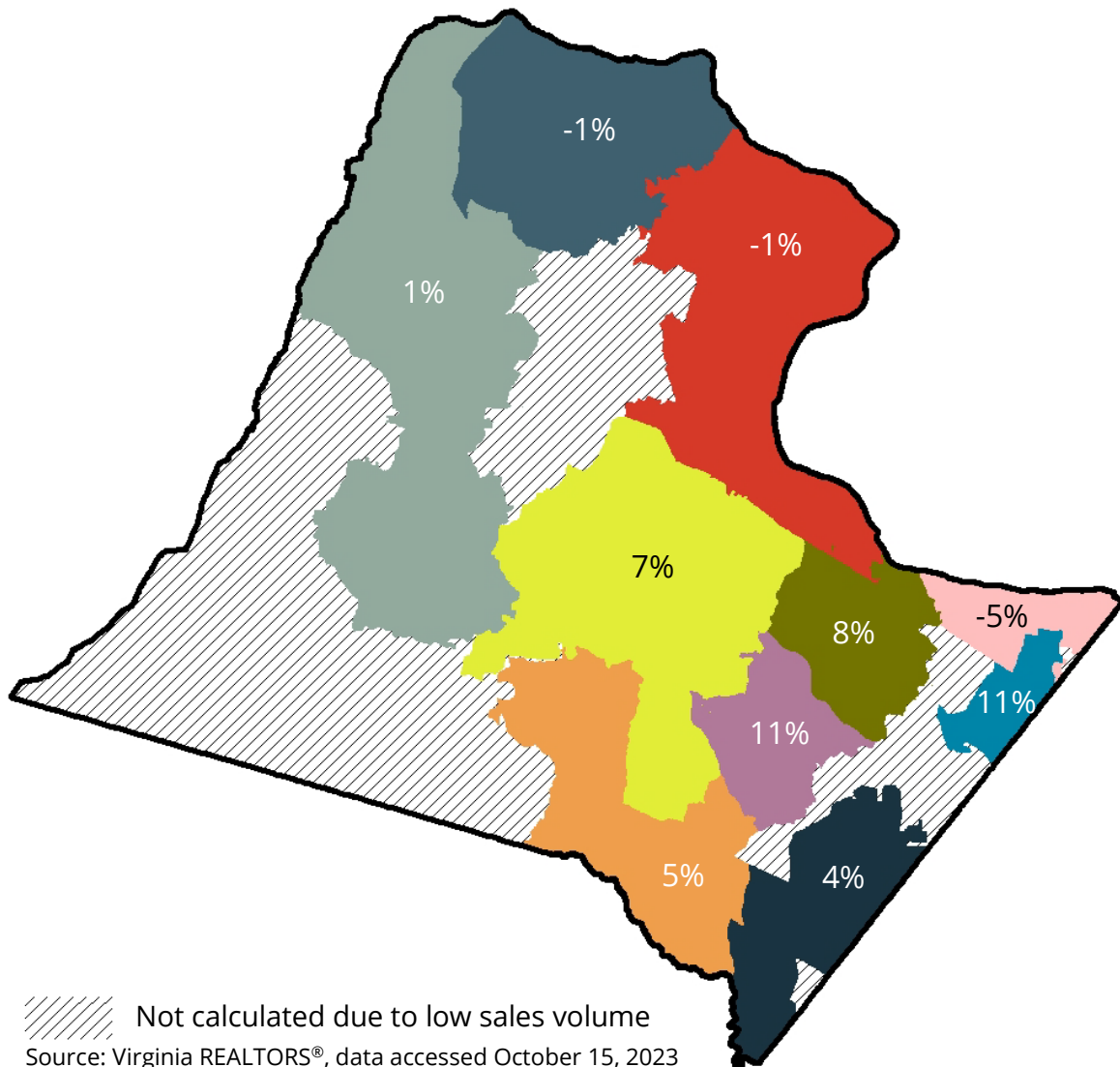
**Figure 6**  
**Third Quarter Median Sales Price, Loudoun County**  
*2019-2023*



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

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

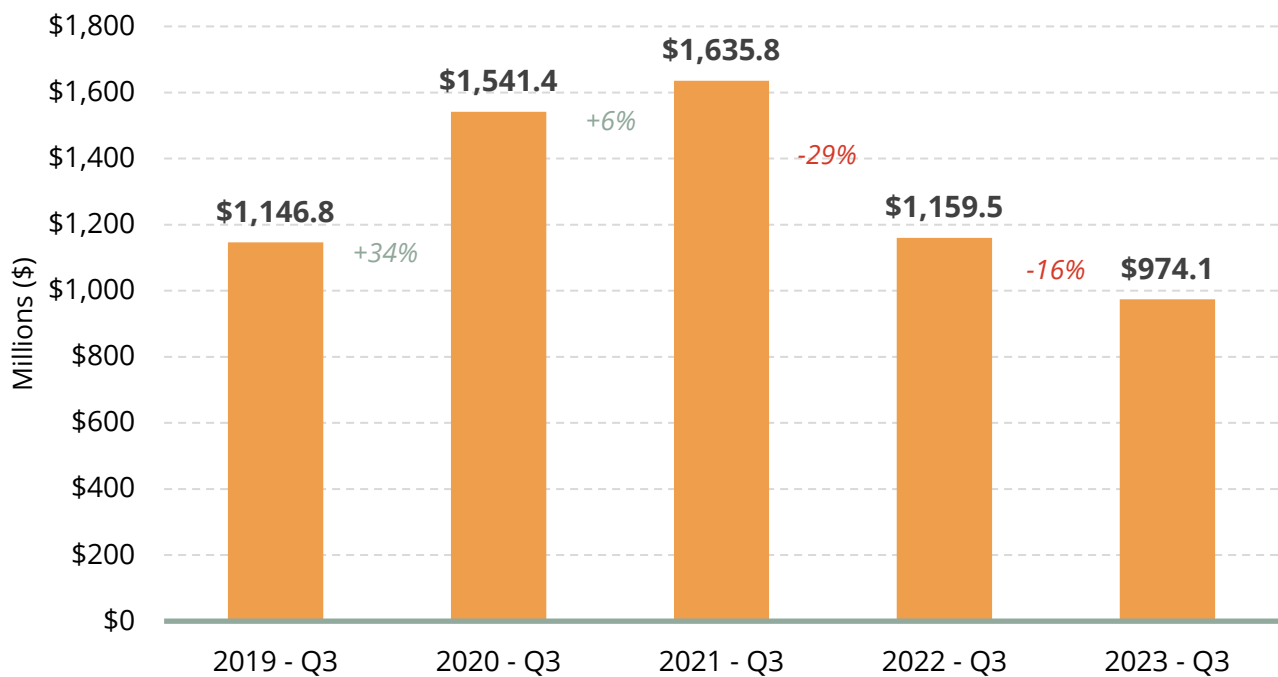
Zip Code	2022 - Q3	2023 - Q3	% Change	Zip Code	2022 - Q3	2023 - Q3	% Change
20105 Aldie	\$825,000	\$863,250	5%	20164 Sterling	\$500,000	\$557,000	11%
20132 Purcellville	\$759,500	\$765,000	1%	20165 Sterling	\$660,000	\$625,000	-5%
20147 Ashburn	\$624,679	\$675,000	8%	20175 Leesburg	\$627,000	\$670,000	7%
20148 Ashburn	\$767,000	\$847,600	11%	20176 Leesburg	\$735,000	\$730,000	-1%
20152 Chantilly	\$690,000	\$720,000	4%	20180 Lovettsville	\$708,000	\$698,500	-1%



## Sold Volume

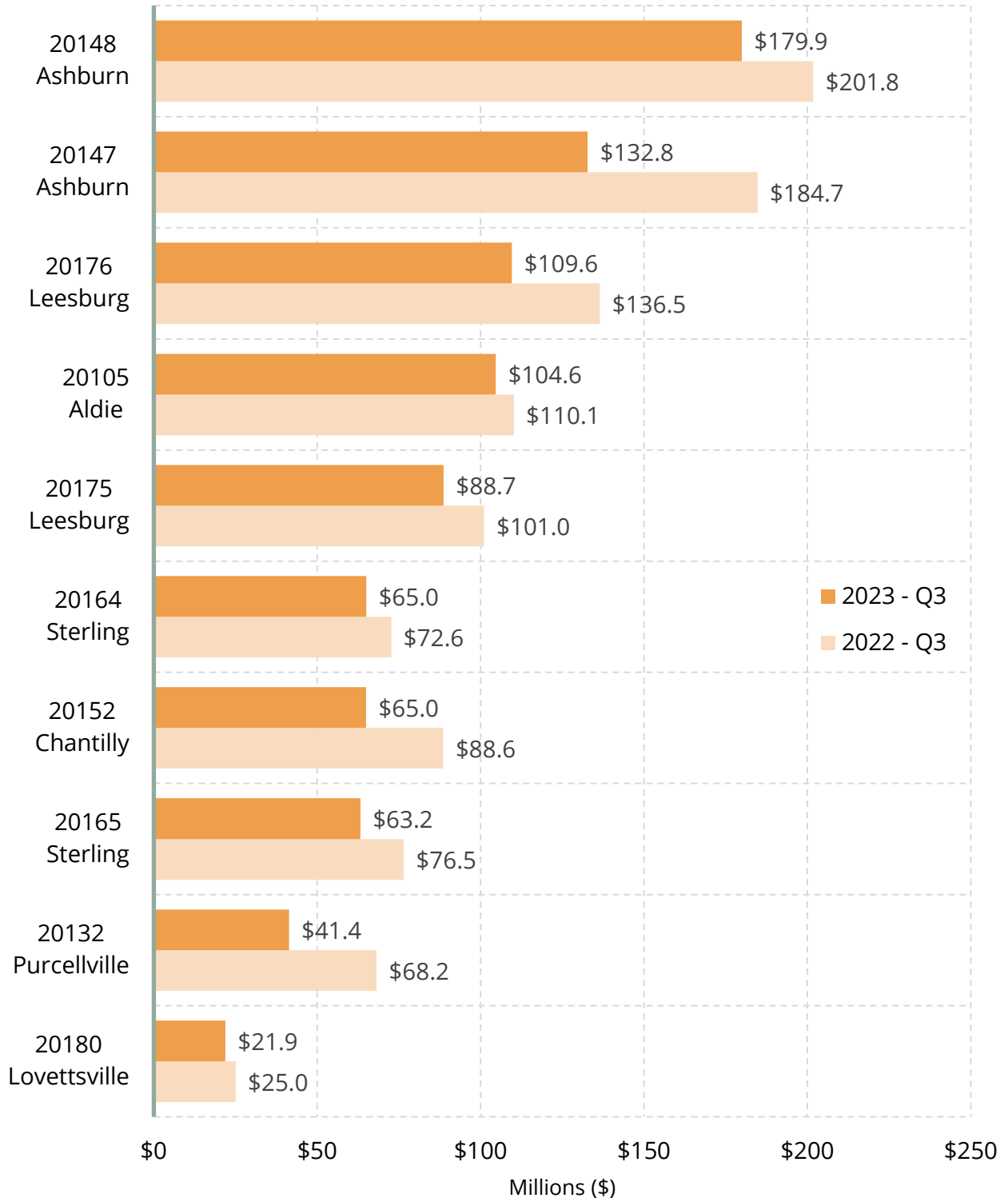
The sharp decrease in sales is driving down the total sold dollar volume in the Loudoun County housing market. There was approximately \$974.1 million of sold volume across the county in the third quarter, a decrease of about \$185.4 million from a year ago. This is a 16% reduction in sold volume for the county's housing market, the eighth straight quarterly volume drop, a clear signal of cooling market conditions. At the local level, the largest reduction in sold volume this quarter occurred in Purcellville ZIP code 20132 (-39%), Ashburn ZIP code 20147 (-28%), and Chantilly ZIP code 20152 (-27%).

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



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

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

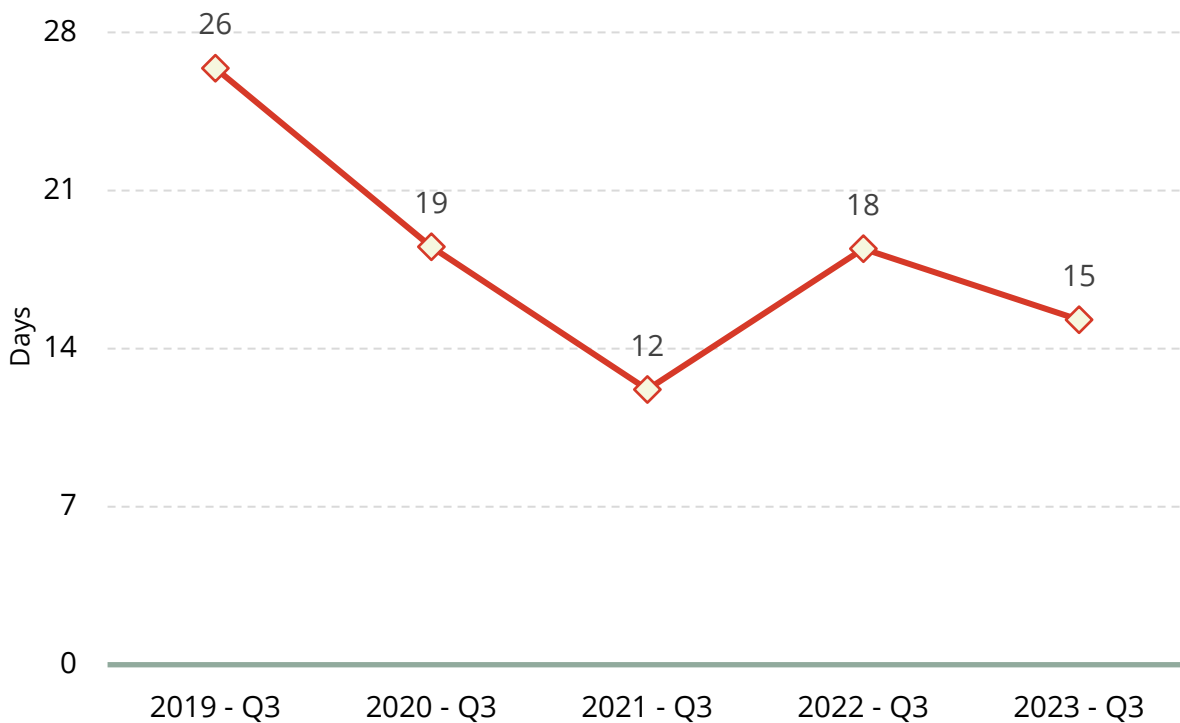


Source: Virginia REALTORS®, data accessed October 15, 2023

## Days on Market

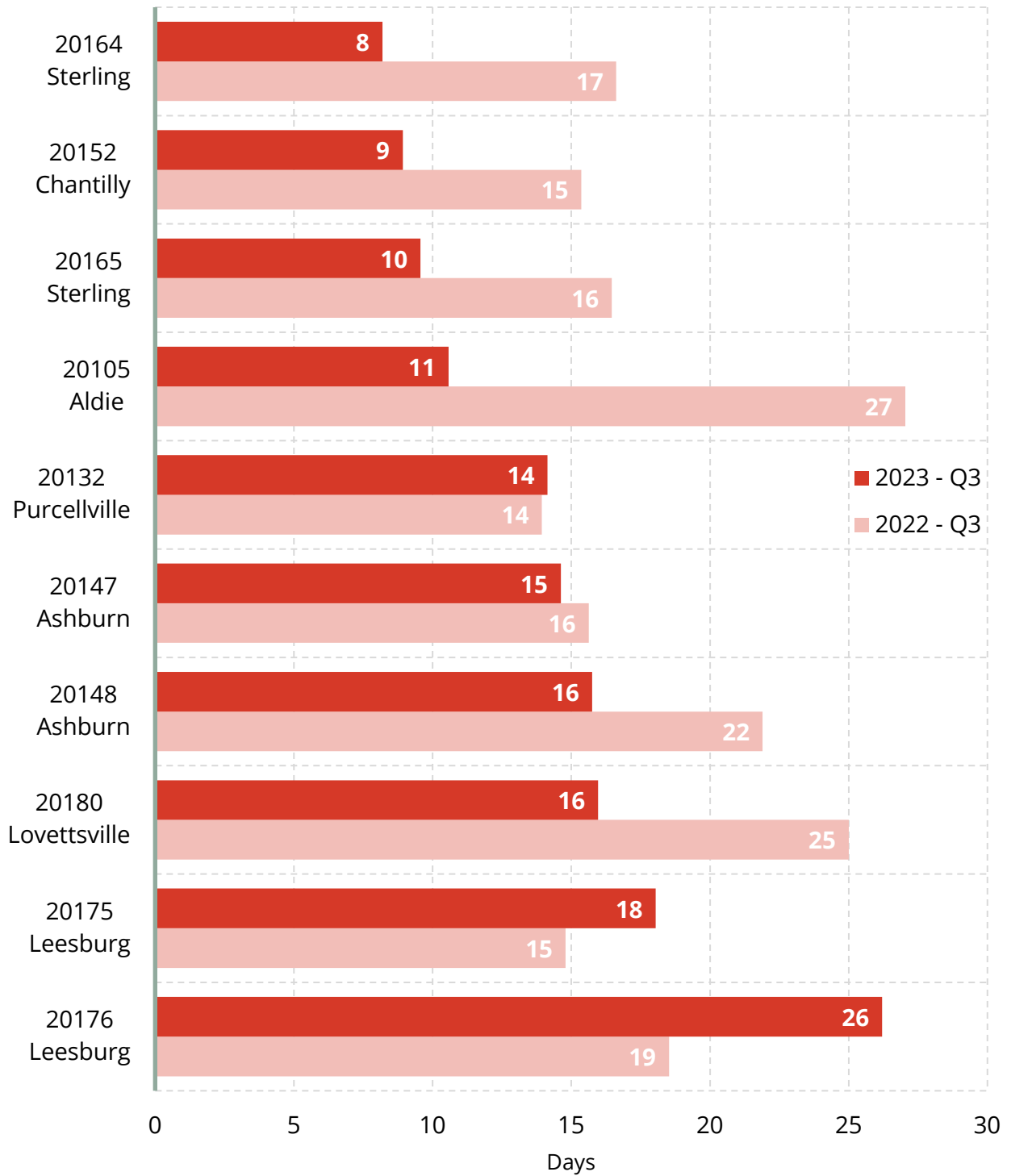
Although sales activity has slowed, the homes that sell are not staying on the market very long in the county due to the inventory shortage. The average days on market in Loudoun County during the third quarter was 15 days, which is three days faster than it took to sell homes at this time last year. Prior to this decrease, the average days on market had been trending longer in the county for four straight quarters. Within the local markets, homes sold about two weeks faster in Aldie ZIP code 20105 (-16 days), and about week faster in Sterling ZIP code 20165 (-6 days). Homes in both Chantilly ZIP code 20152 and Ashburn ZIP code 20148 were on the market six days faster than the third quarter a year ago. Homes stayed on the market longer on average in both Leesburg ZIP codes 20175 (+3 days) and 20176 (+7 days). At the state level, the average days on market in the third quarter was 25 days, which is two days longer than a year ago.

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



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

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



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

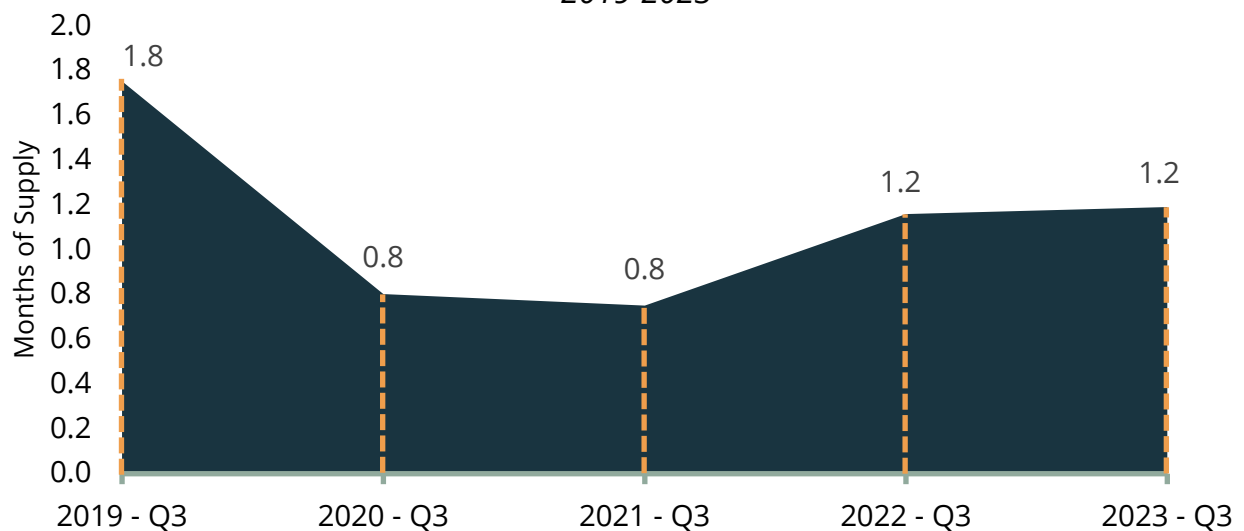
## Inventory

Inventory levels continue to tighten across most of county. There were 474 active listings on the market in Loudoun County at the end of the third quarter, which is 186 fewer listings than were on the market at this time a year ago, reflecting a 28% decrease. The number of active listings contracted for two straight quarters in the area after expanding in 2022. The inventory reduction this quarter occurred in most local areas. The largest decrease was in Sterling ZIP code 20164 (-59%), Sterling ZIP code 20165 (-52%), and Chantilly ZIP code 20152 (-50%). There was a modest increase in listings in Ashburn ZIP code 20147 (+5%) compared to a year ago.

There were 18,188 active listings statewide in Virginia at the end of the third quarter. This is 1,605 fewer listings than last year, which is an 8.1% drop.

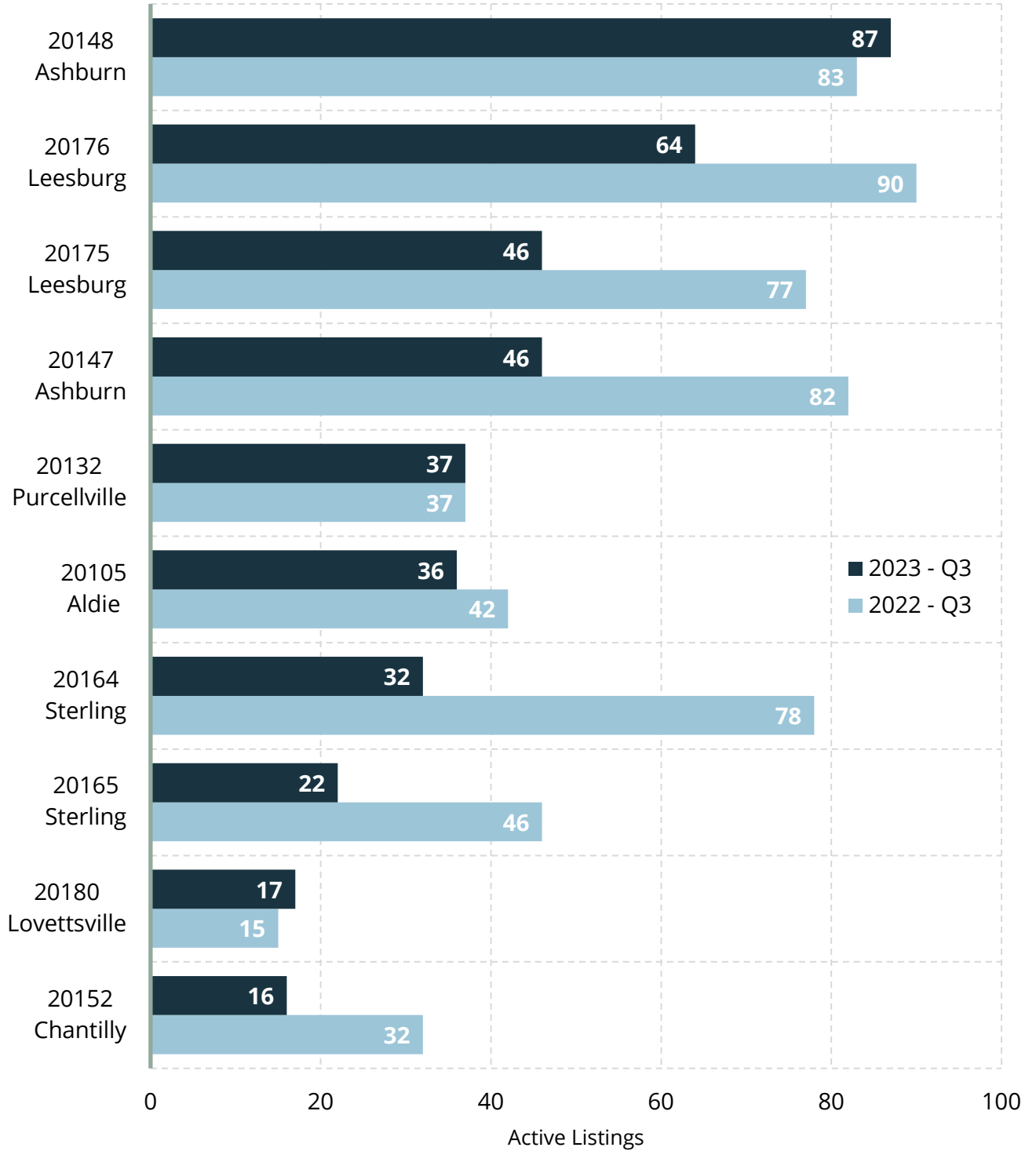
There was 1.2 month of supply at the end of the third quarter in the Loudoun County housing market, which is unchanged from a year ago. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. Statewide, there was about 2.1 months of supply at the end of the third quarter.

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



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

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



Source: Virginia REALTORS®, data accessed October 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.