

OCTOBER
2023

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: **October 2023**

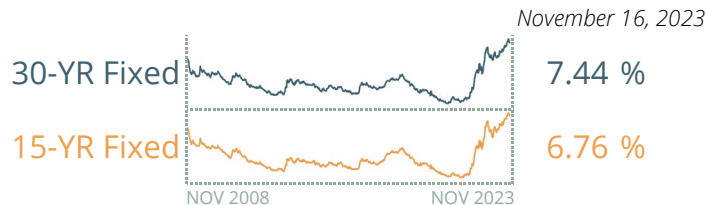
- Sales activity in Loudoun County continues to moderate.** In October, there were 344 home sales in the county, 70 fewer sales than a year earlier, decreasing by 16.9%. The number of sales fell in Leesburg zip code 20175 with 12 fewer home sales than the year before (-33.3%) and in Ashburn zip code 20148 with 12 fewer sales (-16.4%). Lovettsville zip code 20180 saw growth in sales numbers this month with four more sales than last year (+66.7%).
- There were fewer pending sales in Loudoun County this month.** In the county, there were 329 pending sales in the month of October, down 4.6% or 16 pending sales from the same time a year earlier. In Sterling zip code 20165, there were eight fewer pending sales than last year (-25.0%) followed by Leesburg zip code 20176 with four fewer pending sales (-7.7%). Pending sales activity saw a small increase in Chantilly zip code 20152 with one additional pending sale (+4.8%).
- Price growth has moderated in some parts of the county and continues to climb in others.** The countywide median price was \$665,000 in Loudoun County in October, inching up just 1.5% from the previous year, a \$10,000 price increase. Home prices rose in Purcellville zip code 20132 (+16.3%), Leesburg zip code 20176 (+18.2%) and Sterling zip code 20164 (+21.8%). For a home in Chantilly zip code 20152, there was a \$130,000 reduction in the median home price in October (-16.3%), and the median sales price in Sterling zip code 20165 fell 4.4%, or \$26,000.
- Inventory in Loudoun County continues to shrink, and fewer new listings are coming on the market.** In the county, there were 477 listings at the end of October, 145 fewer listings than a year ago, declining by 23.3%. There were 472 new listings that came onto the market countywide in October, 55 fewer new listings than a year ago, reflecting a 10.4% reduction.



DAAR Market Dashboard

| YoY Chg | Oct-23 | Indicator |
|----------|-----------|----------------------------------|
| ▼ -16.9% | 344 | Sales |
| ▼ -4.6% | 329 | Pending Sales |
| ▼ -10.4% | 472 | New Listings |
| — 0.0% | \$665,000 | Median List Price |
| ▲ 1.5% | \$665,000 | Median Sales Price |
| ▲ 11.3% | \$282 | Median Price Per Square Foot |
| ▼ -19.3% | \$255.5 | Sold Dollar Volume (in millions) |
| ▲ 0.7% | 100.3% | Average Sold/Ask Price Ratio |
| ▼ -34.1% | 16 | Average Days on Market |
| ▼ -23.3% | 477 | Active Listings |
| ▲ 7.4% | 1.2 | Months of Supply |

INTEREST RATE TRACKER



Report Index



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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.

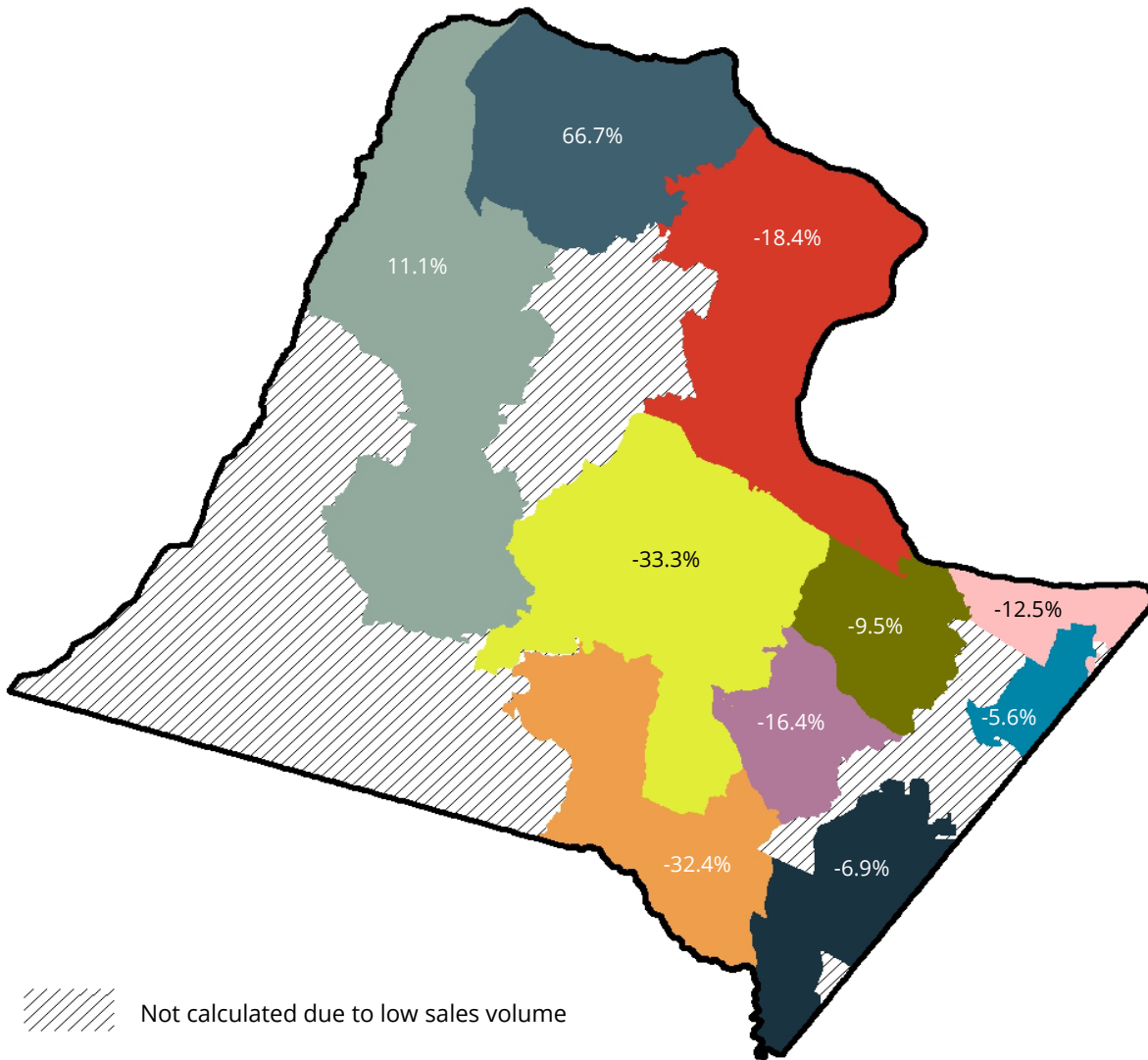
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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 |
|-----------------------|------------|--------|--------|
| | Oct-22 | Oct-23 | |
| 20105 Aldie | 34 | 23 | -32.4% |
| 20132 Purcellville | 18 | 20 | 11.1% |
| 20147 Ashburn | 63 | 57 | -9.5% |
| 20148 Ashburn | 73 | 61 | -16.4% |
| 20152 Chantilly | 29 | 27 | -6.9% |
| 20164 Sterling | 36 | 34 | -5.6% |
| 20165 Sterling | 32 | 28 | -12.5% |
| 20175 Leesburg | 36 | 24 | -33.3% |
| 20176 Leesburg | 49 | 40 | -18.4% |
| 20180 Lovettsville | 6 | 10 | 66.7% |

Total Market Overview



| Key Metrics | 2-year Trends | | Oct-22 | Oct-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Oct-21 | Oct-23 | | | | | | |
| Sales | | | 414 | 344 | -16.9% | 5,289 | 3,914 | -26.0% |
| Pending Sales | | | 345 | 329 | -4.6% | 5,303 | 4,099 | -22.7% |
| New Listings | | | 527 | 472 | -10.4% | 7,286 | 5,338 | -26.7% |
| Median List Price | | | \$665,000 | \$665,000 | 0.0% | \$665,000 | \$685,000 | 3.0% |
| Median Sales Price | | | \$655,000 | \$665,000 | 1.5% | \$680,000 | \$690,000 | 1.5% |
| Median Price Per Square Foot | | | \$253 | \$282 | 11.3% | \$261 | \$268 | 2.8% |
| Sold Dollar Volume (in millions) | | | \$316.5 | \$255.5 | -19.3% | \$3,990.4 | \$3,027.0 | -24.1% |
| Average Sold/Ask Price Ratio | | | 99.5% | 100.3% | 0.7% | 102.1% | 101.1% | -1.0% |
| Average Days on Market | | | 25 | 16 | -34.1% | 13 | 18 | 40.2% |
| Active Listings | | | 622 | 477 | -23.3% | n/a | n/a | n/a |
| Months of Supply | | | 1.1 | 1.2 | 7.4% | n/a | n/a | n/a |

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

Single-Family Detached Market Overview



| Key Metrics | 2-year Trends | | Oct-22 | Oct-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Oct-21 | Oct-23 | | | | | | |
| Sales | | | 192 | 145 | -24.5% | 2,508 | 1,825 | -27.2% |
| Pending Sales | | | 154 | 144 | -6.5% | 2,511 | 1,884 | -25.0% |
| New Listings | | | 242 | 228 | -5.8% | 3,502 | 2,608 | -25.5% |
| Median List Price | | | \$899,900 | \$934,999 | 3.9% | \$887,290 | \$915,000 | 3.1% |
| Median Sales Price | | | \$889,950 | \$939,000 | 5.5% | \$905,000 | \$925,000 | 2.2% |
| Median Price Per Square Foot | | | \$240 | \$264 | 9.9% | \$247 | \$254 | 2.9% |
| Sold Dollar Volume (in millions) | | | \$189.2 | \$141.5 | -25.2% | \$2,427.3 | \$1,822.7 | -24.9% |
| Average Sold/Ask Price Ratio | | | 99.4% | 100.0% | 0.6% | 102.3% | 101.0% | -1.3% |
| Average Days on Market | | | 26 | 18 | -30.8% | 13 | 19 | 45.1% |
| Active Listings | | | 316 | 258 | -18.4% | n/a | n/a | n/a |
| Months of Supply | | | 1.2 | 1.4 | 16.5% | n/a | n/a | n/a |

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

Townhome & Condo Market Overview

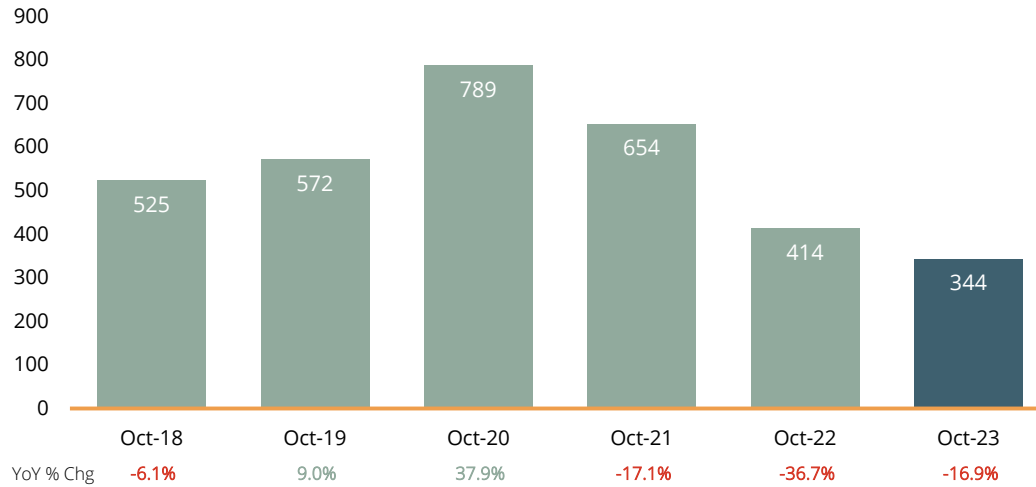


| Key Metrics | 2-year Trends | | Oct-22 | Oct-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Oct-21 | Oct-23 | | | | | | |
| Sales | | | 222 | 199 | -10.4% | 2,781 | 2,089 | -24.9% |
| Pending Sales | | | 191 | 185 | -3.1% | 2,792 | 2,215 | -20.7% |
| New Listings | | | 285 | 244 | -14.4% | 3,784 | 2,730 | -27.9% |
| Median List Price | | | \$552,523 | \$560,000 | 1.4% | \$540,000 | \$559,990 | 3.7% |
| Median Sales Price | | | \$545,000 | \$560,000 | 2.8% | \$550,000 | \$570,000 | 3.6% |
| Median Price Per Square Foot | | | \$261 | \$293 | 12.6% | \$268 | \$278 | 3.7% |
| Sold Dollar Volume (in millions) | | | \$127.3 | \$114.0 | -10.4% | \$1,563.1 | \$1,204.3 | -23.0% |
| Average Sold/Ask Price Ratio | | | 99.6% | 100.5% | 0.8% | 101.9% | 101.2% | -0.7% |
| Average Days on Market | | | 24 | 15 | -36.3% | 13 | 18 | 36.0% |
| Active Listings | | | 306 | 219 | -28.4% | n/a | n/a | n/a |
| Months of Supply | | | 1.1 | 1.0 | -1.3% | n/a | n/a | n/a |

Sales



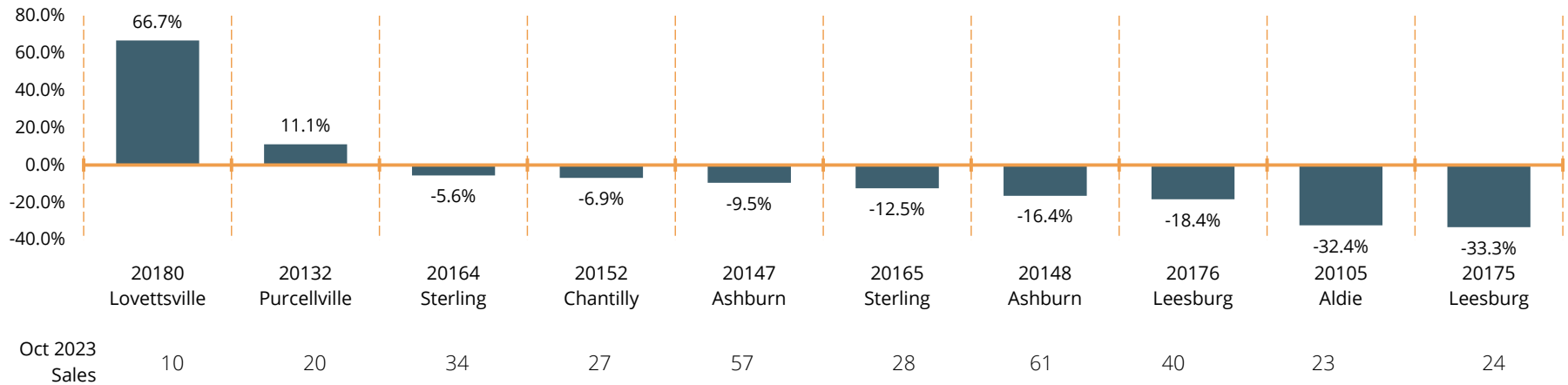
Loudoun County



| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | | YoY Chg |
| 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% |
| Sep-23 | 162 | -28.9% | 193 | -20.9% |
| Oct-23 | 145 | -24.5% | 199 | -10.4% |
| 12-month Avg | 178 | -30.1% | 204 | -28.5% |

Zip Code

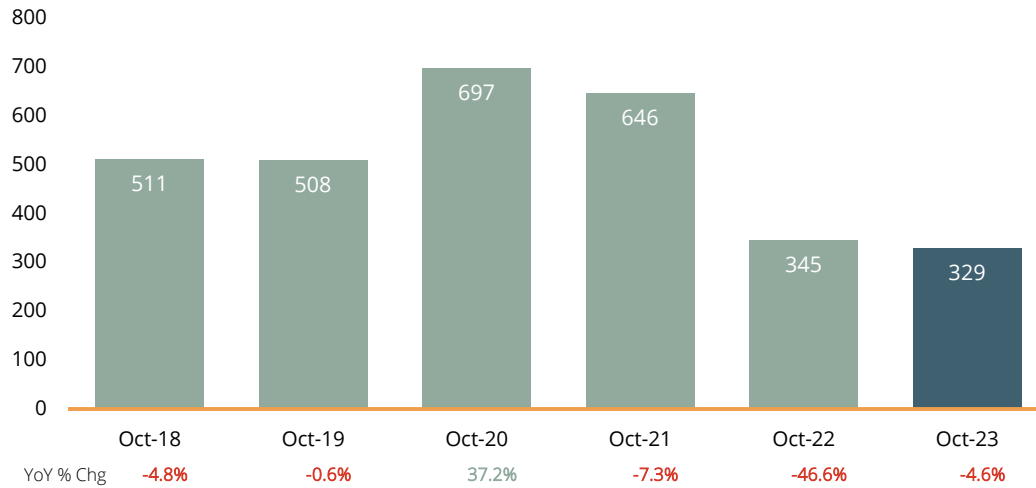
% Change in Sales
Oct-22 to Oct-23



Pending Sales



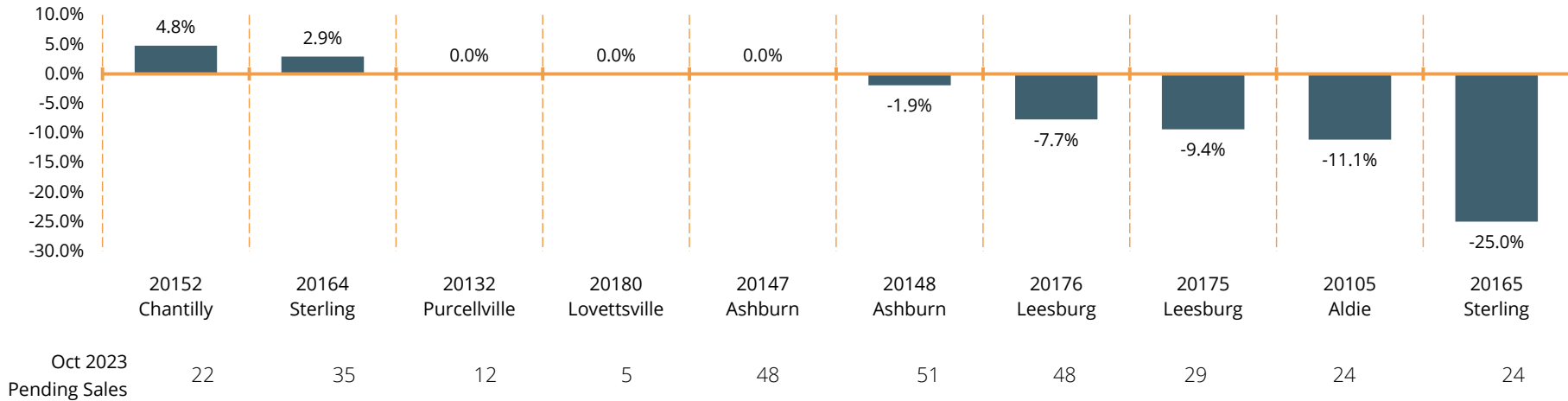
Loudoun County



| Month | Single-Family | YoY Chg | Townhome | YoY Chg |
|--------------|---------------|---------|----------|---------|
| | Detached | | & Condo | |
| 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% |
| Sep-23 | 157 | -21.9% | 190 | -7.8% |
| Oct-23 | 144 | -6.5% | 185 | -3.1% |
| 12-month Avg | 175 | -26.7% | 209 | -22.2% |

Zip Code

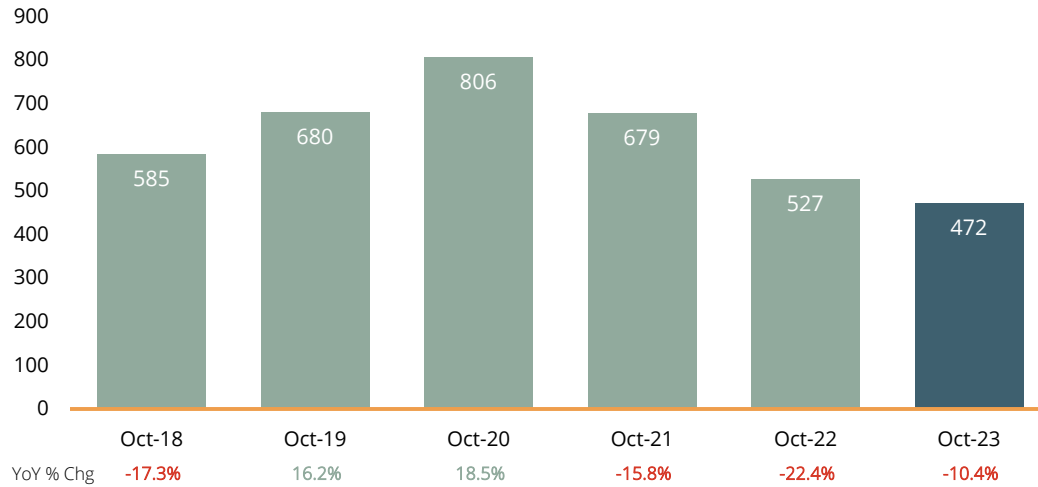
% Change in Pending Sales
Oct-22 to Oct-23



New Listings



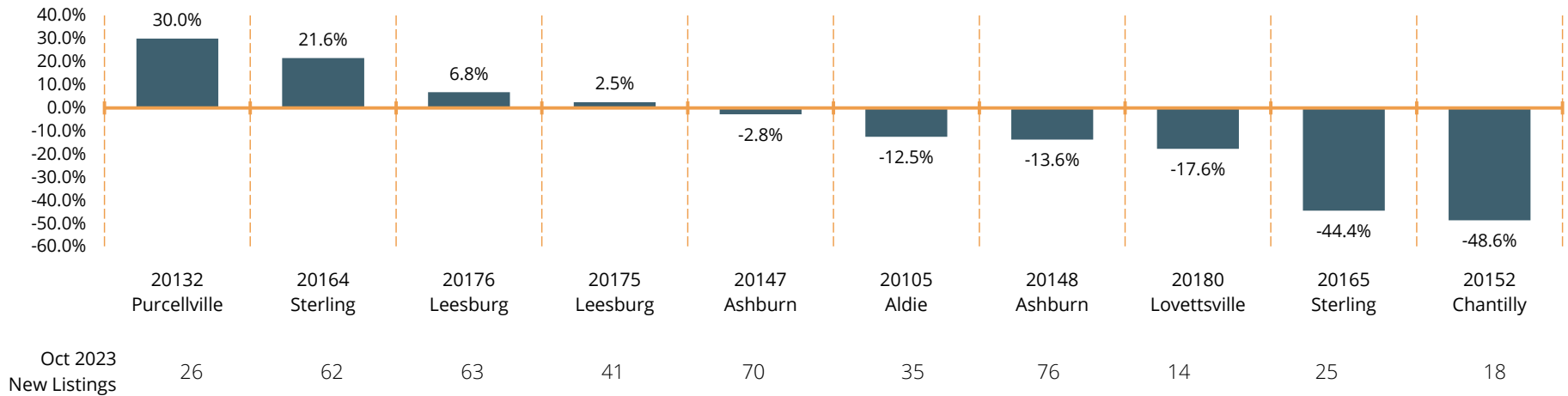
Loudoun County



| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | | YoY Chg |
| 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% |
| Sep-23 | 234 | -19.6% | 271 | -19.8% |
| Oct-23 | 228 | -5.8% | 244 | -14.4% |
| 12-month Avg | 243 | -24.9% | 256 | -27.5% |

Zip Code

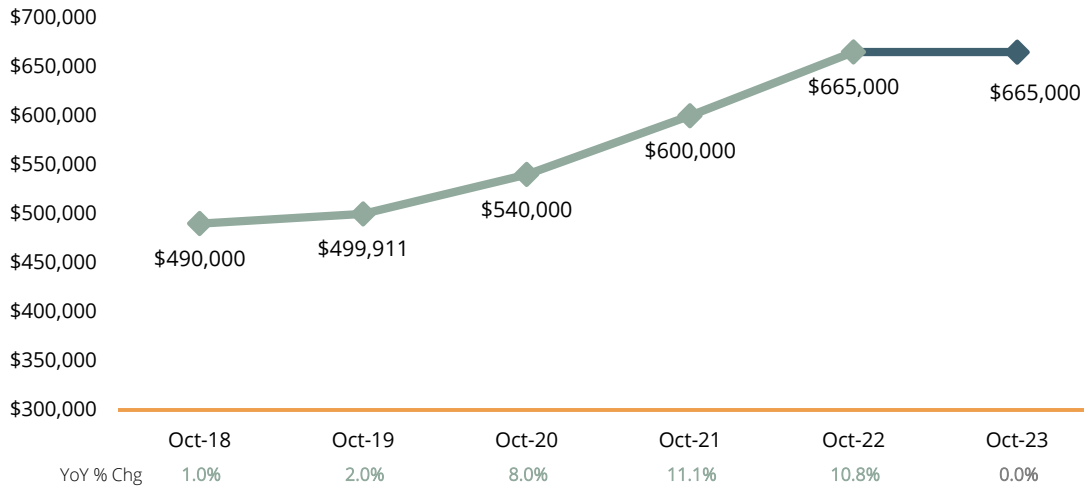
% Change in New Listings
Oct-22 to Oct-23



Median List Price



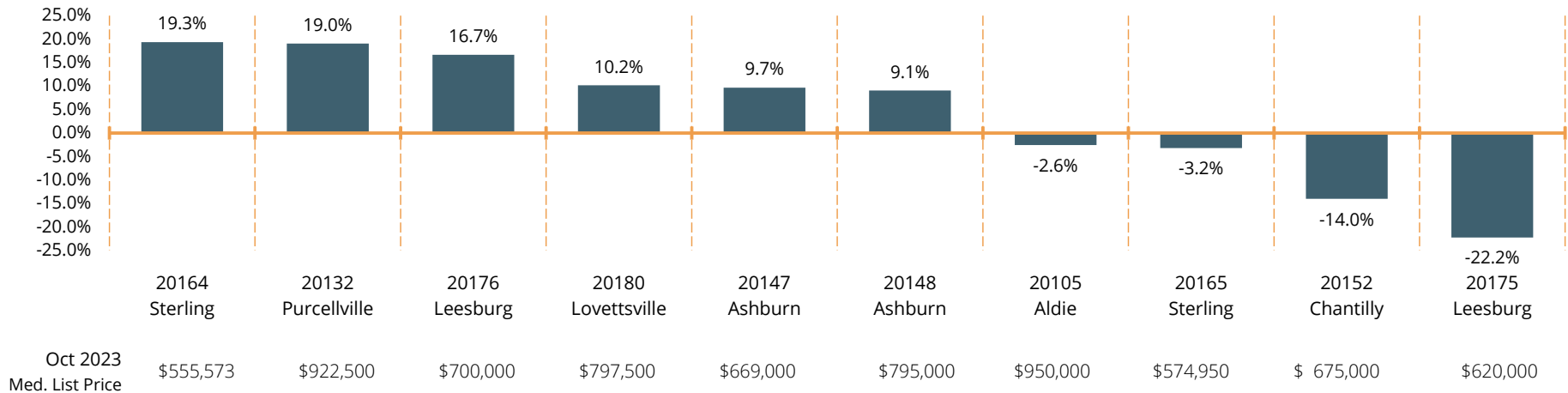
Loudoun County



| Month | Single-Family | | Townhome & Condo | |
|--------------|------------------|---------|------------------|---------|
| | Detached | YoY Chg | | YoY Chg |
| 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% |
| Sep-23 | \$925,000 | 12.1% | \$569,900 | 5.6% |
| Oct-23 | \$934,999 | 3.9% | \$560,000 | 1.4% |
| 12-month Avg | \$898,418 | 4.1% | \$551,769 | 4.4% |

Zip Code

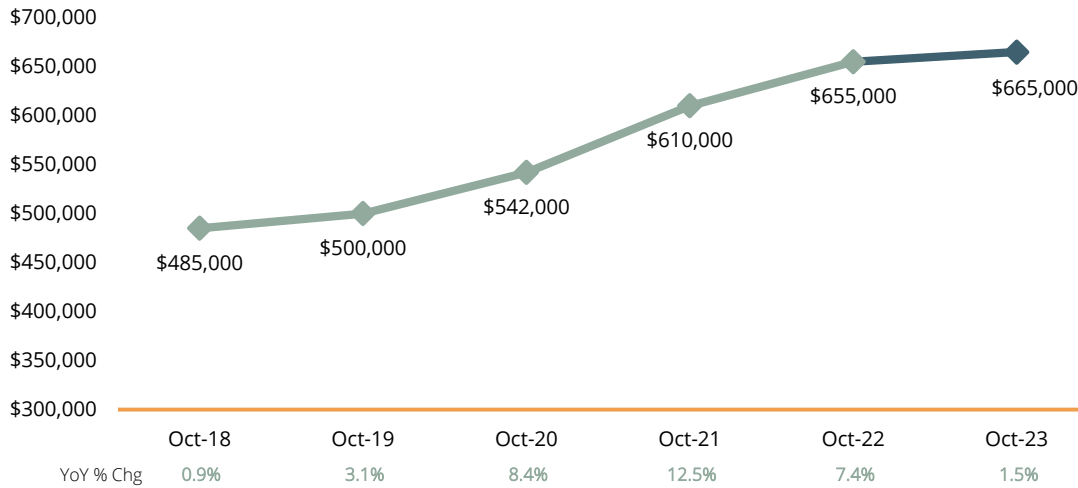
% Change in Median List Price
Oct-22 to Oct-23



Median Sales Price



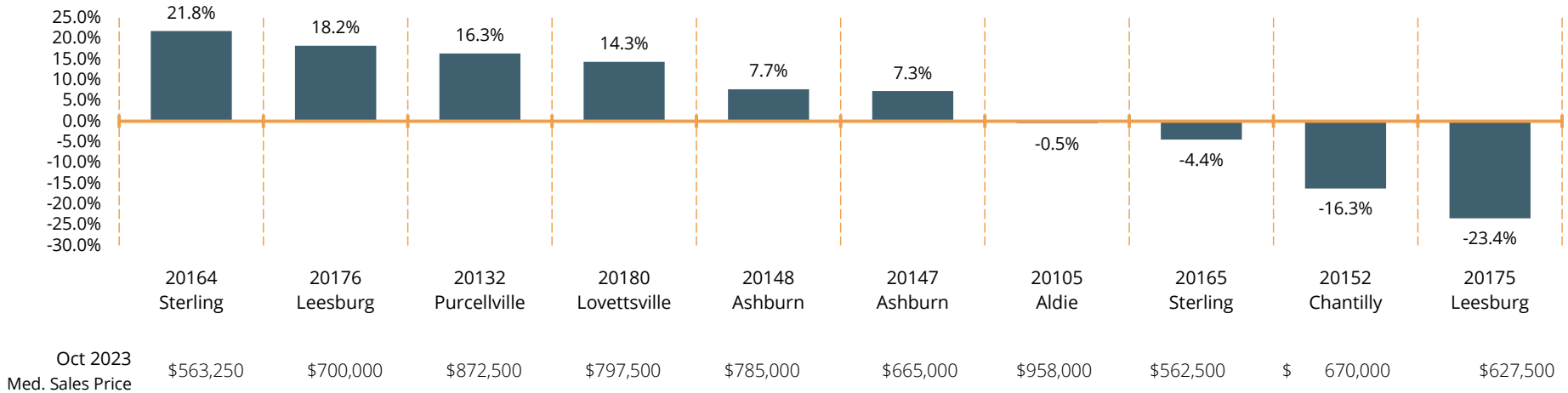
Loudoun County



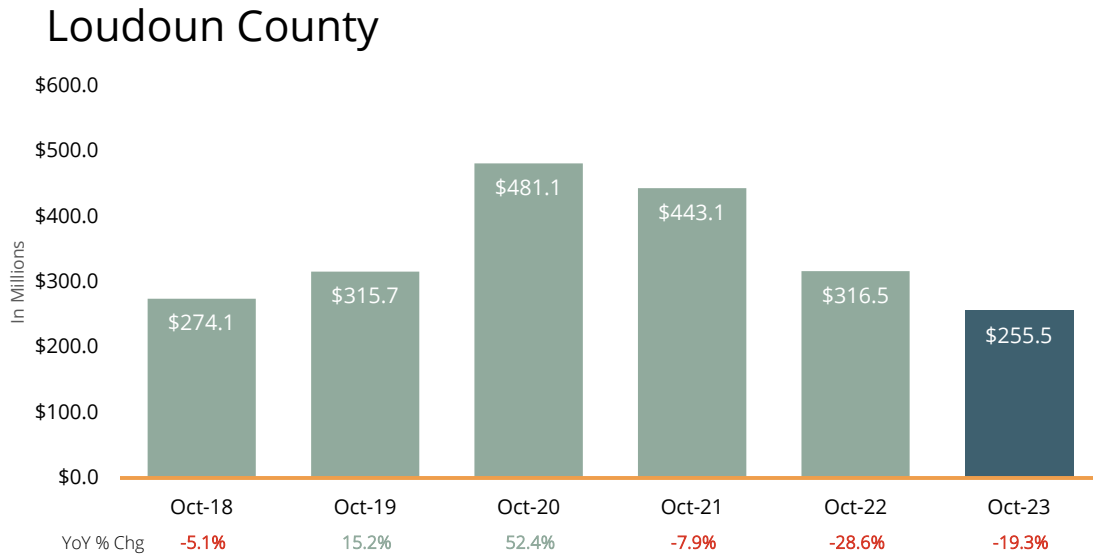
| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | | YoY Chg |
| Nov-22 | \$862,500 | 5.6% | \$532,990 | 6.6% |
| Dec-22 | \$800,000 | -5.9% | \$525,000 | 5.0% |
| Jan-23 | \$880,000 | 0.2% | \$513,000 | 5.8% |
| 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% |
| Sep-23 | \$927,500 | 12.8% | \$570,000 | 7.1% |
| Oct-23 | \$939,000 | 5.5% | \$560,000 | 2.8% |
| 12-month Avg | \$901,760 | 2.2% | \$555,466 | 3.4% |

Zip Code

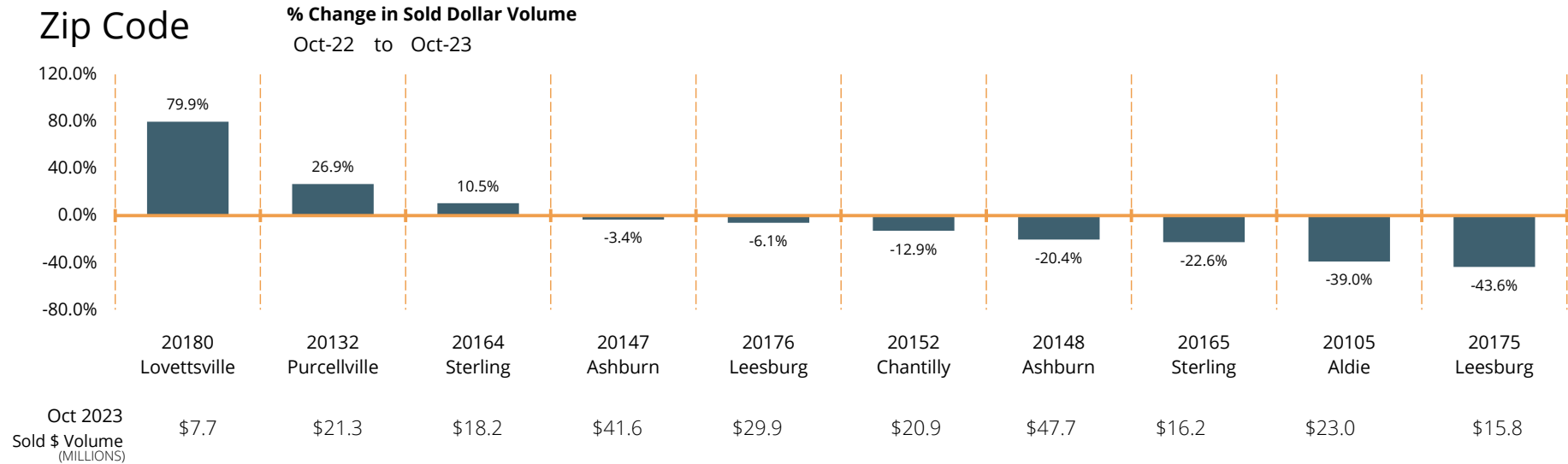
% Change in Median Sales Price
Oct-22 to Oct-23



Sold Dollar Volume (in millions)



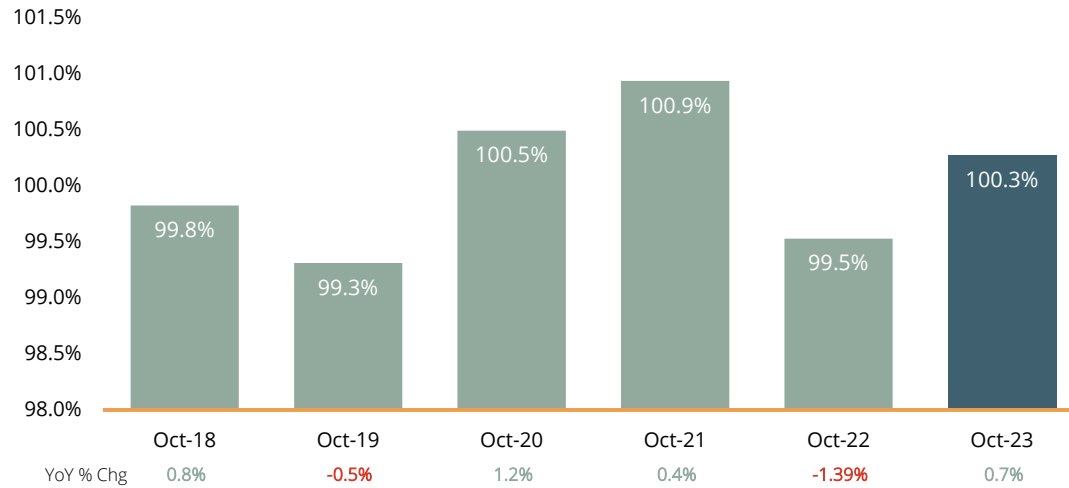
| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | | YoY Chg |
| Nov-22 | \$156.2 | -34.5% | \$92.4 | -49.5% |
| Dec-22 | \$128.7 | -45.8% | \$99.2 | -32.6% |
| Jan-23 | \$88.1 | -28.2% | \$60.2 | -27.2% |
| 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% |
| Sep-23 | \$170.8 | -16.6% | \$112.8 | -14.6% |
| Oct-23 | \$141.5 | -25.2% | \$114.0 | -10.4% |
| 12-month Avg | \$175.6 | -27.4% | \$116.3 | -26.3% |



Average Sold to Ask Price Ratio



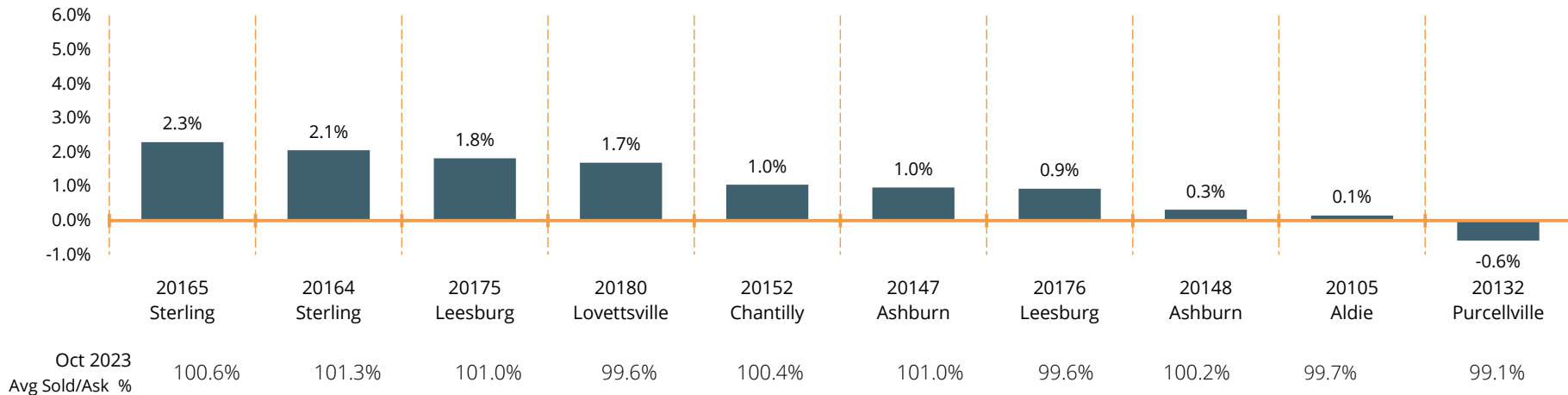
Loudoun County



| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | | YoY Chg |
| 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% |
| Sep-23 | 100.4% | -0.2% | 101.4% | 2.0% |
| Oct-23 | 100.0% | 0.6% | 100.5% | 0.8% |
| 12-month Avg | 100.5% | -1.6% | 100.7% | -0.7% |

Zip Code

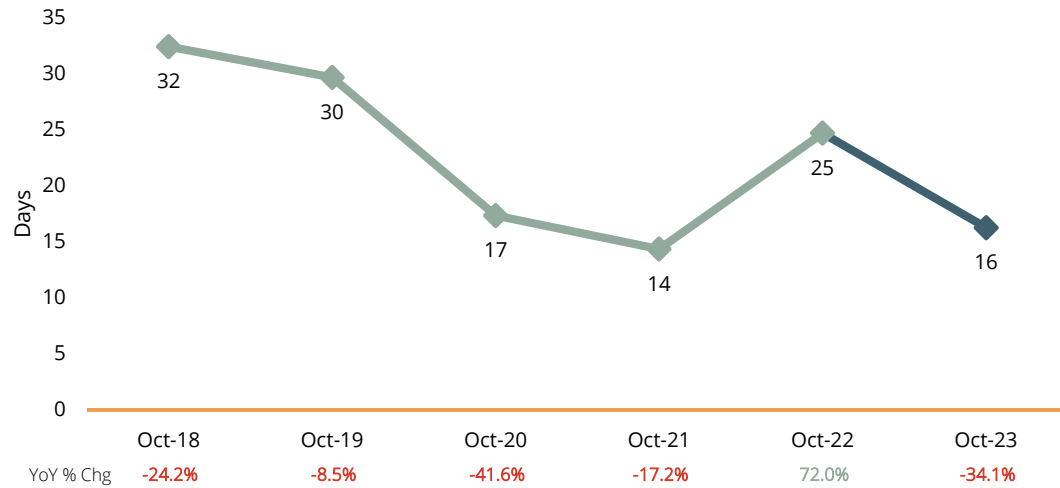
% Change in Average Sold to Ask Price Ratio
Oct-22 to Oct-23



Average Days on Market



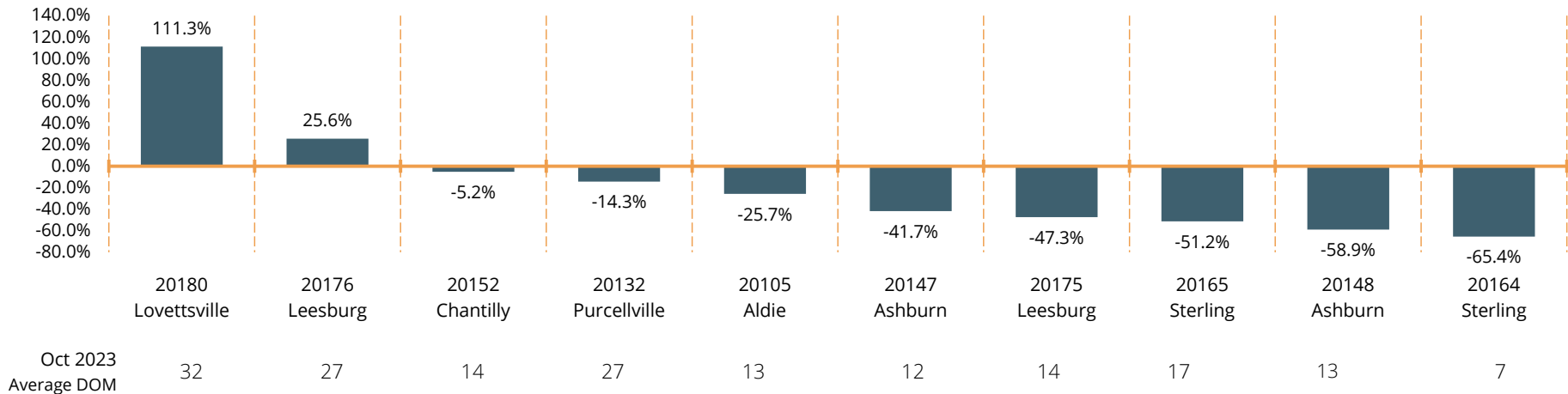
Loudoun County



| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | & Condo | YoY Chg |
| 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% |
| Sep-23 | 23 | -20.8% | 14 | -36.1% |
| Oct-23 | 18 | -30.8% | 15 | -36.3% |
| 12-month Avg | 23 | 49.2% | 20 | 37.7% |

Zip Code

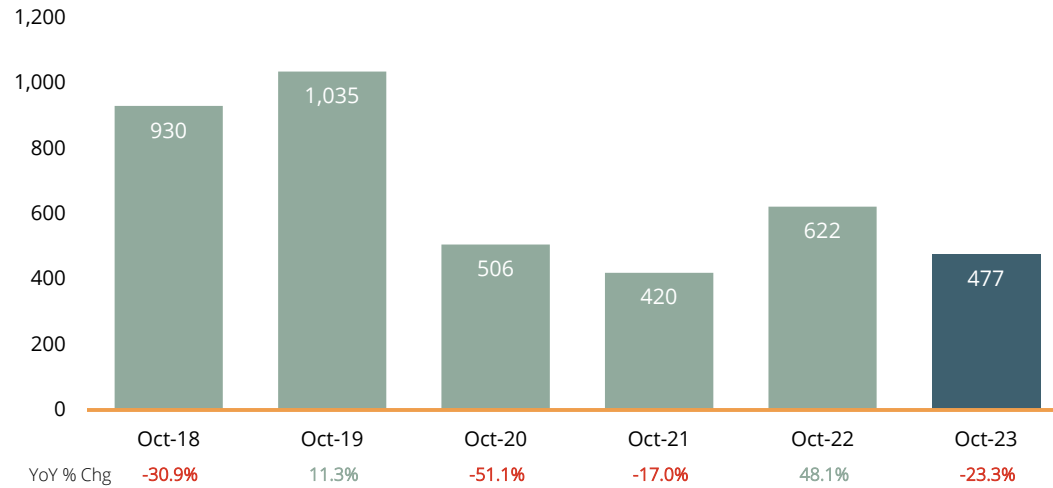
% Change in Average Days on Market
Oct-22 to Oct-23



Active Listings



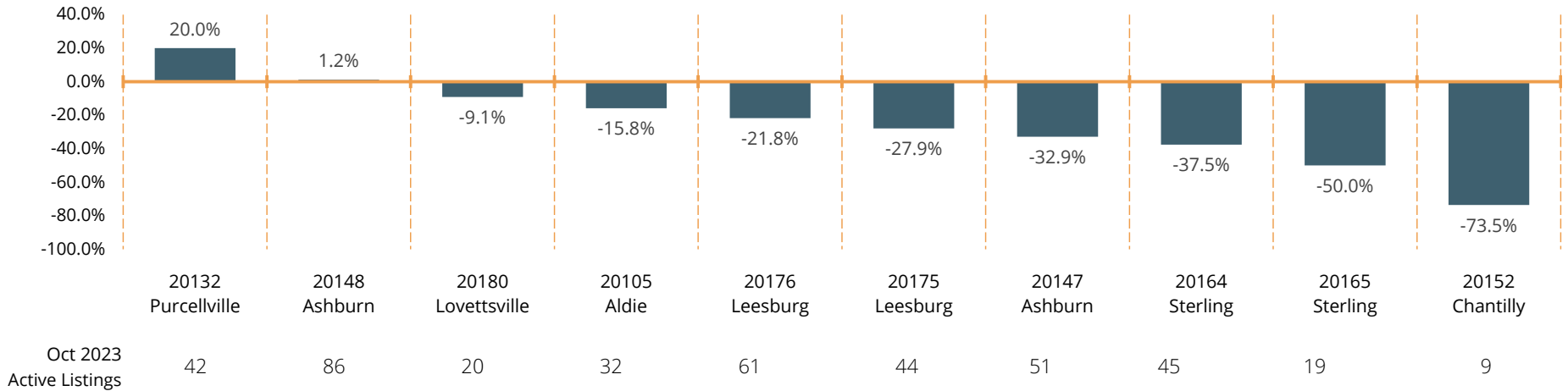
Loudoun County



| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | & Condo | YoY Chg |
| 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% |
| Sep-23 | 256 | -22.0% | 218 | -34.3% |
| Oct-23 | 258 | -18.4% | 219 | -28.4% |
| 12-month Avg | 222 | -1.0% | 171 | -18.0% |

Zip Code

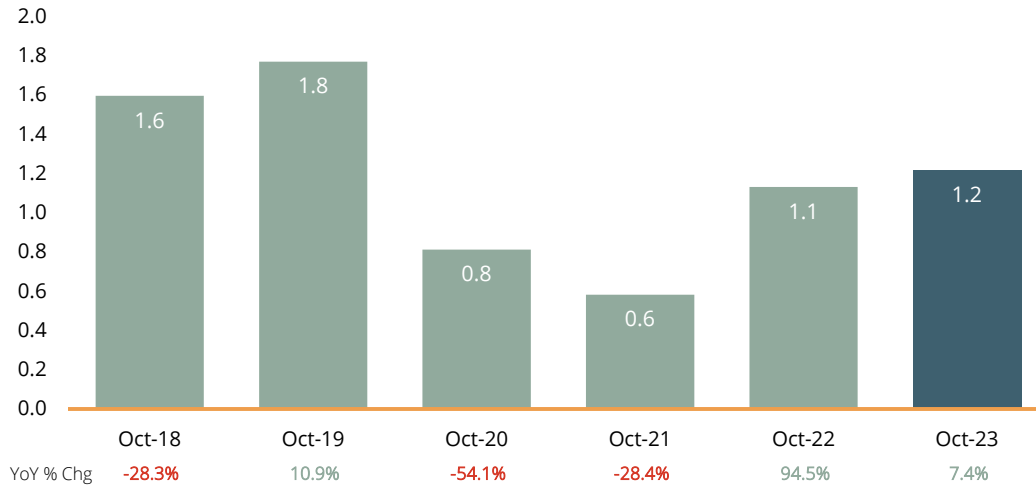
% Change in Active Listings
Oct-22 to Oct-23



Months Supply



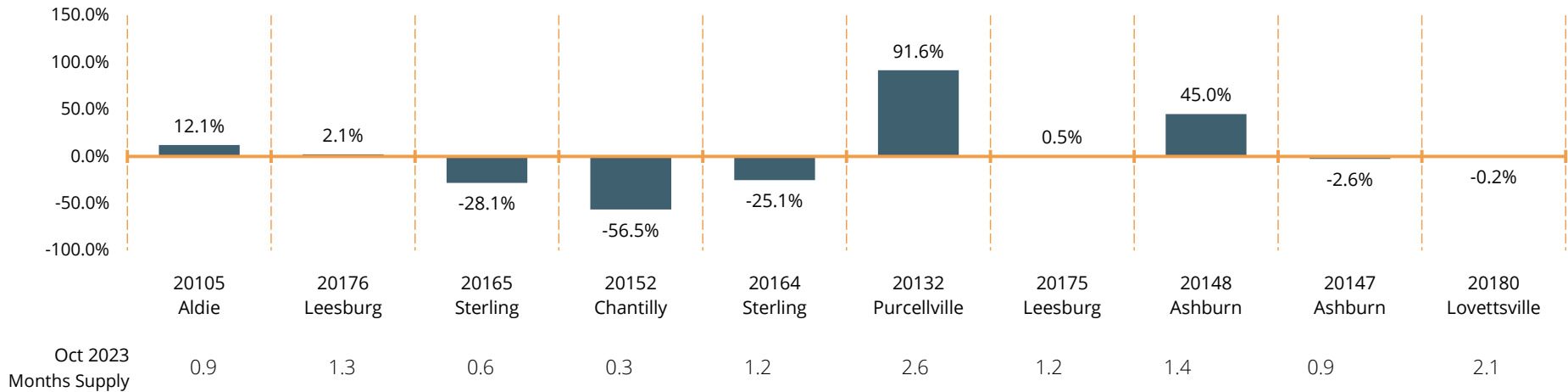
Loudoun County



| Month | Single-Family | | Townhome & Condo | |
|--------------|---------------|---------|------------------|---------|
| | Detached | YoY Chg | | YoY Chg |
| 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% |
| Sep-23 | 1.4 | 12.5% | 1.0 | -6.7% |
| Oct-23 | 1.4 | 16.5% | 1.0 | -1.3% |
| 12-month Avg | 1.1 | 37.1% | 0.7 | 15.3% |

Zip Code

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



Area Overview



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|----------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
| | Oct-22 | Oct-23 | % chg | Oct-22 | Oct-23 | % chg | Oct-22 | Oct-23 | % chg | Oct-22 | Oct-23 | % chg | Oct-22 | Oct-23 | % chg |
| Loudoun County | 527 | 472 | -10.4% | 414 | 344 | -16.9% | \$655,000 | \$665,000 | 1.5% | 622 | 477 | -23.3% | 1.1 | 1.2 | 7.4% |
| 20105 | 40 | 35 | -12.5% | 34 | 23 | -32.4% | \$962,495 | \$958,000 | -0.5% | 38 | 32 | -15.8% | 0.8 | 0.9 | 12.1% |
| 20132 | 20 | 26 | 30.0% | 18 | 20 | 11.1% | \$750,000 | \$872,500 | 16.3% | 35 | 42 | 20.0% | 1.3 | 2.6 | 91.6% |
| 20147 | 72 | 70 | -2.8% | 63 | 57 | -9.5% | \$620,000 | \$665,000 | 7.3% | 76 | 51 | -32.9% | 0.9 | 0.9 | -2.6% |
| 20148 | 88 | 76 | -13.6% | 73 | 61 | -16.4% | \$728,950 | \$785,000 | 7.7% | 85 | 86 | 1.2% | 0.9 | 1.4 | 45.0% |
| 20152 | 35 | 18 | -48.6% | 29 | 27 | -6.9% | \$800,000 | \$670,000 | -16.3% | 34 | 9 | -73.5% | 0.8 | 0.3 | -56.5% |
| 20164 | 51 | 62 | 21.6% | 36 | 34 | -5.6% | \$462,500 | \$563,250 | 21.8% | 72 | 45 | -37.5% | 1.5 | 1.2 | -25.1% |
| 20165 | 45 | 25 | -44.4% | 32 | 28 | -12.5% | \$588,500 | \$562,500 | -4.4% | 38 | 19 | -50.0% | 0.9 | 0.6 | -28.1% |
| 20175 | 40 | 41 | 2.5% | 36 | 24 | -33.3% | \$819,521 | \$627,500 | -23.4% | 61 | 44 | -27.9% | 1.2 | 1.2 | 0.5% |
| 20176 | 59 | 63 | 6.8% | 49 | 40 | -18.4% | \$592,000 | \$700,000 | 18.2% | 78 | 61 | -21.8% | 1.2 | 1.3 | 2.1% |
| 20180 | 17 | 14 | -17.6% | 6 | 10 | 66.7% | \$697,500 | \$797,500 | 14.3% | 22 | 20 | -9.1% | 2.1 | 2.1 | -0.2% |



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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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.