

NOVEMBER
2023

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



DAAR Market Indicators Report



Key Market Trends: November 2023

- In Loudoun County, home sales continue to moderate.** There were 312 homes sold in the county in November, 17 fewer sales than the previous year, dipping by 5.2%. Sales grew in Ashburn zip code 20147 with 10 more sales than the year prior (+25.6%) and in Purcellville zip code 20132 with five more sales (+62.5%). In Sterling zip code 20165, there were 10 fewer sales compared to the same time last November (-33.3%). Sales activity fell 20.8% in Ashburn zip code 20148.
- Fewer pending sales than last year in the Loudoun County housing market.** In the county, there were 260 pending sales this month, down 9.7% from last November, which is 28 fewer pending sales. In Chantilly zip code 20152, there were nine fewer sales than the year prior (-37.5%) followed by Sterling zip code 20165 with eight fewer sales (-40.0%). Both Aldie zip code 20105 (+9.5%) and Lovettsville zip code 20180 (+25.0%) had a small uptick in pending sales activity.
- Home prices are surging in most local markets in Loudoun County.** In November, the countywide median sales price was \$717,500, \$80,000 more than the year before, a 12.5% increase. For a home in Ashburn zip code 20147, the median price was \$84,000 higher than last November (+12.5%) while in Sterling zip code 20165 prices grew by \$102,250 (+16.1%). In Lovettsville zip code 20180, prices fell by \$98,000 or 12.1% from last year.
- Inventory levels continue to get smaller in most parts of the county.** There were 463 active listings at the end of November in Loudoun County, 41 fewer listings than last year, dropping by 8.1%. The number of listings rose in Purcellville zip code 20132 (+50.0%) and Ashburn zip code 20148 (+15.9%). Active listings were down in Sterling zip code 20164 (-29.0%) and Chantilly zip code 20152 (-60.0%) this month.



DAAR Market Dashboard

YoY Chg	Nov-23	Indicator
▼ -5.2%	312	Sales
▼ -9.7%	260	Pending Sales
▼ -5.6%	371	New Listings
▲ 12.0%	\$722,500	Median List Price
▲ 12.5%	\$717,500	Median Sales Price
▲ 10.4%	\$277	Median Price Per Square Foot
▲ 2.2%	\$254.0	Sold Dollar Volume (in millions)
▲ 0.6%	99.8%	Average Sold/Ask Price Ratio
▼ -29.8%	19	Average Days on Market
▼ -8.1%	463	Active Listings
▲ 23.1%	1.2	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.

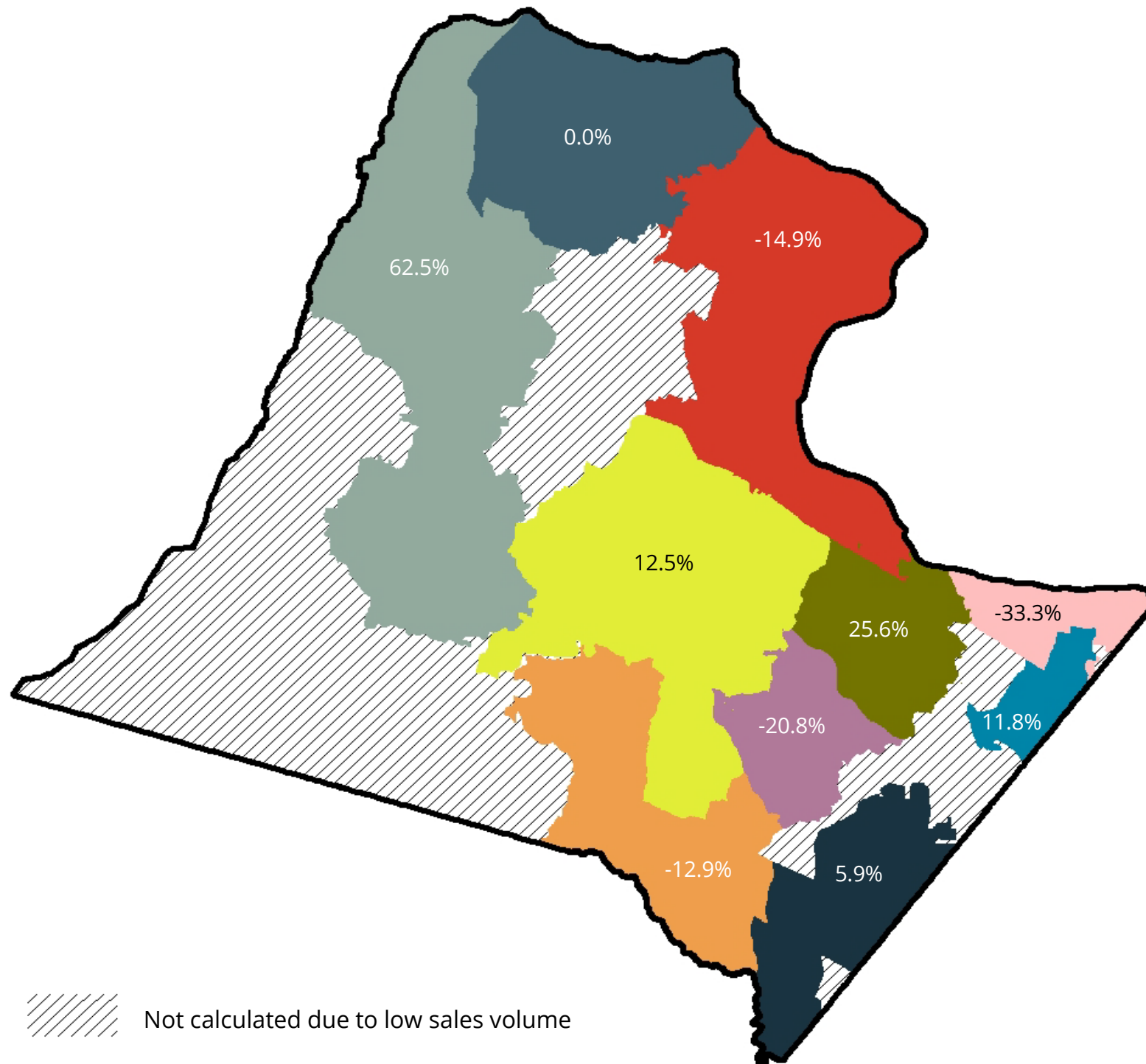
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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 Nov-22	Home Sales Nov-23	% Chg
20105 Aldie	31	27	-12.9%
20132 Purcellville	8	13	62.5%
20147 Ashburn	39	49	25.6%
20148 Ashburn	53	42	-20.8%
20152 Chantilly	17	18	5.9%
20164 Sterling	34	38	11.8%
20165 Sterling	30	20	-33.3%
20175 Leesburg	32	36	12.5%
20176 Leesburg	47	40	-14.9%
20180 Lovettsville	4	4	0.0%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Nov-22	Nov-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Nov-21	Nov-23						
Sales			329	312	-5.2%	5,618	4,226	-24.8%
Pending Sales			288	260	-9.7%	5,591	4,359	-22.0%
New Listings			393	371	-5.6%	7,679	5,709	-25.7%
Median List Price			\$645,000	\$722,500	12.0%	\$665,000	\$686,000	3.2%
Median Sales Price			\$637,500	\$717,500	12.5%	\$675,000	\$690,116	2.2%
Median Price Per Square Foot			\$251	\$277	10.4%	\$260	\$269	3.3%
Sold Dollar Volume (in millions)			\$248.6	\$254.0	2.2%	\$4,239.1	\$3,281.0	-22.6%
Average Sold/Ask Price Ratio			99.2%	99.8%	0.6%	102.0%	101.0%	-1.0%
Average Days on Market			27	19	-29.8%	14	18	31.5%
Active Listings			504	463	-8.1%	n/a	n/a	n/a
Months of Supply			1.0	1.2	23.1%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Nov-22	Nov-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Nov-21	Nov-23						
Sales			160	148	-7.5%	2,668	1,973	-26.0%
Pending Sales			125	115	-8.0%	2,636	1,999	-24.2%
New Listings			195	154	-21.0%	3,697	2,762	-25.3%
Median List Price			\$875,000	\$925,000	5.7%	\$887,000	\$918,000	3.5%
Median Sales Price			\$862,500	\$932,750	8.1%	\$901,000	\$925,000	2.7%
Median Price Per Square Foot			\$244	\$269	10.3%	\$247	\$255	3.5%
Sold Dollar Volume (in millions)			\$156.2	\$155.2	-0.6%	\$2,583.5	\$1,977.9	-23.4%
Average Sold/Ask Price Ratio			99.1%	99.6%	0.4%	102.3%	100.9%	-1.4%
Average Days on Market			28	22	-20.2%	14	19	35.7%
Active Listings			261	240	-8.0%	n/a	n/a	n/a
Months of Supply			1.0	1.3	26.9%	n/a	n/a	n/a

Townhome & Condo Market Overview

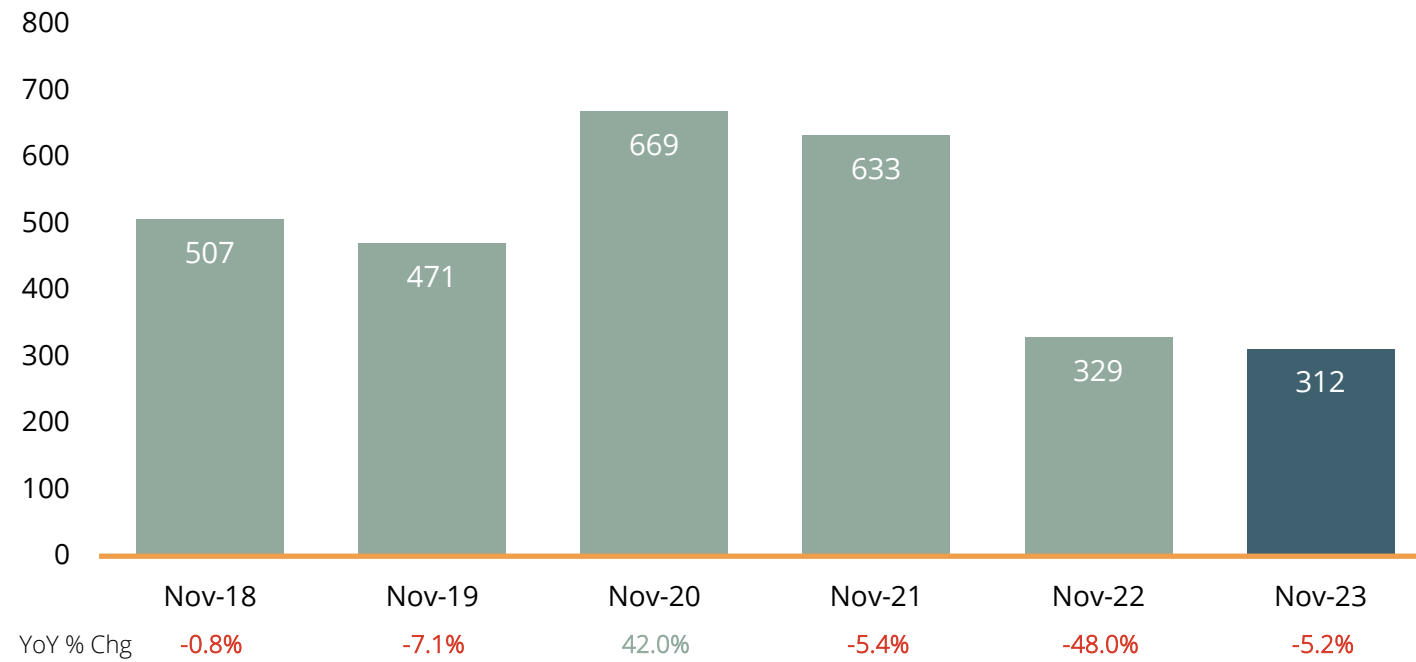


Key Metrics	2-year Trends		Nov-22	Nov-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Nov-21	Nov-23						
Sales			169	164	-3.0%	2,950	2,253	-23.6%
Pending Sales			163	145	-11.0%	2,955	2,360	-20.1%
New Listings			198	217	9.6%	3,982	2,947	-26.0%
Median List Price			\$540,000	\$602,215	11.5%	\$540,000	\$565,000	4.6%
Median Sales Price			\$532,990	\$608,750	14.2%	\$550,000	\$575,000	4.5%
Median Price Per Square Foot			\$258	\$282	9.2%	\$268	\$279	4.1%
Sold Dollar Volume (in millions)			\$92.4	\$98.8	6.8%	\$1,655.6	\$1,303.0	-21.3%
Average Sold/Ask Price Ratio			99.2%	100.0%	0.8%	101.7%	101.1%	-0.6%
Average Days on Market			27	17	-38.6%	14	18	27.9%
Active Listings			243	223	-8.2%	n/a	n/a	n/a
Months of Supply			0.9	1.1	19.8%	n/a	n/a	n/a

Sales



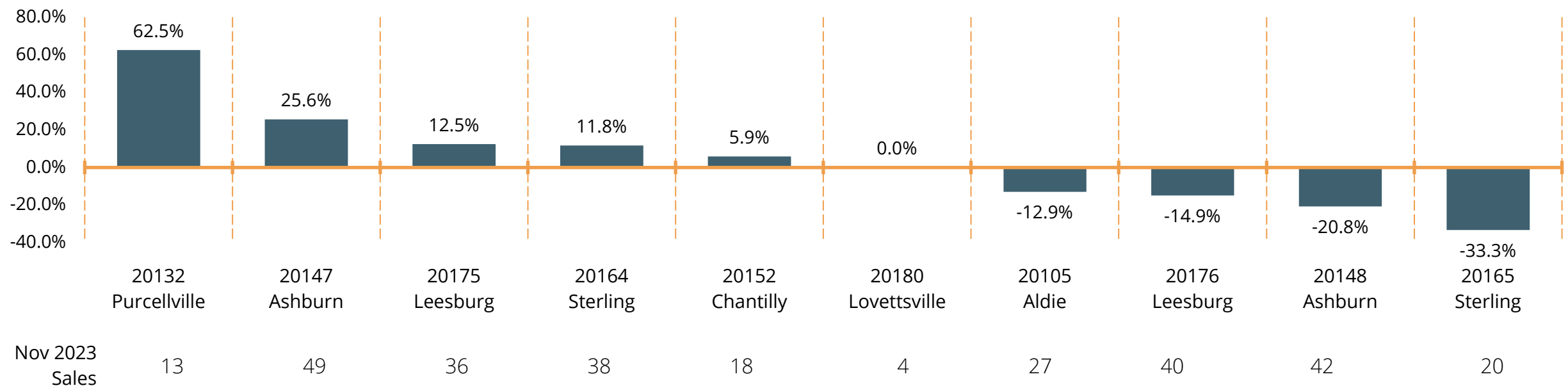
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-23	148	-7.5%	164	-3.0%
12-month Avg	177	-27.8%	203	-24.5%

Zip Code

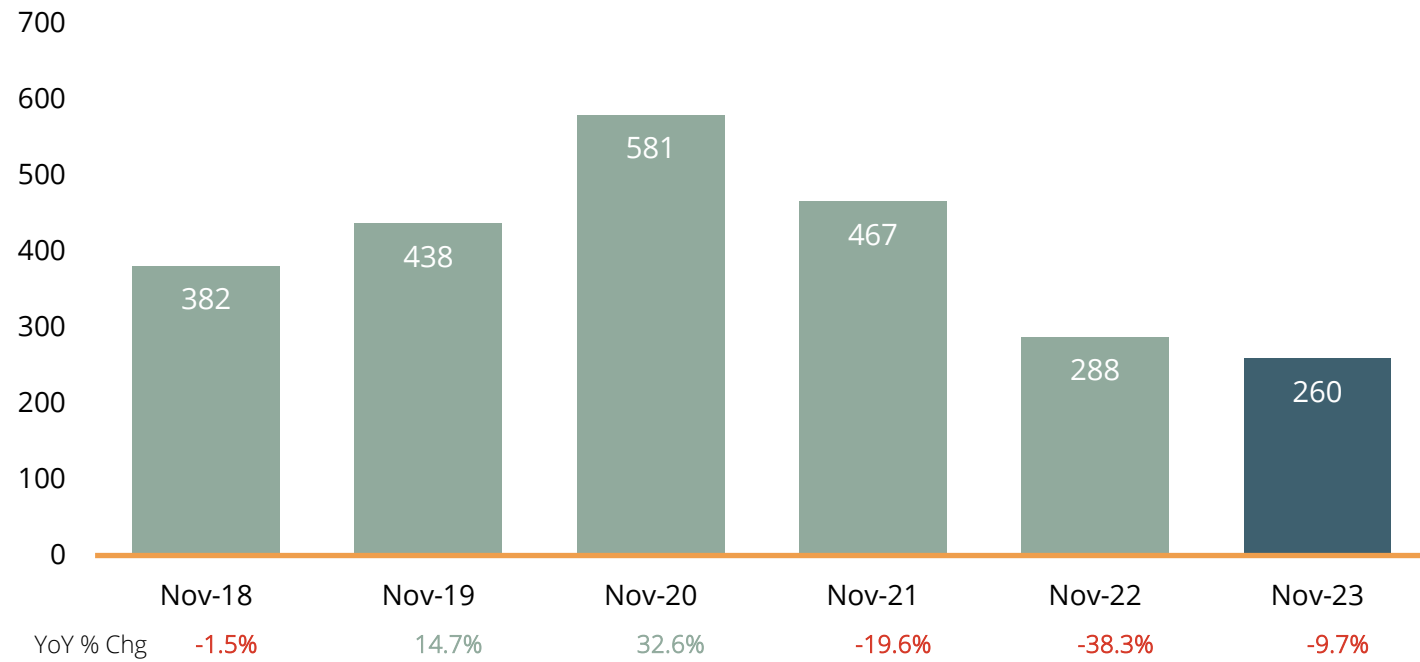
% Change in Sales
Nov-22 to Nov-23



Pending Sales



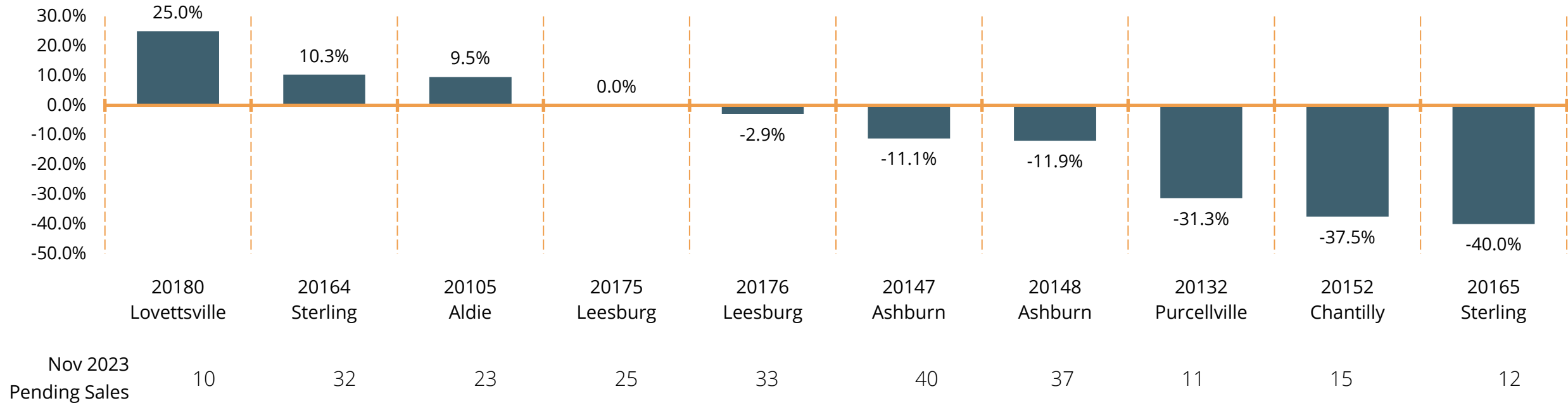
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-23	115	-8.0%	145	-11.0%
12-month Avg	174	-24.6%	207	-20.6%

Zip Code

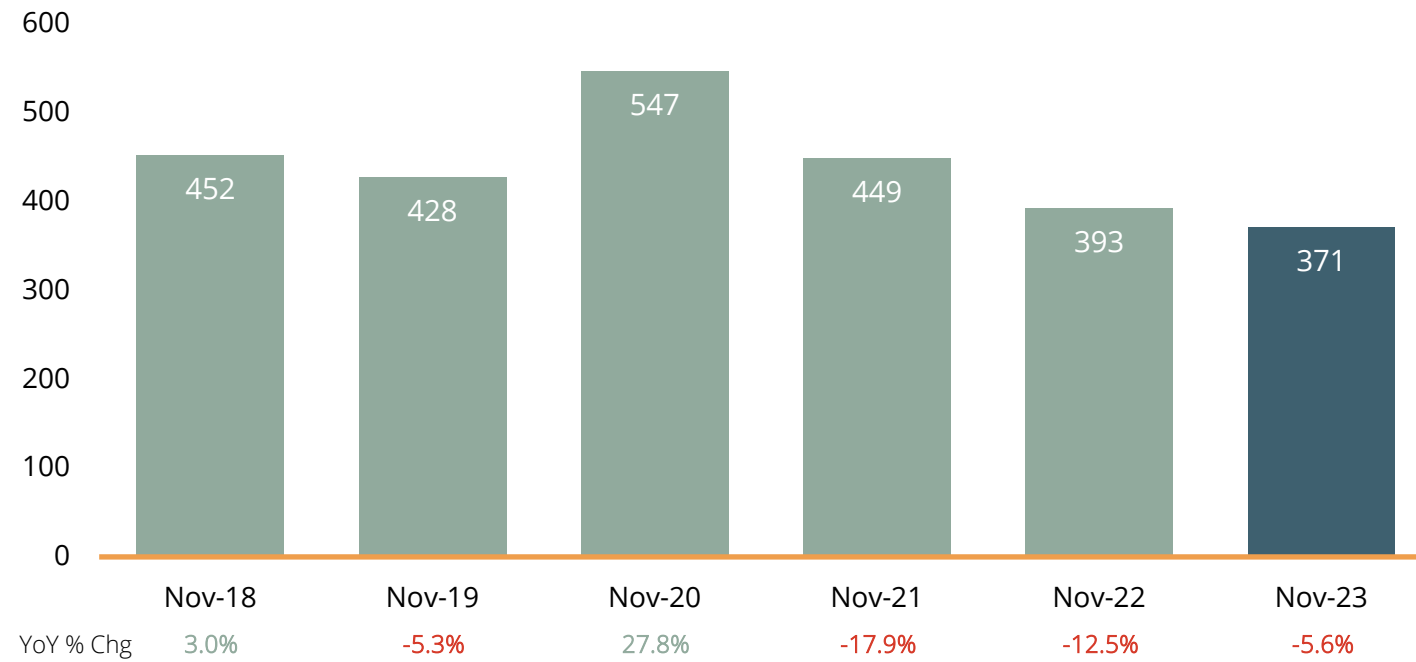
% Change in Pending Sales
Nov-22 to Nov-23



New Listings



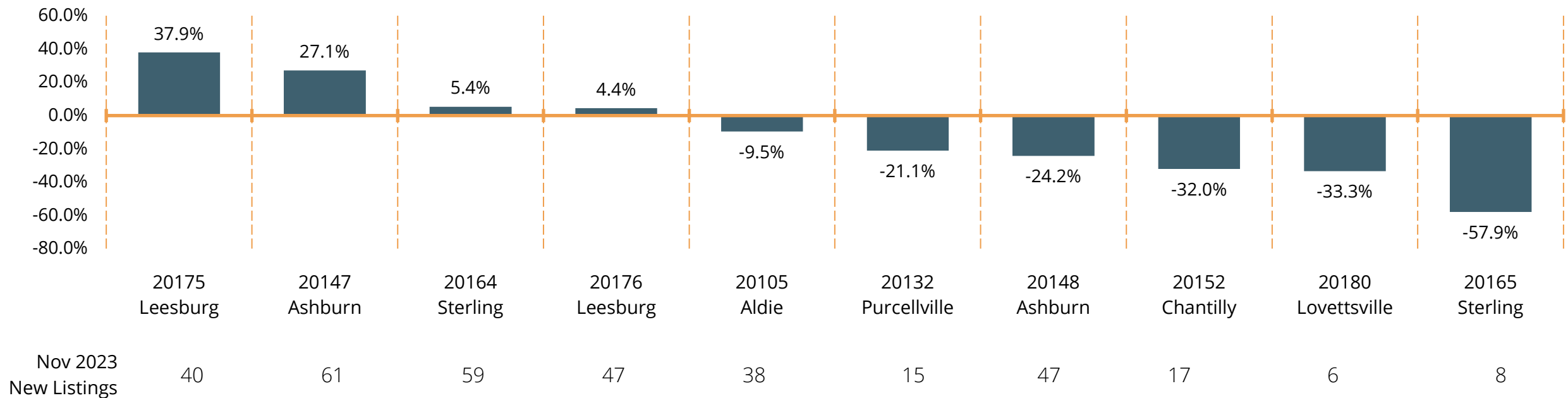
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-23	154	-21.0%	217	9.6%
12-month Avg	240	-25.8%	258	-26.3%

Zip Code

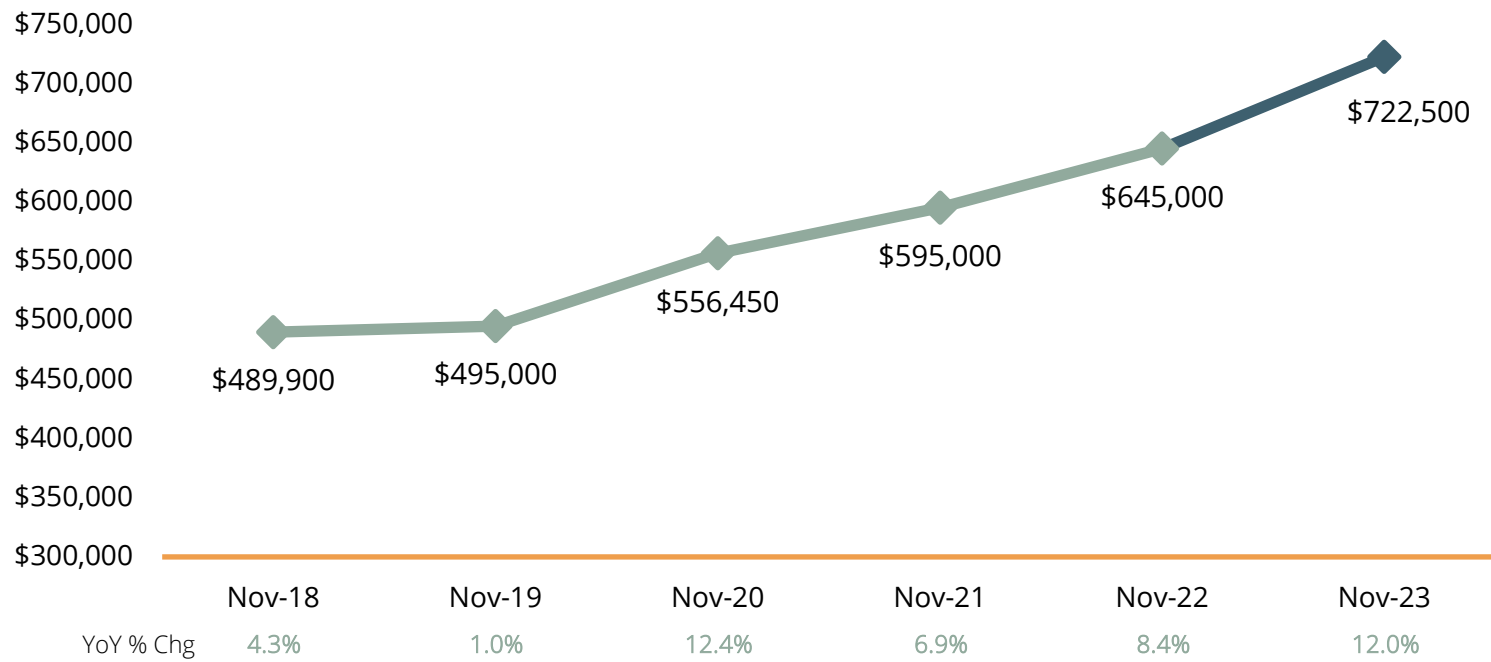
% Change in New Listings
Nov-22 to Nov-23



Median List Price



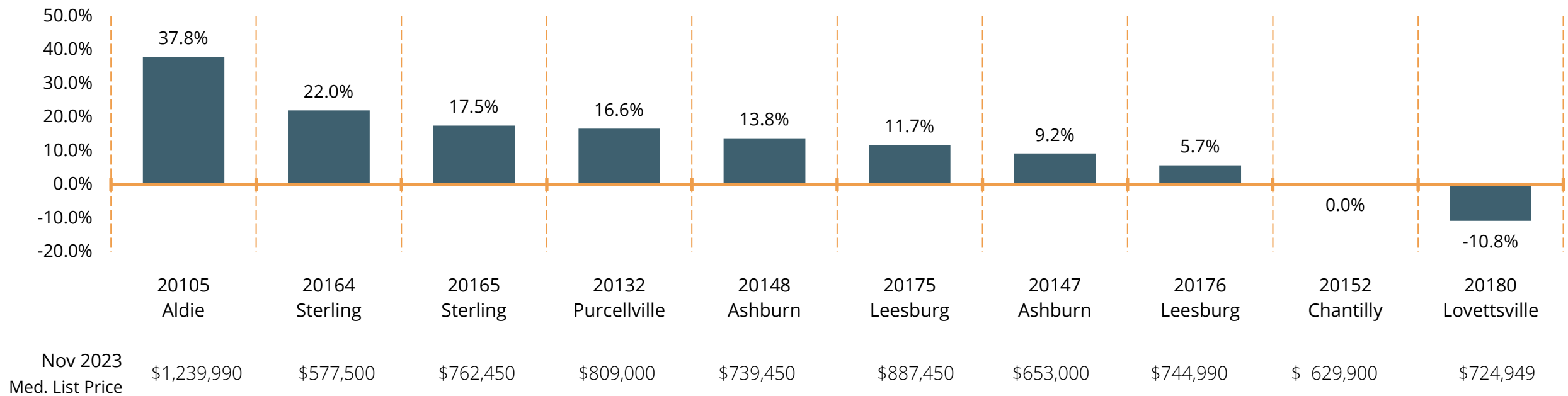
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-23	\$925,000	5.7%	\$602,215	11.5%
12-month Avg	\$902,585	3.9%	\$556,953	4.7%

Zip Code

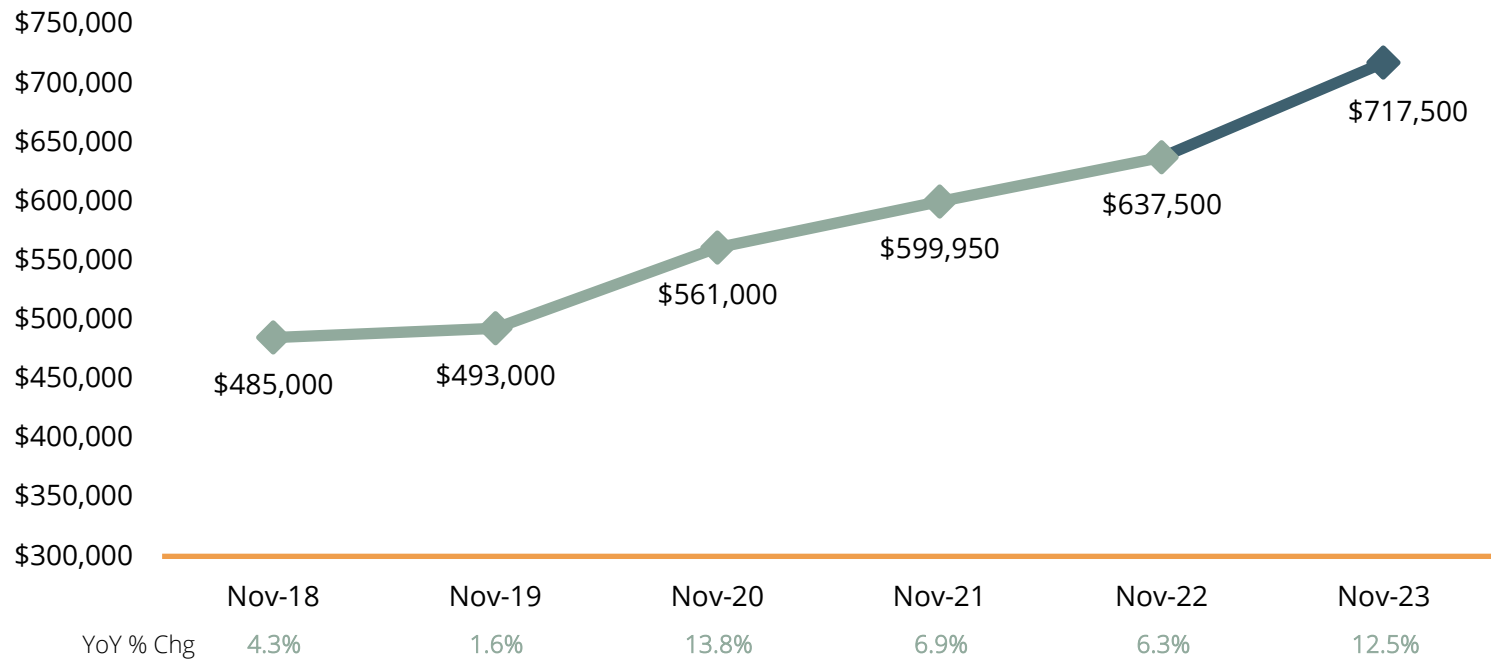
% Change in Median List Price
Nov-22 to Nov-23



Median Sales Price



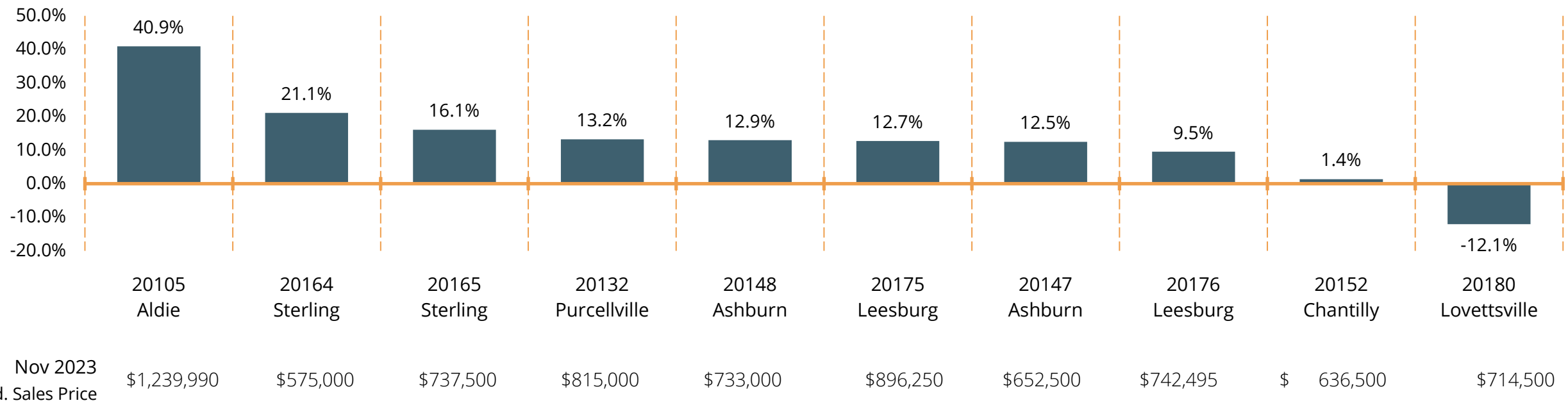
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-23	\$932,750	8.1%	\$608,750	14.2%
12-month Avg	\$907,614	2.4%	\$561,779	4.1%

Zip Code

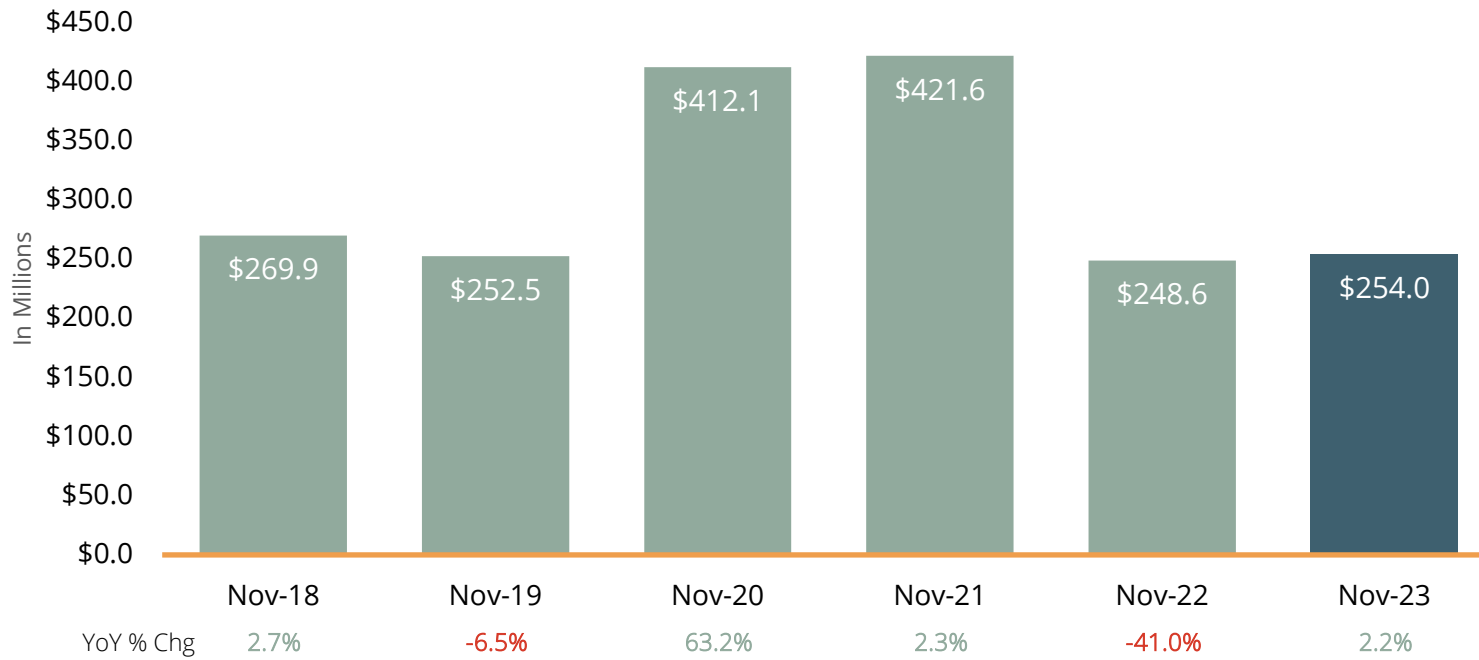
% Change in Median Sales Price
Nov-22 to Nov-23



Sold Dollar Volume (in millions)



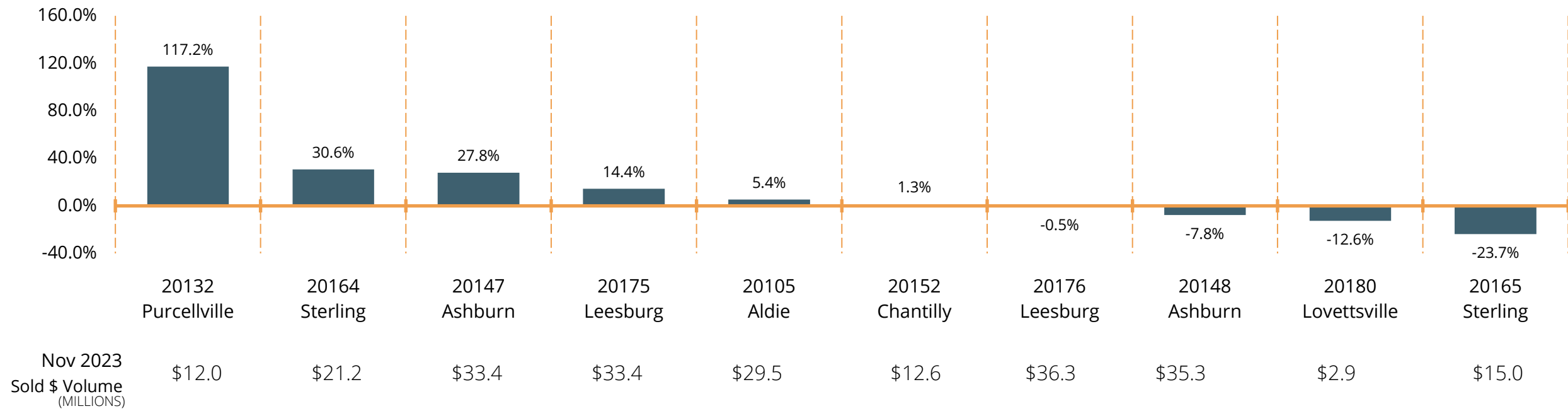
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-23	\$155.2	-0.6%	\$98.8	6.8%
12-month Avg	\$175.6	-25.3%	\$116.9	-22.2%

Zip Code

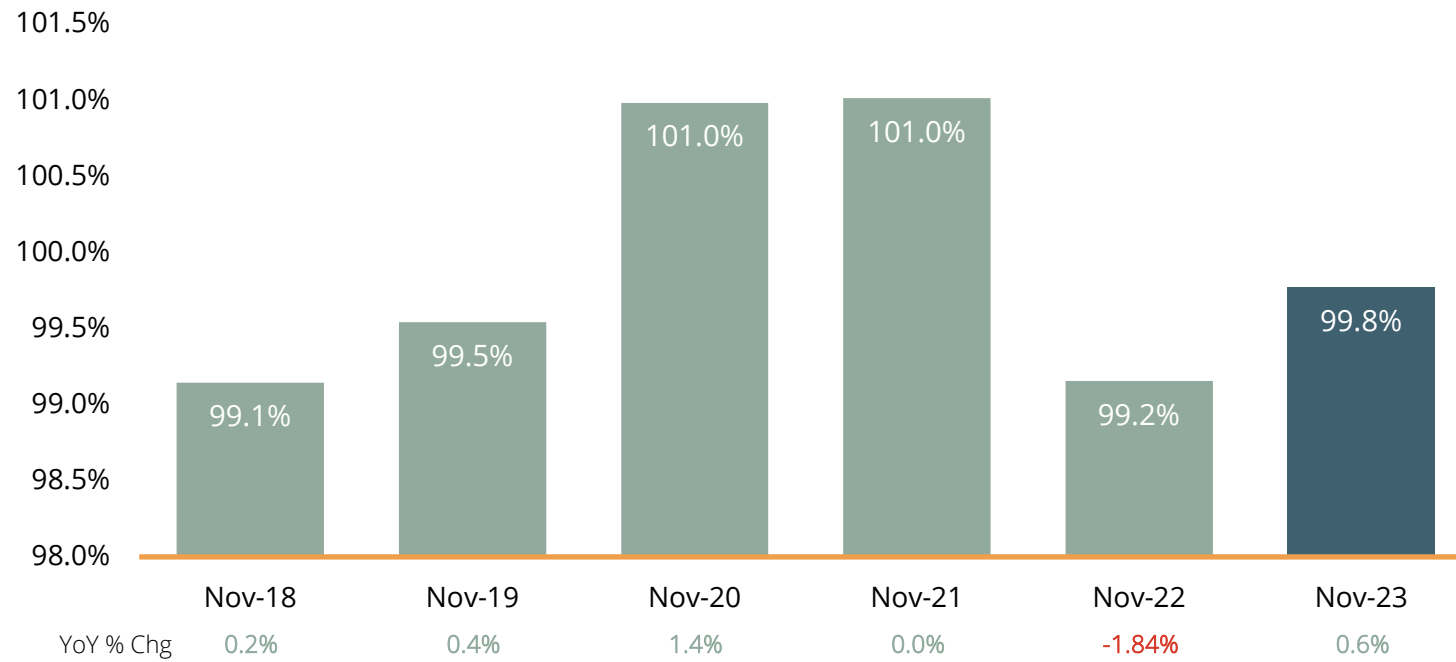
% Change in Sold Dollar Volume
Nov-22 to Nov-23



Average Sold to Ask Price Ratio



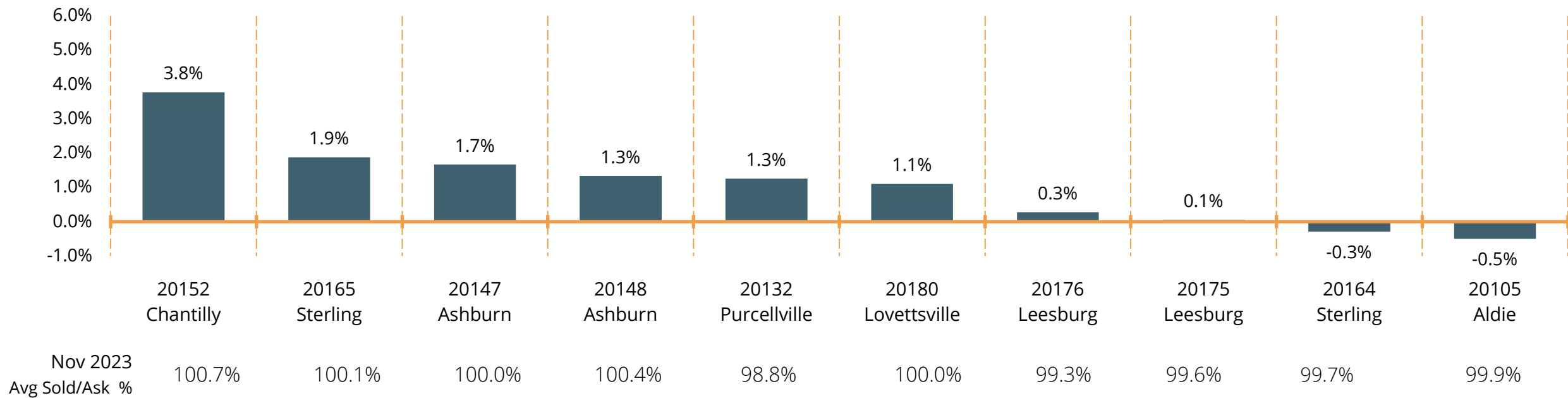
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-23	99.6%	0.4%	100.0%	0.8%
12-month Avg	100.5%	-1.3%	100.8%	-0.6%

Zip Code

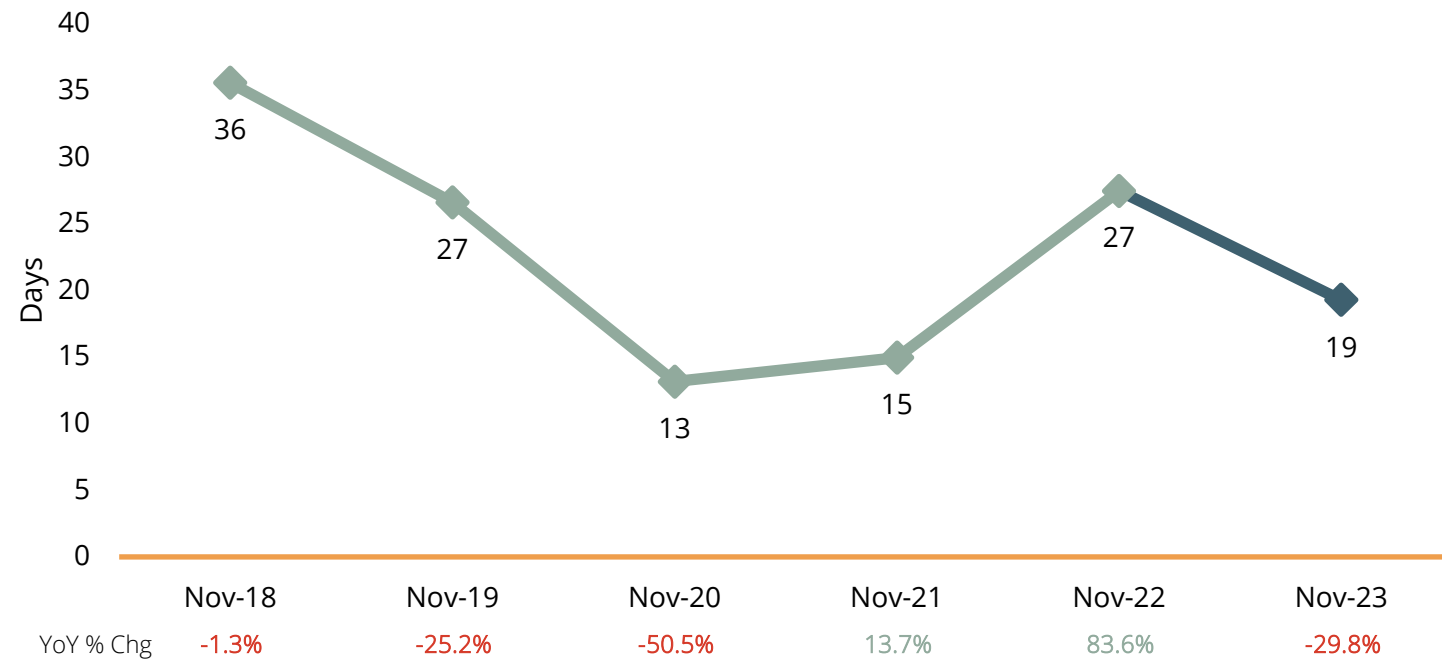
% Change in Average Sold to Ask Price Ratio
Nov-22 to Nov-23



Average Days on Market



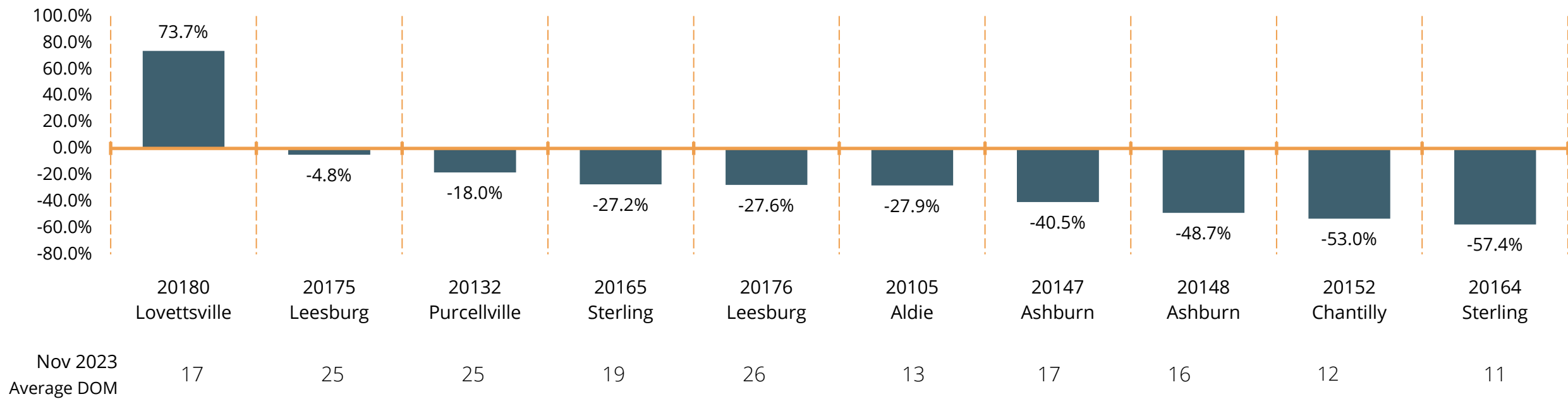
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Days	YoY Chg	Days	YoY Chg
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%
Nov-23	22	-20.2%	17	-38.6%
12-month Avg	22	35.2%	19	24.0%

Zip Code

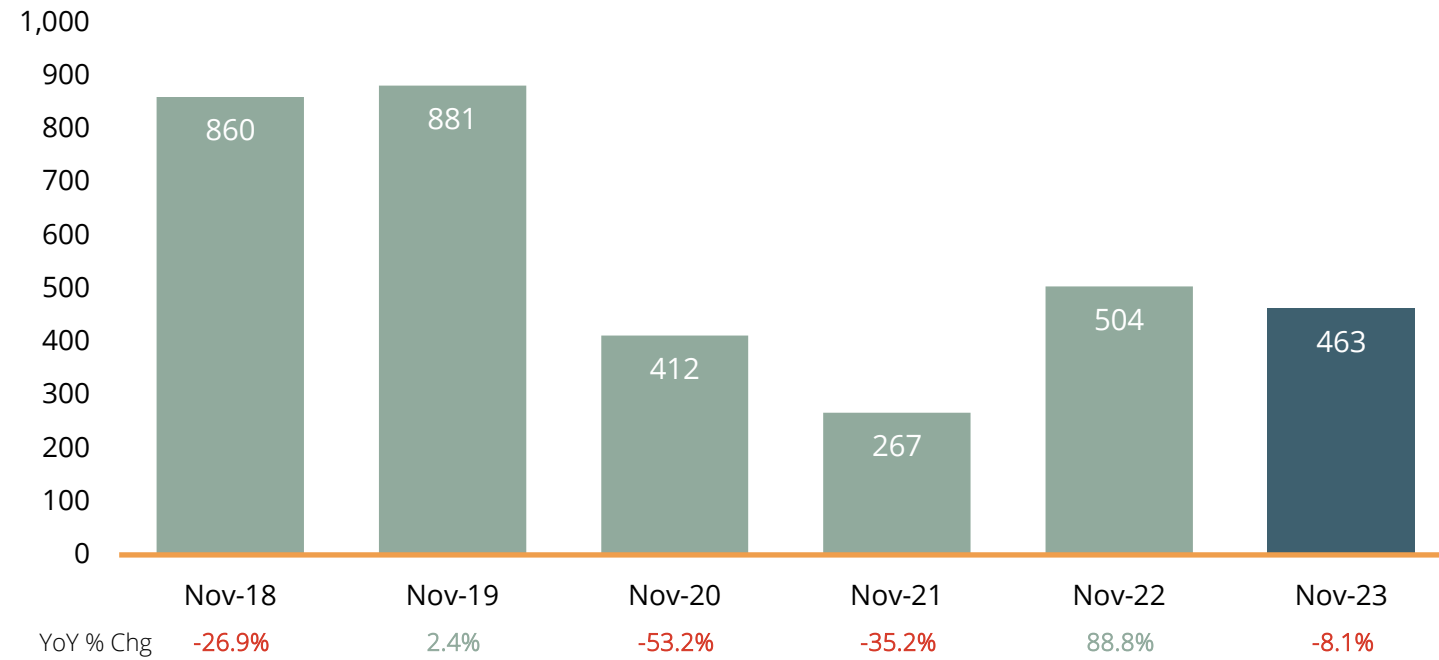
% Change in Average Days on Market
Nov-22 to Nov-23



Active Listings



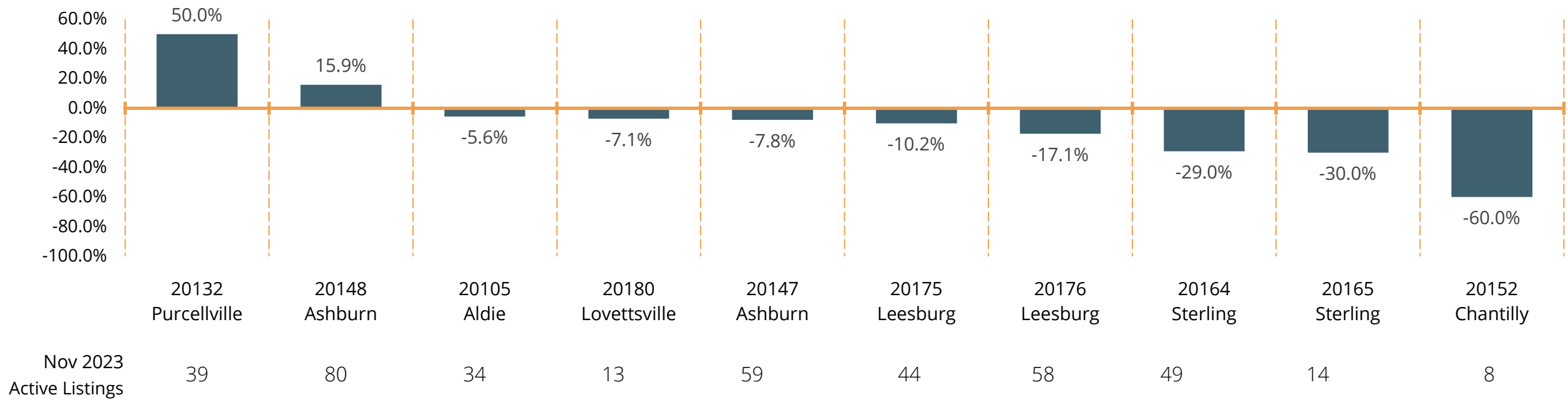
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Nov-23	240	-8.0%	223	-8.2%
12-month Avg	220	-5.7%	169	-22.7%

Zip Code

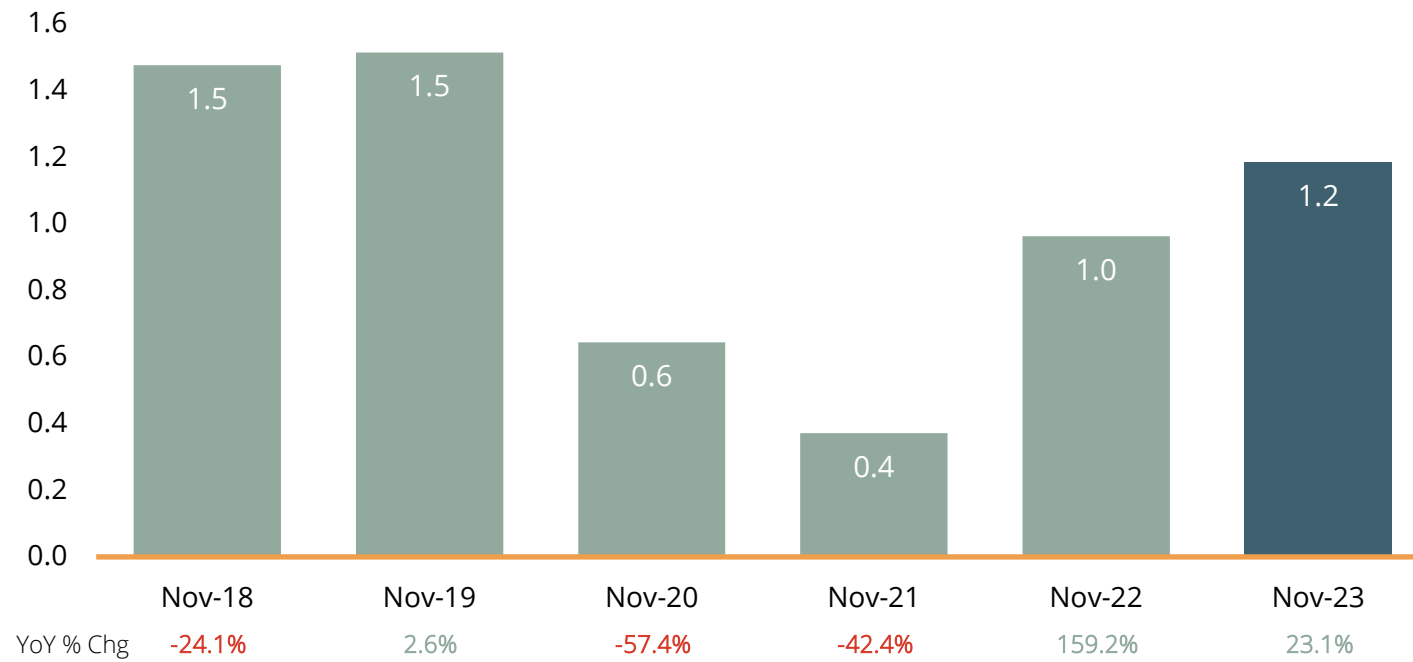
% Change in Active Listings
Nov-22 to Nov-23



Months Supply



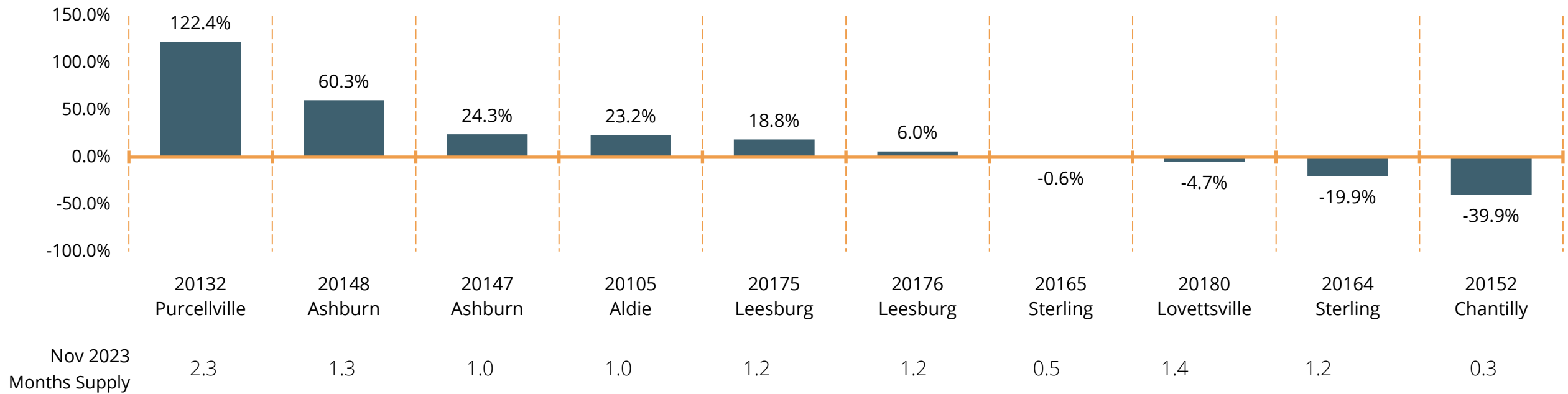
Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Value	YoY Chg	Value	YoY Chg
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%
Nov-23	1.3	26.9%	1.1	19.8%
12-month Avg	1.1	31.7%	0.7	9.2%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg
Loudoun County	393	371	-5.6%	329	312	-5.2%	\$637,500	\$717,500	12.5%	504	463	-8.1%	1.0	1.2	23.1%
20105	42	38	-9.5%	31	27	-12.9%	\$880,000	\$1,239,990	40.9%	36	34	-5.6%	0.8	1.0	23.2%
20132	19	15	-21.1%	8	13	62.5%	\$719,750	\$815,000	13.2%	26	39	50.0%	1.0	2.3	122.4%
20147	48	61	27.1%	39	49	25.6%	\$580,000	\$652,500	12.5%	64	59	-7.8%	0.8	1.0	24.3%
20148	62	47	-24.2%	53	42	-20.8%	\$649,000	\$733,000	12.9%	69	80	15.9%	0.8	1.3	60.3%
20152	25	17	-32.0%	17	18	5.9%	\$628,000	\$636,500	1.4%	20	8	-60.0%	0.5	0.3	-39.9%
20164	56	59	5.4%	34	38	11.8%	\$475,000	\$575,000	21.1%	69	49	-29.0%	1.5	1.2	-19.9%
20165	19	8	-57.9%	30	20	-33.3%	\$635,250	\$737,500	16.1%	20	14	-30.0%	0.5	0.5	-0.6%
20175	29	40	37.9%	32	36	12.5%	\$794,975	\$896,250	12.7%	49	44	-10.2%	1.0	1.2	18.8%
20176	45	47	4.4%	47	40	-14.9%	\$678,000	\$742,495	9.5%	70	58	-17.1%	1.2	1.2	6.0%
20180	9	6	-33.3%	4	4	0.0%	\$812,500	\$714,500	-12.1%	14	13	-7.1%	1.5	1.4	-4.7%



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, Lisa Sturtevant, PhD.

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.