

DECEMBER
2023

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



DAAR Market Indicators Report



Key Market Trends: December 2023

- Sales activity continues to slow down in Loudoun County.** In December, there were 303 sales in the county, down 8.7% from the previous year, which is 29 fewer sales. Leesburg zip code 20176 (-18.2%), Sterling zip code 20165 (-31.8%) and Aldie zip code 20105 (-23.3%) saw sales activity decrease the most this month. Sterling zip code 20164 was the only local market with a modest uptick in sales this month compared to last December (+4.9%).
- There was an uptick in pending sales in Loudoun County compared to last December.** In the county, there were 230 pending sales in December, 11 more pending sales than a year ago, increasing by 5%. There were five additional pending sales in both Sterling zip code 20165 (+35.7%) and Purcellville zip code 20132 (+55.6%). Ashburn zip code 20148 had the biggest drop off in pending sales (-21.2%).
- Home prices continue to surge up across the Loudoun County housing market.** The median price in Loudoun County was \$670,000 in December, 8.1% higher than the year before, a \$50,000 gain. The sharpest price gain happened in Purcellville zip code 20132, up \$249,500 from last year (+38.4%) followed by Leesburg zip code 20175 with a \$187,793 jump in price (+36.5%). All local markets in the county saw prices rise this month, a reflection of the tight inventory conditions.
- The number of listings dipped in Loudoun County.** At the end of December, there were 345 listings on the market in the county, down 2.3% or eight fewer listings from a year earlier. Most of the loss in listings occurred in Aldie zip code 20105 with 12 fewer listings (-30.0%) and Sterling zip code 20165 with 10 fewer listings than last year (-52.6%). Purcellville zip code 20132 had 12 more listings than last December (+75.0%) while Ashburn zip code 20148 added eight listings (+13.8%).



DAAR Market Dashboard

YoY Chg	Dec-23	Indicator
▼ -8.7%	303	Sales
▲ 5.0%	230	Pending Sales
▲ 0.4%	258	New Listings
▲ 7.1%	\$667,000	Median List Price
▲ 8.1%	\$670,000	Median Sales Price
▲ 9.5%	\$283	Median Price Per Square Foot
▲ 4.3%	\$237.6	Sold Dollar Volume (in millions)
▲ 0.8%	99.9%	Average Sold/Ask Price Ratio
▼ -27.1%	23	Average Days on Market
▼ -2.3%	345	Active Listings
▲ 27.6%	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.

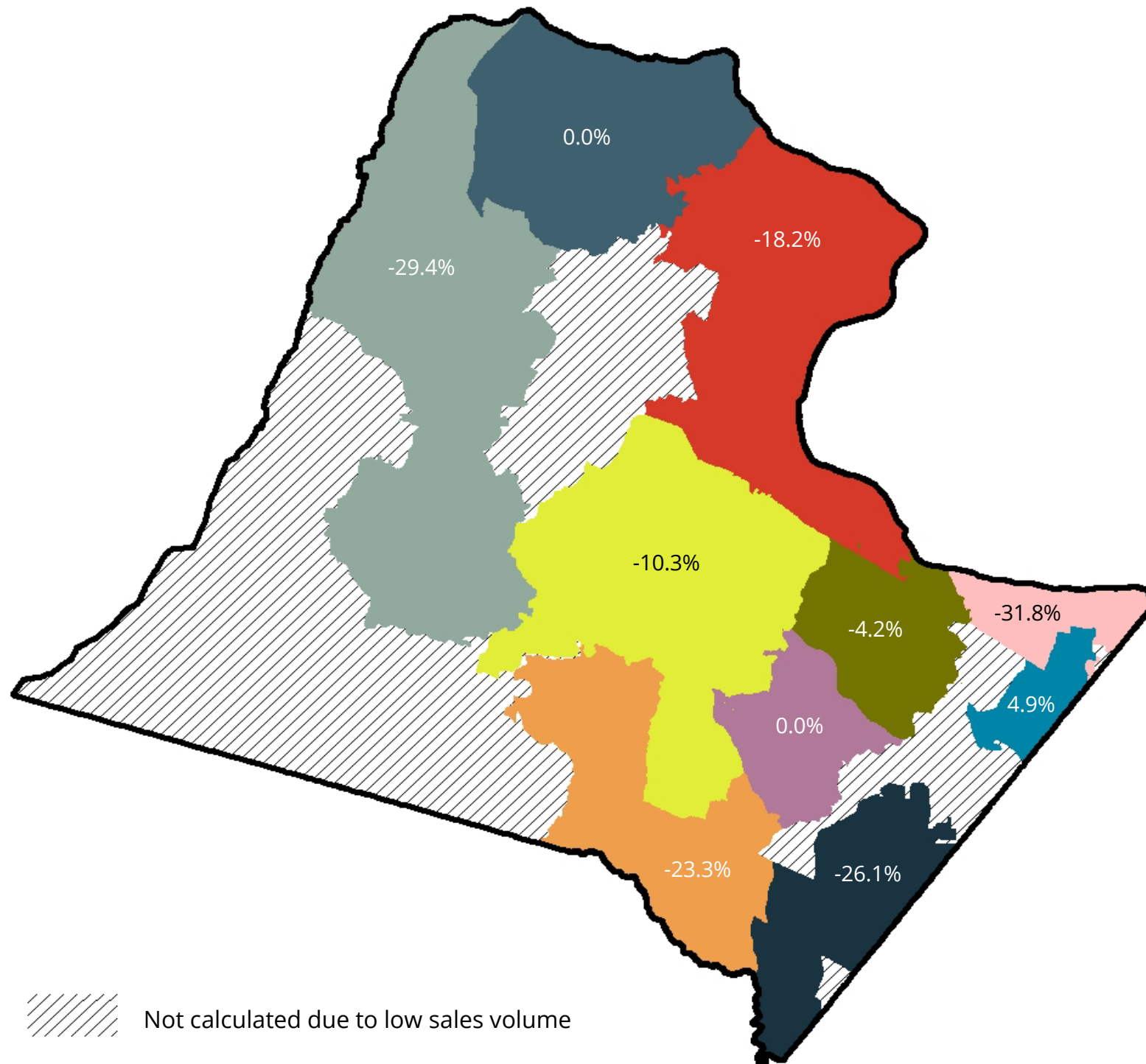
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		% Chg
	Dec-22	Dec-23	
20105 Aldie	30	23	-23.3%
20132 Purcellville	17	12	-29.4%
20147 Ashburn	48	46	-4.2%
20148 Ashburn	42	42	0.0%
20152 Chantilly	23	17	-26.1%
20164 Sterling	41	43	4.9%
20165 Sterling	22	15	-31.8%
20175 Leesburg	29	26	-10.3%
20176 Leesburg	44	36	-18.2%
20180 Lovettsville	9	9	0.0%

Total Market Overview



Key Metrics	2-year Trends		Dec-22	Dec-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Dec-21	Dec-23						
Sales			332	303	-8.7%	5,950	4,529	-23.9%
Pending Sales			219	230	5.0%	5,810	4,589	-21.0%
New Listings			257	258	0.4%	7,936	5,967	-24.8%
Median List Price			\$622,840	\$667,000	7.1%	\$660,000	\$685,000	3.8%
Median Sales Price			\$620,000	\$670,000	8.1%	\$672,250	\$690,000	2.6%
Median Price Per Square Foot			\$258	\$283	9.5%	\$260	\$270	3.6%
Sold Dollar Volume (in millions)			\$227.9	\$237.6	4.3%	\$4,466.9	\$3,518.6	-21.2%
Average Sold/Ask Price Ratio			99.1%	99.9%	0.8%	101.8%	100.9%	-0.9%
Average Days on Market			31	23	-27.1%	15	19	24.4%
Active Listings			353	345	-2.3%	n/a	n/a	n/a
Months of Supply			0.7	0.9	27.6%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Dec-22	Dec-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Dec-21	Dec-23						
Sales			145	126	-13.1%	2,813	2,099	-25.4%
Pending Sales			91	97	6.6%	2,727	2,096	-23.1%
New Listings			112	102	-8.9%	3,809	2,864	-24.8%
Median List Price			\$825,000	\$952,500	15.5%	\$879,500	\$920,000	4.6%
Median Sales Price			\$800,000	\$949,500	18.7%	\$900,000	\$925,000	2.8%
Median Price Per Square Foot			\$246	\$270	10.0%	\$247	\$256	3.7%
Sold Dollar Volume (in millions)			\$128.7	\$134.4	4.5%	\$2,712.1	\$2,112.4	-22.1%
Average Sold/Ask Price Ratio			99.0%	99.6%	0.6%	102.1%	100.8%	-1.3%
Average Days on Market			30	26	-14.0%	15	19	30.7%
Active Listings			184	172	-6.5%	n/a	n/a	n/a
Months of Supply			0.8	1.0	25.2%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2024

Townhome & Condo Market Overview

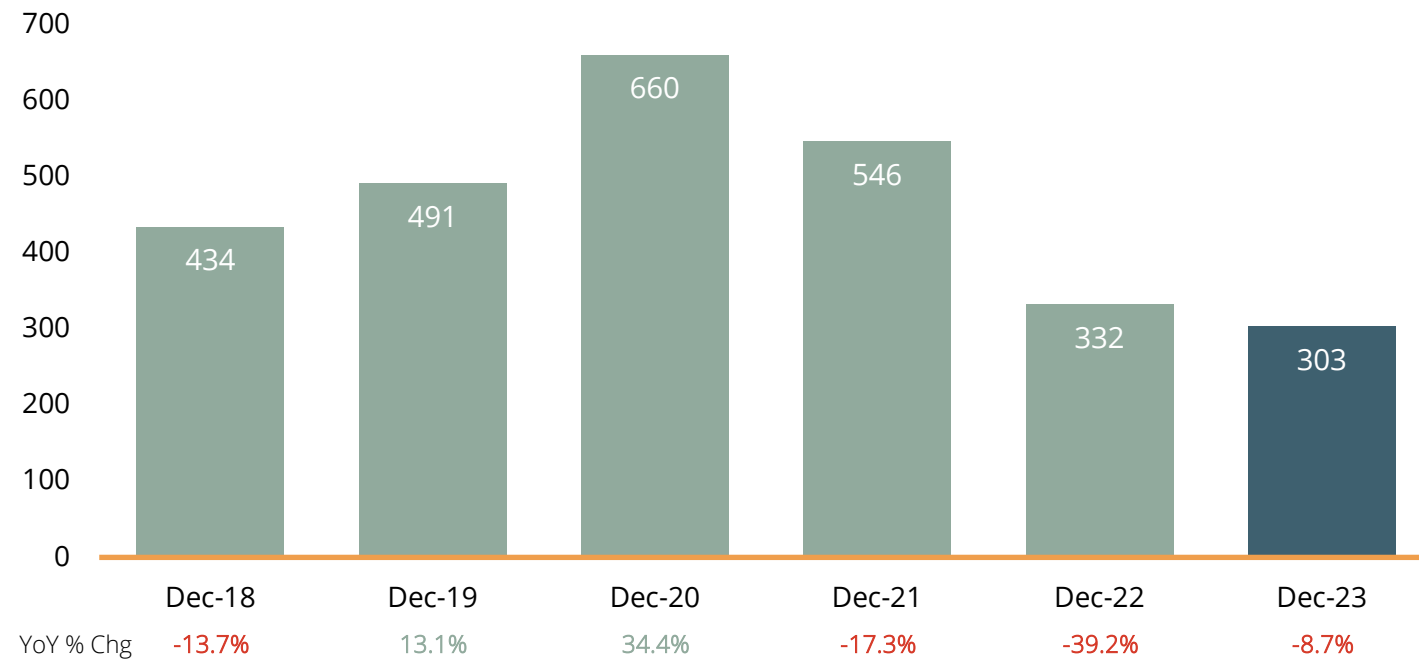


Key Metrics	2-year Trends		Dec-22	Dec-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Dec-21	Dec-23						
Sales			187	177	-5.3%	3,137	2,430	-22.5%
Pending Sales			128	133	3.9%	3,083	2,493	-19.1%
New Listings			145	156	7.6%	4,127	3,103	-24.8%
Median List Price			\$529,900	\$599,490	13.1%	\$540,000	\$569,000	5.4%
Median Sales Price			\$525,000	\$598,025	13.9%	\$550,000	\$576,000	4.7%
Median Price Per Square Foot			\$265	\$291	10.0%	\$267	\$279	4.4%
Sold Dollar Volume (in millions)			\$99.2	\$103.2	4.0%	\$1,754.8	\$1,406.2	-19.9%
Average Sold/Ask Price Ratio			99.2%	100.1%	0.9%	101.5%	101.0%	-0.5%
Average Days on Market			32	20	-36.1%	15	18	19.0%
Active Listings			169	173	2.4%	n/a	n/a	n/a
Months of Supply			0.6	0.8	30.6%	n/a	n/a	n/a

Sales



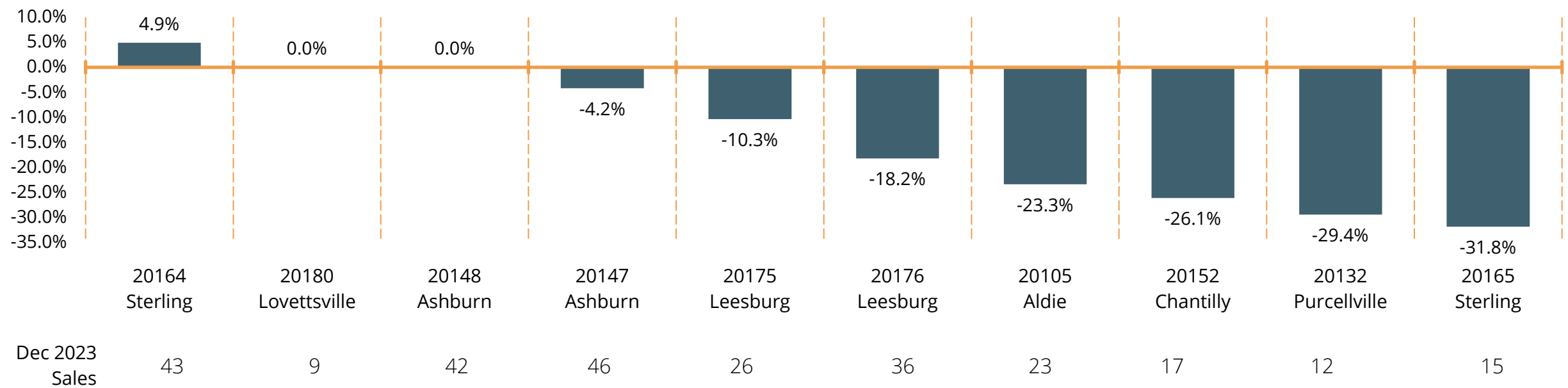
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Dec-23	126	-13.1%	177	-5.3%
12-month Avg	175	-25.4%	203	-22.5%

Zip Code

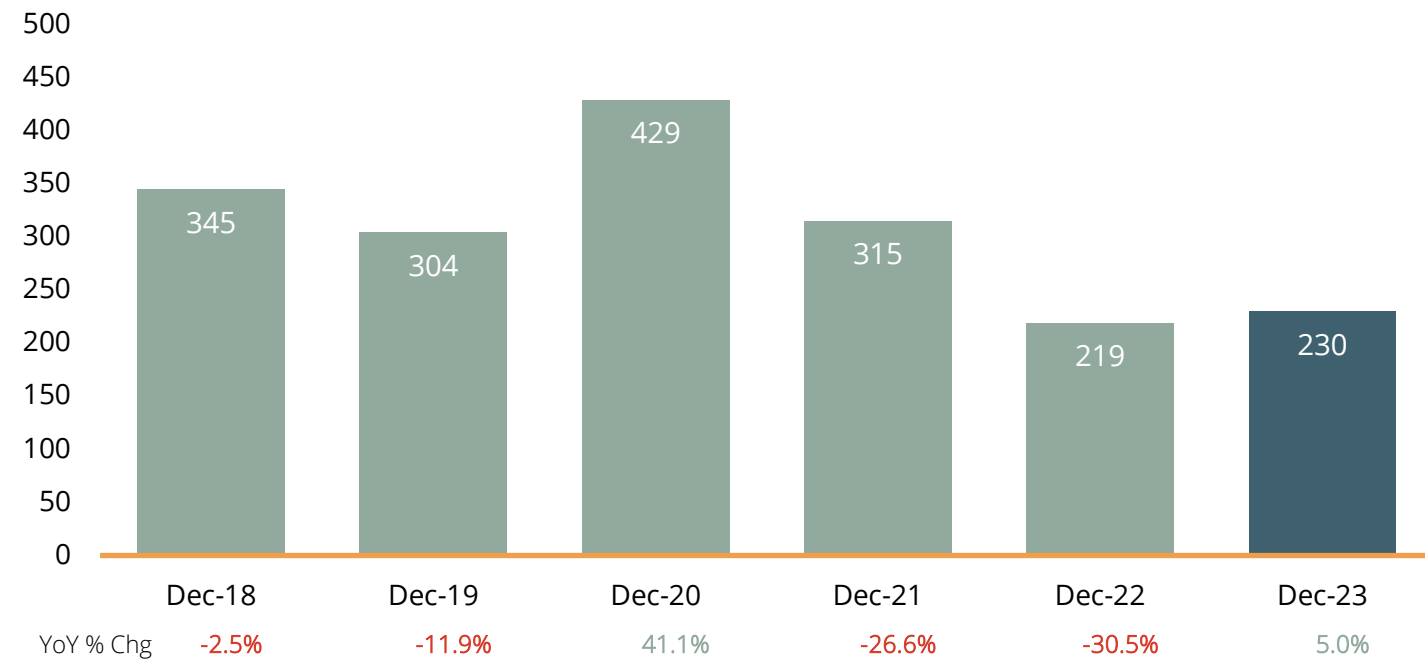
% Change in Sales
Dec-22 to Dec-23



Pending Sales



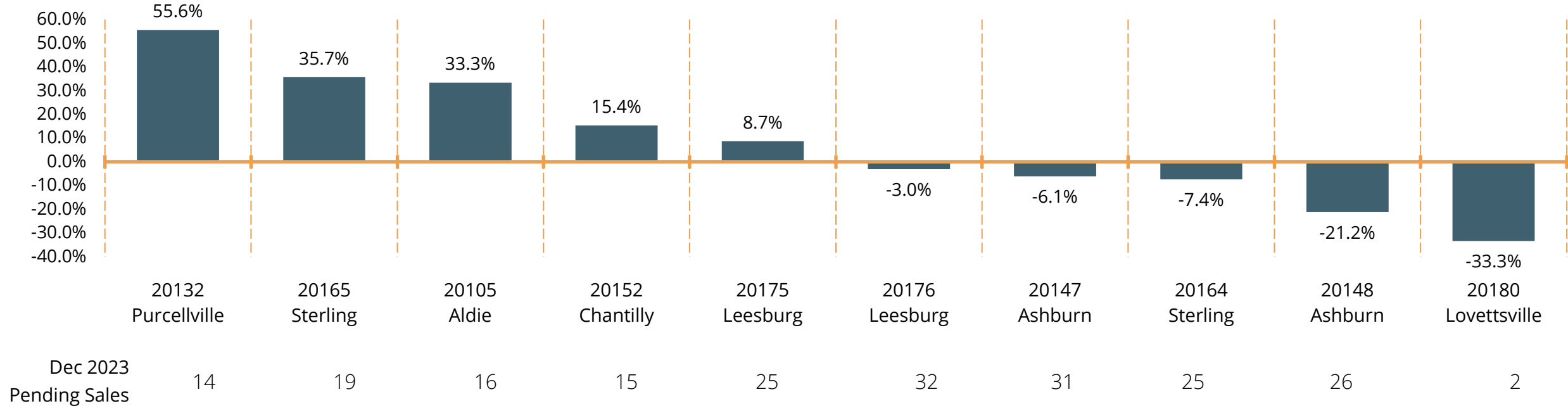
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	97	6.6%	133	3.9%
12-month Avg	175	-23.1%	208	-19.1%

Zip Code

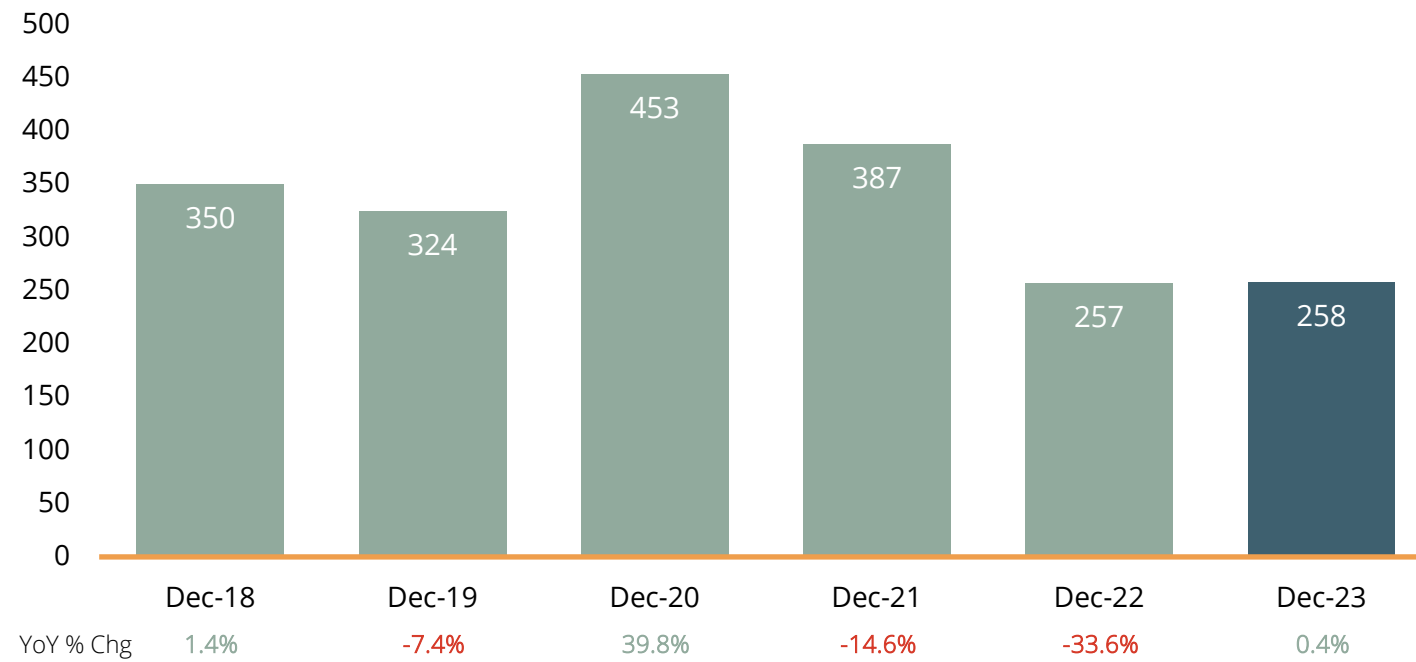
% Change in Pending Sales
Dec-22 to Dec-23



New Listings



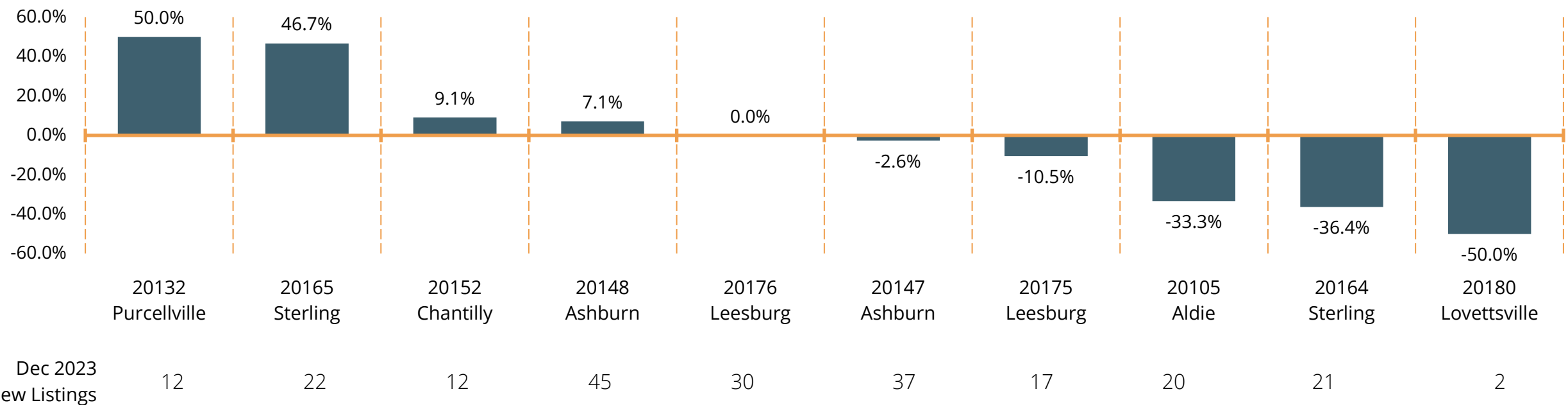
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	102	-8.9%	156	7.6%
12-month Avg	239	-24.8%	259	-24.8%

Zip Code

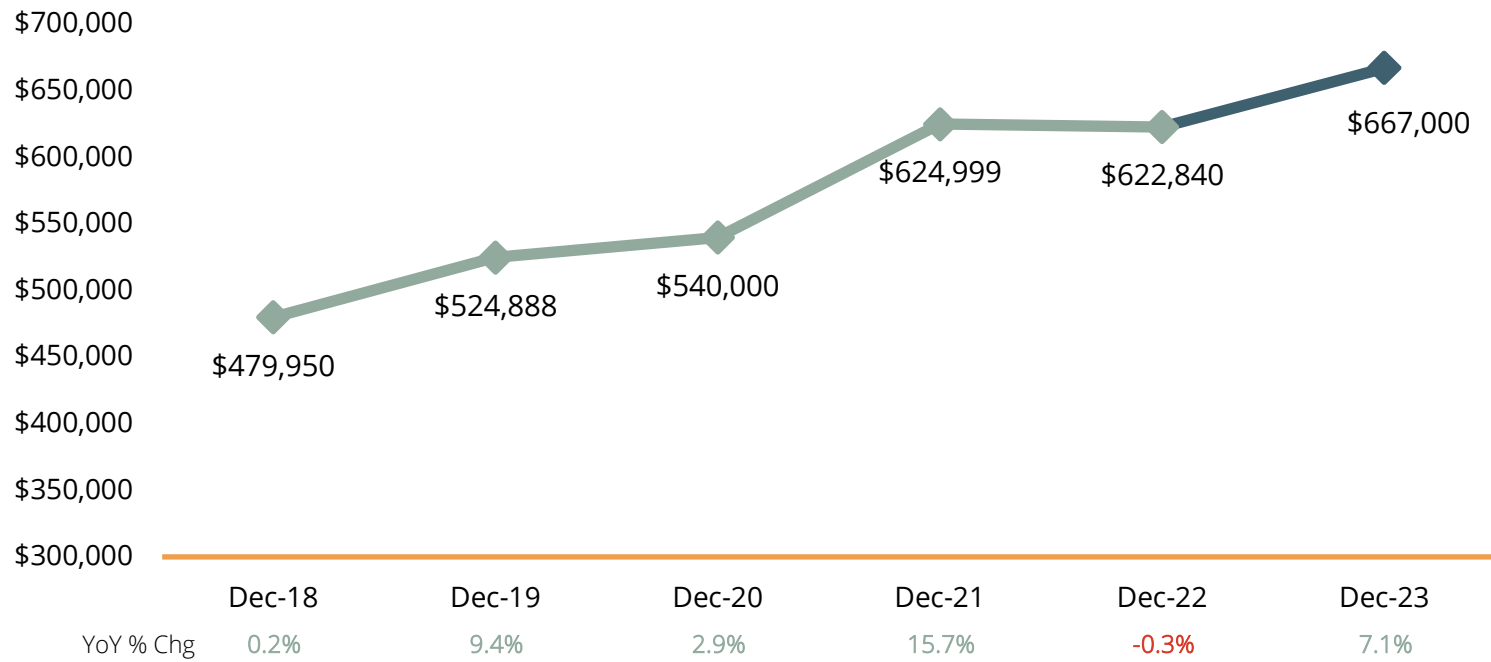
% Change in New Listings
Dec-22 to Dec-23



Median List Price



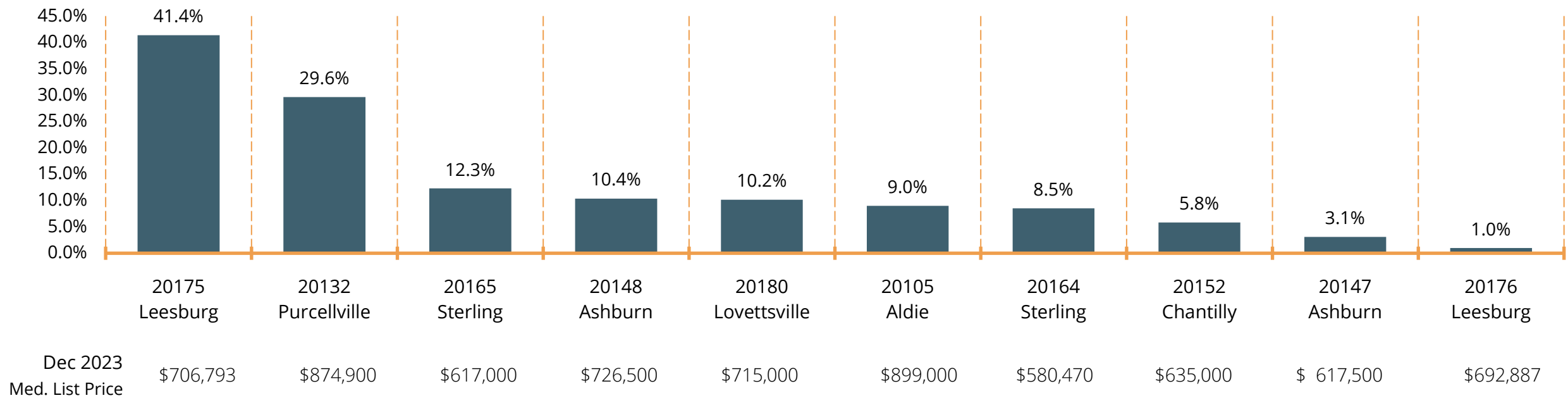
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	\$952,500	15.5%	\$599,490	13.1%
12-month Avg	\$913,210	5.2%	\$562,753	5.3%

Zip Code

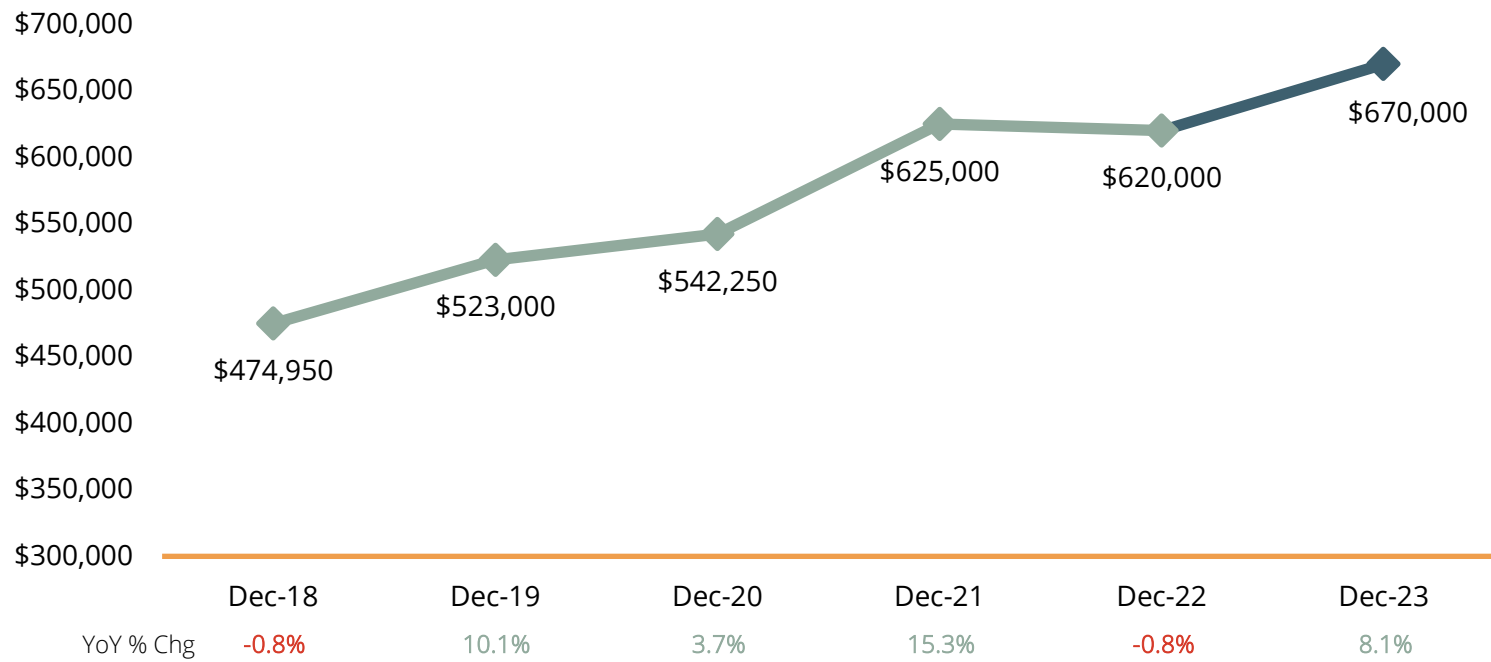
% Change in Median List Price
Dec-22 to Dec-23



Median Sales Price



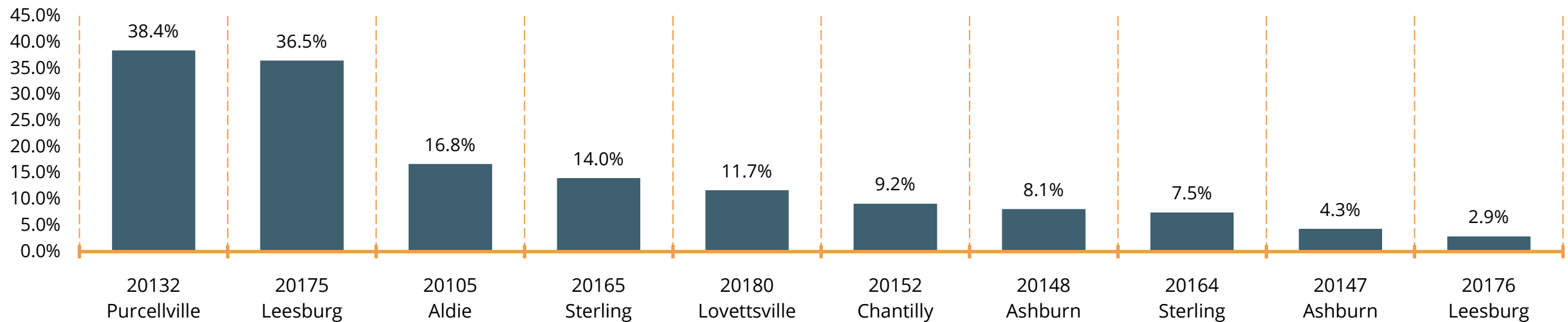
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	\$949,500	18.7%	\$598,025	13.9%
12-month Avg	\$920,073	4.3%	\$567,865	4.8%

Zip Code

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

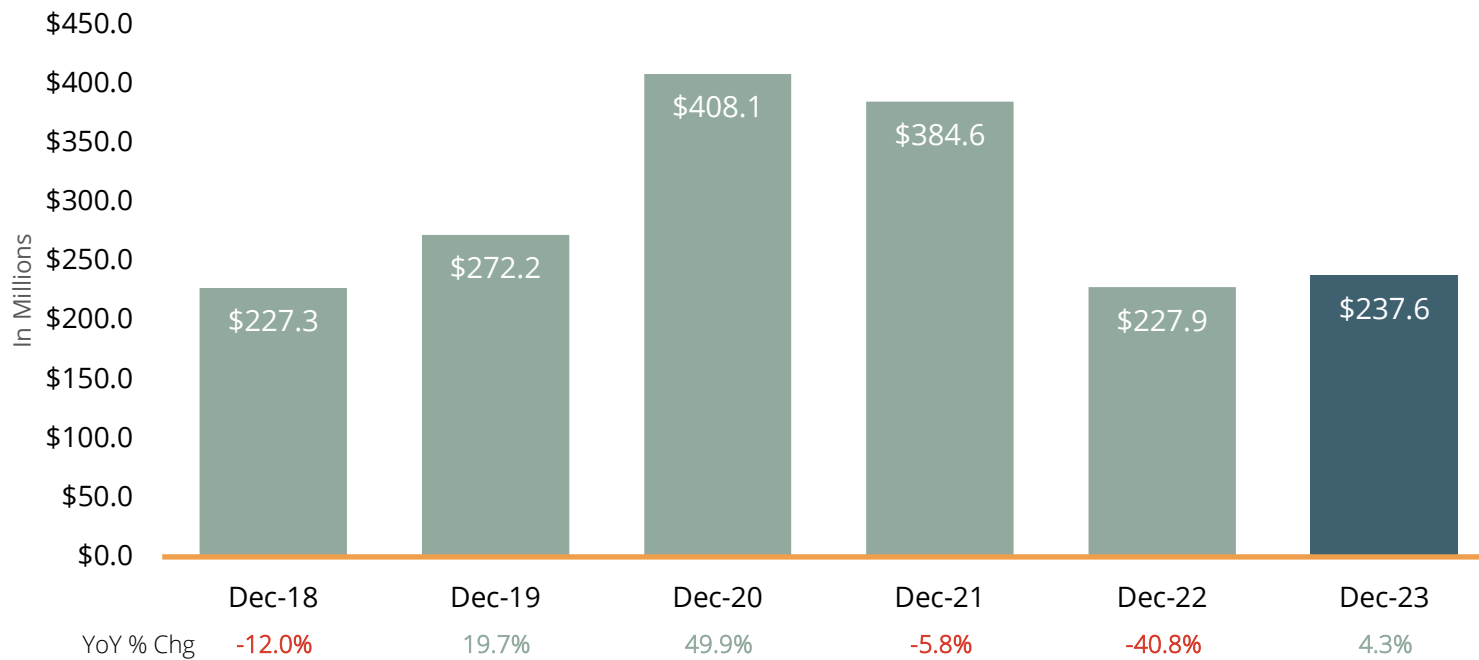


Zip Code	Dec 2023 Med. Sales Price
20132 Purcellville	\$899,500
20175 Leesburg	\$702,793
20105 Aldie	\$953,888
20165 Sterling	\$630,000
20180 Lovettsville	\$725,000
20152 Chantilly	\$655,000
20148 Ashburn	\$705,000
20164 Sterling	\$575,000
20147 Ashburn	\$619,500
20176 Leesburg	\$694,768

Sold Dollar Volume (in millions)



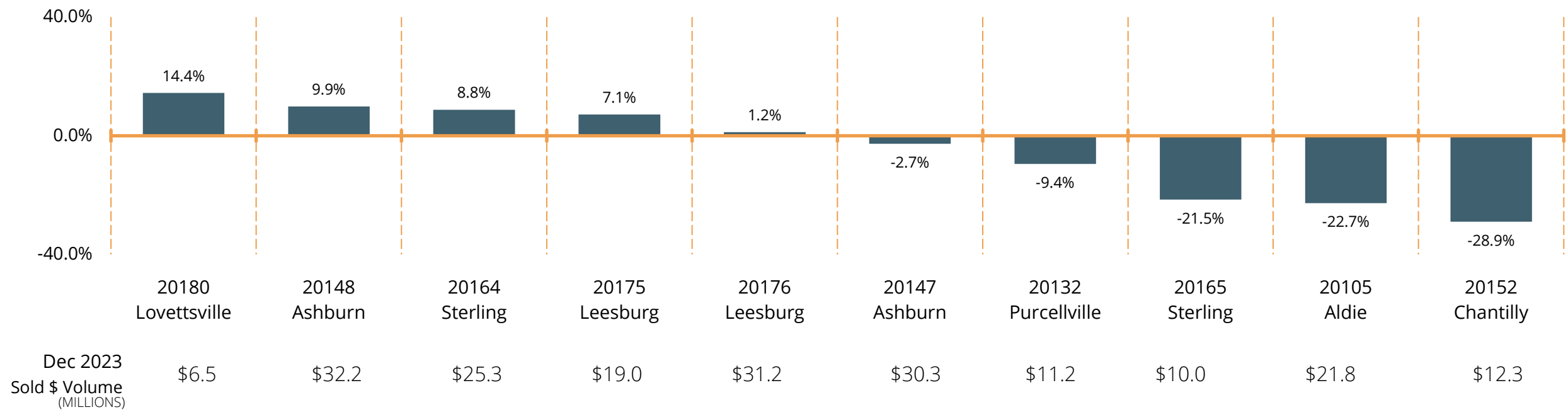
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	\$134.4	4.5%	\$103.2	4.0%
12-month Avg	\$176.0	-22.1%	\$117.2	-19.9%

Zip Code

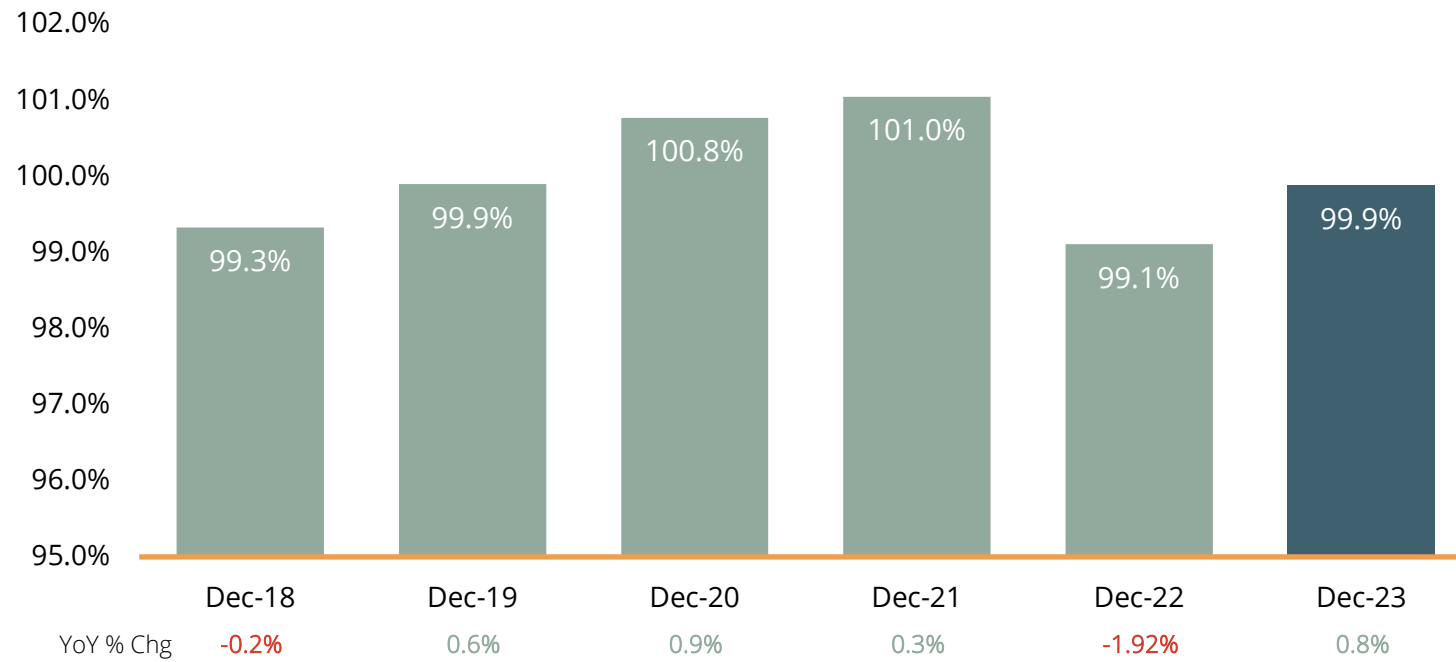
% Change in Sold Dollar Volume
Dec-22 to Dec-23



Average Sold to Ask Price Ratio



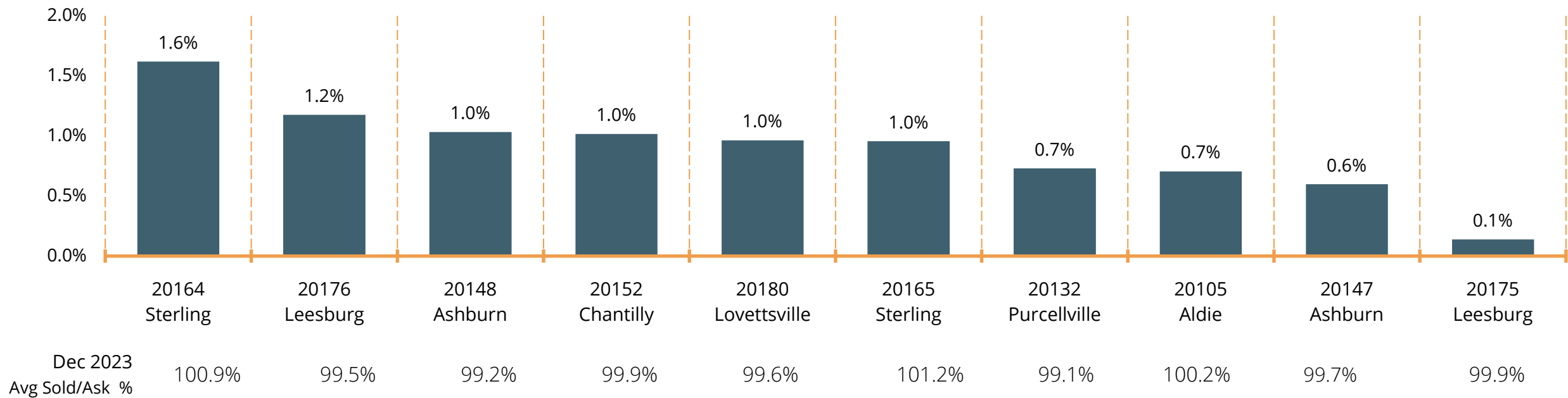
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Dec-23	99.6%	0.6%	100.1%	0.9%
12-month Avg	100.5%	-1.1%	100.9%	-0.4%

Zip Code

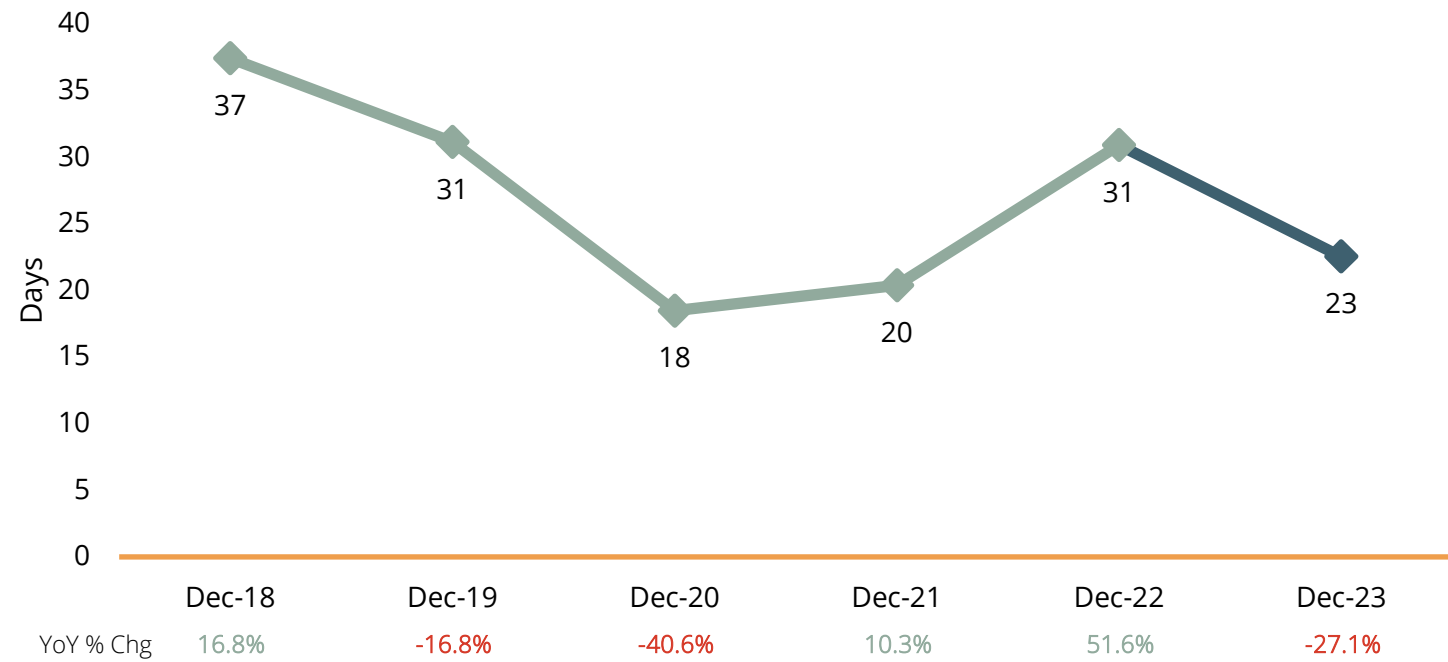
% Change in Average Sold to Ask Price Ratio
Dec-22 to Dec-23



Average Days on Market



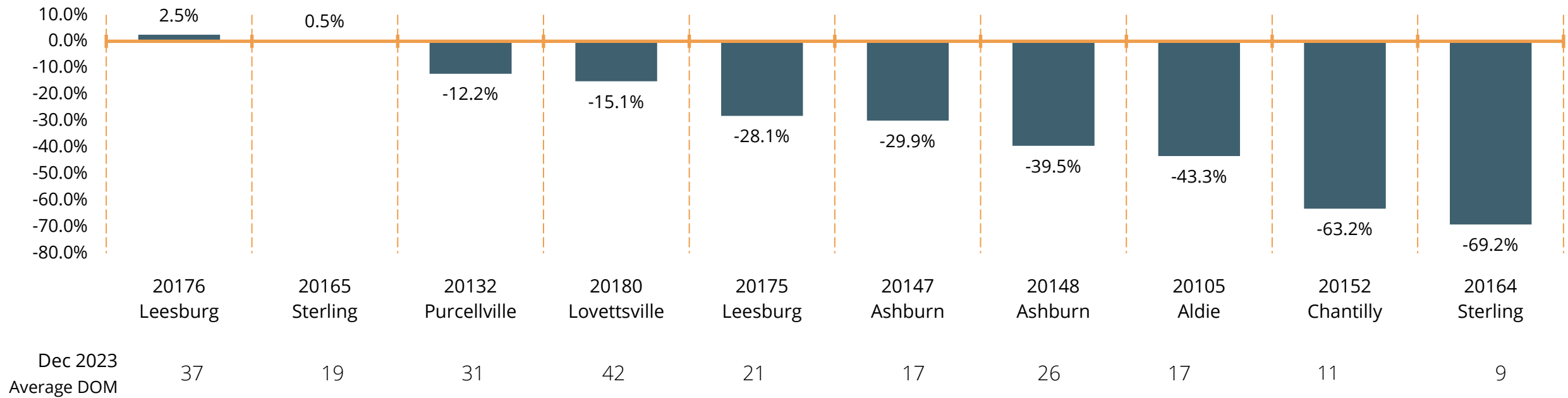
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	26	-14.0%	20	-36.1%
12-month Avg	22	28.1%	18	10.1%

Zip Code

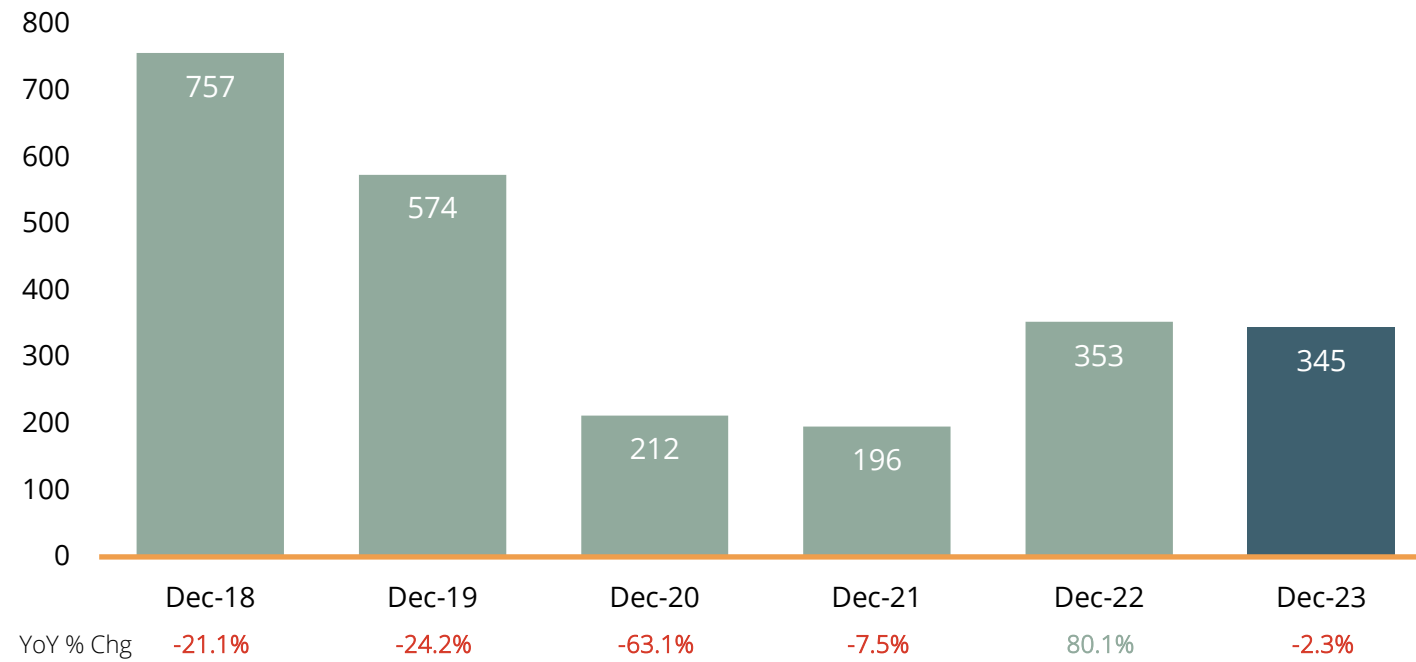
% Change in Average Days on Market
Dec-22 to Dec-23



Active Listings



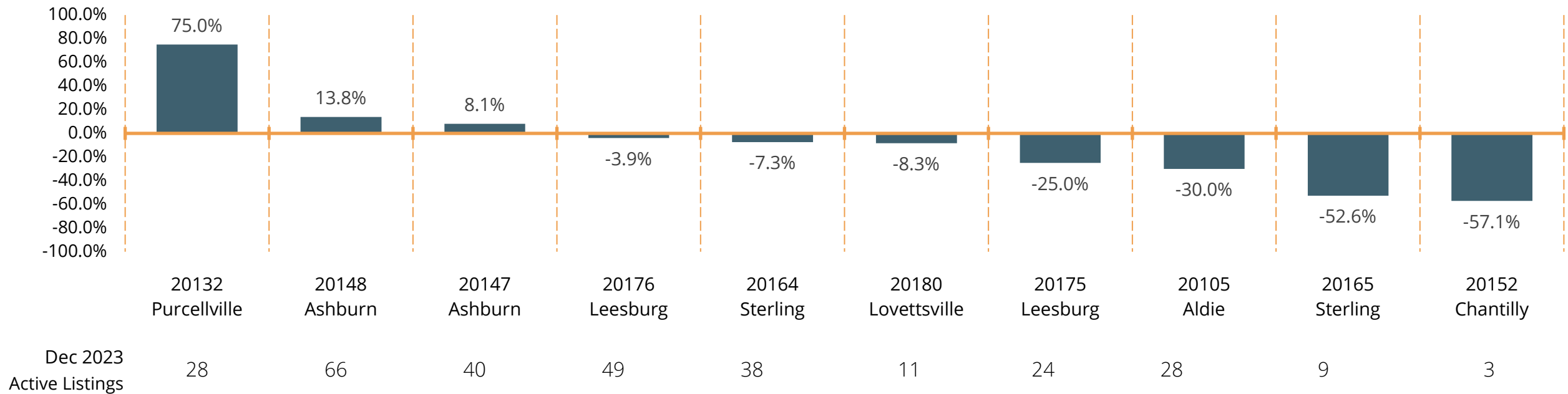
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	172	-6.5%	173	2.4%
12-month Avg	219	-9.0%	170	-24.5%

Zip Code

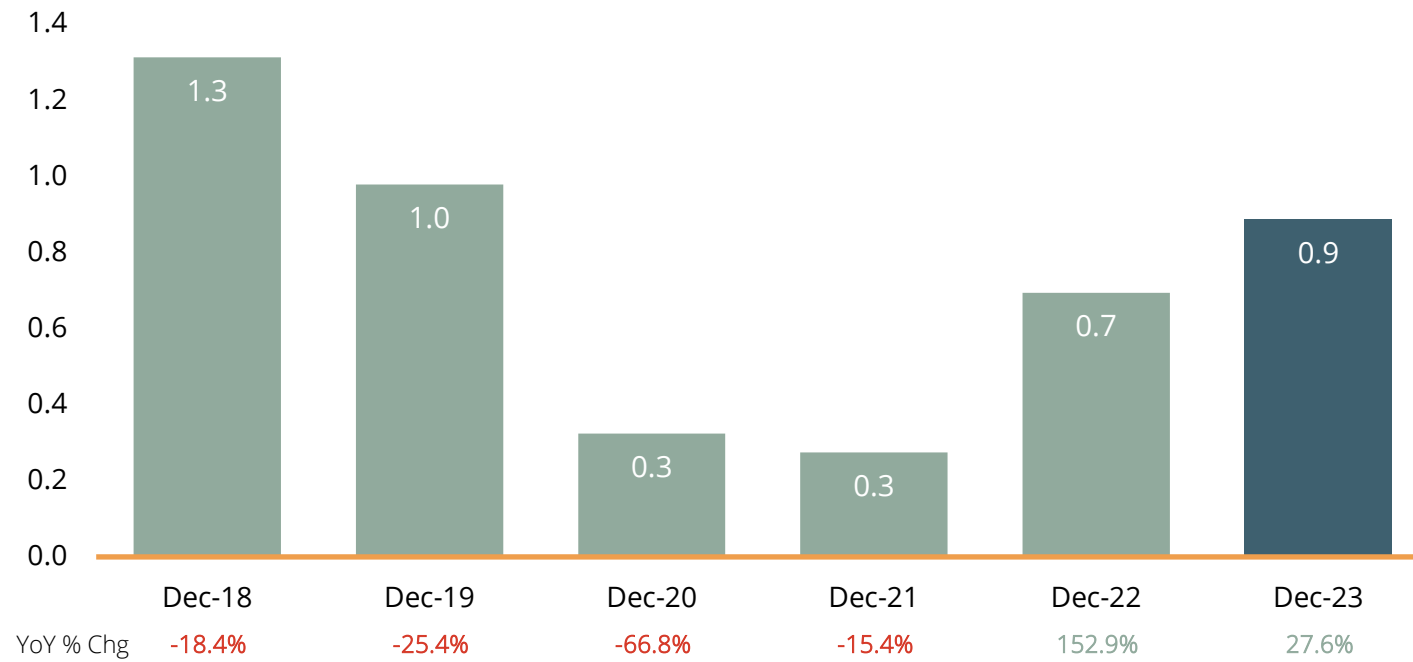
% Change in Active Listings
Dec-22 to Dec-23



Months Supply



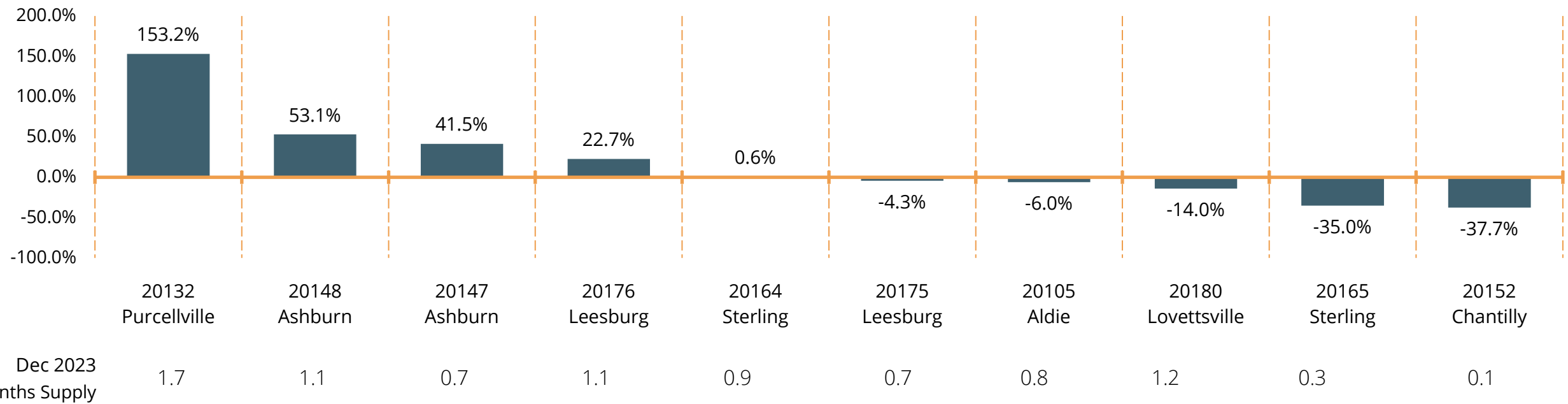
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-23	1.0	25.2%	0.8	30.6%
12-month Avg	1.1	27.4%	0.8	6.8%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-22	Dec-23	% chg	Dec-22	Dec-23	% chg	Dec-22	Dec-23	% chg	Dec-22	Dec-23	% chg	Dec-22	Dec-23	% chg
Loudoun County	257	258	0.4%	332	303	-8.7%	\$620,000	\$670,000	8.1%	353	345	-2.3%	0.7	0.9	27.6%
20105	30	20	-33.3%	30	23	-23.3%	\$817,000	\$953,888	16.8%	40	28	-30.0%	0.9	0.8	-6.0%
20132	8	12	50.0%	17	12	-29.4%	\$650,000	\$899,500	38.4%	16	28	75.0%	0.7	1.7	153.2%
20147	38	37	-2.6%	48	46	-4.2%	\$593,745	\$619,500	4.3%	37	40	8.1%	0.5	0.7	41.5%
20148	42	45	7.1%	42	42	0.0%	\$651,929	\$705,000	8.1%	58	66	13.8%	0.7	1.1	53.1%
20152	11	12	9.1%	23	17	-26.1%	\$600,000	\$655,000	9.2%	7	3	-57.1%	0.2	0.1	-37.7%
20164	33	21	-36.4%	41	43	4.9%	\$535,000	\$575,000	7.5%	41	38	-7.3%	0.9	0.9	0.6%
20165	15	22	46.7%	22	15	-31.8%	\$552,500	\$630,000	14.0%	19	9	-52.6%	0.5	0.3	-35.0%
20175	19	17	-10.5%	29	26	-10.3%	\$515,000	\$702,793	36.5%	32	24	-25.0%	0.7	0.7	-4.3%
20176	30	30	0.0%	44	36	-18.2%	\$675,000	\$694,768	2.9%	51	49	-3.9%	0.9	1.1	22.7%
20180	4	2	-50.0%	9	9	0.0%	\$649,000	\$725,000	11.7%	12	11	-8.3%	1.4	1.2	-14.0%



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.