

JANUARY  
**2024**

# DAAR LOUDOUN COUNTY

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



## Key Market Trends: January 2024

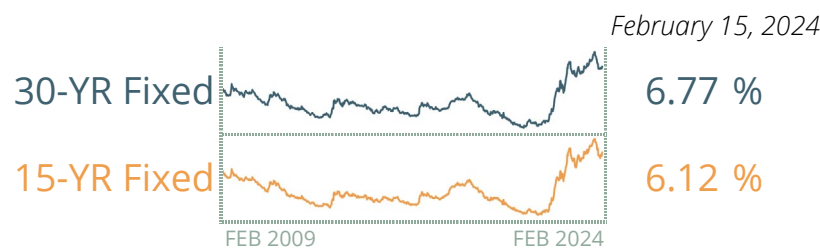
- Sales activity increased in Loudoun County compared to last January, the first increase in two and a half years.** The county had 227 home sales in January, 31 more sales than a year earlier, jumping up by 15.8%. Activity was up in Sterling zip code 20164 with 17 more sales than the previous year (+130.8%) followed by Aldie zip code 20105 with nine additional sales (+69.2%). Leesburg zip code 20176 had five more sales than a year ago (+16.7%).
- Pending sales activity dipped in Loudoun County this month.** In January, there were 299 pending sales in the county, four fewer pending sales than last year, inching down 1.3%. Sterling zip code 20164 (-39.4%), Chantilly zip code 20152 (-27.3%) and Leesburg zip code 20176 (-13.0%) saw pending sales activity drop off the most this month. There was a rise in pending sales in Ashburn zip code 20148 (+28.9) as well as Sterling zip code 20165 (+15.8%).
- In Loudoun County, home prices continued to climb in most local markets.** The overall median sales price in the county was \$670,000 in January, up 1.8% or \$11,544 from the year before. For homes sold in Sterling zip code 20164 the median price jumped by \$144,735 from the previous year (+29.7%) while Ashburn zip code 20148 had median prices up by \$140,000 (+19.9%). In Leesburg zip code 20176 the median price fell by \$122,750 (-15.8%).
- The inventory of active listings inched up in Loudoun County.** In the county, there were 334 active listings at the end of January, 10 more listings than the previous year, increasing by 3.1%. Sterling zip code 20164 (+30%) and Purcellville zip code 20132 (+38.1%) were the markets with the biggest increase in listings. Active listings decreased in Ashburn zip code 20148 this month with five fewer listings (-8.5%).



### DAAR Market Dashboard

YoY Chg	Jan-24	Indicator
▲ 15.8%	227	Sales
▼ -1.3%	299	Pending Sales
▲ 2.6%	401	New Listings
▲ 0.6%	\$669,888	Median List Price
▲ 1.8%	\$670,000	Median Sales Price
▲ 8.3%	\$281	Median Price Per Square Foot
▲ 16.9%	\$173.4	Sold Dollar Volume (in millions)
▲ 2.8%	101.8%	Average Sold/Ask Price Ratio
▼ -23.6%	28	Average Days on Market
▲ 3.1%	334	Active Listings
▲ 31.8%	0.9	Months of Supply

### INTEREST RATE TRACKER



# Report Index



Market Activity - DAAR Footprint -----	4
Total Market Overview -----	5
Single-Family Detached Market Overview -----	6
Townhome & Condo Market Overview -----	7
Sales -----	8
Pending Sales -----	9
New Listings -----	10
Median List Price -----	11
Median Sales Price -----	12
Sold Dollar Volume -----	13
Average Sold to Ask Price Ratio -----	14
Average Days on Market -----	15
Active Listings -----	16
Months of Supply -----	17
Area Overview -----	18

**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.

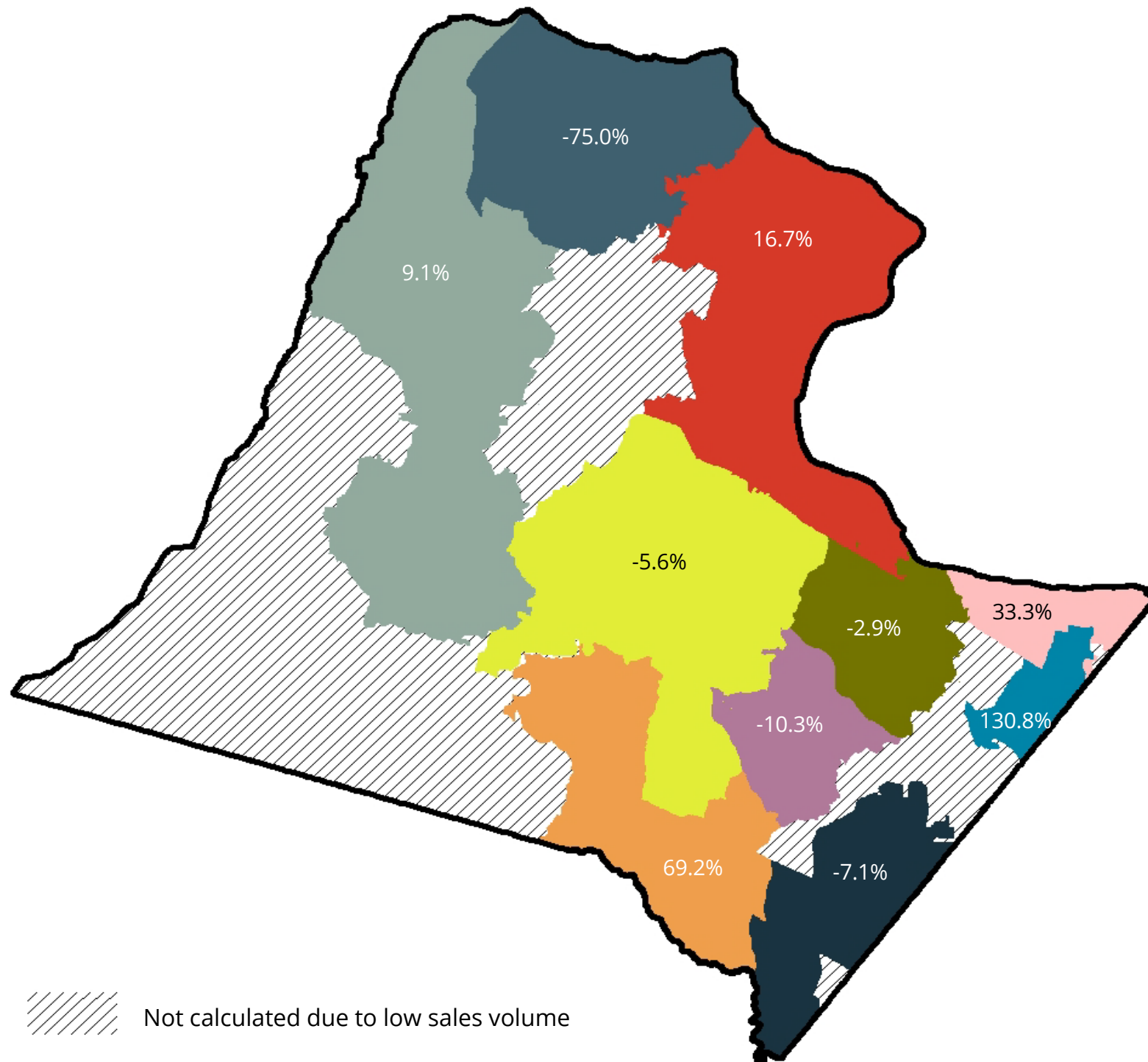
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**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 Jan-23	Home Sales Jan-24	% Chg
20105 Aldie	13	22	69.2%
20132 Purcellville	11	12	9.1%
20147 Ashburn	35	34	-2.9%
20148 Ashburn	29	26	-10.3%
20152 Chantilly	14	13	-7.1%
20164 Sterling	13	30	130.8%
20165 Sterling	12	16	33.3%
20175 Leesburg	18	17	-5.6%
20176 Leesburg	30	35	16.7%
20180 Lovettsville	4	1	-75.0%

Not calculated due to low sales volume

# Total Market Overview



Key Metrics	2-year Trends		Jan-23	Jan-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jan-22	Jan-24						
Sales			196	<b>227</b>	15.8%	196	<b>227</b>	15.8%
Pending Sales			303	<b>299</b>	-1.3%	303	<b>299</b>	-1.3%
New Listings			391	<b>401</b>	2.6%	391	<b>401</b>	2.6%
Median List Price			\$665,957	<b>\$669,888</b>	0.6%	\$665,957	<b>\$669,888</b>	0.6%
Median Sales Price			\$658,457	<b>\$670,000</b>	1.8%	\$658,457	<b>\$670,000</b>	1.8%
Median Price Per Square Foot			\$259	<b>\$281</b>	8.3%	\$259	<b>\$281</b>	8.3%
Sold Dollar Volume (in millions)			\$148.3	<b>\$173.4</b>	16.9%	\$148.3	<b>\$173.4</b>	16.9%
Average Sold/Ask Price Ratio			99.1%	<b>101.8%</b>	2.8%	99.1%	<b>101.8%</b>	2.8%
Average Days on Market			37	<b>28</b>	-23.6%	37	<b>28</b>	-23.6%
Active Listings			324	<b>334</b>	3.1%	n/a	<b>n/a</b>	n/a
Months of Supply			0.6	<b>0.9</b>	31.8%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jan-23	Jan-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jan-22	Jan-24						
Sales			85	<b>94</b>	10.6%	85	<b>94</b>	10.6%
Pending Sales			133	<b>119</b>	-10.5%	133	<b>119</b>	-10.5%
New Listings			196	<b>175</b>	-10.7%	196	<b>175</b>	-10.7%
Median List Price			\$890,000	<b>\$902,349</b>	1.4%	\$890,000	<b>\$902,349</b>	1.4%
Median Sales Price			\$880,000	<b>\$898,275</b>	2.1%	\$880,000	<b>\$898,275</b>	2.1%
Median Price Per Square Foot			\$245	<b>\$256</b>	4.5%	\$245	<b>\$256</b>	4.5%
Sold Dollar Volume (in millions)			\$88.1	<b>\$95.9</b>	8.9%	\$88.1	<b>\$95.9</b>	8.9%
Average Sold/Ask Price Ratio			98.8%	<b>104.2%</b>	5.5%	98.7%	<b>104.2%</b>	5.5%
Average Days on Market			40	<b>33</b>	-18.0%	40	<b>33</b>	-18.0%
Active Listings			178	<b>173</b>	-2.8%	n/a	<b>n/a</b>	n/a
Months of Supply			0.7	<b>1.0</b>	28.5%	n/a	<b>n/a</b>	n/a

# Townhome & Condo Market Overview

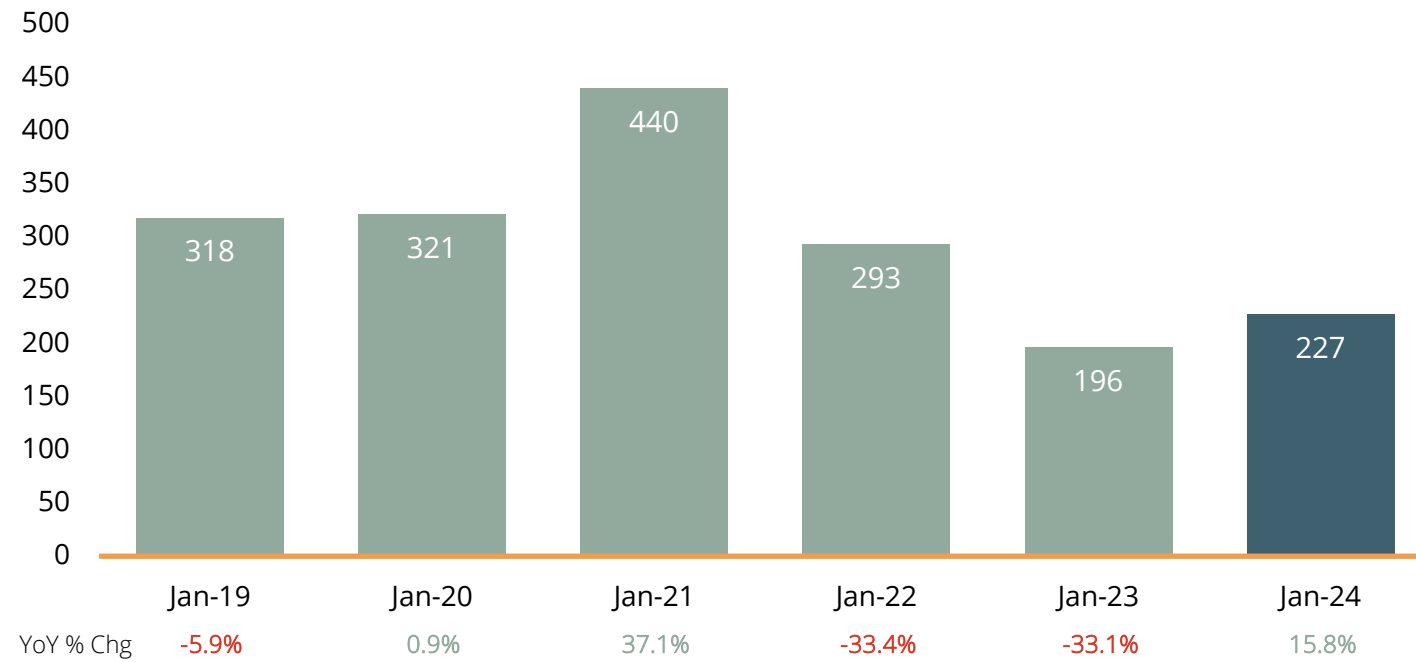


Key Metrics	2-year Trends		Jan-23	Jan-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jan-22	Jan-24						
Sales			111	<b>133</b>	19.8%	111	<b>133</b>	19.8%
Pending Sales			170	<b>180</b>	5.9%	170	<b>180</b>	5.9%
New Listings			195	<b>226</b>	15.9%	195	<b>226</b>	15.9%
Median List Price			\$509,000	<b>\$550,000</b>	8.1%	\$509,000	<b>\$550,000</b>	8.1%
Median Sales Price			\$513,000	<b>\$555,950</b>	8.4%	\$513,000	<b>\$555,950</b>	8.4%
Median Price Per Square Foot			\$262	<b>\$292</b>	11.8%	\$262	<b>\$292</b>	11.8%
Sold Dollar Volume (in millions)			\$60.2	<b>\$77.4</b>	28.6%	\$60.2	<b>\$77.4</b>	28.6%
Average Sold/Ask Price Ratio			99.3%	<b>100.1%</b>	0.8%	99.3%	<b>100.1%</b>	0.8%
Average Days on Market			35	<b>25</b>	-27.7%	35	<b>25</b>	-27.7%
Active Listings			146	<b>161</b>	10.3%	n/a	<b>n/a</b>	n/a
Months of Supply			0.6	<b>0.8</b>	37.0%	n/a	<b>n/a</b>	n/a

# Sales



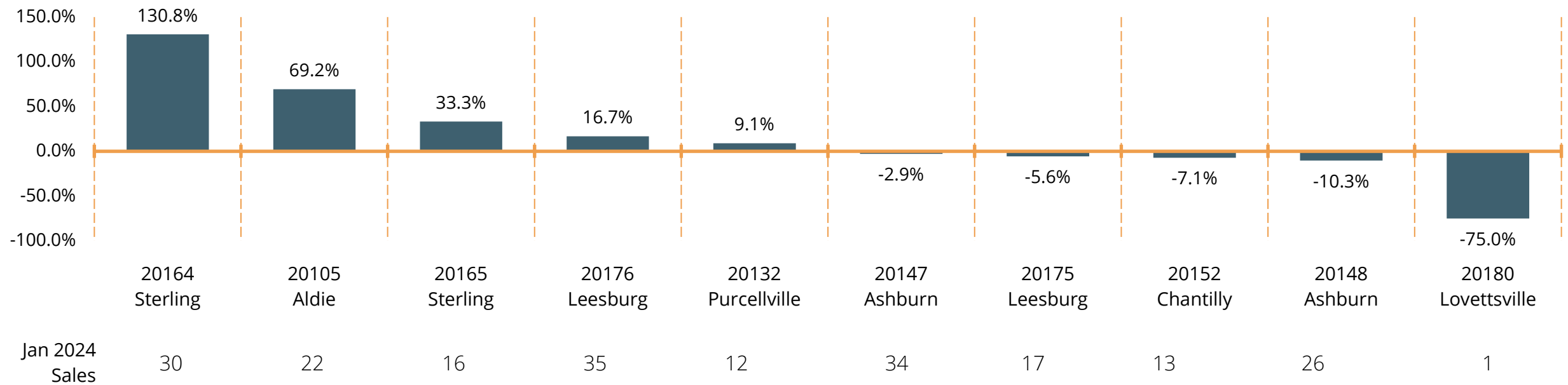
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-24	94	10.6%	133	19.8%
12-month Avg	176	-24.0%	204	-20.4%

## Zip Code

% Change in Sales  
Jan-23 to Jan-24

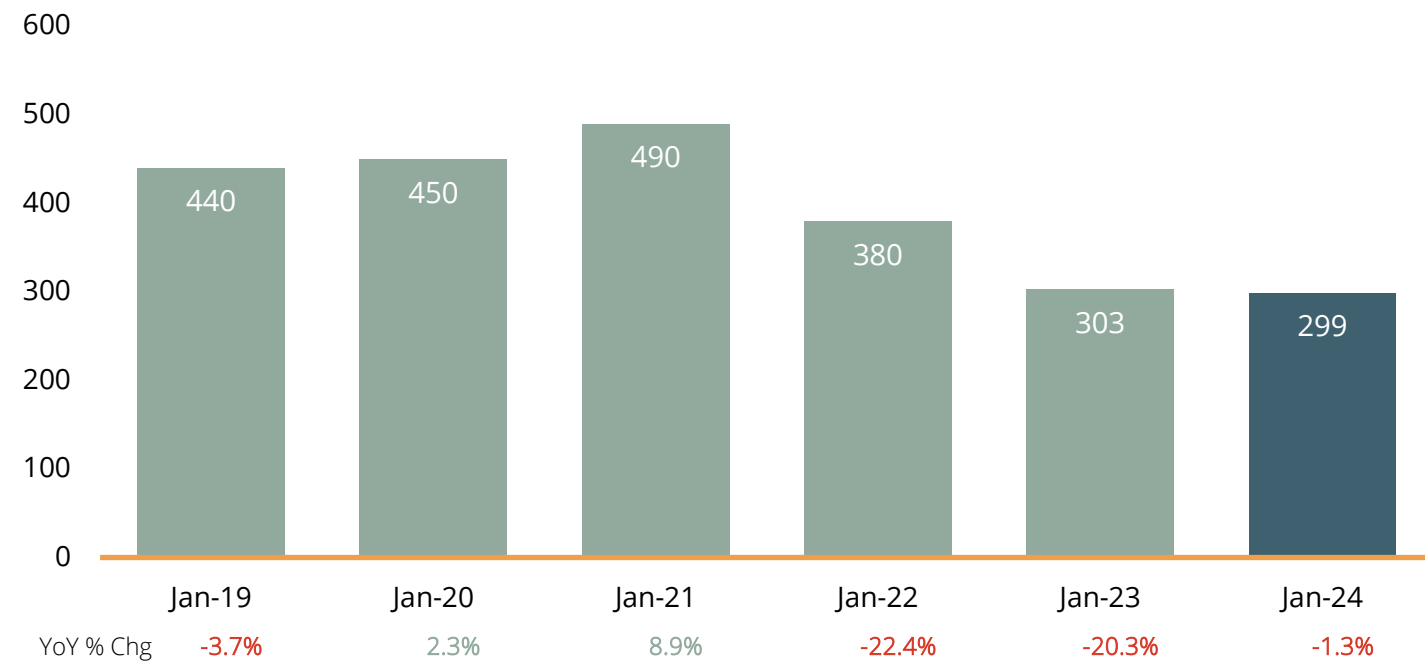




# Pending Sales



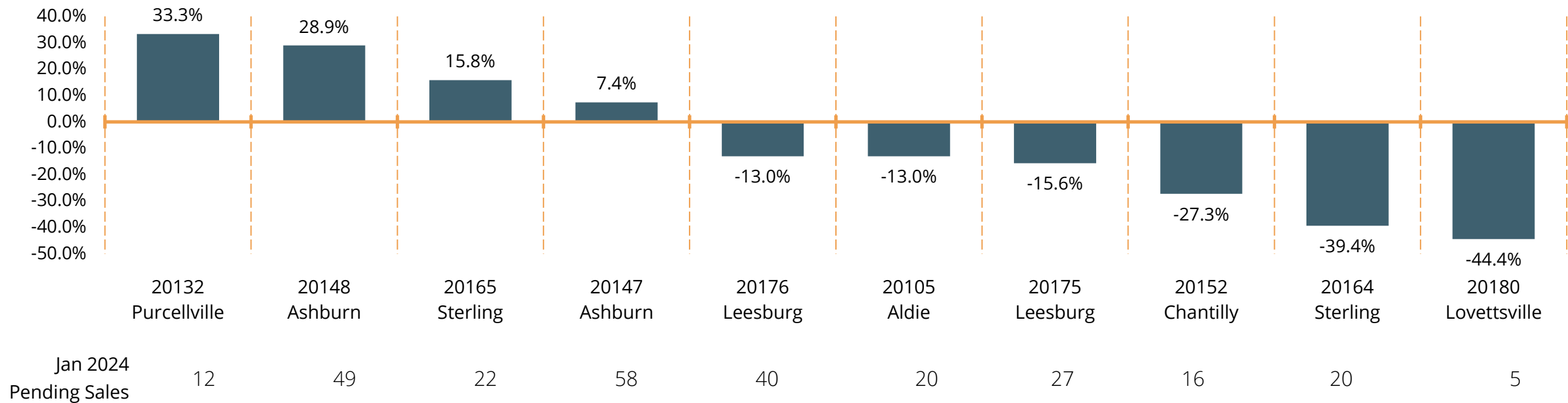
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-24	119	-10.5%	180	5.9%
12-month Avg	174	-23.0%	209	-17.3%

## Zip Code

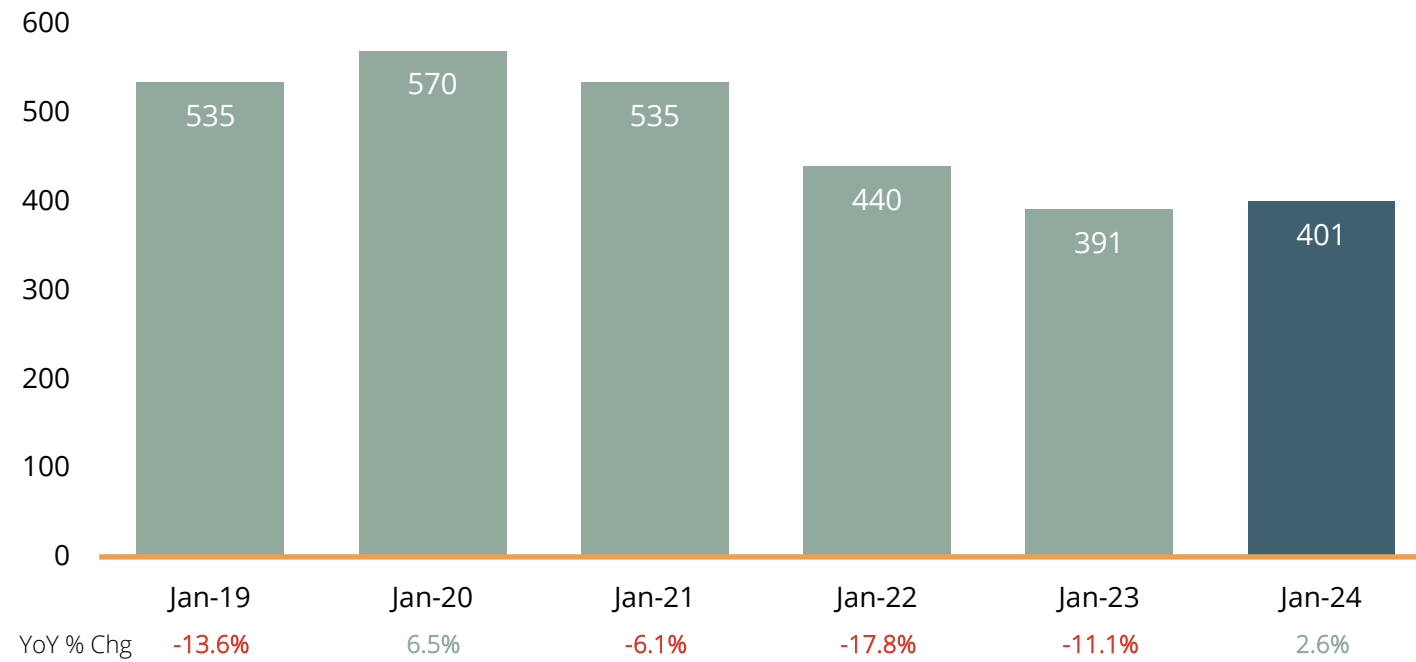
% Change in Pending Sales  
Jan-23 to Jan-24



# New Listings



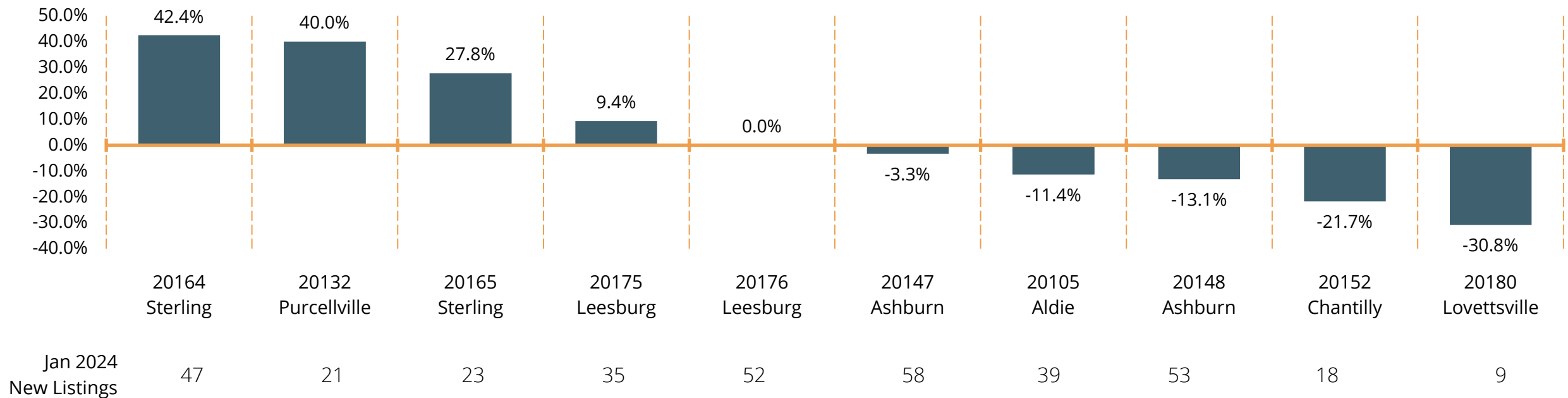
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jan-24	175	-10.7%	226	15.9%
12-month Avg	237	-25.3%	261	-23.2%

## Zip Code

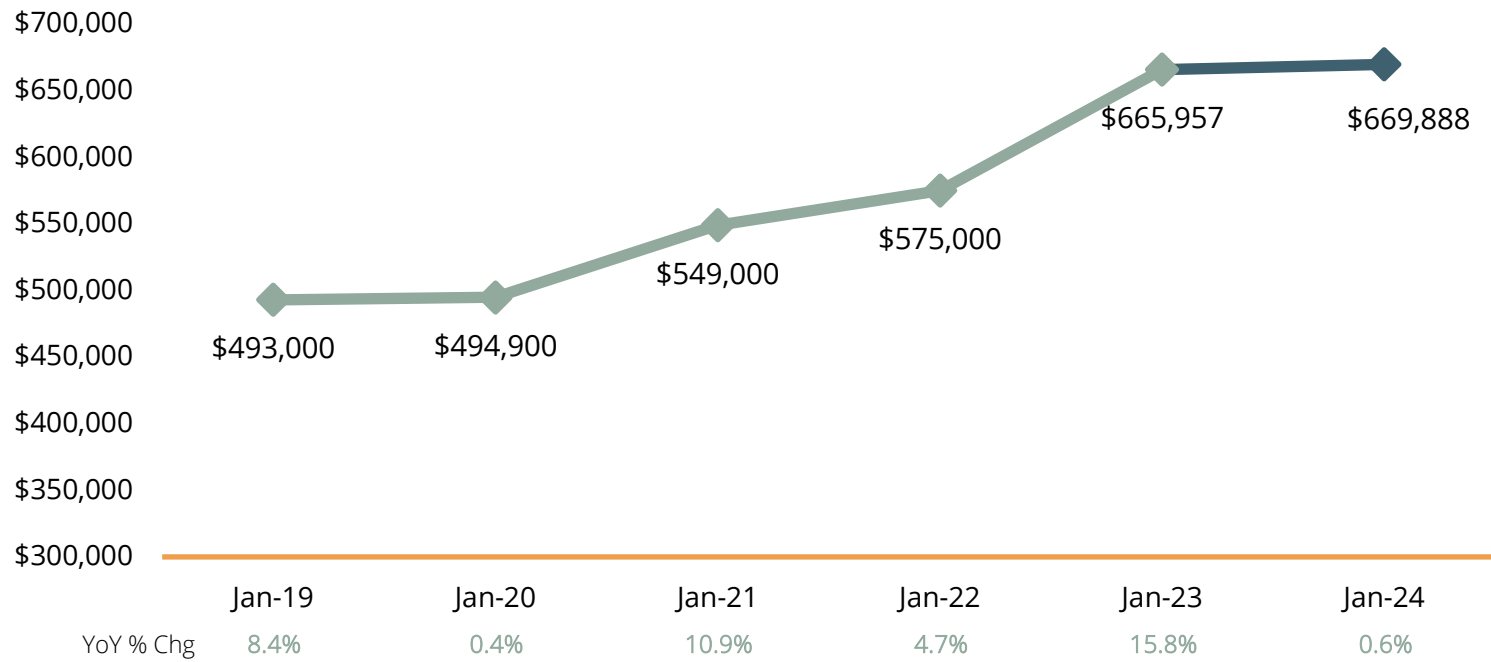
% Change in New Listings  
Jan-23 to Jan-24



# Median List Price



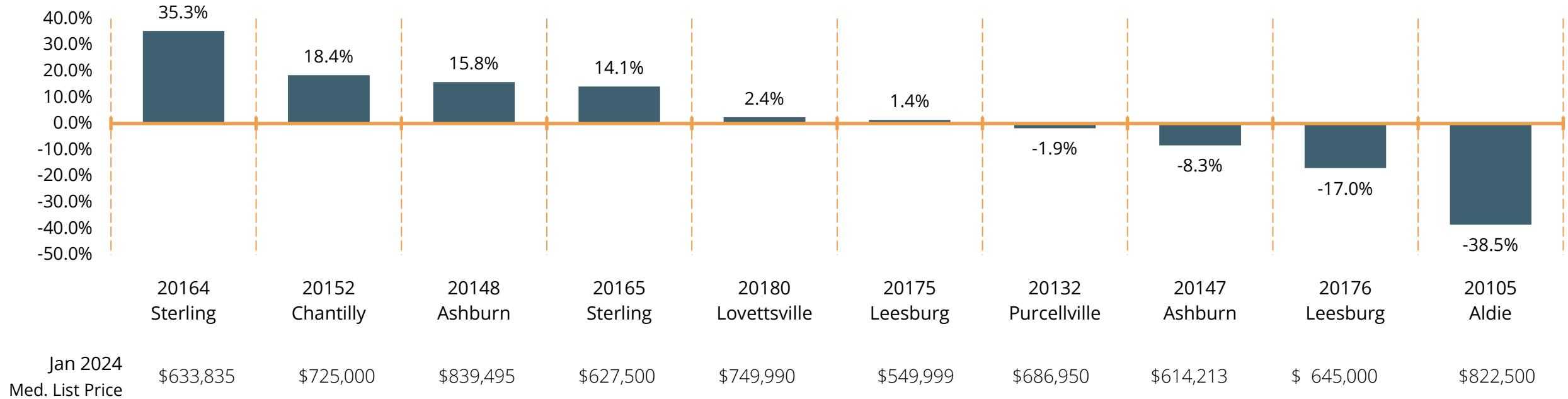
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-24	\$902,349	1.4%	\$550,000	8.1%
12-month Avg	\$914,239	4.9%	\$566,169	5.4%

## Zip Code

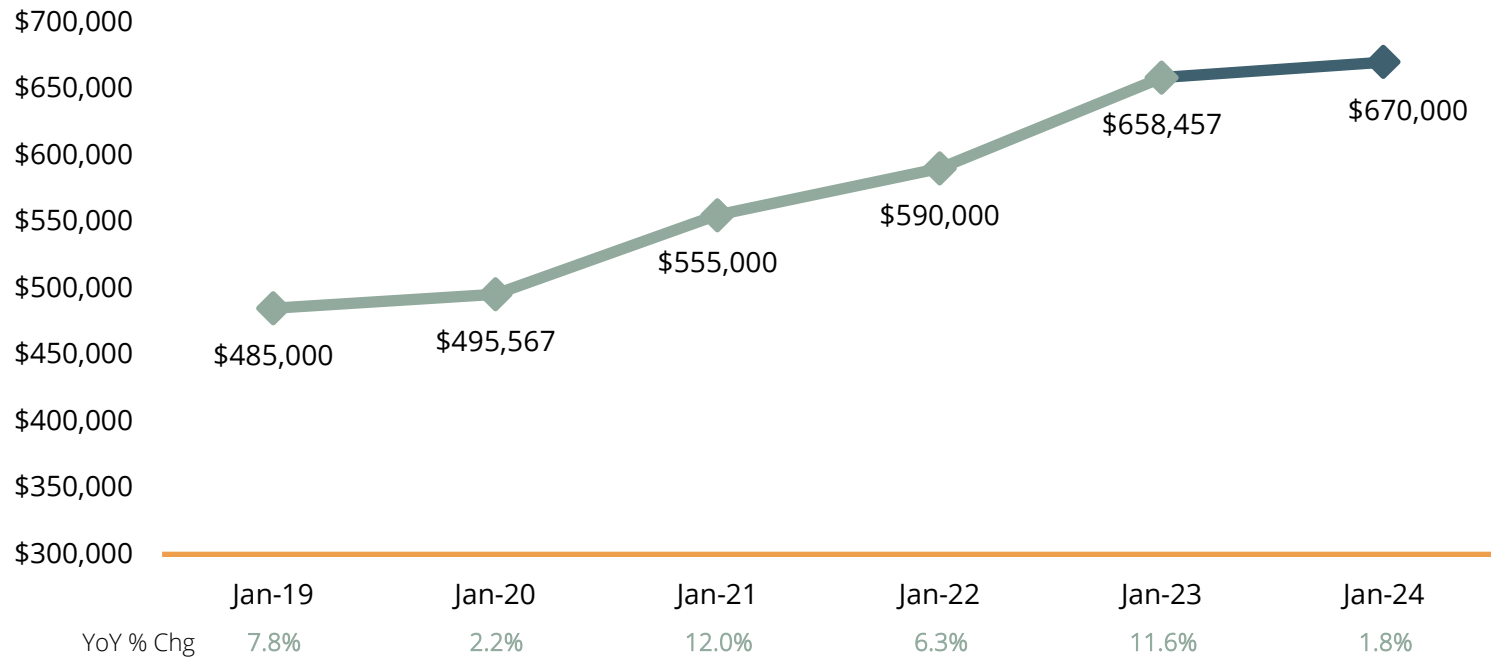
% Change in Median List Price  
Jan-23 to Jan-24



# Median Sales Price



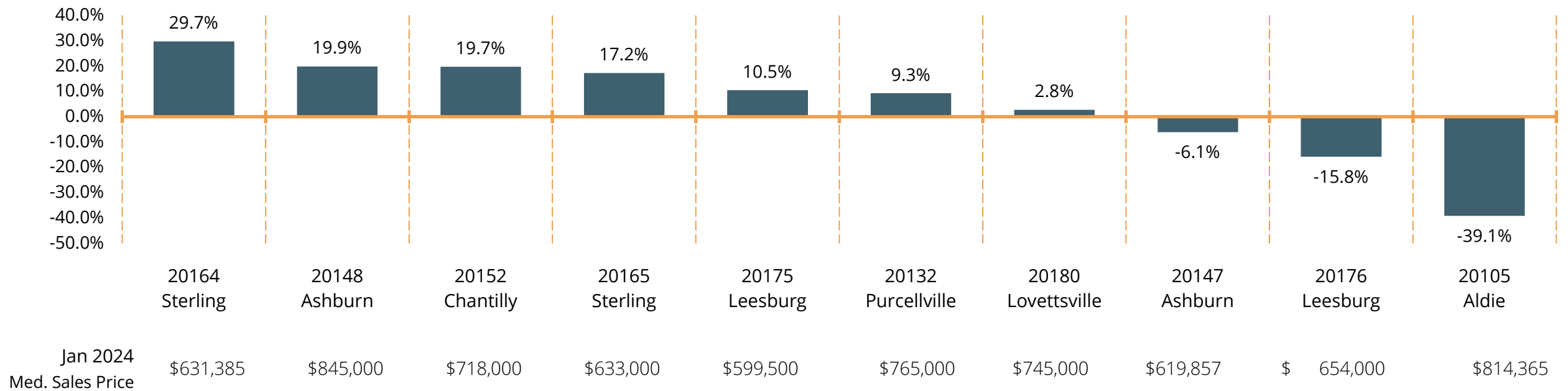
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-24	\$898,275	2.1%	\$555,950	8.4%
12-month Avg	\$921,596	4.4%	\$571,444	5.0%

## Zip Code

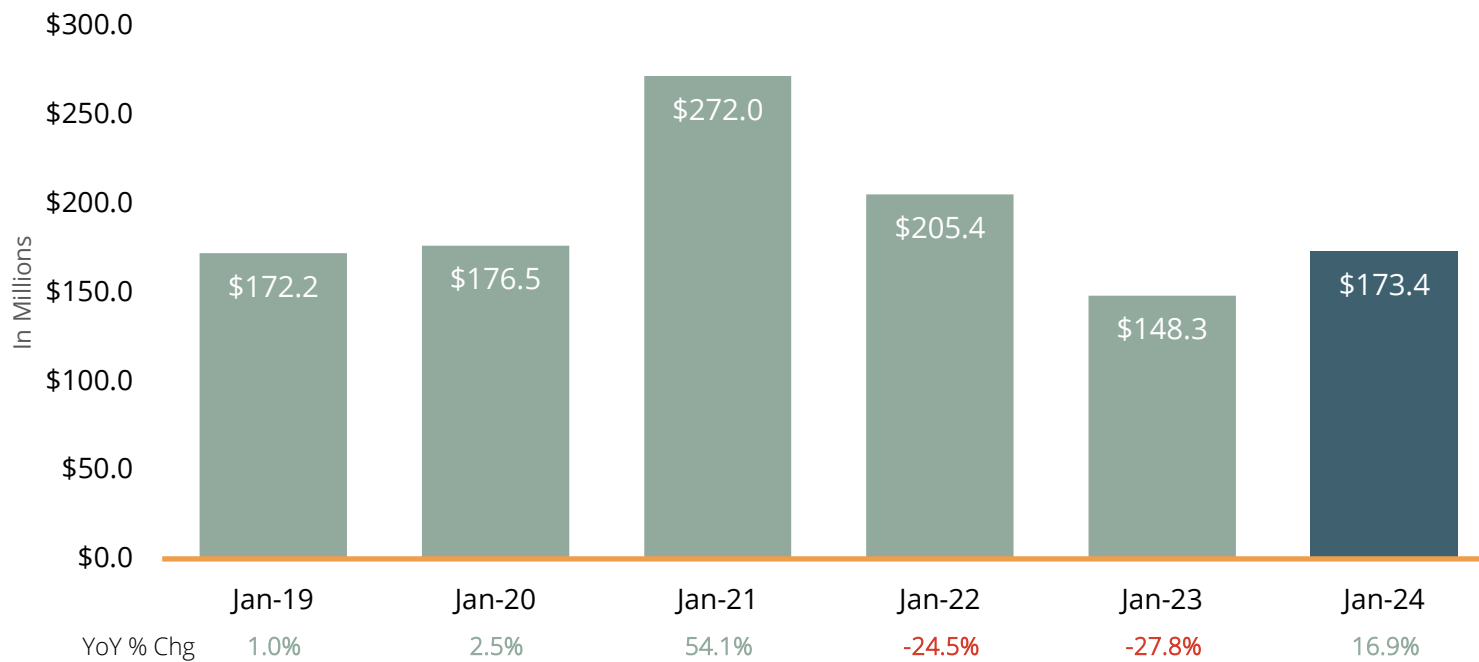
% Change in Median Sales Price  
Jan-23 to Jan-24



# Sold Dollar Volume (in millions)



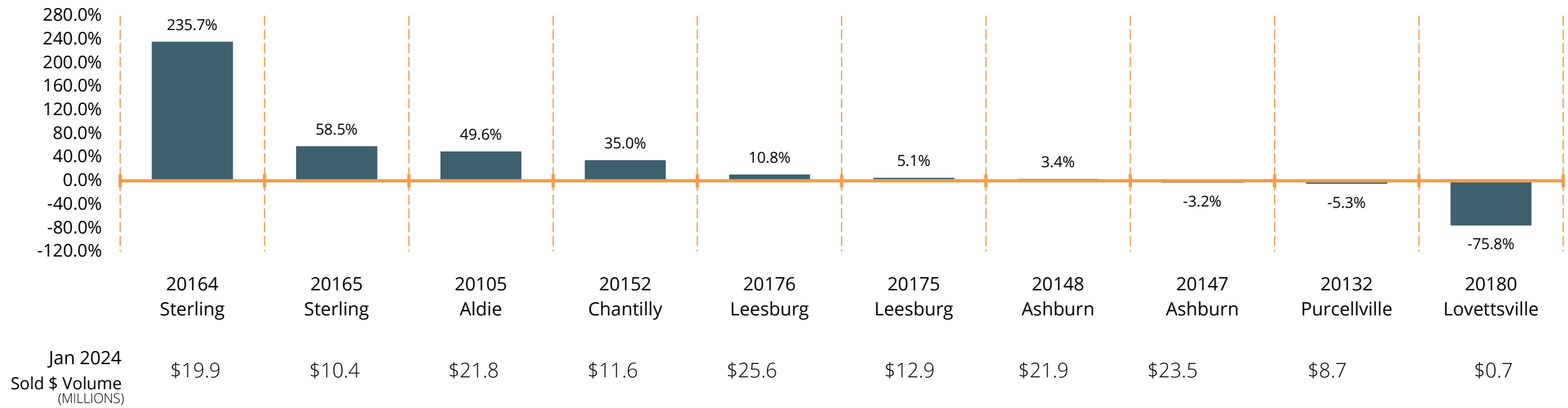
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-24	\$95.9	8.9%	\$77.4	28.6%
12-month Avg	\$176.7	-20.8%	\$118.6	-17.8%

## Zip Code

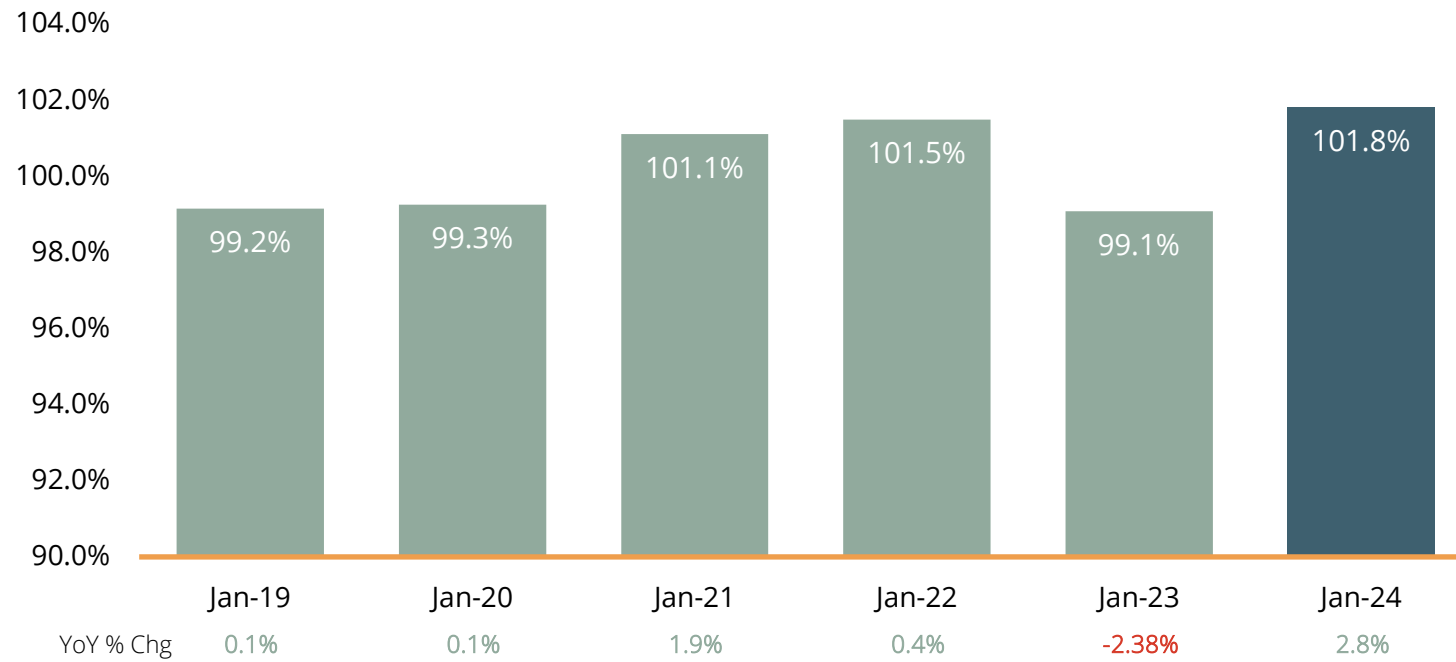
% Change in Sold Dollar Volume  
Jan-23 to Jan-24



# Average Sold to Ask Price Ratio



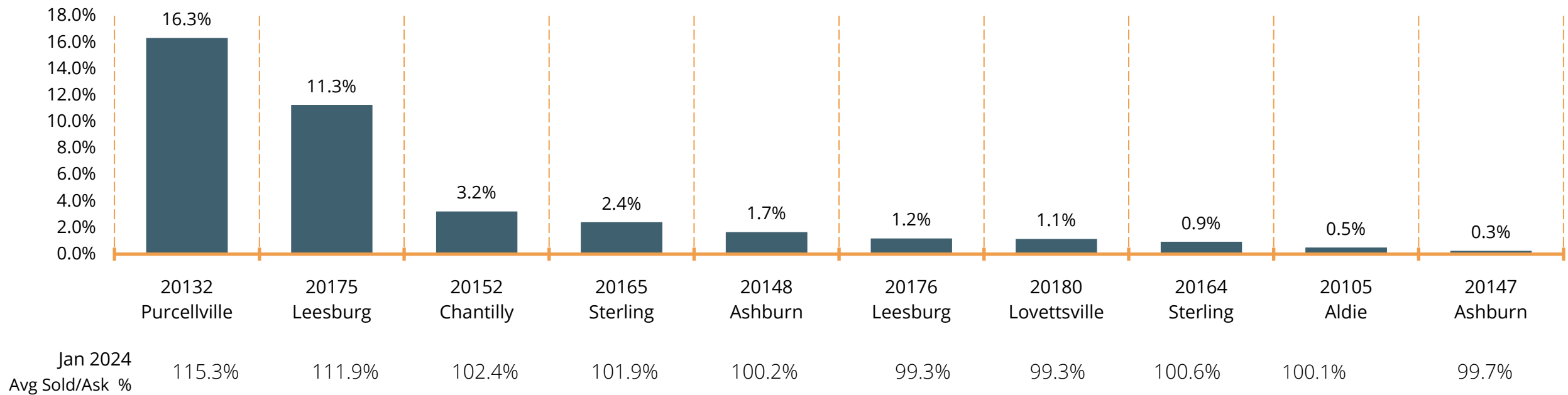
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-24	104.2%	5.5%	100.1%	0.8%
12-month Avg	101.0%	-0.4%	101.0%	-0.1%

## Zip Code

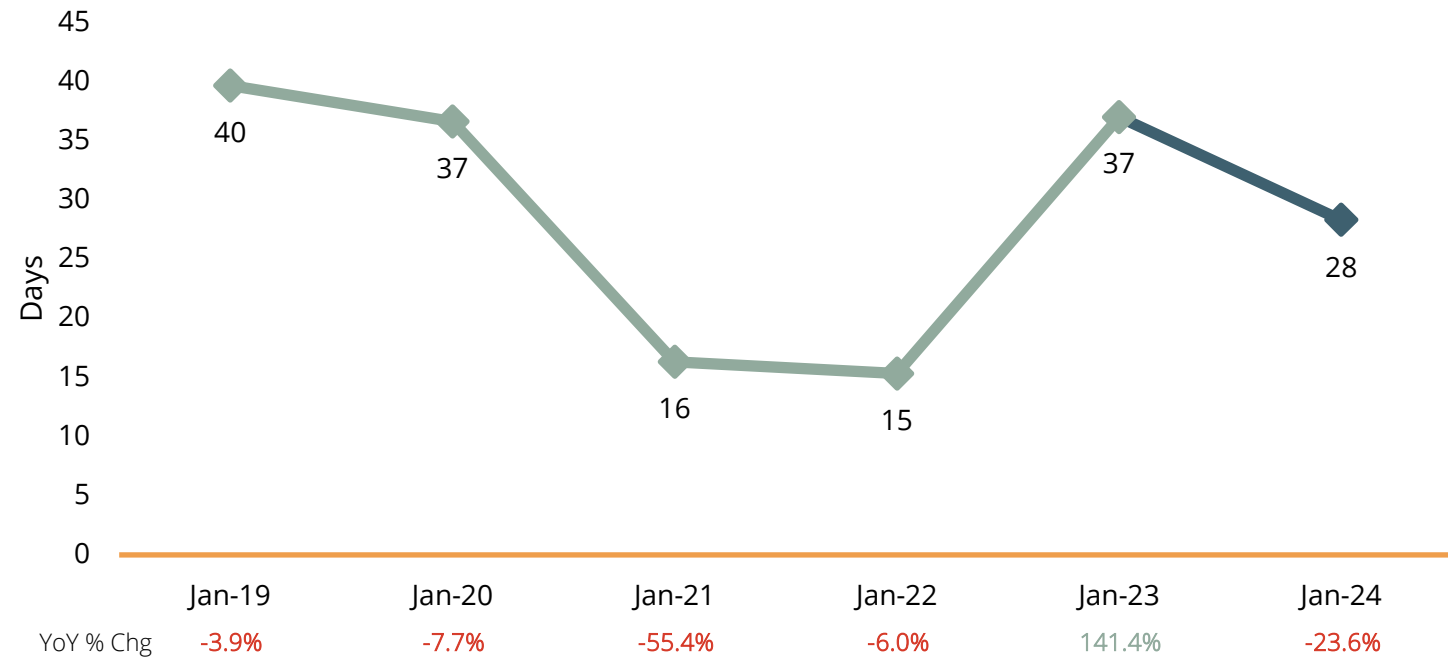
% Change in Average Sold to Ask Price Ratio  
Jan-23 to Jan-24



# Average Days on Market



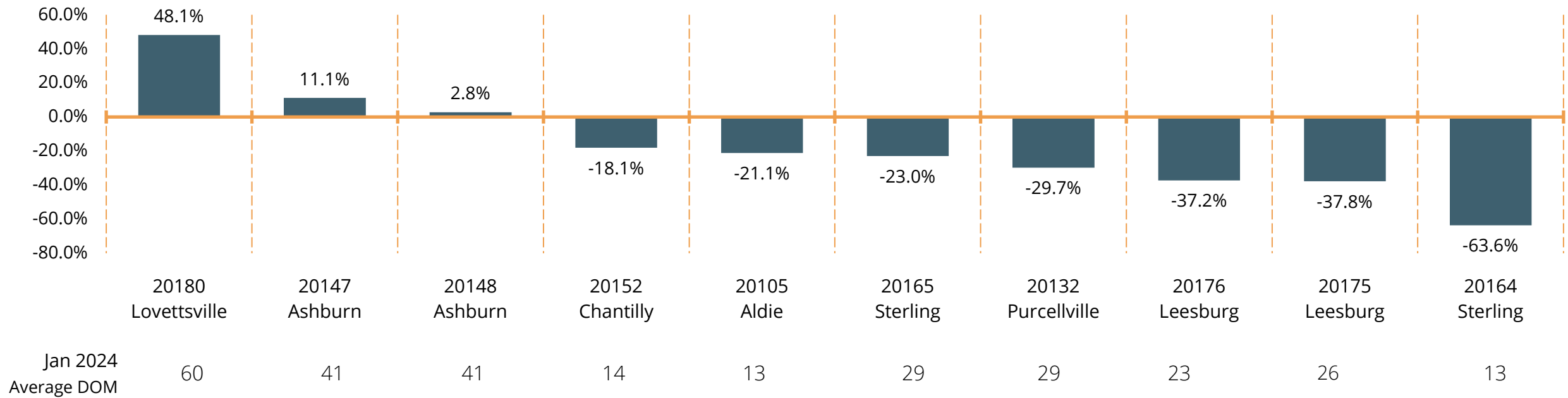
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-24	33	-18.0%	25	-27.7%
12-month Avg	21	11.1%	18	-4.0%

## Zip Code

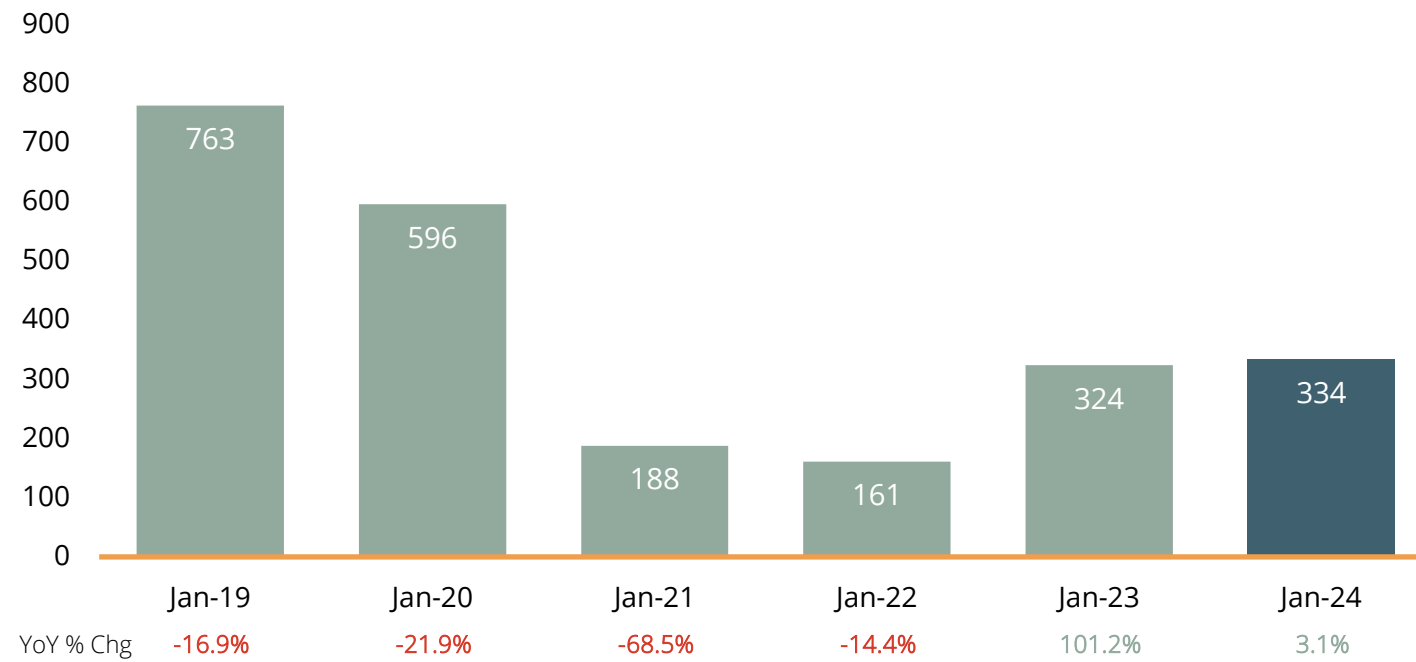
% Change in Average Days on Market  
Jan-23 to Jan-24



# Active Listings



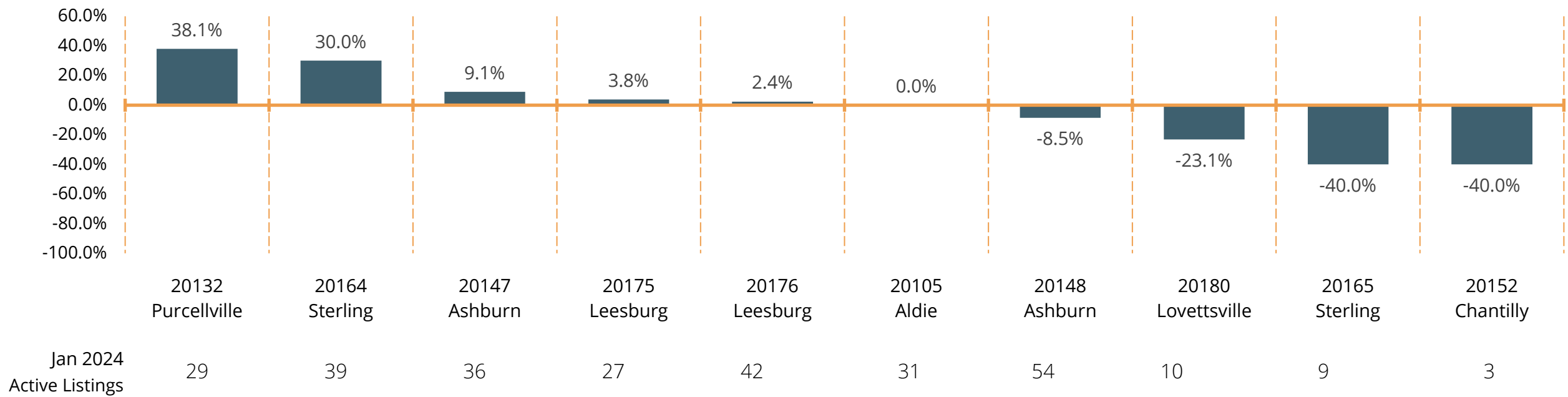
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-24	173	-2.8%	161	10.3%
12-month Avg	218	-12.1%	171	-25.8%

## Zip Code

% Change in Active Listings  
Jan-23 to Jan-24

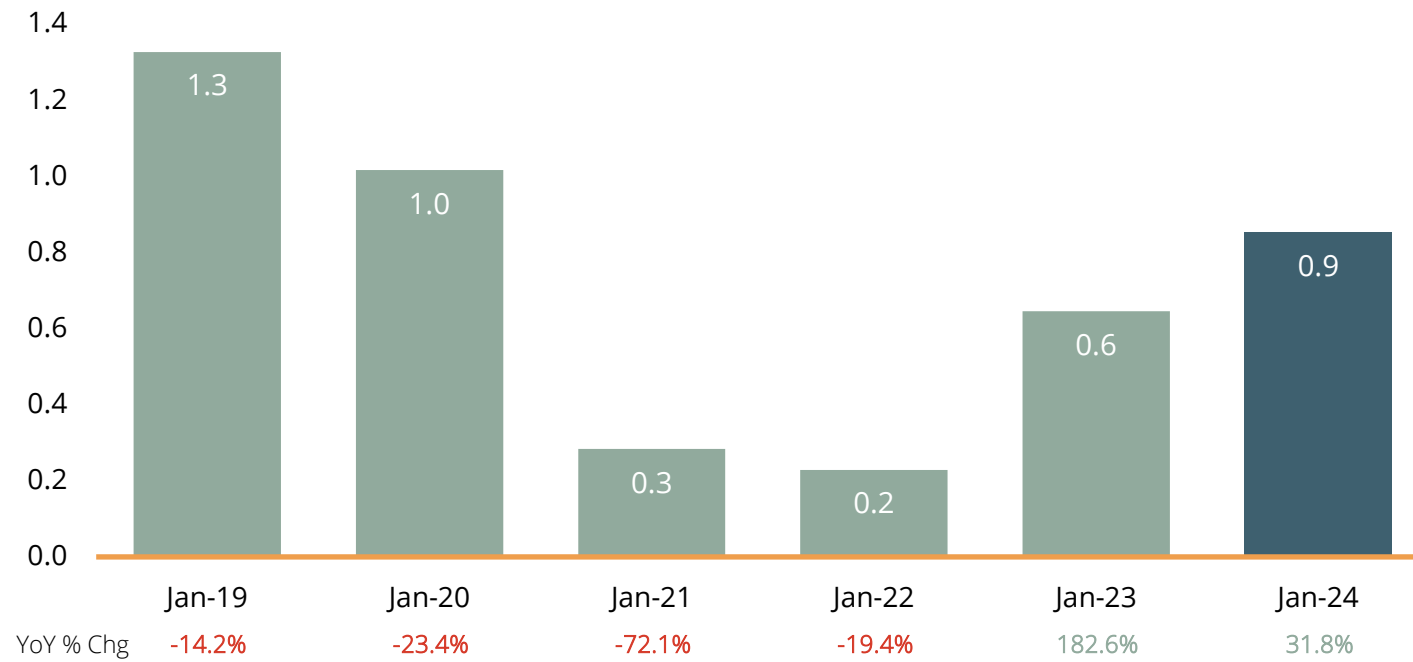




# Months Supply



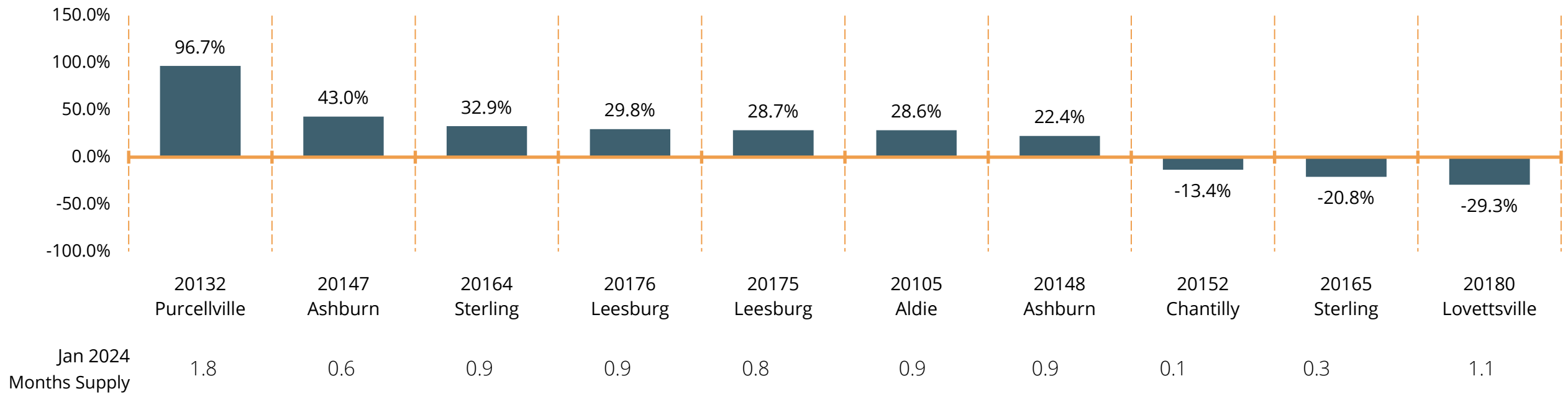
## Loudoun County



Month	Single-Family Detached		Townhome & Condo	
	Value	YoY Chg	Value	YoY Chg
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%
Jan-24	1.0	28.5%	0.8	37.0%
12-month Avg	1.1	23.5%	0.8	4.9%

## Zip Code

% Change in Months of Supply  
Jan-23 to Jan-24



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-23	Jan-24	% chg	Jan-23	Jan-24	% chg	Jan-23	Jan-24	% chg	Jan-23	Jan-24	% chg	Jan-23	Jan-24	% chg
Loudoun County	391	<b>401</b>	2.6%	196	<b>227</b>	15.8%	\$658,457	<b>\$670,000</b>	1.8%	324	<b>334</b>	3.1%	0.6	<b>0.9</b>	31.8%
20105	44	<b>39</b>	-11.4%	13	<b>22</b>	69.2%	\$1,338,075	<b>\$814,365</b>	-39.1%	31	<b>31</b>	0.0%	0.7	<b>0.9</b>	28.6%
20132	15	<b>21</b>	40.0%	11	<b>12</b>	9.1%	\$700,000	<b>\$765,000</b>	9.3%	21	<b>29</b>	38.1%	0.9	<b>1.8</b>	96.7%
20147	60	<b>58</b>	-3.3%	35	<b>34</b>	-2.9%	\$660,000	<b>\$619,857</b>	-6.1%	33	<b>36</b>	9.1%	0.4	<b>0.6</b>	43.0%
20148	61	<b>53</b>	-13.1%	29	<b>26</b>	-10.3%	\$705,000	<b>\$845,000</b>	19.9%	59	<b>54</b>	-8.5%	0.7	<b>0.9</b>	22.4%
20152	23	<b>18</b>	-21.7%	14	<b>13</b>	-7.1%	\$600,000	<b>\$718,000</b>	19.7%	5	<b>3</b>	-40.0%	0.1	<b>0.1</b>	-13.4%
20164	33	<b>47</b>	42.4%	13	<b>30</b>	130.8%	\$486,650	<b>\$631,385</b>	29.7%	30	<b>39</b>	30.0%	0.7	<b>0.9</b>	32.9%
20165	18	<b>23</b>	27.8%	12	<b>16</b>	33.3%	\$540,000	<b>\$633,000</b>	17.2%	15	<b>9</b>	-40.0%	0.4	<b>0.3</b>	-20.8%
20175	32	<b>35</b>	9.4%	18	<b>17</b>	-5.6%	\$542,500	<b>\$599,500</b>	10.5%	26	<b>27</b>	3.8%	0.6	<b>0.8</b>	28.7%
20176	52	<b>52</b>	0.0%	30	<b>35</b>	16.7%	\$776,750	<b>\$654,000</b>	-15.8%	41	<b>42</b>	2.4%	0.7	<b>0.9</b>	29.8%
20180	13	<b>9</b>	-30.8%	4	<b>1</b>	-75.0%	\$725,000	<b>\$745,000</b>	2.8%	13	<b>10</b>	-23.1%	1.5	<b>1.1</b>	-29.3%



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.

All inquiries regarding this report may be directed to:  
Robin Spensieri  
Virginia REALTORS® Vice President of Communications and Media Relations  
rspensieri@virginiarealtors.org  
804-622-7954

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.