

March
2024

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: March 2024

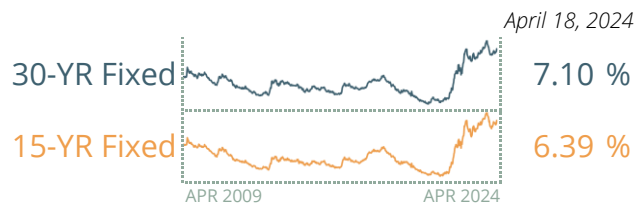
- Sales activity continues to dip in the Loudoun County housing market.** There were 369 sales in the county this month, seven fewer sales than last year, decreasing by 1.9%. The markets with the biggest drop in sales were Aldie zip code 20105, with 14 fewer sales (-32.6%), and Lovettsville zip code 20180, with nine fewer home sales (-75%). Sales in Leesburg zip code 20176 went up in March with 11 additional sales (+28.9%), while Ashburn zip code 20148 had 10 more sales than the year before (+20.4%).
- In Loudoun County, pending sales decreased this month compared to a year ago.** There were 435 pending sales in March, down 5.6% from a year earlier, which is 26 fewer pending sales. Leesburg zip code 20176 had 12 fewer pending sales than last year (-19%), and Aldie zip code 20105 had 10 fewer pending sales (-23.8%). Pending sales went up in Ashburn zip code 20147 (+9.9%) and Chantilly zip code 20152 (+21.4%).
- The median sales price in Loudoun County continues to climb.** Home prices rose 3.5% bringing the median sales price to \$745,000 in the County, \$25,000 higher than a year earlier. Prices jumped up in Aldie zip code 20105 (+18.0%), Lovettsville zip code 20180 (+25.1%) and Sterling zip code 20164 (+31.6%). The median sales price dropped in Ashburn zip code 20148 (-8.7%) and Leesburg zip code 20175 (-6.8%).
- There was an uptick in active listings as supply continued to expand.** In Loudoun County, the number of active listings went up 1.1%, with a total of 359 listings on the market at the end of March, four more listings than last year. Listing growth occurred in Leesburg zip code 20176 with 14 more listings than a year ago (+31.1%) and Purcellville zip code 20132 with five additional listings (+21.7%). In March, the number of active listings went down in Ashburn zip code 20147 (-15.7%).



DAAR Market Dashboard

YoY Chg	Mar-24	Indicator
▼ -1.9%	369	Sales
▼ -5.6%	435	Pending Sales
▼ -11.6%	554	New Listings
▲ 5.1%	\$745,900	Median List Price
▲ 3.5%	\$745,000	Median Sales Price
▲ 13.6%	\$294	Median Price Per Square Foot
▲ 5.6%	\$309.4	Sold Dollar Volume (in millions)
▲ 0.7%	101.5%	Average Sold/Ask Price Ratio
▼ -23.4%	16	Average Days on Market
▲ 1.1%	359	Active Listings
▲ 23.2%	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.

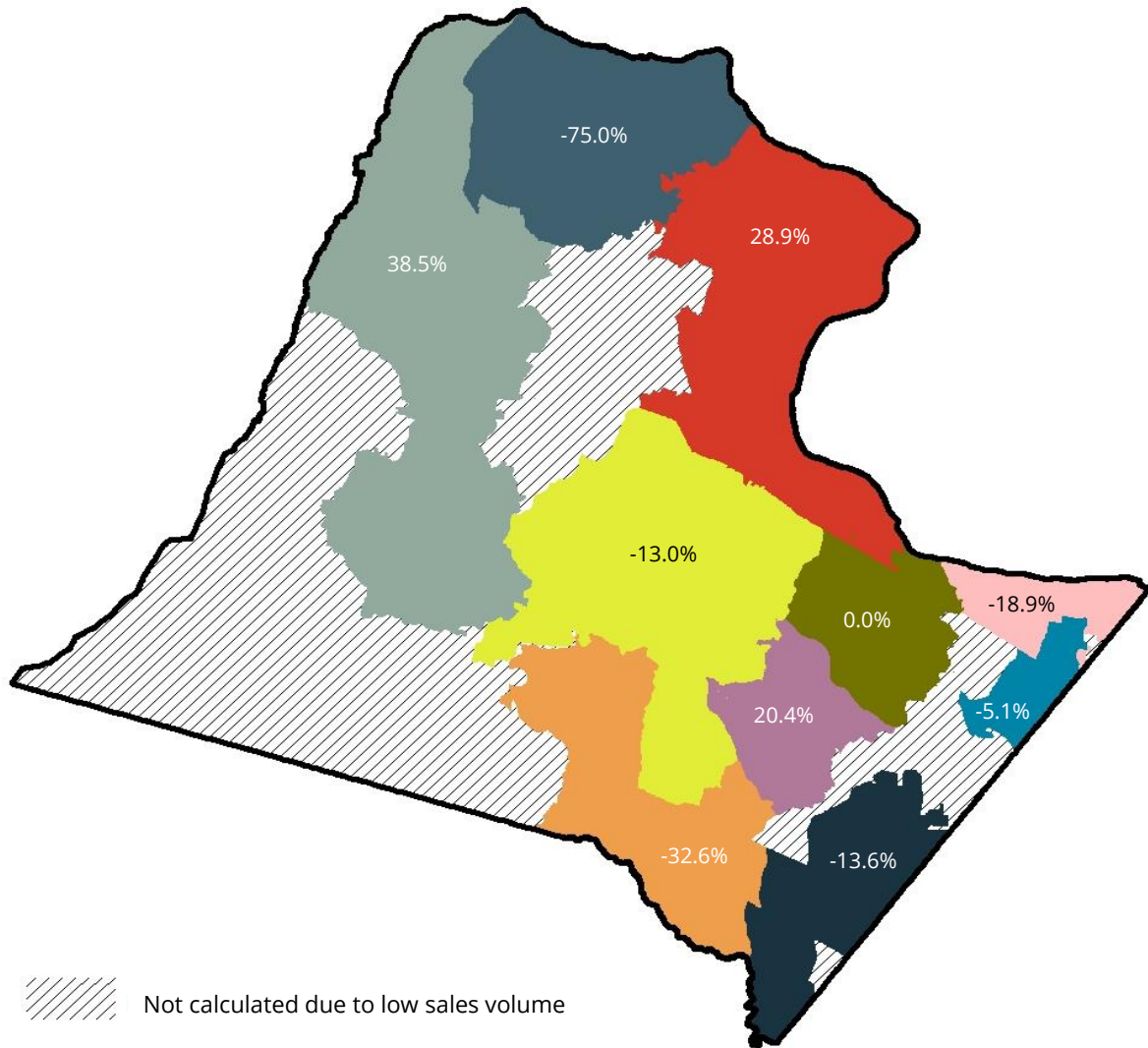
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		% Chg
	Mar-23	Mar-24	
20105 Aldie	43	29	-32.6%
20132 Purcellville	13	18	38.5%
20147 Ashburn	51	51	0.0%
20148 Ashburn	49	59	20.4%
20152 Chantilly	22	19	-13.6%
20164 Sterling	39	37	-5.1%
20165 Sterling	37	30	-18.9%
20175 Leesburg	46	40	-13.0%
20176 Leesburg	38	49	28.9%
20180 Lovettsville	12	3	-75.0%

Total Market Overview



Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			376	369	-1.9%	853	869	1.9%
Pending Sales			461	435	-5.6%	1,104	1,076	-2.5%
New Listings			627	554	-11.6%	1,423	1,392	-2.2%
Median List Price			\$710,000	\$745,900	5.1%	\$668,000	\$699,200	4.7%
Median Sales Price			\$720,000	\$745,000	3.5%	\$667,500	\$705,000	5.6%
Median Price Per Square Foot			\$259	\$294	13.6%	\$262	\$289	10.1%
Sold Dollar Volume (in millions)			\$293.0	\$309.4	5.6%	\$648.9	\$691.1	6.5%
Average Sold/Ask Price Ratio			100.8%	101.5%	0.7%	100.2%	101.6%	1.4%
Average Days on Market			22	16	-23.4%	28	21	-25.1%
Active Listings			355	359	1.1%	n/a	n/a	n/a
Months of Supply			0.7	0.9	23.2%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			190	183	-3.7%	396	386	-2.5%
Pending Sales			236	210	-11.0%	528	488	-7.6%
New Listings			343	262	-23.6%	731	644	-11.9%
Median List Price			\$919,000	\$949,900	3.4%	\$899,000	\$930,000	3.4%
Median Sales Price			\$926,250	\$975,000	5.3%	\$900,000	\$956,483	6.3%
Median Price Per Square Foot			\$247	\$283	14.8%	\$251	\$265	5.9%
Sold Dollar Volume (in millions)			\$190.0	\$196.0	3.1%	\$394.3	\$401.6	1.9%
Average Sold/Ask Price Ratio			100.9%	102.1%	1.1%	100.2%	102.6%	2.4%
Average Days on Market			23	13	-43.0%	29	20	-29.5%
Active Listings			207	180	-13.0%	n/a	n/a	n/a
Months of Supply			0.9	1.0	10.8%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



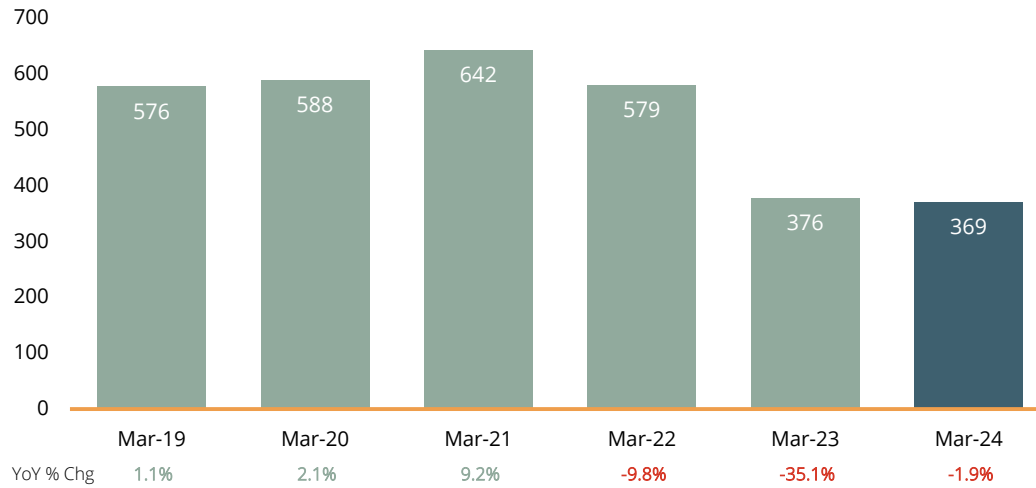
Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			186	186	0.0%	457	483	5.7%
Pending Sales			225	225	0.0%	576	588	2.1%
New Listings			284	292	2.8%	692	748	8.1%
Median List Price			\$522,975	\$590,753	13.0%	\$532,500	\$589,950	10.8%
Median Sales Price			\$524,975	\$597,790	13.9%	\$535,250	\$599,999	12.1%
Median Price Per Square Foot			\$273	\$303	11.0%	\$268	\$297	10.8%
Sold Dollar Volume (in millions)			\$103.0	\$113.4	10.1%	\$254.6	\$289.4	13.7%
Average Sold/Ask Price Ratio			100.6%	101.0%	0.4%	100.2%	100.8%	0.6%
Average Days on Market			20	20	-0.2%	27	22	-21.2%
Active Listings			148	179	20.9%	n/a	n/a	n/a
Months of Supply			0.6	0.8	41.6%	n/a	n/a	n/a

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

Sales



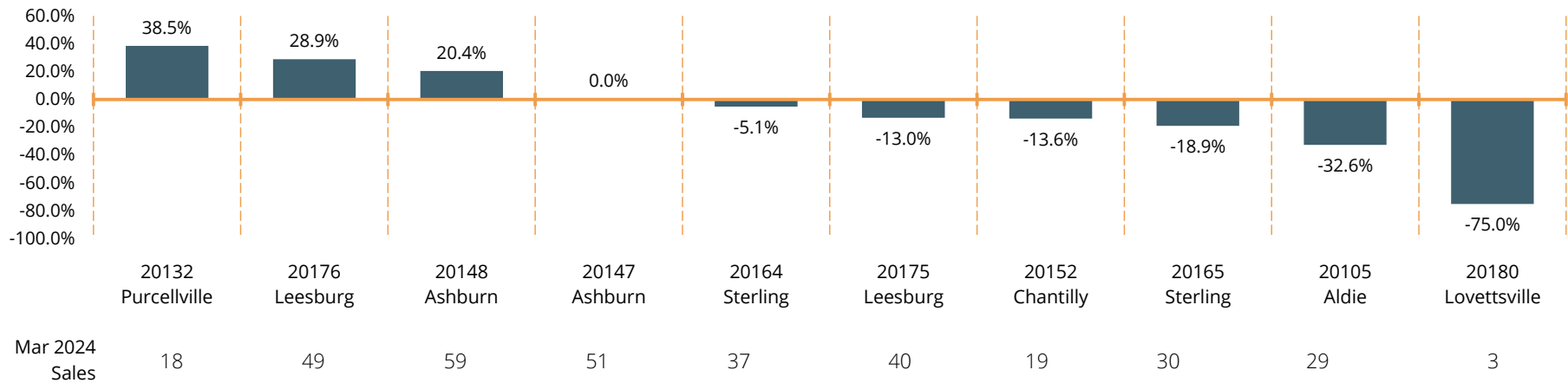
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Feb-24	109	-9.9%	164	2.5%
Mar-24	183	-3.7%	186	0.0%
12-month Avg	174	-21.2%	205	-15.7%

Zip Code

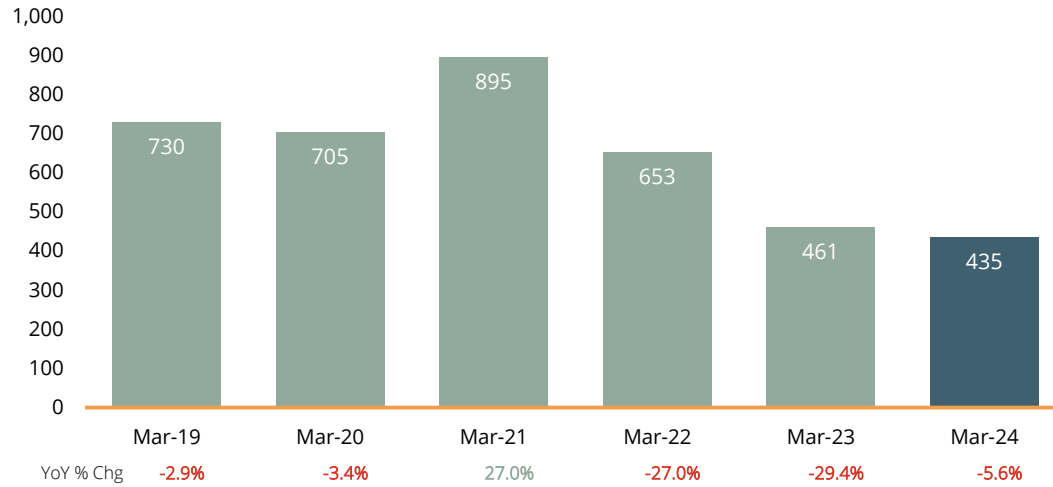
% Change in Sales
Mar-23 to Mar-24



Pending Sales



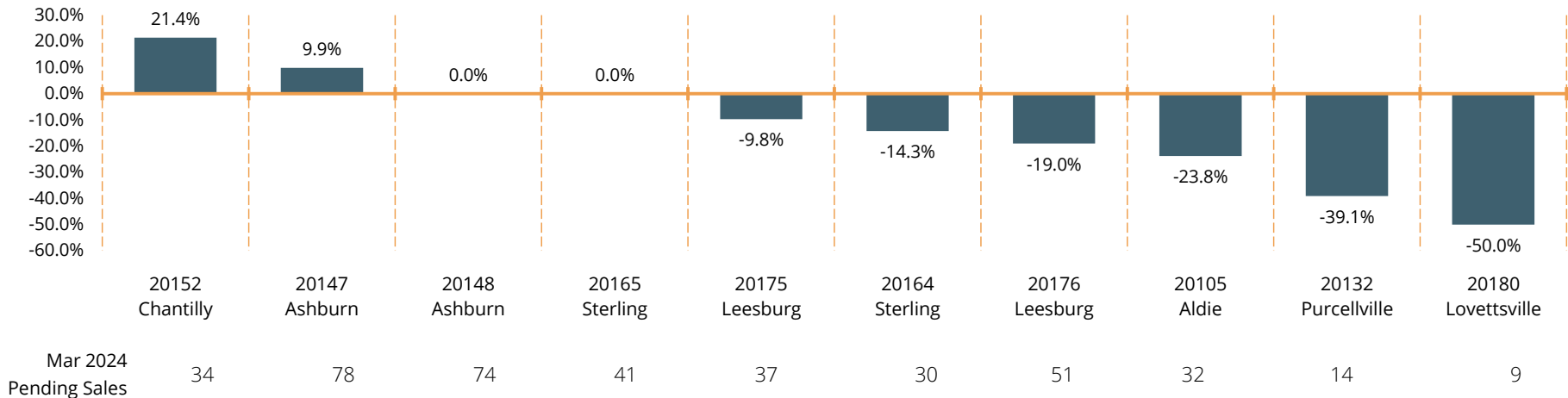
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Feb-24	159	0.0%	183	1.1%
Mar-24	210	-11.0%	225	0.0%
12-month Avg	171	-18.5%	209	-12.1%

Zip Code

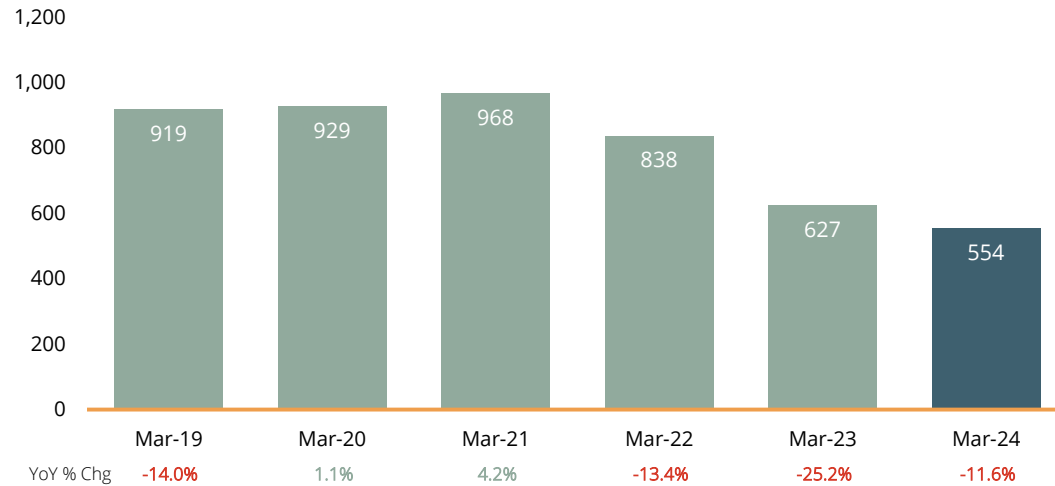
% Change in Pending Sales
Mar-23 to Mar-24



New Listings



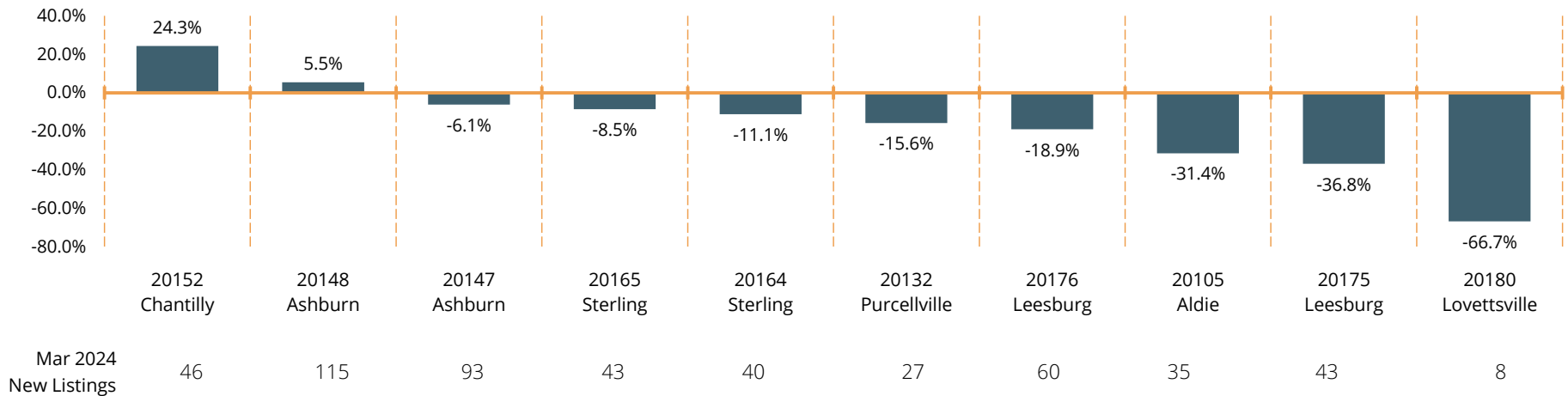
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-24	207	7.8%	230	8.0%
Mar-24	262	-23.6%	292	2.8%
12-month Avg	231	-23.6%	263	-18.1%

Zip Code

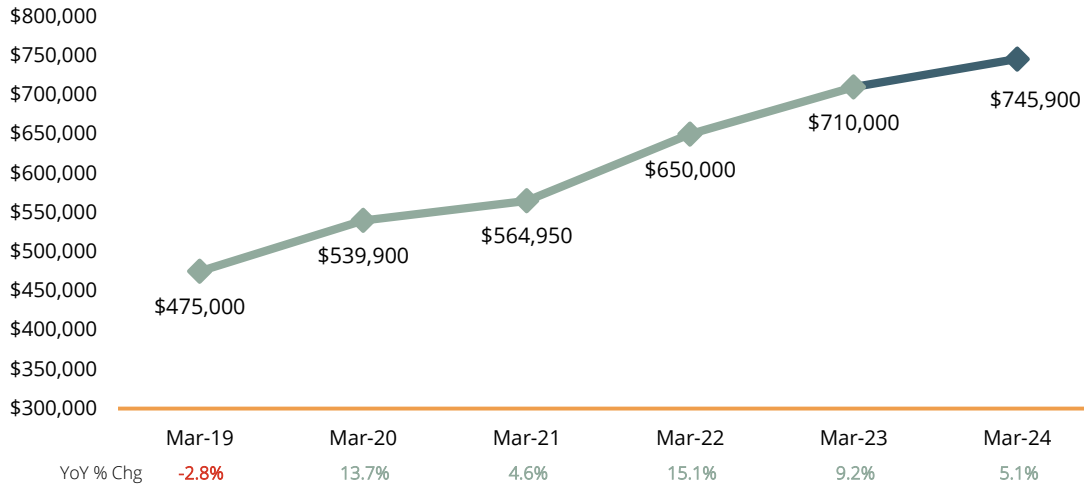
% Change in New Listings
Mar-23 to Mar-24



Median List Price



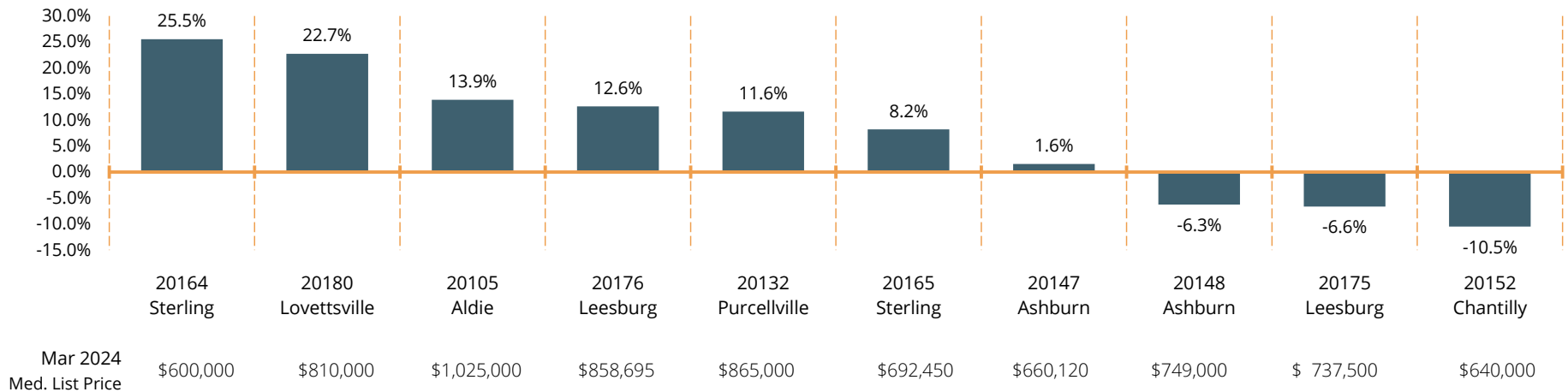
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-24	\$924,900	8.8%	\$589,945	4.9%
Mar-24	\$949,900	3.4%	\$590,753	13.0%
12-month Avg	\$923,055	5.4%	\$574,104	6.0%

Zip Code

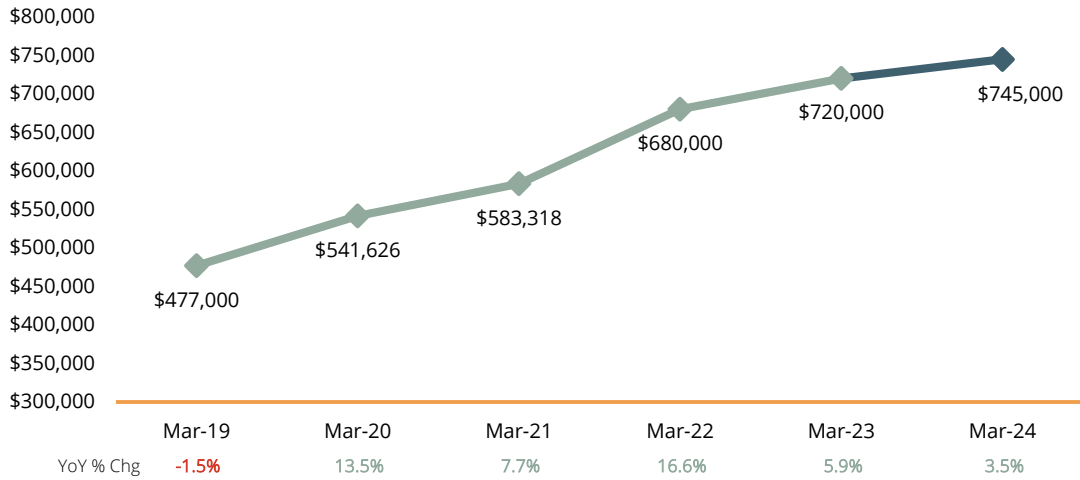
% Change in Median List Price
Mar-23 to Mar-24



Median Sales Price



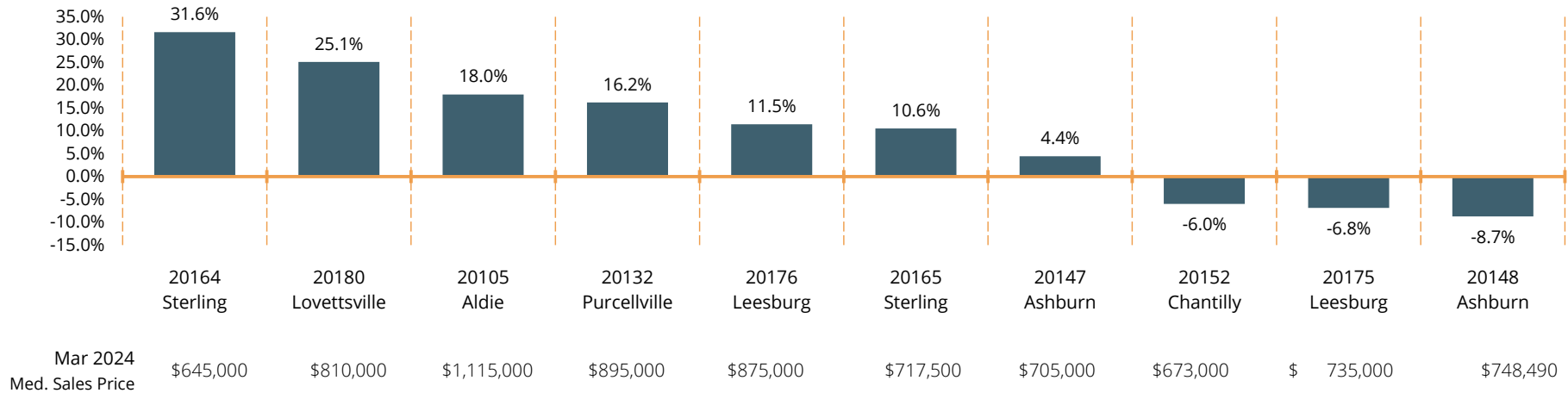
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-24	\$928,517	9.2%	\$605,000	7.1%
Mar-24	\$975,000	5.3%	\$597,790	13.9%
12-month Avg	\$932,201	5.7%	\$580,845	6.7%

Zip Code

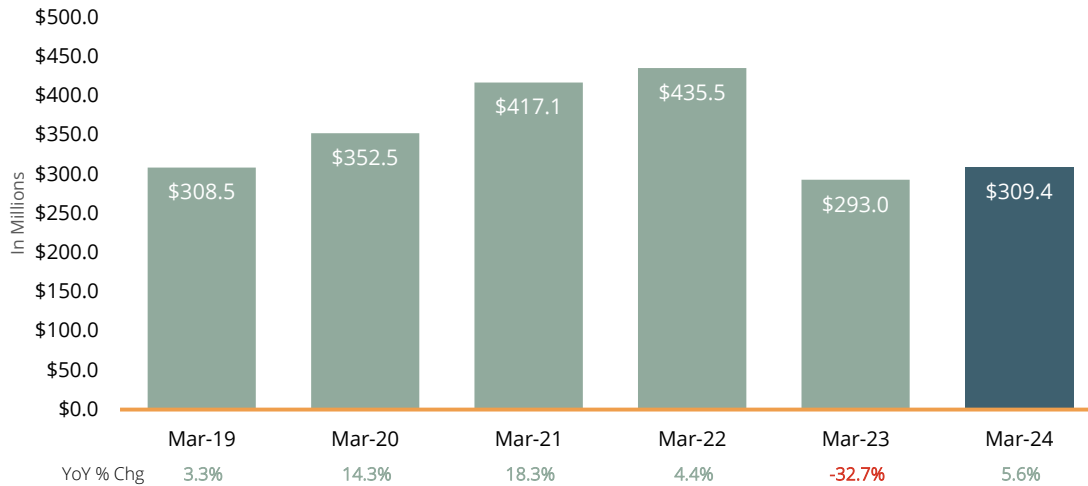
% Change in Median Sales Price
Mar-23 to Mar-24



Sold Dollar Volume (in millions)



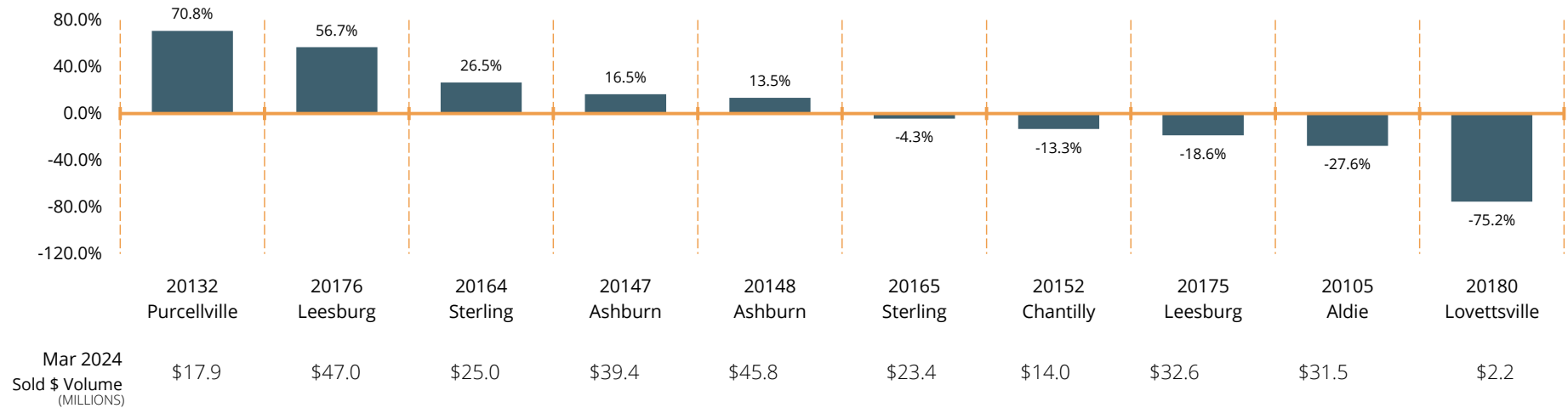
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-24	\$109.7	-5.6%	\$98.6	7.9%
Mar-24	\$196.0	3.1%	\$113.4	10.1%
12-month Avg	\$176.6	-17.3%	\$120.1	-12.3%

Zip Code

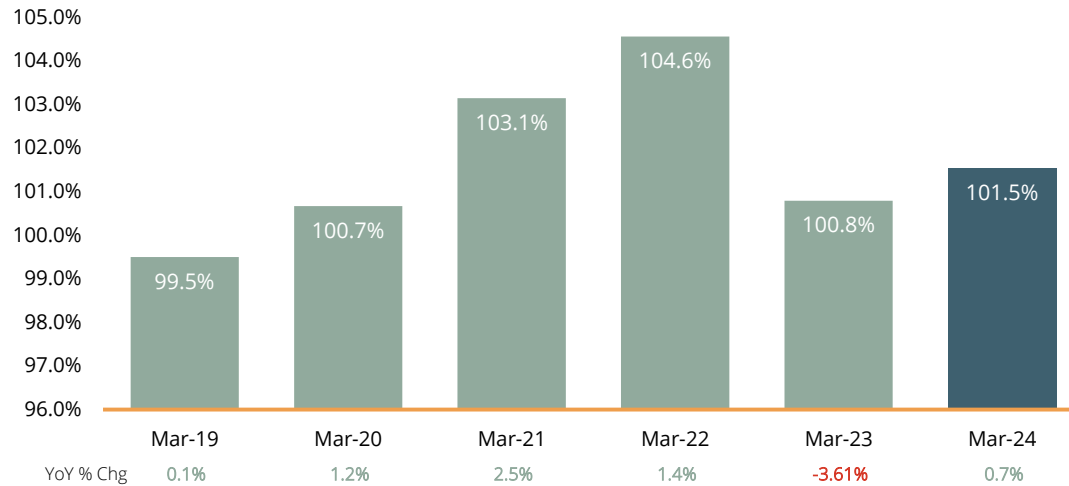
% Change in Sold Dollar Volume
Mar-23 to Mar-24



Average Sold to Ask Price Ratio



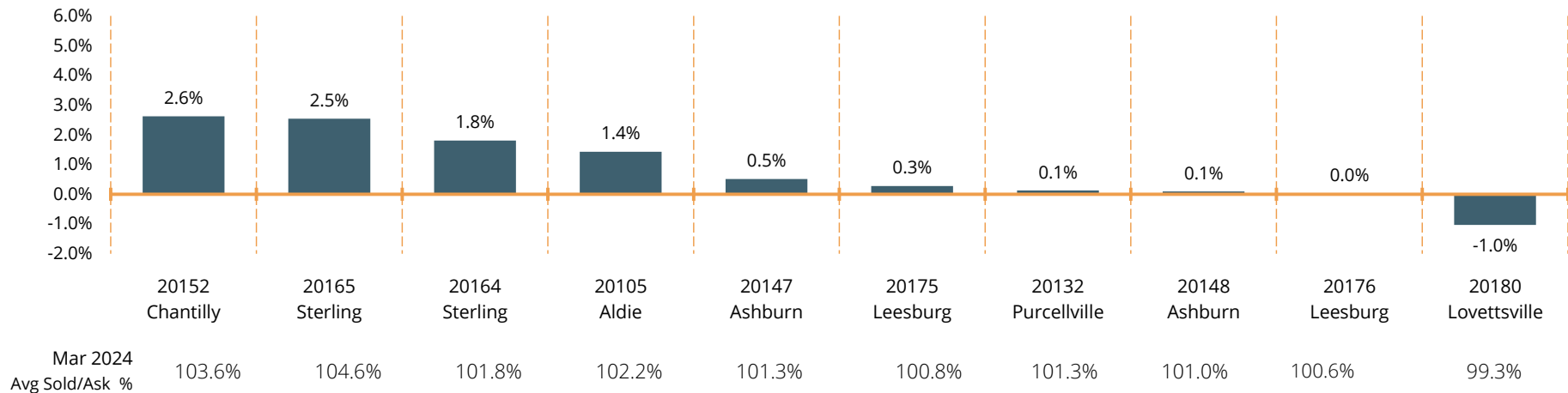
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-24	101.5%	1.8%	101.2%	0.8%
Mar-24	102.1%	1.1%	101.0%	0.4%
12-month Avg	101.2%	0.5%	101.1%	0.5%

Zip Code

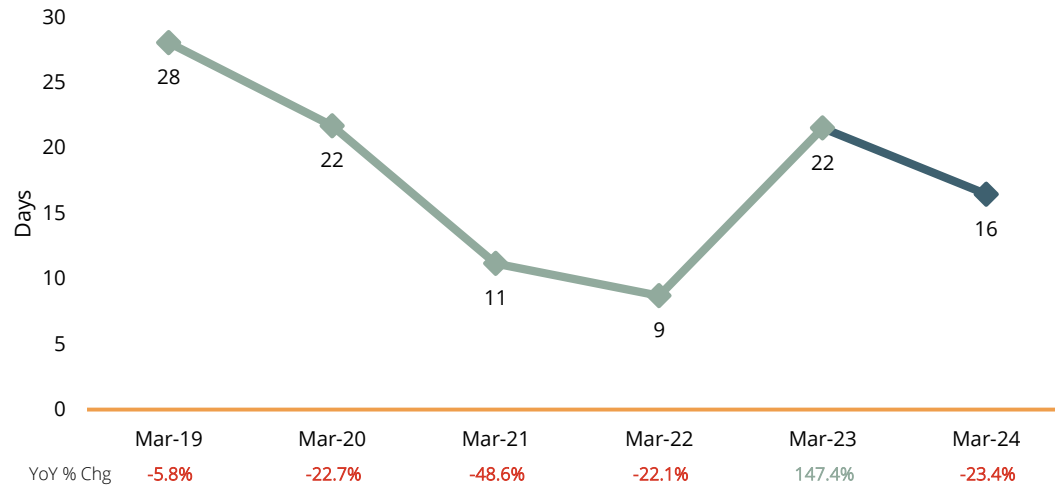
% Change in Average Sold to Ask Price Ratio
Mar-23 to Mar-24



Average Days on Market



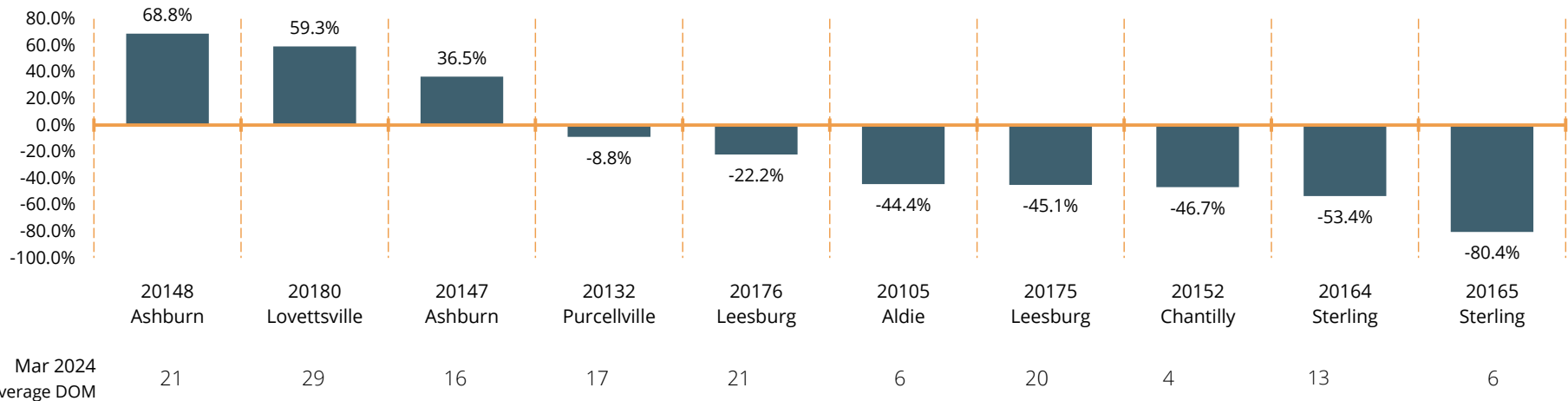
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-24	21	-42.8%	17	-42.1%
Mar-24	13	-43.0%	20	-0.2%
12-month Avg	19	-13.5%	16	-19.2%

Zip Code

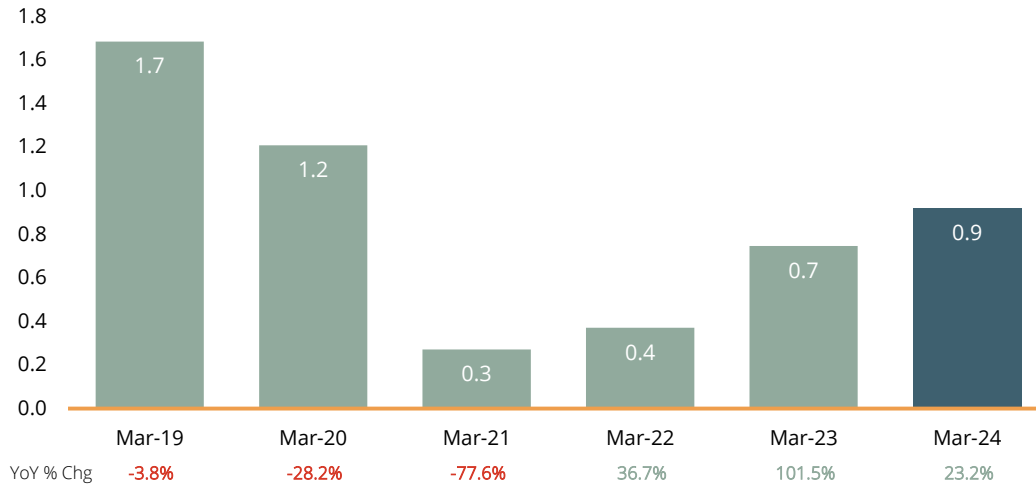
% Change in Average Days on Market
Mar-23 to Mar-24



Months Supply



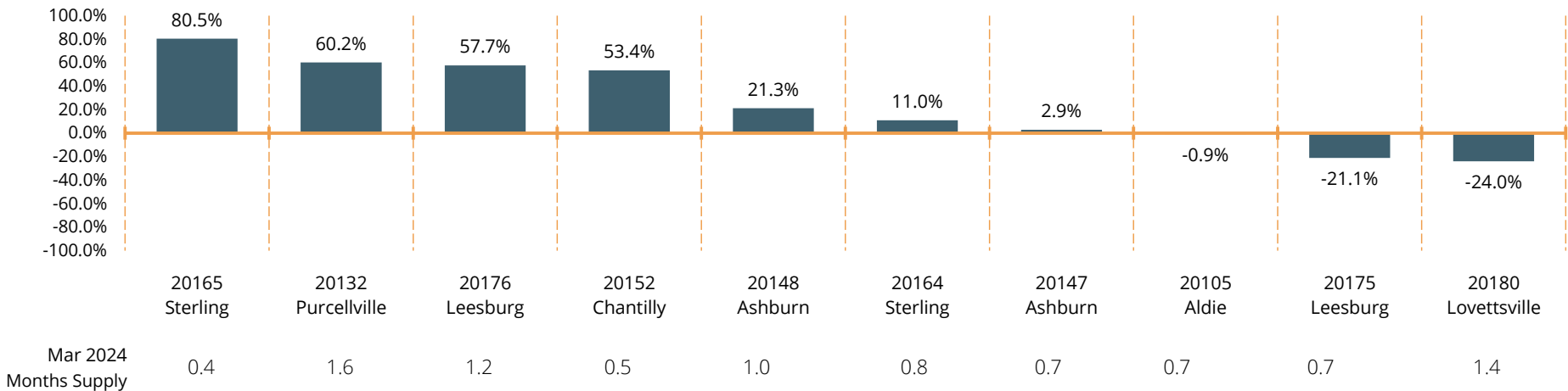
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-24	1.0	43.7%	0.8	56.9%
Mar-24	1.0	10.8%	0.8	41.6%
12-month Avg	1.1	17.0%	0.8	4.5%

Zip Code

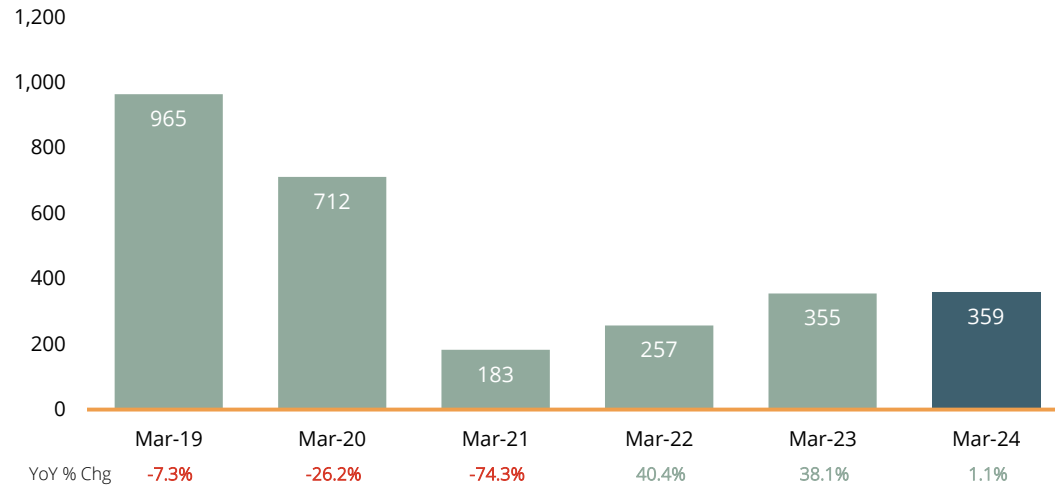
% Change in Months of Supply
Mar-23 to Mar-24



Active Listings



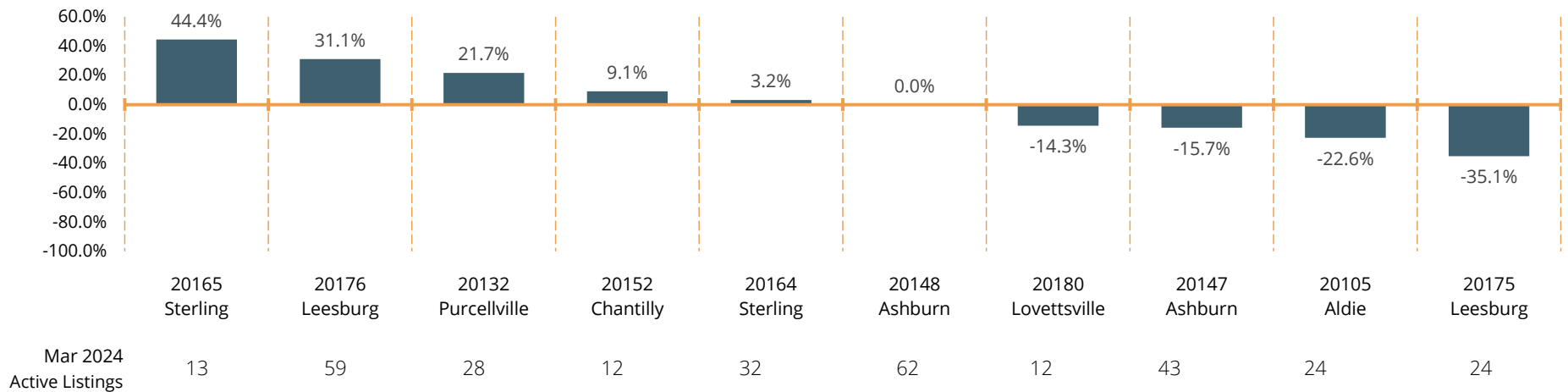
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Feb-24	182	9.6%	174	28.9%
Mar-24	180	-13.0%	179	20.9%
12-month Avg	218	-16.9%	177	-25.3%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Loudoun County	627	554	-11.6%	376	369	-1.9%	\$720,000	\$745,000	3.5%	355	359	1.1%	0.7	0.9	23.2%
20105	51	35	-31.4%	43	29	-32.6%	\$945,000	\$1,115,000	18.0%	31	24	-22.6%	0.7	0.7	-0.9%
20132	32	27	-15.6%	13	18	38.5%	\$770,000	\$895,000	16.2%	23	28	21.7%	1.0	1.6	60.2%
20147	99	93	-6.1%	51	51	0.0%	\$675,000	\$705,000	4.4%	51	43	-15.7%	0.7	0.7	2.9%
20148	109	115	5.5%	49	59	20.4%	\$819,900	\$748,490	-8.7%	62	62	0.0%	0.8	1.0	21.3%
20152	37	46	24.3%	22	19	-13.6%	\$716,000	\$673,000	-6.0%	11	12	9.1%	0.3	0.5	53.4%
20164	45	40	-11.1%	39	37	-5.1%	\$490,000	\$645,000	31.6%	31	32	3.2%	0.7	0.8	11.0%
20165	47	43	-8.5%	37	30	-18.9%	\$649,000	\$717,500	10.6%	9	13	44.4%	0.2	0.4	80.5%
20175	68	43	-36.8%	46	40	-13.0%	\$789,000	\$735,000	-6.8%	37	24	-35.1%	0.9	0.7	-21.1%
20176	74	60	-18.9%	38	49	28.9%	\$785,000	\$875,000	11.5%	45	59	31.1%	0.8	1.2	57.7%
20180	24	8	-66.7%	12	3	-75.0%	\$647,500	\$810,000	25.1%	14	12	-14.3%	1.8	1.4	-24.0%



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.

All inquiries regarding this report may be directed to:

Robin Spensieri

Virginia REALTORS® Vice President of Communications and Media Relations

rspensieri@viriniarealtors.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.