

APRIL
2024

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



DAAR Market Indicators Report



Key Market Trends: April 2024

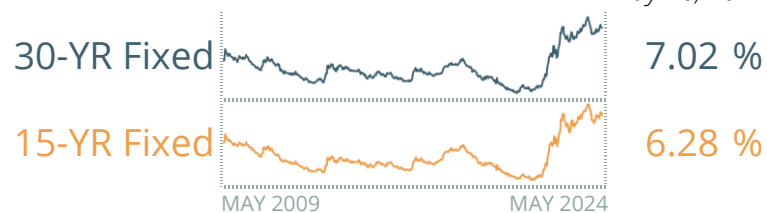
- Sales activity went up in Loudoun County this month.** Sales totaled 454 during the month of April, 5.1% more than a year earlier, an additional 22 sales. The local markets with the most significant increases in sales activity were Leesburg zip code 20176 (+25.5%) and Ashburn zip code 20180 (+14.9%). Activity fell in Lovettsville zip code 20180 (-44.4%) and Sterling zip code 20164 (-20.0%).
- The number of pending sales increased in Loudoun County.** In April, there were 513 pending sales in the county, 26 more pending sales than a year ago, growing by 5.3%. Pending sales activity increased in Leesburg zip code 20176 with 22 additional pending sales (+42.3%), followed by Sterling zip code 20165 with 11 more pending sales than the year prior (+32.4%). In Ashburn zip code 20148, pending sales activity fell the most this month with 11 fewer pending sales (-12.9%)
- The housing market in Loudoun County has consistently shown an upward price trend for the past 10 months.** In April, the County had a median price of \$777,825, reflecting an 11.4% increase or \$79,575 from the previous year. Notably, homes sold in Leesburg zip code 20175 (+47.4%), Chantilly zip code 20152 (+35.1%) and Purcellville zip code 20132 (+19.8%) saw prices grow by double digits compared to the same time a year earlier. However, in Aldie zip code 20105, prices decreased by \$75,583, which is an 8.6% reduction in price.
- Listings saw a slight dip in Loudoun County.** At the end of April, there were 376 active listings on the market, 1.3% less than the previous year, which is five fewer listings. The number of listings fell in Leesburg zip code 20175, with 15 fewer listings (-39.5%), followed by Sterling zip code 20164, with nine fewer listings than last year (-25.0%). Purcellville zip code 20132 had six more listings this month compared to a year earlier (+22.2%).



DAAR Market Dashboard

YoY Chg	Apr-24	Indicator
▲ 5.1%	454	Sales
▲ 5.3%	513	Pending Sales
▲ 14.8%	675	New Listings
▲ 11.3%	\$759,250	Median List Price
▲ 11.4%	\$777,825	Median Sales Price
▲ 12.0%	\$290	Median Price Per Square Foot
▲ 17.6%	\$385.3	Sold Dollar Volume (in millions)
▼ -0.4%	101.9%	Average Sold/Ask Price Ratio
▼ -6.4%	16	Average Days on Market
▼ -1.3%	376	Active Listings
▲ 15.3%	1.0	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.

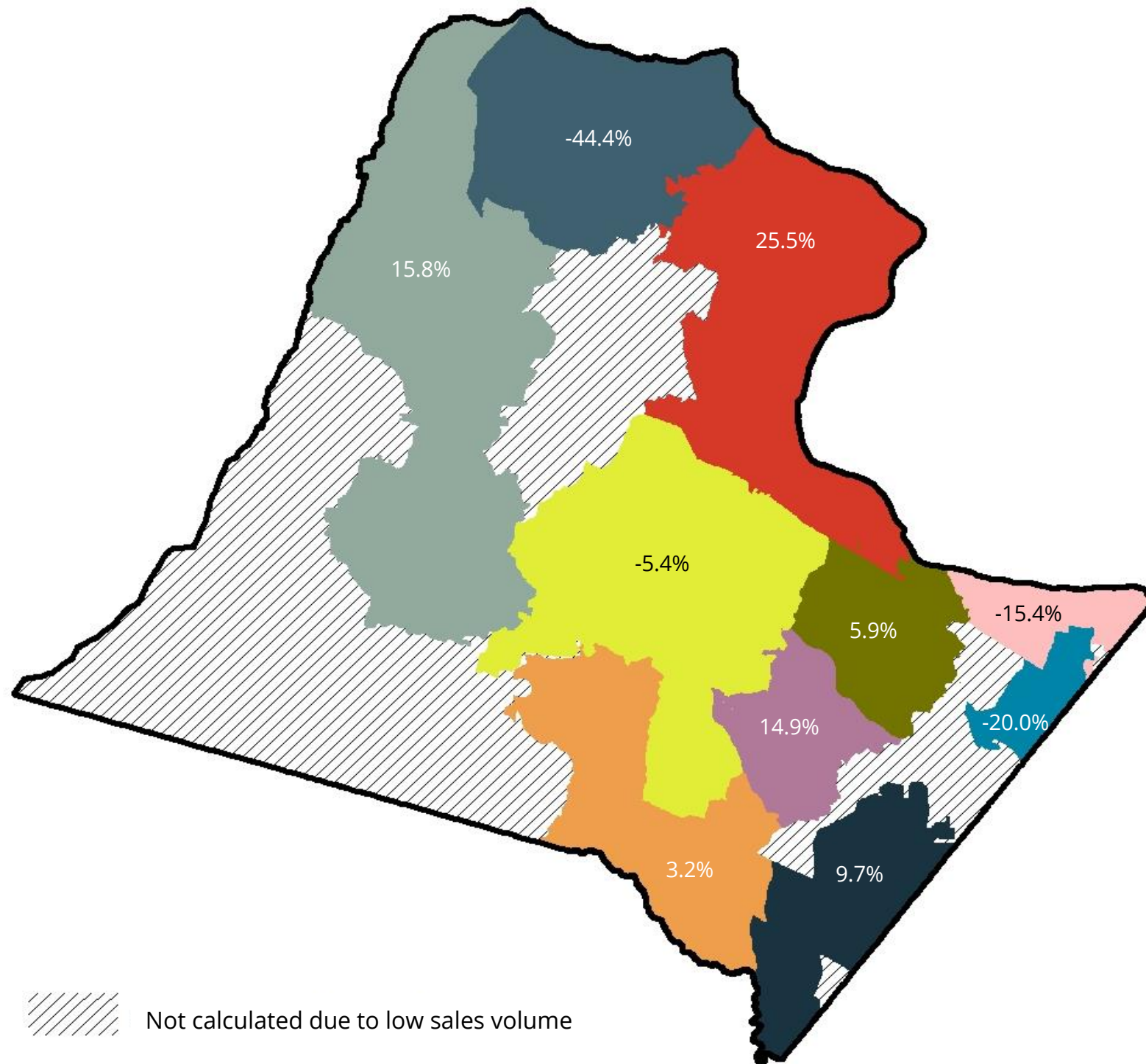
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Apr-23	Apr-24	
20105 Aldie	31	32	3.2%
20132 Purcellville	19	22	15.8%
20147 Ashburn	68	72	5.9%
20148 Ashburn	74	85	14.9%
20152 Chantilly	31	34	9.7%
20164 Sterling	40	32	-20.0%
20165 Sterling	39	33	-15.4%
20175 Leesburg	37	35	-5.4%
20176 Leesburg	51	64	25.5%
20180 Lovettsville	18	10	-44.4%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Apr-23	Apr-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Apr-22	Apr-24						
Sales			432	454	5.1%	853	1,323	55.1%
Pending Sales			487	513	5.3%	1,104	1,591	44.1%
New Listings			588	675	14.8%	1,423	2,011	41.3%
Median List Price			\$682,000	\$759,250	11.3%	\$668,000	\$699,200	4.7%
Median Sales Price			\$698,250	\$777,825	11.4%	\$667,500	\$705,000	5.6%
Median Price Per Square Foot			\$259	\$290	12.0%	\$262	\$289	10.1%
Sold Dollar Volume (in millions)			\$327.5	\$385.3	17.6%	\$648.9	\$1,076.4	65.9%
Average Sold/Ask Price Ratio			102.3%	101.9%	-0.4%	100.2%	101.6%	1.4%
Average Days on Market			17	16	-6.4%	28	21	-25.1%
Active Listings			381	376	-1.3%	n/a	n/a	n/a
Months of Supply			0.8	1.0	15.3%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Apr-23	Apr-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Apr-22	Apr-24						
Sales			204	220	7.8%	396	606	53.0%
Pending Sales			228	263	15.4%	528	756	43.2%
New Listings			294	350	19.0%	731	1,025	40.2%
Median List Price			\$895,000	\$990,000	10.6%	\$899,000	\$949,900	5.7%
Median Sales Price			\$906,884	\$1,014,000	11.8%	\$900,000	\$975,000	8.3%
Median Price Per Square Foot			\$249	\$279	12.2%	\$251	\$270	7.8%
Sold Dollar Volume (in millions)			\$197.8	\$236.7	19.6%	\$394.3	\$638.3	61.9%
Average Sold/Ask Price Ratio			102.8%	101.8%	-1.0%	100.2%	101.1%	0.9%
Average Days on Market			14	14	-3.6%	29	18	-37.9%
Active Listings			227	182	-19.8%	n/a	n/a	n/a
Months of Supply			1.1	1.0	-3.4%	n/a	n/a	n/a

Townhome & Condo Market Overview

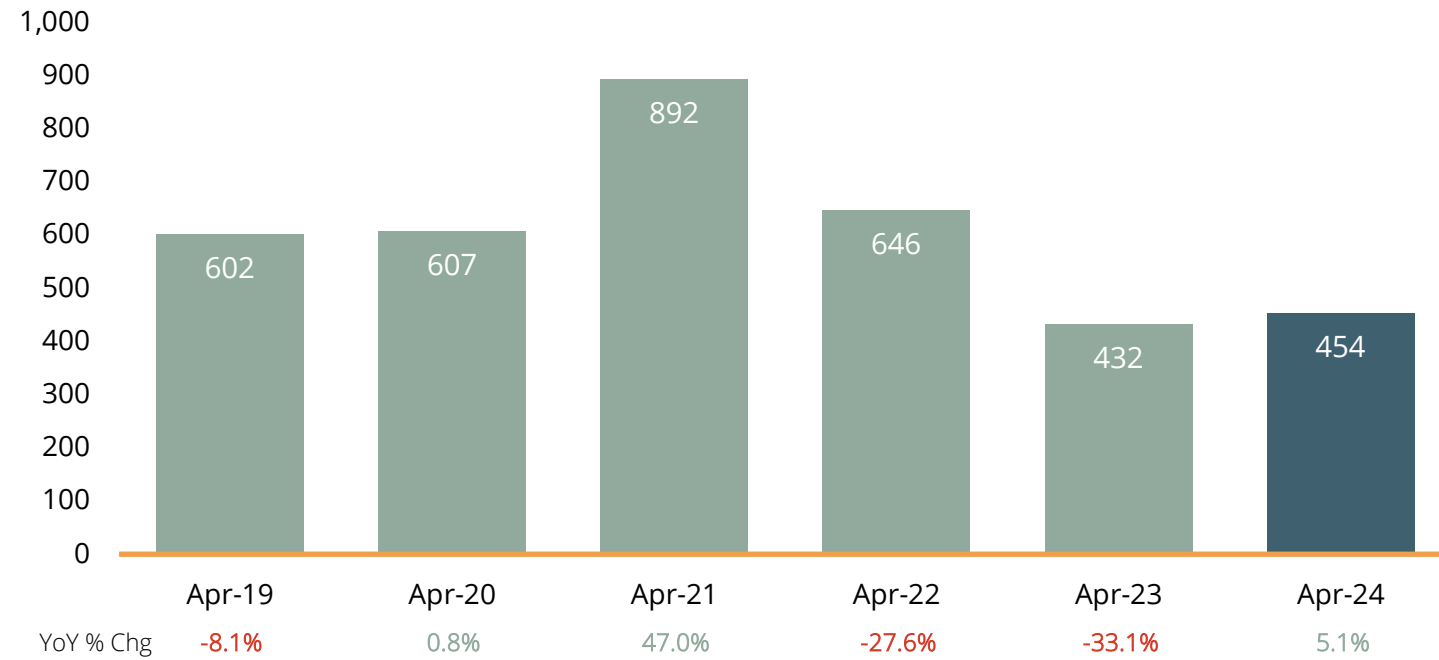


Key Metrics	2-year Trends		Apr-23	Apr-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Apr-22	Apr-24						
Sales			228	234	2.6%	457	717	56.9%
Pending Sales			259	250	-3.5%	576	835	45.0%
New Listings			294	325	10.5%	692	986	42.5%
Median List Price			\$545,000	\$624,995	14.7%	\$532,500	\$599,999	12.7%
Median Sales Price			\$555,000	\$632,774	14.0%	\$535,250	\$615,000	14.9%
Median Price Per Square Foot			\$271	\$299	10.3%	\$268	\$298	11.0%
Sold Dollar Volume (in millions)			\$129.7	\$148.6	14.6%	\$254.6	\$438.1	72.1%
Average Sold/Ask Price Ratio			101.8%	101.9%	0.1%	100.2%	100.7%	0.5%
Average Days on Market			19	18	-7.8%	27	20	-25.6%
Active Listings			154	194	26.0%	n/a	n/a	n/a
Months of Supply			0.6	0.9	43.4%	n/a	n/a	n/a

Sales



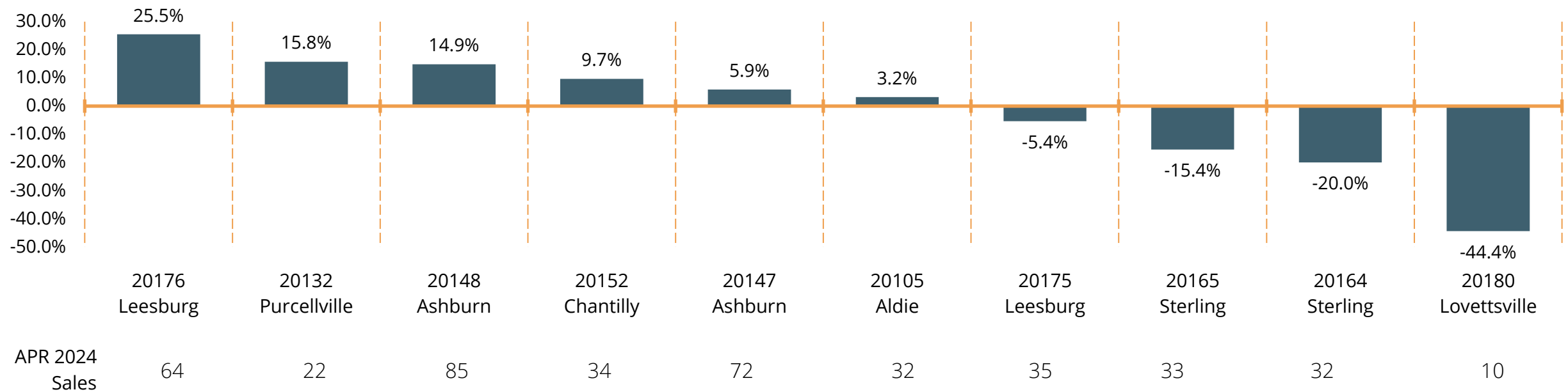
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	220	7.8%	234	2.6%
12-month Avg	175	-16.6%	205	-12.8%

Zip Code

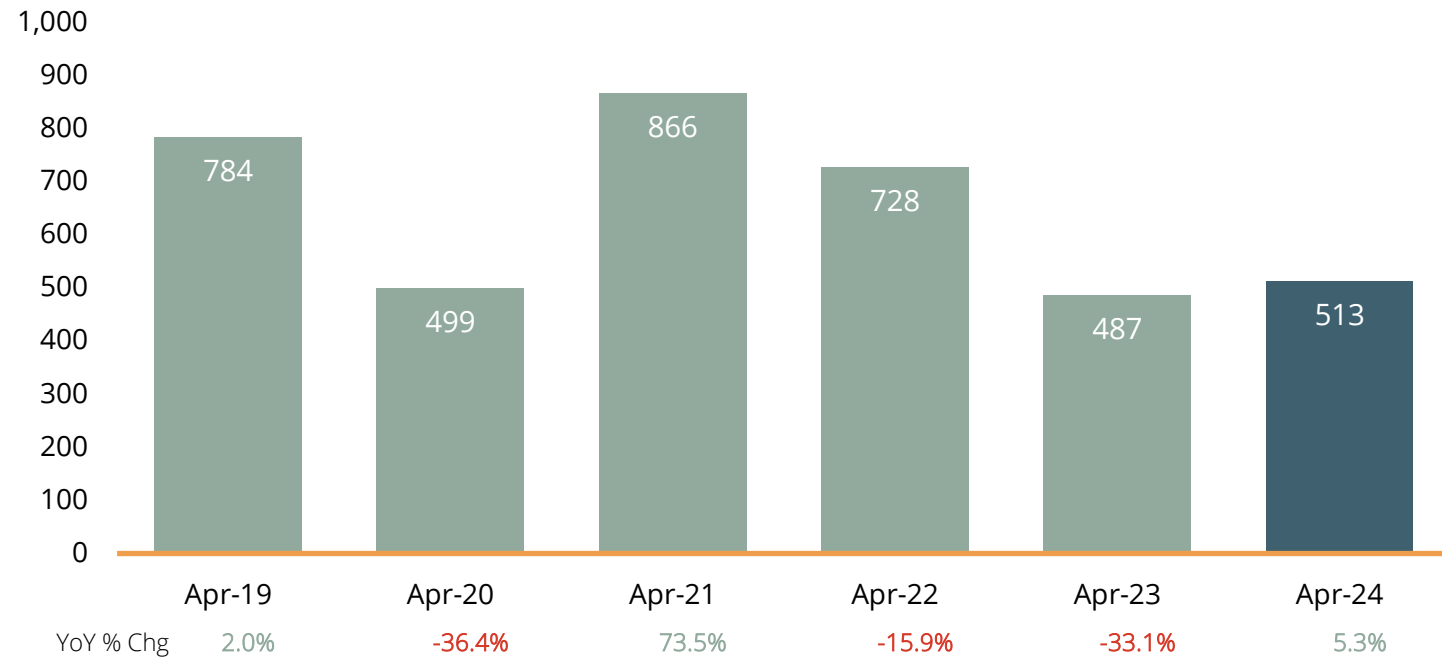
% Change in Sales
Apr-23 to Apr-24



Pending Sales



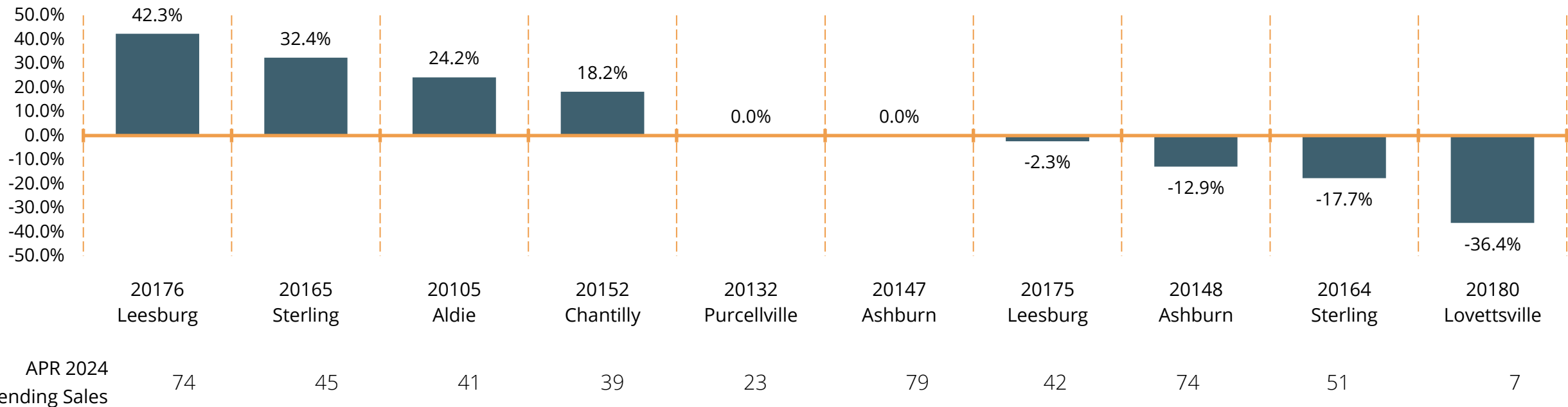
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	263	15.4%	250	-3.5%
12-month Avg	174	-14.2%	208	-7.4%

Zip Code

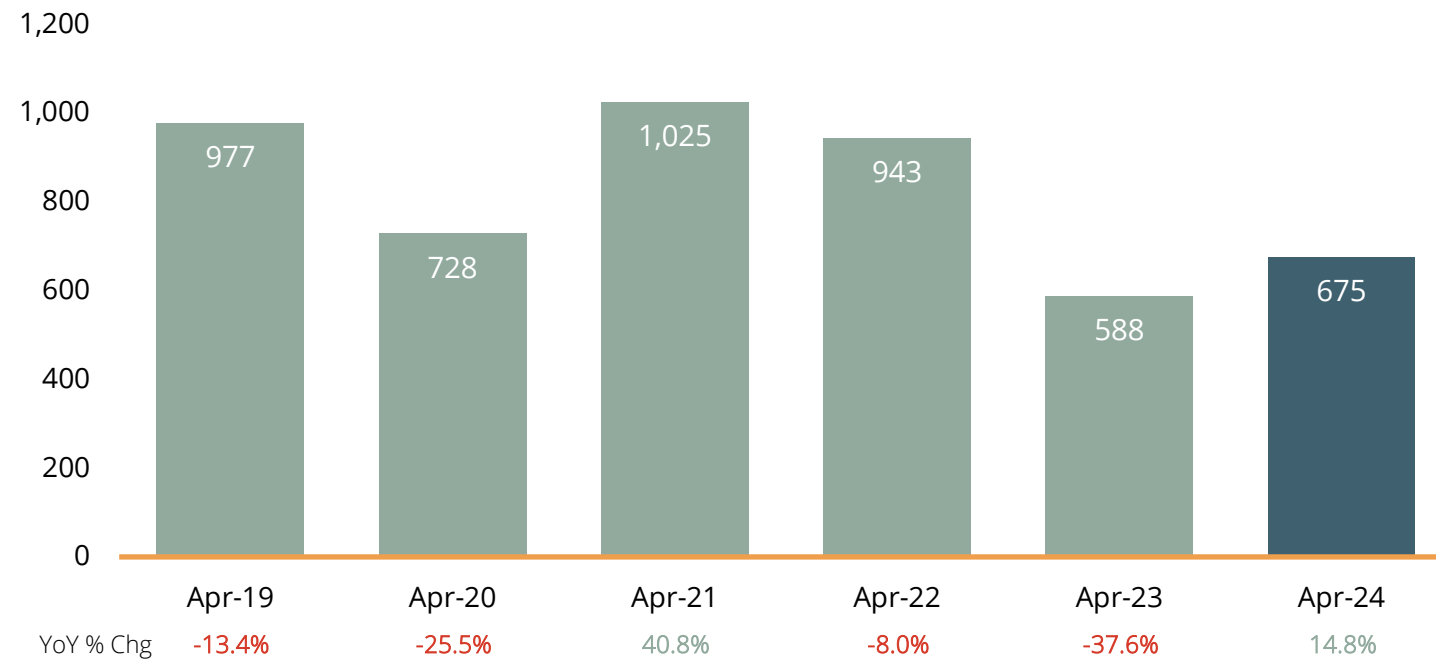
% Change in Pending Sales
Apr-23 to Apr-24



New Listings



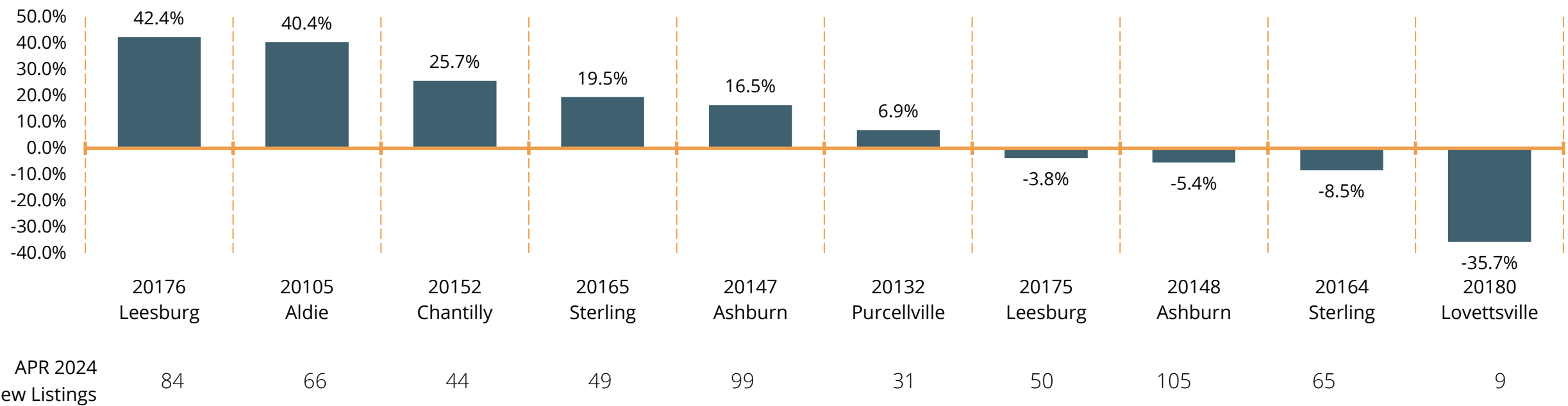
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	350	19.0%	325	10.5%
12-month Avg	236	-18.8%	266	-12.6%

Zip Code

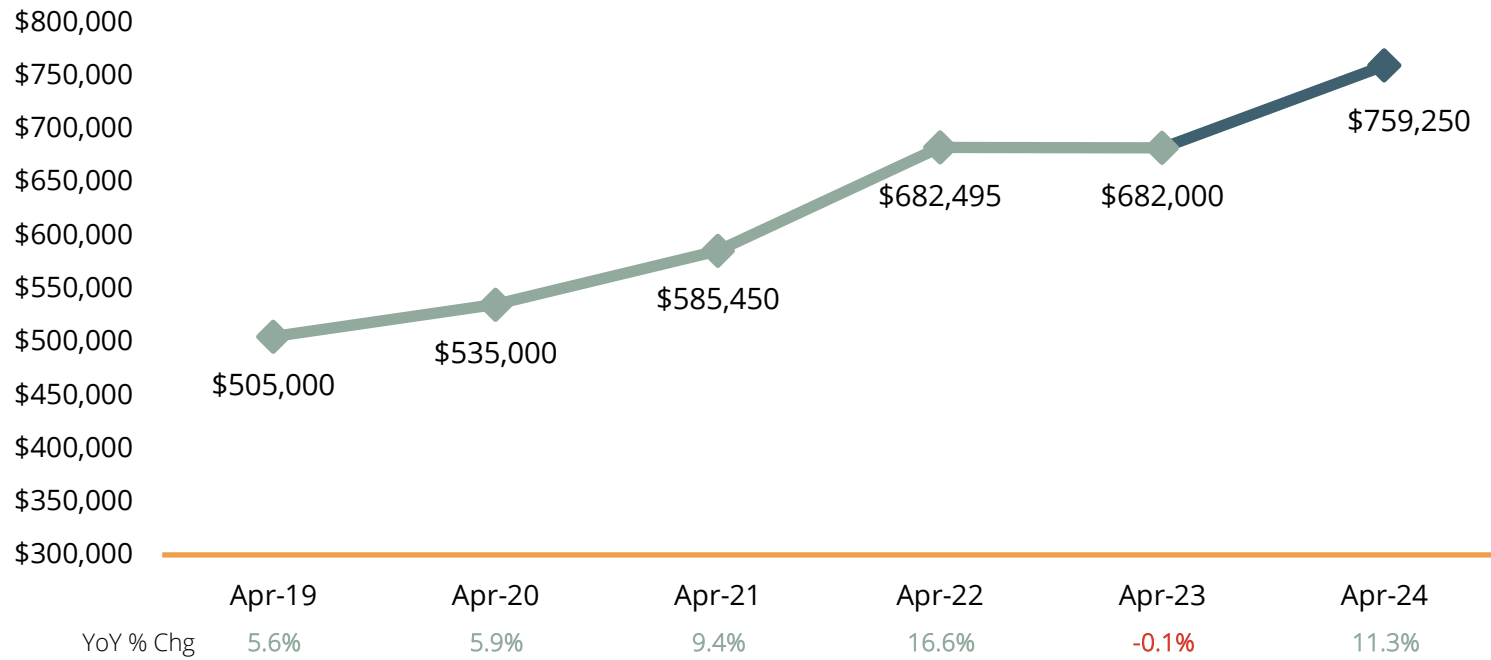
% Change in New Listings
Apr-23 to Apr-24



Median List Price



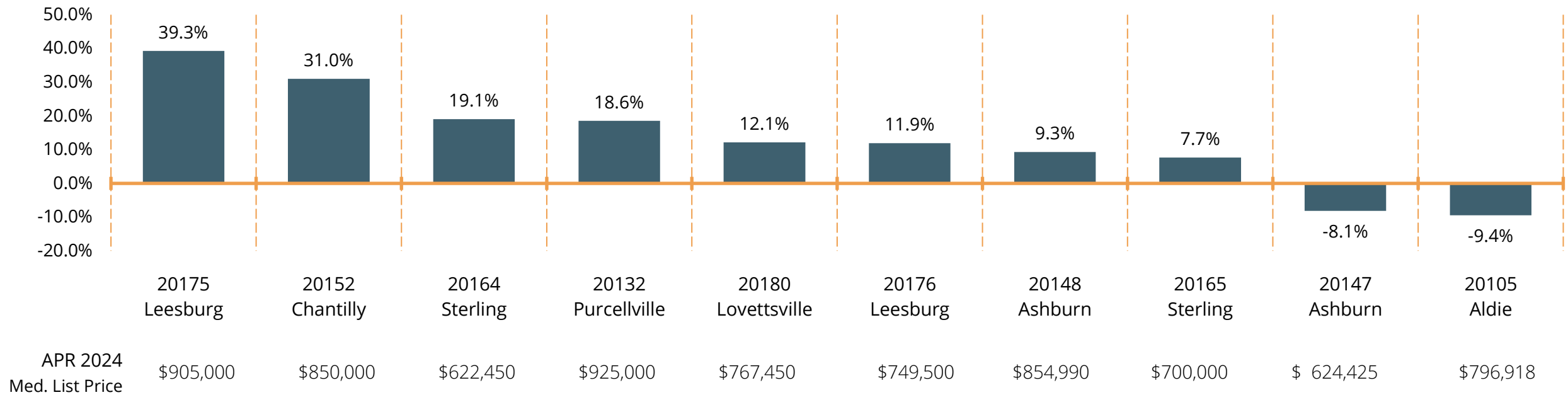
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	\$990,000	10.6%	\$624,995	14.7%
12-month Avg	\$930,972	5.8%	\$580,771	7.2%

Zip Code

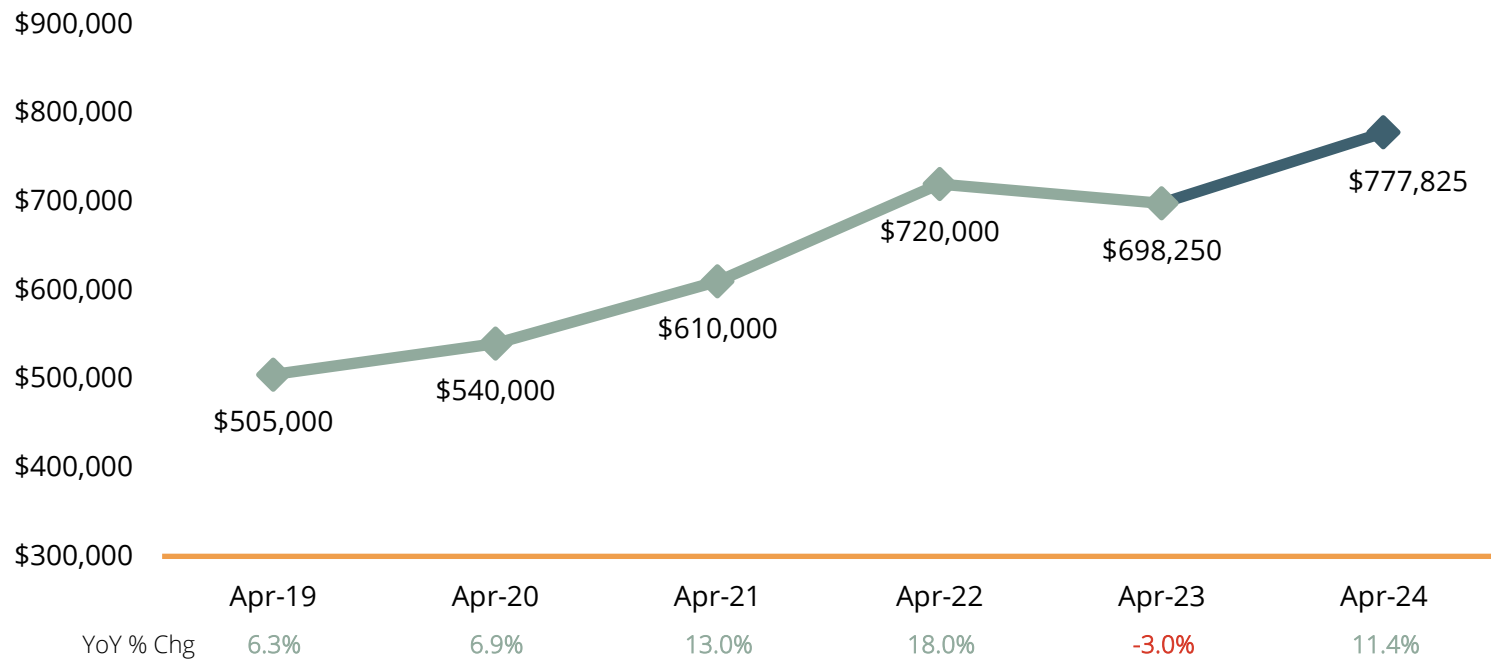
% Change in Median List Price
Apr-23 to Apr-24



Median Sales Price



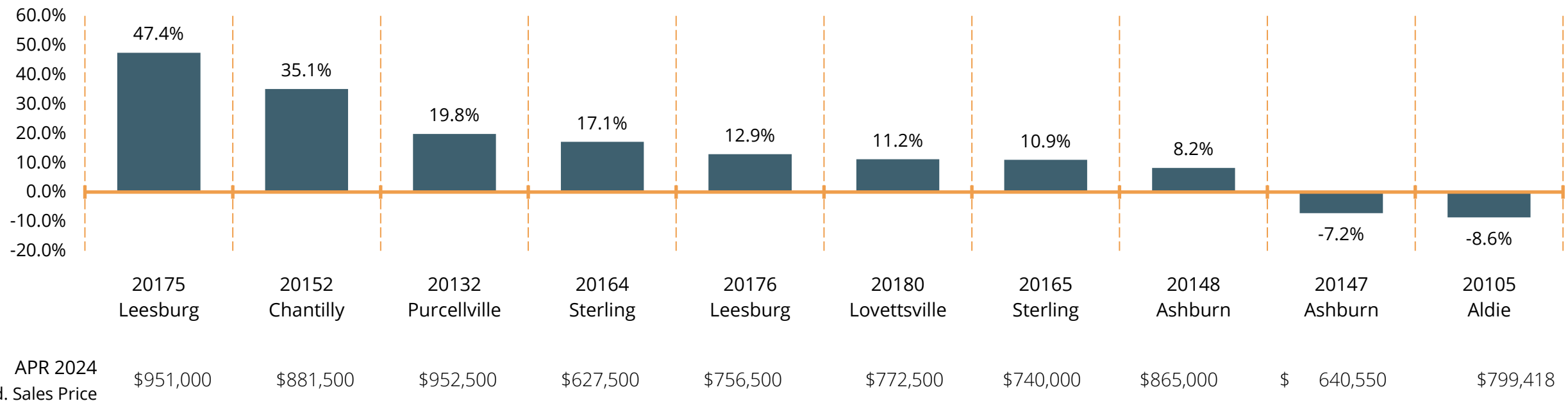
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	\$1,014,000	11.8%	\$632,774	14.0%
12-month Avg	\$941,128	6.7%	\$587,326	8.2%

Zip Code

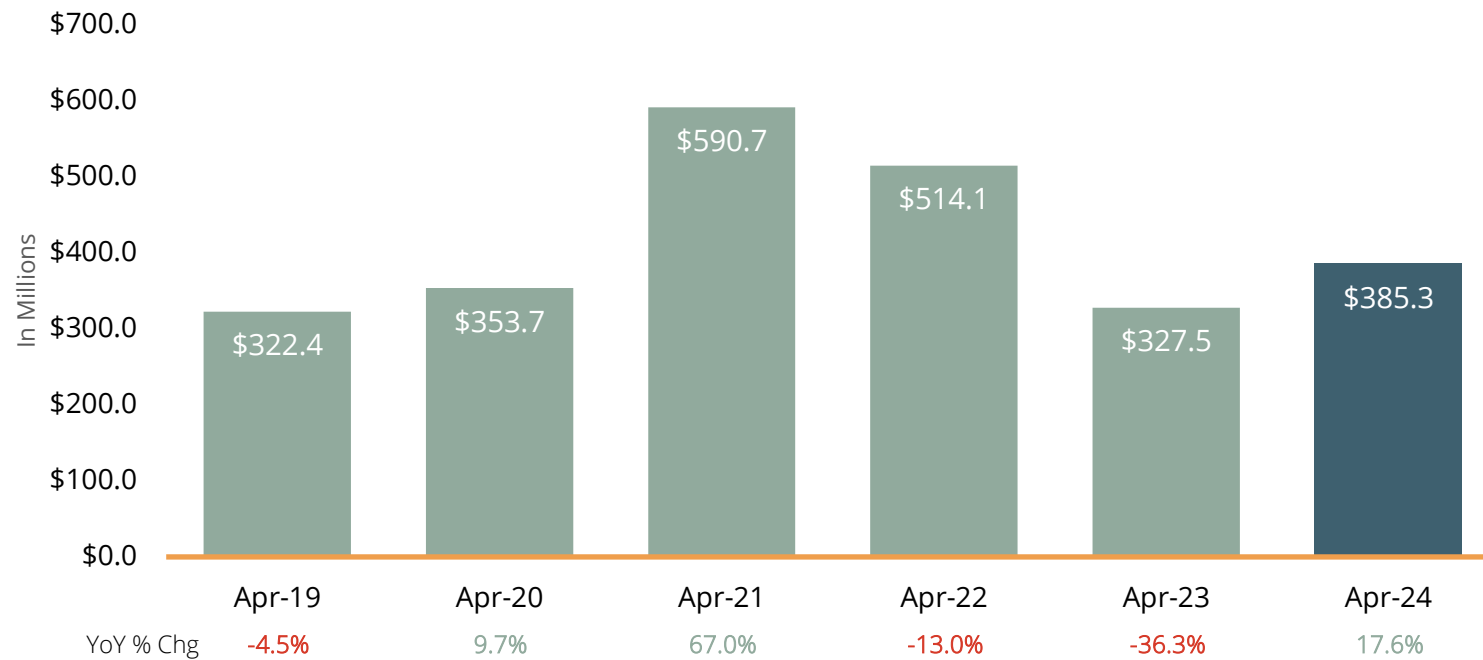
% Change in Median Sales Price
Apr-23 to Apr-24



Sold Dollar Volume (in millions)



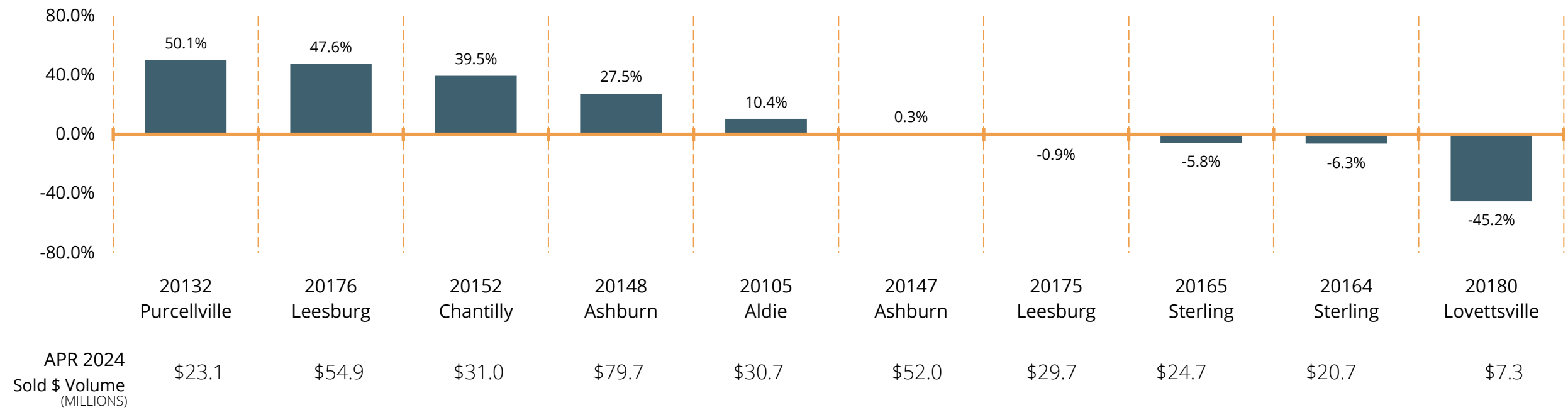
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Apr-24	\$236.7	19.6%	\$148.6	14.6%
12-month Avg	\$179.9	-11.2%	\$121.7	-8.1%

Zip Code

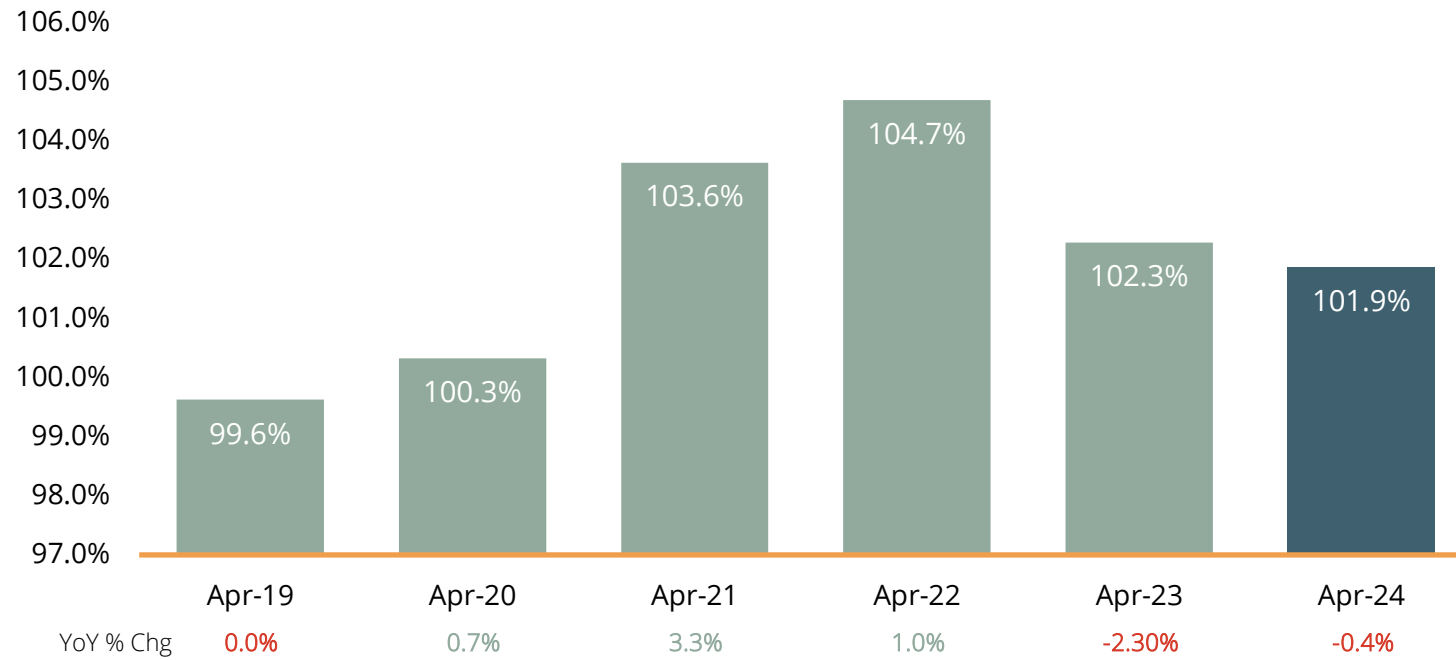
% Change in Sold Dollar Volume
Apr-23 to Apr-24



Average Sold to Ask Price Ratio



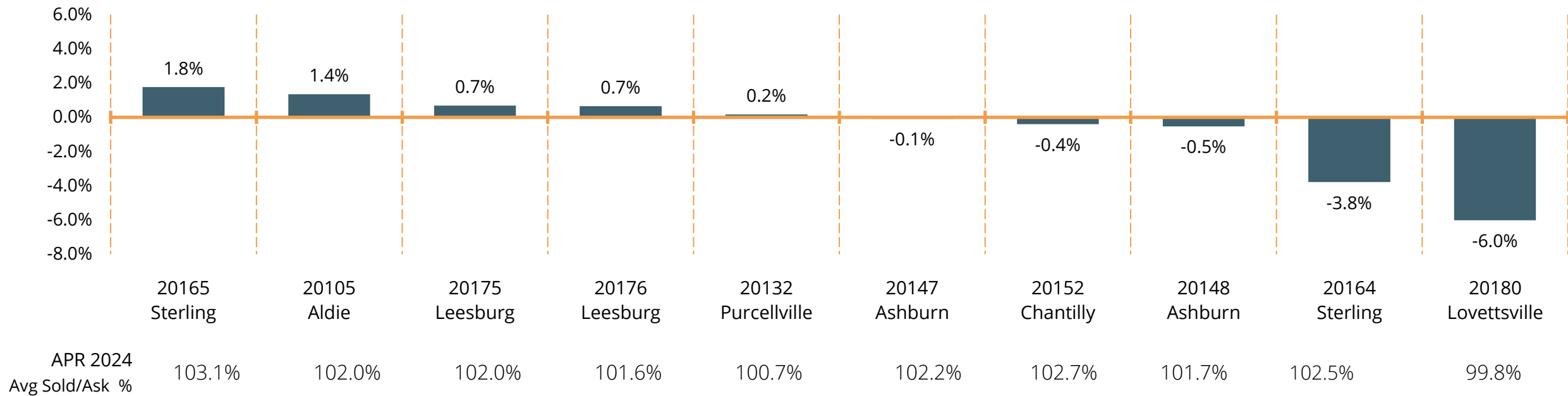
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	101.8%	-1.0%	101.9%	0.1%
12-month Avg	101.1%	0.6%	101.1%	0.7%

Zip Code

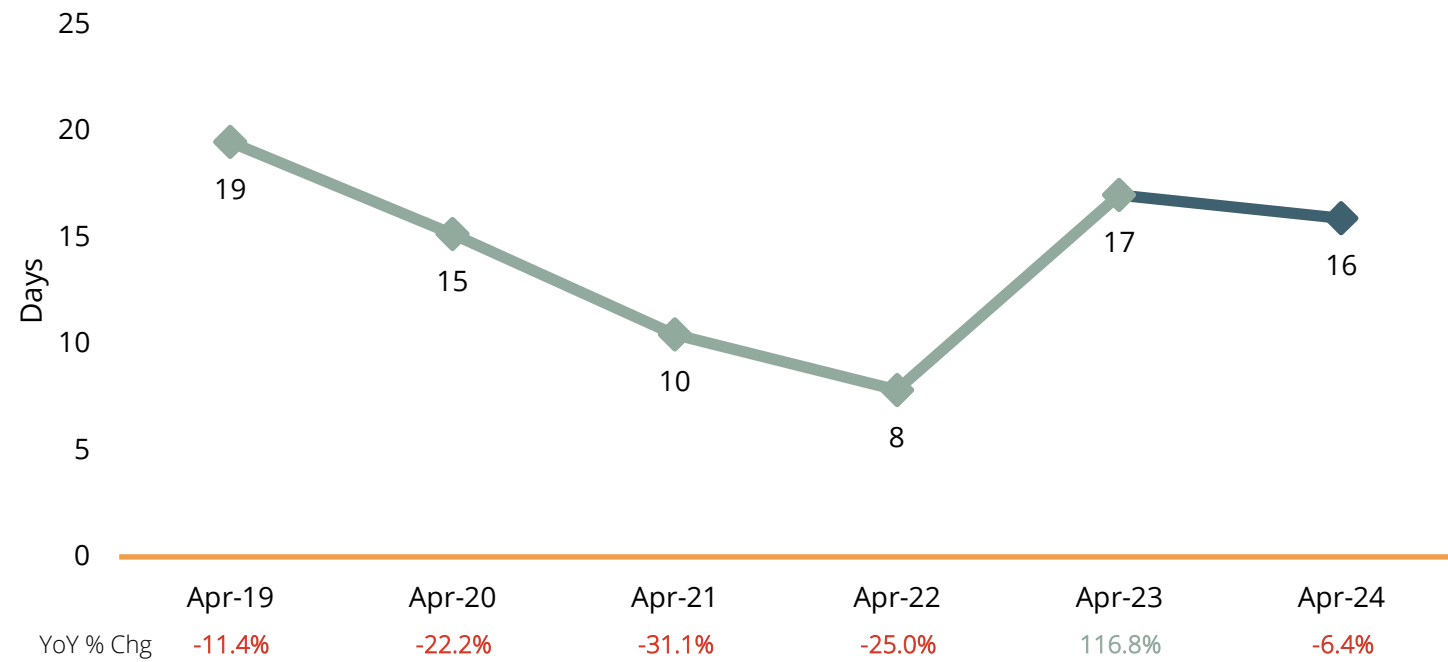
% Change in Average Sold to Ask Price Ratio
Apr-23 to Apr-24



Average Days on Market



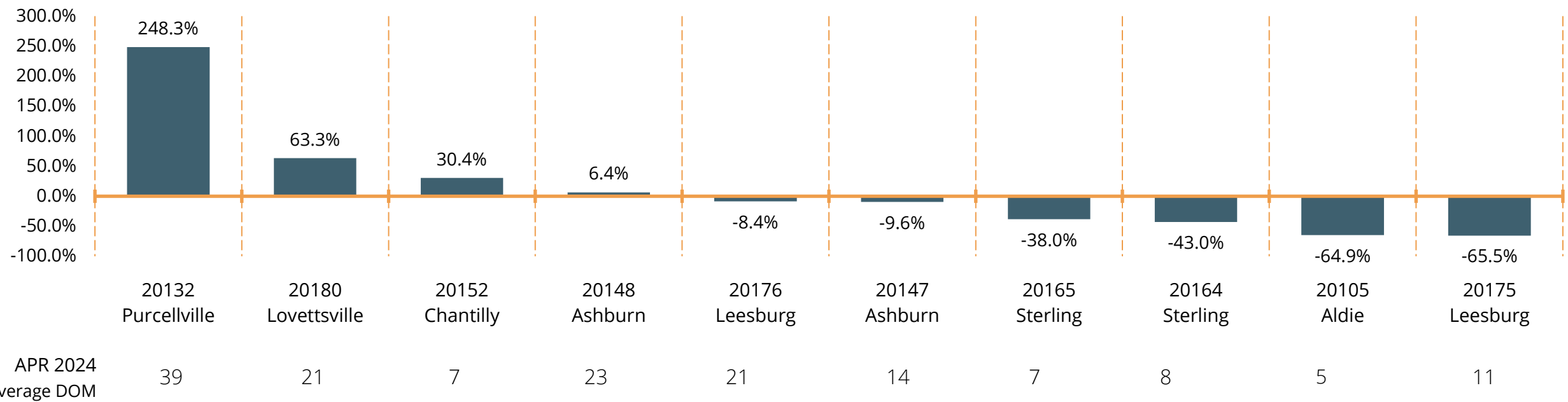
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	14	-3.6%	18	-7.8%
12-month Avg	19	-15.6%	16	-23.6%

Zip Code

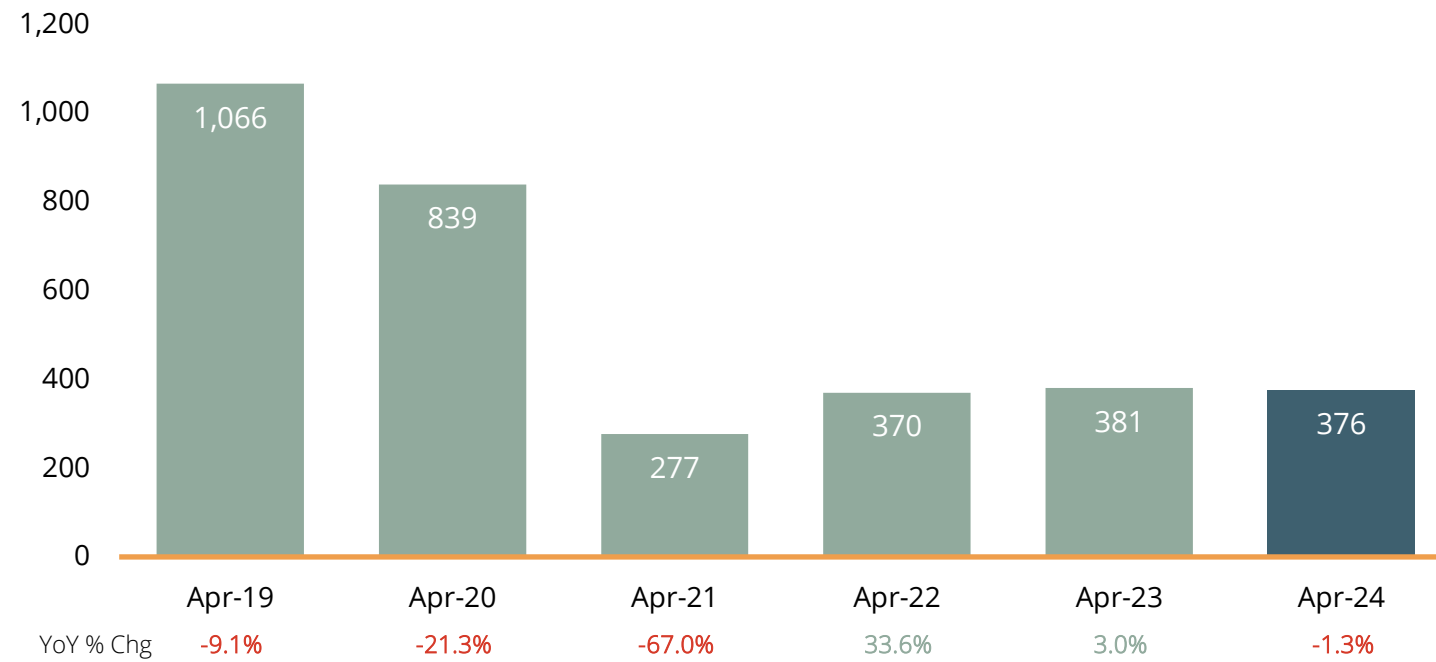
% Change in Average Days on Market
Apr-23 to Apr-24



Active Listings



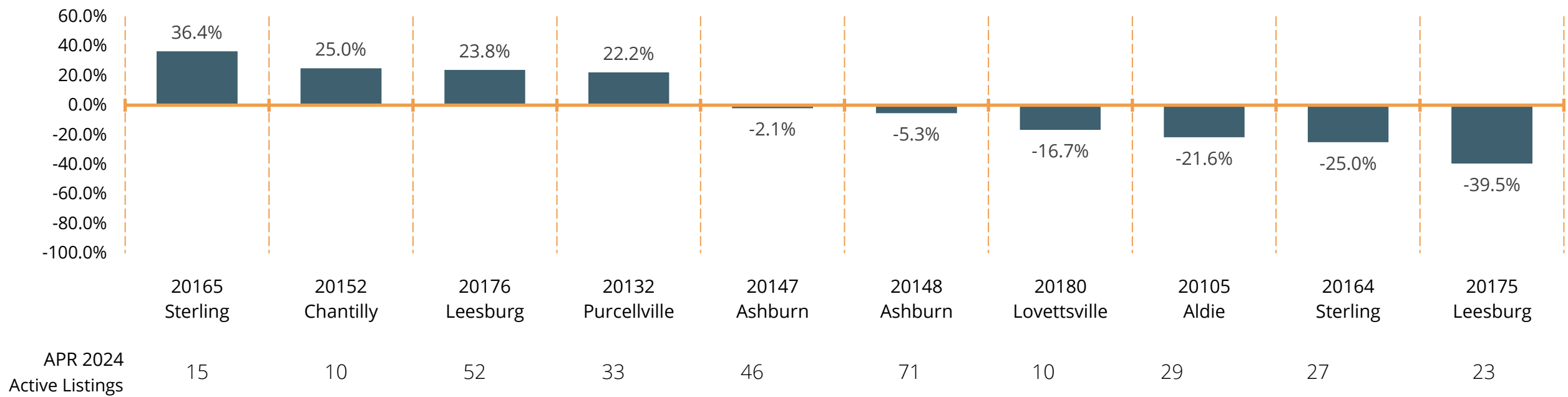
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	182	-19.8%	194	26.0%
12-month Avg	214	-18.9%	180	-23.6%

Zip Code

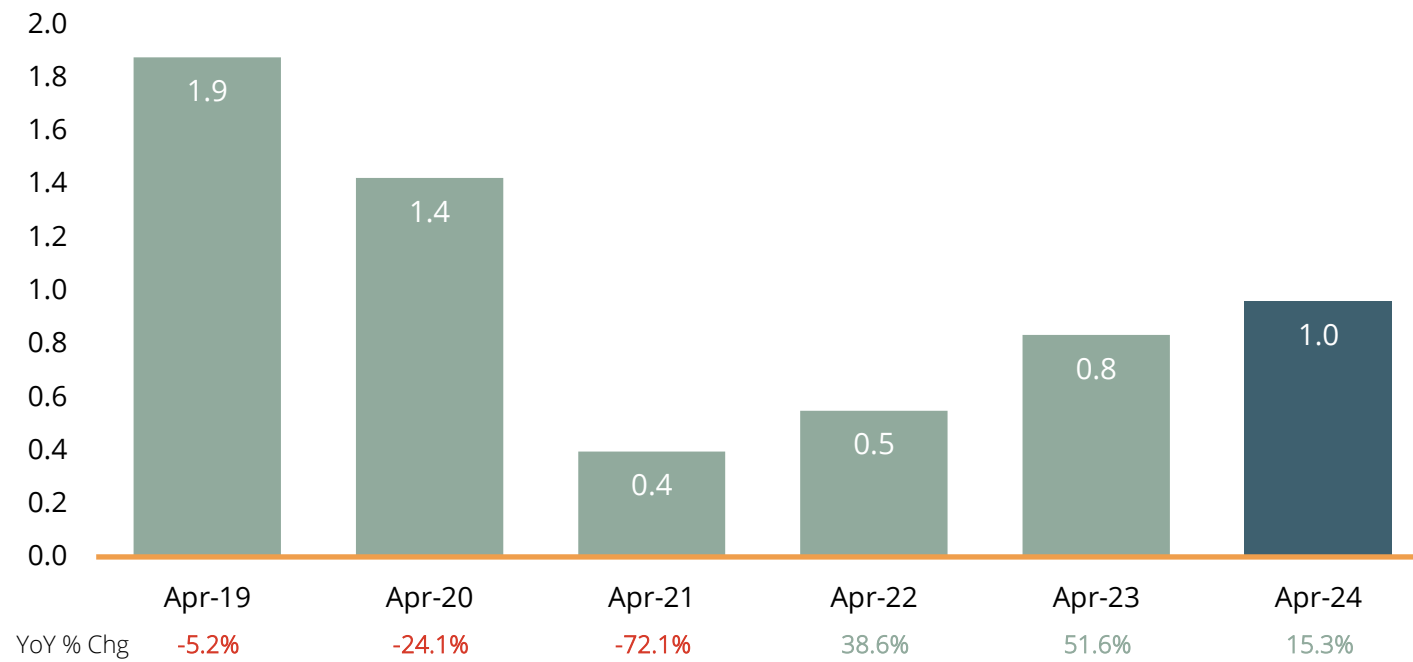
% Change in Active Listings
Apr-23 to Apr-24



Months Supply



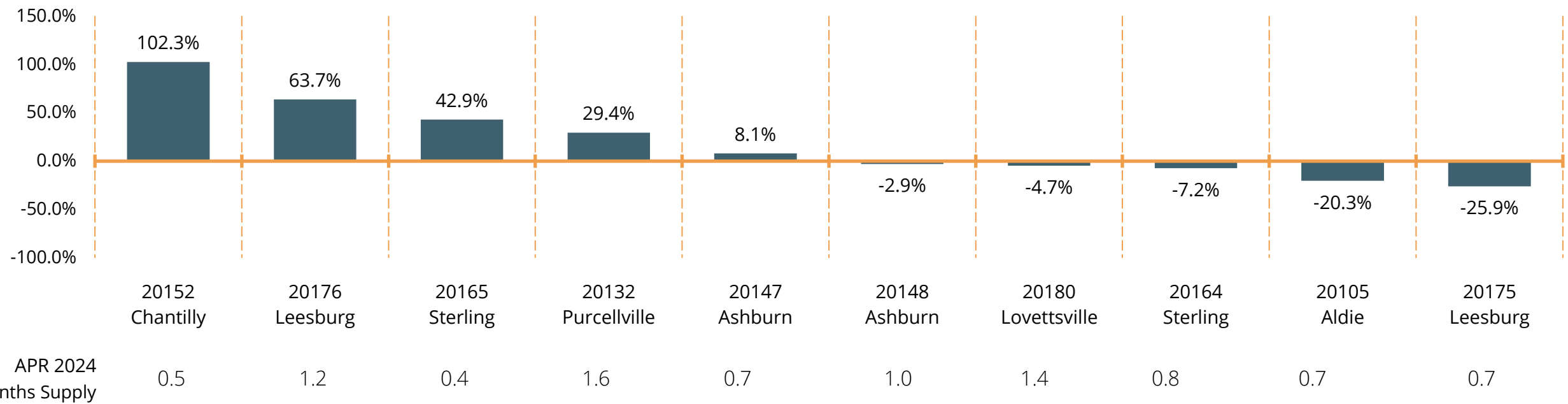
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Apr-24	1.0	-3.4%	0.9	43.4%
12-month Avg	1.1	12.8%	0.8	5.5%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg
Loudoun County	588	675	14.8%	432	454	5.1%	\$698,250	\$777,825	11.4%	381	376	-1.3%	0.8	1.0	15.3%
20105	47	66	40.4%	31	32	3.2%	\$875,000	\$799,418	-8.6%	37	29	-21.6%	0.9	0.7	-20.3%
20132	29	31	6.9%	19	22	15.8%	\$795,000	\$952,500	19.8%	27	33	22.2%	1.3	1.6	29.4%
20147	85	99	16.5%	68	72	5.9%	\$689,995	\$640,550	-7.2%	47	46	-2.1%	0.7	0.7	8.1%
20148	111	105	-5.4%	74	85	14.9%	\$799,500	\$865,000	8.2%	75	71	-5.3%	1.0	1.0	-2.9%
20152	35	44	25.7%	31	34	9.7%	\$652,500	\$881,500	35.1%	8	10	25.0%	0.2	0.5	102.3%
20164	71	65	-8.5%	40	32	-20.0%	\$536,000	\$627,500	17.1%	36	27	-25.0%	0.9	0.8	-7.2%
20165	41	49	19.5%	39	33	-15.4%	\$667,000	\$740,000	10.9%	11	15	36.4%	0.3	0.4	42.9%
20175	52	50	-3.8%	37	35	-5.4%	\$645,000	\$951,000	47.4%	38	23	-39.5%	0.9	0.7	-25.9%
20176	59	84	42.4%	51	64	25.5%	\$670,000	\$756,500	12.9%	42	52	23.8%	0.8	1.2	63.7%
20180	14	9	-35.7%	18	10	-44.4%	\$695,000	\$772,500	11.2%	12	10	-16.7%	1.4	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.

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.