

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: May 2024

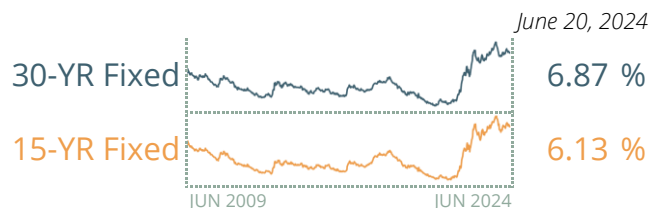
- Loudoun County sales decreased slightly in May compared to last year.** In May, there were 494 home sales in Loudoun County, a 3.1% decline from the year prior, which is 16 fewer sales. Sale numbers dipped in Ashburn zip code 20148 with nine fewer sales (-9.9%) and Leesburg zip code 20176 with eight fewer sales than last May (-13.8%). The number of sales increased compared to last May in Sterling zip code 20165, with 26 additional homes sold this month (+89.7%).
- Pending sales activity in Loudoun County fell short from last May.** There were 512 pending sales in May in Loudoun County, six fewer pending sales than last year, dropping by 1.2%. The two markets where pending sales decreased the most were Sterling zip code 20165, with 17 fewer pending sales (-37.0%), and Aldie zip code 20105, with 16 fewer pending sales than a year ago (-34.0%). However, Leesburg zip code 20176 (+44.7%) and Ashburn zip code 20147 (+16.3%) experienced a significant increase in pending sales activity compared to this time last year.
- In Loudoun County, the median home price continues to trend upwards from a year ago.** In May, the sales price reached \$748,250 in Loudoun County, 5.4% higher than last year, a \$38,250 price gain. In Lovettsville zip code 20180, the sales price in May increased by \$377,500 from a year ago (+49.2%), while Sterling zip code 20164 saw a \$87,500 jump in home prices (+16.6%). There was a \$64,500 reduction in the median sales price in Leesburg zip code 20175 (-8.0%) compared to the year prior.
- Inventory grew as the number of active listings jumped up in May compared to last year.** In Loudoun County, there were 482 listings at the end of May, 135 more than the year before, bringing listing activity up 38.9%. Ashburn zip code 20147 (+107.1%) and Leesburg zip code 20176 (+51.1%) experienced the most significant increase in listings this month. Active listings saw a slight decrease in Lovettsville 20180, with three fewer listings than last year (-27.3%).



DAAR Market Dashboard

YoY Chg	May-24	Indicator
▼ -3.1%	494	Sales
▼ -1.2%	512	Pending Sales
▲ 18.4%	727	New Listings
▲ 5.1%	\$735,543	Median List Price
▲ 5.4%	\$748,250	Median Sales Price
▲ 6.1%	\$286	Median Price Per Square Foot
▲ 2.8%	\$419.0	Sold Dollar Volume (in millions)
▲ 0.6%	102.4%	Average Sold/Ask Price Ratio
▼ -13.1%	11	Average Days on Market
▲ 38.9%	482	Active Listings
▲ 57.0%	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.

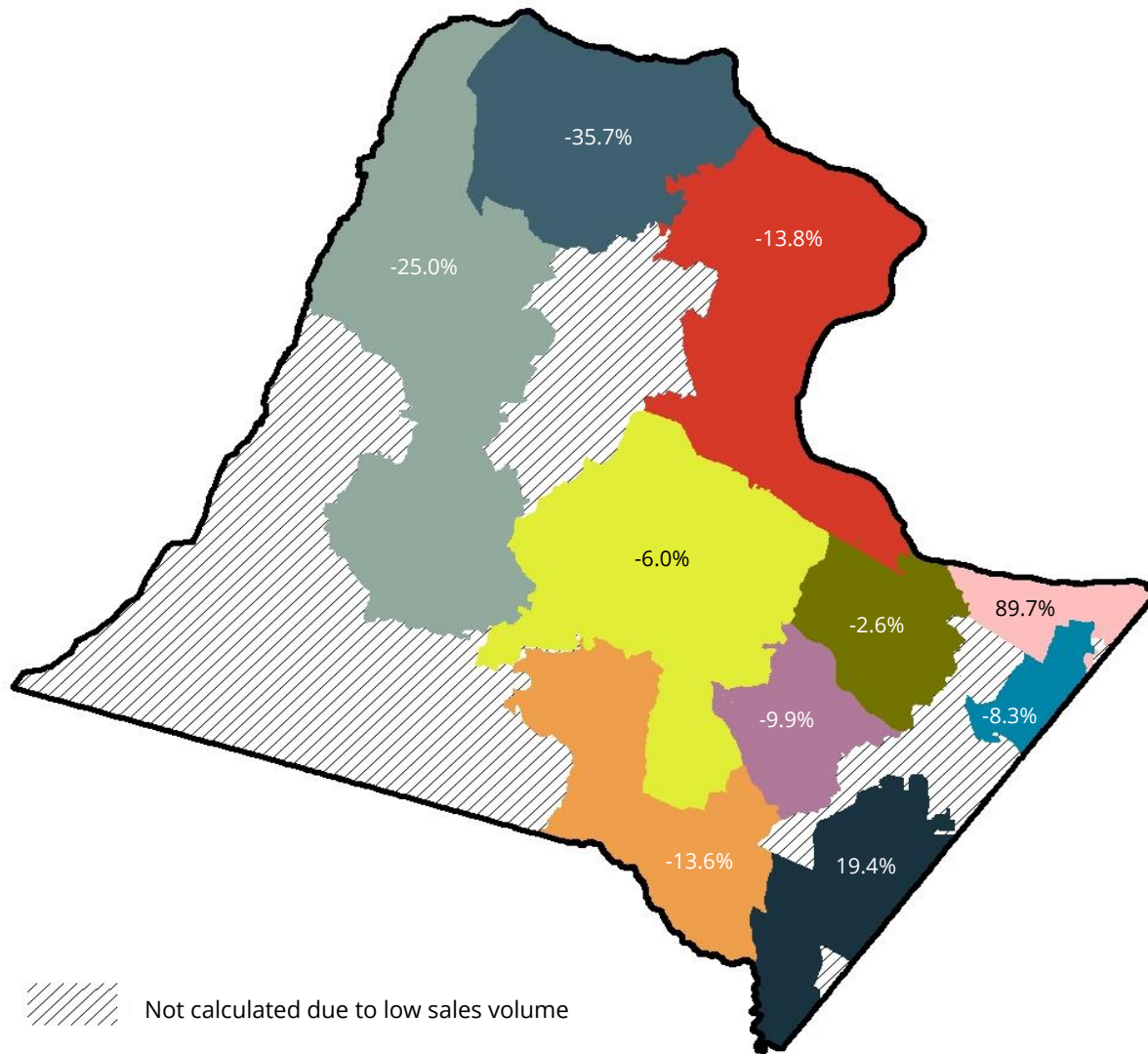
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		% Chg
	May-23	May-24	
20105 Aldie	44	38	-13.6%
20132 Purcellville	28	21	-25.0%
20147 Ashburn	76	74	-2.6%
20148 Ashburn	91	82	-9.9%
20152 Chantilly	31	37	19.4%
20164 Sterling	48	44	-8.3%
20165 Sterling	29	55	89.7%
20175 Leesburg	50	47	-6.0%
20176 Leesburg	58	50	-13.8%
20180 Lovettsville	14	9	-35.7%

Total Market Overview



Key Metrics	2-year Trends		May-23	May-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	May-22	May-24						
Sales			510	494	-3.1%	1,285	1,817	41.4%
Pending Sales			518	512	-1.2%	1,104	1,591	44.1%
New Listings			614	727	18.4%	2,625	2,794	6.4%
Median List Price			\$699,914	\$735,543	5.1%	\$668,000	\$699,200	4.7%
Median Sales Price			\$710,000	\$748,250	5.4%	\$690,500	\$705,000	2.1%
Median Price Per Square Foot			\$270	\$286	6.1%	\$262	\$289	10.1%
Sold Dollar Volume (in millions)			\$407.4	\$419.0	2.8%	\$648.9	\$1,495.4	130.4%
Average Sold/Ask Price Ratio			101.8%	102.4%	0.6%	100.2%	101.6%	1.4%
Average Days on Market			13	11	-13.1%	28	21	-25.1%
Active Listings			347	482	38.9%	n/a	n/a	n/a
Months of Supply			0.8	1.2	57.0%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		May-23	May-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	May-22	May-24						
Sales			261	251	-3.8%	600	857	42.8%
Pending Sales			241	224	-7.1%	528	756	43.2%
New Listings			312	357	14.4%	1,337	1,351	1.0%
Median List Price			\$900,000	\$950,000	5.6%	\$899,000	\$949,950	5.7%
Median Sales Price			\$930,000	\$990,000	6.5%	\$900,000	\$979,642	8.8%
Median Price Per Square Foot			\$259	\$274	5.7%	\$251	\$272	8.5%
Sold Dollar Volume (in millions)			\$260.7	\$272.3	4.5%	\$394.3	\$910.7	131.0%
Average Sold/Ask Price Ratio			101.5%	103.3%	1.8%	100.2%	101.1%	0.9%
Average Days on Market			14	10	-32.4%	29	16	-46.1%
Active Listings			225	258	14.7%	n/a	n/a	n/a
Months of Supply			1.1	1.5	35.8%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



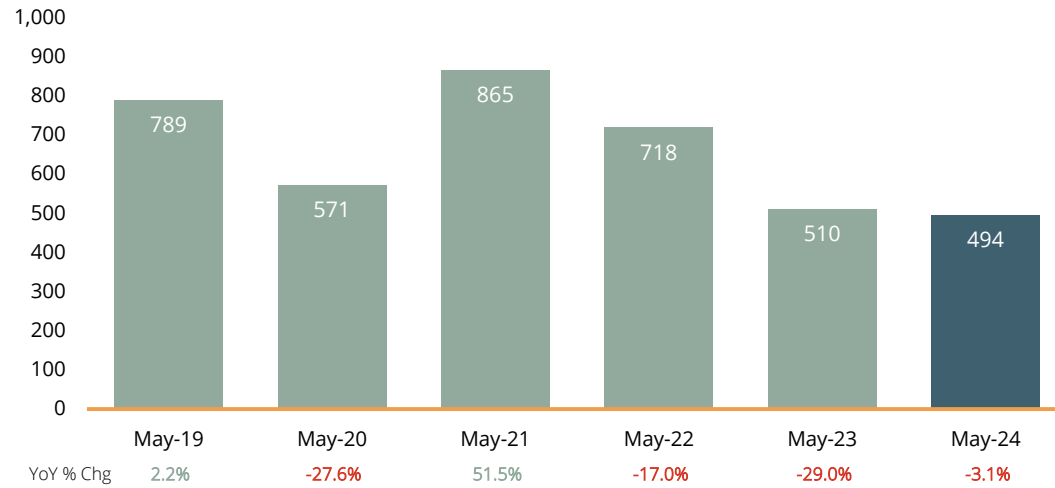
Key Metrics	2-year Trends		May-23	May-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	May-22	May-24						
Sales			249	243	-2.4%	685	960	40.1%
Pending Sales			277	288	4.0%	576	835	45.0%
New Listings			302	370	22.5%	1,288	1,443	12.0%
Median List Price			\$569,000	\$614,900	8.1%	\$532,500	\$601,495	13.0%
Median Sales Price			\$580,000	\$619,399	6.8%	\$548,785	\$616,278	12.3%
Median Price Per Square Foot			\$278	\$294	5.8%	\$268	\$298	11.0%
Sold Dollar Volume (in millions)			\$146.7	\$146.6	-0.1%	\$254.6	\$584.7	129.7%
Average Sold/Ask Price Ratio			102.2%	101.5%	-0.6%	100.2%	100.7%	0.5%
Average Days on Market			11	12	13.6%	27	18	-33.3%
Active Listings			122	224	83.6%	n/a	n/a	n/a
Months of Supply			0.5	1.1	99.1%	n/a	n/a	n/a

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

Sales



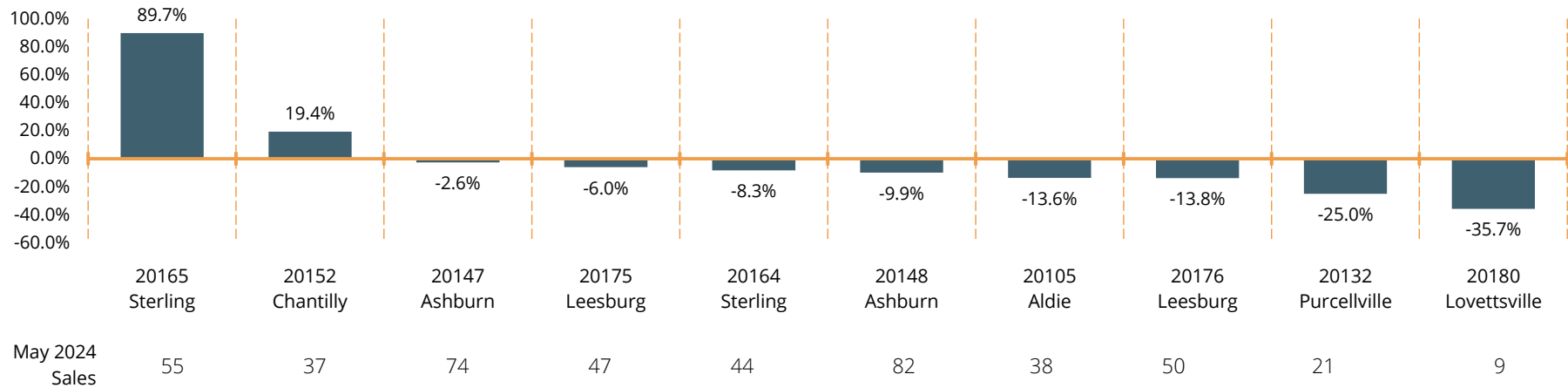
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-24	251	-3.8%	243	-2.4%
12-month Avg	175	-15.0%	205	-8.3%

Zip Code

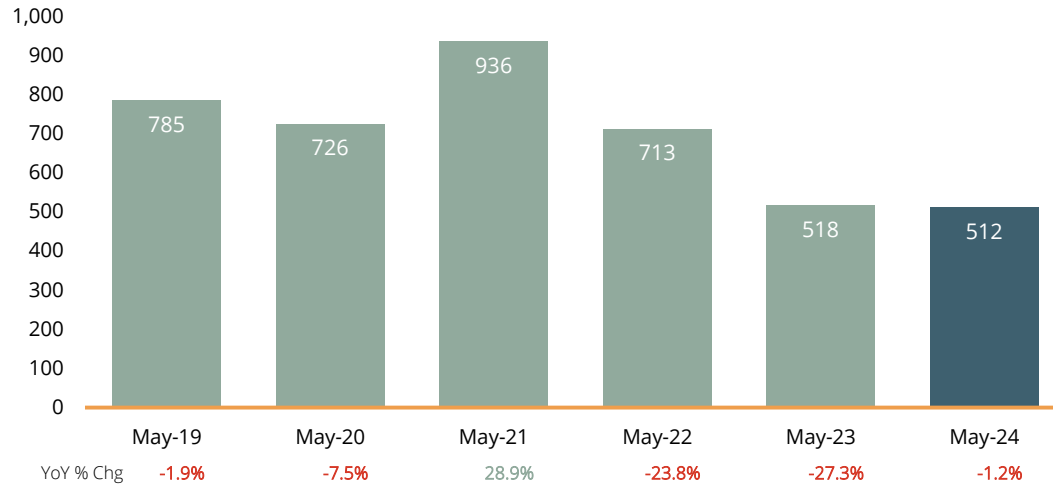
% Change in Sales
May-23 to May-24



Pending Sales



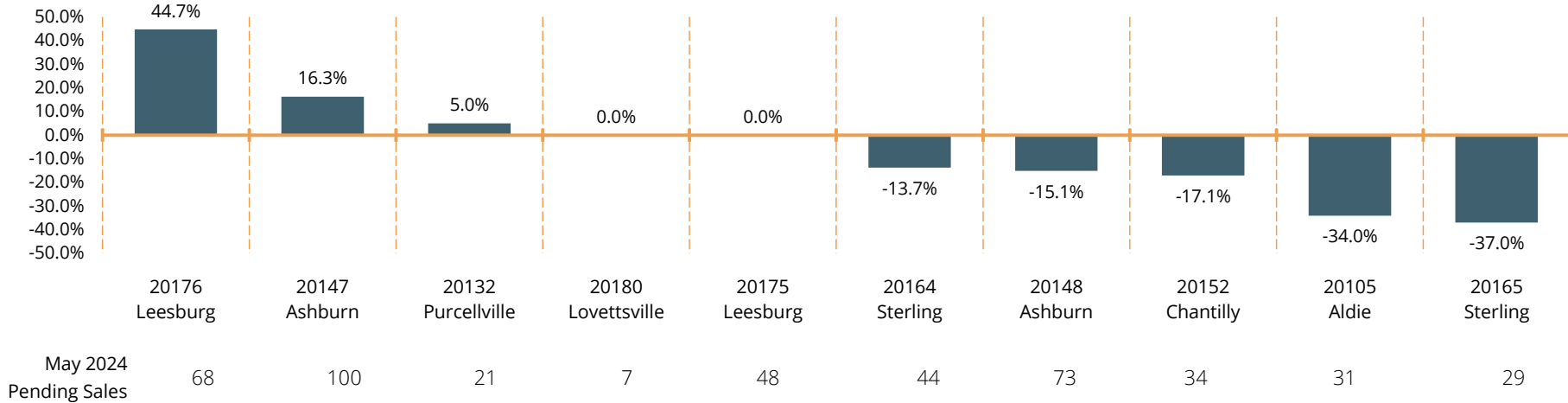
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-24	224	-7.1%	288	4.0%
12-month Avg	173	-9.9%	209	-4.8%

Zip Code

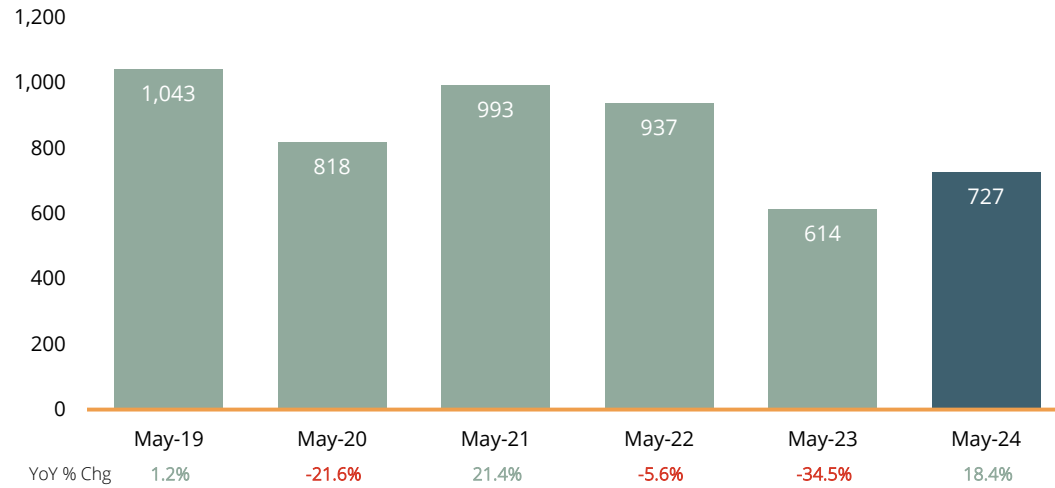
% Change in Pending Sales
May-23 to May-24



New Listings



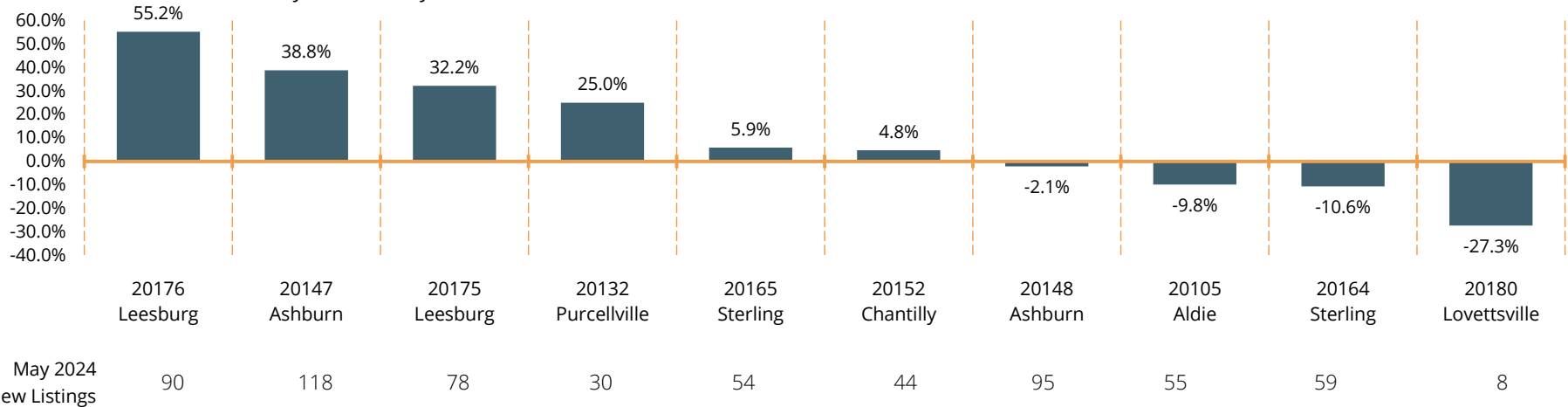
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-24	357	14.4%	370	22.5%
12-month Avg	240	-13.2%	272	-7.0%

Zip Code

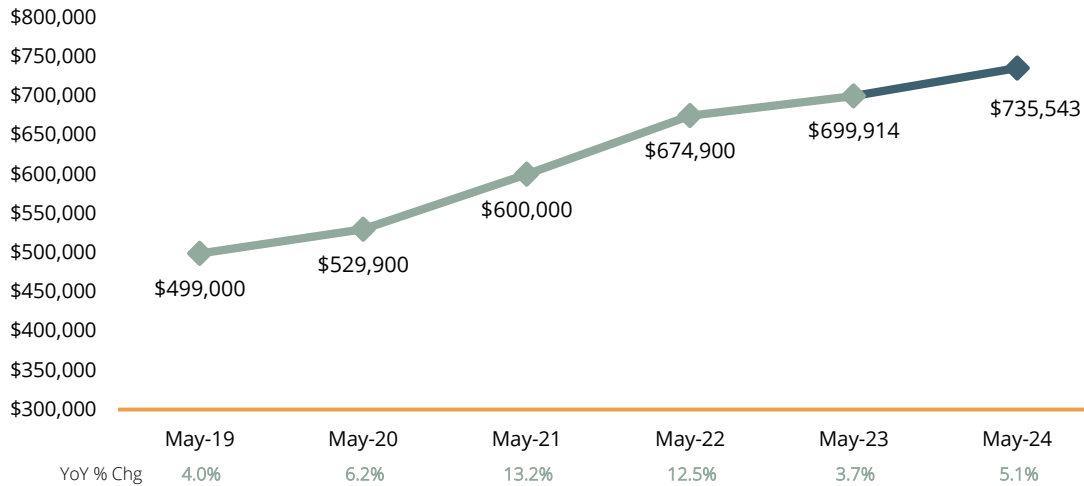
% Change in New Listings
May-23 to May-24



Median List Price



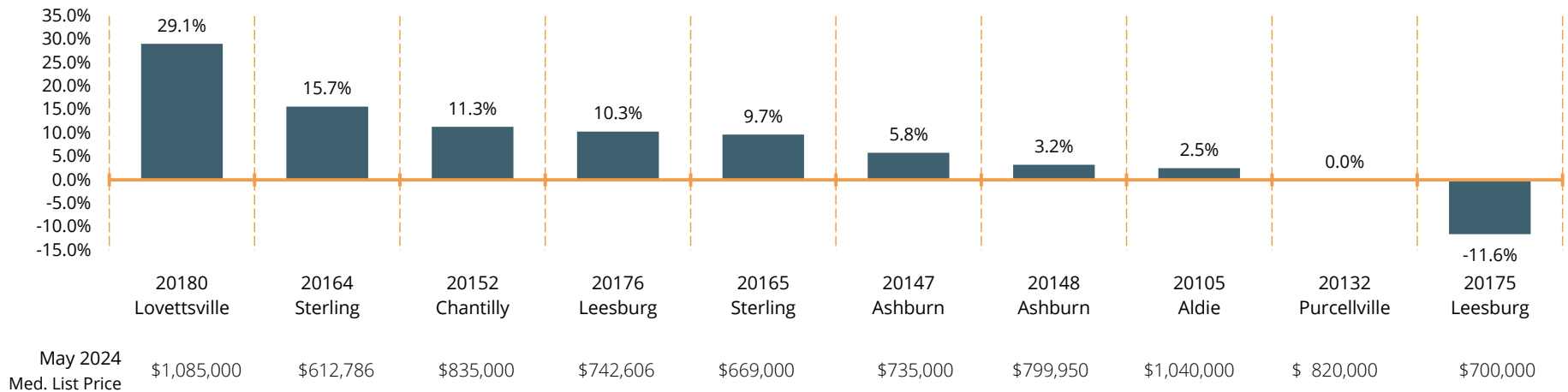
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-24	\$950,000	5.6%	\$614,900	8.1%
12-month Avg	\$935,139	6.3%	\$584,596	7.6%

Zip Code

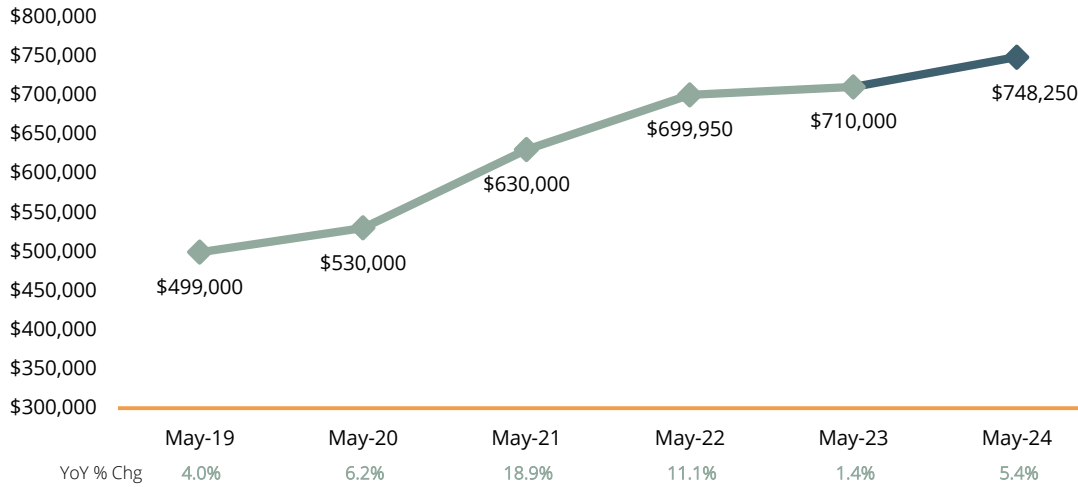
% Change in Median List Price
May-23 to May-24



Median Sales Price



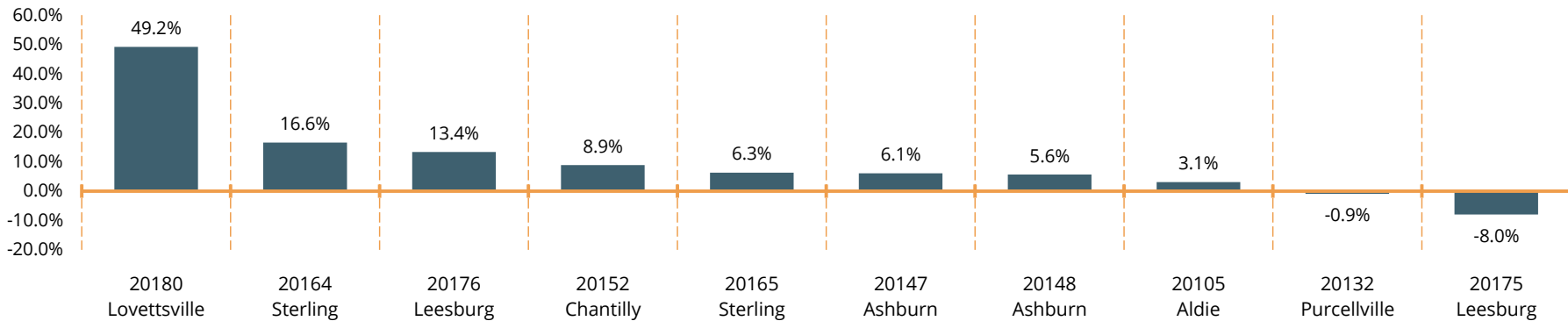
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-24	\$990,000	6.5%	\$619,399	6.8%
12-month Avg	\$946,128	7.5%	\$590,609	8.5%

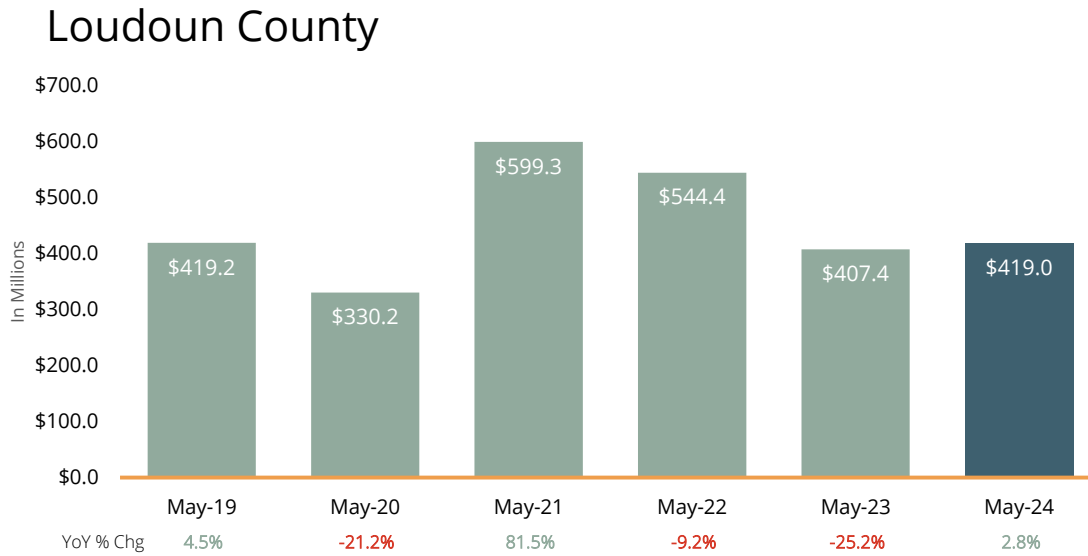
Zip Code

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

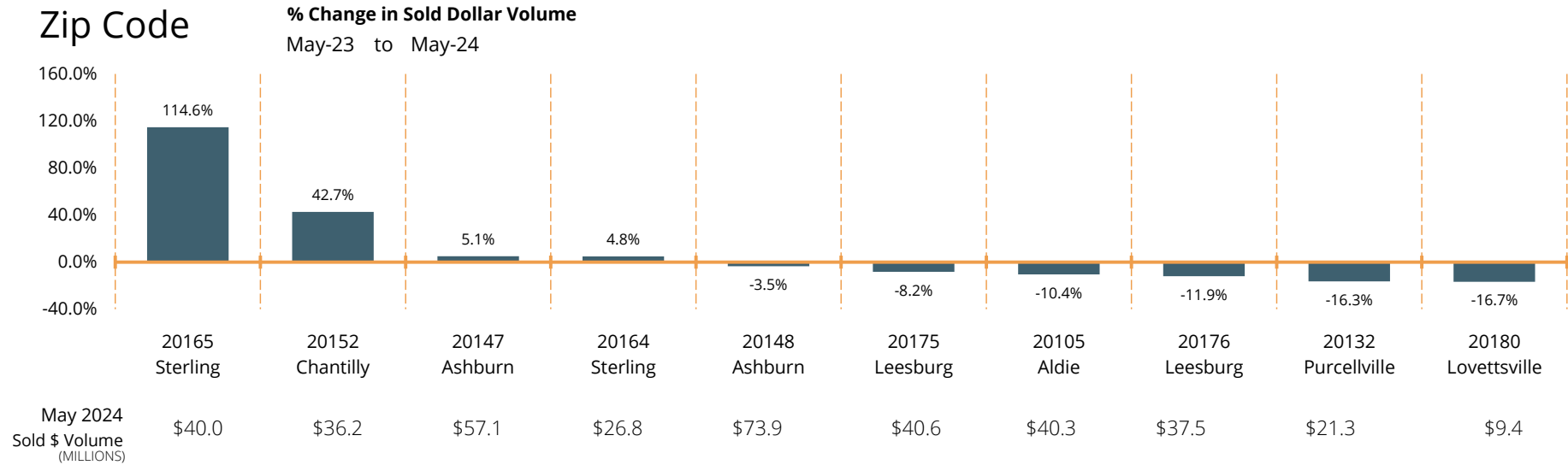


Zip Code	May 2024 Med. Sales Price
20180 Lovettsville	\$1,145,000
20164 Sterling	\$615,000
20176 Leesburg	\$753,750
20152 Chantilly	\$843,000
20165 Sterling	\$675,000
20147 Ashburn	\$742,500
20148 Ashburn	\$818,750
20105 Aldie	\$1,057,500
20132 Purcellville	\$ 825,000
20175 Leesburg	\$745,000

Sold Dollar Volume (in millions)



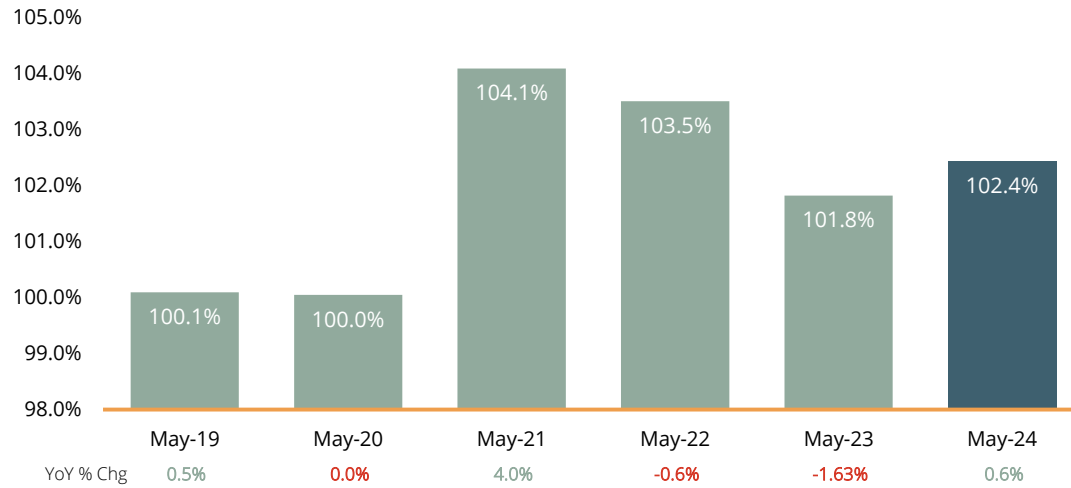
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Jun-23	\$245.9	-28.7%	\$167.6	-16.3%
Jul-23	\$206.0	-21.9%	\$123.3	-21.8%
Aug-23	\$205.6	-12.5%	\$155.5	-6.4%
Sep-23	\$170.8	-16.6%	\$112.8	-14.6%
Oct-23	\$141.5	-25.2%	\$114.0	-10.4%
Nov-23	\$155.2	-0.6%	\$98.8	6.8%
Dec-23	\$134.4	4.5%	\$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%
May-24	\$272.3	4.5%	\$146.6	-0.1%
12-month Avg	\$180.8	-8.6%	\$121.7	-3.1%



Average Sold to Ask Price Ratio



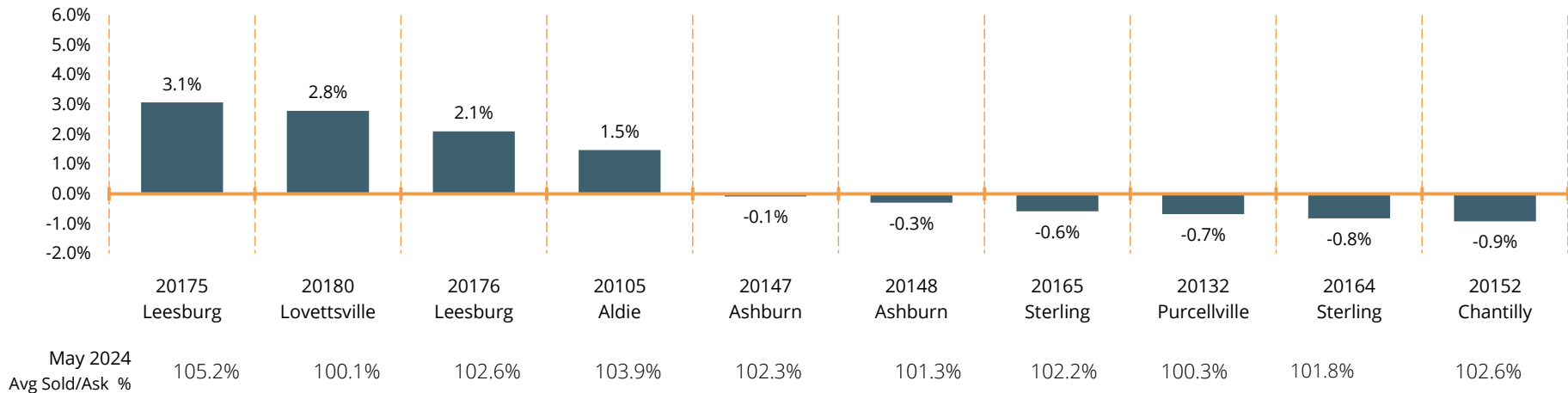
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-24	103.3%	1.8%	101.5%	-0.6%
12-month Avg	101.3%	0.9%	101.0%	0.7%

Zip Code

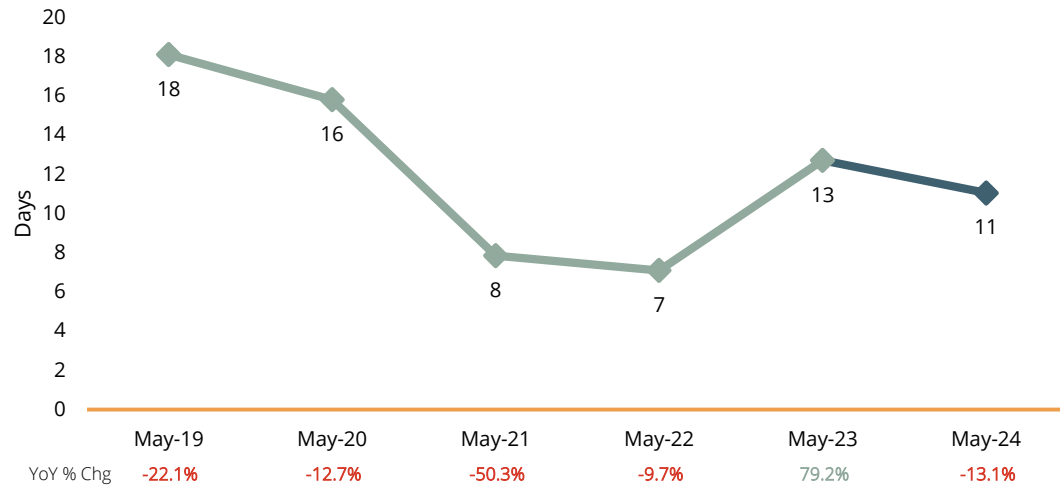
% Change in Average Sold to Ask Price Ratio
May-23 to May-24



Average Days on Market



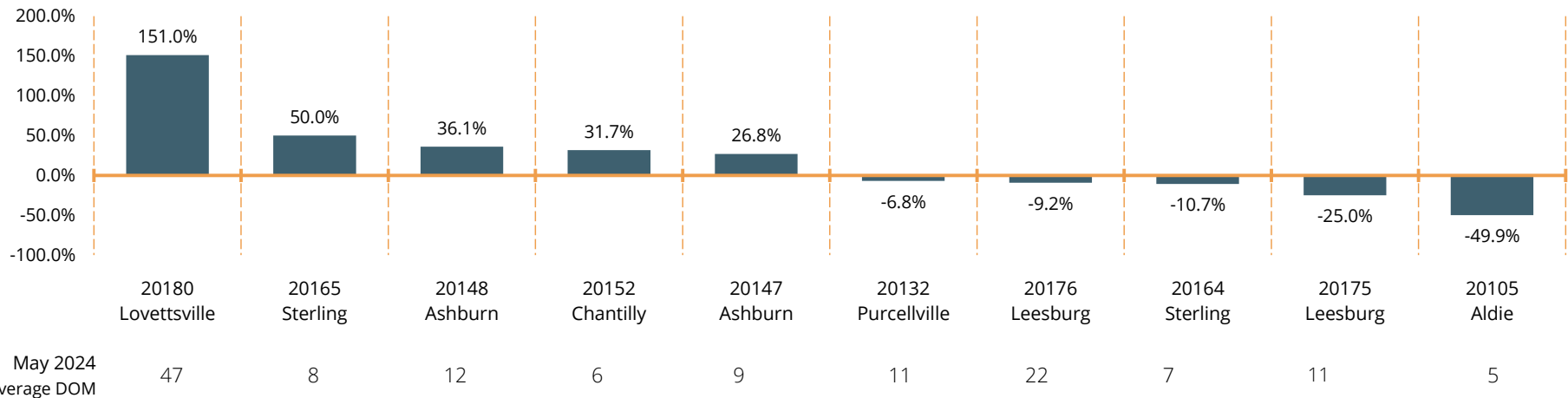
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
May-24	10	-32.4%	12	13.6%
12-month Avg	19	-19.7%	16	-24.0%

Zip Code

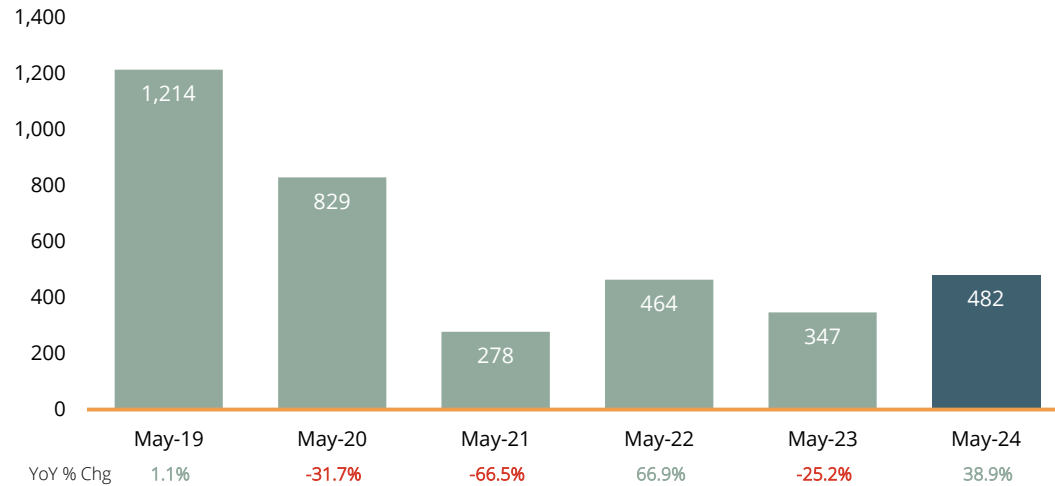
% Change in Average Days on Market
May-23 to May-24



Active Listings



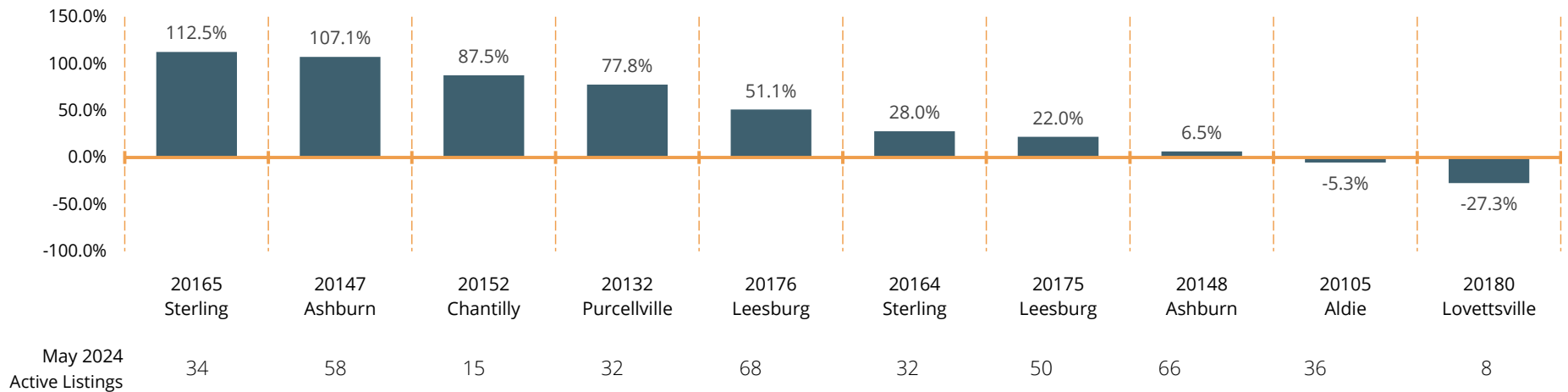
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
May-24	258	14.7%	224	83.6%
12-month Avg	217	-17.4%	189	-17.0%

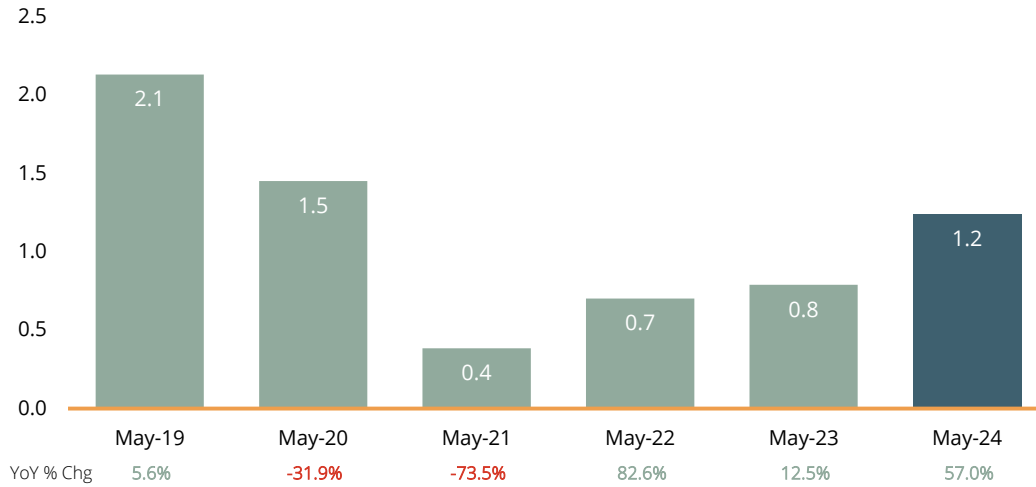
Zip Code

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



Months Supply

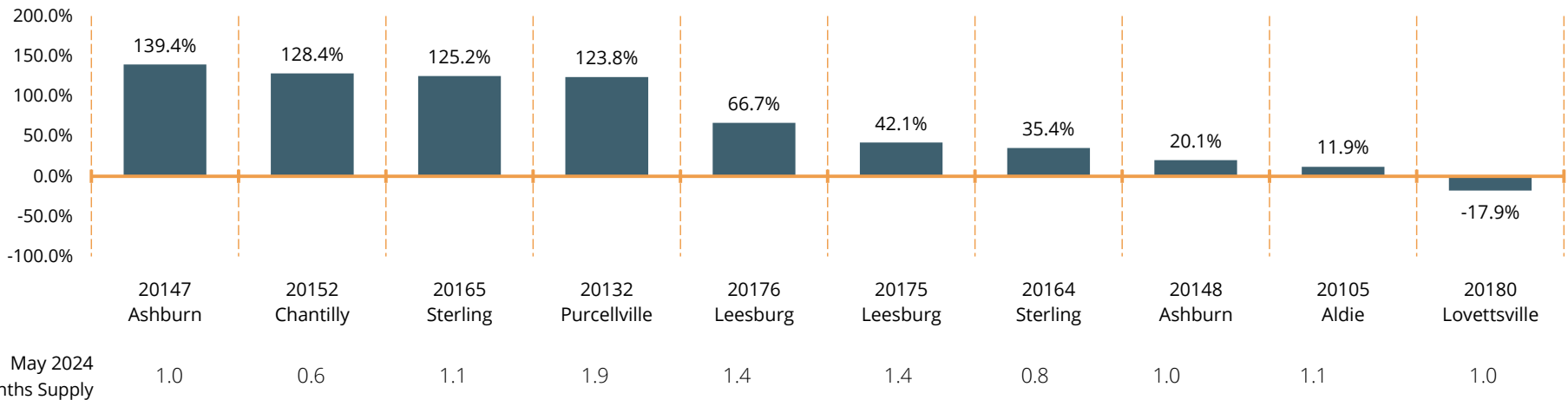
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
May-24	1.5	35.8%	1.1	99.1%
12-month Avg	1.2	13.3%	0.9	12.1%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg	May-23	May-24	% chg
Loudoun County	614	727	18.4%	510	494	-3.1%	\$710,000	\$748,250	5.4%	347	482	38.9%	0.8	1.2	57.0%
20105	61	55	-9.8%	44	38	-13.6%	\$1,025,500	\$1,057,500	3.1%	38	36	-5.3%	1.0	1.1	11.9%
20132	24	30	25.0%	28	21	-25.0%	\$832,500	\$825,000	-0.9%	18	32	77.8%	0.9	1.9	123.8%
20147	85	118	38.8%	76	74	-2.6%	\$699,995	\$742,500	6.1%	28	58	107.1%	0.4	1.0	139.4%
20148	97	95	-2.1%	91	82	-9.9%	\$775,000	\$818,750	5.6%	62	66	6.5%	0.9	1.0	20.1%
20152	42	44	4.8%	31	37	19.4%	\$774,000	\$843,000	8.9%	8	15	87.5%	0.3	0.6	128.4%
20164	66	59	-10.6%	48	44	-8.3%	\$527,500	\$615,000	16.6%	25	32	28.0%	0.6	0.8	35.4%
20165	51	54	5.9%	29	55	89.7%	\$635,000	\$675,000	6.3%	16	34	112.5%	0.5	1.1	125.2%
20175	59	78	32.2%	50	47	-6.0%	\$809,500	\$745,000	-8.0%	41	50	22.0%	1.0	1.4	42.1%
20176	58	90	55.2%	58	50	-13.8%	\$664,945	\$753,750	13.4%	45	68	51.1%	0.9	1.4	66.7%
20180	11	8	-27.3%	14	9	-35.7%	\$767,500	\$1,145,000	49.2%	11	8	-27.3%	1.3	1.0	-17.9%



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.