

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: June 2024

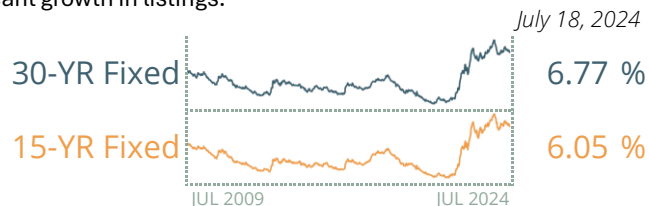
- Home sale numbers fell for the second consecutive month in Loudoun County.** In June, there were 521 homes were sold throughout Loudoun County, 16 fewer sales than a year ago, dipping by 3.0%. Activity was down in Sterling zip code 20165 with 19 fewer sales (-37.3%) and Ashburn zip code 20148 with eight fewer sales than last year (-9.4%). Sales grew 20.0% in Leesburg zip code 20176 with 12 additional home sales.
- Loudoun County saw pending sales activity trend upward this month, showing promising signs for the market.** There were 503 pending sales across Loudoun County, 47 more than a year ago, reflecting a 10.3% increase. Leesburg zip code 20176 had 20 more pending sales than last year (+40.0%), while Ashburn zip code 20147 had 15 additional pending sales (+22.4). Activity dipped in Sterling zip code 20164 (-12.5%) and Lovettsville zip code 20180 (-45.5%).
- Home prices remained elevated in Loudoun County.** At \$755,000, the median sales price in Loudoun County rose 9.4% from last June, which is an additional \$65,000. Prices grew in Lovettsville zip code 20180 with a \$260,000 price gain (+33.5%) and Aldie zip code 20105 with the median price up \$180,000 from last year (+20.7%). Homes sold in Leesburg zip code 20176 saw a \$37,500 reduction in price (-4.7%).
- Active listings rose for the second consecutive month compared to the prior year.** There were 491 active listings at the end of June, 95 more than last year, marking a 24% increase. Local markets experienced an increase in listings this month compared to last year, with Purcellville zip code 20132 (+95.0%) and Ashburn zip code 20147 (+42.5%) seeing the most significant growth in listings.



DAAR Market Dashboard

YoY Chg	Jun-24	Indicator
▼ -3.0%	521	Sales
▲ 10.3%	503	Pending Sales
▲ 6.4%	665	New Listings
▲ 7.4%	\$739,999	Median List Price
▲ 9.4%	\$755,000	Median Sales Price
▲ 6.3%	\$285	Median Price Per Square Foot
▲ 4.5%	\$432.2	Sold Dollar Volume (in millions)
▼ -0.1%	101.3%	Average Sold/Ask Price Ratio
▼ -6.1%	14	Average Days on Market
▲ 24.0%	491	Active Listings
▲ 36.4%	1.3	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.

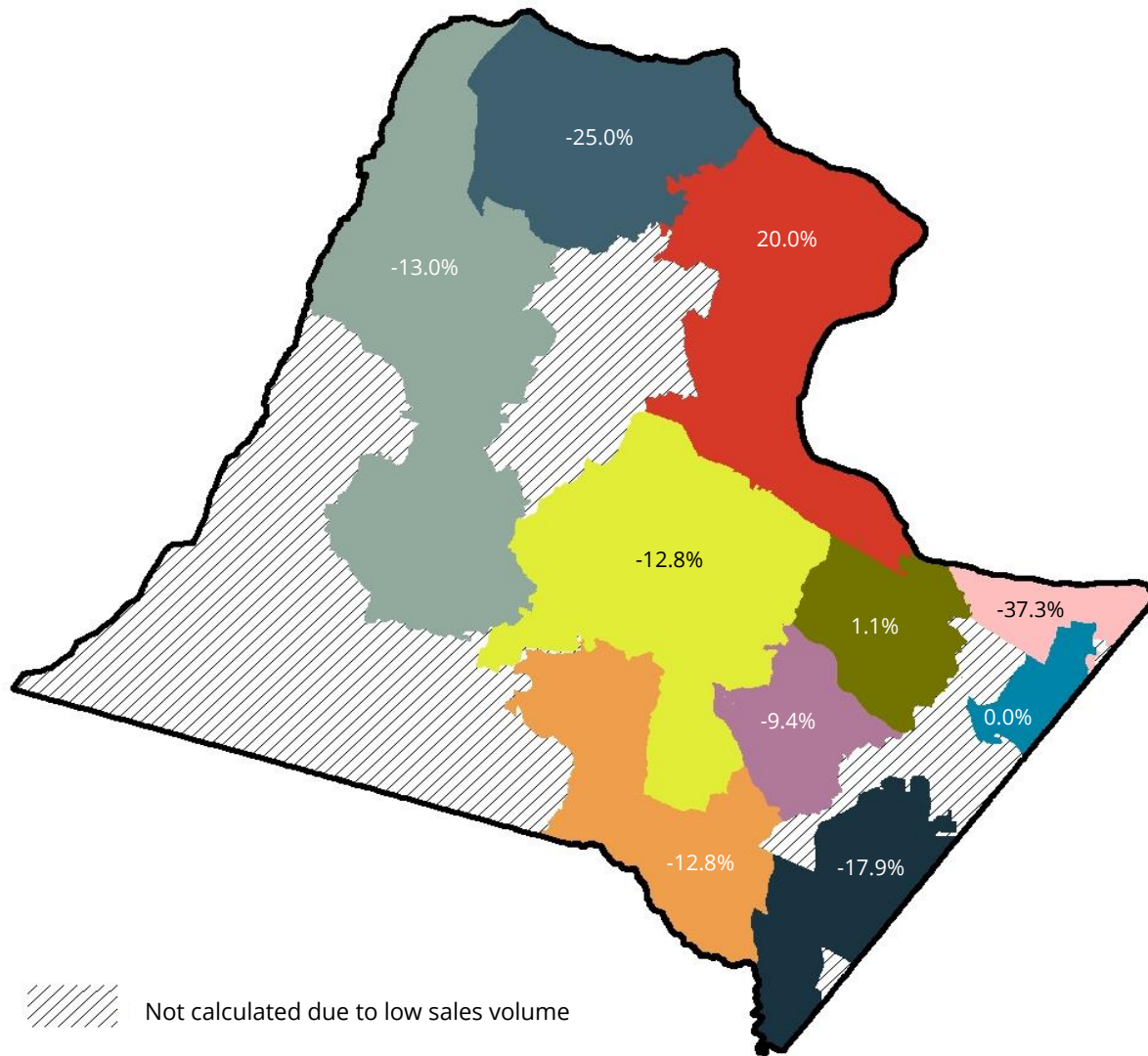
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Jun-23	Jun-24	
20105 Aldie	47	41	-12.8%
20132 Purcellville	23	20	-13.0%
20147 Ashburn	90	91	1.1%
20148 Ashburn	85	77	-9.4%
20152 Chantilly	39	32	-17.9%
20164 Sterling	49	49	0.0%
20165 Sterling	51	32	-37.3%
20175 Leesburg	47	41	-12.8%
20176 Leesburg	60	72	20.0%
20180 Lovettsville	8	6	-25.0%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Jun-23	Jun-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jun-22	Jun-24						
Sales			537	521	-3.0%	2,332	2,338	0.3%
Pending Sales			456	503	10.3%	2,565	2,604	1.5%
New Listings			625	665	6.4%	3,250	3,459	6.4%
Median List Price			\$689,000	\$739,999	7.4%	\$682,999	\$729,302	6.8%
Median Sales Price			\$690,000	\$755,000	9.4%	\$694,475	\$740,350	6.6%
Median Price Per Square Foot			\$268	\$285	6.3%	\$265	\$288	8.6%
Sold Dollar Volume (in millions)			\$413.5	\$432.2	4.5%	\$1,797.4	\$1,927.6	7.2%
Average Sold/Ask Price Ratio			101.5%	101.3%	-0.1%	101.2%	101.8%	0.6%
Average Days on Market			15	14	-6.1%	20	16	-18.5%
Active Listings			396	491	24.0%	n/a	n/a	n/a
Months of Supply			0.9	1.3	36.4%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jun-23	Jun-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jun-22	Jun-24						
Sales			251	247	-1.6%	1,112	1,104	-0.7%
Pending Sales			200	240	20.0%	1,197	1,215	1.5%
New Listings			285	321	12.6%	1,622	1,672	3.1%
Median List Price			\$917,016	\$939,000	2.4%	\$899,999	\$949,888	5.5%
Median Sales Price			\$925,000	\$959,000	3.7%	\$916,508	\$980,000	6.9%
Median Price Per Square Foot			\$251	\$272	8.5%	\$252	\$272	7.8%
Sold Dollar Volume (in millions)			\$245.9	\$262.7	6.8%	\$1,098.8	\$1,173.4	6.8%
Average Sold/Ask Price Ratio			101.2%	101.9%	0.7%	101.2%	102.5%	1.3%
Average Days on Market			13	10	-21.8%	19	14	-25.2%
Active Listings			238	264	10.9%	n/a	n/a	n/a
Months of Supply			1.2	1.5	26.3%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



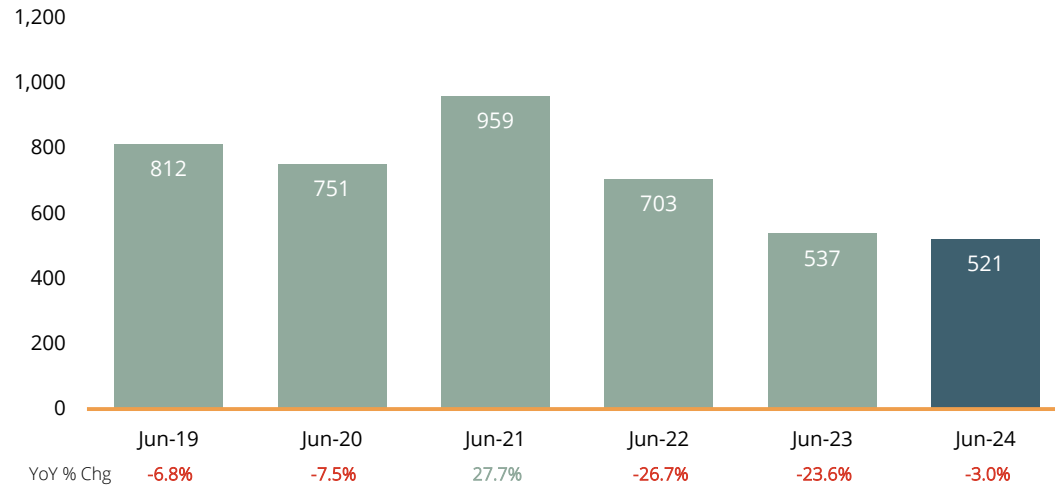
Key Metrics	2-year Trends		Jun-23	Jun-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jun-22	Jun-24						
Sales			286	274	-4.2%	1,220	1,234	1.1%
Pending Sales			256	263	2.7%	1,368	1,389	1.5%
New Listings			340	344	1.2%	1,628	1,787	9.8%
Median List Price			\$552,450	\$615,000	11.3%	\$550,000	\$609,900	10.9%
Median Sales Price			\$567,500	\$615,193	8.4%	\$565,000	\$617,000	9.2%
Median Price Per Square Foot			\$279	\$296	6.4%	\$274	\$298	8.4%
Sold Dollar Volume (in millions)			\$167.6	\$169.5	1.1%	\$698.7	\$754.2	8.0%
Average Sold/Ask Price Ratio			101.6%	100.8%	-0.8%	101.2%	101.2%	0.0%
Average Days on Market			16	17	5.5%	21	18	-13.1%
Active Listings			158	227	43.7%	n/a	n/a	n/a
Months of Supply			0.7	1.1	53.3%	n/a	n/a	n/a

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

Sales



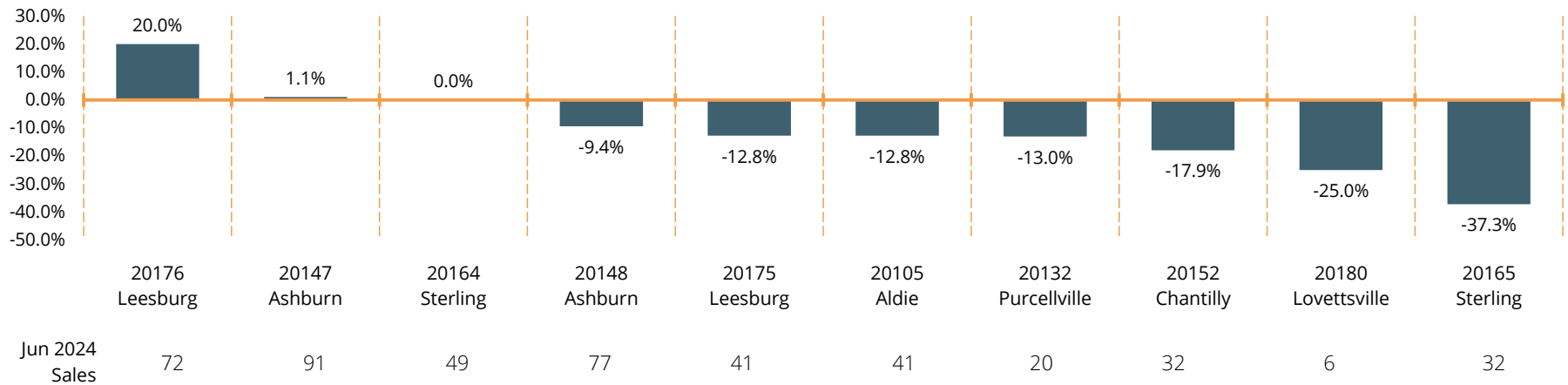
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	247	-1.6%	274	-4.2%
12-month Avg	174	-11.4%	204	-6.5%

Zip Code

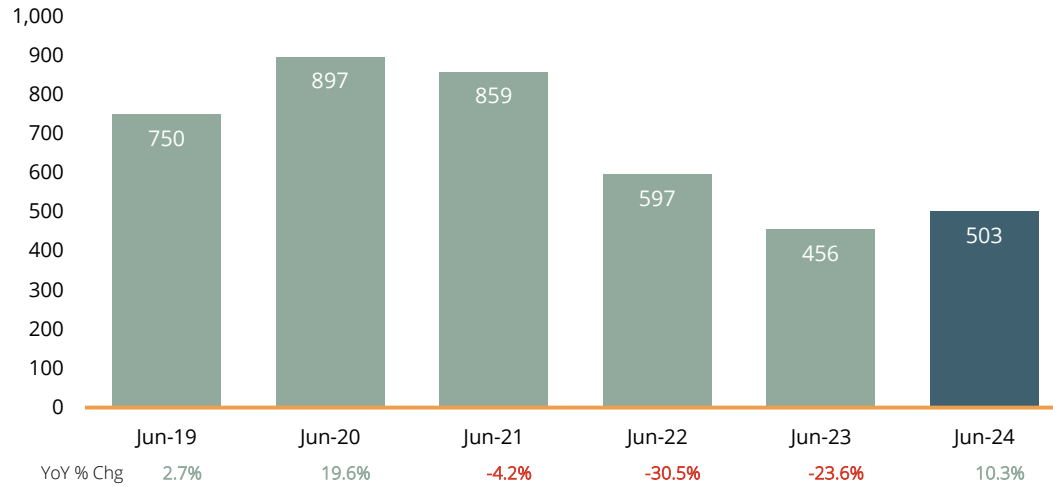
% Change in Sales
Jun-23 to Jun-24



Pending Sales



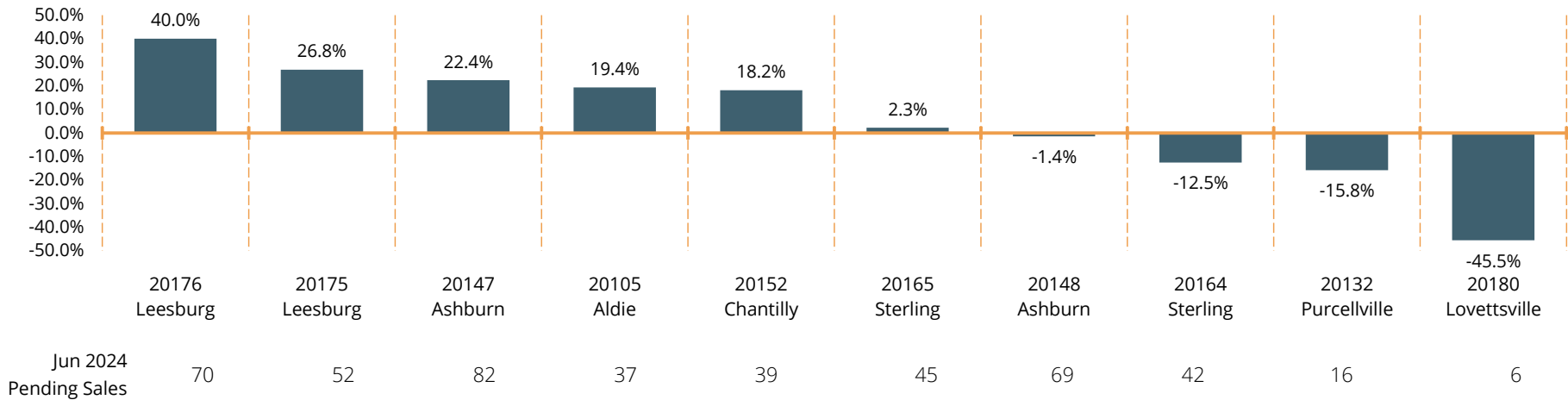
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Jun-24	240	20.0%	263	2.7%
12-month Avg	176	-5.2%	210	-2.0%

Zip Code

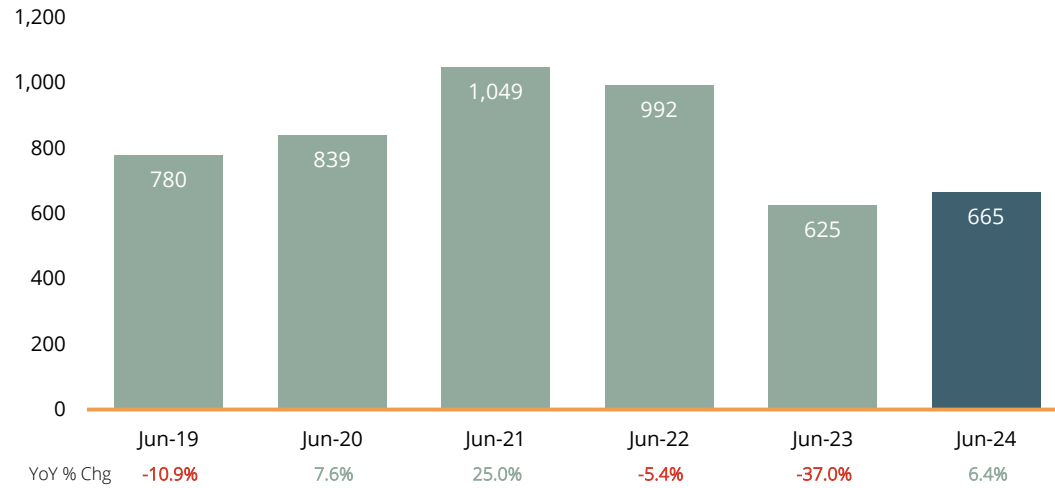
% Change in Pending Sales
Jun-23 to Jun-24



New Listings



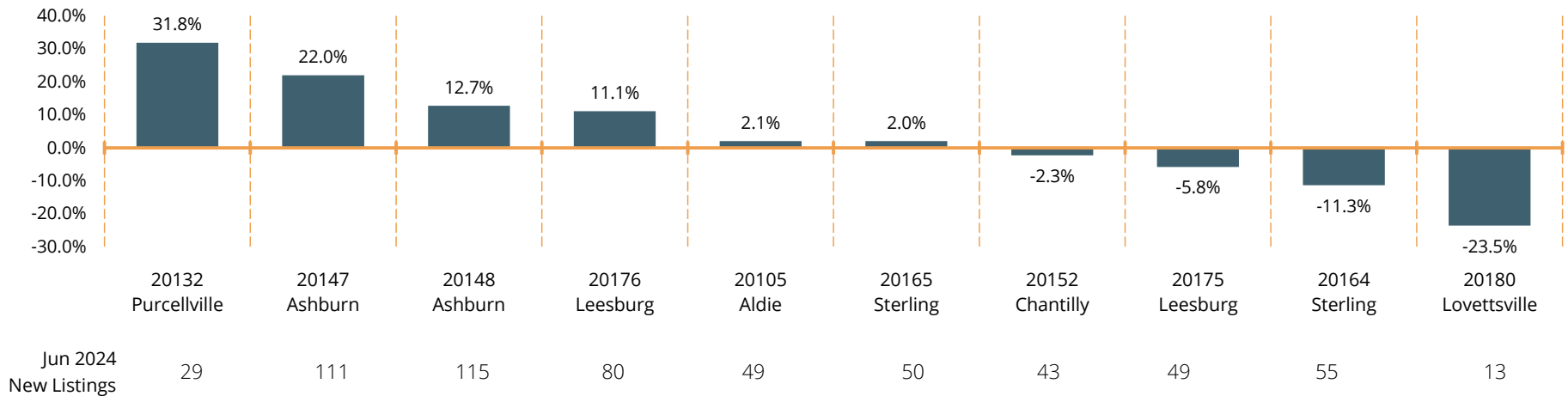
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	321	12.6%	344	1.2%
12-month Avg	243	-7.0%	272	-1.6%

Zip Code

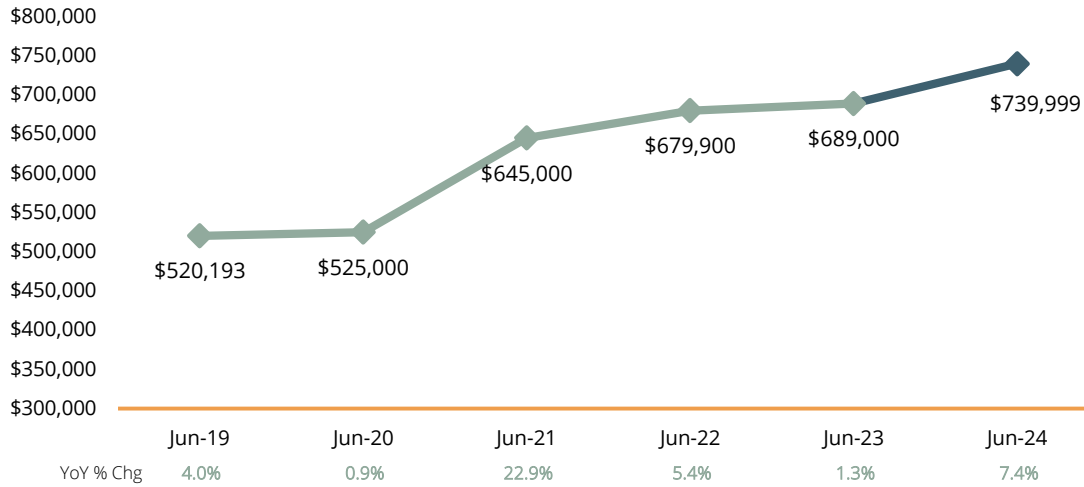
% Change in New Listings
Jun-23 to Jun-24



Median List Price



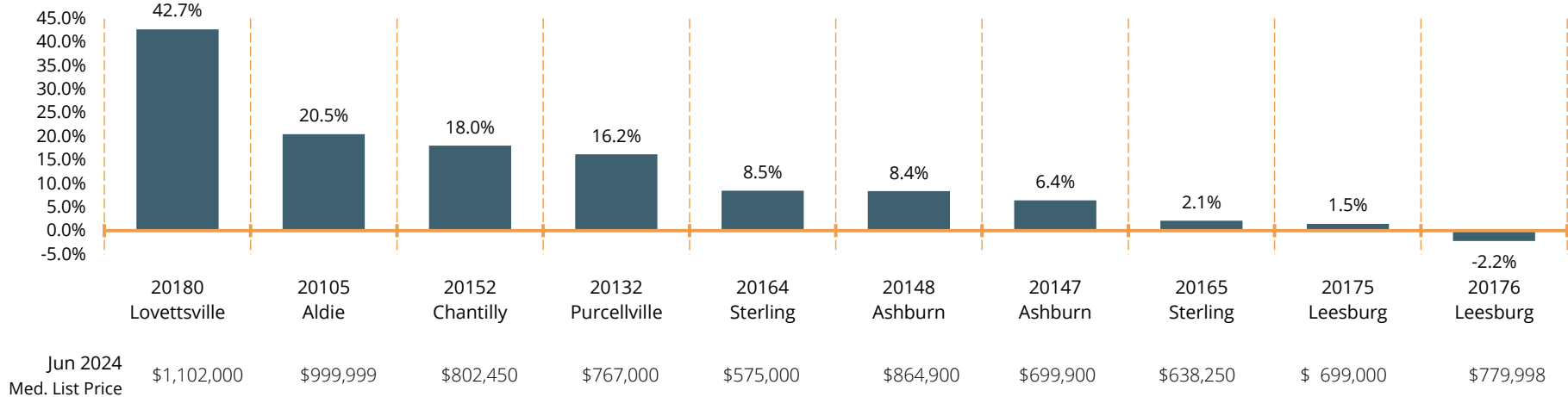
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	\$939,000	2.4%	\$615,000	11.3%
12-month Avg	\$936,971	6.3%	\$589,808	8.5%

Zip Code

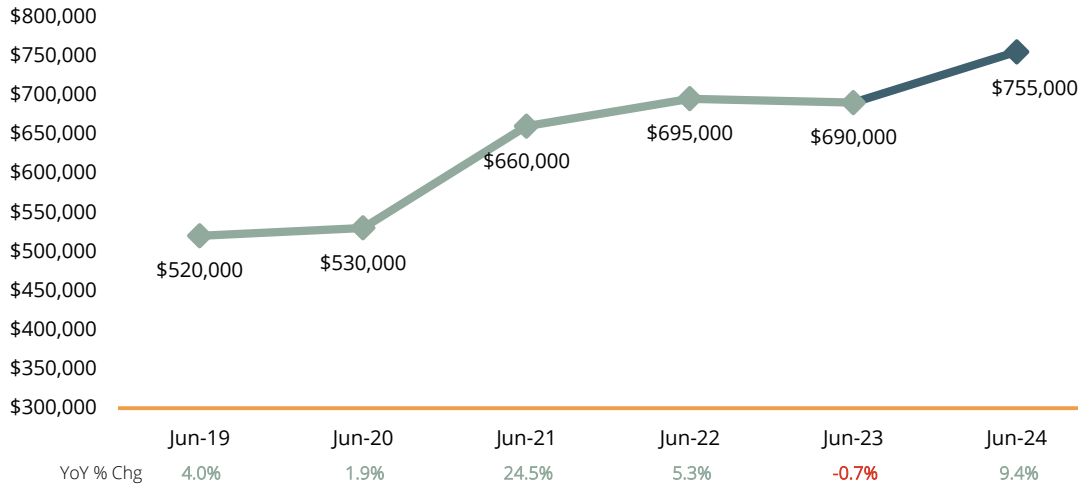
% Change in Median List Price
Jun-23 to Jun-24



Median Sales Price



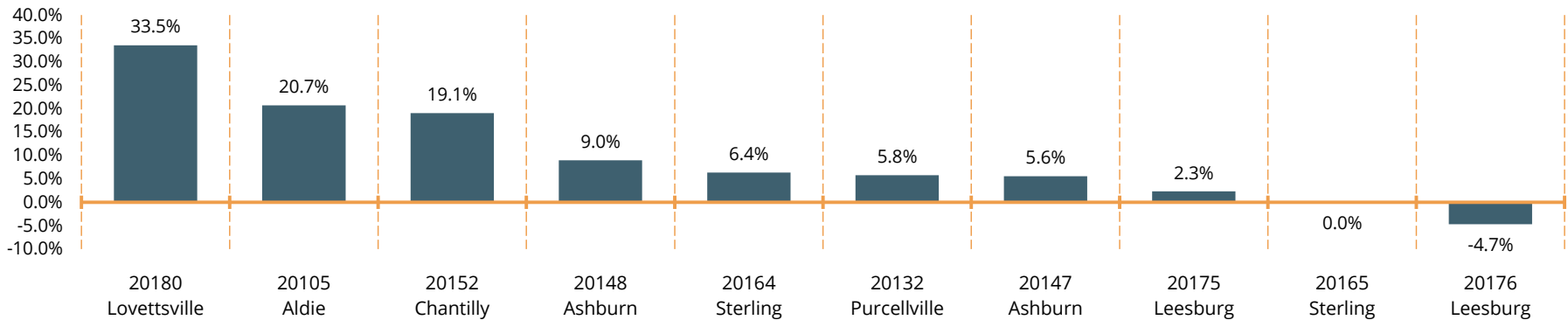
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	\$959,000	3.7%	\$615,193	8.4%
12-month Avg	\$948,961	7.7%	\$594,584	9.0%

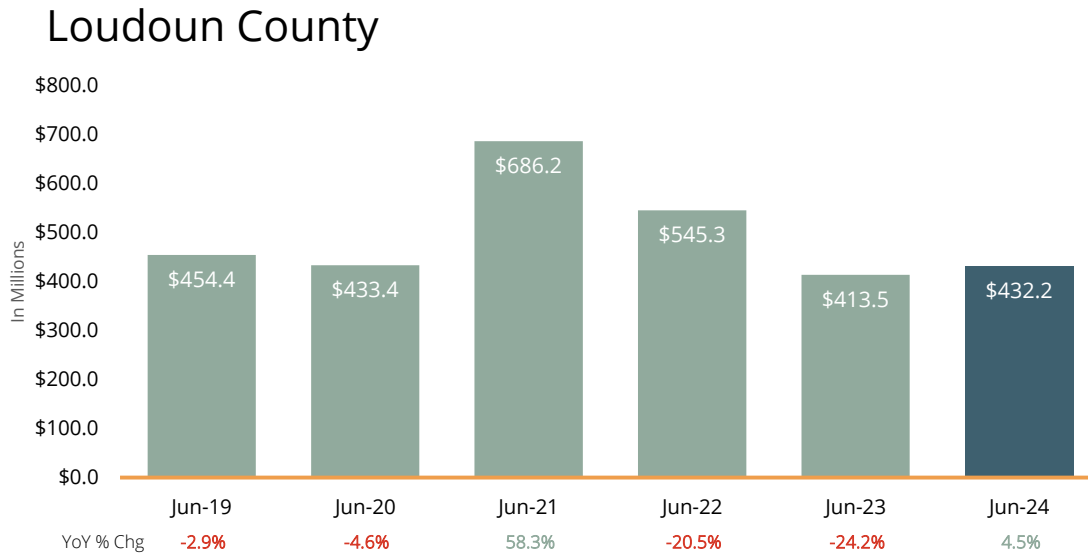
Zip Code

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

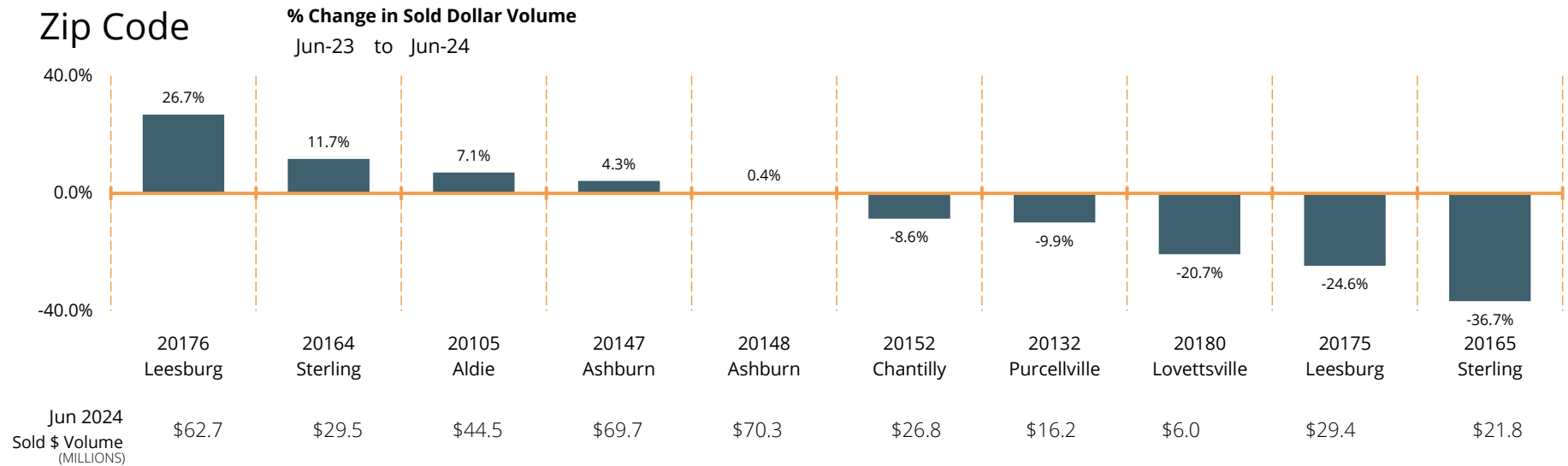


Zip Code	Jun 2024 Med. Sales Price
20180 Lovettsville	\$1,035,000
20105 Aldie	\$1,050,000
20152 Chantilly	\$827,500
20148 Ashburn	\$866,125
20164 Sterling	\$585,000
20132 Purcellville	\$767,000
20147 Ashburn	\$710,000
20175 Leesburg	\$705,000
20165 Sterling	\$ 649,992
20176 Leesburg	\$762,500

Sold Dollar Volume (in millions)



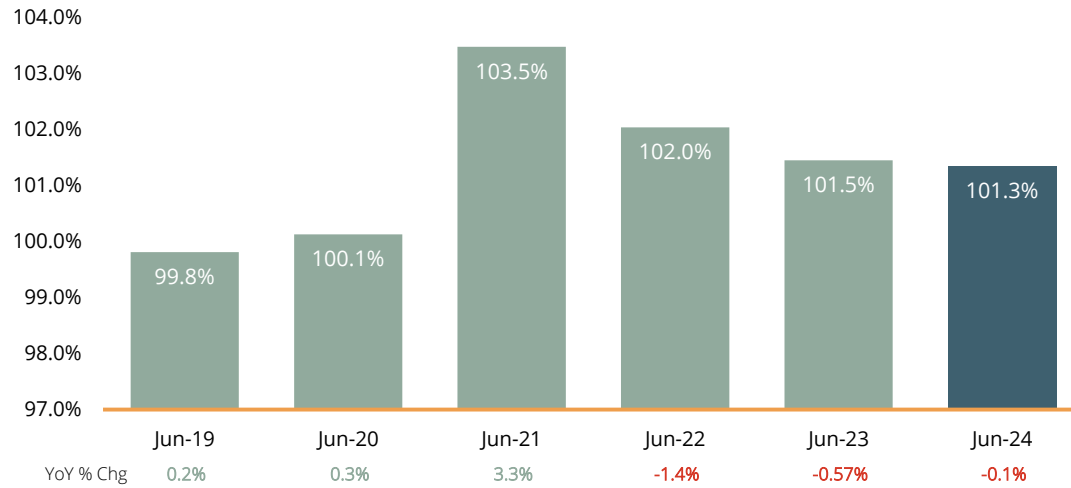
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Jul-23	\$206.0	-21.9%	\$123.3	-21.8%
Aug-23	\$205.6	-12.5%	\$155.5	-6.4%
Sep-23	\$170.8	-16.6%	\$112.8	-14.6%
Oct-23	\$141.5	-25.2%	\$114.0	-10.4%
Nov-23	\$155.2	-0.6%	\$98.8	6.8%
Dec-23	\$134.4	4.5%	\$103.2	4.0%
Jan-24	\$95.9	8.9%	\$77.4	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%
Jun-24	\$262.7	6.8%	\$169.5	1.1%
12-month Avg	\$182.2	-3.9%	\$121.8	-0.8%



Average Sold to Ask Price Ratio



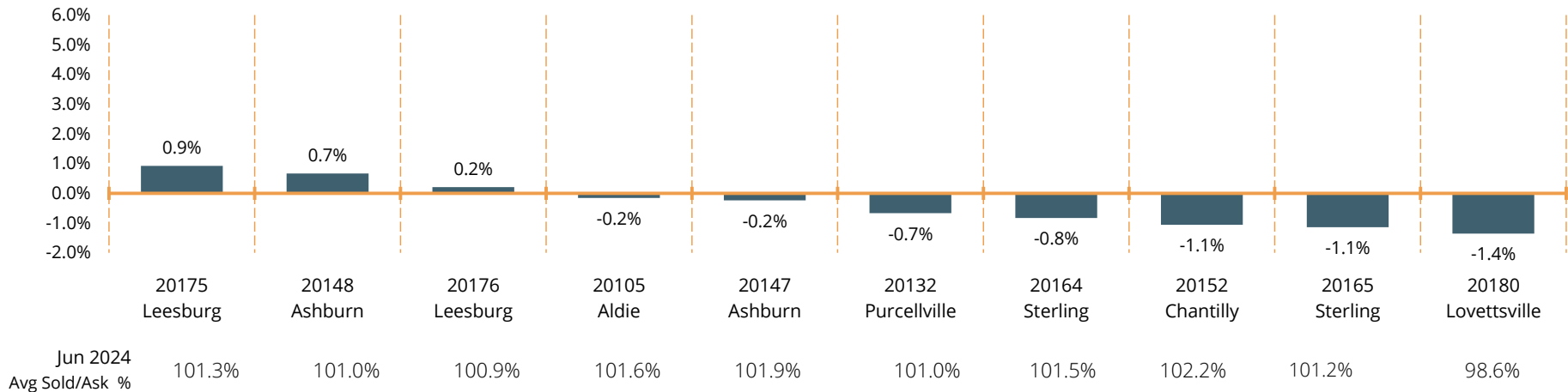
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	101.9%	0.7%	100.8%	-0.8%
12-month Avg	101.4%	1.1%	101.0%	0.7%

Zip Code

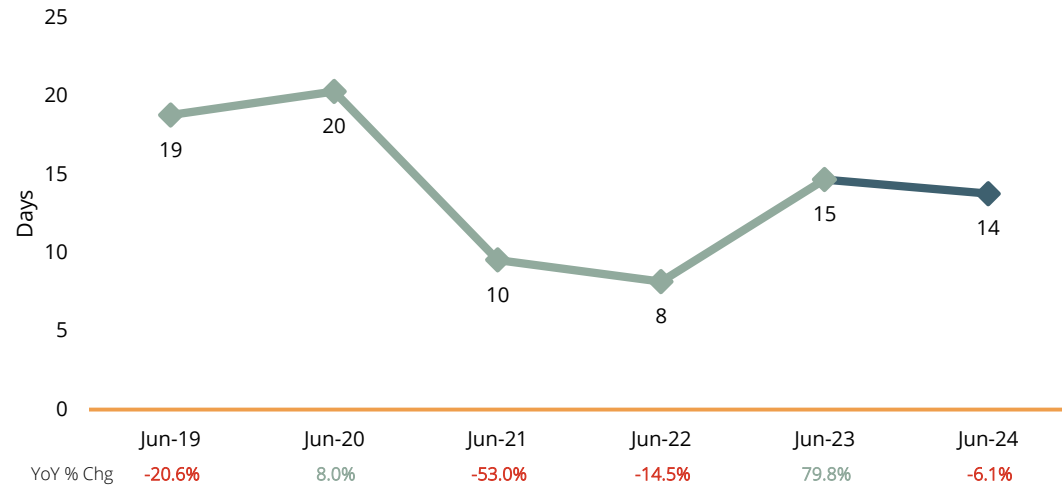
% Change in Average Sold to Ask Price Ratio
Jun-23 to Jun-24



Average Days on Market



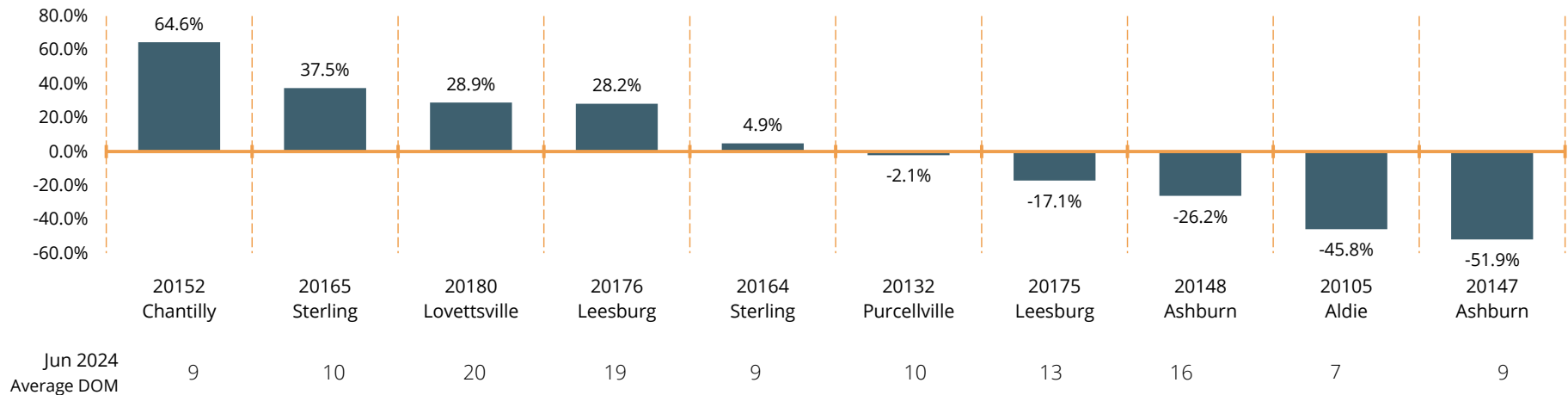
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	10	-21.8%	17	5.5%
12-month Avg	18	-22.1%	17	-25.9%

Zip Code

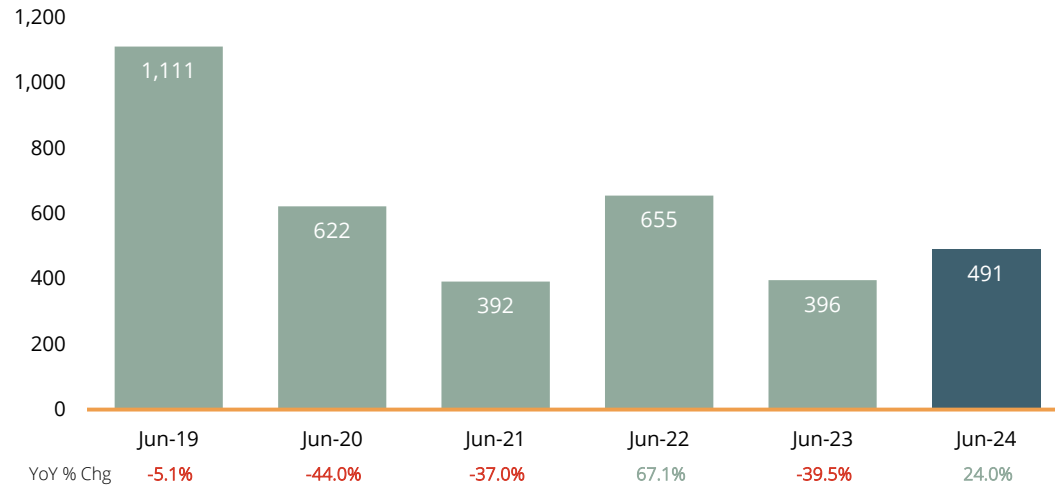
% Change in Average Days on Market
Jun-23 to Jun-24



Active Listings



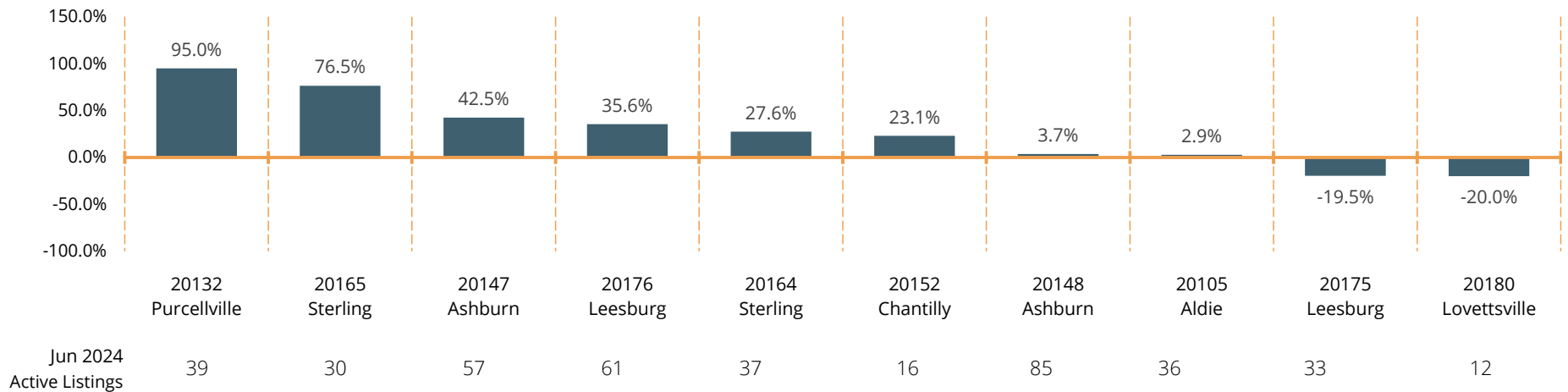
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	264	10.9%	227	43.7%
12-month Avg	219	-14.2%	194	-8.8%

Zip Code

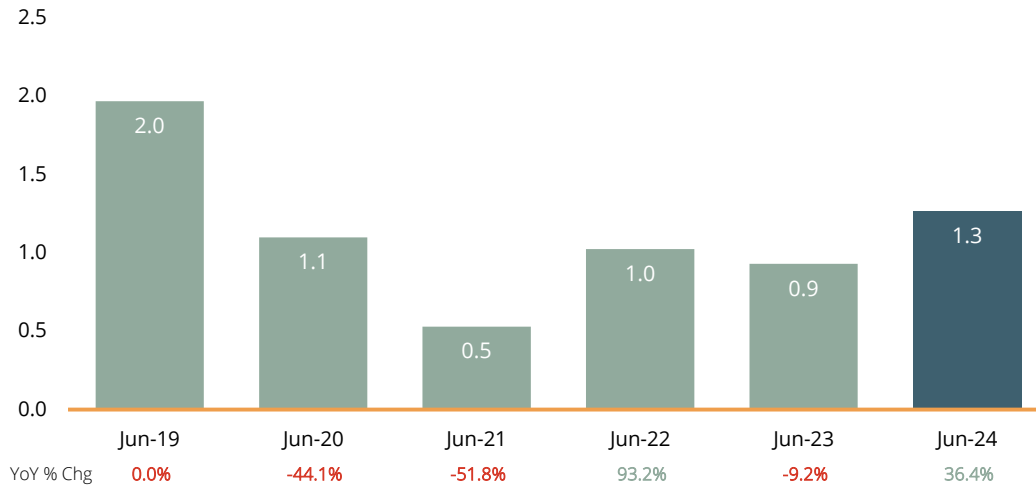
% Change in Active Listings
Jun-23 to Jun-24



Months Supply



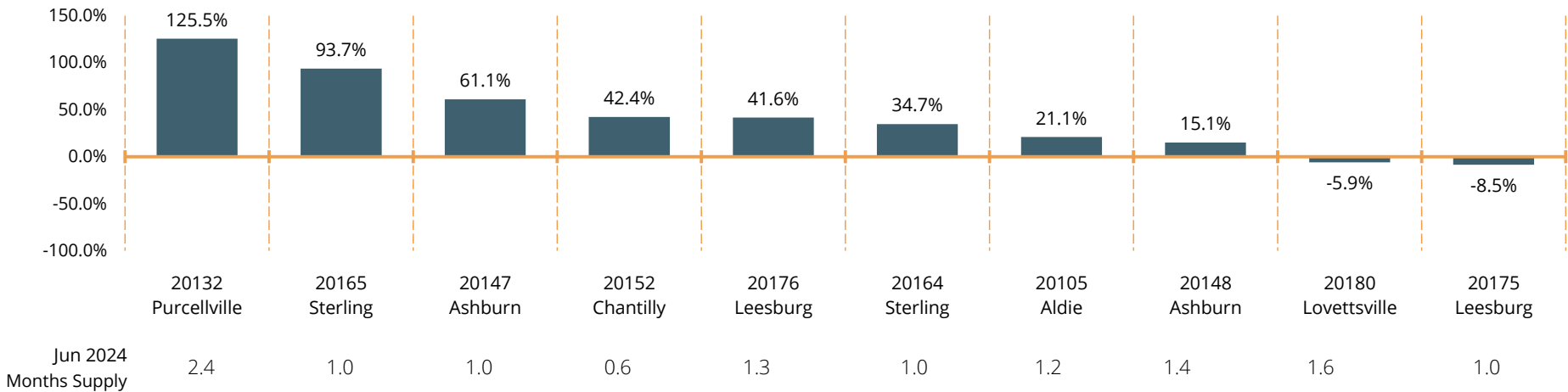
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-24	1.5	26.3%	1.1	53.3%
12-month Avg	1.2	15.0%	0.9	19.3%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-23	Jun-24	% chg	Jun-23	Jun-24	% chg	Jun-23	Jun-24	% chg	Jun-23	Jun-24	% chg	Jun-23	Jun-24	% chg
Loudoun County	625	665	6.4%	537	521	-3.0%	\$690,000	\$755,000	9.4%	396	491	24.0%	0.9	1.3	36.4%
20105	48	49	2.1%	47	41	-12.8%	\$870,000	\$1,050,000	20.7%	35	36	2.9%	1.0	1.2	21.1%
20132	22	29	31.8%	23	20	-13.0%	\$725,000	\$767,000	5.8%	20	39	95.0%	1.0	2.4	125.5%
20147	91	111	22.0%	90	91	1.1%	\$672,500	\$710,000	5.6%	40	57	42.5%	0.6	1.0	61.1%
20148	102	115	12.7%	85	77	-9.4%	\$794,950	\$866,125	9.0%	82	85	3.7%	1.2	1.4	15.1%
20152	44	43	-2.3%	39	32	-17.9%	\$695,000	\$827,500	19.1%	13	16	23.1%	0.4	0.6	42.4%
20164	62	55	-11.3%	49	49	0.0%	\$550,000	\$585,000	6.4%	29	37	27.6%	0.7	1.0	34.7%
20165	49	50	2.0%	51	32	-37.3%	\$650,000	\$649,992	0.0%	17	30	76.5%	0.5	1.0	93.7%
20175	52	49	-5.8%	47	41	-12.8%	\$689,000	\$705,000	2.3%	41	33	-19.5%	1.1	1.0	-8.5%
20176	72	80	11.1%	60	72	20.0%	\$800,000	\$762,500	-4.7%	45	61	35.6%	0.9	1.3	41.6%
20180	17	13	-23.5%	8	6	-25.0%	\$775,000	\$1,035,000	33.5%	15	12	-20.0%	1.7	1.6	-5.9%



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.