

# DAAR LOUDOUN COUNTY

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



## Key Market Trends: July 2024

- Sales activity rose in Loudoun County from a year ago.** There were 518 home sales in July, 100 more than the previous year, increasing by 23.9%. The markets with the most sales growth this month were Leesburg zip code 20176 with 26 additional home sales (+61.9%) and Ashburn zip code 20147 with 14 more sales than last year (+20.6%).
- The number of pending sales inched down in the County.** There were 473 pending sales in July, down 0.2% or one pending sale from a year ago. Sterling zip code 20164 had the most significant dip in activity, with 17 fewer pending sales than the year before (-30.4%). Pending sales were up in Ashburn zip code 20148 with 11 additional pending sales (+16.2%) and in Leesburg zip code 20176 with nine more pending sales (+15.3%).
- Loudoun County home prices continued to rise this month.** In July, the median sales price throughout the DAAR region was \$746,438, a \$33,938 price increase from the prior year, an additional 4.8%. There was double-digit price growth in Aldie zip code 20105 (+42.1%) and Leesburg zip code 20175 (+25.2%). Prices were down in Purcellville zip code 20132 (-12.3%) and Ashburn zip code 20148 (-4.7%).
- The number of active listings continues to rise in the Loudoun market.** There were 474 active listings in the county at the end of July, 97 more listings than the previous year, a 25.7% gain. Both Leesburg zip code 20176 (+52.6%) and Ashburn zip code 20147 (+42.5%) saw listings rise the most this month.



### DAAR Market Dashboard

YoY Chg	Jul-24	Indicator
▲ 23.9%	518	Sales
▼ -0.2%	473	Pending Sales
▲ 8.5%	602	New Listings
▲ 5.8%	\$740,550	Median List Price
▲ 4.8%	\$746,438	Median Sales Price
▲ 9.1%	\$289	Median Price Per Square Foot
▲ 34.6%	\$443.3	Sold Dollar Volume (in millions)
▼ -0.2%	101.3%	Average Sold/Ask Price Ratio
▲ 34.8%	15	Average Days on Market
▲ 25.7%	474	Active Listings
▲ 31.9%	1.2	Months of Supply



# 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.

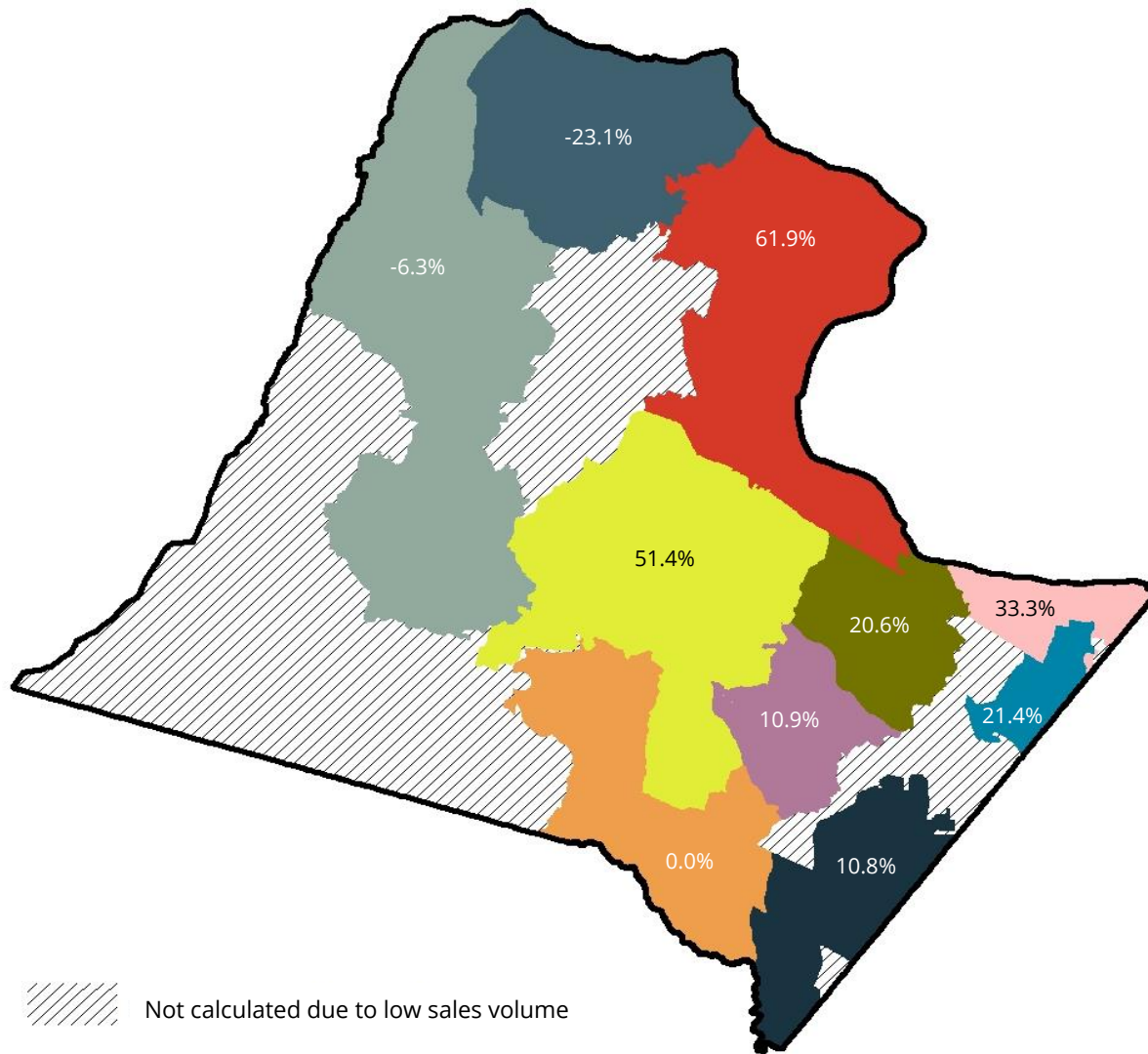
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**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
	Jul-23	Jul-24	
20105 Aldie	36	36	0.0%
20132 Purcellville	16	15	-6.3%
20147 Ashburn	68	82	20.6%
20148 Ashburn	64	71	10.9%
20152 Chantilly	37	41	10.8%
20164 Sterling	42	51	21.4%
20165 Sterling	33	44	33.3%
20175 Leesburg	35	53	51.4%
20176 Leesburg	42	68	61.9%
20180 Lovettsville	13	10	-23.1%

 Not calculated due to low sales volume

# Total Market Overview



Key Metrics	2-year Trends		Jul-23	Jul-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jul-22	Jul-24						
Sales			418	<b>518</b>	23.9%	2,750	<b>2,856</b>	3.9%
Pending Sales			474	<b>473</b>	-0.2%	3,039	<b>3,077</b>	1.3%
New Listings			555	<b>602</b>	8.5%	3,805	<b>4,061</b>	6.7%
Median List Price			\$699,950	<b>\$740,550</b>	5.8%	\$687,500	<b>\$729,990</b>	6.2%
Median Sales Price			\$712,500	<b>\$746,438</b>	4.8%	\$695,000	<b>\$743,000</b>	6.9%
Median Price Per Square Foot			\$264	<b>\$289</b>	9.1%	\$265	<b>\$288</b>	8.6%
Sold Dollar Volume (in millions)			\$329.3	<b>\$443.3</b>	34.6%	\$2,126.8	<b>\$2,370.8</b>	11.5%
Average Sold/Ask Price Ratio			101.5%	<b>101.3%</b>	-0.2%	101.2%	<b>101.7%</b>	0.5%
Average Days on Market			11	<b>15</b>	34.8%	19	<b>16</b>	-14.0%
Active Listings			377	<b>474</b>	25.7%	n/a	<b>n/a</b>	n/a
Months of Supply			0.9	<b>1.2</b>	31.9%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jul-23	Jul-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jul-22	Jul-24						
Sales			209	<b>235</b>	12.4%	1,321	<b>1,339</b>	1.4%
Pending Sales			214	<b>212</b>	-0.9%	1,411	<b>1,427</b>	1.1%
New Listings			259	<b>278</b>	7.3%	1,881	<b>1,950</b>	3.7%
Median List Price			\$925,000	<b>\$1,025,000</b>	10.8%	\$900,000	<b>\$956,000</b>	6.2%
Median Sales Price			\$925,000	<b>\$1,050,000</b>	13.5%	\$920,000	<b>\$990,000</b>	7.6%
Median Price Per Square Foot			\$250	<b>\$275</b>	10.2%	\$252	<b>\$272</b>	8.0%
Sold Dollar Volume (in millions)			\$206.0	<b>\$270.0</b>	31.0%	\$1,304.8	<b>\$1,443.4</b>	10.6%
Average Sold/Ask Price Ratio			101.1%	<b>102.0%</b>	0.9%	101.2%	<b>102.4%</b>	1.2%
Average Days on Market			13	<b>16</b>	21.9%	18	<b>15</b>	-19.6%
Active Listings			218	<b>246</b>	12.8%	n/a	<b>n/a</b>	n/a
Months of Supply			1.1	<b>1.4</b>	23.4%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview

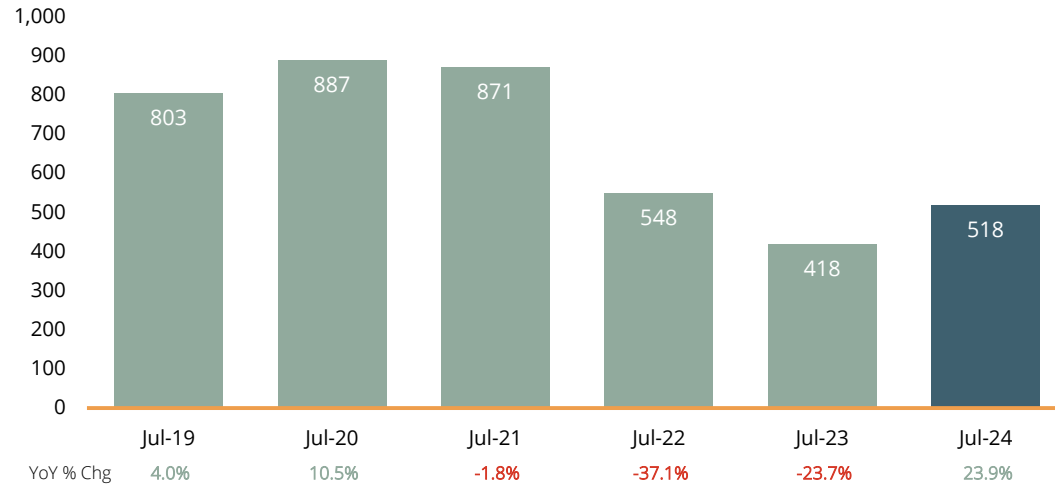


Key Metrics	2-year Trends		Jul-23	Jul-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Jul-22	Jul-24						
Sales			209	<b>283</b>	35.4%	1,429	<b>1,517</b>	6.2%
Pending Sales			260	<b>261</b>	0.4%	1,628	<b>1,650</b>	1.4%
New Listings			296	<b>324</b>	9.5%	1,924	<b>2,111</b>	9.7%
Median List Price			\$574,500	<b>\$594,015</b>	3.4%	\$550,000	<b>\$600,797</b>	9.2%
Median Sales Price			\$585,000	<b>\$603,820</b>	3.2%	\$565,000	<b>\$614,900</b>	8.8%
Median Price Per Square Foot			\$279	<b>\$296</b>	6.1%	\$275	<b>\$297</b>	8.0%
Sold Dollar Volume (in millions)			\$123.3	<b>\$173.3</b>	40.5%	\$821.9	<b>\$927.5</b>	12.8%
Average Sold/Ask Price Ratio			101.8%	<b>100.7%</b>	-1.1%	101.3%	<b>101.1%</b>	-0.2%
Average Days on Market			10	<b>15</b>	52.2%	19	<b>17</b>	-9.5%
Active Listings			159	<b>228</b>	43.4%	n/a	<b>n/a</b>	n/a
Months of Supply			0.7	<b>1.1</b>	45.1%	n/a	<b>n/a</b>	n/a

# Sales



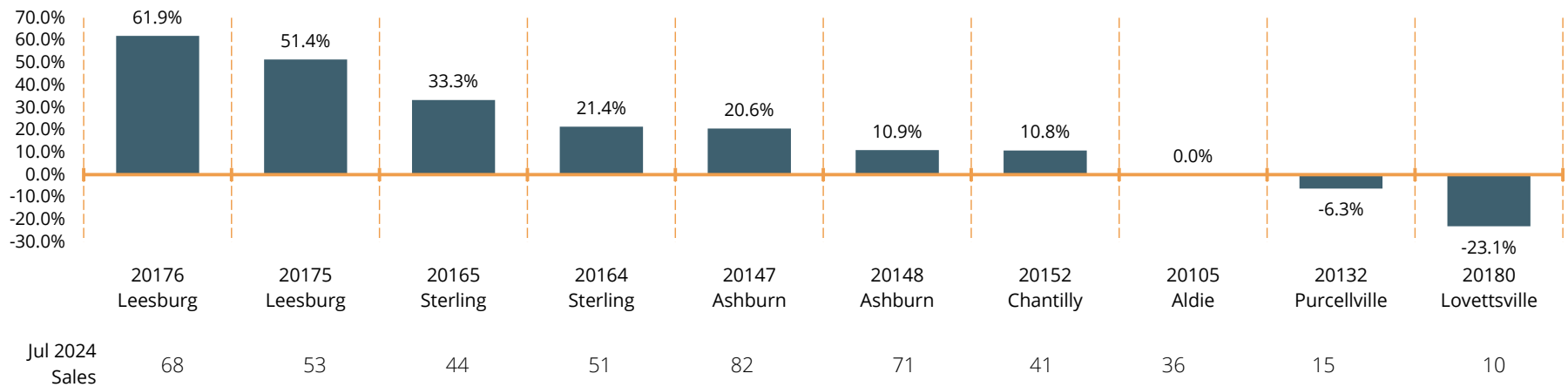
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-24	235	12.4%	283	35.4%
12-month Avg	176	-8.1%	210	-0.9%

## Zip Code

**% Change in Sales**  
Jul-23 to Jul-24

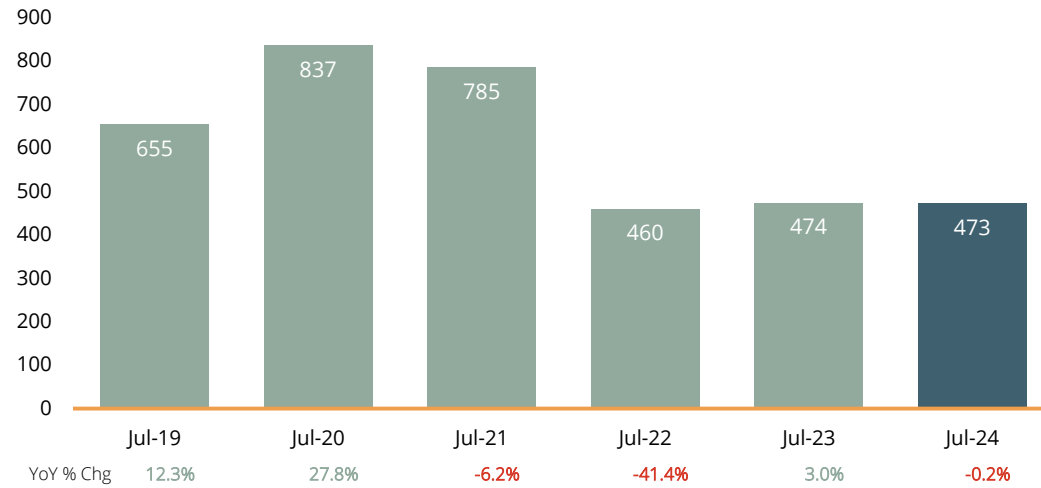




# Pending Sales



## Loudoun County

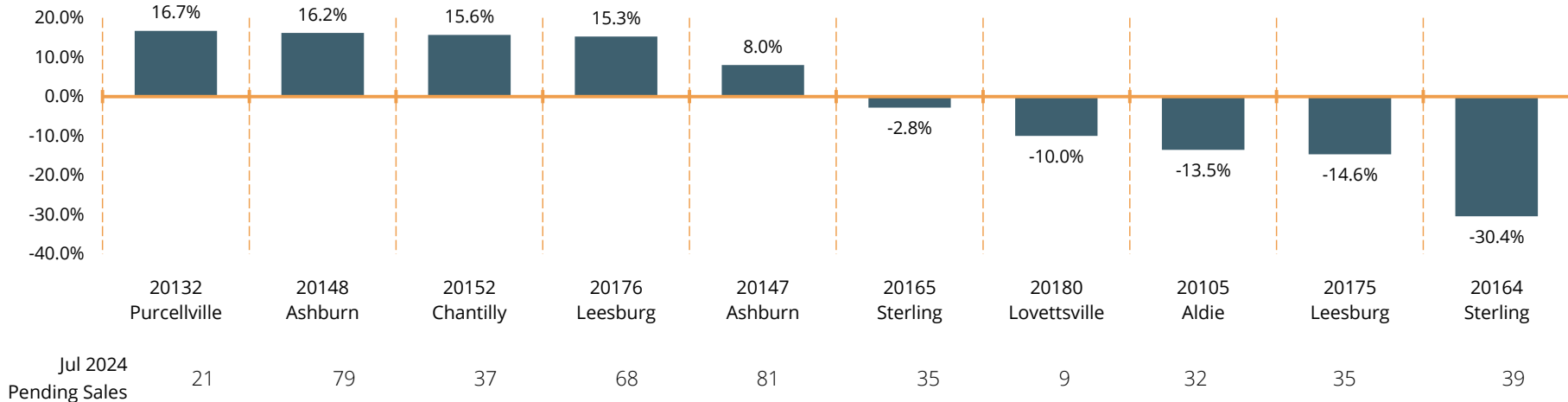


Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Aug-23	172	-28.9%	212	-21.5%
Sep-23	157	-21.9%	190	-7.8%
Oct-23	144	-6.5%	185	-3.1%
Nov-23	115	-8.0%	145	-11.0%
Dec-23	97	6.6%	133	3.9%
Jan-24	119	-10.5%	180	5.9%
Feb-24	159	0.0%	183	1.1%
Mar-24	210	-11.0%	225	0.0%
Apr-24	263	15.4%	250	-3.5%
May-24	224	-7.1%	288	4.0%
Jun-24	240	20.0%	263	2.7%
Jul-24	212	-0.9%	261	0.4%
12-month Avg	176	-5.0%	210	-2.7%

## Zip Code

### % Change in Pending Sales

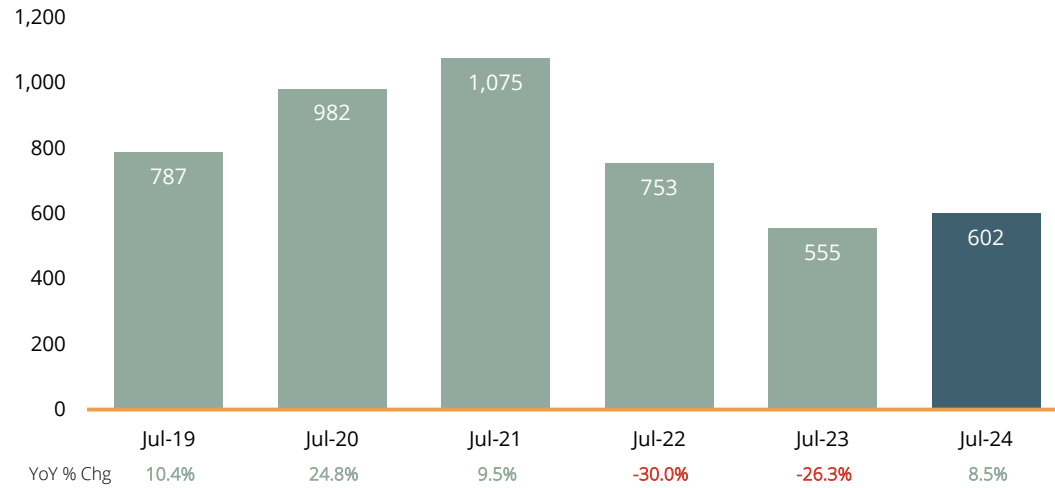
Jul-23 to Jul-24



# New Listings



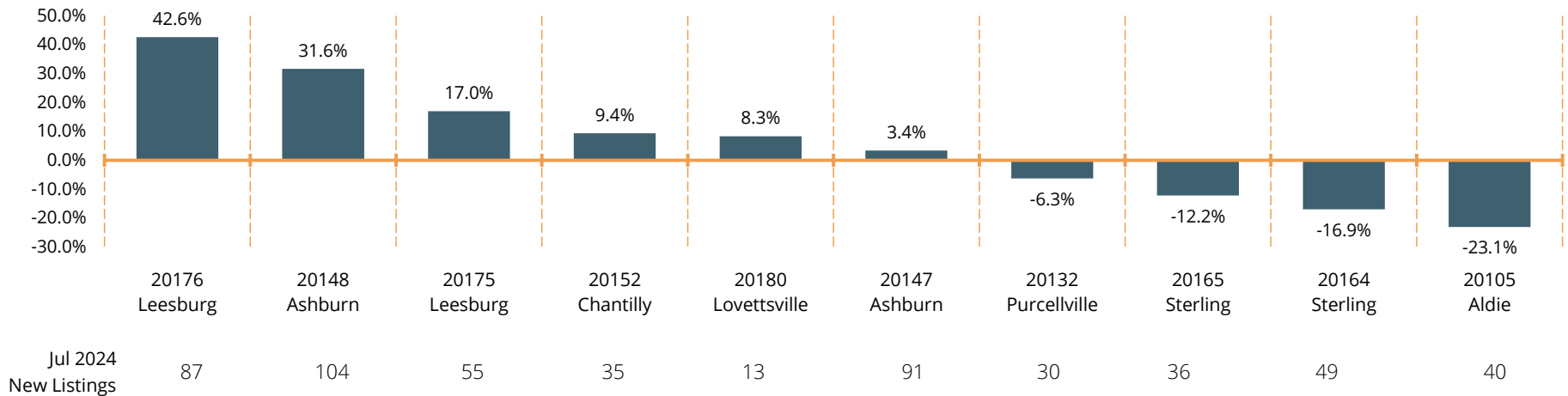
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-24	278	7.3%	324	9.5%
12-month Avg	244	-2.9%	274	1.9%

## Zip Code

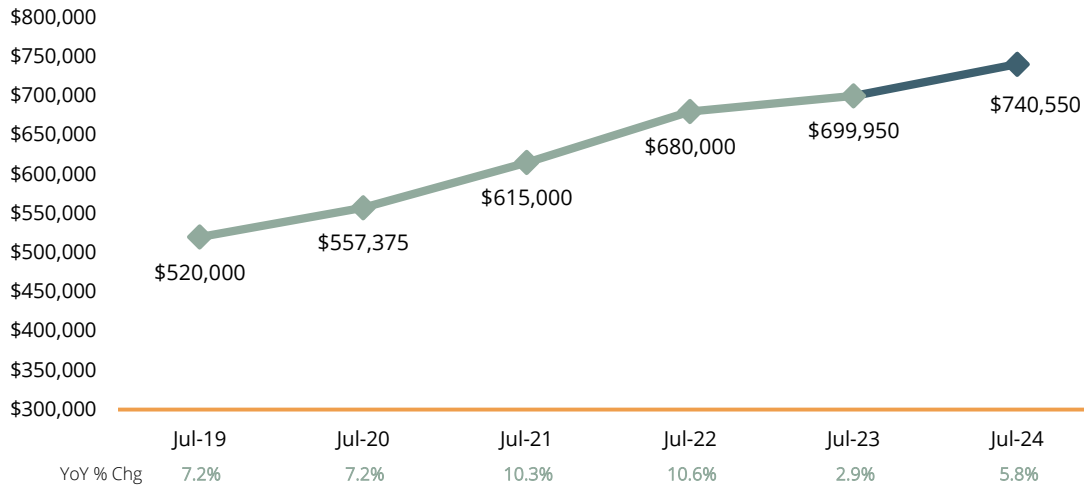
% Change in New Listings  
Jul-23 to Jul-24



# Median List Price



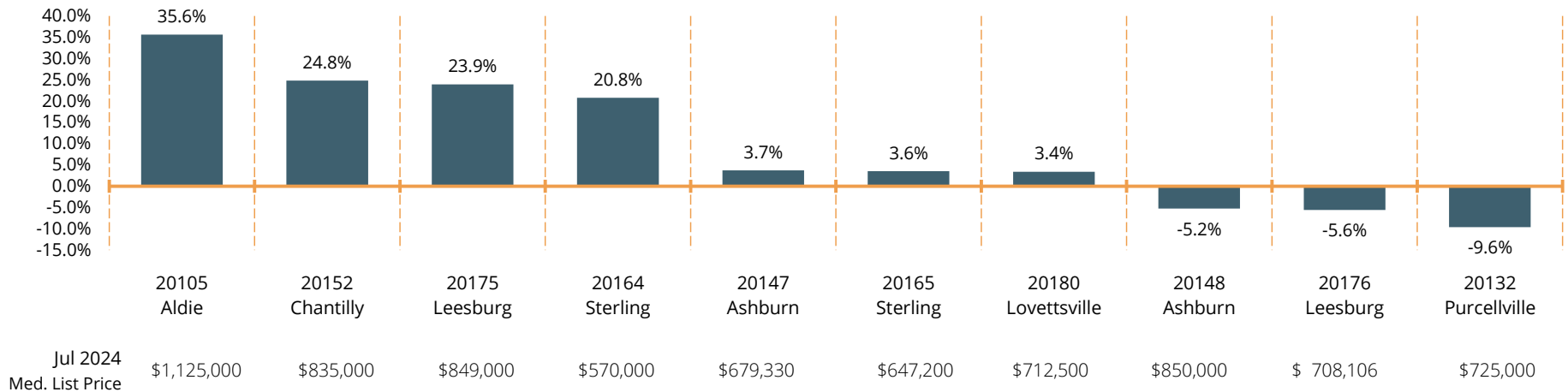
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-24	\$1,025,000	10.8%	\$594,015	3.4%
12-month Avg	\$945,304	7.0%	\$591,434	8.4%

## Zip Code

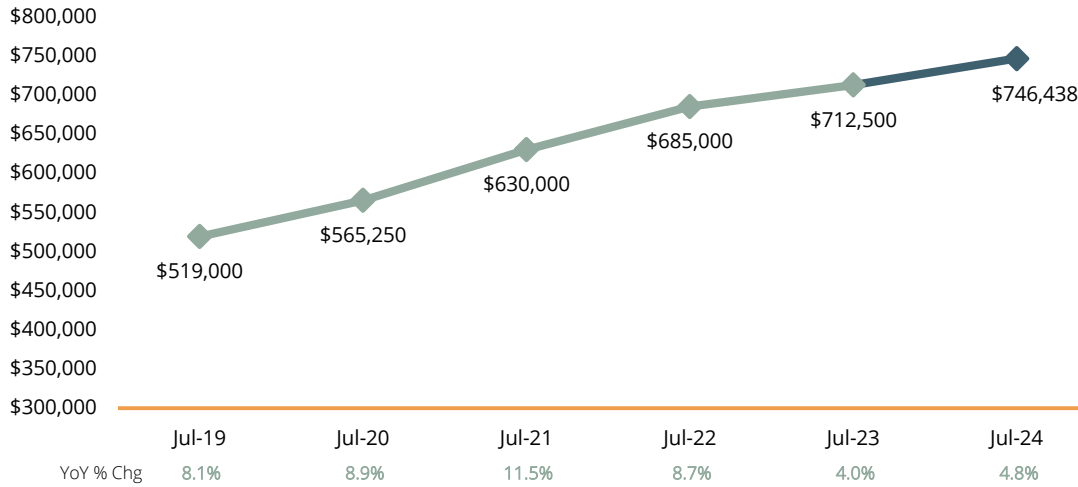
% Change in Median List Price  
Jul-23 to Jul-24



# Median Sales Price



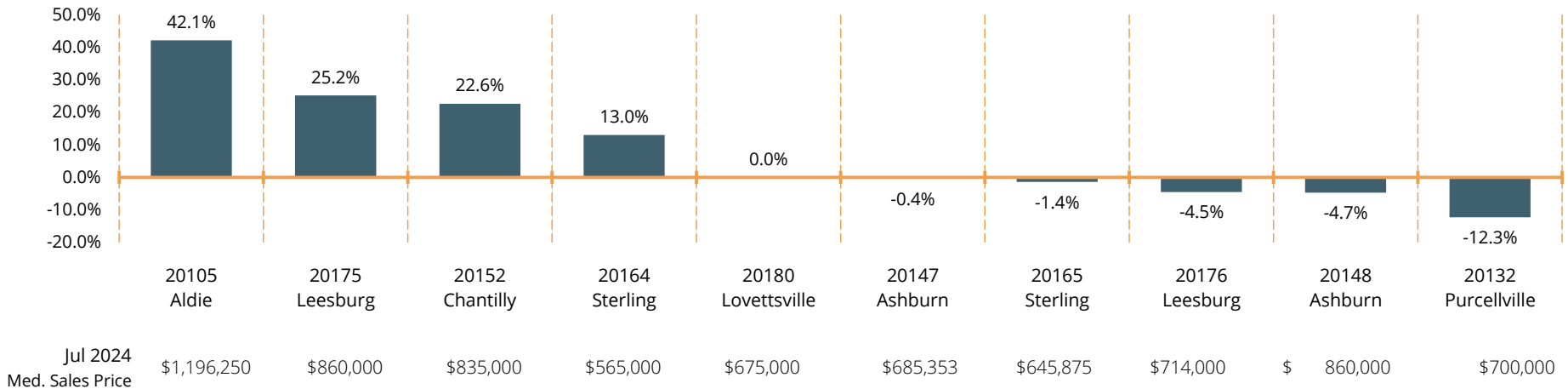
## Loudoun County



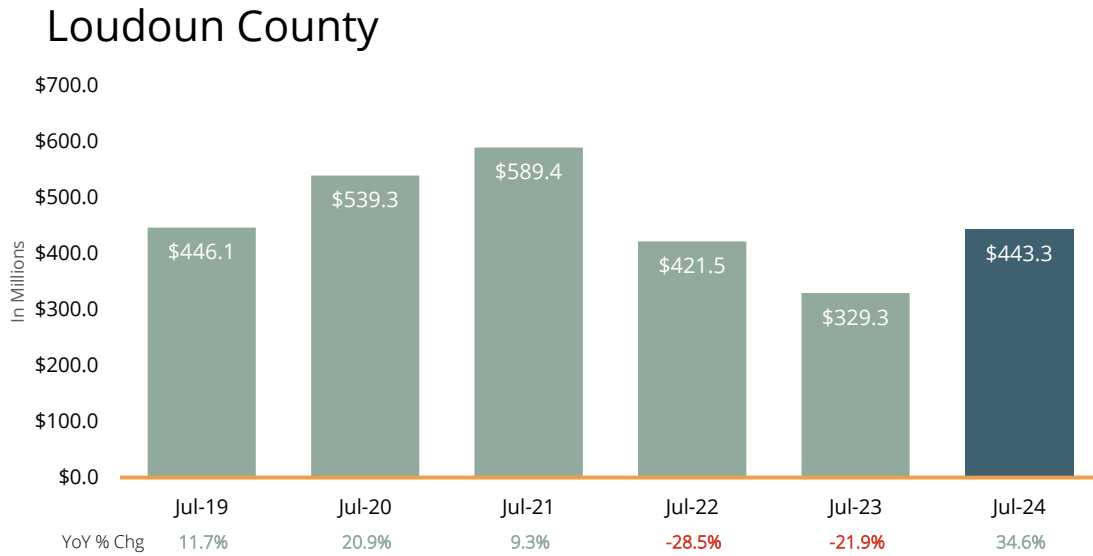
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Aug-23	\$948,990	8.5%	\$587,125	6.8%
Sep-23	\$927,500	12.8%	\$570,000	7.1%
Oct-23	\$939,000	5.5%	\$560,000	2.8%
Nov-23	\$932,750	8.1%	\$608,750	14.2%
Dec-23	\$949,500	18.7%	\$598,025	13.9%
Jan-24	\$898,275	2.1%	\$555,950	8.4%
Feb-24	\$928,517	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%
Jul-24	\$1,050,000	13.5%	\$603,820	3.2%
12-month Avg	\$959,378	8.7%	\$596,152	8.8%

## Zip Code

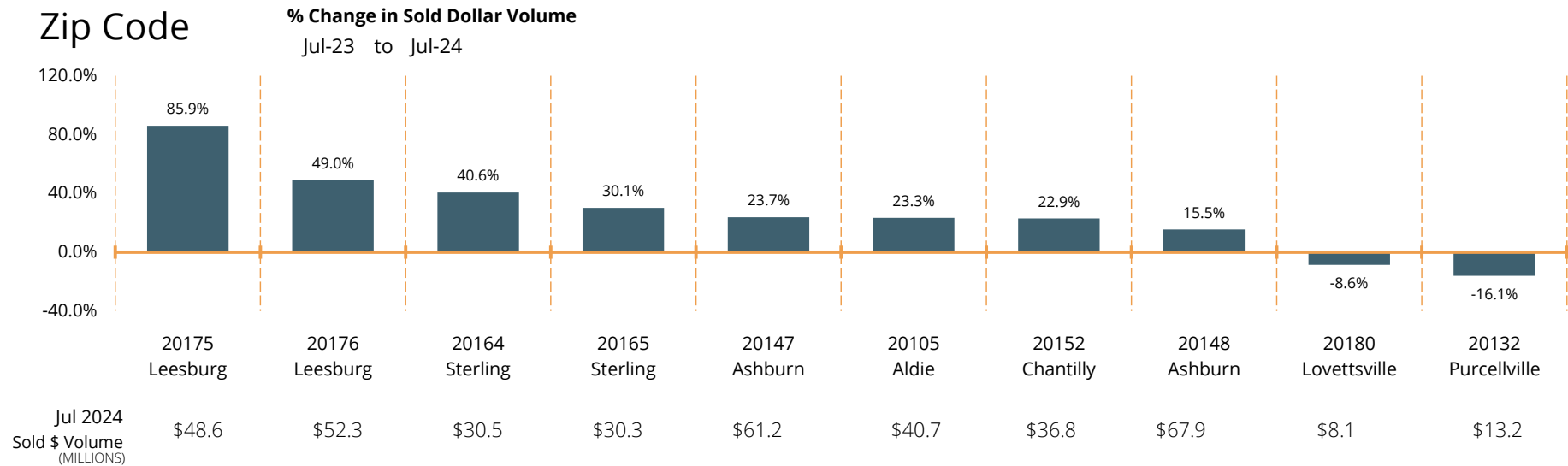
% Change in Median Sales Price  
Jul-23 to Jul-24



# Sold Dollar Volume (in millions)



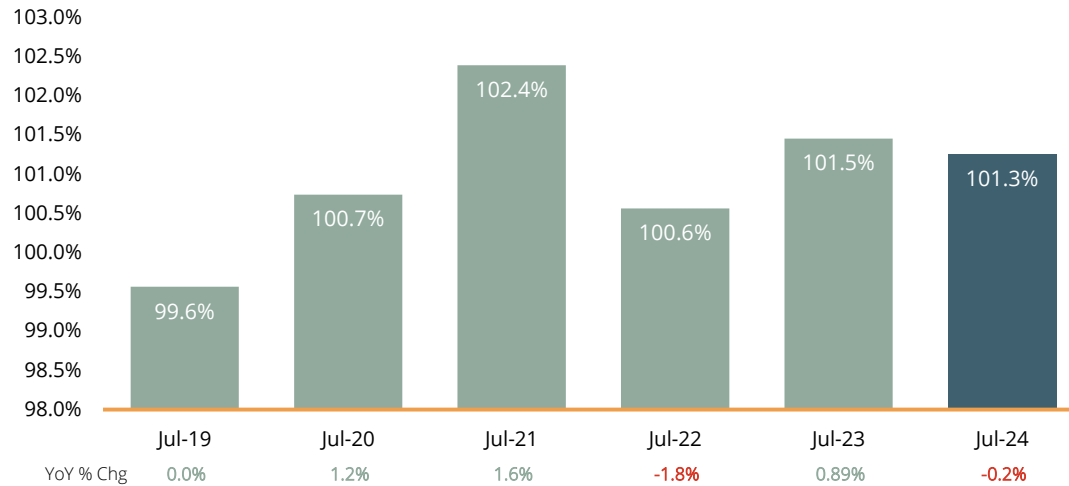
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Aug-23	\$205.6	-12.5%	\$155.5	-6.4%
Sep-23	\$170.8	-16.6%	\$112.8	-14.6%
Oct-23	\$141.5	-25.2%	\$114.0	-10.4%
Nov-23	\$155.2	-0.6%	\$98.8	6.8%
Dec-23	\$134.4	4.5%	\$103.2	4.0%
Jan-24	\$95.9	8.9%	\$77.4	28.6%
Feb-24	\$109.7	-5.6%	\$98.6	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%
Jul-24	\$270.0	31.0%	\$173.3	40.5%
12-month Avg	\$187.6	1.5%	\$126.0	5.0%



# Average Sold to Ask Price Ratio



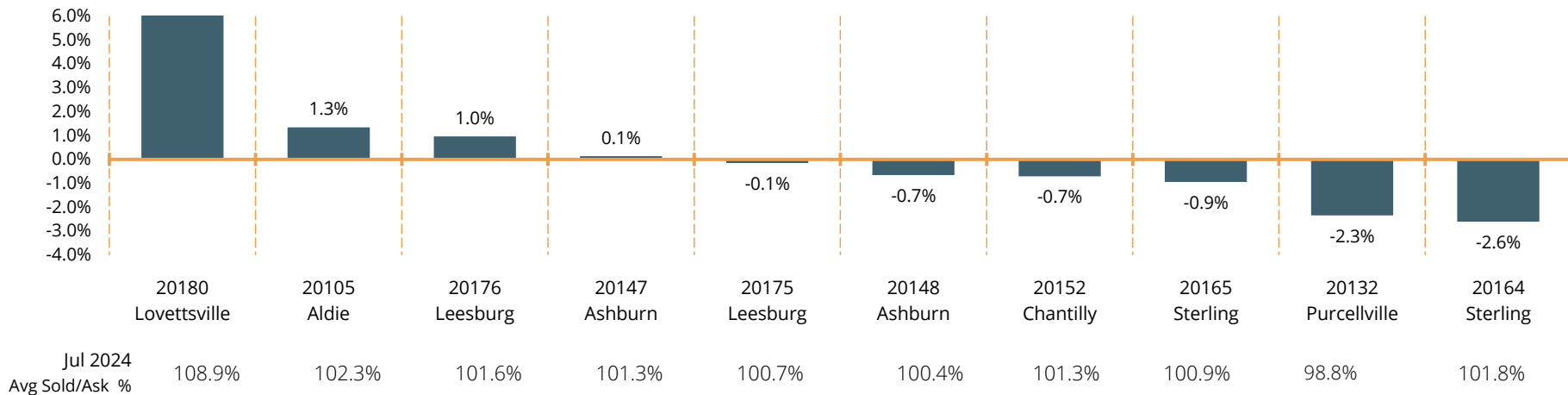
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Aug-23	<b>100.7%</b>	1.2%	<b>101.1%</b>	1.6%
Sep-23	<b>100.4%</b>	-0.2%	<b>101.4%</b>	2.0%
Oct-23	<b>100.0%</b>	0.6%	<b>100.5%</b>	0.8%
Nov-23	<b>99.6%</b>	0.4%	<b>100.0%</b>	0.8%
Dec-23	<b>99.6%</b>	0.6%	<b>100.1%</b>	0.9%
Jan-24	<b>104.2%</b>	5.5%	<b>100.1%</b>	0.8%
Feb-24	<b>101.5%</b>	1.8%	<b>101.2%</b>	0.8%
Mar-24	<b>102.1%</b>	1.1%	<b>101.0%</b>	0.4%
Apr-24	<b>101.8%</b>	-1.0%	<b>101.9%</b>	0.1%
May-24	<b>103.3%</b>	1.8%	<b>101.5%</b>	-0.6%
Jun-24	<b>101.9%</b>	0.7%	<b>100.8%</b>	-0.8%
Jul-24	<b>102.0%</b>	0.9%	<b>100.7%</b>	-1.1%
12-month Avg	101.4%	1.1%	100.9%	0.5%

## Zip Code

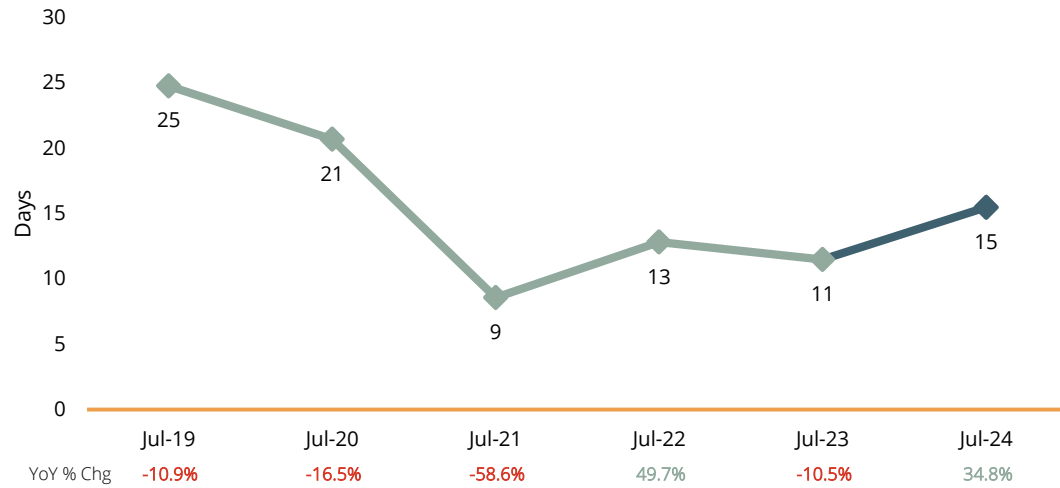
% Change in Average Sold to Ask Price Ratio  
Jul-23 to Jul-24



# Average Days on Market



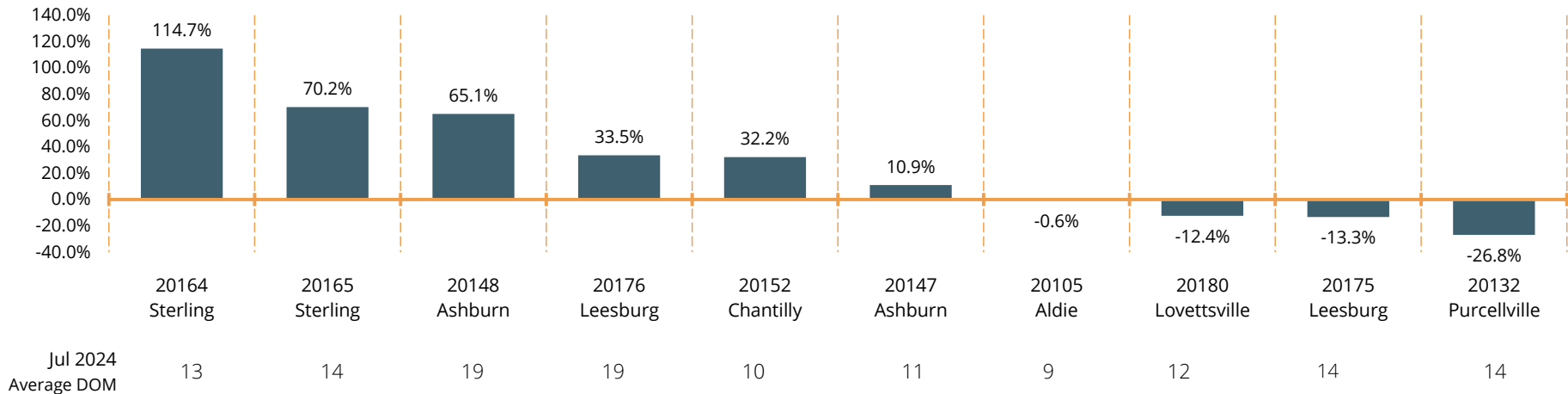
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-24	16	21.9%	15	52.2%
12-month Avg	19	-21.2%	17	-23.1%

## Zip Code

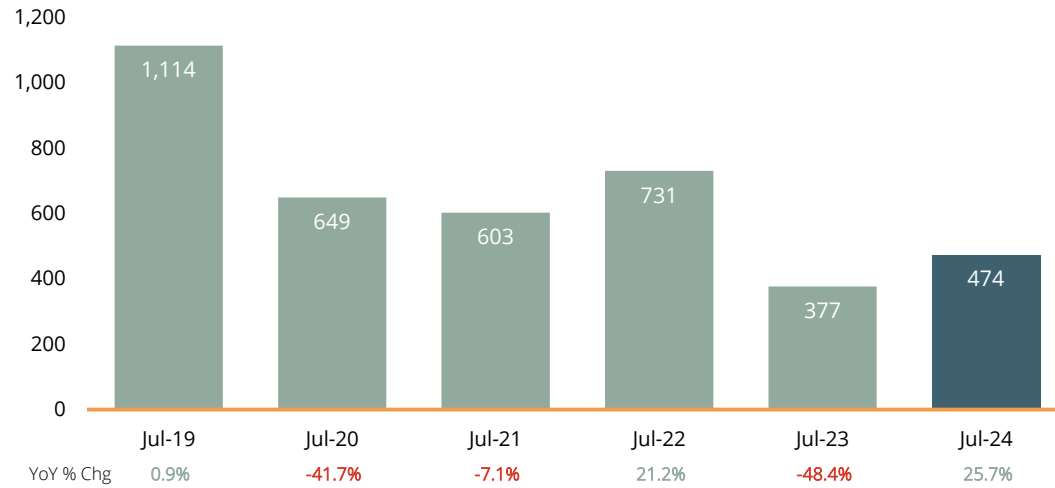
% Change in Average Days on Market  
Jul-23 to Jul-24



# Active Listings



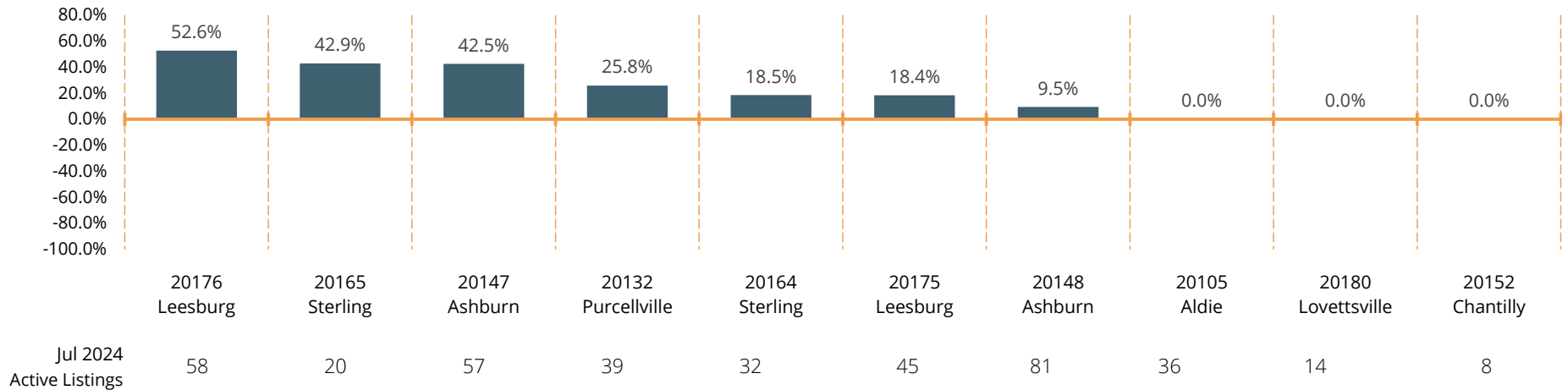
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-24	246	12.8%	228	43.4%
12-month Avg	221	-8.4%	200	1.5%

## Zip Code

**% Change in Active Listings**  
Jul-23 to Jul-24

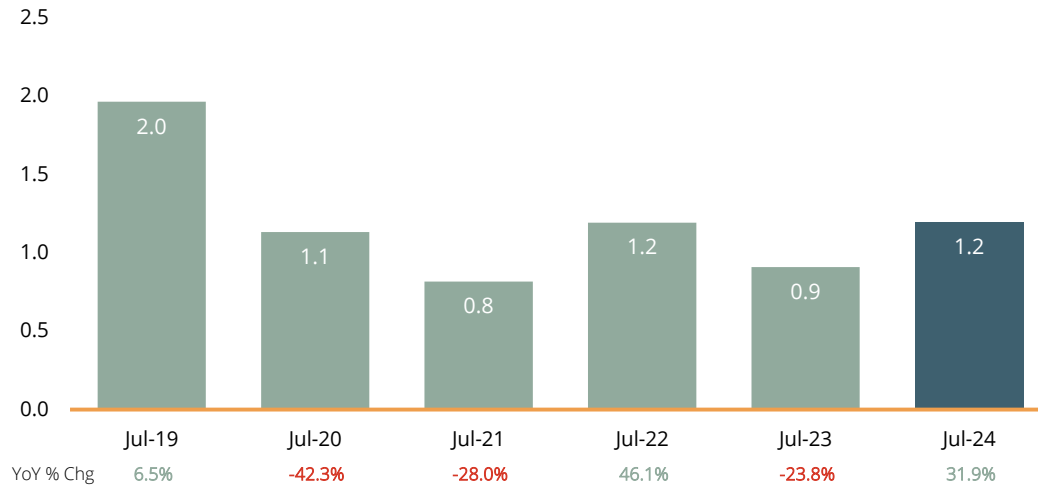




# Months Supply



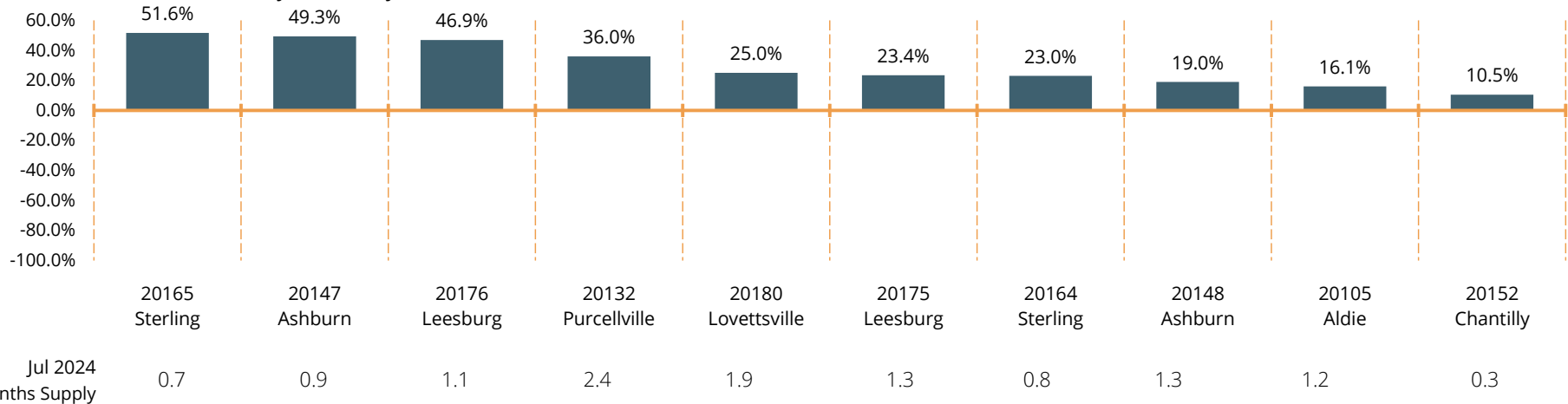
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-24	1.4	23.4%	1.1	45.1%
12-month Avg	1.2	19.3%	0.9	27.5%

## Zip Code

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



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-23	Jul-24	% chg	Jul-23	Jul-24	% chg	Jul-23	Jul-24	% chg	Jul-23	Jul-24	% chg	Jul-23	Jul-24	% chg
Loudoun County	555	<b>602</b>	8.5%	418	<b>518</b>	23.9%	\$712,500	<b>\$746,438</b>	4.8%	377	<b>474</b>	25.7%	0.9	<b>1.2</b>	31.9%
20105	52	<b>40</b>	-23.1%	36	<b>36</b>	0.0%	\$841,750	<b>\$1,196,250</b>	42.1%	36	<b>36</b>	0.0%	1.0	<b>1.2</b>	16.1%
20132	32	<b>30</b>	-6.3%	16	<b>15</b>	-6.3%	\$798,061	<b>\$700,000</b>	-12.3%	31	<b>39</b>	25.8%	1.7	<b>2.4</b>	36.0%
20147	88	<b>91</b>	3.4%	68	<b>82</b>	20.6%	\$688,050	<b>\$685,353</b>	-0.4%	40	<b>57</b>	42.5%	0.6	<b>0.9</b>	49.3%
20148	79	<b>104</b>	31.6%	64	<b>71</b>	10.9%	\$902,358	<b>\$860,000</b>	-4.7%	74	<b>81</b>	9.5%	1.1	<b>1.3</b>	19.0%
20152	32	<b>35</b>	9.4%	37	<b>41</b>	10.8%	\$681,000	<b>\$835,000</b>	22.6%	8	<b>8</b>	0.0%	0.3	<b>0.3</b>	10.5%
20164	59	<b>49</b>	-16.9%	42	<b>51</b>	21.4%	\$500,000	<b>\$565,000</b>	13.0%	27	<b>32</b>	18.5%	0.7	<b>0.8</b>	23.0%
20165	41	<b>36</b>	-12.2%	33	<b>44</b>	33.3%	\$655,000	<b>\$645,875</b>	-1.4%	14	<b>20</b>	42.9%	0.4	<b>0.7</b>	51.6%
20175	47	<b>55</b>	17.0%	35	<b>53</b>	51.4%	\$687,000	<b>\$860,000</b>	25.2%	38	<b>45</b>	18.4%	1.0	<b>1.3</b>	23.4%
20176	61	<b>87</b>	42.6%	42	<b>68</b>	61.9%	\$747,500	<b>\$714,000</b>	-4.5%	38	<b>58</b>	52.6%	0.8	<b>1.1</b>	46.9%
20180	12	<b>13</b>	8.3%	13	<b>10</b>	-23.1%	\$675,000	<b>\$675,000</b>	0.0%	14	<b>14</b>	0.0%	1.5	<b>1.9</b>	25.0%



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@virginiarealtors.org](mailto: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.