

AUGUST
2024

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: August 2024

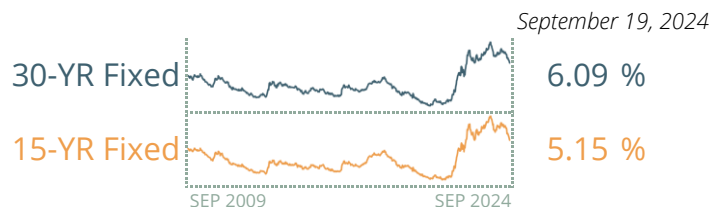
- Sales were flat in Loudoun County compared to last August.** There were 465 sales throughout Loudoun County, unchanged from the same time last year. Sterling zip code 20164 had six fewer sales than the year prior (-13.6%) while Aldie zip code 20105 had four fewer home sales (-9.5%). Home sales jumped in Ashburn zip code 20148 with 17 additional sales (+23.9%).
- In Loudoun County, pending sales activity picked up.** There were 412 pending sales in the Loudoun market in August, up 7.3% from last year, which is 28 additional pending sales. Pending sales increased in Leesburg zip code 20176 with 18 additional pending sales (+50.0%), followed by Chantilly zip code 20152 with six more pending sales than a year ago (+46.2%). The number of pending sales fell in Sterling zip code 20164 with 17 fewer pending sales (-31.5%) and Ashburn zip code 20148 down 12 pending sales from last August (-17.4%).
- Loudoun County home prices trended higher than last August.** The median sales price for a home in Loudoun County was \$745,000 in August, \$58,000 more than the year before, increasing by 8.4%. The markets with the biggest jump in price growth were Purcellville zip code 20132 (+25.1%), Leesburg zip code 20176 (+20.6%), and Sterling zip code 20165 (+18.2%). Chantilly zip code 20152 saw a drop off in home prices (-9.0%).
- Active listings continued to rise in Loudoun County.** At the end of August, there were 502 listings throughout the Loudoun market, 80 more listings than the preceding year, resulting in a 19.0% increase in activity. Ashburn zip code 20148 (+50.0%) and Leesburg zip code 20176 (+34.7%) saw an uptick in listing activity. Listings declined in Sterling zip code 20165 (-21.7%) and Lovettsville zip code 20180 (-33.3%).



DAAR Market Dashboard

YoY Chg	Aug-24	Indicator
— 0.0%	465	Sales
▲ 7.3%	412	Pending Sales
▲ 6.8%	594	New Listings
▲ 8.0%	\$740,000	Median List Price
▲ 8.4%	\$745,000	Median Sales Price
▲ 4.6%	\$286	Median Price Per Square Foot
▲ 7.5%	\$388.3	Sold Dollar Volume (in millions)
▼ -0.5%	100.4%	Average Sold/Ask Price Ratio
▲ 3.7%	16	Average Days on Market
▲ 19.0%	502	Active Listings
▲ 22.8%	1.3	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.

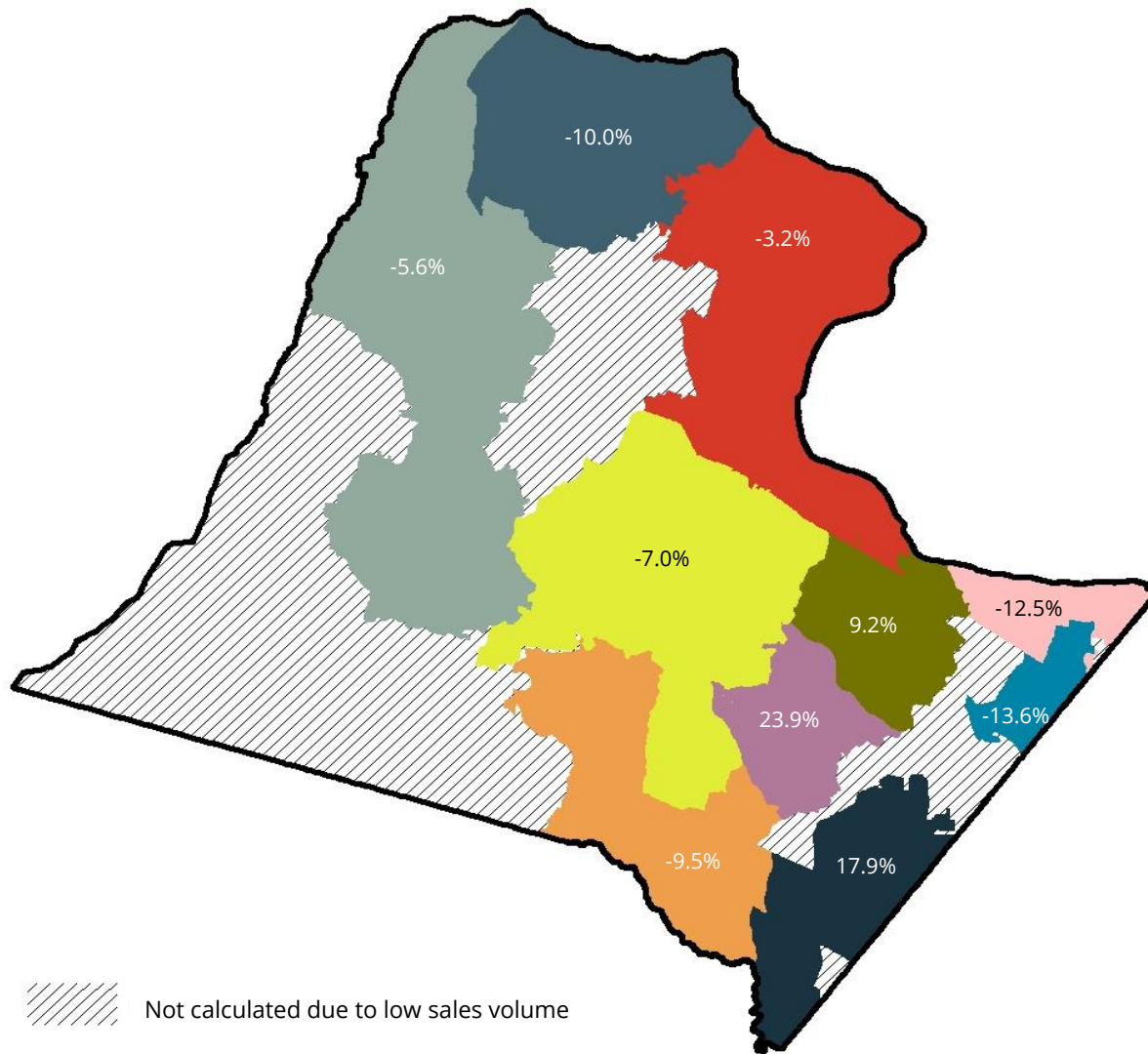
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Aug-23	Aug-24	
20105 Aldie	42	38	-9.5%
20132 Purcellville	18	17	-5.6%
20147 Ashburn	65	71	9.2%
20148 Ashburn	71	88	23.9%
20152 Chantilly	28	33	17.9%
20164 Sterling	44	38	-13.6%
20165 Sterling	40	35	-12.5%
20175 Leesburg	43	40	-7.0%
20176 Leesburg	62	60	-3.2%
20180 Lovettsville	10	9	-10.0%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Aug-23	Aug-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Aug-22	Aug-24						
Sales			465	465	0.0%	2,750	2,856	3.9%
Pending Sales			384	412	7.3%	3,039	3,077	1.3%
New Listings			556	594	6.8%	3,805	4,061	6.7%
Median List Price			\$684,990	\$740,000	8.0%	\$687,500	\$729,990	6.2%
Median Sales Price			\$687,000	\$745,000	8.4%	\$695,000	\$743,000	6.9%
Median Price Per Square Foot			\$273	\$286	4.6%	\$265	\$288	8.6%
Sold Dollar Volume (in millions)			\$361.1	\$388.3	7.5%	\$2,126.8	\$2,370.8	11.5%
Average Sold/Ask Price Ratio			100.9%	100.4%	-0.5%	101.2%	101.7%	0.5%
Average Days on Market			15	16	3.7%	19	16	-14.0%
Active Listings			422	502	19.0%	n/a	n/a	n/a
Months of Supply			1.0	1.3	22.8%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Aug-23	Aug-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Aug-22	Aug-24						
Sales			197	216	9.6%	1,321	1,339	1.4%
Pending Sales			172	185	7.6%	1,411	1,427	1.1%
New Listings			265	262	-1.1%	1,881	1,950	3.7%
Median List Price			\$925,000	\$999,945	8.1%	\$900,000	\$956,000	6.2%
Median Sales Price			\$948,990	\$1,034,006	9.0%	\$920,000	\$990,000	7.6%
Median Price Per Square Foot			\$259	\$275	6.4%	\$252	\$272	8.0%
Sold Dollar Volume (in millions)			\$205.6	\$235.4	14.5%	\$1,304.8	\$1,443.4	10.6%
Average Sold/Ask Price Ratio			100.7%	100.7%	0.0%	101.2%	102.4%	1.2%
Average Days on Market			19	15	-20.2%	18	15	-19.6%
Active Listings			241	255	5.8%	n/a	n/a	n/a
Months of Supply			1.3	1.4	11.7%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



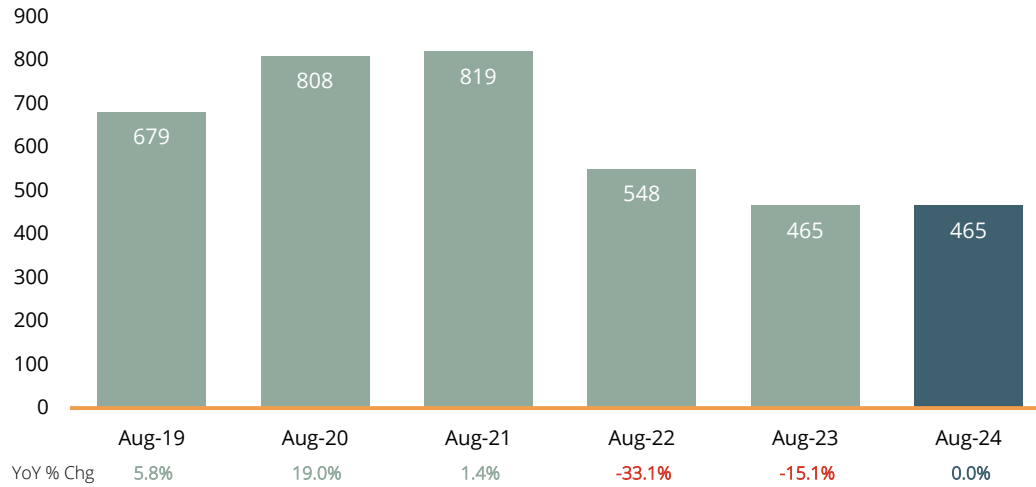
Key Metrics	2-year Trends		Aug-23	Aug-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Aug-22	Aug-24						
Sales			268	249	-7.1%	1,429	1,517	6.2%
Pending Sales			212	227	7.1%	1,628	1,650	1.4%
New Listings			291	332	14.1%	1,924	2,111	9.7%
Median List Price			\$586,000	\$601,325	2.6%	\$550,000	\$600,797	9.2%
Median Sales Price			\$587,125	\$600,000	2.2%	\$565,000	\$614,900	8.8%
Median Price Per Square Foot			\$281	\$293	4.1%	\$275	\$297	8.0%
Sold Dollar Volume (in millions)			\$155.5	\$153.0	-1.6%	\$821.9	\$927.5	12.8%
Average Sold/Ask Price Ratio			101.1%	100.1%	-1.0%	101.3%	101.1%	-0.2%
Average Days on Market			13	16	30.4%	19	17	-9.5%
Active Listings			181	247	36.5%	n/a	n/a	n/a
Months of Supply			0.8	1.2	38.2%	n/a	n/a	n/a

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

Sales



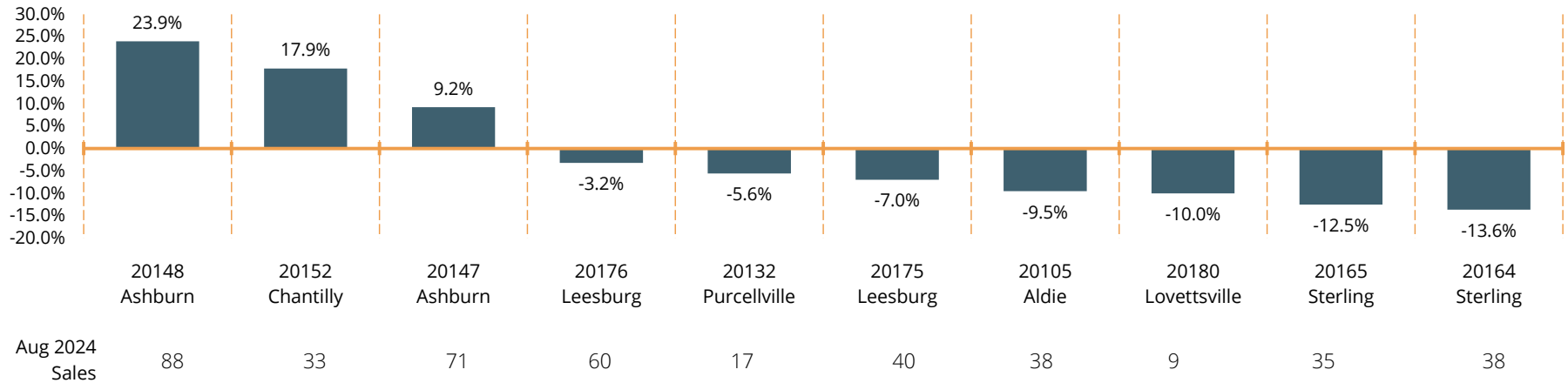
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-24	216	9.6%	249	-7.1%
12-month Avg	178	-4.8%	208	-0.8%

Zip Code

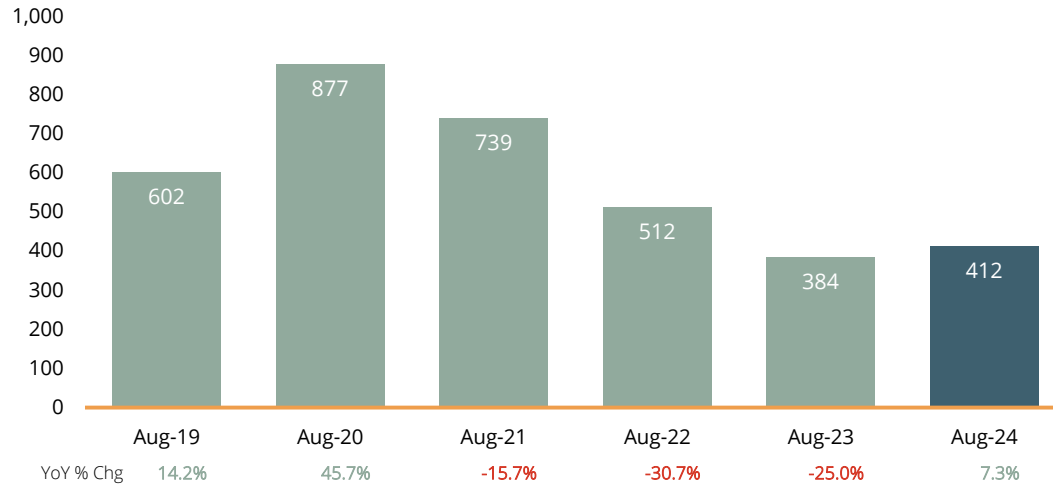
% Change in Sales
Aug-23 to Aug-24



Pending Sales



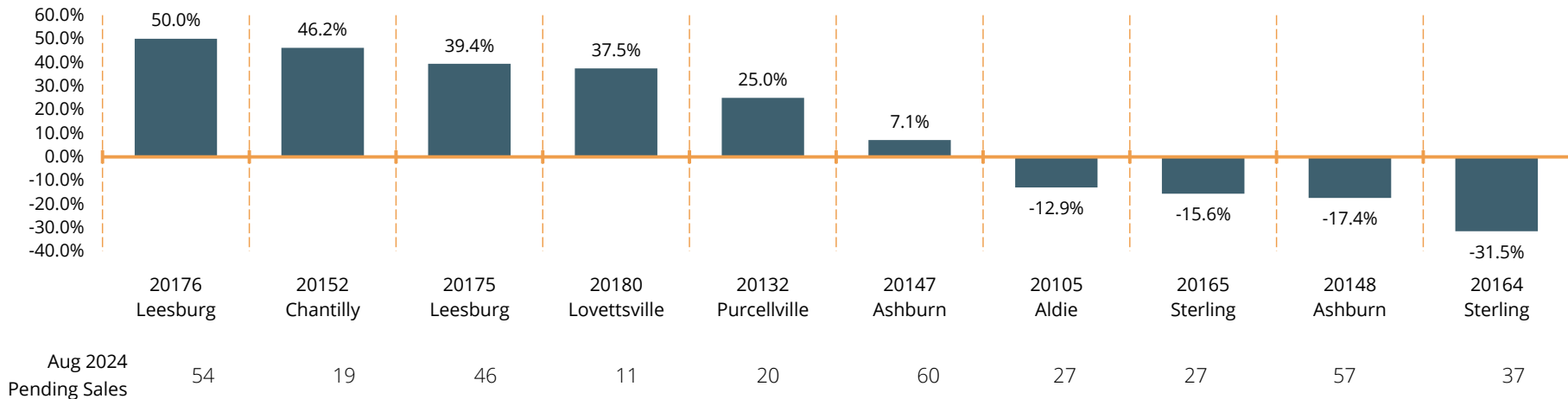
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-24	185	7.6%	227	7.1%
12-month Avg	177	-1.3%	211	0.1%

Zip Code

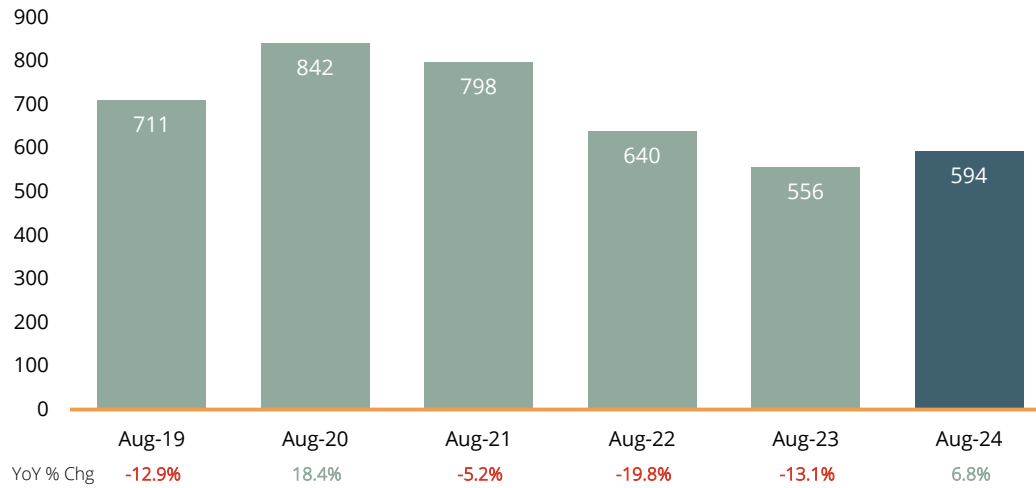
% Change in Pending Sales
Aug-23 to Aug-24



New Listings



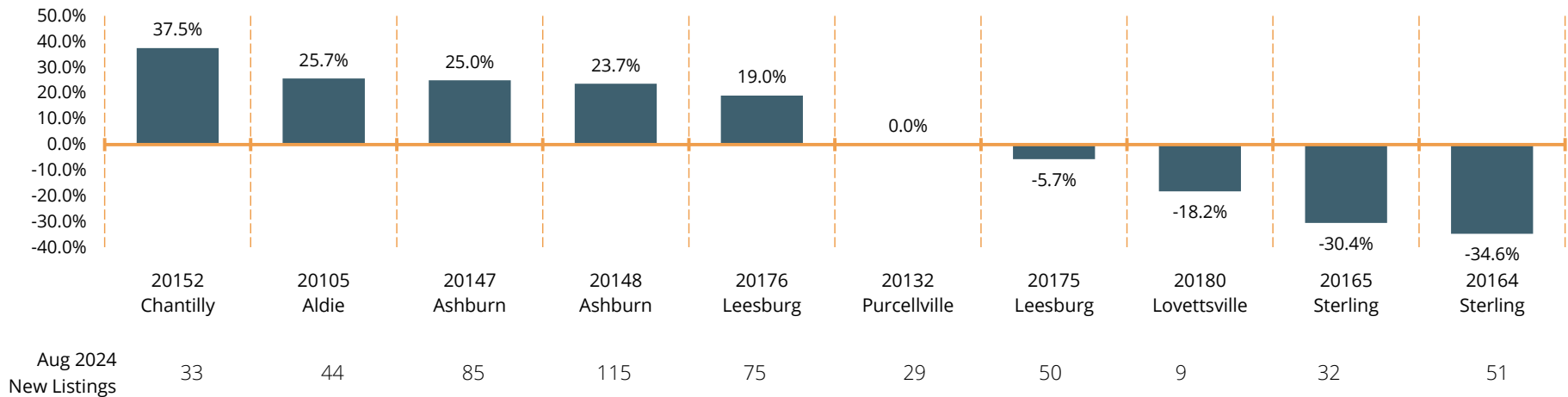
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-24	262	-1.1%	332	14.1%
12-month Avg	244	-1.9%	278	4.7%

Zip Code

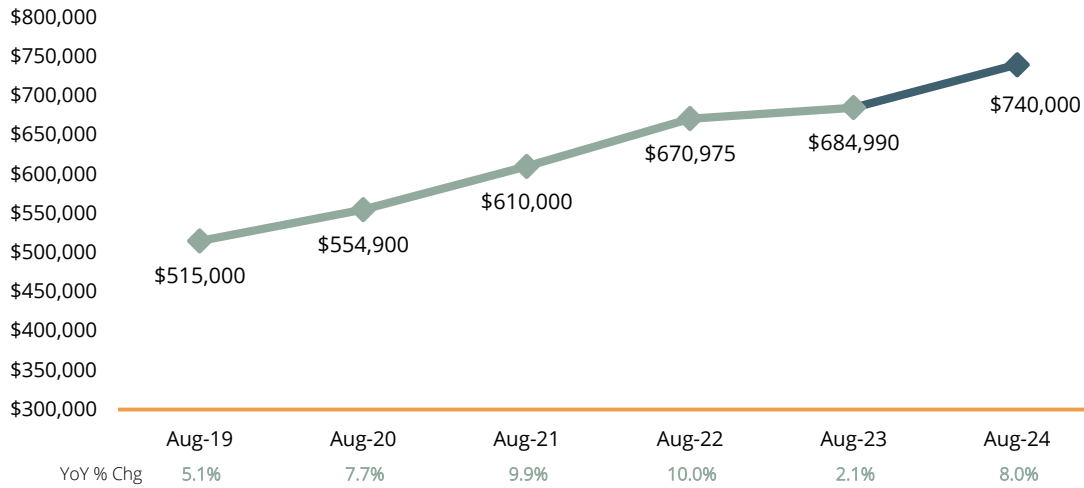
% Change in New Listings
Aug-23 to Aug-24



Median List Price



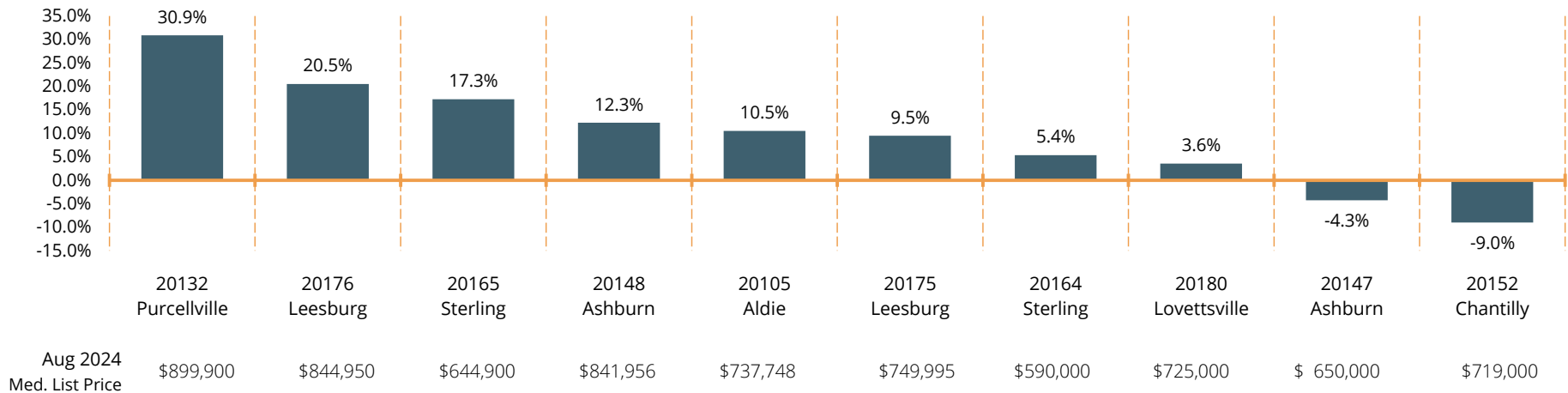
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-24	\$999,945	8.1%	\$601,325	2.6%
12-month Avg	\$951,549	7.3%	\$592,711	8.0%

Zip Code

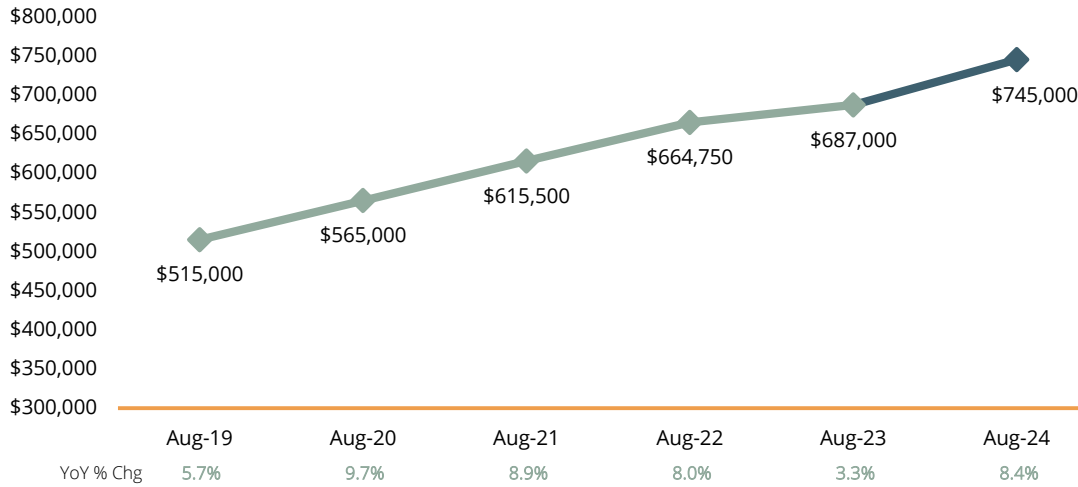
% Change in Median List Price
Aug-23 to Aug-24



Median Sales Price



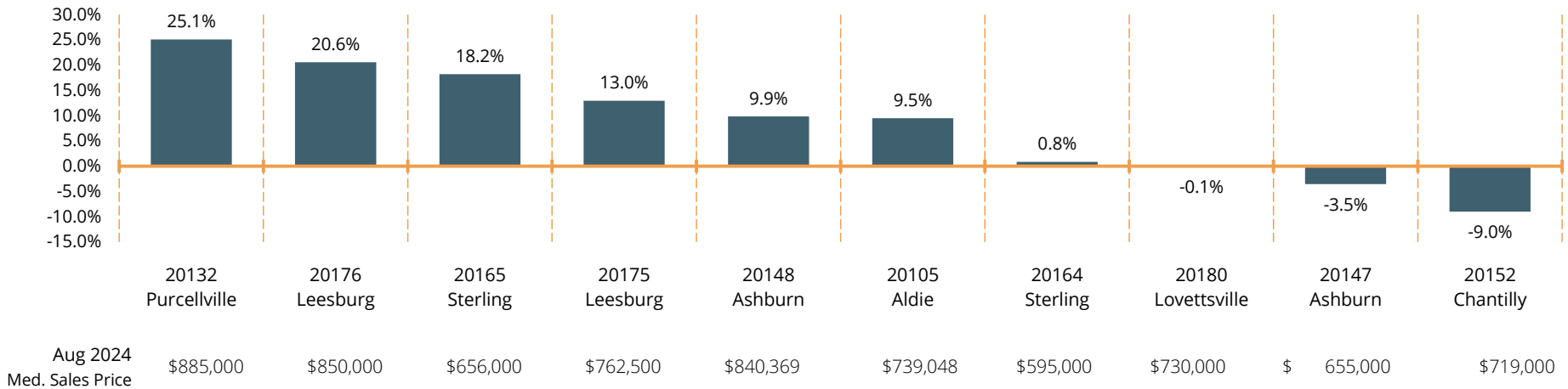
Loudoun County



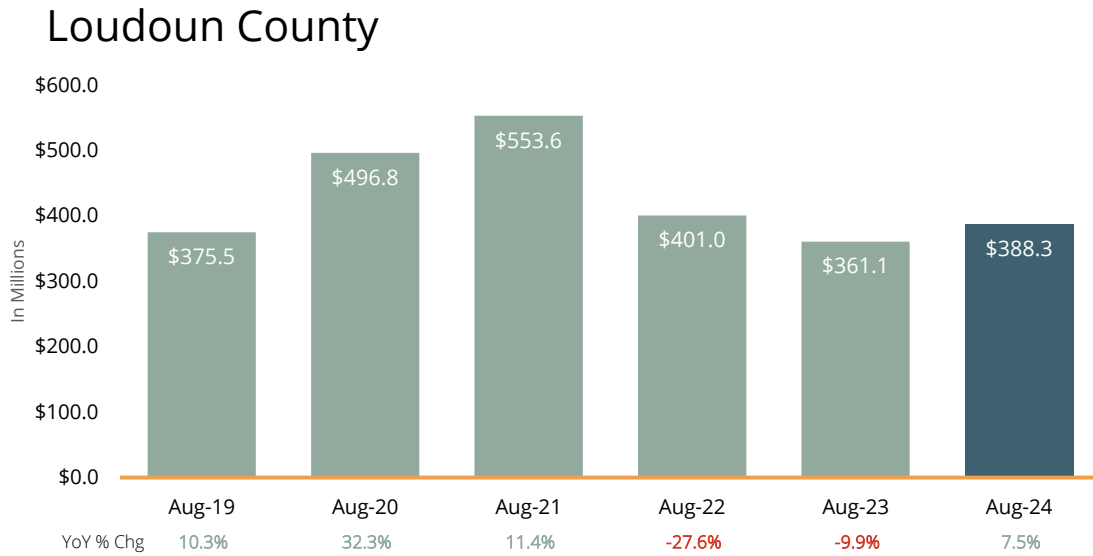
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Sep-23	\$927,500	12.8%	\$570,000	7.1%
Oct-23	\$939,000	5.5%	\$560,000	2.8%
Nov-23	\$932,750	8.1%	\$608,750	14.2%
Dec-23	\$949,500	18.7%	\$598,025	13.9%
Jan-24	\$898,275	2.1%	\$555,950	8.4%
Feb-24	\$928,517	9.2%	\$605,000	7.1%
Mar-24	\$975,000	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%
Aug-24	\$1,034,006	9.0%	\$600,000	2.2%
12-month Avg	\$966,462	8.7%	\$597,225	8.4%

Zip Code

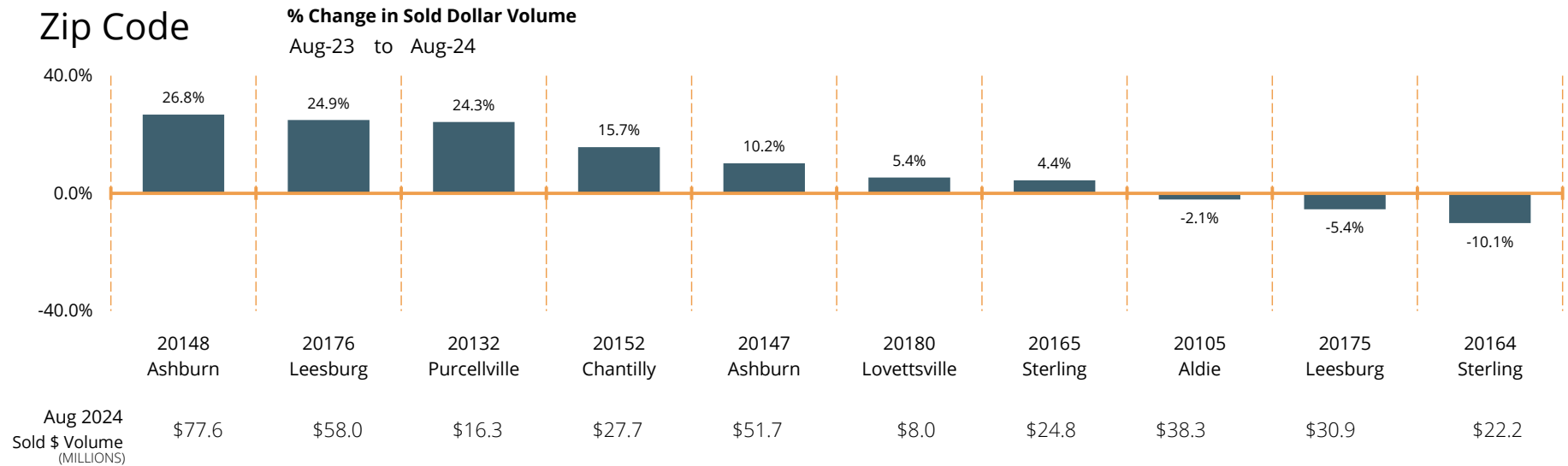
% Change in Median Sales Price
Aug-23 to Aug-24



Sold Dollar Volume (in millions)



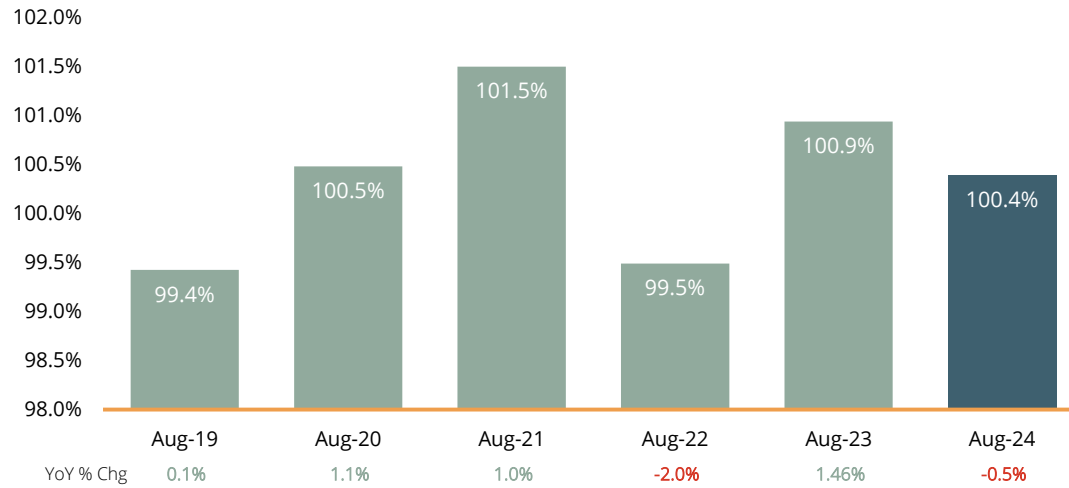
Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
Sep-23	\$170.8	-16.6%	\$112.8	-14.6%
Oct-23	\$141.5	-25.2%	\$114.0	-10.4%
Nov-23	\$155.2	-0.6%	\$98.8	6.8%
Dec-23	\$134.4	4.5%	\$103.2	4.0%
Jan-24	\$95.9	8.9%	\$77.4	28.6%
Feb-24	\$109.7	-5.6%	\$98.6	7.9%
Mar-24	\$196.0	3.1%	\$113.4	10.1%
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%
Aug-24	\$235.4	14.5%	\$153.0	-1.6%
12-month Avg	\$190.1	4.2%	\$125.8	5.7%



Average Sold to Ask Price Ratio



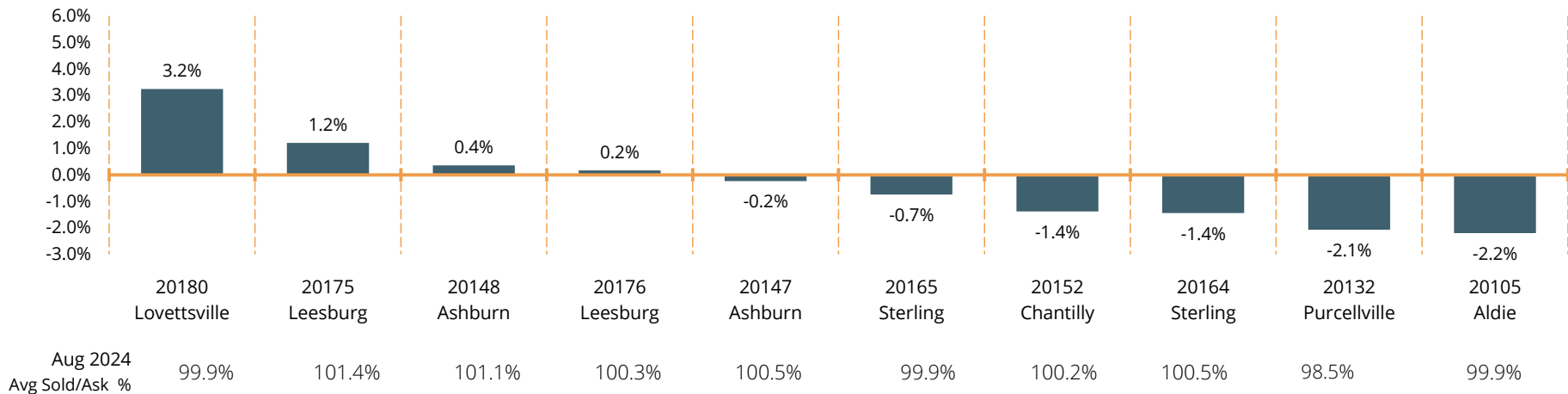
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-24	102.0%	0.9%	100.7%	-1.1%
Aug-24	100.7%	0.0%	100.1%	-1.0%
12-month Avg	101.4%	1.0%	100.8%	0.3%

Zip Code

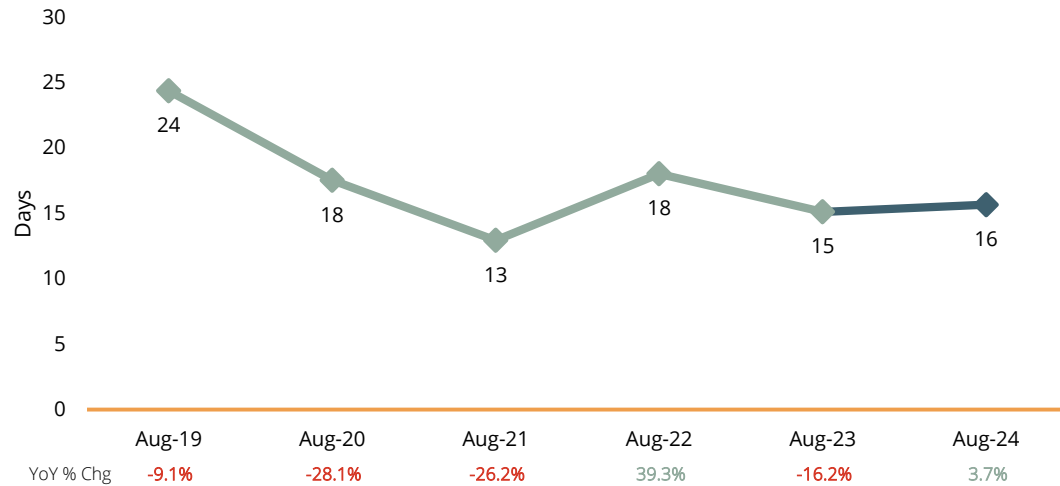
% Change in Average Sold to Ask Price Ratio
Aug-23 to Aug-24



Average Days on Market



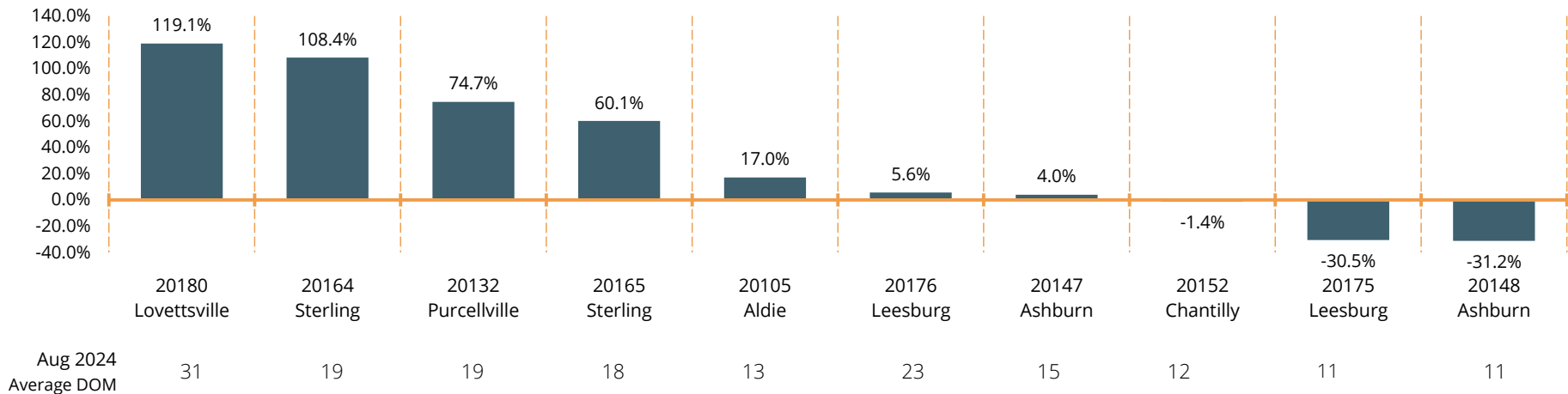
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-24	15	-20.2%	16	30.4%
12-month Avg	18	-22.9%	17	-19.7%

Zip Code

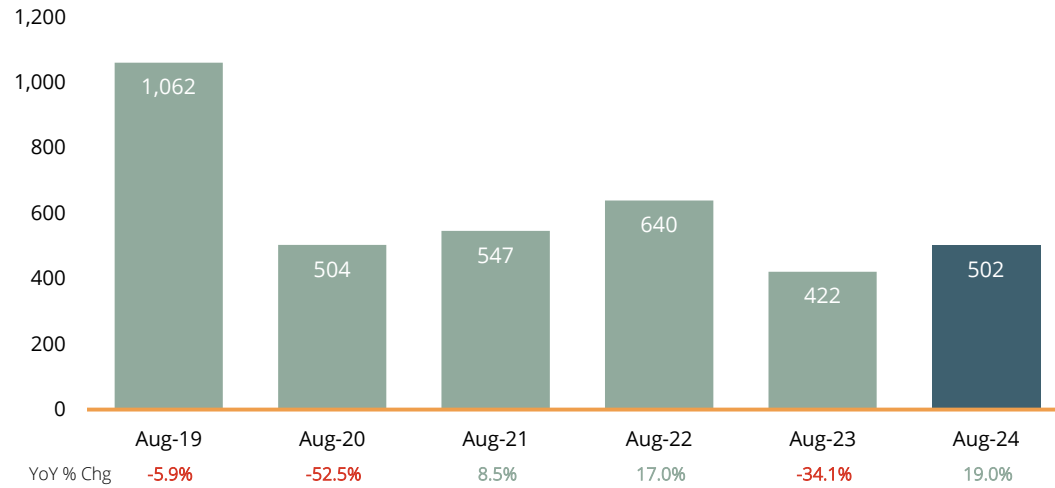
% Change in Average Days on Market
Aug-23 to Aug-24



Active Listings



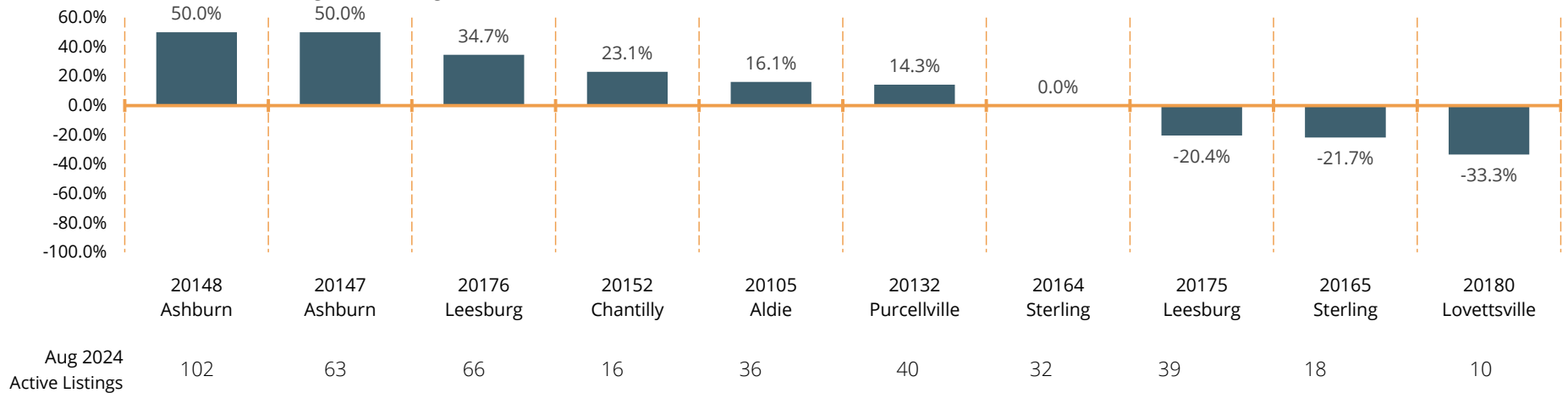
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-24	255	5.8%	247	36.5%
12-month Avg	222	-4.4%	206	9.5%

Zip Code

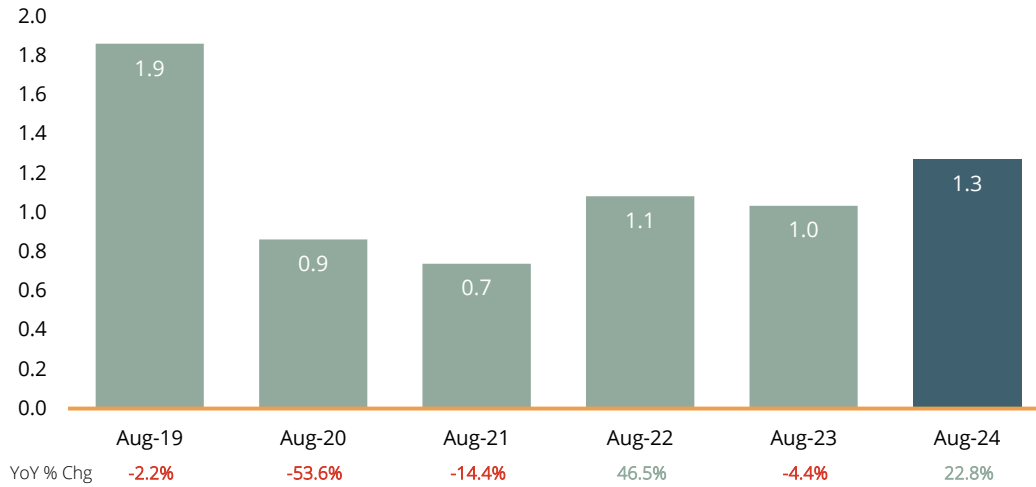
% Change in Active Listings
Aug-23 to Aug-24



Months Supply



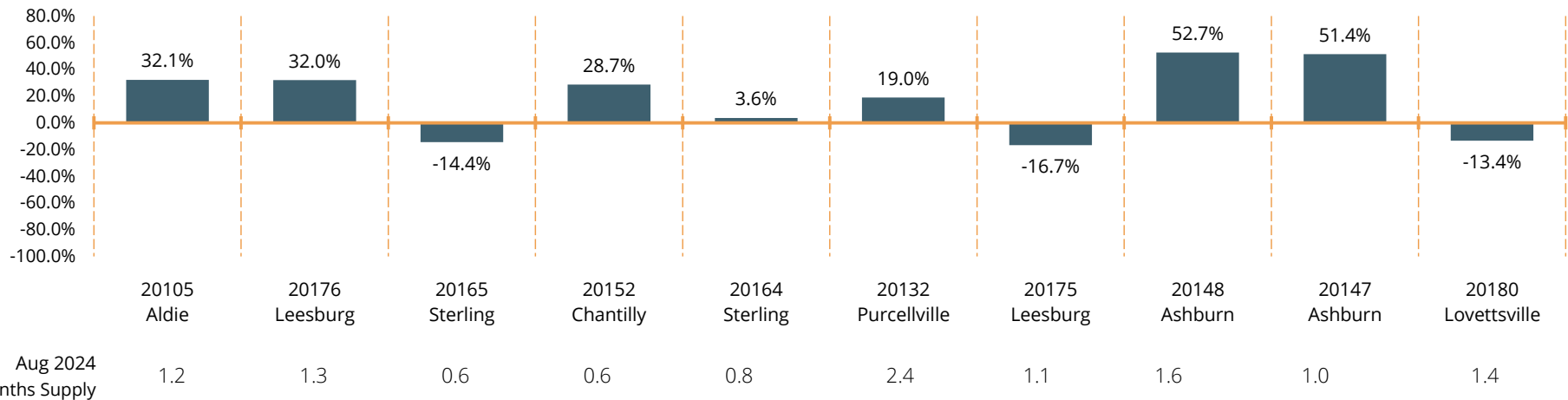
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-24	1.4	11.7%	1.2	38.2%
12-month Avg	1.2	20.4%	1.0	32.5%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-23	Aug-24	% chg	Aug-23	Aug-24	% chg	Aug-23	Aug-24	% chg	Aug-23	Aug-24	% chg	Aug-23	Aug-24	% chg
Loudoun County	556	594	6.8%	465	465	0.0%	\$687,000	\$745,000	8.4%	422	502	19.0%	1.0	1.3	22.8%
20105	35	44	25.7%	42	38	-9.5%	\$675,000	\$739,048	9.5%	31	36	16.1%	0.9	1.2	32.1%
20132	29	29	0.0%	18	17	-5.6%	\$707,450	\$885,000	25.1%	35	40	14.3%	2.1	2.4	19.0%
20147	68	85	25.0%	65	71	9.2%	\$679,000	\$655,000	-3.5%	42	63	50.0%	0.7	1.0	51.4%
20148	93	115	23.7%	71	88	23.9%	\$765,000	\$840,369	9.9%	68	102	50.0%	1.0	1.6	52.7%
20152	24	33	37.5%	28	33	17.9%	\$790,000	\$719,000	-9.0%	13	16	23.1%	0.5	0.6	28.7%
20164	78	51	-34.6%	44	38	-13.6%	\$590,000	\$595,000	0.8%	32	32	0.0%	0.8	0.8	3.6%
20165	46	32	-30.4%	40	35	-12.5%	\$555,000	\$656,000	18.2%	23	18	-21.7%	0.7	0.6	-14.4%
20175	53	50	-5.7%	43	40	-7.0%	\$675,000	\$762,500	13.0%	49	39	-20.4%	1.3	1.1	-16.7%
20176	63	75	19.0%	62	60	-3.2%	\$705,000	\$850,000	20.6%	49	66	34.7%	1.0	1.3	32.0%
20180	11	9	-18.2%	10	9	-10.0%	\$731,000	\$730,000	-0.1%	15	10	-33.3%	1.6	1.4	-13.4%



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.