

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: September 2024

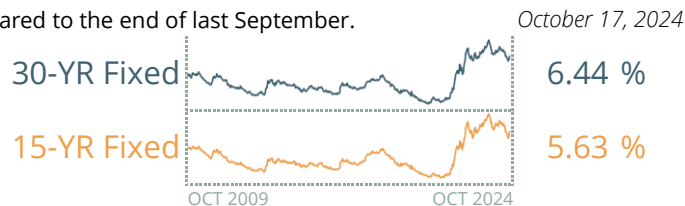
- Sales activity jumped up in Loudoun County.** There were 397 sales in Loudoun County in September, 42 more than the previous year, an 11.8% increase. All local markets saw sales numbers go up, with Purcellville zip code 20132 having the most noticeable sales growth, which is six additional home sales (+40.0%).
- Year-over-year pending sales had the highest surge in over a year in Loudoun County this month.** At 458, pending sales activity in Loudoun went up 32.0%, 111 more pending sales than the previous year. There were 31 additional pending sales in Ashburn zip code 20147 (+60.8%) and 26 more pending sales in Leesburg zip code 20176 (+65.0%) compared to last September. However, Lovettsville zip code 20180 had six fewer pending sales than last year marking a significant 54.5% dip.
- Home prices continue to trend upward year-over-year in Loudoun County.** The median price of a home in Loudoun was \$710,000 this month, 2.9% higher than last September, a \$19,884 price increase. In Leesburg zip code 20175, the median home price rose 29.7%, bringing the cost of a home to around \$806,600 in the county, \$184,600 more than the previous year. Homes sold for a median of \$615,750 in Lovettsville zip code 20180, \$184,250 cheaper than the prior year, a 23.0% drop.
- Listing levels grew for the fifth straight month in Loudoun County.** The number of active listings in Loudoun totaled 513 at the end of September, 8.2% more than the year before, reflecting an additional 39 listings. The market with the biggest growth in listings was Ashburn zip code 20148, with 24 more listings than a year earlier (+27.6%). Active listings fell in Lovettsville zip code 20180 (-47.1%) and Leesburg zip code 20175 (-17.4%) compared to the end of last September.



DAAR Market Dashboard

YoY Chg	Sep-24	Indicator
▲ 11.8%	397	Sales
▲ 32.0%	458	Pending Sales
▲ 26.7%	640	New Listings
▲ 2.2%	\$700,000	Median List Price
▲ 2.9%	\$710,000	Median Sales Price
▲ 4.5%	\$286	Median Price Per Square Foot
▲ 15.4%	\$327.3	Sold Dollar Volume (in millions)
— 0.0%	101.0%	Average Sold/Ask Price Ratio
▲ 25.9%	23	Average Days on Market
▲ 8.2%	513	Active Listings
▲ 8.3%	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.

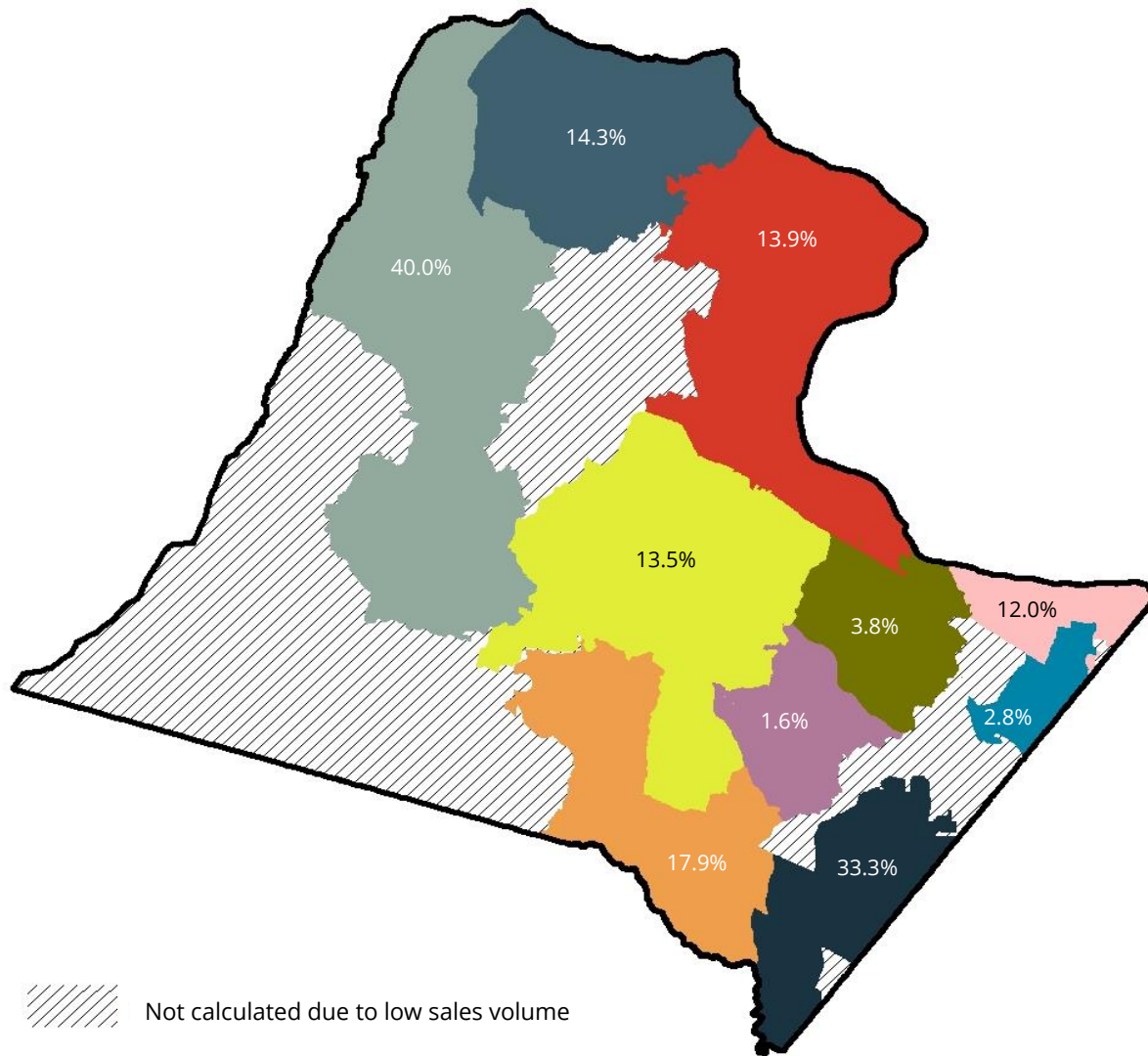
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Sep-23	Sep-24	
20105 Aldie	28	33	17.9%
20132 Purcellville	15	21	40.0%
20147 Ashburn	53	55	3.8%
20148 Ashburn	64	65	1.6%
20152 Chantilly	15	20	33.3%
20164 Sterling	36	37	2.8%
20165 Sterling	25	28	12.0%
20175 Leesburg	37	42	13.5%
20176 Leesburg	36	41	13.9%
20180 Lovettsville	7	8	14.3%

Total Market Overview



Key Metrics	2-year Trends		Sep-23	Sep-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Sep-22	Sep-24						
Sales			355	397	11.8%	3,570	3,718	4.1%
Pending Sales			347	458	32.0%	3,770	3,947	4.7%
New Listings			505	640	26.7%	4,866	5,295	8.8%
Median List Price			\$685,000	\$700,000	2.2%	\$686,728	\$729,990	6.3%
Median Sales Price			\$690,116	\$710,000	2.9%	\$695,000	\$740,000	6.5%
Median Price Per Square Foot			\$274	\$286	4.5%	\$267	\$288	7.7%
Sold Dollar Volume (in millions)			\$283.6	\$327.3	15.4%	\$2,771.5	\$3,086.4	11.4%
Average Sold/Ask Price Ratio			101.0%	101.0%	0.0%	101.2%	101.4%	0.3%
Average Days on Market			18	23	25.9%	18	17	-9.5%
Active Listings			474	513	8.2%	n/a	n/a	n/a
Months of Supply			1.2	1.3	8.3%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Sep-23	Sep-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Sep-22	Sep-24						
Sales			162	172	6.2%	1,680	1,727	2.8%
Pending Sales			157	209	33.1%	1,740	1,821	4.7%
New Listings			234	280	19.7%	2,380	2,492	4.7%
Median List Price			\$925,000	\$1,018,093	10.1%	\$910,000	\$975,000	7.1%
Median Sales Price			\$927,500	\$1,022,500	10.2%	\$925,000	\$995,000	7.6%
Median Price Per Square Foot			\$262	\$277	5.6%	\$254	\$273	7.8%
Sold Dollar Volume (in millions)			\$170.8	\$188.8	10.5%	\$1,681.2	\$1,867.5	11.1%
Average Sold/Ask Price Ratio			100.4%	102.1%	1.7%	101.0%	102.1%	1.1%
Average Days on Market			23	20	-10.8%	19	15	-18.7%
Active Listings			256	232	-9.4%	n/a	n/a	n/a
Months of Supply			1.4	1.3	-7.3%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



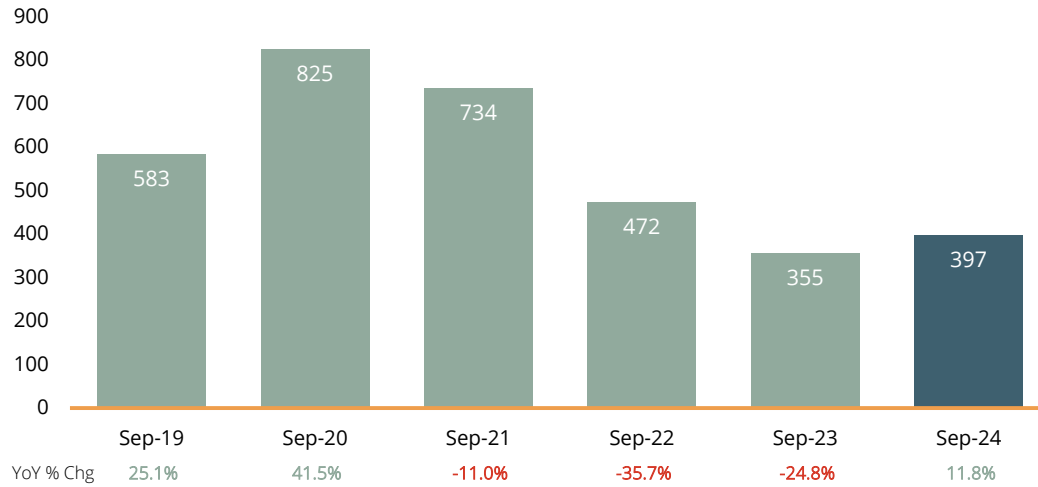
Key Metrics	2-year Trends		Sep-23	Sep-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Sep-22	Sep-24						
Sales			193	225	16.6%	1,890	1,991	5.3%
Pending Sales			190	249	31.1%	2,030	2,126	4.7%
New Listings			271	360	32.8%	2,486	2,803	12.8%
Median List Price			\$569,900	\$614,900	7.9%	\$559,990	\$605,000	8.0%
Median Sales Price			\$570,000	\$615,000	7.9%	\$572,750	\$610,900	6.7%
Median Price Per Square Foot			\$283	\$299	5.6%	\$277	\$297	7.2%
Sold Dollar Volume (in millions)			\$112.8	\$138.5	22.7%	\$1,090.3	\$1,218.9	11.8%
Average Sold/Ask Price Ratio			101.4%	100.1%	-1.3%	101.3%	100.8%	-0.4%
Average Days on Market			14	25	73.7%	18	18	-1.3%
Active Listings			218	281	28.9%	n/a	n/a	n/a
Months of Supply			1.0	1.3	26.5%	n/a	n/a	n/a

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

Sales



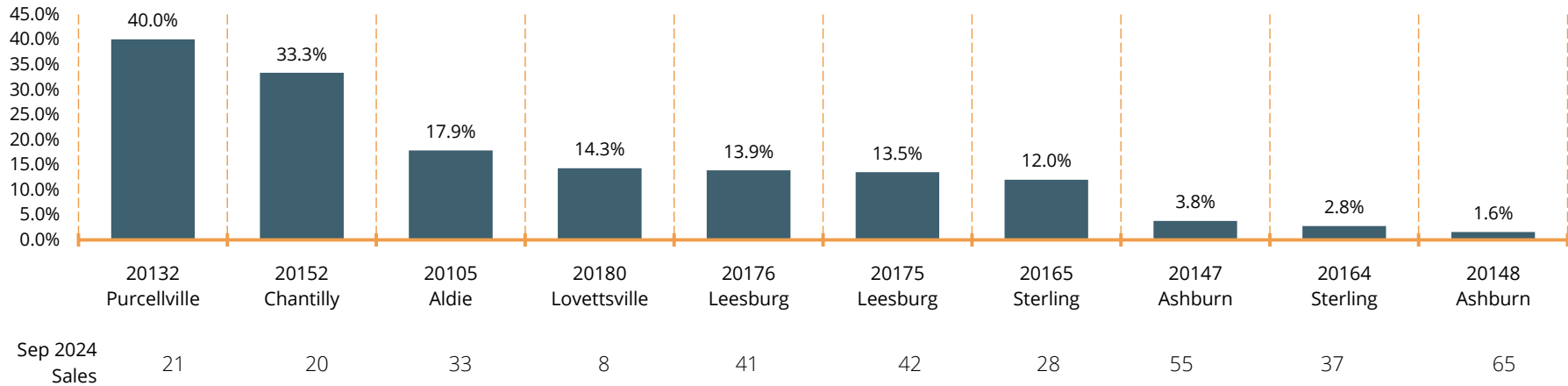
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Sep-24	172	6.2%	225	16.6%
12-month Avg	179	-1.4%	211	2.6%

Zip Code

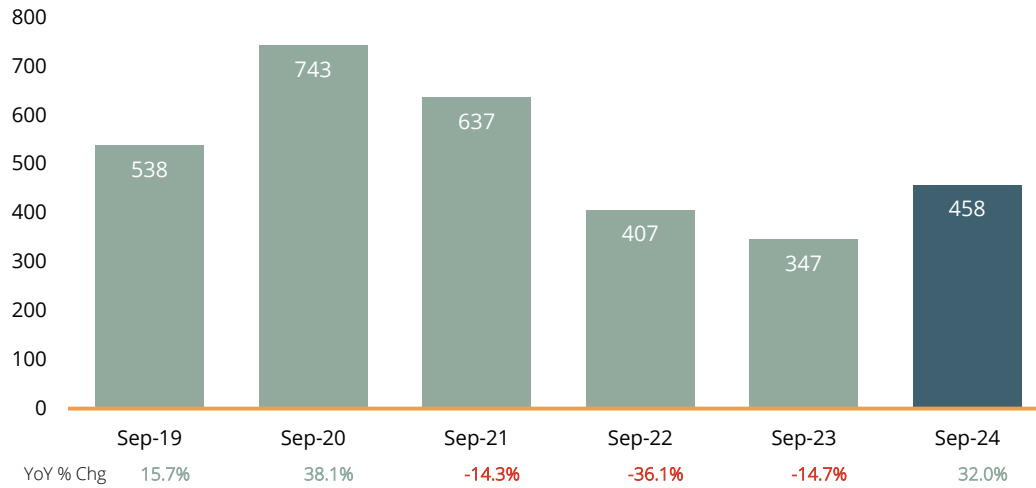
% Change in Sales
Sep-23 to Sep-24



Pending Sales



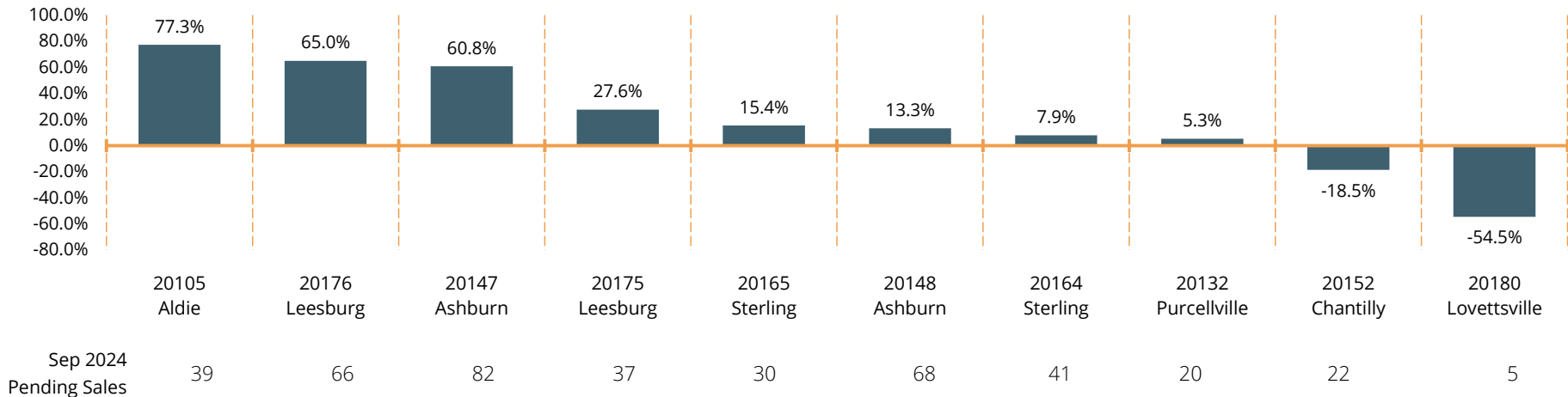
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Sep-24	209	33.1%	249	31.1%
12-month Avg	181	3.2%	216	3.1%

Zip Code

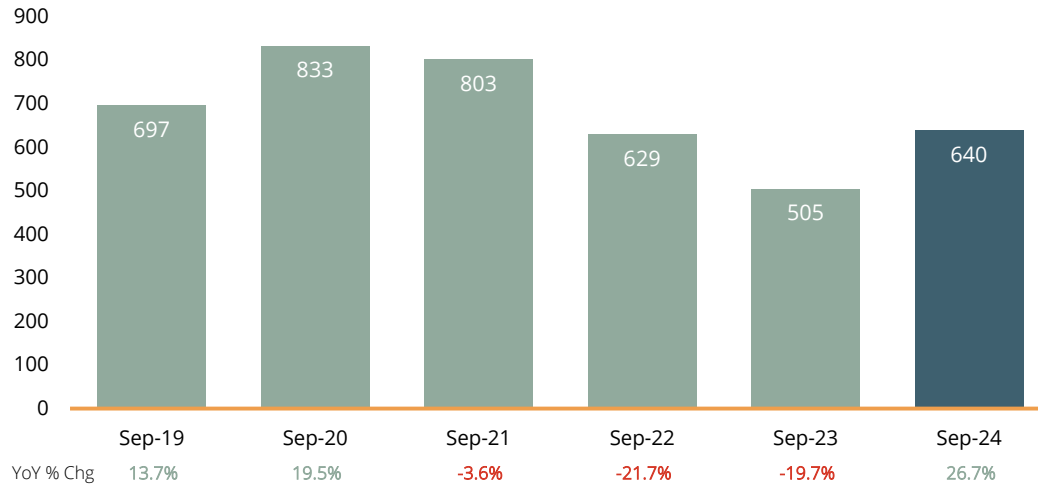
% Change in Pending Sales
Sep-23 to Sep-24



New Listings



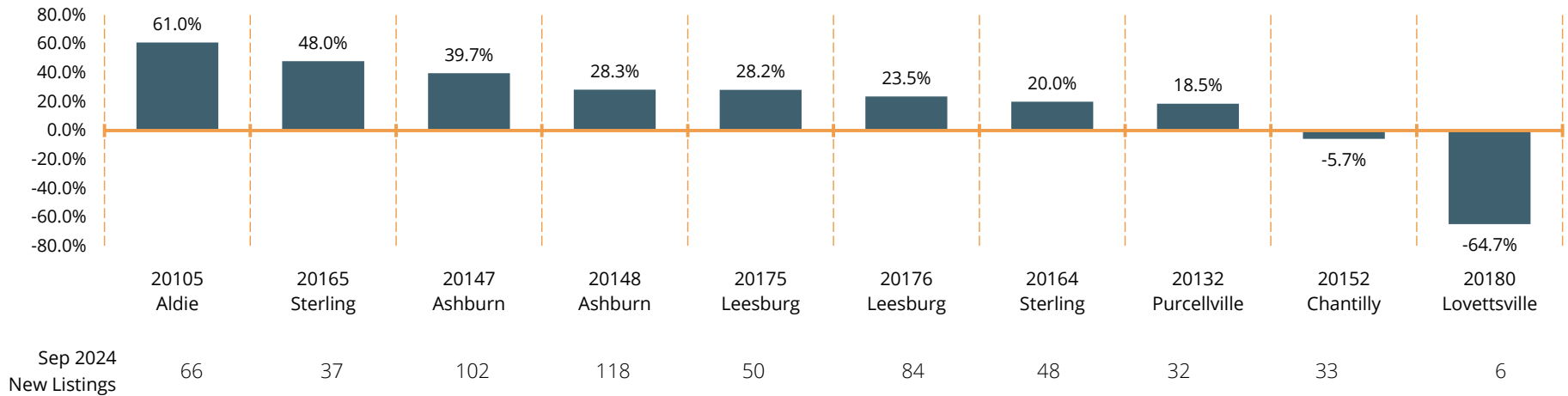
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Sep-24	280	19.7%	360	32.8%
12-month Avg	248	1.6%	285	9.8%

Zip Code

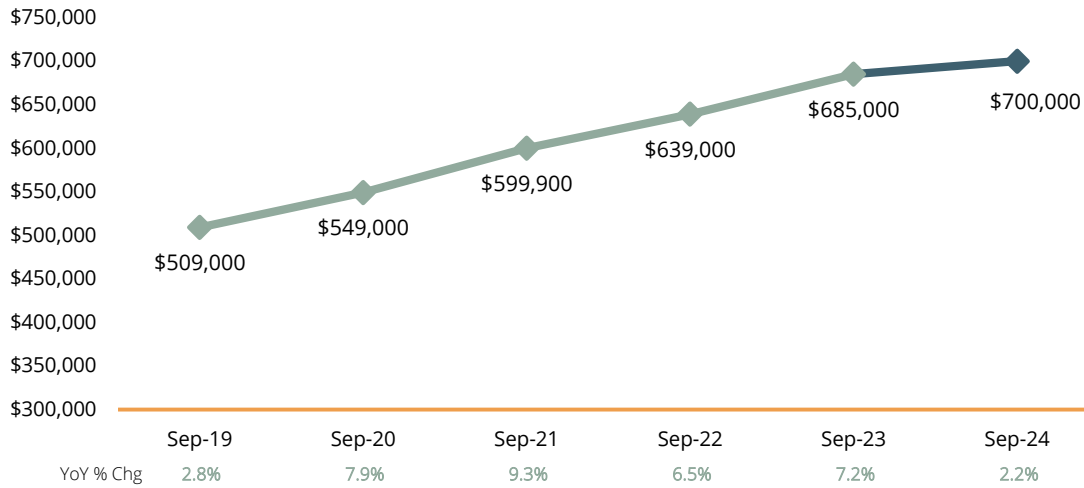
% Change in New Listings
Sep-23 to Sep-24



Median List Price



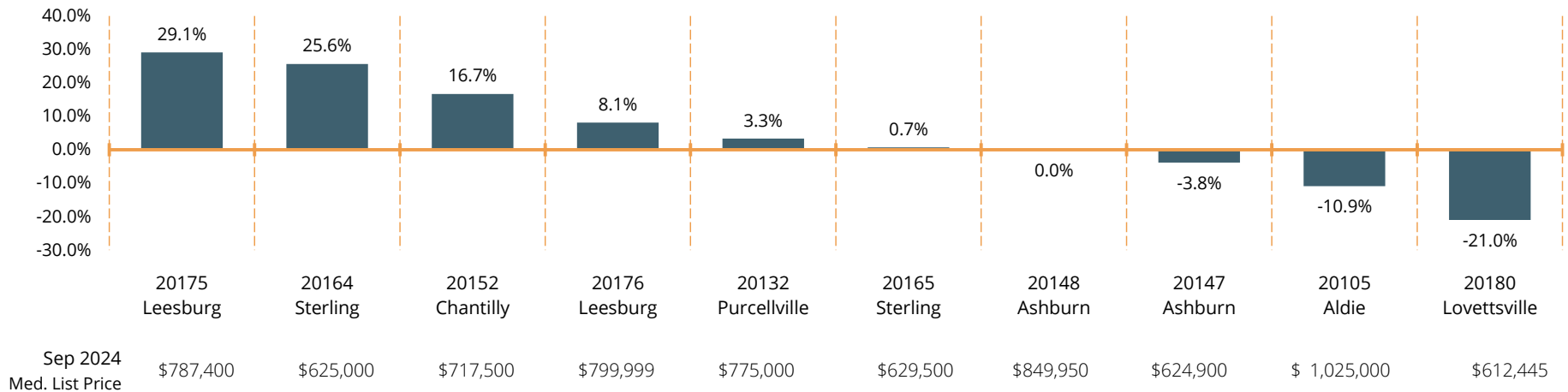
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Sep-24	\$1,018,093	10.1%	\$614,900	7.9%
12-month Avg	\$959,307	7.1%	\$596,461	8.2%

Zip Code

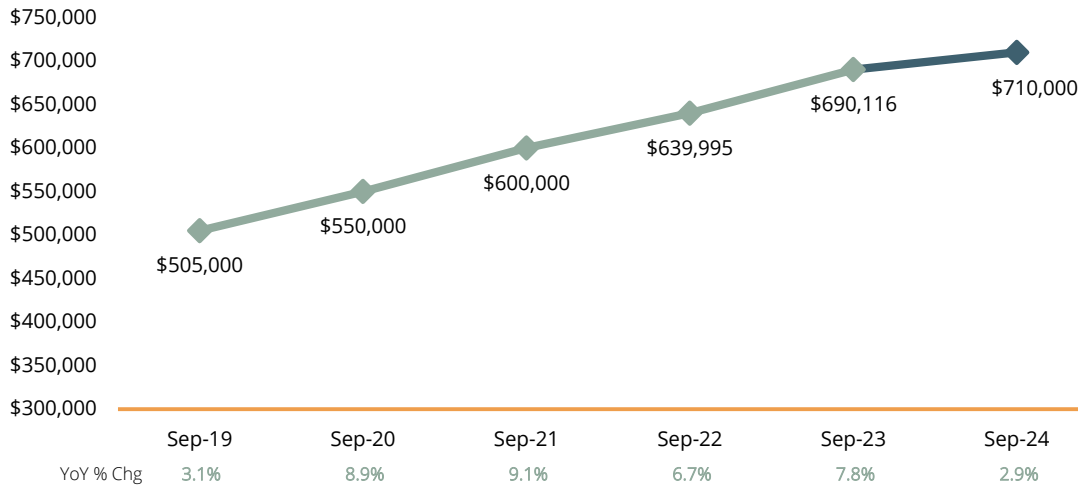
% Change in Median List Price
Sep-23 to Sep-24



Median Sales Price



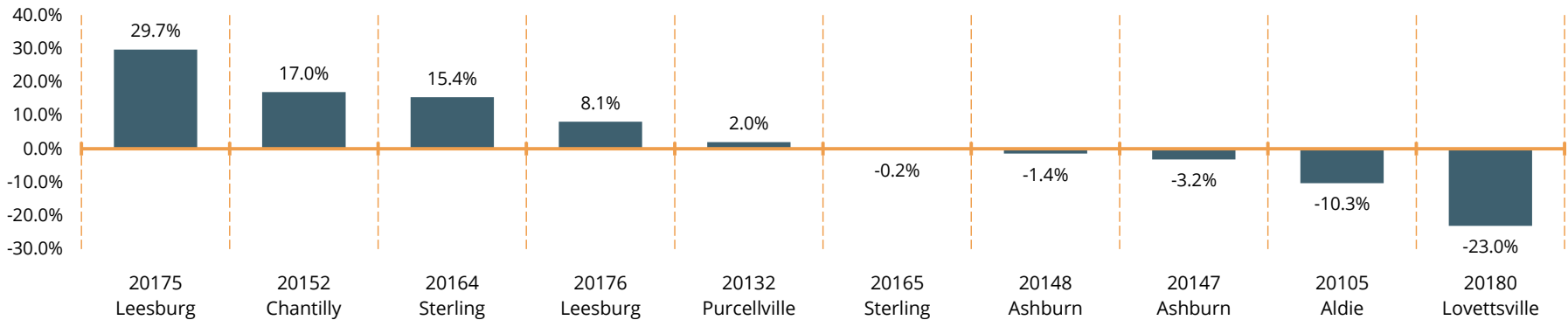
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Sep-24	\$1,022,500	10.2%	\$615,000	7.9%
12-month Avg	\$974,379	8.5%	\$600,975	8.4%

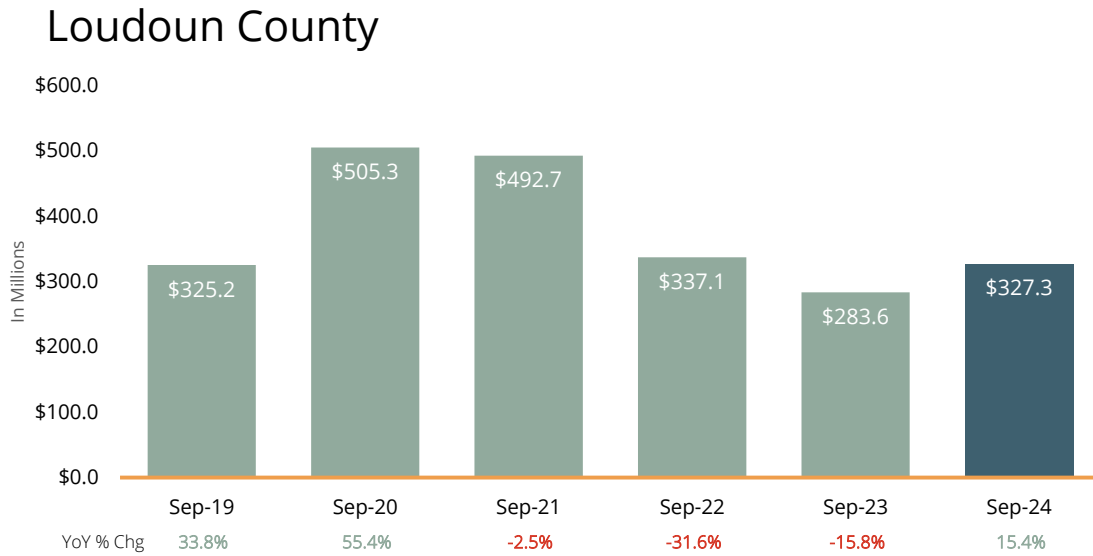
Zip Code

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

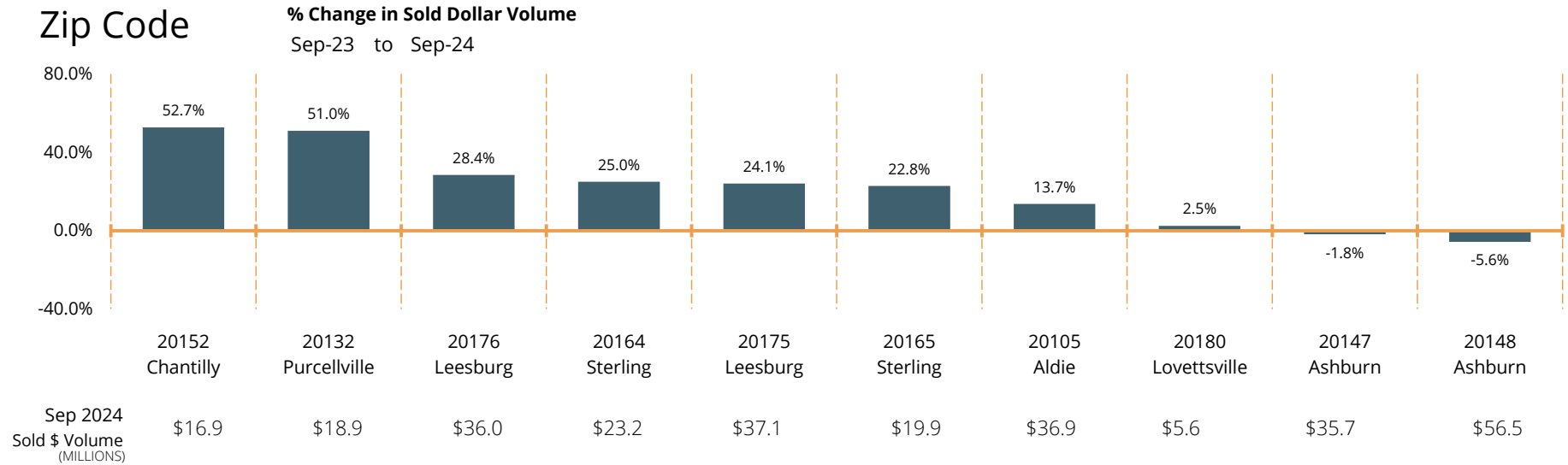


Zip Code	Sep 2024 Med. Sales Price
20175 (Leesburg)	\$806,600
20152 (Chantilly)	\$726,000
20164 (Sterling)	\$620,000
20176 (Leesburg)	\$799,999
20132 (Purcellville)	\$780,000
20165 (Sterling)	\$633,750
20148 (Ashburn)	\$850,000
20147 (Ashburn)	\$629,218
20105 (Aldie)	\$1,025,000
20180 (Lovettsville)	\$615,750

Sold Dollar Volume (in millions)



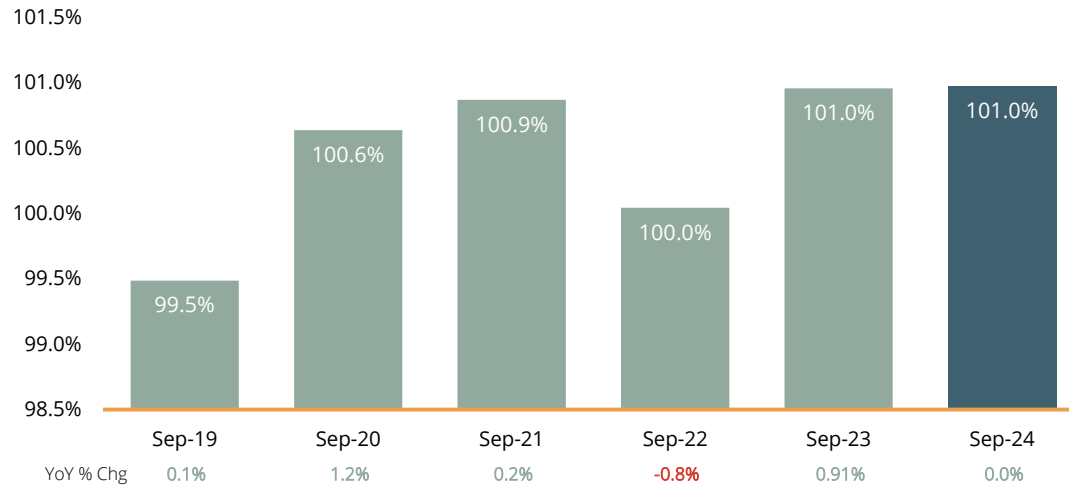
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-23	\$141.5	-25.2%	\$114.0	-10.4%
Nov-23	\$155.2	-0.6%	\$98.8	6.8%
Dec-23	\$134.4	4.5%	\$103.2	4.0%
Jan-24	\$95.9	8.9%	\$77.4	28.6%
Feb-24	\$109.7	-5.6%	\$98.6	7.9%
Mar-24	\$196.0	3.1%	\$113.4	10.1%
Apr-24	\$236.7	19.6%	\$148.6	14.6%
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%
Sep-24	\$188.8	10.5%	\$138.5	22.7%
12-month Avg	\$191.6	6.6%	\$127.9	8.9%



Average Sold to Ask Price Ratio



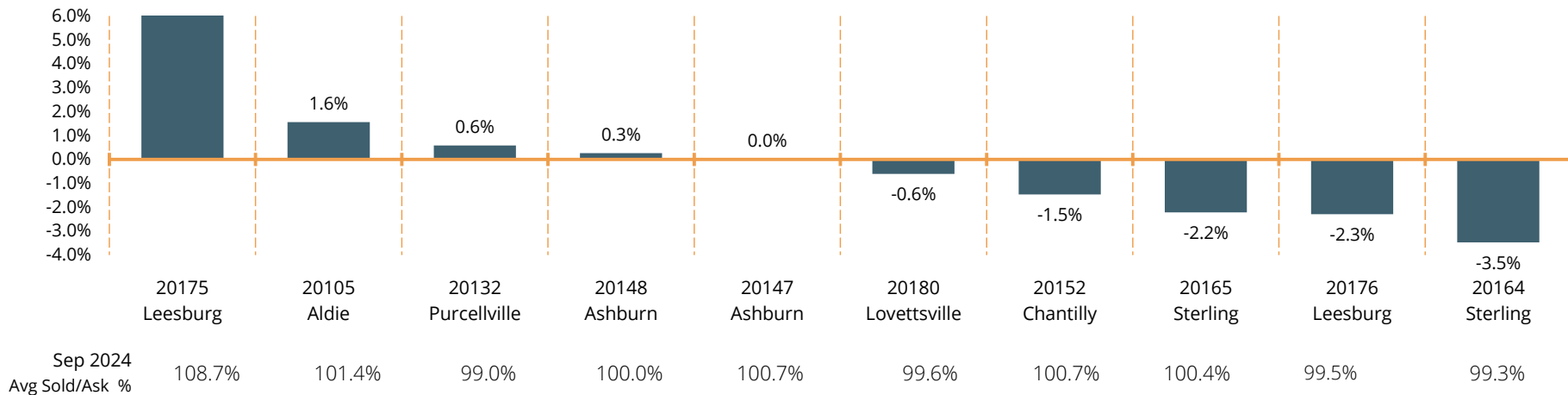
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Sep-24	102.1%	1.7%	100.1%	-1.3%
12-month Avg	101.6%	1.2%	100.7%	0.0%

Zip Code

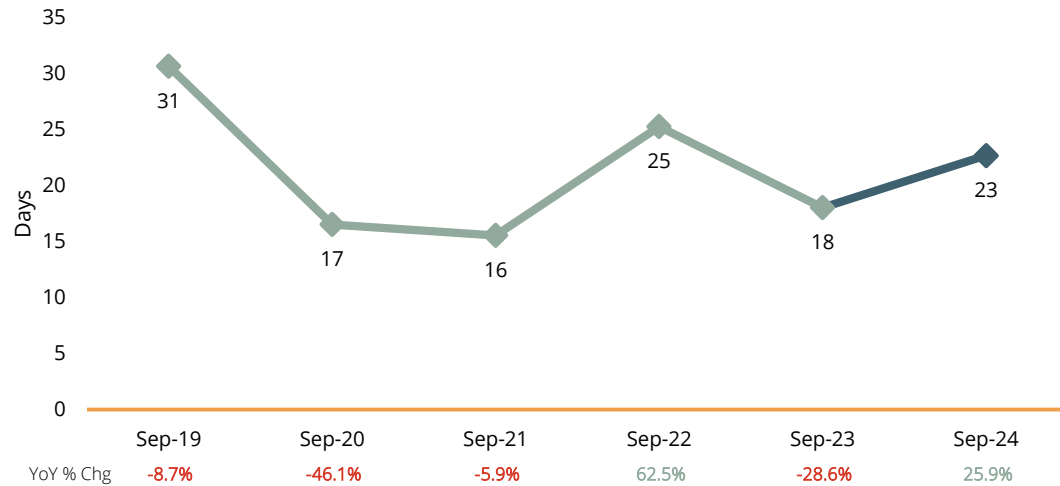
% Change in Average Sold to Ask Price Ratio
Sep-23 to Sep-24



Average Days on Market



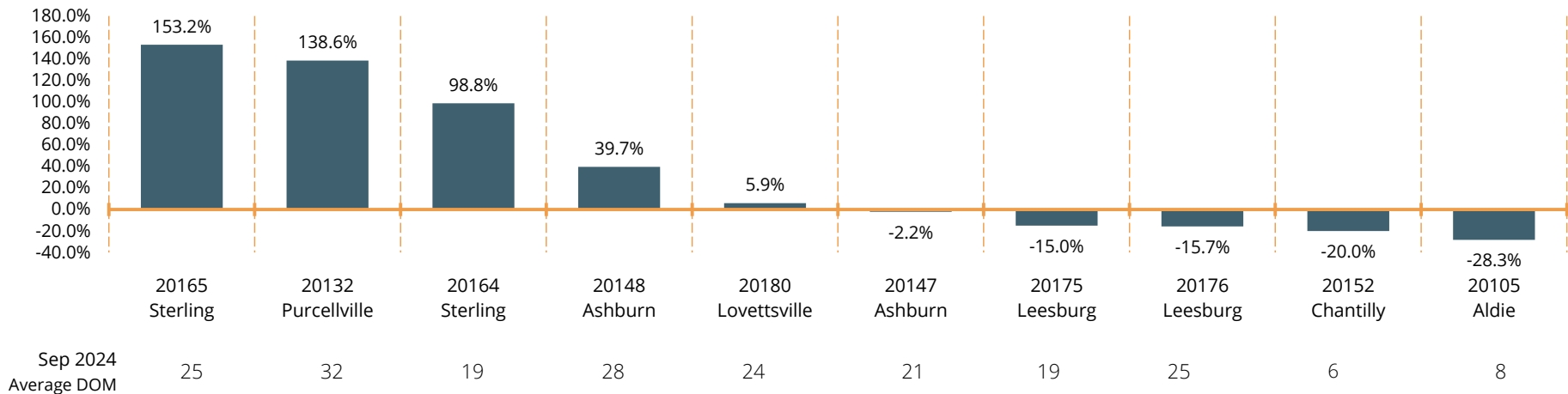
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Sep-24	20	-10.8%	25	73.7%
12-month Avg	18	-22.2%	18	-13.0%

Zip Code

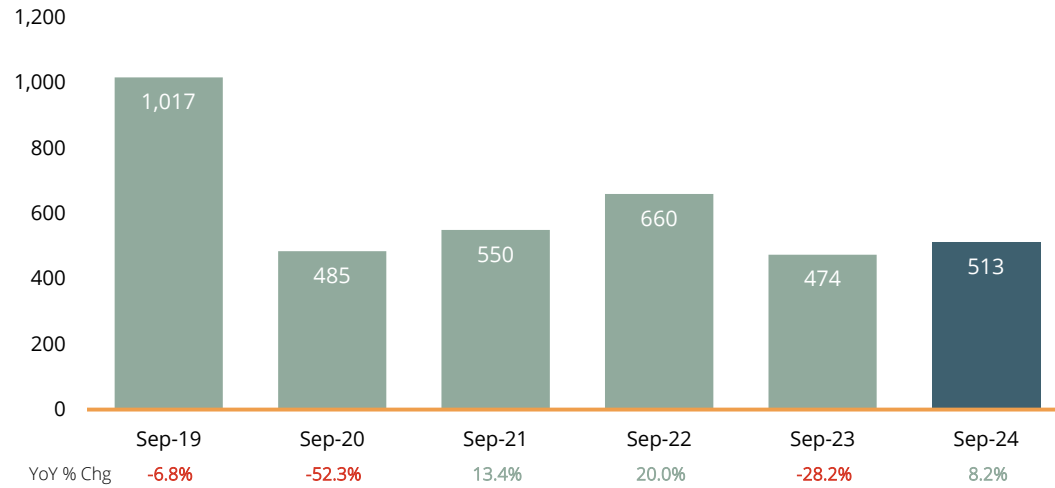
% Change in Average Days on Market
Sep-23 to Sep-24



Active Listings



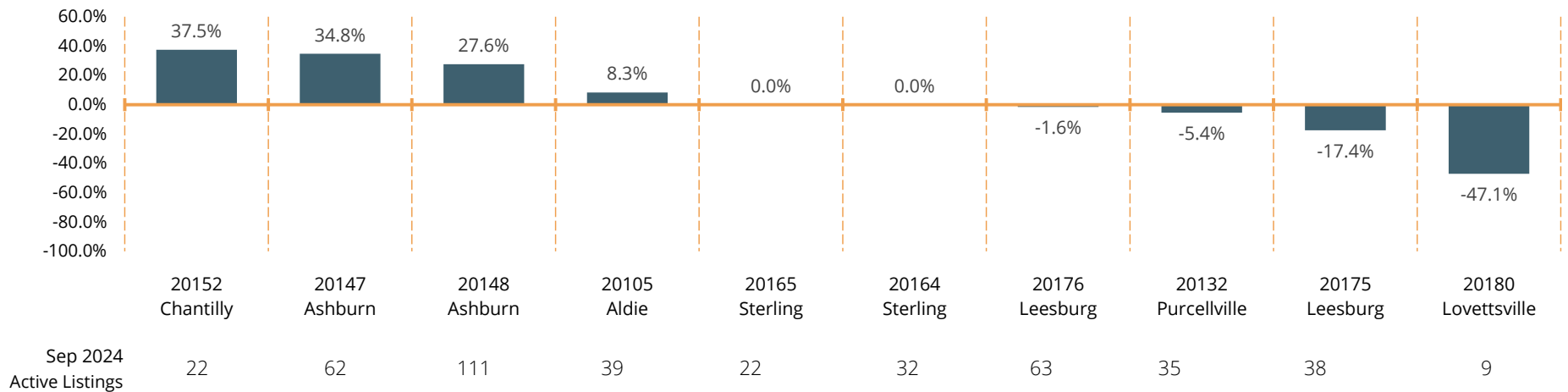
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Sep-24	232	-9.4%	281	28.9%
12-month Avg	220	-2.8%	211	18.3%

Zip Code

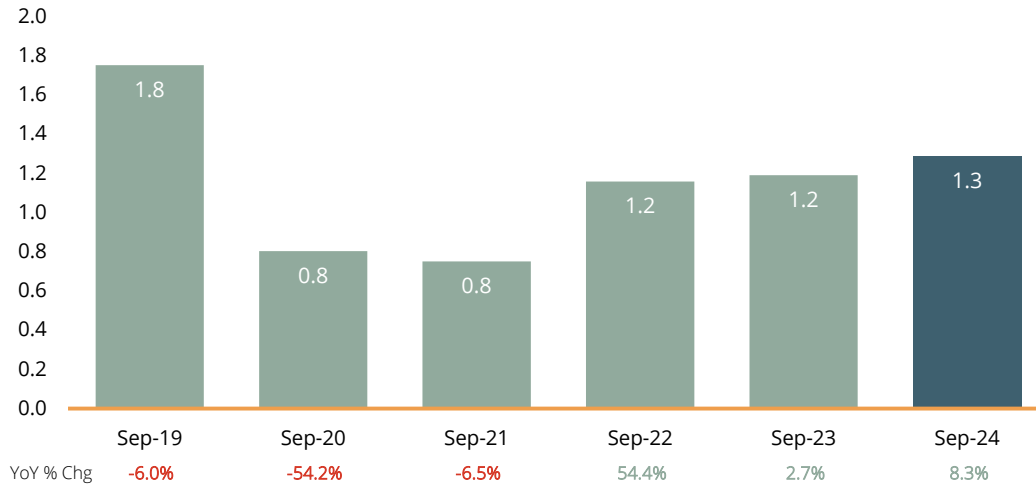
% Change in Active Listings
Sep-23 to Sep-24



Months Supply



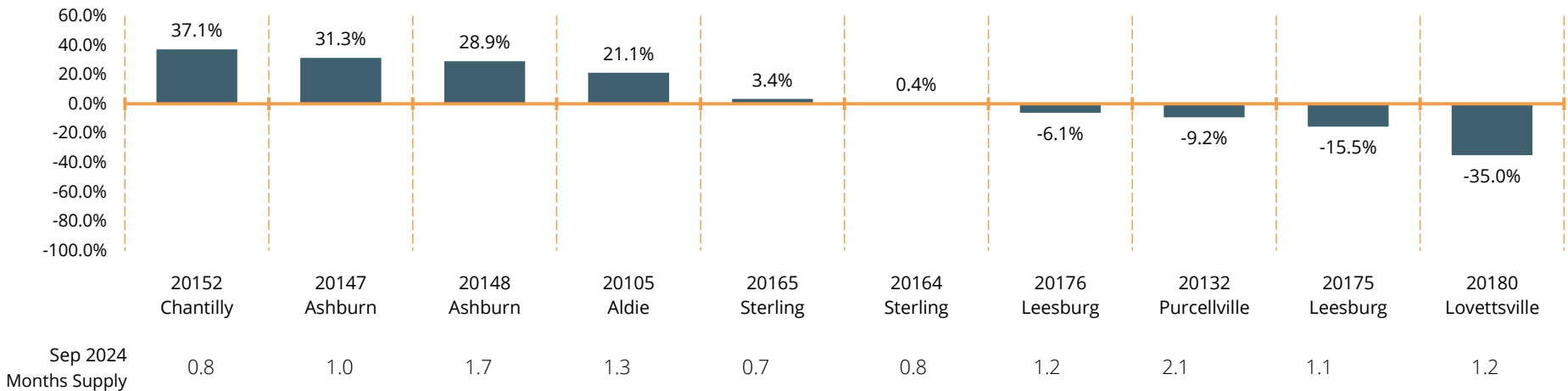
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Sep-24	1.3	-7.3%	1.3	26.5%
12-month Avg	1.2	18.1%	1.0	36.8%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg	Sep-23	Sep-24	% chg
Loudoun County	505	640	26.7%	355	397	11.8%	\$690,116	\$710,000	2.9%	474	513	8.2%	1.2	1.3	8.3%
20105	41	66	61.0%	28	33	17.9%	\$1,142,500	\$1,025,000	-10.3%	36	39	8.3%	1.0	1.3	21.1%
20132	27	32	18.5%	15	21	40.0%	\$765,000	\$780,000	2.0%	37	35	-5.4%	2.3	2.1	-9.2%
20147	73	102	39.7%	53	55	3.8%	\$650,000	\$629,218	-3.2%	46	62	34.8%	0.8	1.0	31.3%
20148	92	118	28.3%	64	65	1.6%	\$862,500	\$850,000	-1.4%	87	111	27.6%	1.3	1.7	28.9%
20152	35	33	-5.7%	15	20	33.3%	\$620,606	\$726,000	17.0%	16	22	37.5%	0.6	0.8	37.1%
20164	40	48	20.0%	36	37	2.8%	\$537,150	\$620,000	15.4%	32	32	0.0%	0.8	0.8	0.4%
20165	25	37	48.0%	25	28	12.0%	\$635,000	\$633,750	-0.2%	22	22	0.0%	0.7	0.7	3.4%
20175	39	50	28.2%	37	42	13.5%	\$622,000	\$806,600	29.7%	46	38	-17.4%	1.2	1.1	-15.5%
20176	68	84	23.5%	36	41	13.9%	\$739,945	\$799,999	8.1%	64	63	-1.6%	1.3	1.2	-6.1%
20180	17	6	-64.7%	7	8	14.3%	\$800,000	\$615,750	-23.0%	17	9	-47.1%	1.9	1.2	-35.0%



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.

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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.