

OCTOBER
2024

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: **October 2024**

- In Loudoun County, home sales continued to rise.** As of October, there were 468 home sales across the county, representing a 36% increase from last year, which amounts to an additional 124 sales. Sales activity increased in the Ashburn zip code 20147, which saw 37 more sales than the previous year, equating to a growth of 64.9%. Similarly, the Leesburg zip code 20176 experienced a rise of 24 home sales, a 60.0% increase. However, the Chantilly zip code 20152 experienced the most significant decline in sales this month, with nine fewer sales, reflecting a decrease of 33.3%.
- For the third consecutive month, pending sales in the County have increased.** In October, there were 428 pending sales throughout the Loudoun County housing market, which represents an increase of 99 pending sales, or 30.1%, compared to the previous year. The local markets that experienced the most significant growth in pending sales were the Ashburn zip code 20147, with an increase of 68.8%, and the Leesburg zip code 20176, with an increase of 33.3%. However, pending sales activity declined in the Sterling zip code 20165, dropping by 29.2%, and in the Purcellville zip code 20132, which saw a decrease of 50.0%.
- Home prices in Loudoun County increased this month.** The median sales price regionwide reached \$725,000 in October, marking a \$60,000 increase compared to the same time last year, which is a gain of 9.0%. The most significant price increases were recorded in the Leesburg zip code 20175, which saw a rise of 37.3% (+\$234,130), and in the Sterling zip code 20165, which increased 28.9% (+\$162,500). Notably, the area that experienced a decline in the median home price was the Leesburg zip code 20176 (-\$27,500) compared to last October
- The number of active listings rose slightly from a year ago in the county.** There were 489 active listings throughout the Loudoun County footprint at the end of October, 12 more than the previous year, inching up 2.5%. In Chantilly zip code 20152, nine more listings were on the market compared to the end of last October (+100.0%). Sterling zip code 20164 experienced the sharpest decline in active listings at the end of October, with 16 fewer active listings than last year (-35.6%).



DAAR Market Dashboard

YoY Chg	Oct-24	Indicator
▲ 36.0%	468	Sales
▲ 30.1%	428	Pending Sales
▲ 18.2%	558	New Listings
▲ 8.9%	\$724,273	Median List Price
▲ 9.0%	\$725,000	Median Sales Price
▲ 5.6%	\$298	Median Price Per Square Foot
▲ 60.4%	\$409.7	Sold Dollar Volume (in millions)
— 0.0%	100.2%	Average Sold/Ask Price Ratio
▲ 60.0%	26	Average Days on Market
▲ 2.5%	489	Active Listings
▼ -1.5%	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.

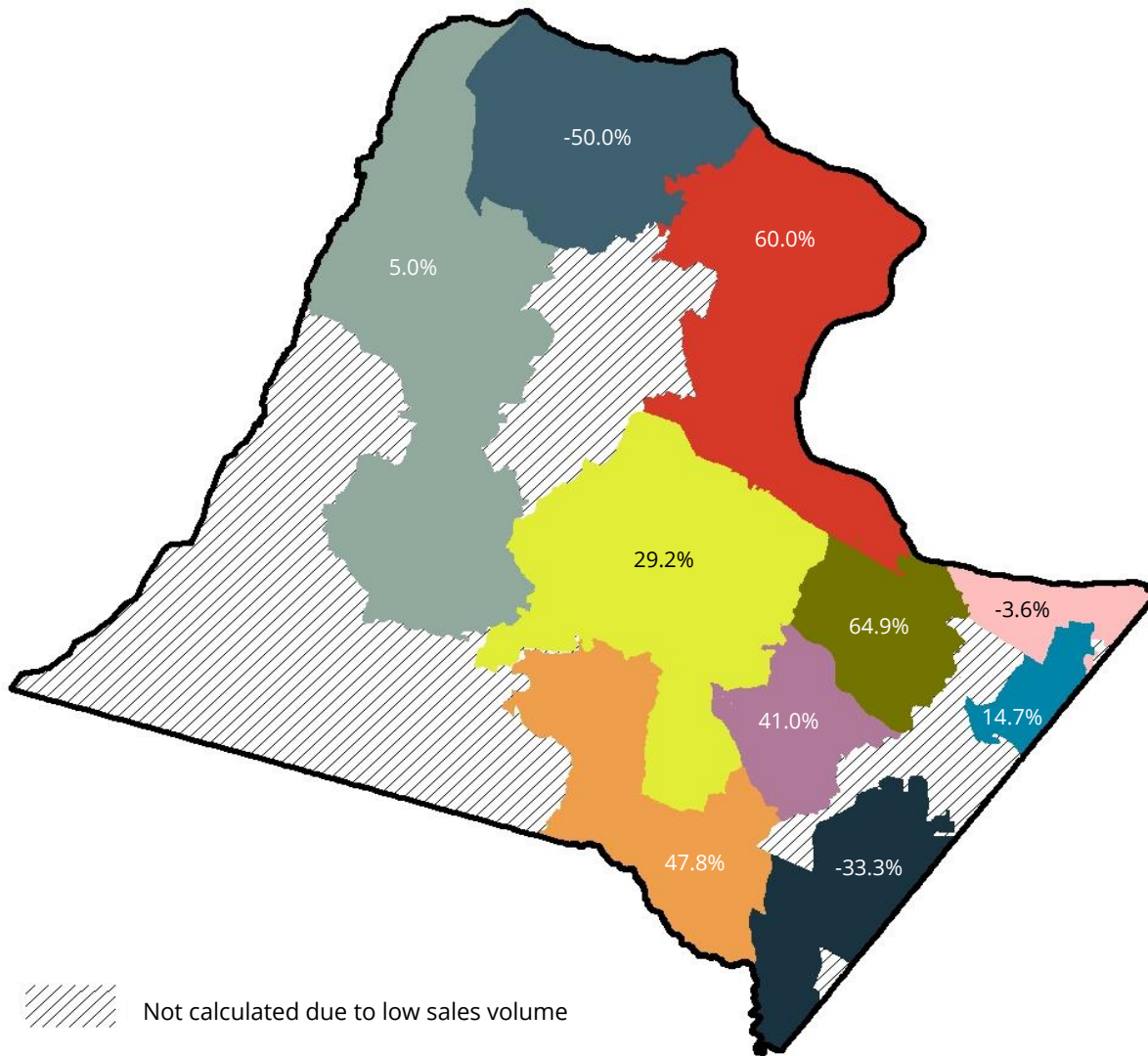
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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 Oct-23	Home Sales Oct-24	% Chg
20105 Aldie	23	34	47.8%
20132 Purcellville	20	21	5.0%
20147 Ashburn	57	94	64.9%
20148 Ashburn	61	86	41.0%
20152 Chantilly	27	18	-33.3%
20164 Sterling	34	39	14.7%
20165 Sterling	28	27	-3.6%
20175 Leesburg	24	31	29.2%
20176 Leesburg	40	64	60.0%
20180 Lovettsville	10	5	-50.0%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Oct-23	Oct-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Oct-22	Oct-24						
Sales			344	468	36.0%	3,914	4,186	6.9%
Pending Sales			329	428	30.1%	4,099	4,375	6.7%
New Listings			472	558	18.2%	5,338	5,853	9.6%
Median List Price			\$665,000	\$724,273	8.9%	\$685,000	\$729,000	6.4%
Median Sales Price			\$665,000	\$725,000	9.0%	\$690,000	\$739,900	7.2%
Median Price Per Square Foot			\$282	\$298	5.6%	\$268	\$289	7.6%
Sold Dollar Volume (in millions)			\$255.5	\$409.7	60.4%	\$3,027.0	\$3,496.2	15.5%
Average Sold/Ask Price Ratio			100.3%	100.2%	0.0%	101.1%	101.3%	0.2%
Average Days on Market			16	26	60.0%	18	18	-2.9%
Active Listings			477	489	2.5%	n/a	n/a	n/a
Months of Supply			1.2	1.2	-1.5%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Oct-23	Oct-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Oct-22	Oct-24						
Sales			145	202	39.3%	1,825	1,929	5.7%
Pending Sales			144	185	28.5%	1,884	2,006	6.5%
New Listings			228	262	14.9%	2,608	2,754	5.6%
Median List Price			\$934,999	\$999,945	6.9%	\$917,000	\$977,000	6.5%
Median Sales Price			\$939,000	\$1,025,000	9.2%	\$925,000	\$999,250	8.0%
Median Price Per Square Foot			\$264	\$285	8.3%	\$254	\$275	8.1%
Sold Dollar Volume (in millions)			\$141.5	\$241.9	71.0%	\$1,822.7	\$2,109.4	15.7%
Average Sold/Ask Price Ratio			100.0%	100.3%	0.3%	101.0%	101.9%	1.0%
Average Days on Market			18	34	90.2%	19	17	-8.2%
Active Listings			258	242	-6.2%	n/a	n/a	n/a
Months of Supply			1.4	1.3	-8.5%	n/a	n/a	n/a

Townhome & Condo Market Overview



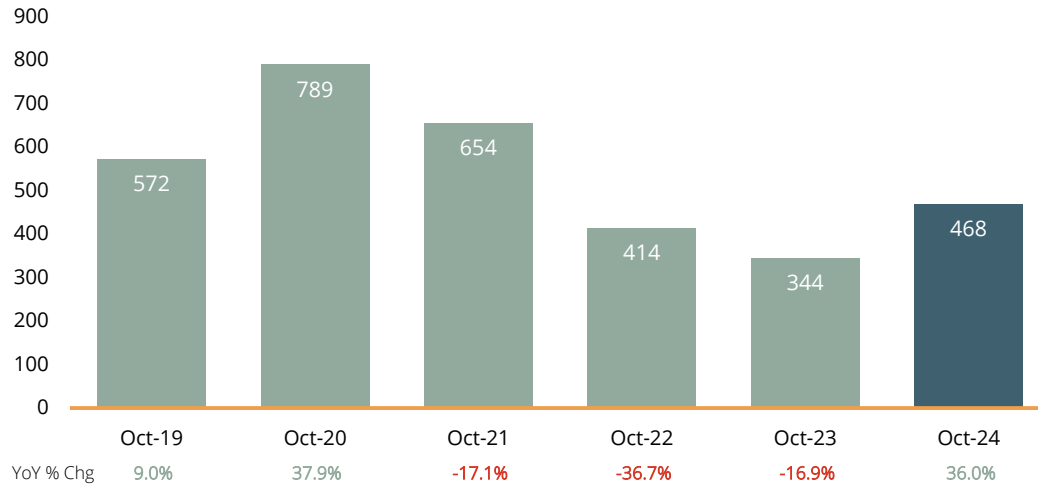
Key Metrics	2-year Trends		Oct-23	Oct-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Oct-22	Oct-24						
Sales			199	266	33.7%	2,089	2,257	8.0%
Pending Sales			185	243	31.4%	2,215	2,369	7.0%
New Listings			244	296	21.3%	2,730	3,099	13.5%
Median List Price			\$560,000	\$619,945	10.7%	\$560,000	\$606,713	8.3%
Median Sales Price			\$560,000	\$615,237	9.9%	\$570,500	\$611,000	7.1%
Median Price Per Square Foot			\$293	\$303	3.1%	\$278	\$298	7.0%
Sold Dollar Volume (in millions)			\$114.0	\$167.9	47.2%	\$1,204.3	\$1,386.8	15.2%
Average Sold/Ask Price Ratio			100.5%	100.2%	-0.3%	101.2%	100.8%	-0.4%
Average Days on Market			15	20	32.4%	18	18	1.8%
Active Listings			219	247	12.8%	n/a	n/a	n/a
Months of Supply			1.0	1.1	6.9%	n/a	n/a	n/a

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

Sales



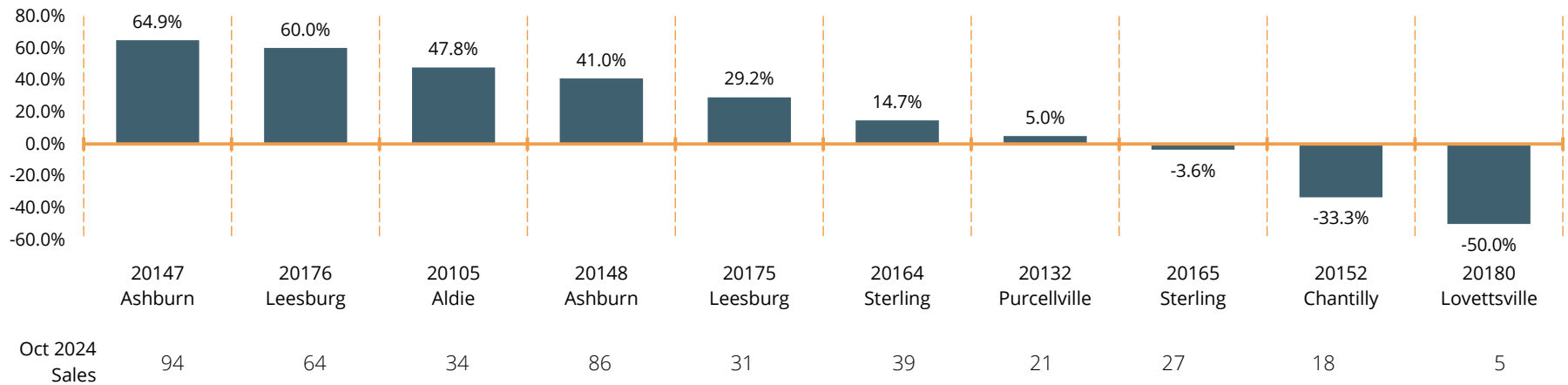
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-24	202	39.3%	266	33.7%
12-month Avg	184	3.4%	217	6.3%

Zip Code

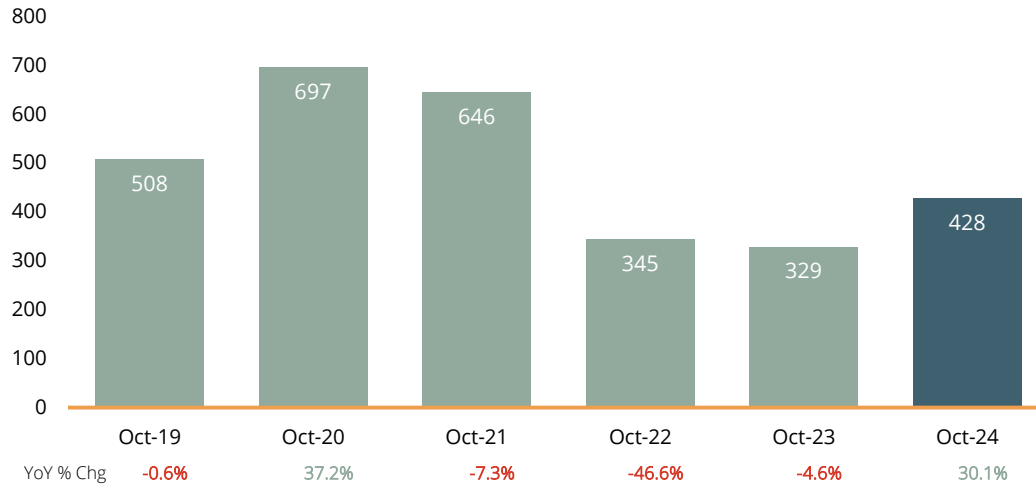
% Change in Sales
Oct-23 to Oct-24



Pending Sales



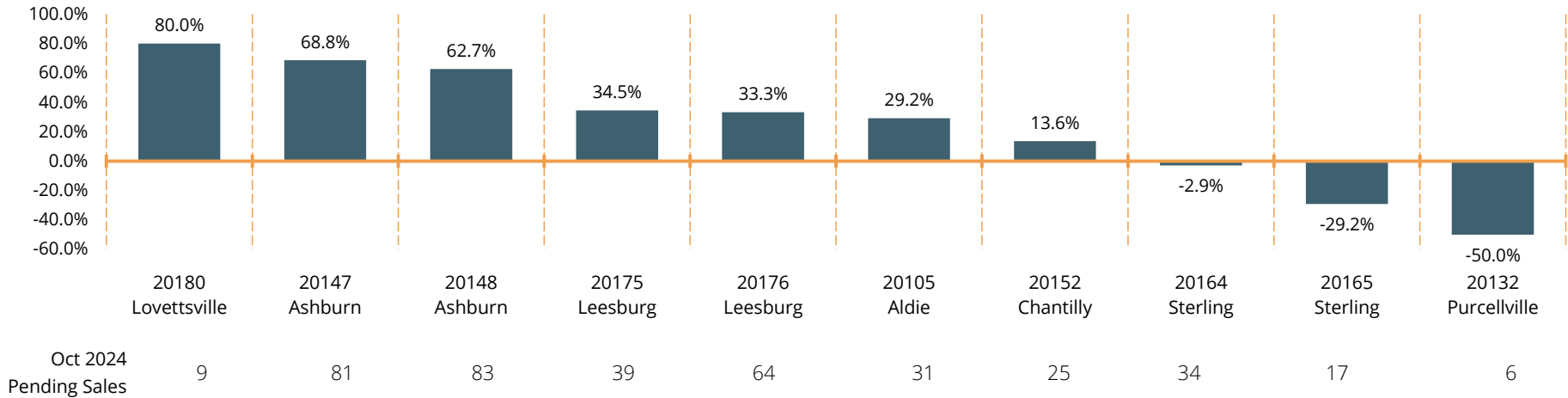
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-24	185	28.5%	243	31.4%
12-month Avg	185	5.6%	221	5.6%

Zip Code

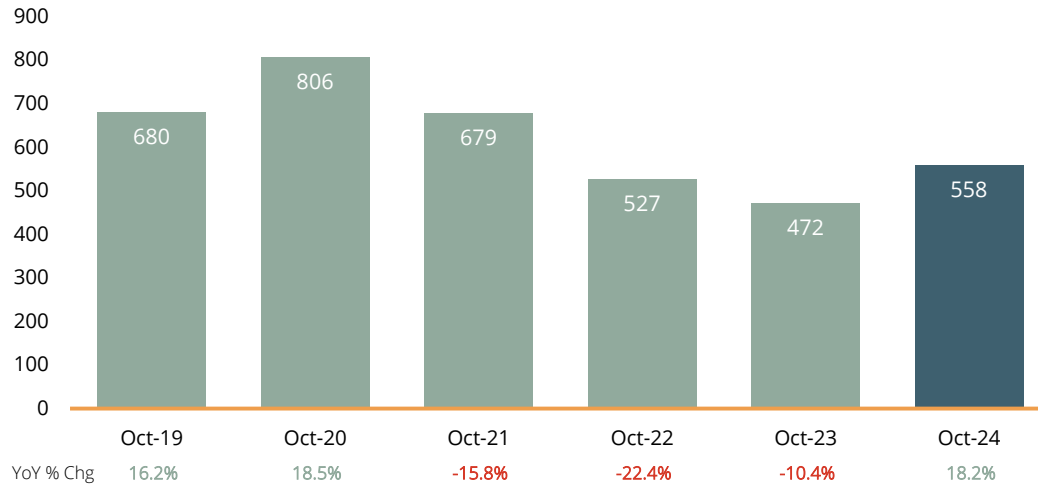
% Change in Pending Sales
Oct-23 to Oct-24



New Listings



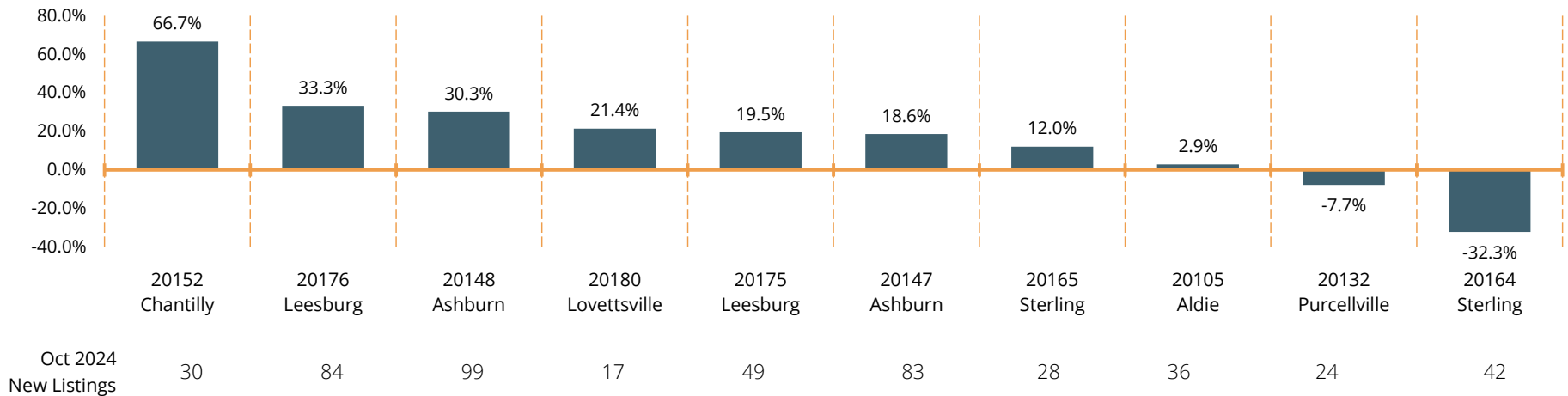
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-24	262	14.9%	296	21.3%
12-month Avg	251	3.3%	289	13.0%

Zip Code

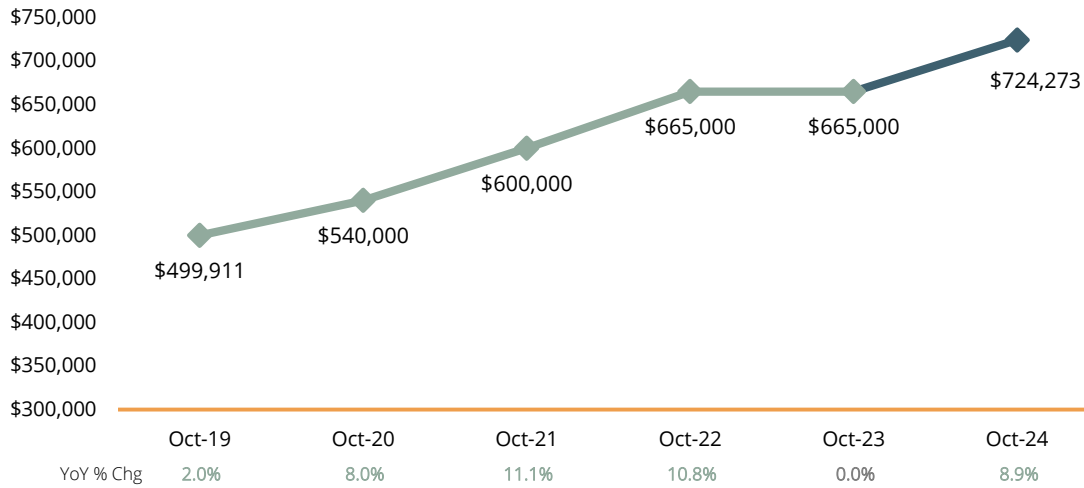
% Change in New Listings
Oct-23 to Oct-24



Median List Price



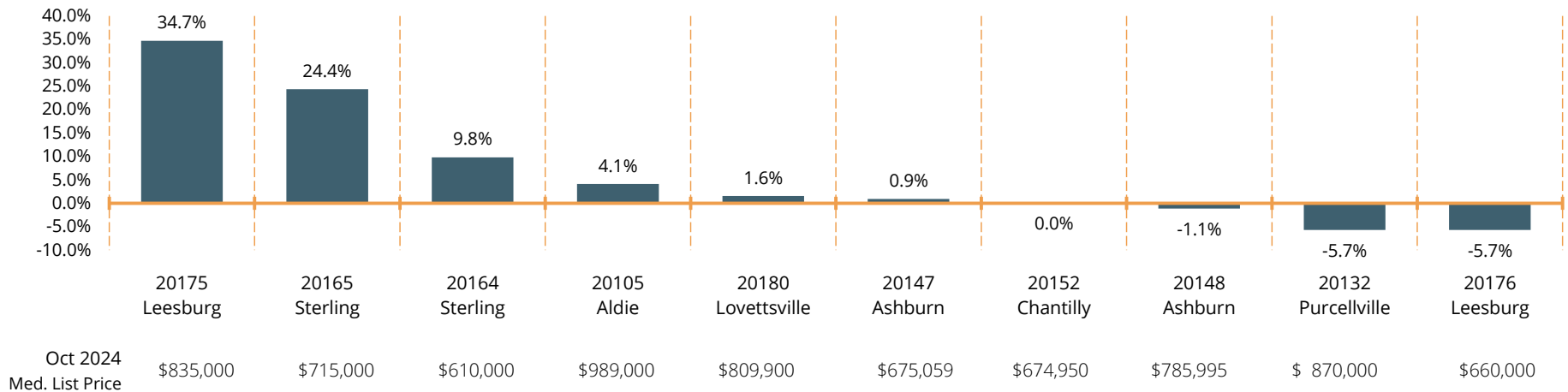
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-24	\$999,945	6.9%	\$619,945	10.7%
12-month Avg	\$964,719	7.4%	\$601,457	9.0%

Zip Code

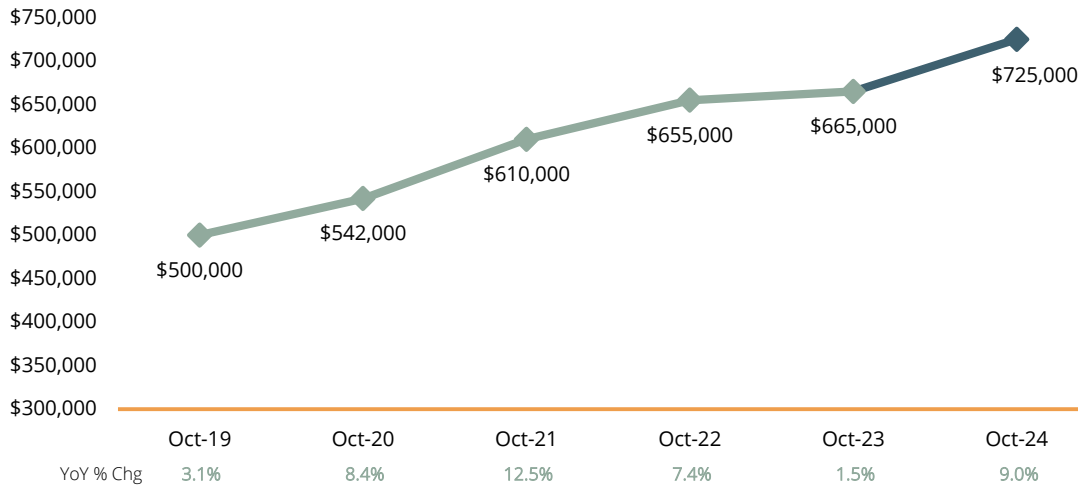
% Change in Median List Price
Oct-23 to Oct-24



Median Sales Price



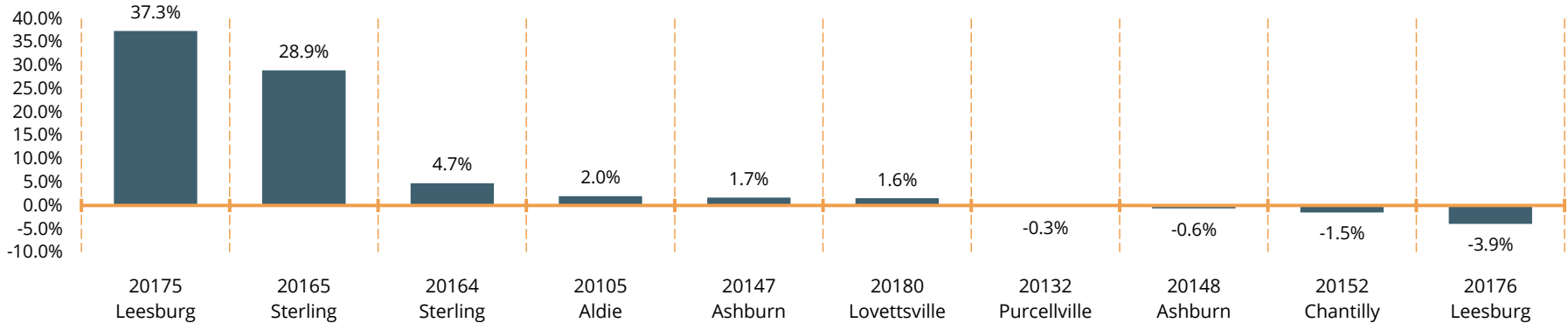
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-24	\$1,025,000	9.2%	\$615,237	9.9%
12-month Avg	\$981,546	8.8%	\$605,578	9.0%

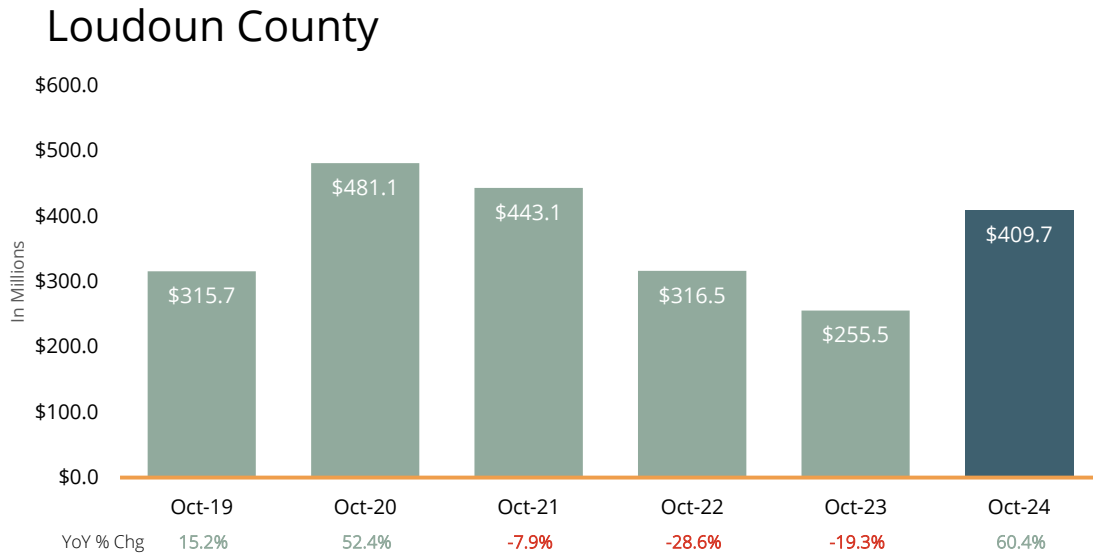
Zip Code

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

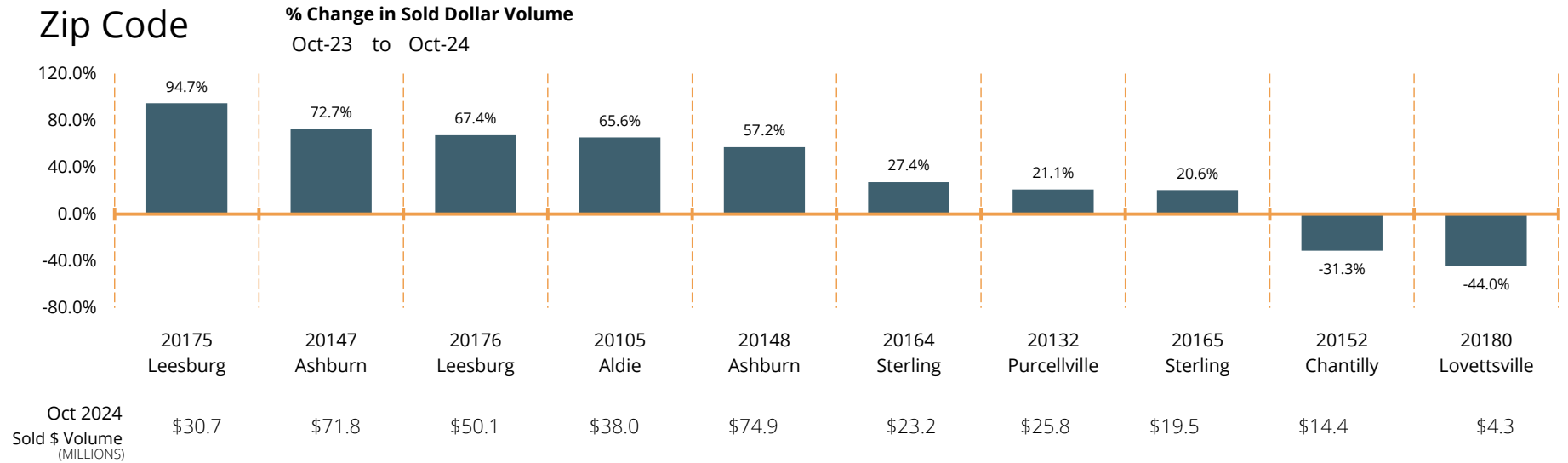


Zip Code	Oct 2024 Med. Sales Price
20175 (Leesburg)	\$861,630
20165 (Sterling)	\$725,000
20164 (Sterling)	\$590,000
20105 (Aldie)	\$977,000
20147 (Ashburn)	\$676,309
20180 (Lovettsville)	\$810,000
20132 (Purcellville)	\$870,000
20148 (Ashburn)	\$780,050
20152 (Chantilly)	\$660,000
20176 (Leesburg)	\$672,500

Sold Dollar Volume (in millions)



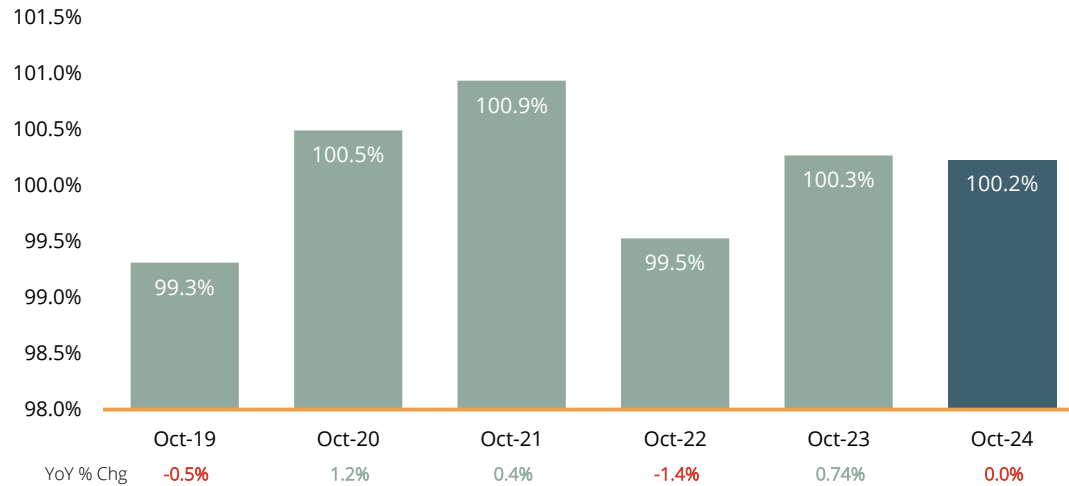
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Nov-23	\$155.2	-0.6%	\$98.8	6.8%
Dec-23	\$134.4	4.5%	\$103.2	4.0%
Jan-24	\$95.9	8.9%	\$77.4	28.6%
Feb-24	\$109.7	-5.6%	\$98.6	7.9%
Mar-24	\$196.0	3.1%	\$113.4	10.1%
Apr-24	\$236.7	19.6%	\$148.6	14.6%
May-24	\$272.3	4.5%	\$146.6	-0.1%
Jun-24	\$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%
Oct-24	\$241.9	71.0%	\$167.9	47.2%
12-month Avg	\$199.9	13.8%	\$132.4	13.8%



Average Sold to Ask Price Ratio



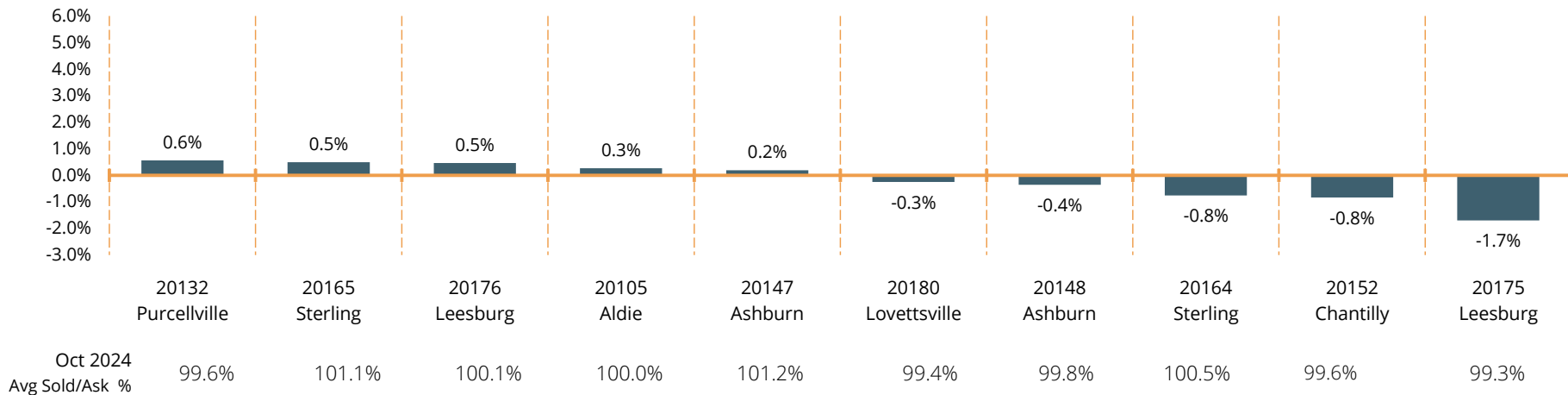
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-24	100.3%	0.3%	100.2%	-0.3%
12-month Avg	101.6%	1.1%	100.6%	-0.1%

Zip Code

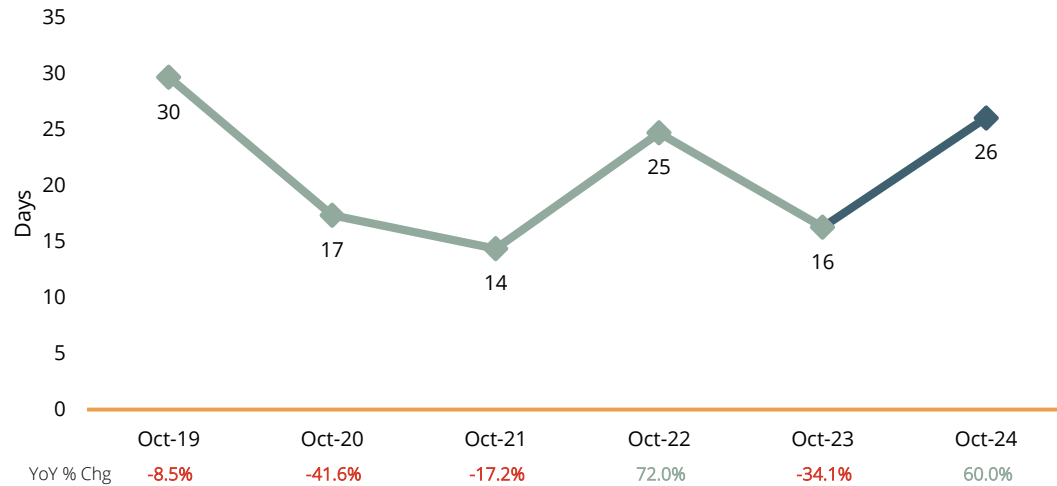
% Change in Average Sold to Ask Price Ratio
Oct-23 to Oct-24



Average Days on Market



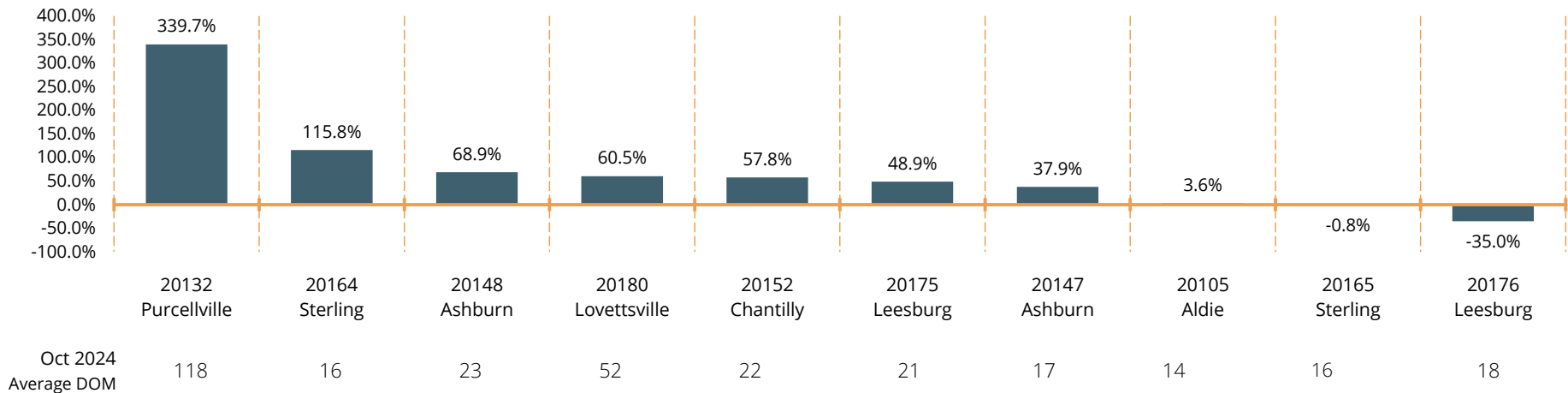
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Oct-24	34	90.2%	20	32.4%
12-month Avg	19	-13.9%	19	-7.9%

Zip Code

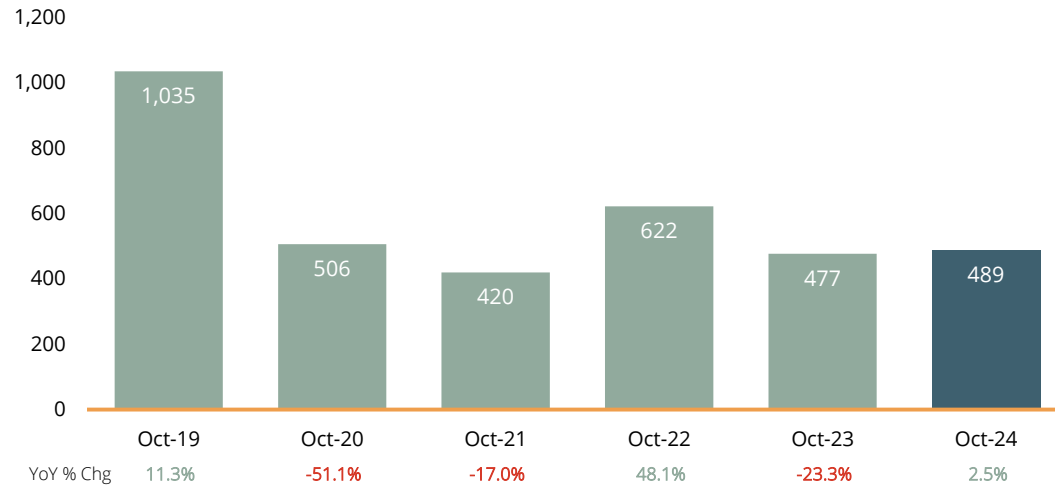
% Change in Average Days on Market
Oct-23 to Oct-24



Active Listings



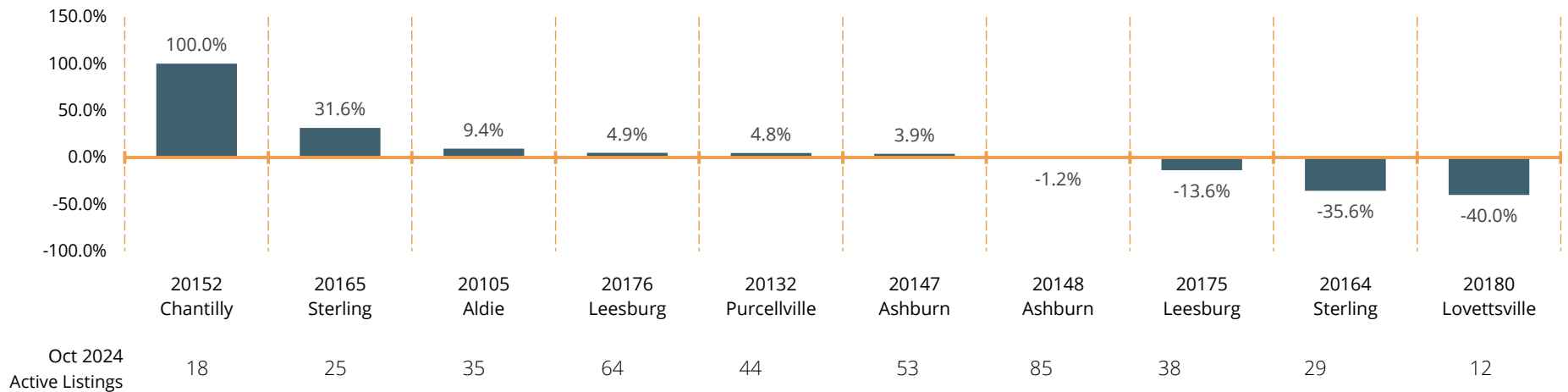
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Oct-24	242	-6.2%	247	12.8%
12-month Avg	219	-1.2%	213	24.7%

Zip Code

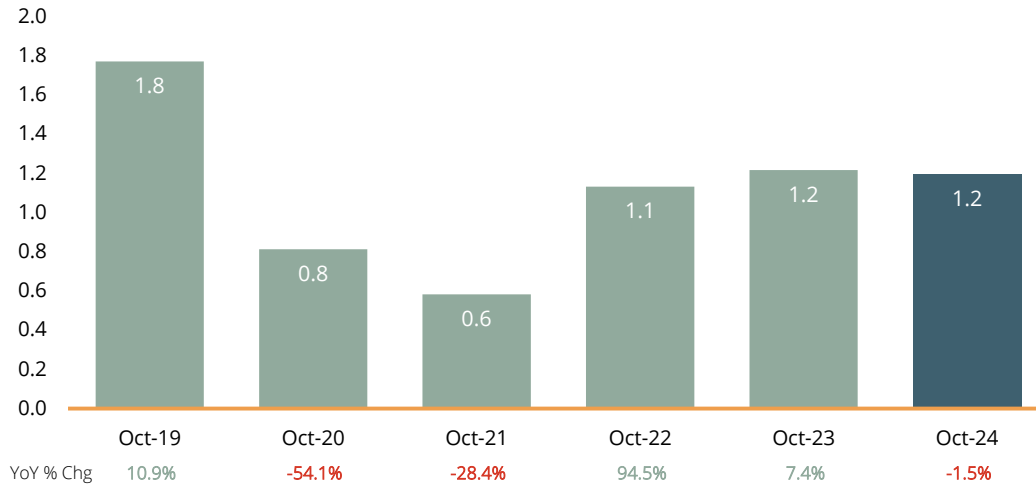
% Change in Active Listings
Oct-23 to Oct-24



Months Supply



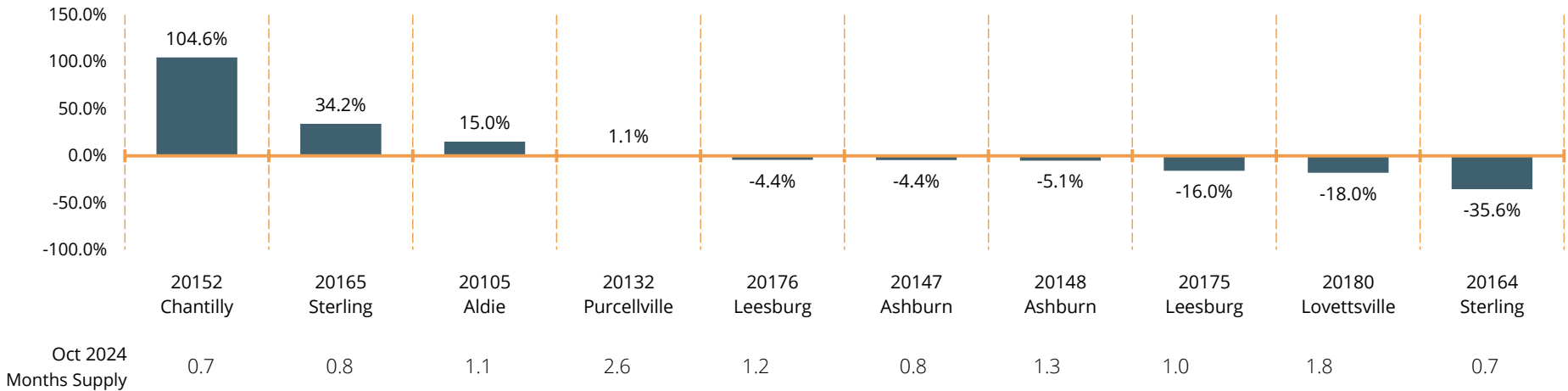
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-24	1.3	-8.5%	1.1	6.9%
12-month Avg	1.2	15.3%	1.0	37.8%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-23	Oct-24	% chg	Oct-23	Oct-24	% chg	Oct-23	Oct-24	% chg	Oct-23	Oct-24	% chg	Oct-23	Oct-24	% chg
Loudoun County	472	558	18.2%	344	468	36.0%	\$665,000	\$725,000	9.0%	477	489	2.5%	1.2	1.2	-1.5%
20105	35	36	2.9%	23	34	47.8%	\$958,000	\$977,000	2.0%	32	35	9.4%	0.9	1.1	15.0%
20132	26	24	-7.7%	20	21	5.0%	\$872,500	\$870,000	-0.3%	42	44	4.8%	2.6	2.6	1.1%
20147	70	83	18.6%	57	94	64.9%	\$665,000	\$676,309	1.7%	51	53	3.9%	0.9	0.8	-4.4%
20148	76	99	30.3%	61	86	41.0%	\$785,000	\$780,050	-0.6%	86	85	-1.2%	1.4	1.3	-5.1%
20152	18	30	66.7%	27	18	-33.3%	\$670,000	\$660,000	-1.5%	9	18	100.0%	0.3	0.7	104.6%
20164	62	42	-32.3%	34	39	14.7%	\$563,250	\$590,000	4.7%	45	29	-35.6%	1.2	0.7	-35.6%
20165	25	28	12.0%	28	27	-3.6%	\$562,500	\$725,000	28.9%	19	25	31.6%	0.6	0.8	34.2%
20175	41	49	19.5%	24	31	29.2%	\$627,500	\$861,630	37.3%	44	38	-13.6%	1.2	1.0	-16.0%
20176	63	84	33.3%	40	64	60.0%	\$700,000	\$672,500	-3.9%	61	64	4.9%	1.3	1.2	-4.4%
20180	14	17	21.4%	10	5	-50.0%	\$797,500	\$810,000	1.6%	20	12	-40.0%	2.1	1.8	-18.0%



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.