

NOVEMBER
2024

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



DAAR Market Indicators Report



Key Market Trends: November 2024

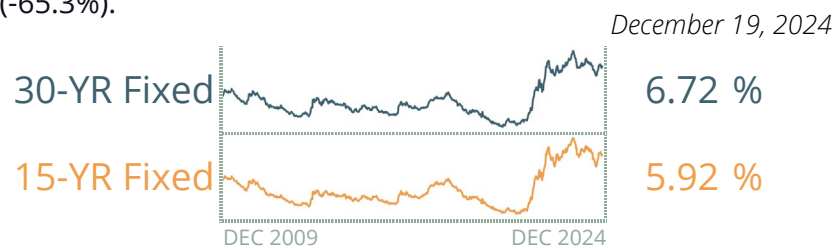
- In Loudoun County, sales continued to outpace last year.** In November, there were 367 home sales across the region, up 17.6% from last year, which is an additional 55 sales. Sales activity grew notably in Ashburn zip code 20148 with 22 more sales than a year ago (+52.4%) and Leesburg zip code 20176 with 14 more home sales (+35.0%). Sterling zip code 20164 saw the biggest decrease in sales this month with seven fewer sales (-18.4%).
- For the fourth straight month, pending sales increased in the County.** There were 334 pending sales in November, 74 more pending sales than the year before, climbing up 28.5%. The local markets with the biggest growth in pending sales were Sterling zip code 20165 (+108.3%), Leesburg zip code 20176 (+90.9%), Chantilly zip code 20152 (+60.0%) and Ashburn zip code 20147 (35.0%). Pending sales activity fell in Aldie zip code 20105 (-26.1%) and Sterling zip code 20164 (-21.9%).
- Homes prices grew in Loudoun County this month.** Countywide, the median sales price was \$750,000 in November, \$32,500 higher than a year earlier, increasing by 4.5%. Prices went up the most in Chantilly zip code 20152 (+24.1%) and Ashburn zip code 20148 (+13.0%).
- Listings went down for the first time after going up continuously for the past six months.** There were 414 active listings countywide at the end of November, 49 fewer listings than the year before, inching down 10.6%. Sterling zip code 20164 experienced the sharpest decline in listing activity this month with 32 fewer active listings (-65.3%).



DAAR Market Dashboard

YoY Chg	Nov-24	Indicator
▲ 17.6%	367	Sales
▲ 28.5%	334	Pending Sales
▲ 14.3%	424	New Listings
▲ 1.0%	\$730,000	Median List Price
▲ 4.5%	\$750,000	Median Sales Price
▲ 3.6%	\$287	Median Price Per Square Foot
▲ 23.1%	\$312.8	Sold Dollar Volume (in millions)
▲ 1.0%	100.8%	Average Sold/Ask Price Ratio
▲ 3.3%	20	Average Days on Market
▼ -10.6%	414	Active Listings
▼ -15.4%	1.0	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.

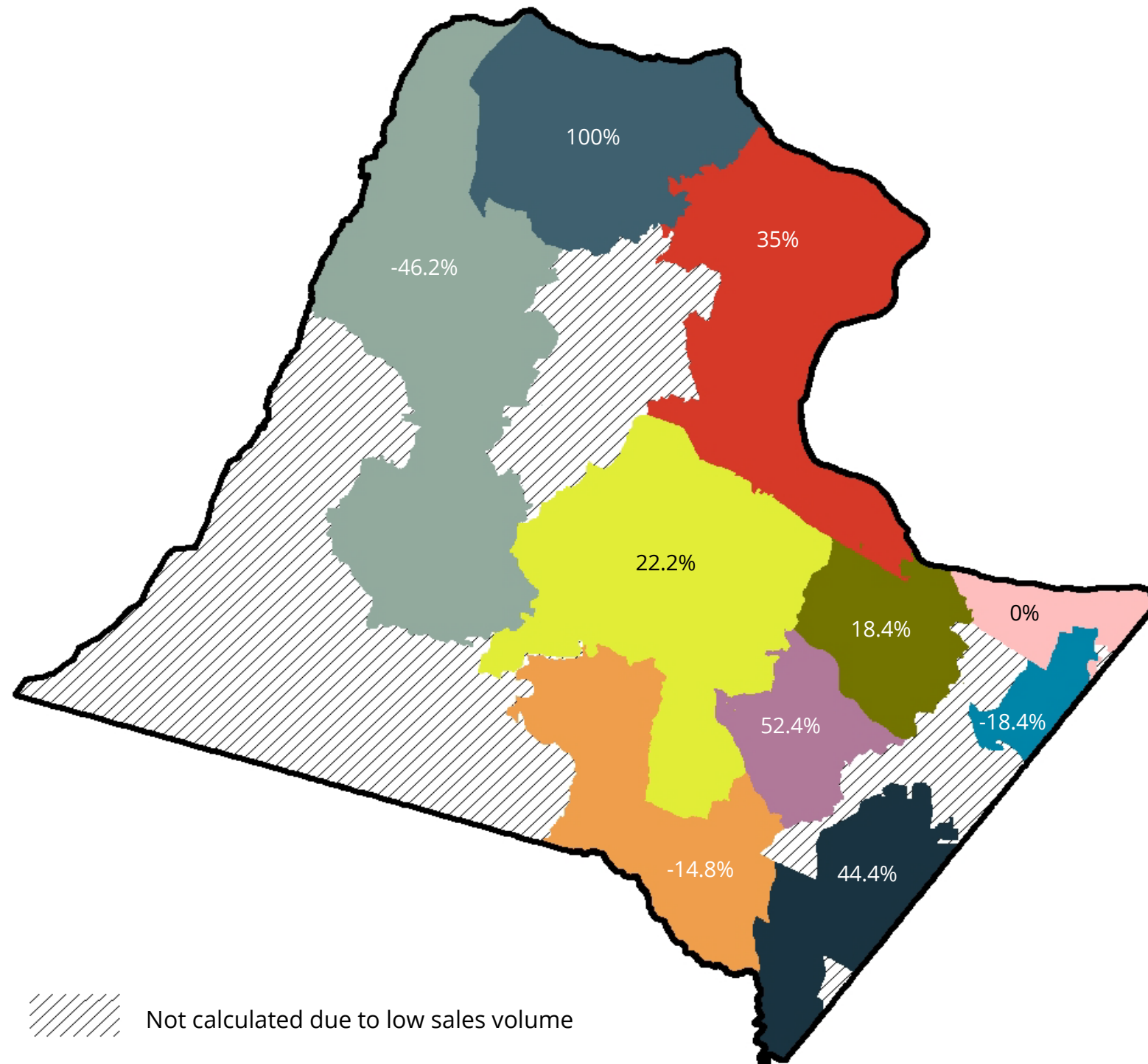
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Nov-23	Nov-24	
20105 Aldie	27	23	-14.8%
20132 Purcellville	13	7	-46.2%
20147 Ashburn	49	58	18.4%
20148 Ashburn	42	64	52.4%
20152 Chantilly	18	26	44.4%
20164 Sterling	38	31	-18.4%
20165 Sterling	20	20	0.0%
20175 Leesburg	36	44	22.2%
20176 Leesburg	40	54	35.0%
20180 Lovettsville	4	8	100.0%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Nov-23	Nov-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Nov-22	Nov-24						
Sales			312	367	17.6%	4,226	4,553	7.7%
Pending Sales			260	334	28.5%	4,359	4,709	8.0%
New Listings			371	424	14.3%	5,709	6,277	9.9%
Median List Price			\$722,500	\$730,000	1.0%	\$686,728	\$729,000	6.2%
Median Sales Price			\$717,500	\$750,000	4.5%	\$691,000	\$739,945	7.1%
Median Price Per Square Foot			\$277	\$287	3.6%	\$269	\$289	7.3%
Sold Dollar Volume (in millions)			\$254.0	\$312.8	23.1%	\$3,281.0	\$3,808.9	16.1%
Average Sold/Ask Price Ratio			99.8%	100.8%	1.0%	101.0%	101.3%	0.3%
Average Days on Market			19	20	3.3%	18	18	-2.7%
Active Listings			463	414	-10.6%	n/a	n/a	n/a
Months of Supply			1.2	1.0	-15.4%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Nov-23	Nov-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Nov-22	Nov-24						
Sales			148	158	6.8%	1,973	2,087	5.8%
Pending Sales			115	153	33.0%	1,999	2,159	8.0%
New Listings			154	205	33.1%	2,762	2,959	7.1%
Median List Price			\$925,000	\$977,500	5.7%	\$919,000	\$977,000	6.3%
Median Sales Price			\$932,750	\$977,250	4.8%	\$925,000	\$997,616	7.9%
Median Price Per Square Foot			\$269	\$265	-1.3%	\$256	\$274	7.0%
Sold Dollar Volume (in millions)			\$155.2	\$181.8	17.1%	\$1,977.9	\$2,291.2	15.8%
Average Sold/Ask Price Ratio			99.6%	101.2%	1.6%	100.9%	101.9%	1.0%
Average Days on Market			22	22	-1.4%	19	17	-7.7%
Active Listings			240	208	-13.3%	n/a	n/a	n/a
Months of Supply			1.3	1.1	-16.4%	n/a	n/a	n/a

Townhome & Condo Market Overview

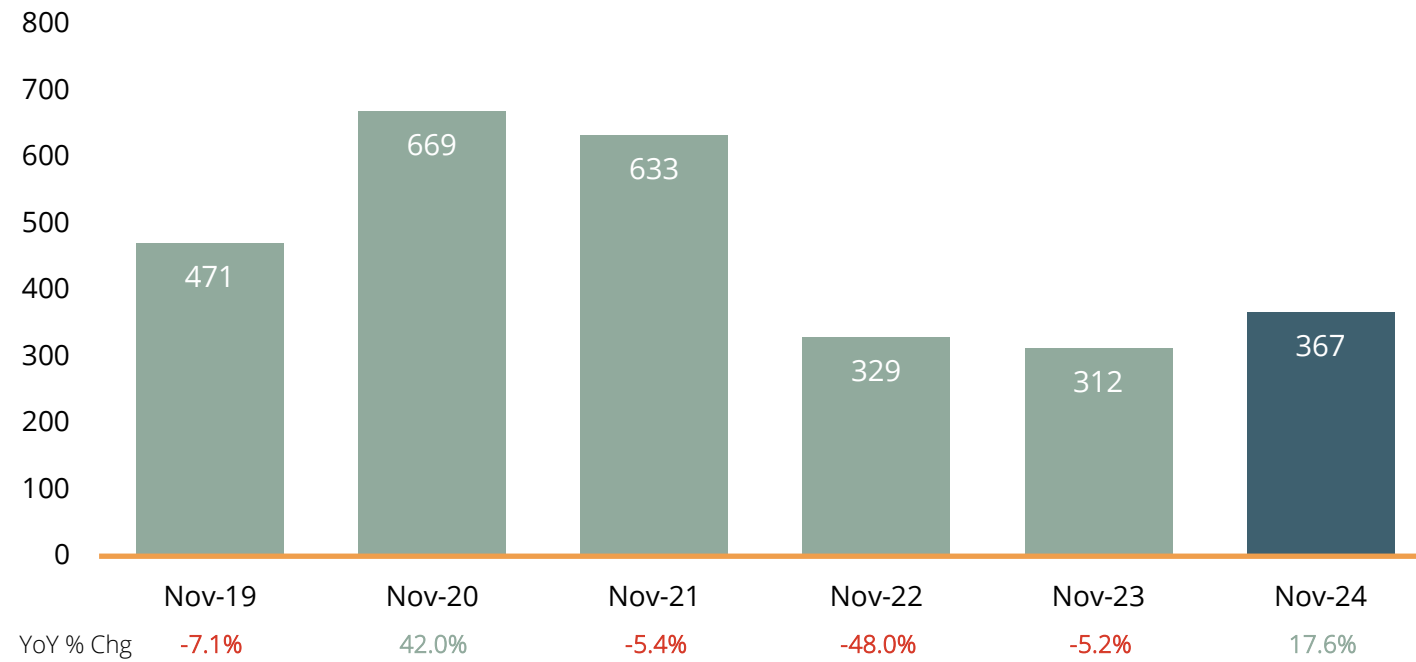


Key Metrics	2-year Trends		Nov-23	Nov-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Nov-22	Nov-24						
Sales			164	209	27.4%	2,253	2,466	9.5%
Pending Sales			145	181	24.8%	2,360	2,550	8.1%
New Listings			217	219	0.9%	2,947	3,318	12.6%
Median List Price			\$602,215	\$625,000	3.8%	\$565,000	\$608,568	7.7%
Median Sales Price			\$608,750	\$630,000	3.5%	\$575,000	\$613,943	6.8%
Median Price Per Square Foot			\$282	\$301	6.7%	\$279	\$298	6.8%
Sold Dollar Volume (in millions)			\$98.8	\$130.9	32.6%	\$1,303.0	\$1,517.7	16.5%
Average Sold/Ask Price Ratio			100.0%	100.4%	0.5%	101.1%	100.7%	-0.3%
Average Days on Market			17	19	10.3%	18	18	1.7%
Active Listings			223	206	-7.6%	n/a	n/a	n/a
Months of Supply			1.1	0.9	-14.0%	n/a	n/a	n/a

Sales



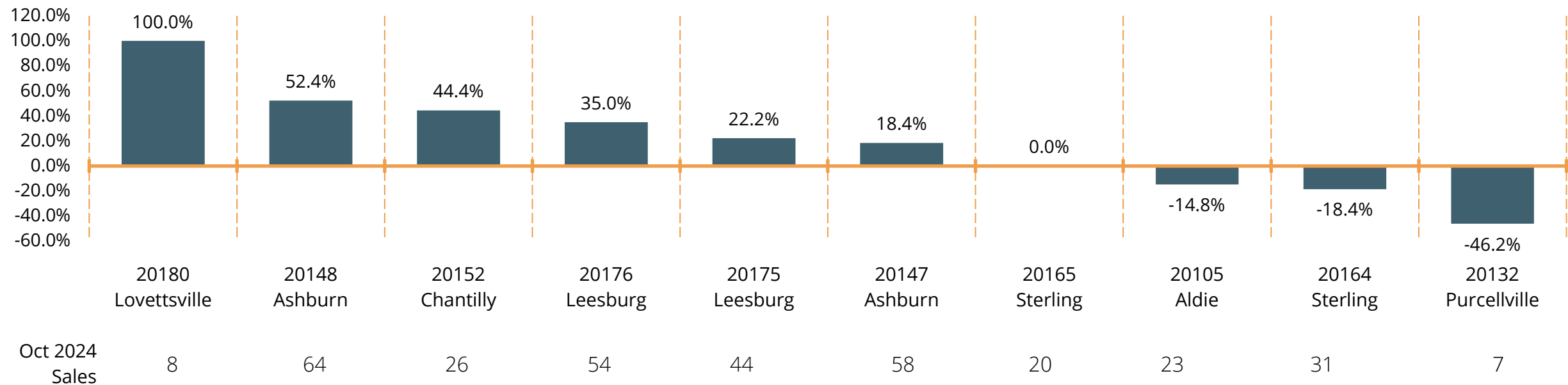
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	158	6.8%	209	27.4%
12-month Avg	184	4.5%	220	8.3%

Zip Code

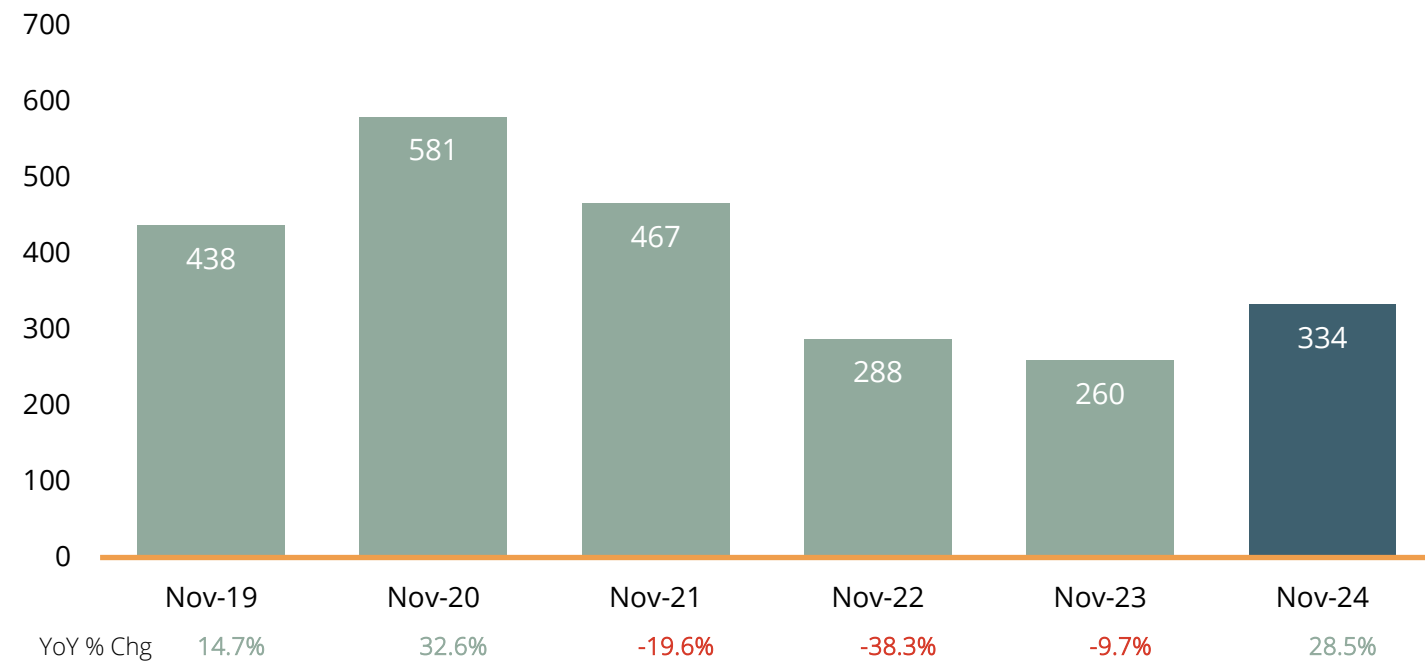
% Change in Sales
Nov-23 to Nov-24



Pending Sales



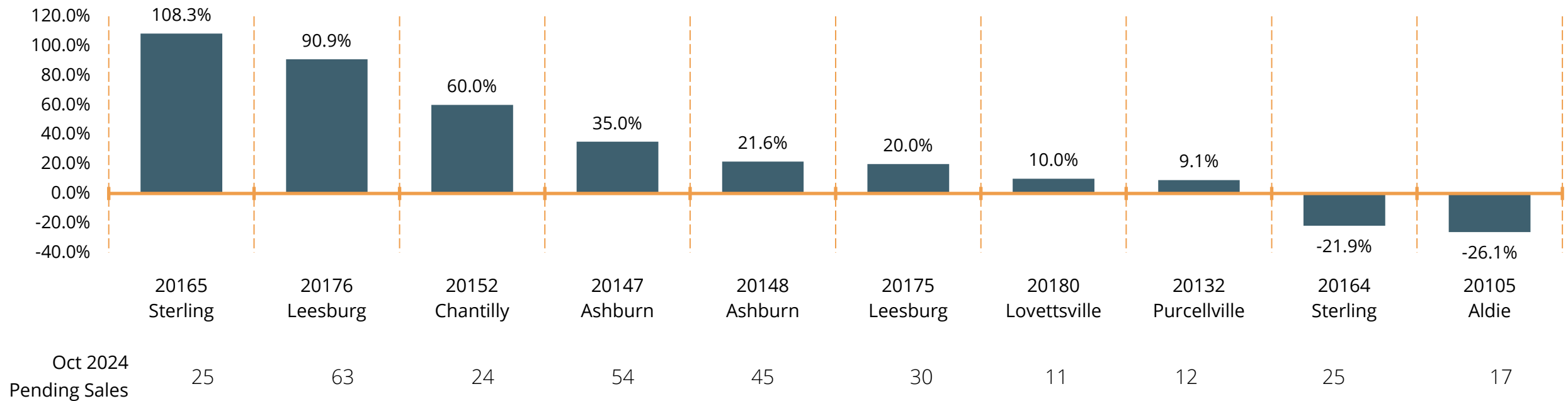
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	153	33.0%	181	24.8%
12-month Avg	188	7.9%	224	7.8%

Zip Code

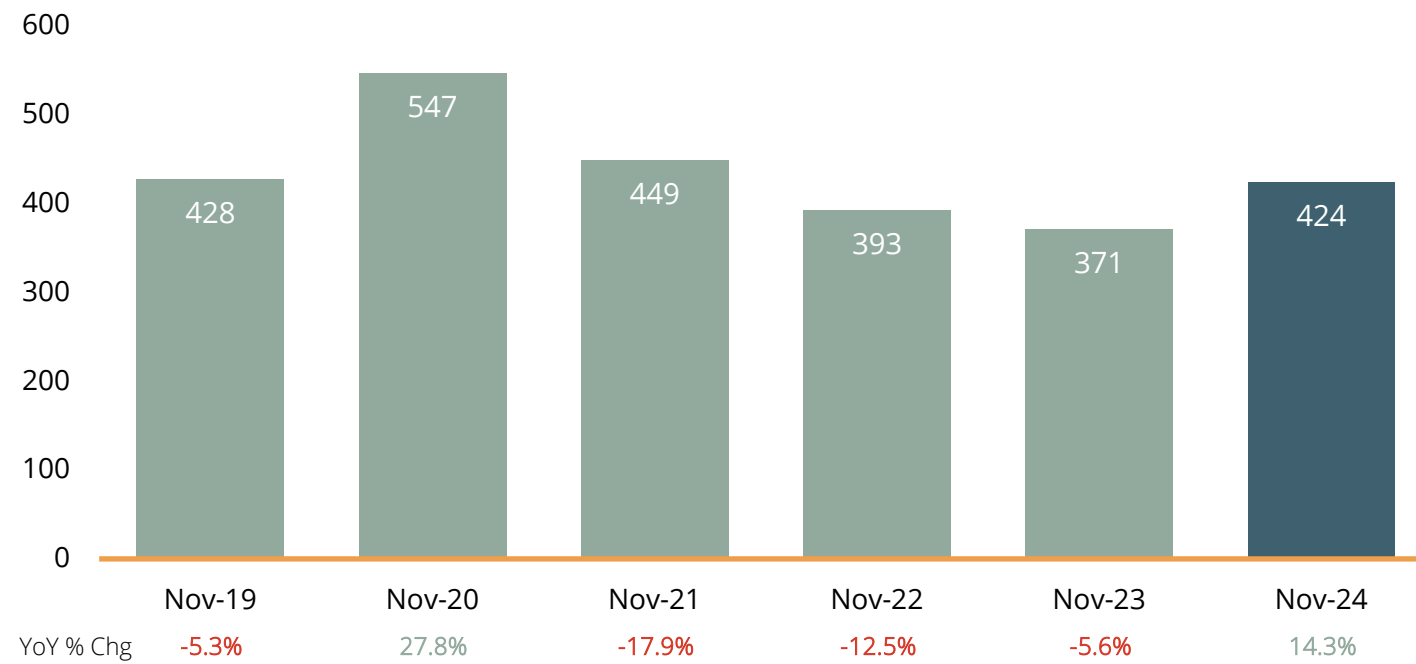
% Change in Pending Sales
Nov-23 to Nov-24



New Listings



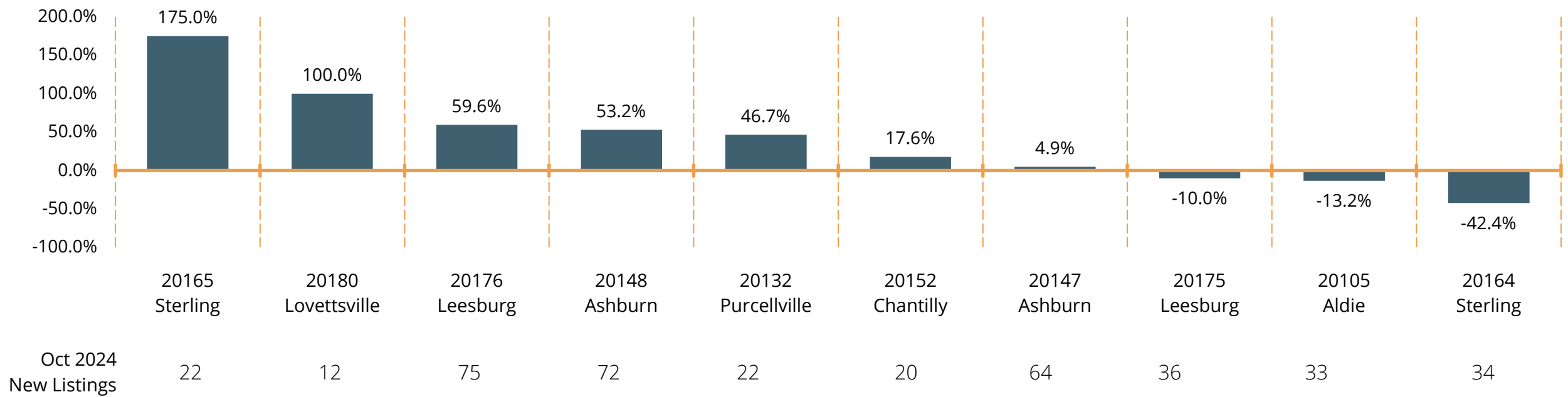
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	205	33.1%	219	0.9%
12-month Avg	255	6.5%	290	12.4%

Zip Code

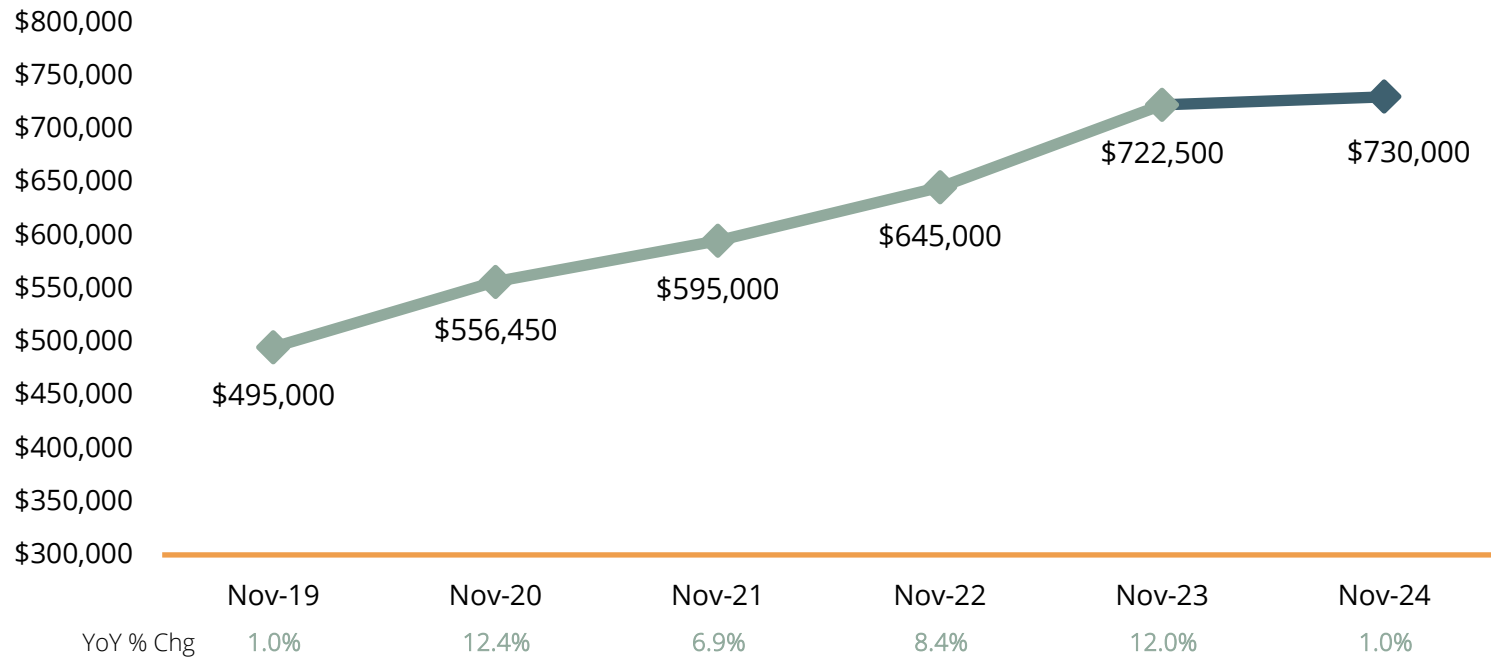
% Change in New Listings
Nov-23 to Nov-24



Median List Price



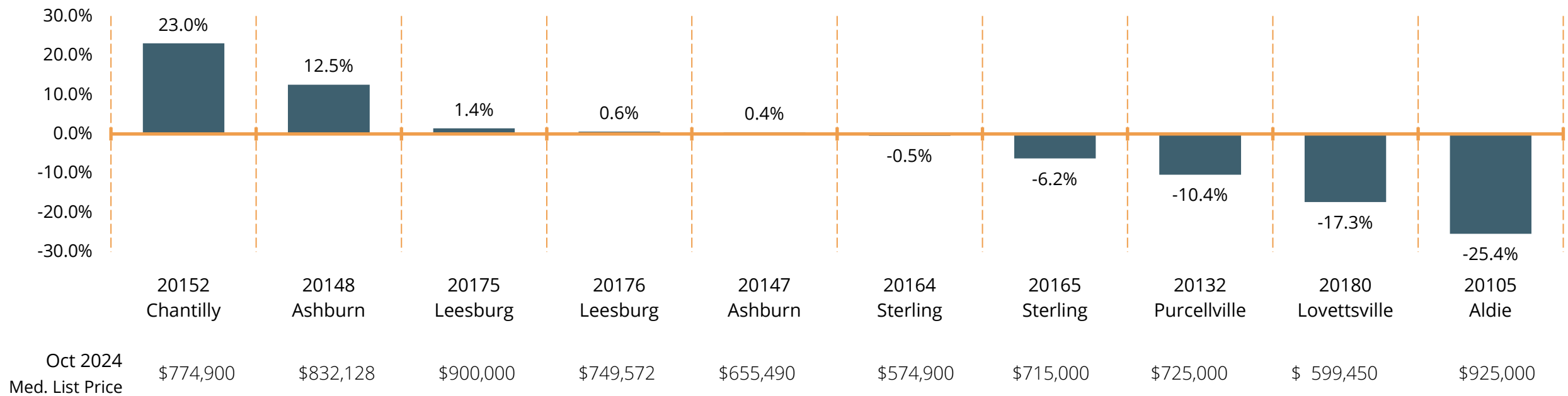
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	\$977,500	5.7%	\$625,000	3.8%
12-month Avg	\$969,094	7.4%	\$603,356	8.3%

Zip Code

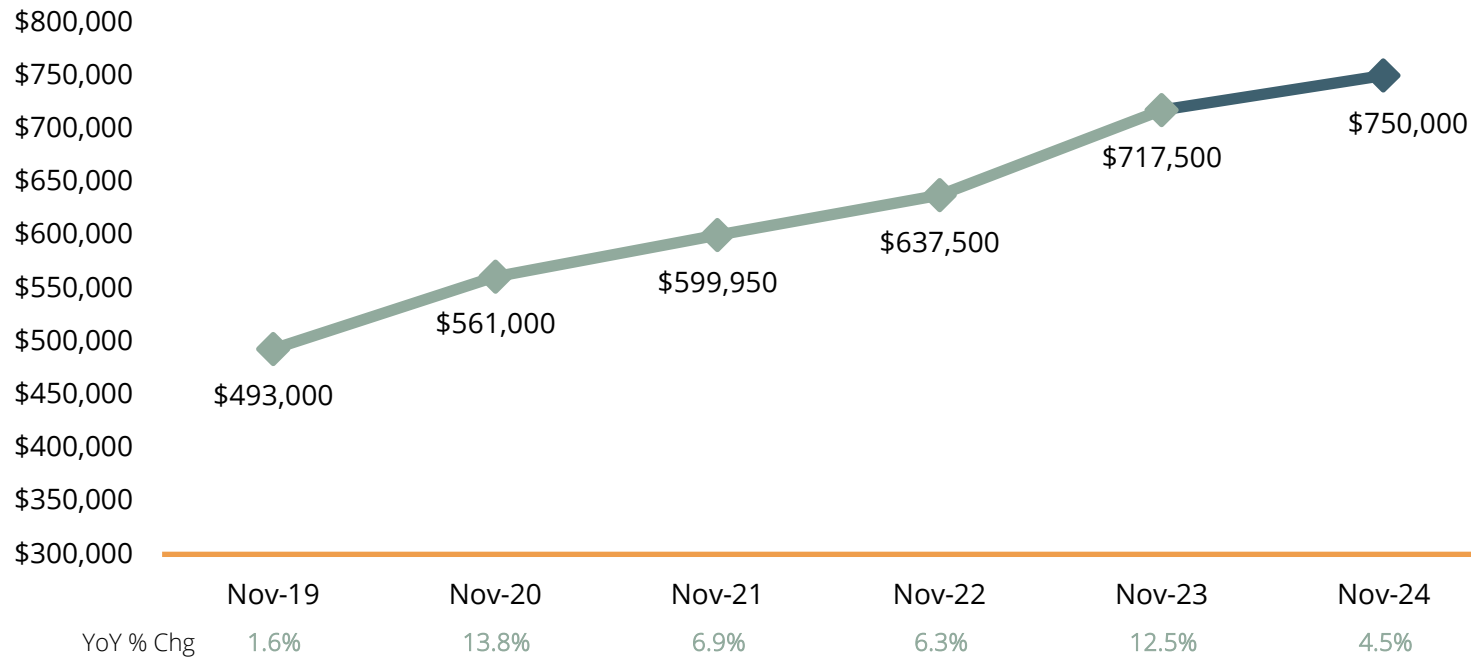
% Change in Median List Price
Nov-23 to Nov-24



Median Sales Price



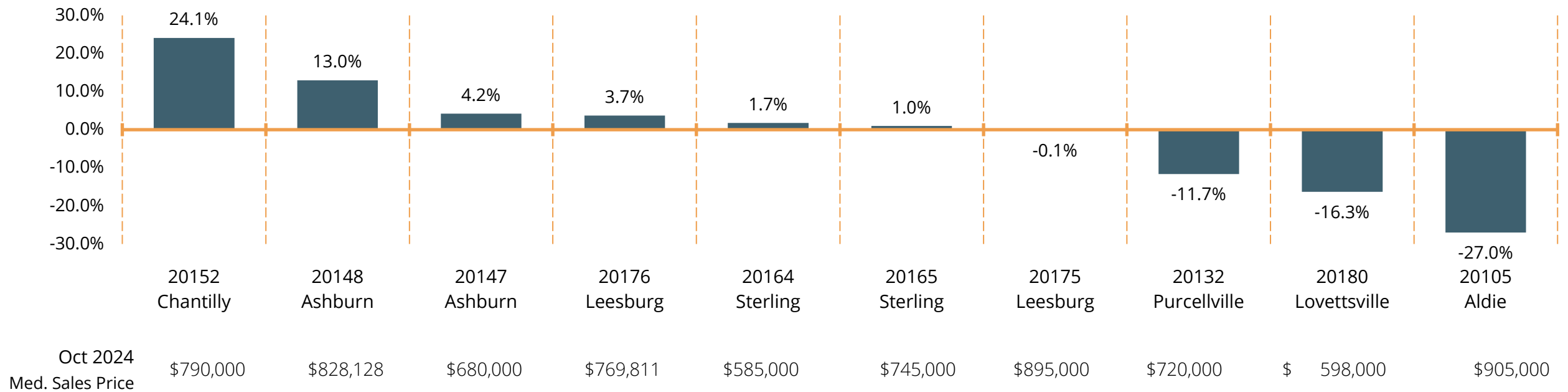
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	\$977,250	4.8%	\$630,000	3.5%
12-month Avg	\$985,254	8.6%	\$607,349	8.1%

Zip Code

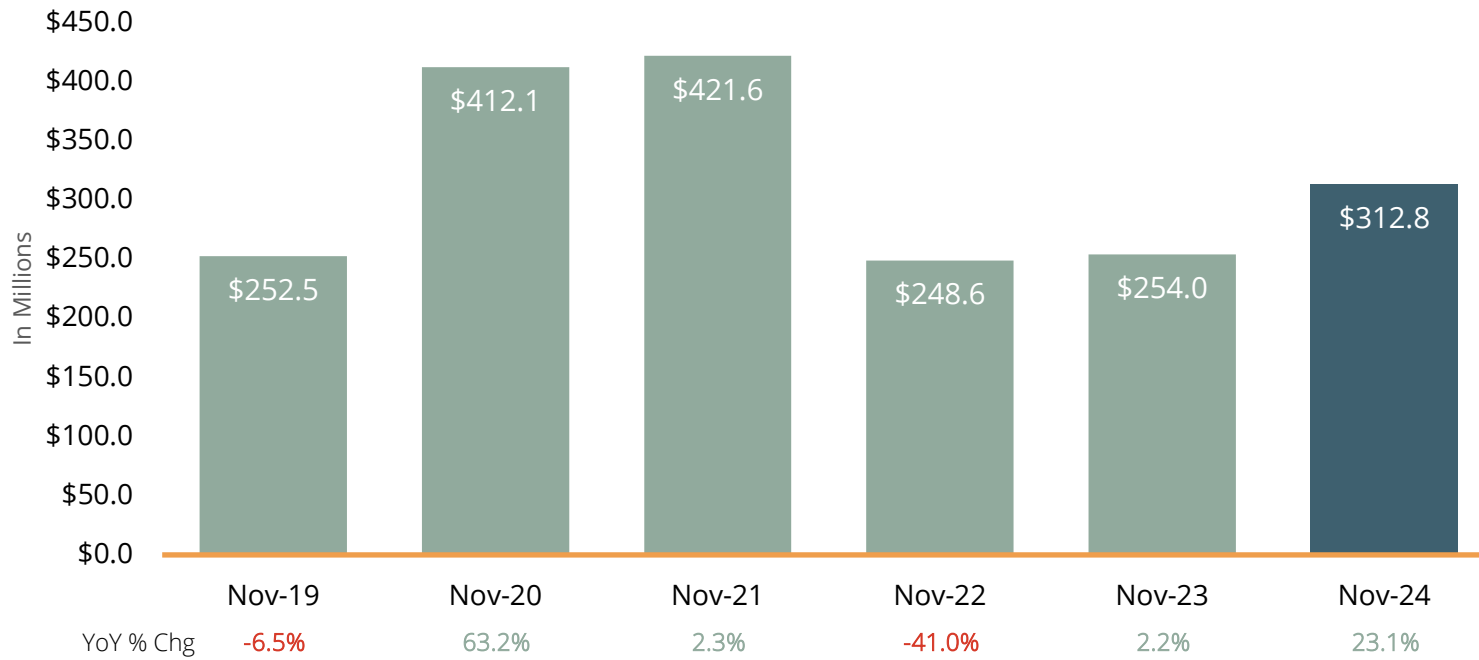
% Change in Median Sales Price
Nov-23 to Nov-24



Sold Dollar Volume (in millions)



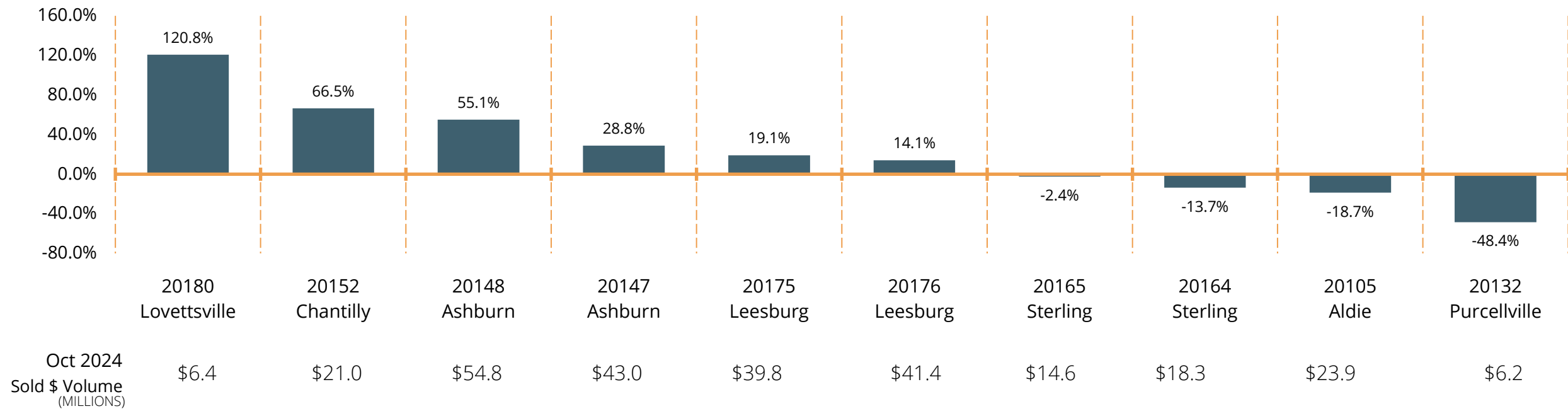
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	\$181.8	17.1%	\$130.9	32.6%
12-month Avg	\$202.1	15.1%	\$135.1	15.6%

Zip Code

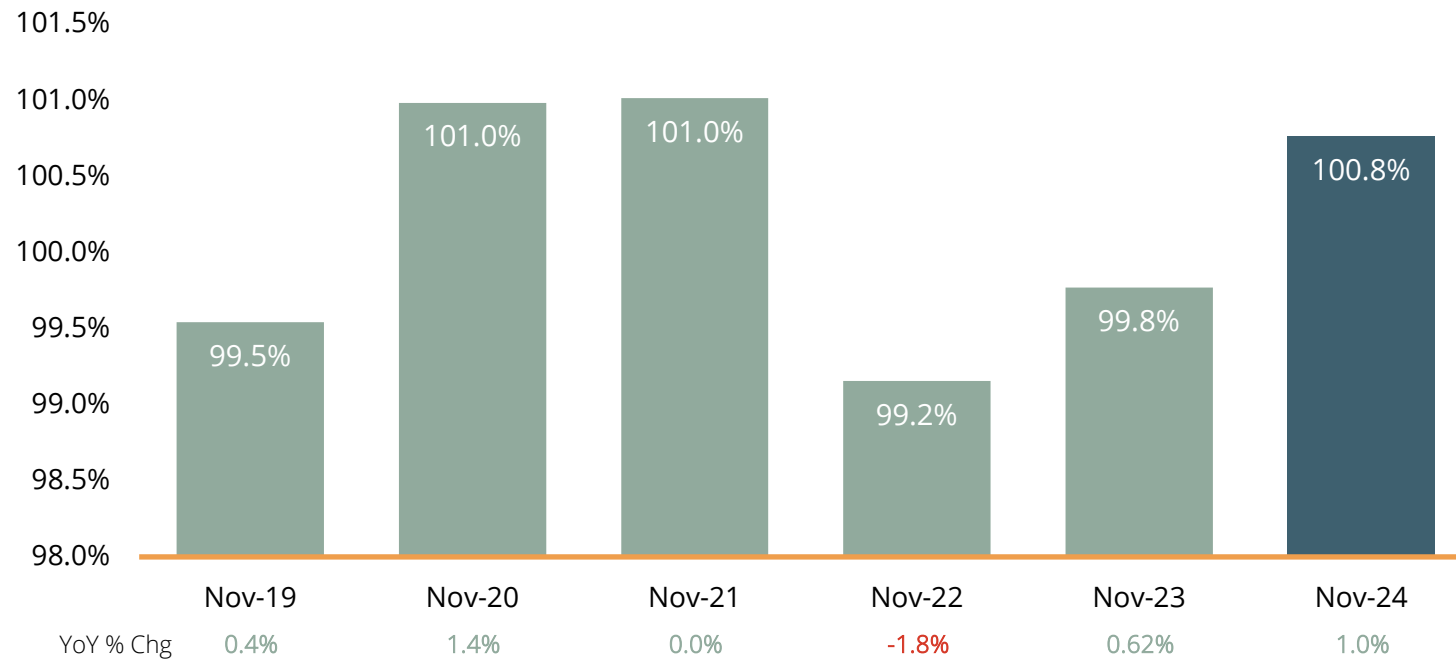
% Change in Sold Dollar Volume
Nov-23 to Nov-24



Average Sold to Ask Price Ratio



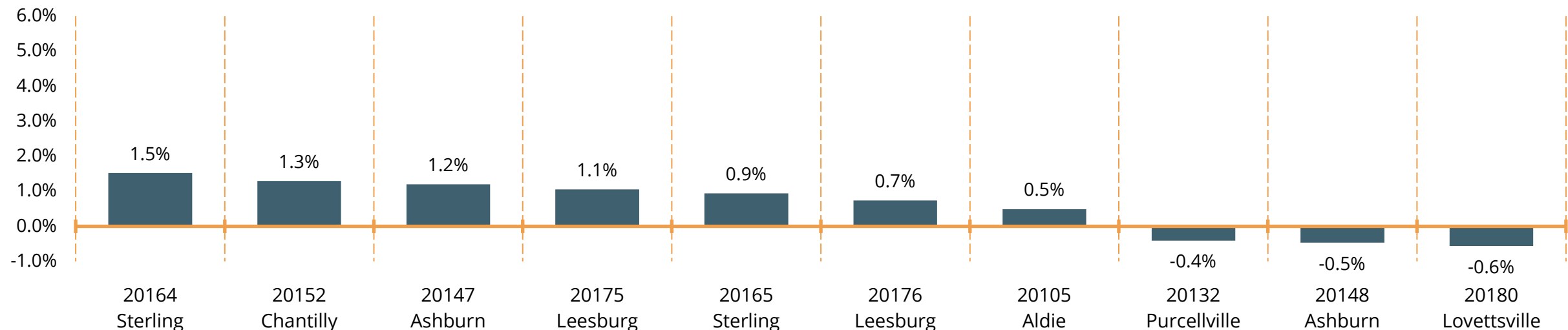
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	101.2%	1.6%	100.4%	0.5%
12-month Avg	101.7%	1.2%	100.7%	-0.1%

Zip Code

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

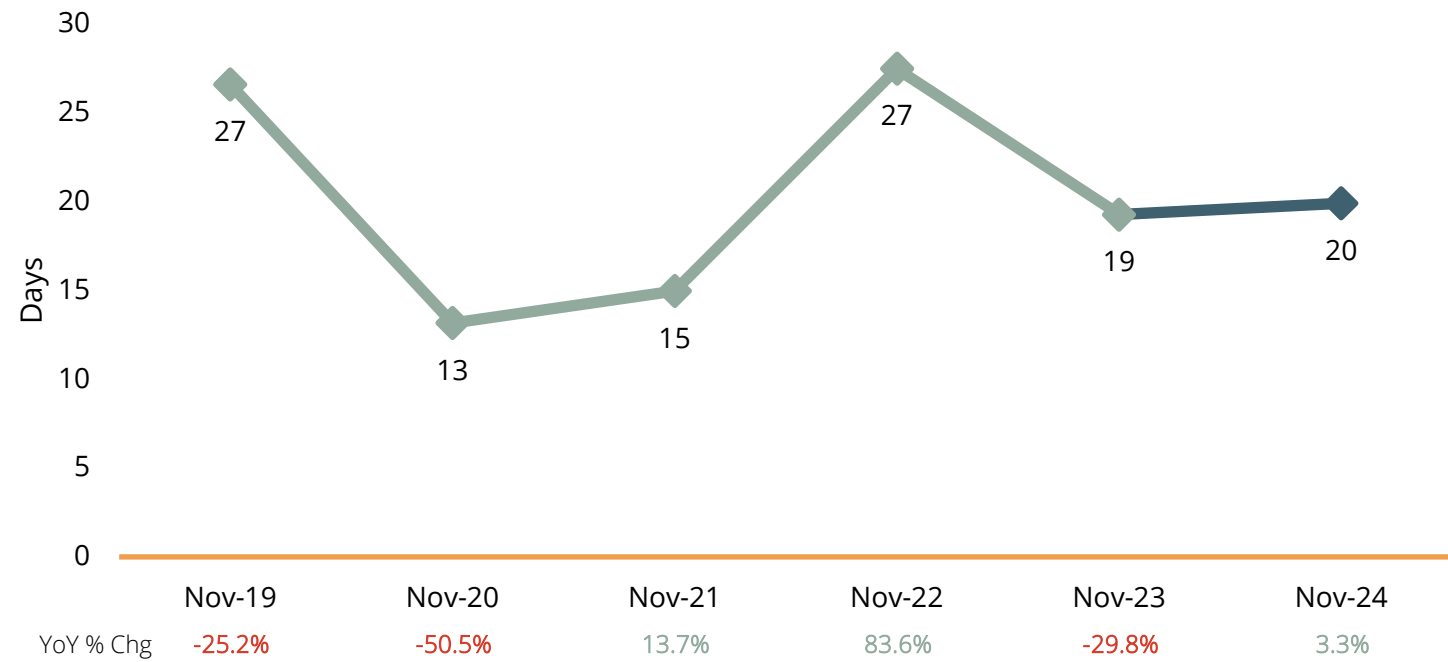


Zip Code	Oct 2024 Avg Sold/Ask %
20164 Sterling	101.2%
20152 Chantilly	102.0%
20147 Ashburn	101.2%
20175 Leesburg	100.6%
20165 Sterling	101.0%
20176 Leesburg	100.0%
20105 Aldie	100.4%
20132 Purcellville	98.4%
20148 Ashburn	99.9%
20180 Lovettsville	99.4%

Average Days on Market



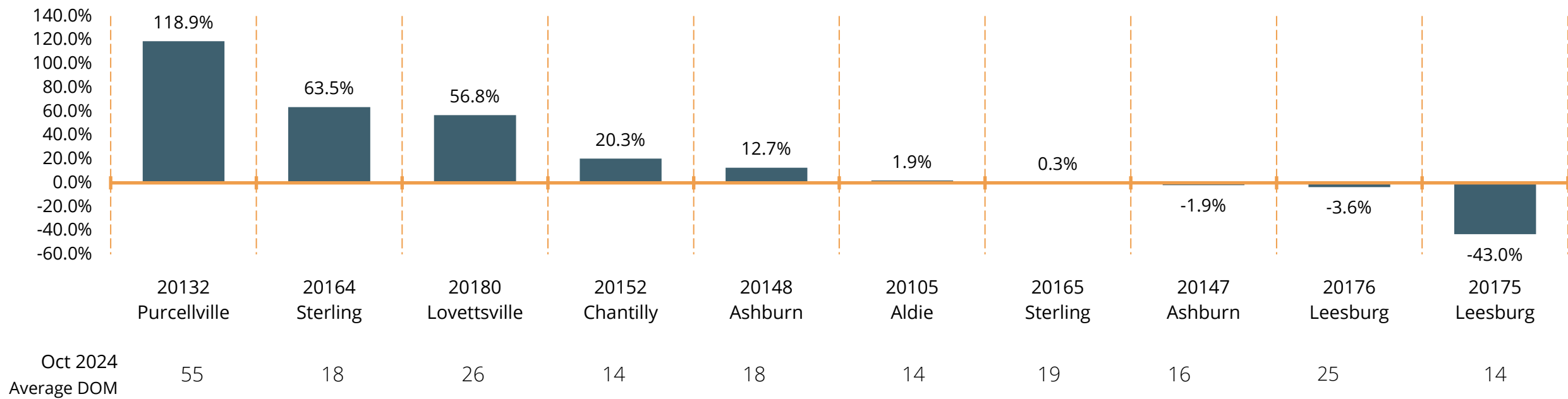
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	22	-1.4%	19	10.3%
12-month Avg	19	-12.2%	19	-2.9%

Zip Code

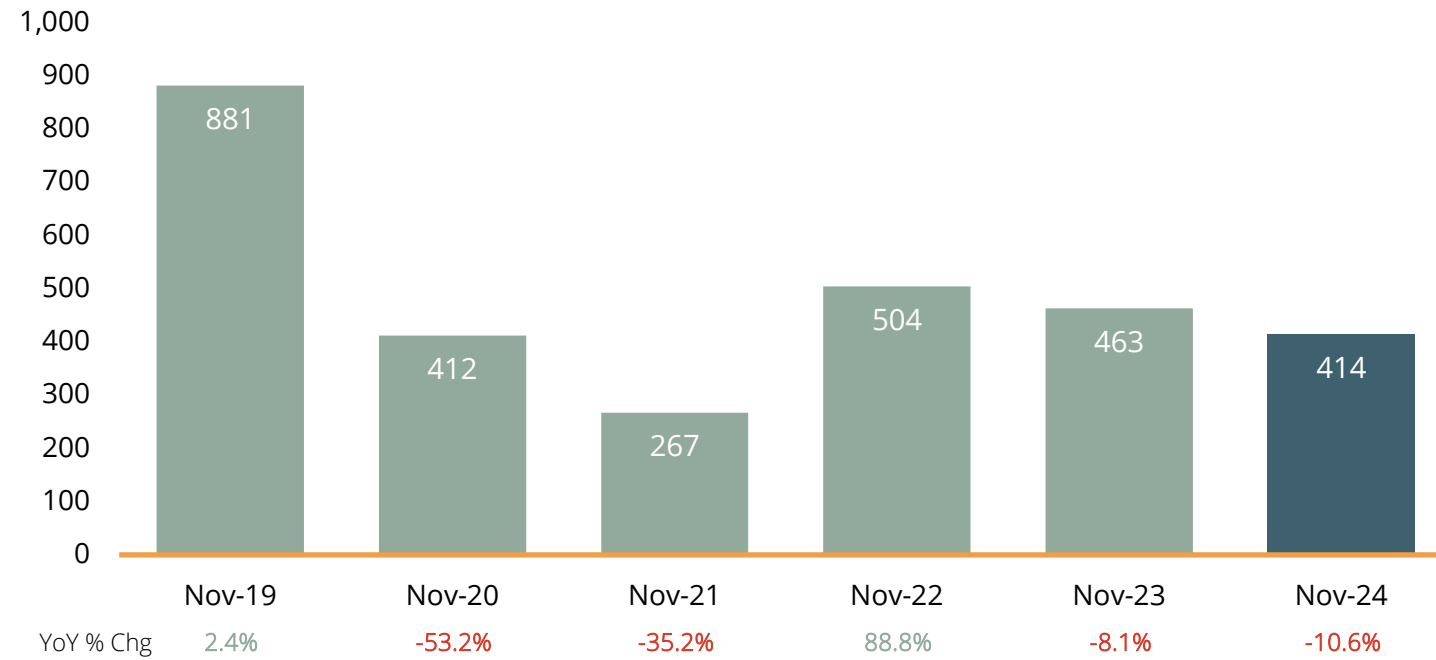
% Change in Average Days on Market
Nov-23 to Nov-24



Active Listings



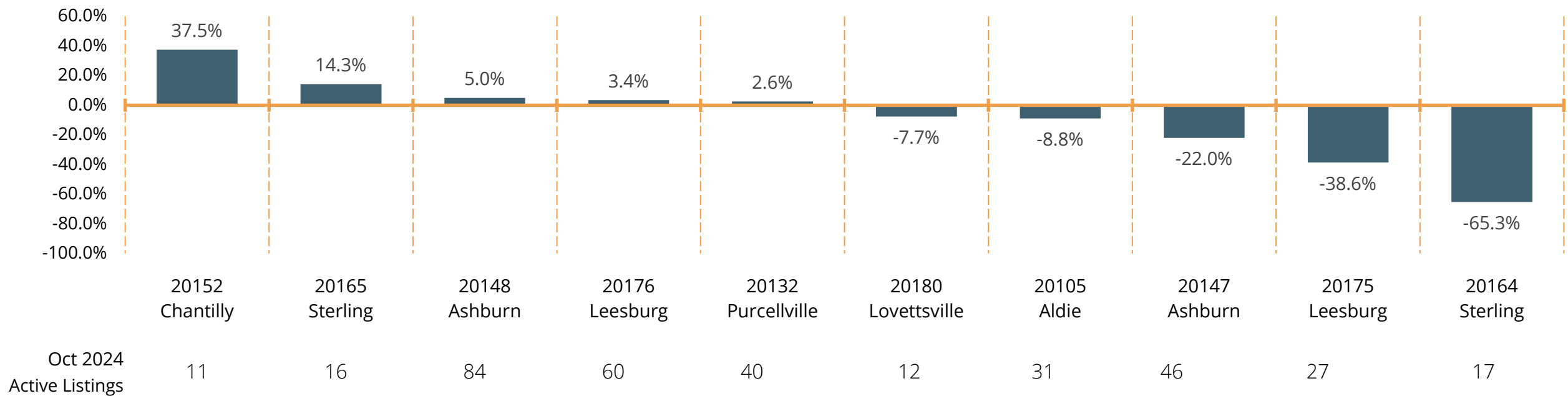
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	208	-13.3%	206	-7.6%
12-month Avg	216	-1.7%	212	25.0%

Zip Code

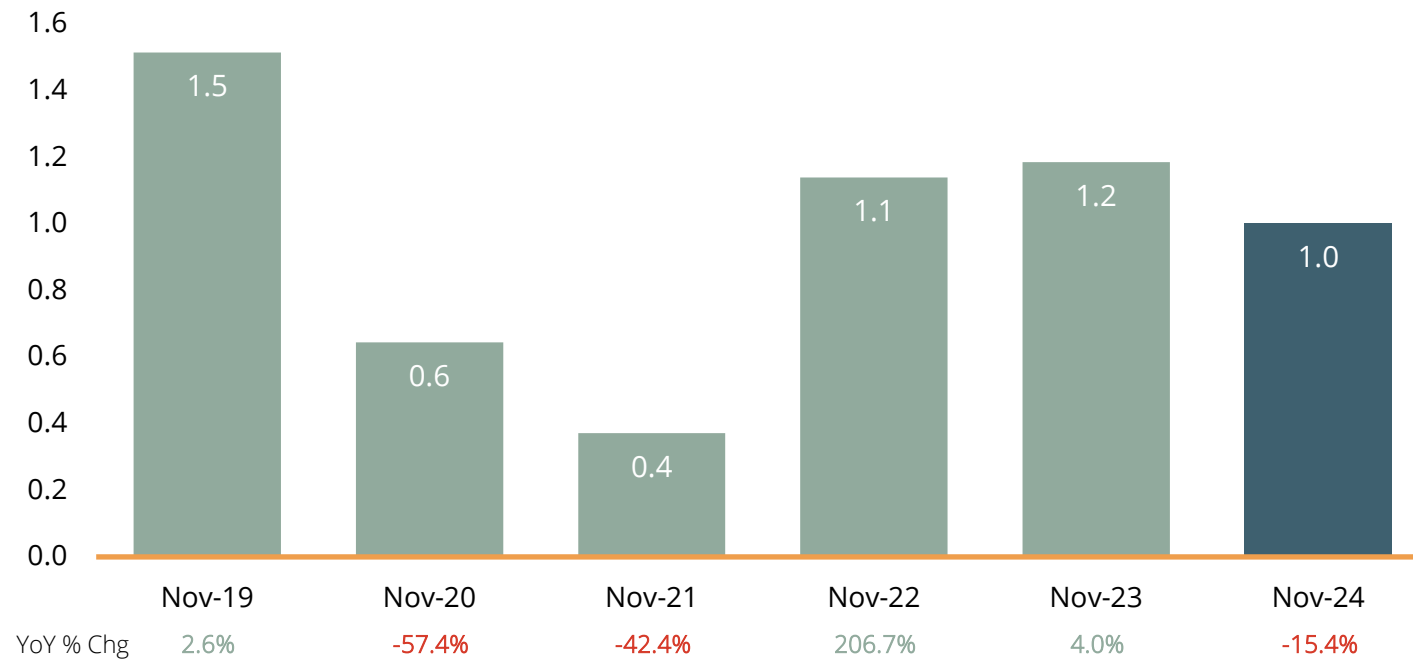
% Change in Active Listings
Nov-23 to Nov-24



Months Supply



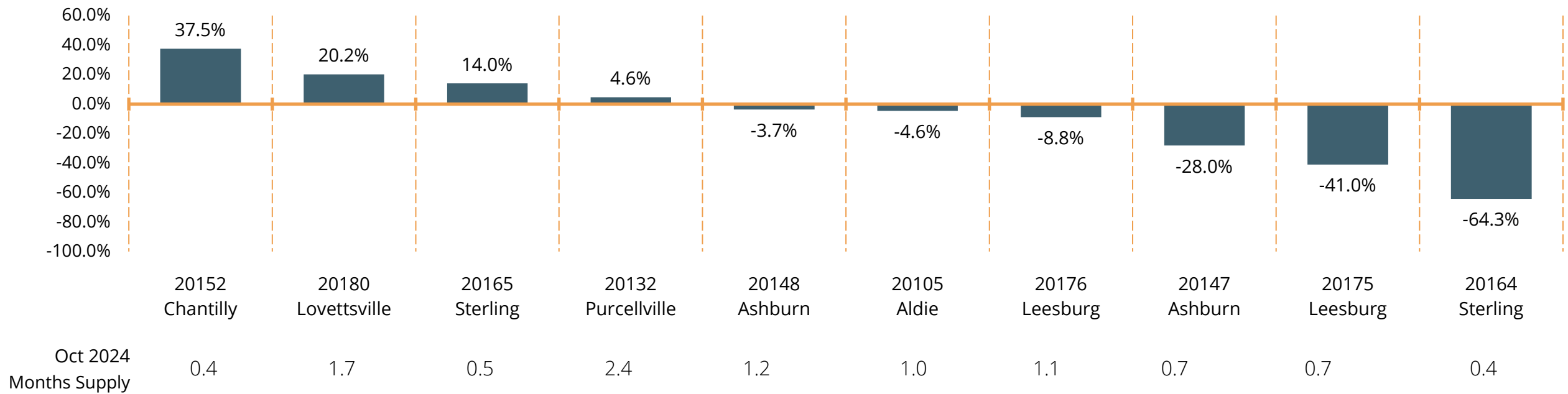
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-24	1.1	-16.4%	0.9	-14.0%
12-month Avg	1.2	11.1%	1.0	33.4%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-23	Nov-24	% chg	Nov-23	Nov-24	% chg	Nov-23	Nov-24	% chg	Nov-23	Nov-24	% chg	Nov-23	Nov-24	% chg
Loudoun County	371	424	14.3%	312	367	17.6%	\$717,500	\$750,000	4.5%	463	414	-10.6%	1.2	1.0	-15.4%
20105	38	33	-13.2%	27	23	-14.8%	\$1,239,990	\$905,000	-27.0%	34	31	-8.8%	1.0	1.0	-4.6%
20132	15	22	46.7%	13	7	-46.2%	\$815,000	\$720,000	-11.7%	39	40	2.6%	2.3	2.4	4.6%
20147	61	64	4.9%	49	58	18.4%	\$652,500	\$680,000	4.2%	59	46	-22.0%	1.0	0.7	-28.0%
20148	47	72	53.2%	42	64	52.4%	\$733,000	\$828,128	13.0%	80	84	5.0%	1.3	1.2	-3.7%
20152	17	20	17.6%	18	26	44.4%	\$636,500	\$790,000	24.1%	8	11	37.5%	0.3	0.4	37.5%
20164	59	34	-42.4%	38	31	-18.4%	\$575,000	\$585,000	1.7%	49	17	-65.3%	1.2	0.4	-64.3%
20165	8	22	175.0%	20	20	0.0%	\$737,500	\$745,000	1.0%	14	16	14.3%	0.5	0.5	14.0%
20175	40	36	-10.0%	36	44	22.2%	\$896,250	\$895,000	-0.1%	44	27	-38.6%	1.2	0.7	-41.0%
20176	47	75	59.6%	40	54	35.0%	\$742,495	\$769,811	3.7%	58	60	3.4%	1.2	1.1	-8.8%
20180	6	12	100.0%	4	8	100.0%	\$714,500	\$598,000	-16.3%	13	12	-7.7%	1.4	1.7	20.2%



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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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.