

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: December 2024

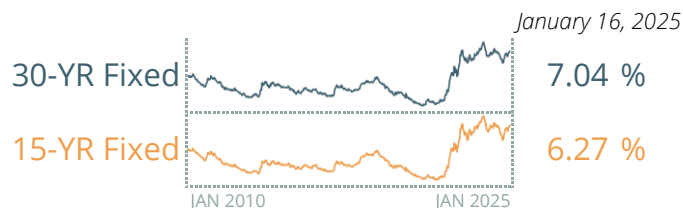
- Sales increased in Loudoun County in December compared to a year ago.** There were 392 sales throughout Loudoun County in December, 29.4% more than the previous year, which is 89 additional home sales. In December, Ashburn zip code 20147 was the local market with the most significant jump in sales (+69.6%), followed by Leesburg zip code 20176 (+36.1%) compared to the previous year. The only local market to experience a drop-in activity was Sterling zip code 20164 (-41.9%) from last December.
- Pending sales continued to grow in Loudoun County.** In December, there were 249 pending sales in Loudoun County, 19 more pending sales than the year before, increasing by 8.3%. Most local markets saw pending sales go up this month with Ashburn zip code 20148 having the largest influx of pending sales (+30.8%) compared to last year. Pending sales activity dipped in Sterling zip code 20165 (-5.3%) and Aldie zip code 20105 (-6.3%) from a year ago.
- The median sales price at the end of the year remains high.** In Loudoun County, the median sales price reached \$736,267 in December, which is a 9.9% increase from the previous year, equating to a \$66,267 rise. In Leesburg zip code 20176, the median sales price skyrocketed to \$1.1 million, representing a substantial increase of \$405,232 from last December, or 58.3%. In contrast, in Sterling zip code 20146, the median sales price was \$565,000 in December, which is \$10,000 lower than the previous year.
- The number of new listings increased, but active listings fell across the region.** At the end of December, there were 297 listings in the Loudoun market, down 13.9% or 48 fewer from a year ago. Listing levels decreased in Sterling zip code 20164 with 28 fewer listings (-73.7%) and Leesburg zip code 20175 with 10 fewer listings (-41.7%). Chantilly zip code 20152 experienced an uptick in listings, with four more than last year (+133.3%).



DAAR Market Dashboard

YoY Chg	Dec-24	Indicator
▲ 29.4%	392	Sales
▲ 8.3%	249	Pending Sales
▲ 7.8%	278	New Listings
▲ 10.1%	\$734,448	Median List Price
▲ 9.9%	\$736,267	Median Sales Price
▲ 4.0%	\$294	Median Price Per Square Foot
▲ 38.2%	\$328.3	Sold Dollar Volume (in millions)
▲ 1.2%	101.0%	Average Sold/Ask Price Ratio
▼ -17.3%	19	Average Days on Market
▼ -13.9%	297	Active Listings
▼ -20.5%	0.7	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.

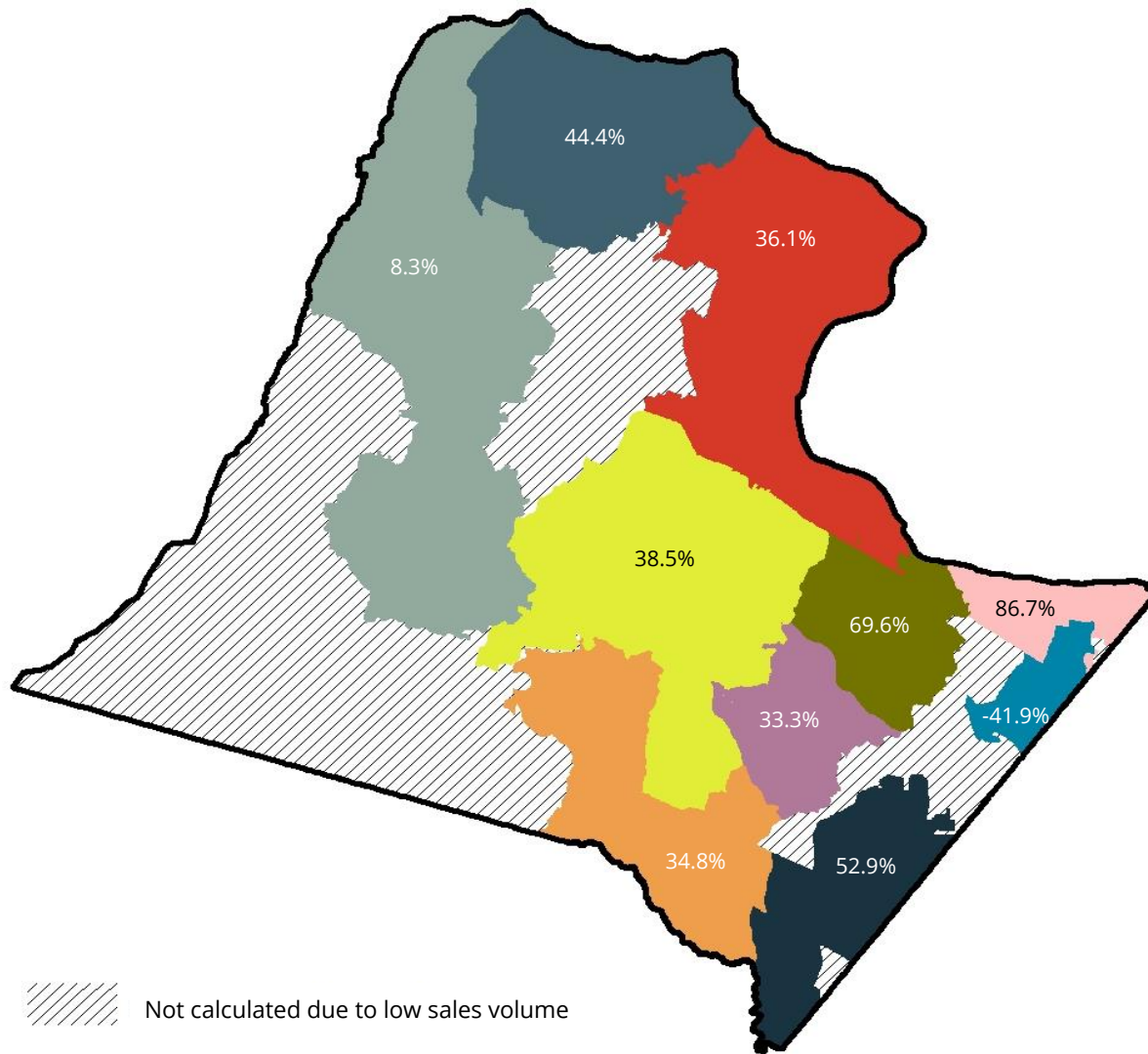
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Dec-23	Dec-24	
20105 Aldie	23	31	34.8%
20132 Purcellville	12	13	8.3%
20147 Ashburn	46	78	69.6%
20148 Ashburn	42	56	33.3%
20152 Chantilly	17	26	52.9%
20164 Sterling	43	25	-41.9%
20165 Sterling	15	28	86.7%
20175 Leesburg	26	36	38.5%
20176 Leesburg	36	49	36.1%
20180 Lovettsville	9	13	44.4%

Total Market Overview



Key Metrics	2-year Trends		Dec-23	Dec-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Dec-22	Dec-24						
Sales			303	392	29.4%	4,529	4,945	9.2%
Pending Sales			230	249	8.3%	4,589	4,958	8.0%
New Listings			258	278	7.8%	5,967	6,555	9.9%
Median List Price			\$667,000	\$734,448	10.1%	\$685,000	\$729,990	6.6%
Median Sales Price			\$670,000	\$736,267	9.9%	\$690,000	\$740,000	7.2%
Median Price Per Square Foot			\$283	\$294	4.0%	\$270	\$289	7.1%
Sold Dollar Volume (in millions)			\$237.6	\$328.3	38.2%	\$3,518.6	\$4,137.3	17.6%
Average Sold/Ask Price Ratio			99.9%	101.0%	1.2%	100.9%	101.2%	0.3%
Average Days on Market			23	19	-17.3%	19	18	-4.4%
Active Listings			345	297	-13.9%	n/a	n/a	n/a
Months of Supply			0.9	0.7	-20.5%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2025

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Dec-23	Dec-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Dec-22	Dec-24						
Sales			126	170	34.9%	2,099	2,257	7.5%
Pending Sales			97	97	0.0%	2,096	2,256	7.6%
New Listings			102	109	6.9%	2,864	3,068	7.1%
Median List Price			\$952,500	\$1,050,000	10.2%	\$920,000	\$989,000	7.5%
Median Sales Price			\$949,500	\$1,085,792	14.4%	\$925,000	\$1,000,000	8.1%
Median Price Per Square Foot			\$270	\$277	2.6%	\$256	\$274	7.0%
Sold Dollar Volume (in millions)			\$134.4	\$188.4	40.2%	\$2,112.4	\$2,479.7	17.4%
Average Sold/Ask Price Ratio			99.6%	101.3%	1.7%	100.8%	101.8%	1.0%
Average Days on Market			26	18	-30.4%	19	17	-10.1%
Active Listings			172	144	-16.3%	n/a	n/a	n/a
Months of Supply			1.0	0.8	-21.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2025

Townhome & Condo Market Overview

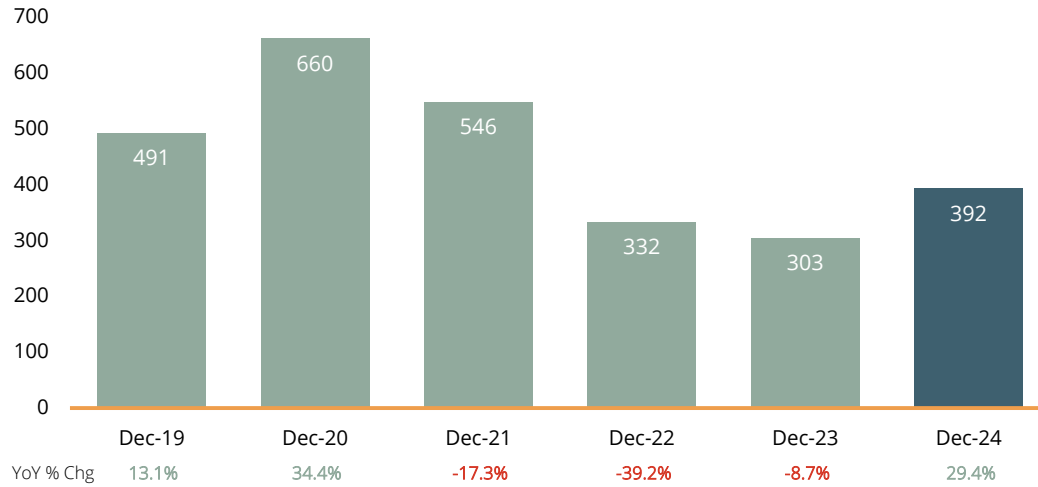


Key Metrics	2-year Trends		Dec-23	Dec-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Dec-22	Dec-24						
Sales			177	222	25.4%	2,430	2,688	10.6%
Pending Sales			133	152	14.3%	2,493	2,702	8.4%
New Listings			156	169	8.3%	3,103	3,487	12.4%
Median List Price			\$599,490	\$624,950	4.2%	\$569,250	\$610,000	7.2%
Median Sales Price			\$598,025	\$622,250	4.1%	\$576,550	\$615,000	6.7%
Median Price Per Square Foot			\$291	\$302	3.7%	\$279	\$298	6.7%
Sold Dollar Volume (in millions)			\$103.2	\$139.9	35.6%	\$1,406.2	\$1,657.6	17.9%
Average Sold/Ask Price Ratio			100.1%	100.9%	0.8%	101.0%	100.7%	-0.3%
Average Days on Market			20	19	-5.2%	18	18	0.6%
Active Listings			173	153	-11.6%	n/a	n/a	n/a
Months of Supply			0.8	0.7	-19.3%	n/a	n/a	n/a

Sales



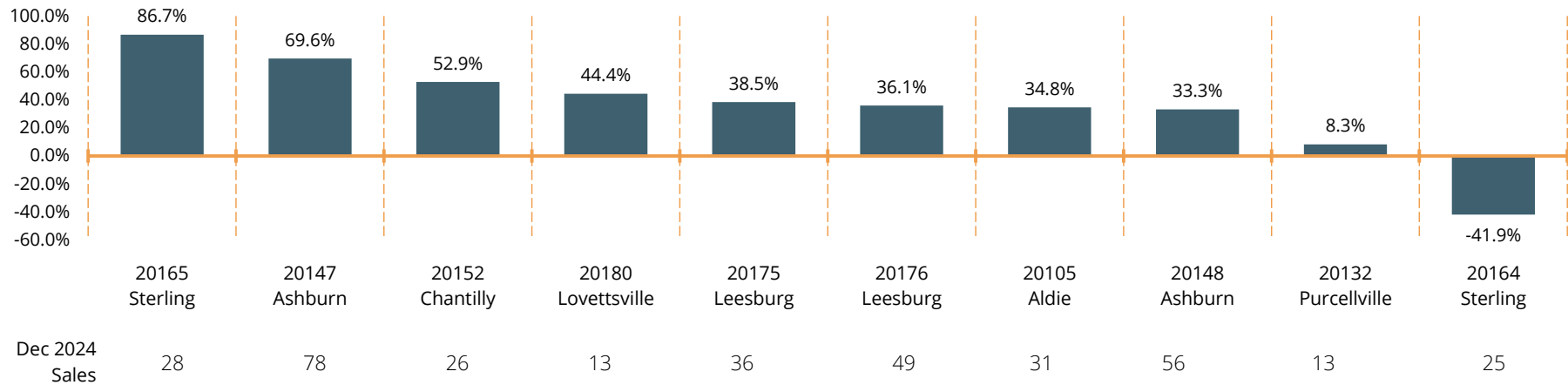
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Dec-24	170	34.9%	222	25.4%
12-month Avg	188	7.5%	224	10.6%

Zip Code

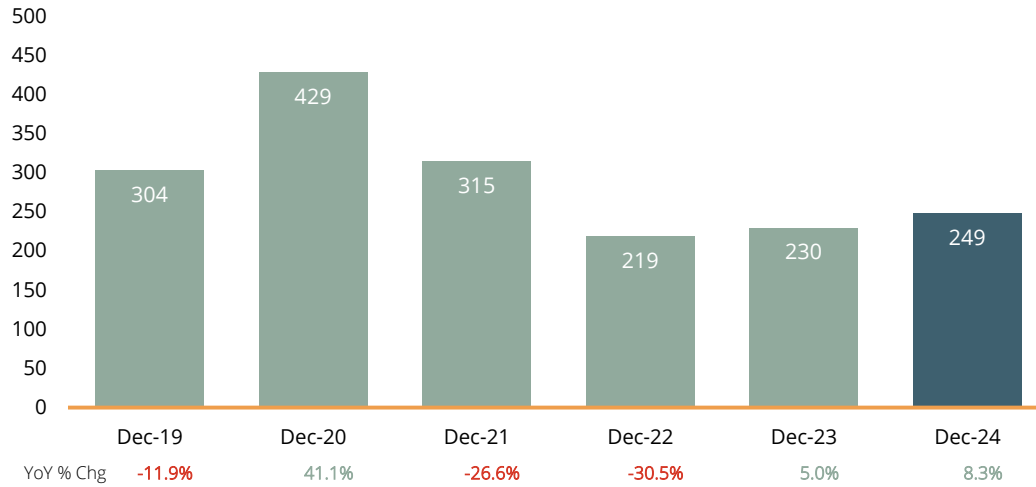
% Change in Sales
Dec-23 to Dec-24



Pending Sales



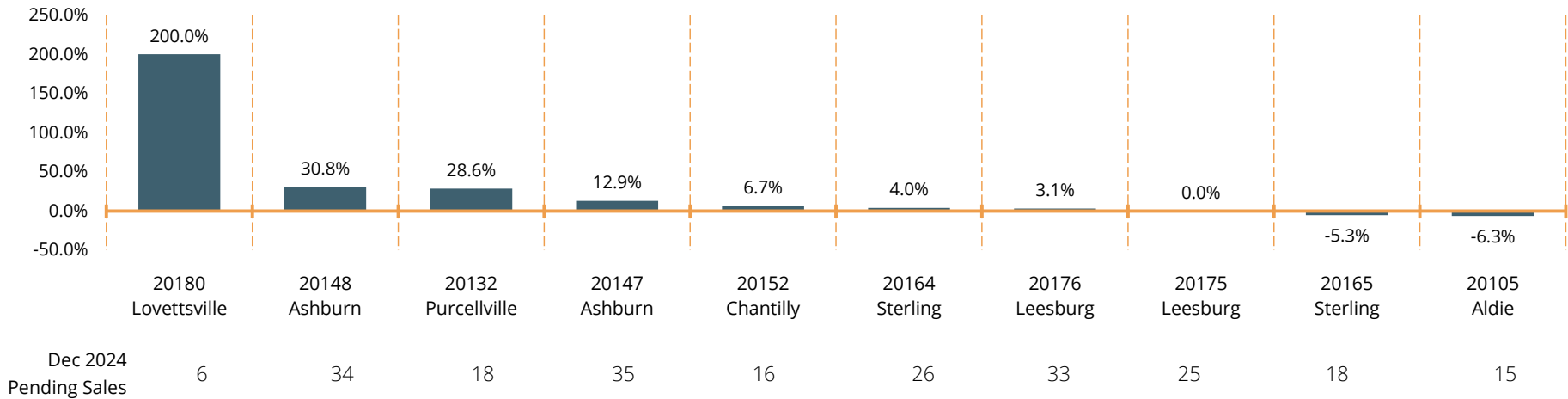
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-24	97	0.0%	152	14.3%
12-month Avg	188	7.6%	225	8.4%

Zip Code

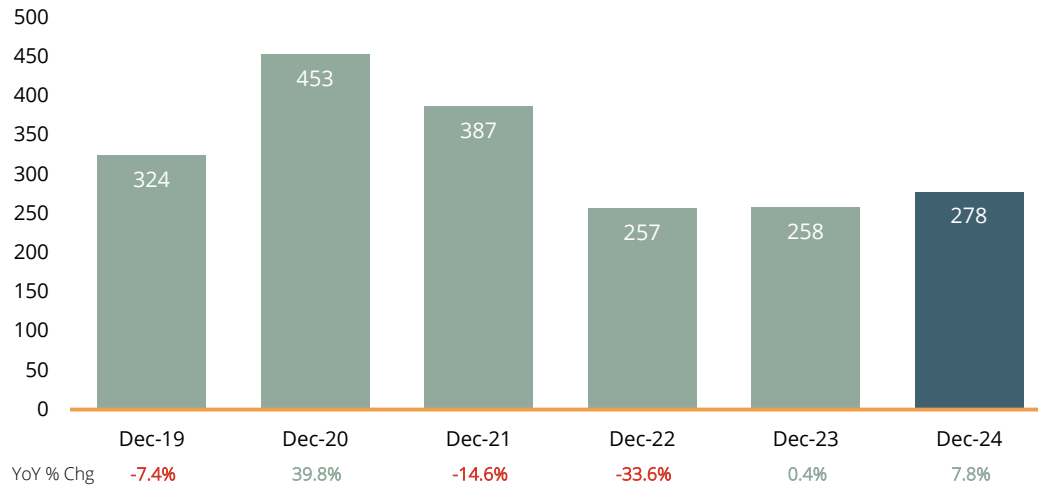
% Change in Pending Sales
Dec-23 to Dec-24



New Listings



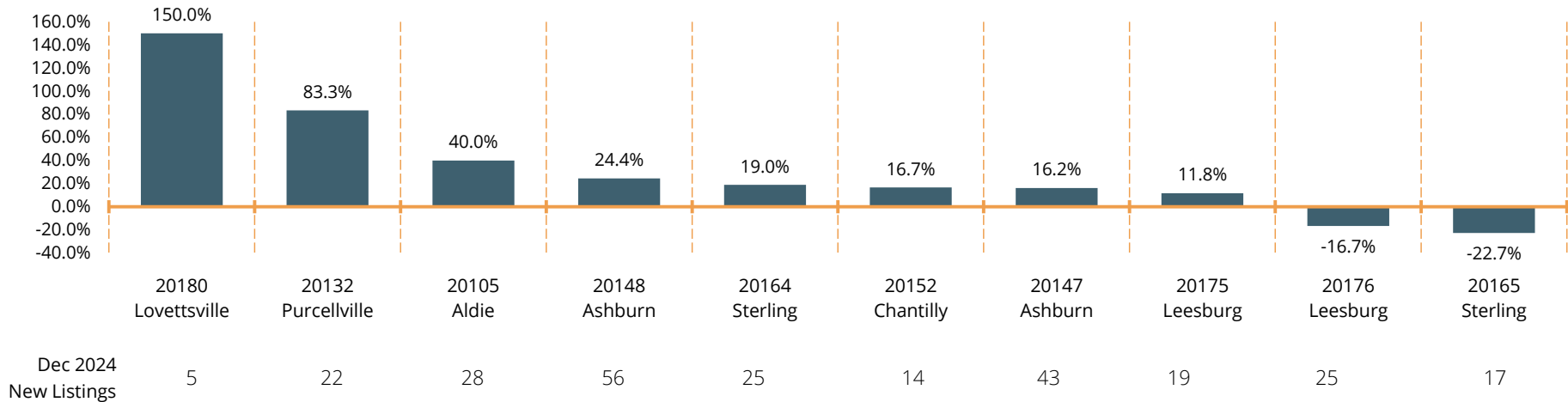
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Dec-24	109	6.9%	169	8.3%
12-month Avg	256	7.1%	291	12.4%

Zip Code

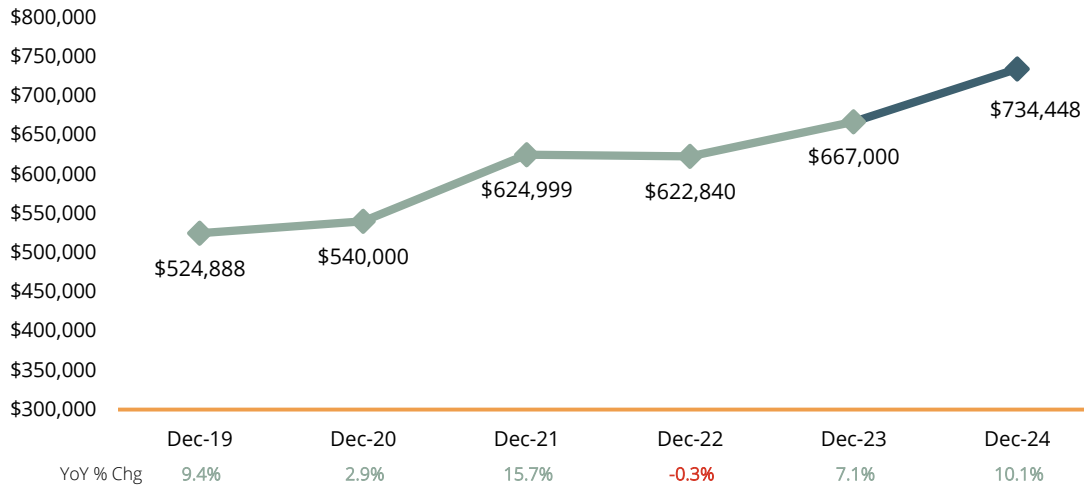
% Change in New Listings
Dec-23 to Dec-24



Median List Price



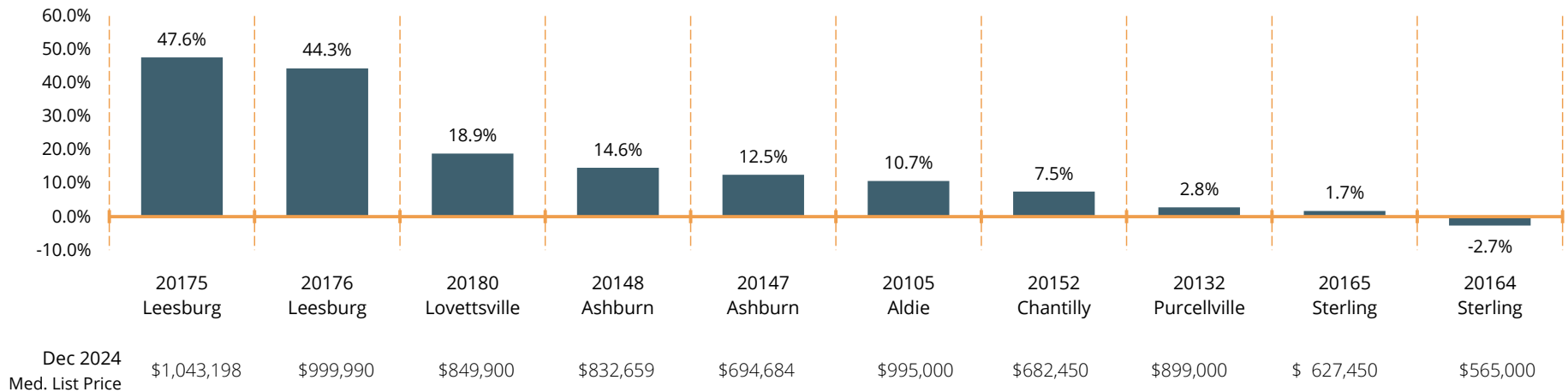
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-24	\$1,050,000	10.2%	\$624,950	4.2%
12-month Avg	\$977,219	7.0%	\$605,477	7.6%

Zip Code

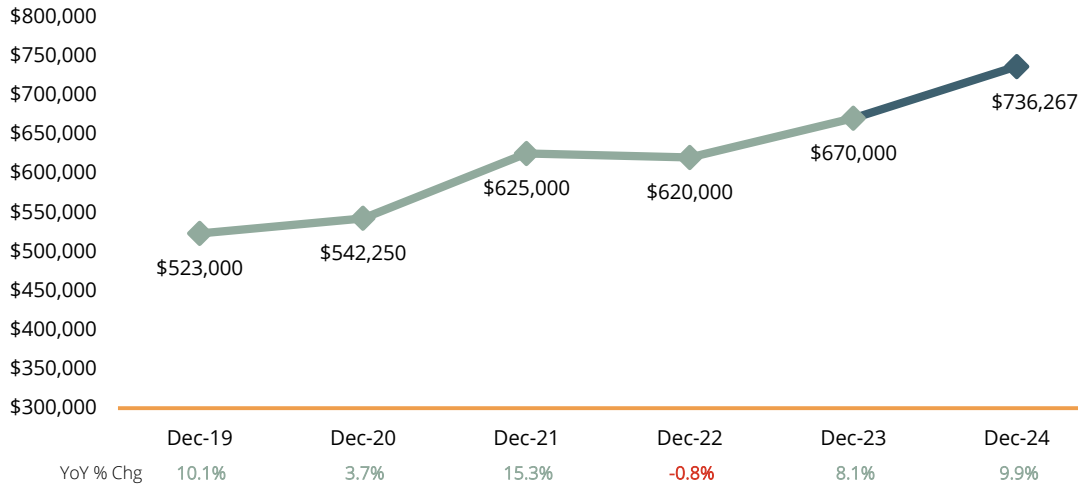
% Change in Median List Price
Dec-23 to Dec-24



Median Sales Price



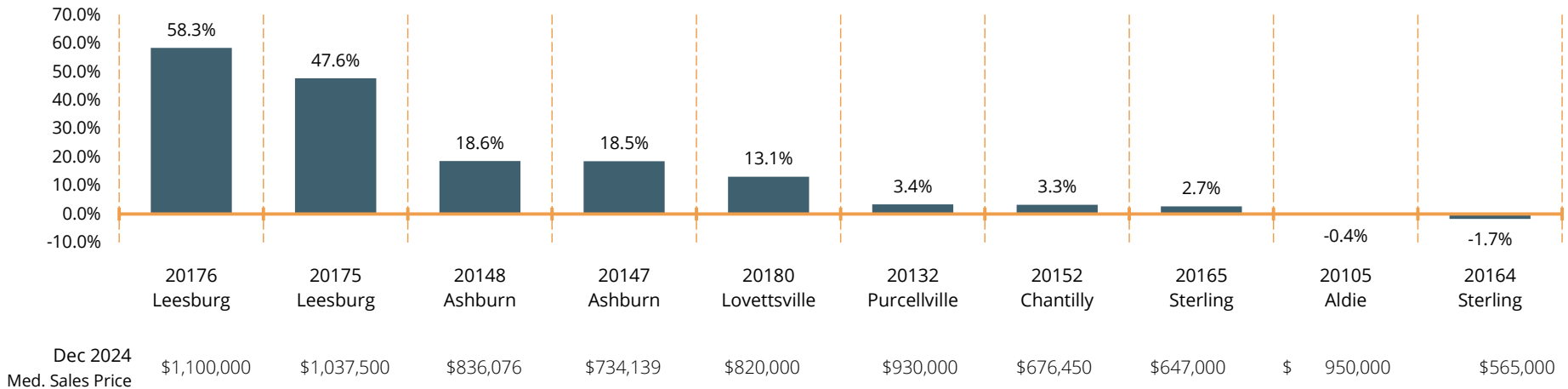
Loudoun County



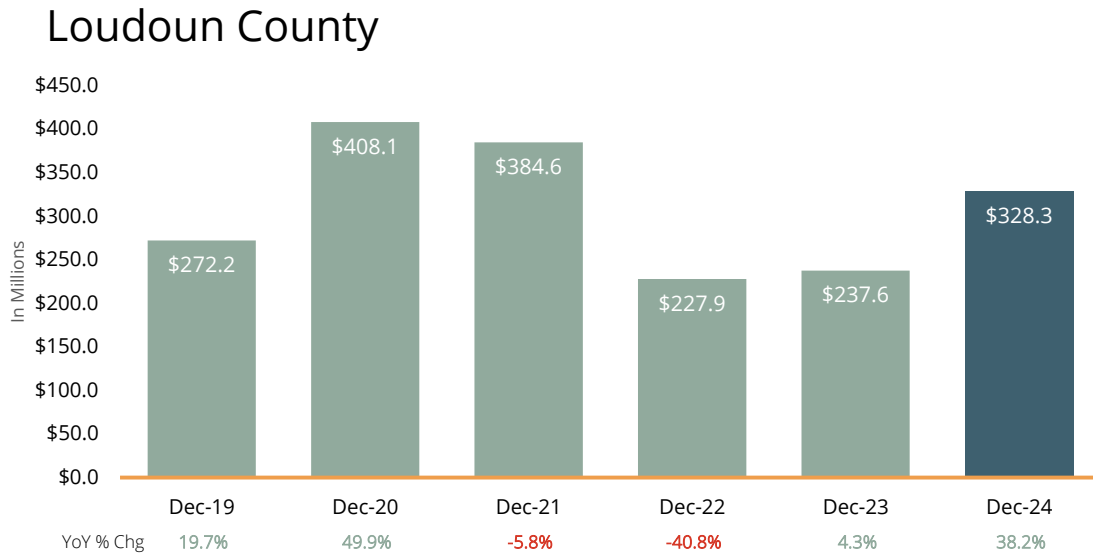
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Jan-24	\$898,275	2.1%	\$555,950	8.4%
Feb-24	\$928,517	9.2%	\$605,000	7.1%
Mar-24	\$975,000	5.3%	\$597,790	13.9%
Apr-24	\$1,014,000	11.8%	\$632,774	14.0%
May-24	\$990,000	6.5%	\$619,399	6.8%
Jun-24	\$959,000	3.7%	\$615,193	8.4%
Jul-24	\$1,050,000	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%
Dec-24	\$1,085,792	14.4%	\$622,250	4.1%
12-month Avg	\$996,612	8.3%	\$609,368	7.3%

Zip Code

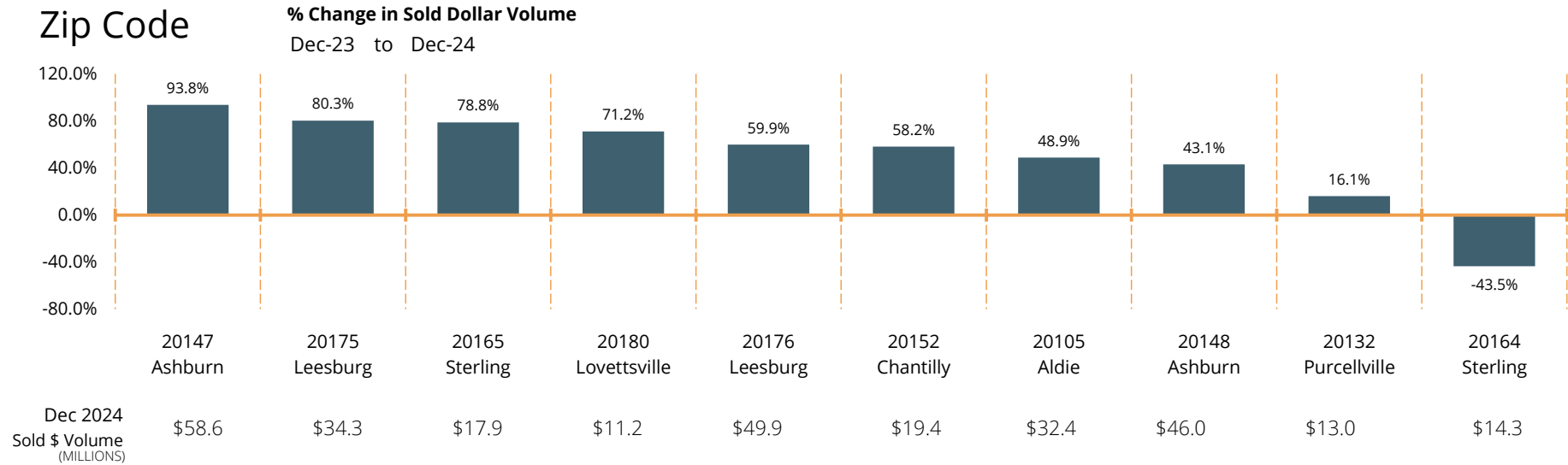
% Change in Median Sales Price
Dec-23 to Dec-24



Sold Dollar Volume (in millions)



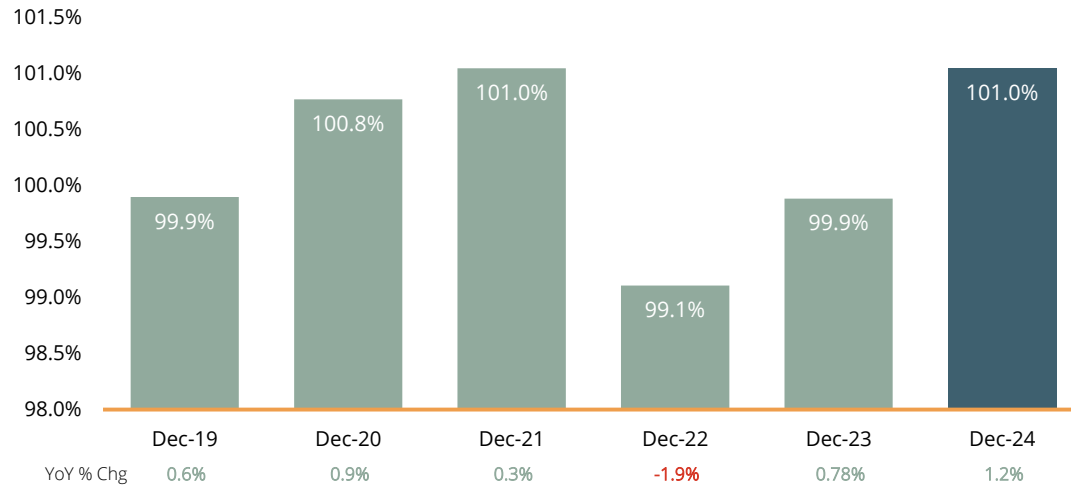
Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Jan-24	\$95.9	8.9%	\$77.4	28.6%
Feb-24	\$109.7	-5.6%	\$98.6	7.9%
Mar-24	\$196.0	3.1%	\$113.4	10.1%
Apr-24	\$236.7	19.6%	\$148.6	14.6%
May-24	\$272.3	4.5%	\$146.6	-0.1%
Jun-24	\$262.7	6.8%	\$169.5	1.1%
Jul-24	\$270.0	31.0%	\$173.3	40.5%
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%
Dec-24	\$188.4	40.2%	\$139.9	35.6%
12-month Avg	\$206.6	17.4%	\$138.1	17.9%



Average Sold to Ask Price Ratio



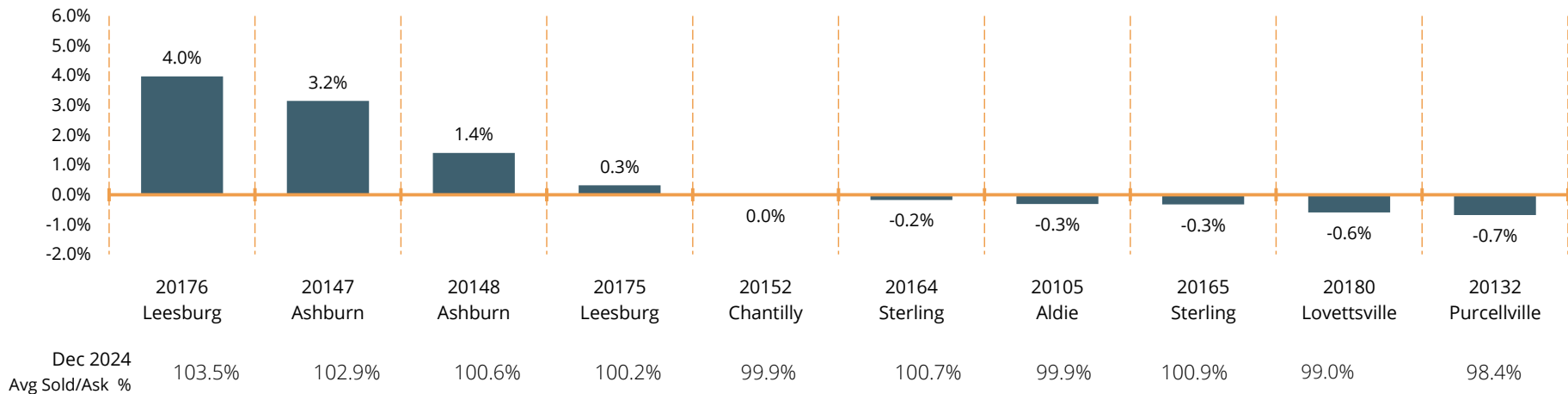
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-24	101.3%	1.7%	100.9%	0.8%
12-month Avg	101.9%	1.3%	100.7%	-0.1%

Zip Code

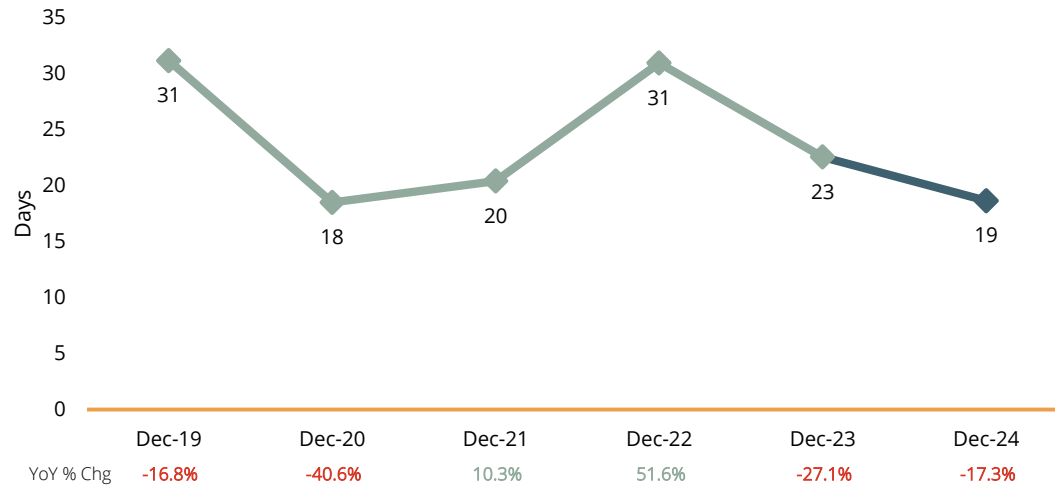
% Change in Average Sold to Ask Price Ratio
Dec-23 to Dec-24



Average Days on Market



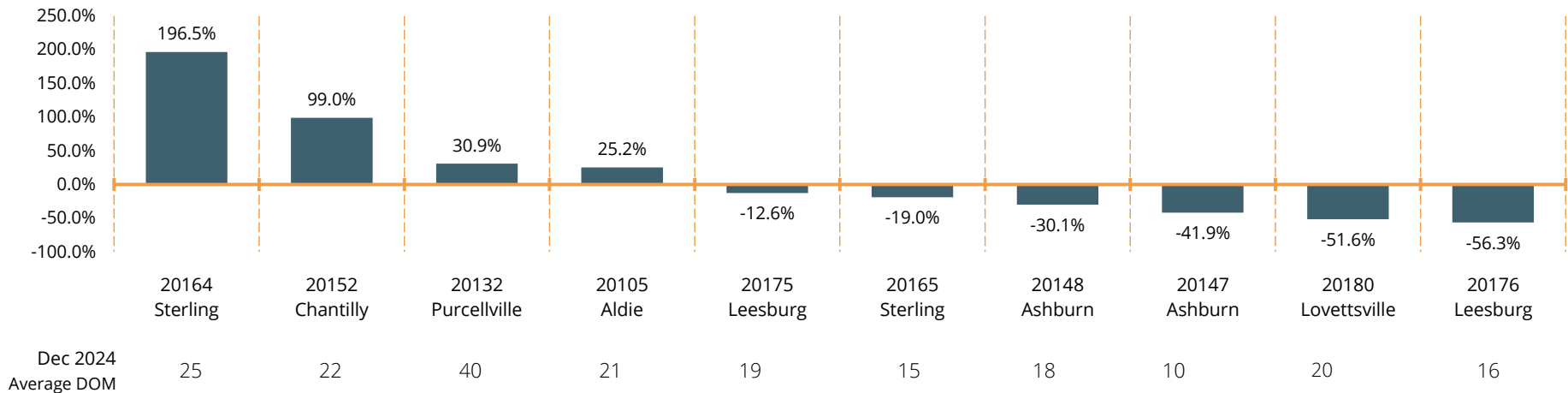
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Dec-24	18	-30.4%	19	-5.2%
12-month Avg	19	-13.8%	19	1.7%

Zip Code

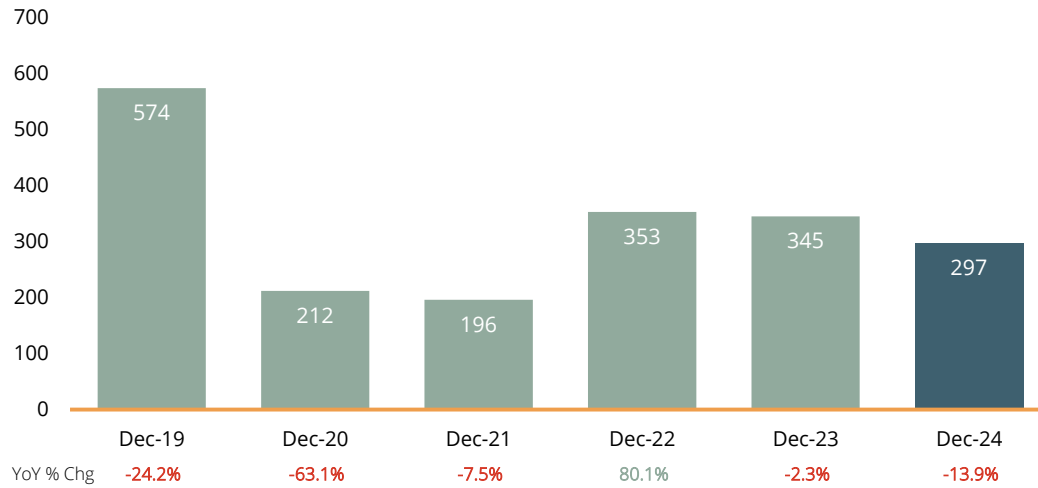
% Change in Average Days on Market
Dec-23 to Dec-24



Active Listings



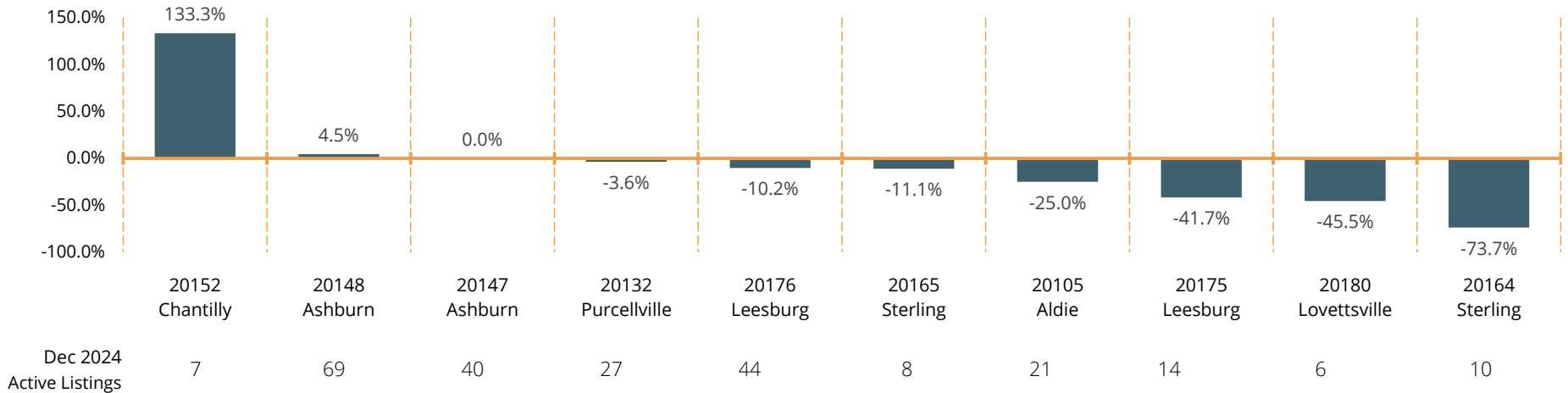
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Dec-24	144	-16.3%	153	-11.6%
12-month Avg	214	-2.3%	210	23.8%

Zip Code

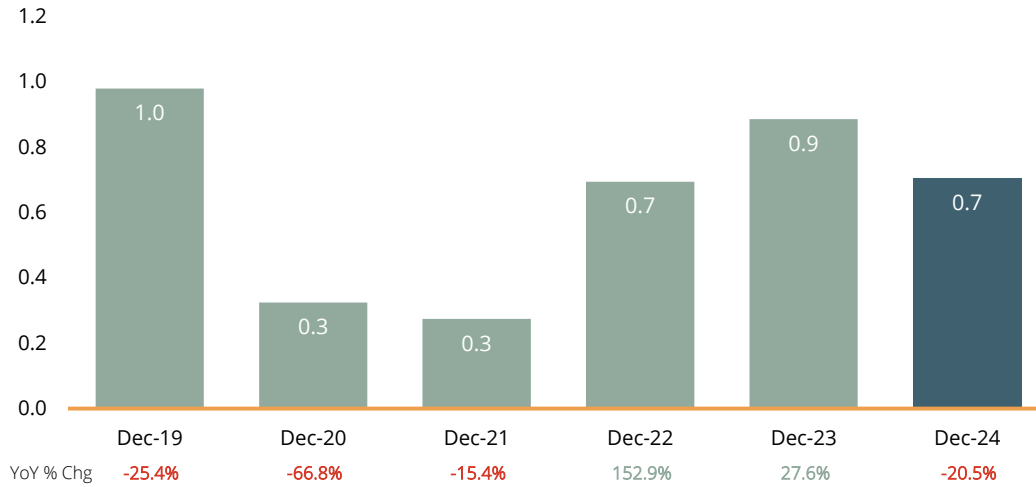
% Change in Active Listings
Dec-23 to Dec-24



Months Supply



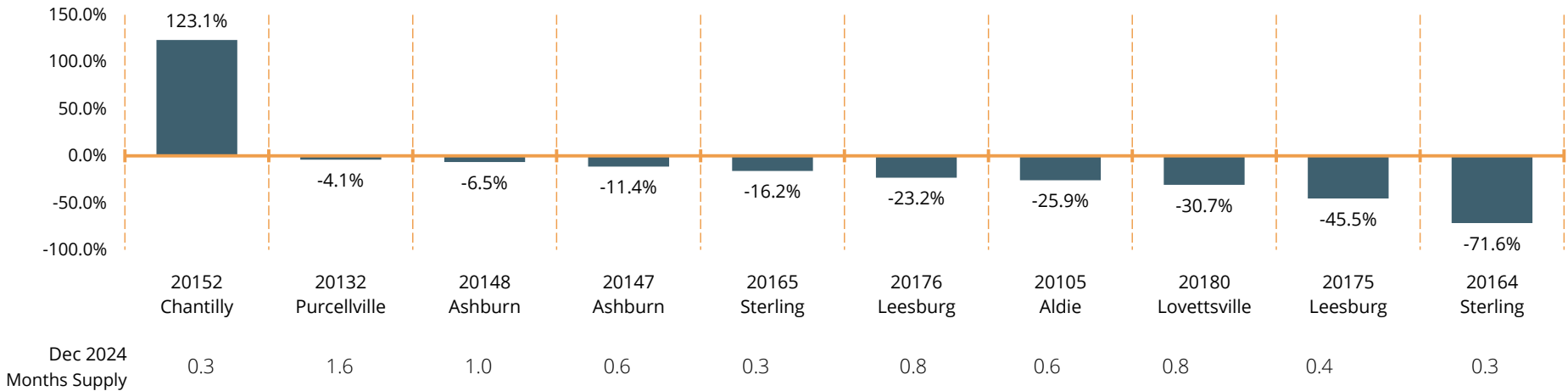
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Dec-24	0.8	-21.6%	0.7	-19.3%
12-month Avg	1.2	7.9%	1.0	28.8%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-23	Dec-24	% chg	Dec-23	Dec-24	% chg	Dec-23	Dec-24	% chg	Dec-23	Dec-24	% chg	Dec-23	Dec-24	% chg
Loudoun County	258	278	7.8%	303	392	29.4%	\$670,000	\$736,267	9.9%	345	297	-13.9%	0.9	0.7	-20.5%
20105	20	28	40.0%	23	31	34.8%	\$953,888	\$950,000	-0.4%	28	21	-25.0%	0.8	0.6	-25.9%
20132	12	22	83.3%	12	13	8.3%	\$899,500	\$930,000	3.4%	28	27	-3.6%	1.7	1.6	-4.1%
20147	37	43	16.2%	46	78	69.6%	\$619,500	\$734,139	18.5%	40	40	0.0%	0.7	0.6	-11.4%
20148	45	56	24.4%	42	56	33.3%	\$705,000	\$836,076	18.6%	66	69	4.5%	1.1	1.0	-6.5%
20152	12	14	16.7%	17	26	52.9%	\$655,000	\$676,450	3.3%	3	7	133.3%	0.1	0.3	123.1%
20164	21	25	19.0%	43	25	-41.9%	\$575,000	\$565,000	-1.7%	38	10	-73.7%	0.9	0.3	-71.6%
20165	22	17	-22.7%	15	28	86.7%	\$630,000	\$647,000	2.7%	9	8	-11.1%	0.3	0.3	-16.2%
20175	17	19	11.8%	26	36	38.5%	\$702,793	\$1,037,500	47.6%	24	14	-41.7%	0.7	0.4	-45.5%
20176	30	25	-16.7%	36	49	36.1%	\$694,768	\$1,100,000	58.3%	49	44	-10.2%	1.1	0.8	-23.2%
20180	2	5	150.0%	9	13	44.4%	\$725,000	\$820,000	13.1%	11	6	-45.5%	1.2	0.8	-30.7%



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.