



## Loudoun County Housing Market Analysis

As of September 30, 2009

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Executive Summary

City	Zip Code	Sales			Month's Supply Inventory			Median Sales Price			Average DOMP		
		Sep 09	vs. Aug 09	vs. Sep 08	Sep 09	vs. Aug 09	vs. Sep 08	Sep 09	vs. Aug 09	vs. Sep 08	Sep 09	vs. Aug 09	vs. Sep 08
<b>Loudoun</b>		<b>435</b>	<b>-7%</b>	<b>-13%</b>	<b>3.8</b>	<b>4%</b>	<b>-43%</b>	<b>\$340,000</b>	<b>0%</b>	<b>6%</b>	<b>61</b>	<b>-6%</b>	<b>-37%</b>
Aldie	20105	19	58%	138%	3.7	-36%	-74%	\$460,000	31%	21%	79	229%	61%
Middleburg	20117	3	50%	0%	25.0	-33%	25%	\$515,000	81%	-39%	229	-73%	26%
Purcellville	20132	18	-14%	29%	6.2	13%	-57%	\$420,000	1%	-7%	119	-8%	-18%
Round Hill	20141	9	13%	-10%	7.7	-16%	-13%	\$325,000	23%	-7%	107	-40%	-20%
Ashburn	20147	63	-16%	7%	3.0	20%	-52%	\$360,000	14%	18%	49	36%	-36%
Ashburn	20148	36	-25%	-18%	3.6	20%	-35%	\$400,000	-20%	-14%	37	-34%	-47%
Chantilly	20152	34	-23%	17%	3.6	22%	-49%	\$380,000	-16%	-25%	27	-45%	-67%
Hamilton	20158	6	200%	-14%	5.5	-62%	-36%	\$282,000	82%	-57%	89	1013%	-13%
Sterling	20164	78	20%	-28%	1.7	-16%	-64%	\$219,900	-3%	3%	43	-23%	-55%
Sterling	20165	44	-19%	33%	2.5	2%	-58%	\$344,000	-12%	11%	43	26%	-42%
Dulles	20166	16	0%	45%	1.8	-37%	-79%	\$317,000	31%	-4%	56	93%	-32%
Leesburg	20175	28	-38%	-15%	6.6	59%	-31%	\$295,000	-16%	-11%	56	-21%	-56%
Lucketts	20176	62	-10%	-23%	4.1	9%	-43%	\$360,000	-5%	15%	76	-16%	-36%
Lovettsville	20180	13	225%	117%	6.4	-66%	-64%	\$362,000	10%	36%	133	-50%	-13%
Waterford	20197	6	500%	100%	7.2	-82%	-51%	\$575,000	-17%	-27%	186	21%	1331%

Source: MRIS

Black font indicates an upturn; red font indicates a downturn

Sales are expected to decline during the second half of the year in Loudoun County. Results as of September 2009 are no exception to the rule. However, the Loudoun housing market is definitely in a stabilization pattern. The table above confirms that while **total sales** fell compared the same time last year; the supply of **available inventory** also declined. Although the **median sales price** remained steady month-over-month it exceeded the corresponding 2008 amount for the second consecutive month. The **close price to list price ratio** increased, the **days on market** decreased and the number of **recorded foreclosures** fell - all very positive indicators.

The Sterling zip code (20164) stood out in September. It had the highest total sales (78, 18% of the county total); it tied for the highest pending sales with Leesburg (20176) (76, 17% of the total). It had the lowest median sales price (\$219,900) falling 35.3% lower than the county median. It also posted the lowest month's supply of inventory (1.7 months vs. 3.8 for the county as a whole) and the highest close price to list price ratio (100.8%). The 20164 zip code tied with the 20165 (also in Sterling) zip code for the lowest days on market (43 days vs. 61 for the county). It tied with Ashburn (20147) for the highest number of active and pending short sale and foreclosure listings (82, 16.3% of county total) and it recorded almost twice as many short sale and foreclosure sales (50, 24.3% of county total) in September as second place Leesburg (24, 20176). The zip code is also home to the subdivision with the highest number of short sale and foreclosure listings in September and year-to-date sales (Sterling Park subdivision, 25 active/pending listings, 117 sales).

## Loudoun County Housing Market Analysis

### Notes concerning the data in this analysis

1. Zip codes are combined in some cases to conserve space. Zip code 20184 (Upperville) is included in 20117 (Middleburg); 20135 (Bluemont) is included in 20141 (Round Hill); 20129 (Paeonian Springs) is included in 20197 (Waterford); and 22066 (Great Falls) is included in 20165 (Sterling).
2. List price refers to "original list price".
3. House types excluded from this analysis include "bed & breakfast", "mobile", "other", "garage/park space", "house of worship", "dwelling w/rental", "double wide", "rooming house", "vacation home", or "vacation rental".
4. Sales data and pending sales data is collected on the 10th of each month and active listings data is collected on the 1st day of the month for the previous month.
5. As of April 30, 2009, Listings refers only to those with "active" status. Listings excludes the "expired", "withdrawn" and "temporarily withdrawn" statuses.
6. **SFD** refers to detached units  
**SFA** refers to townhouse, attached/row house, patio, duplex, back to back, triplex, quad, over storefront, and semi-detached units  
**CON** refers to garden style, mid-rise, hi-rise, penthouse, and multi-family units
7. Pending sales refers to listings marked "Contingency/KO", "Contingency/No KO" or "Contract" during current month ("new pendings"). Pending sales may or may not close in the future. Data used for historical comparisons before April 30, 2009 includes all house types including those listed in Note #3.
8. As of May 31, 2009, months supply of inventory (MSI) was recalculated using the following formula:  $(\text{Active Listings} + \text{Sales})/\text{Sales}$
9. In April 2009, MRIS added forced fields for short sales, auctions and foreclosures thereby significantly increasing the results of these indicators.
10. All sales, pending sales and listings include new construction. All sales, pending sales and listings are classified as "for sale".
11. The data in this document was prepared and analyzed by Rosemary deButts (MIRM), REALTOR® and Housing Analyst.  
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For more information on the Loudoun County housing market, please visit [www.housinganalyst.net](http://www.housinganalyst.net)