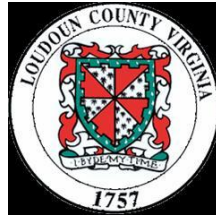


# LOUDOUN COUNTY



# HOME SALE PRICES BY ZIP CODE

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**JULY 1, 2013 TO JUNE 31, 2014**

**DEPARTMENT OF PLANNING AND ZONING  
AUGUST 27, 2014**

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## BACKGROUND AND SUMMARY

Loudoun County is located in Northern Virginia and is part of the Washington D.C. Metropolitan Statistical Area (MSA). The purpose of this data analysis is to assess the price variations of owner-occupied houses throughout Loudoun County in order to gain a clearer understanding of where the least and most affordable housing exists in Loudoun County. The data in this report is presented by zip codes. A reference map of zip codes is provided at the end of this report.

Loudoun County's eastern portion is suburban with dense housing development, while the western portion of the County maintains a rural and historical environment. Zip codes in western Loudoun County can have a low number of home sales each quarter because of the low amounts of existing housing (Table 3). Therefore, data shown in all tables represents a one year time span from the beginning of the third quarter of 2013 to the end of the second quarter of 2014, or July 1, 2013 to June 31, 2014. The home sales data represents existing homes on the ground. New construction home sales are not included. All data is sourced from the Metropolitan Regional Information System (MRIS) as of Aug 5, 2014 as provided by Real Estate Business Intelligence, LLC.

There are two measures of affordability that are examined and those are average home sales price and average homes sales price per square feet. The average home sales price is useful for knowing what geographic areas may have homes in a buyer's price range, irrespective of the size of the home. The average sales price per square feet on the other hand, provides a picture of the best value for the dollar. The overall average home sales price data shows that Middleburg has the highest and Sterling has the lowest average home sales price (Table 5). The overall average sales price per square foot is highest in Middleburg and lowest in Round Hill (Table 10). However, the overall averages by zip code can be misleading because they do not account for the differences among zip codes in the proportion of homes sold by unit type (Table 4). Interpreting sales price data by unit type provides a clearer, more reasonable picture of the differences in sales prices throughout Loudoun County. Tables 1 and 2 below show the highest and lowest priced areas by unit type. Tables 6 to 9 and Tables 11 to 15 show detailed data by unit type for all zip codes.

**Table 1: Average Sales Price Area Ranking by Unit Type**

Unit Type	Highest Average Price	Lowest Average Price
Single-Family Detached	Middleburg (20117)	Sterling (20164)
Single-Family Attached	Middleburg (20117)	Lovettsville (20180)
Multi-Family	Middleburg (20117)	Leesburg (south of Route 7) (20175)

**Table 2: Average Sales Price per Square Feet Area Ranking by Unit Type**

Unit Type	Highest Average Price per SQFT	Lowest Average Price per SQFT
Single-Family Detached	Middleburg (20117)	Round Hill (20141)
Single-Family Attached	Potomac Falls (20165)	Aldie (20105) *
Multi-Family	Chantilly (20152) **	Ashburn (south of Greenway) (20148)

\* The Aldie zip code of 20105 includes Stone Ridge and Kirkpatrick Farms.

\*\* The Chantilly zip code of 20152 includes South Riding.

## NUMBER OF HOMES SOLD

The number of homes sold by unit type and a unit type's share of a zip code's sales are shown in the following tables.

**Table 3: Number of Homes Sold Quarterly**

Zip Code	Place	Number of Homes Sold				
		Q3 2013	Q4 2013	Q1 2014	Q2 2014	All
20105	Aldie	74	89	72	103	338
20117	Middleburg	13	6	9	12	40
20129	Paeonian Springs	2	1	2	5	10
20130	Paris	3	2	1	3	9
20132	Purcellville	78	63	43	81	265
20135	Bluemont	13	17	11	14	55
20141	Round Hill	20	27	18	31	96
20147	Ashburn (north of Greenway)	297	190	146	305	938
20148	Ashburn (south of Greenway)	194	158	108	206	666
20152	Chantilly	153	106	108	158	525
20158	Hamilton	22	13	9	14	58
20164	Sterling	178	119	99	168	564
20165	Potomac Falls	157	127	76	177	537
20166	Dulles	33	31	21	42	127
20175	Leesburg (south of Route 7)	170	97	74	136	477
20176	Leesburg (north of Route 7)	256	175	160	217	808
20180	Lovettsville	34	28	14	27	103
20184	Upperville	3	2	1	1	7
20197	Waterford	10	8	2	12	32

Note: Does not include new construction home sales.

**Table 4: Number and Distribution of Homes Sold by Unit Type**

Zip Code	Place	Total Sales				Percentage Distribution			
		Total	SFD	SFA	MF	Total	SFD	SFA	MF
20105	Aldie	338	159	132	47	100%	47.0%	39.1%	13.9%
20117	Middleburg	40	35	4	1	100%	87.5%	10.0%	2.5%
20129	Paeonian Springs	10	10	0	0	100%	100.0%	0.0%	0.0%
20130	Paris	9	9	0	0	100%	100.0%	0.0%	0.0%
20132	Purcellville	265	222	43	0	100%	83.8%	16.2%	0.0%
20135	Bluemont	55	55	0	0	100%	100.0%	0.0%	0.0%
20141	Round Hill	96	91	5	0	100%	94.8%	5.2%	0.0%
20147	Ashburn (north of Greenway)	938	359	440	139	100%	38.3%	46.9%	14.8%
20148	Ashburn (south of Greenway)	666	312	255	99	100%	46.8%	38.3%	14.9%
20152	Chantilly	525	226	218	81	100%	43.0%	41.5%	15.4%
20158	Hamilton	58	56	2	0	100%	96.6%	3.4%	0.0%
20164	Sterling	564	313	136	115	100%	55.5%	24.1%	20.4%
20165	Potomac Falls	537	209	255	73	100%	38.9%	47.5%	13.6%
20166	Dulles	127	31	68	28	100%	24.4%	53.5%	22.0%
20175	Leesburg (south of Route 7)	477	259	134	84	100%	54.3%	28.1%	17.6%
20176	Leesburg (north of Route 7)	808	391	304	113	100%	48.4%	37.6%	14.0%
20180	Lovettsville	103	97	6	0	100%	94.2%	5.8%	0.0%
20184	Upperville	7	7	0	0	100%	100.0%	0.0%	0.0%
20197	Waterford	32	31	1	0	100%	96.9%	3.1%	0.0%

Note: Does not include new construction home sales.

Unit Type Acronyms:

SFD: Single-Family Detached

SFA: Single-Family Attached (townhomes, duplexes, triplexes, and quadraplexes)

MF: Multi-family (condos)

## AVERAGE HOME SALES PRICE

The average home sales price is useful for knowing what geographic areas may have homes in a buyer's price range, irrespective of the size of the home. The following tables show the average sales price by zip code and the zip code rank, arranged from highest to lowest price. The first table in this section shows information for all units and the other tables in the section show information for single-family detached, single-family.

**Table 5: Average Sales Price of All Home Sold**

Zip Code	Place	Average	Rank
20117	Middleburg	\$1,019,772	1
20129	Paeonian Springs	\$822,275	2
20184	Upperville	\$774,571	3
20197	Waterford	\$636,244	4
20158	Hamilton	\$550,001	5
20148	Ashburn (south of Greenway)	\$537,508	6
20141	Round Hill	\$497,680	7
20176	Leesburg (north of Route 7)	\$495,386	8
20132	Purcellville	\$493,153	9
20105	Aldie	\$486,586	10
20152	Chantilly	\$459,548	11
20147	Ashburn (north of Greenway)	\$454,350	12
20135	Bluemont	\$450,171	13
20165	Potomac Falls	\$449,697	14
20180	Lovettsville	\$442,682	15
20175	Leesburg (south of Route 7)	\$439,163	16
20130	Paris	\$413,305	17
20166	Dulles	\$403,029	18
20164	Sterling	\$327,442	19

Note: Does not include new construction home sales.

**Table 6: Average Sales Price of Single-Family Detached**

Zip Code	Place	Average	Rank
20117	Middleburg	\$1,076,357	1
20129	Paeonian Springs	\$822,275	2
20184	Upperville	\$774,571	3
20148	Ashburn (south of Greenway)	\$683,130	4
20197	Waterford	\$641,042	5
20176	Leesburg (north of Route 7)	\$639,205	6
20105	Aldie	\$610,510	7
20147	Ashburn (north of Greenway)	\$610,239	8
20166	Dulles	\$582,522	9
20152	Chantilly	\$578,367	10
20175	Leesburg (south of Route 7)	\$572,085	11
20165	Potomac Falls	\$570,716	12
20158	Hamilton	\$561,805	13
20132	Purcellville	\$528,770	14
20141	Round Hill	\$510,861	15
20180	Lovettsville	\$457,226	16
20135	Bluemont	\$450,171	17
20130	Paris	\$413,305	18
20164	Sterling	\$382,390	19

Note: Does not include new construction home sales.



**Table 7: Average Sales Price of Single-Family Attached**

Zip Code	Place	Average	Rank
20117	Middleburg	\$688,346	1
20197	Waterford	\$487,500	2
20148	Ashburn (south of Greenway)	\$448,406	3
20105	Aldie	\$409,777	4
20176	Leesburg (north of Route 7)	\$399,401	5
20147	Ashburn (north of Greenway)	\$391,579	6
20152	Chantilly	\$389,773	7
20165	Potomac Falls	\$379,531	8
20166	Dulles	\$370,322	9
20175	Leesburg (south of Route 7)	\$338,081	10
20132	Purcellville	\$309,269	11
20164	Sterling	\$301,490	12
20141	Round Hill	\$257,800	13
20158	Hamilton	\$219,500	14
20180	Lovettsville	\$207,547	15
20129	Paeonian Springs	n/a	n/a
20130	Paris	n/a	n/a
20135	Bluemont	n/a	n/a
20184	Upperville	n/a	n/a

Note: Does not include new construction home sales.

**Table 8: Average Sales Price of Multi-family**

Zip Code	Place	Average	Rank
20117	Middleburg	\$365,000	1
20165	Potomac Falls	\$348,317	2
20152	Chantilly	\$315,821	3
20148	Ashburn (south of Greenway)	\$308,083	4
20166	Dulles	\$283,733	5
20105	Aldie	\$283,073	6
20176	Leesburg (north of Route 7)	\$255,977	7
20147	Ashburn (north of Greenway)	\$250,430	8
20164	Sterling	\$208,579	9
20175	Leesburg (south of Route 7)	\$190,571	10
20129	Paeonian Springs	n/a	n/a
20130	Paris	n/a	n/a
20132	Purcellville	n/a	n/a
20135	Bluemont	n/a	n/a
20141	Round Hill	n/a	n/a
20158	Hamilton	n/a	n/a
20180	Lovettsville	n/a	n/a
20184	Upperville	n/a	n/a
20197	Waterford	n/a	n/a

Note: Does not include new construction home sales.

**Table 9: Comparison of Average Sales Price by Unit Type**

The zip codes with the lowest average price and lowest rank for each unit type are highlighted in blue.

Zip Code	Place	Average (\$)				Rank			
		Total	SFD	SFA	MF	Total	SFD	SFA	MF
20105	Aldie	486,586	610,510	409,777	283,073	10	7	4	6
20117	Middleburg	1,019,772	1,076,357	688,346	365,000	1	1	1	1
20129	Paeonian Springs	822,275	822,275	n/a	n/a	2	2	n/a	n/a
20130	Paris	413,305	413,305	n/a	n/a	17	18	n/a	n/a
20132	Purcellville	493,153	528,770	309,269	n/a	9	14	11	n/a
20135	Bluemont	450,171	450,171	n/a	n/a	13	17	n/a	n/a
20141	Round Hill	497,680	510,861	257,800	n/a	7	15	13	n/a
20147	Ashburn (north of Greenway)	454,350	610,239	391,579	250,430	12	8	6	8
20148	Ashburn (south of Greenway)	537,508	683,130	448,406	308,083	6	4	3	4
20152	Chantilly	459,548	578,367	389,773	315,821	11	10	7	3
20158	Hamilton	550,001	561,805	219,500	n/a	5	13	14	11
20164	Sterling	327,442	382,390	301,490	208,579	19	19	12	9
20165	Potomac Falls	449,697	570,716	379,531	348,317	14	12	8	2
20166	Dulles	403,029	582,522	370,322	283,733	18	9	9	5
20175	Leesburg (south of Route 7)	439,163	572,085	338,081	190,571	16	11	10	10
20176	Leesburg (north of Route 7)	495,386	639,205	399,401	255,977	8	6	5	7
20180	Lovettsville	442,682	457,226	207,547	n/a	15	16	15	n/a
20184	Upperville	774,571	774,571	n/a	n/a	3	3	n/a	n/a
20197	Waterford	636,244	641,042	487,500	n/a	4	5	2	n/a

Note: Does not include new construction home sales.

Unit Type Acronyms:

SFD: Single-Family Detached

SFA: Single-Family Attached (townhomes, duplexes, triplexes, and quadraplexes)

MF: Multi-family (condos)

## AVERAGE HOME SALES PRICE PER SQUARE FEET

The average sales price per square feet provides a picture of the best value for the dollar. The following tables show the average sales price per square feet by zip code and the zip code rank, arranged from highest to lowest price. The first table in this section shows information for all units and the other tables in the section show information for single-family detached, single-family attached, and multi-family units.

**Table 10: Average Sales Price per Square Feet for All Homes Sold**

Zip Code	Place	Average	Rank
20117	Middleburg	\$375	1
20184	Upperville	\$373	2
20129	Paeonian Springs	\$247	3
20197	Waterford	\$236	4
20135	Bluemont	\$231	5
20165	Potomac Falls	\$231	6
20164	Sterling	\$225	7
20158	Hamilton	\$223	8
20166	Dulles	\$217	9
20147	Ashburn (north of Greenway)	\$214	10
20130	Paris	\$212	11
20152	Chantilly	\$205	12
20176	Leesburg (north of Route 7)	\$203	13
20175	Leesburg (south of Route 7)	\$202	14
20132	Purcellville	\$197	15
20148	Ashburn (south of Greenway)	\$197	16
20180	Lovettsville	\$190	17
20105	Aldie	\$189	18
20141	Round Hill	\$187	19

Note: Does not include new construction home sales.

**Table 11: Average Sales Price per Square Feet for Single-Family Detached**

Zip	Place	Average	Rank
20117	Middleburg	\$387	1
20184	Upperville	\$373	2
20129	Paeonian Springs	\$247	3
20164	Sterling	\$246	4
20197	Waterford	\$234	5
20165	Potomac Falls	\$234	6
20135	Bluemont	\$231	7
20158	Hamilton	\$227	8
20147	Ashburn (north of Greenway)	\$218	9
20176	Leesburg (north of Route 7)	\$213	10
20130	Paris	\$212	11
20175	Leesburg (south of Route 7)	\$212	12
20105	Aldie	\$210	13
20166	Dulles	\$208	14
20152	Chantilly	\$207	15
20148	Ashburn (south of Greenway)	\$204	16
20132	Purcellville	\$199	17
20180	Lovettsville	\$193	18
20141	Round Hill	\$188	19

Note: Does not include new construction home sales.

**Table 12: Average Sales Price per Square Feet for Single-Family Attached**

Zip Code	Place	Average	Rank
20165	Potomac Falls	\$229	1
20166	Dulles	\$225	2
20147	Ashburn (north of Greenway)	\$215	3
20164	Sterling	\$204	4
20176	Leesburg (north of Route 7)	\$201	5
20148	Ashburn (south of Greenway)	\$197	6
20175	Leesburg (south of Route 7)	\$195	7
20152	Chantilly	\$192	8
20132	Purcellville	\$184	9
20105	Aldie	\$176	10
20117	Middleburg	n/a	n/a
20197	Waterford	n/a	n/a
20141	Round Hill	n/a	n/a
20158	Hamilton	n/a	n/a
20180	Lovettsville	n/a	n/a
20129	Paeonian Springs	n/a	n/a
20130	Paris	n/a	n/a
20135	Bluemont	n/a	n/a
20184	Upperville	n/a	n/a

Note: Does not include new construction home sales.

**Table 13: Average Sales Price per Square Feet for Multi-family**

Zip Code	Place	Average	Rank
20152	Chantilly	\$242	1
20165	Potomac Falls	\$224	2
20166	Dulles	\$208	3
20147	Ashburn (north of Greenway)	\$197	4
20164	Sterling	\$192	5
20175	Leesburg (south of Route 7)	\$186	6
20176	Leesburg (north of Route 7)	\$180	7
20105	Aldie	\$174	8
20148	Ashburn (south of Greenway)	\$170	9
20117	Middleburg	n/a	n/a
20129	Paeonian Springs	n/a	n/a
20130	Paris	n/a	n/a
20132	Purcellville	n/a	n/a
20135	Bluemont	n/a	n/a
20141	Round Hill	n/a	n/a
20158	Hamilton	n/a	n/a
20180	Lovettsville	n/a	n/a
20184	Upperville	n/a	n/a
20197	Waterford	n/a	n/a

Note: Does not include new construction home sales.

**Table 14: Comparison of Average Sales Price per Square Feet by Unit Type**

The zip codes with the lowest average price per square and lowest rank for each unit type are highlighted in blue.

Zip Code	Place	Average (\$)				Rank			
		Total	SFD	SFA	MF	Total	SFD	SFA	MF
20105	Aldie	189	210	176	174	18	13	10	8
20117	Middleburg	375	387	n/a	n/a	1	1	n/a	n/a
20129	Paeonian Springs	247	247	n/a	n/a	3	3	n/a	n/a
20130	Paris	212	212	n/a	n/a	11	11	n/a	n/a
20132	Purcellville	197	199	184	n/a	15	17	9	n/a
20135	Bluemont	231	231	n/a	n/a	5	7	n/a	n/a
20141	Round Hill	187	188	n/a	n/a	19	19	n/a	n/a
20147	Ashburn (north of Greenway)	214	218	215	197	10	9	3	4
20148	Ashburn (south of Greenway)	197	204	197	170	16	16	6	9
20152	Chantilly	205	207	192	242	12	15	8	1
20158	Hamilton	223	227	n/a	n/a	8	8	n/a	n/a
20164	Sterling	225	246	204	192	7	4	4	5
20165	Potomac Falls	231	234	229	224	6	6	1	2
20166	Dulles	217	208	225	208	9	14	2	3
20175	Leesburg (south of Route 7)	202	212	195	186	14	12	7	6
20176	Leesburg (north of Route 7)	203	213	201	180	13	10	5	7
20180	Lovettsville	190	193	n/a	n/a	17	18	n/a	n/a
20184	Upperville	373	373	n/a	n/a	2	2	n/a	n/a
20197	Waterford	236	234	n/a	n/a	4	5	n/a	n/a

Note: Does not include new construction home sales.

Unit Type Acronyms:

SFD: Single-Family Detached

SFA: Single-Family Attached (townhomes, duplexes, triplexes, and quadraplexes)

MF: Multi-family (condos)



# ZIP CODE REFERENCE MAP

