

JANUARY
2025

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: January 2025

- The number of sales in Loudoun County grew in the first month of 2025.** There were 266 home sales across Loudoun County, which is 39 more sales than the previous year, representing an increase of 17.2%. Sales activity rose in Ashburn zip code 20148, with 15 additional sales (+57.7%), and in Leesburg zip code 20175, which had 11 more sales than last year (+64.7%). Sterling zip code 20164 had nine fewer sales than a year ago (-30.0%).
- After climbing up the last five months of 2024, pending sales were down at the beginning of this year.** Pending sales in Loudoun County dropped by 11.7% in January, bringing the total to 264, which is 35 fewer than a year earlier. Ashburn zip code 20148 saw the largest decline in activity this month with 15 fewer pending sales compared to the previous year, a decrease of 30.6%. In contrast, the local markets where pending sales increased this month include Purcellville zip code 20132 with an increase of 50.0% and Sterling zip code 20164 with a rise of 25.0%.
- Home prices continued to rise in Loudoun County.** At \$697,000, the median home price in Loudoun was 4.0% higher than last year, a \$27,000 price increase. The area with the largest gain in sales price this month was Leesburg zip code 20176 with homes costing \$227,750 more than the previous year, a 34.8% price hike. Home prices in Aldie zip code 20105 fell 8.8%, bringing the median sales price down \$71,715.
- Listings in Loudoun County went up this month compared to a year ago.** At the end of January, the total listing count in Loudoun reached 371, which is 37 listings more than the previous year, reflecting an 11.1% increase in activity. Active listings increased the most in Ashburn zip code 20148, with 19 additional listings on the market (+27.9%). The market with the sharpest decline in listings was Sterling zip code 20164 with 31 fewer listings than the year before (-58.5%).



DAAR Market Dashboard

YoY Chg	Jan-25	Indicator
▲ 17.2%	266	Sales
▼ -11.7%	264	Pending Sales
▲ 12.5%	451	New Listings
▲ 4.4%	\$699,450	Median List Price
▲ 4.0%	\$697,000	Median Sales Price
▲ 7.1%	\$301	Median Price Per Square Foot
▲ 23.2%	\$213.6	Sold Dollar Volume (in millions)
▼ -1.3%	100.5%	Average Sold/Ask Price Ratio
▼ -1.8%	28	Average Days on Market
▲ 11.1%	371	Active Listings
▲ 2.5%	0.9	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.

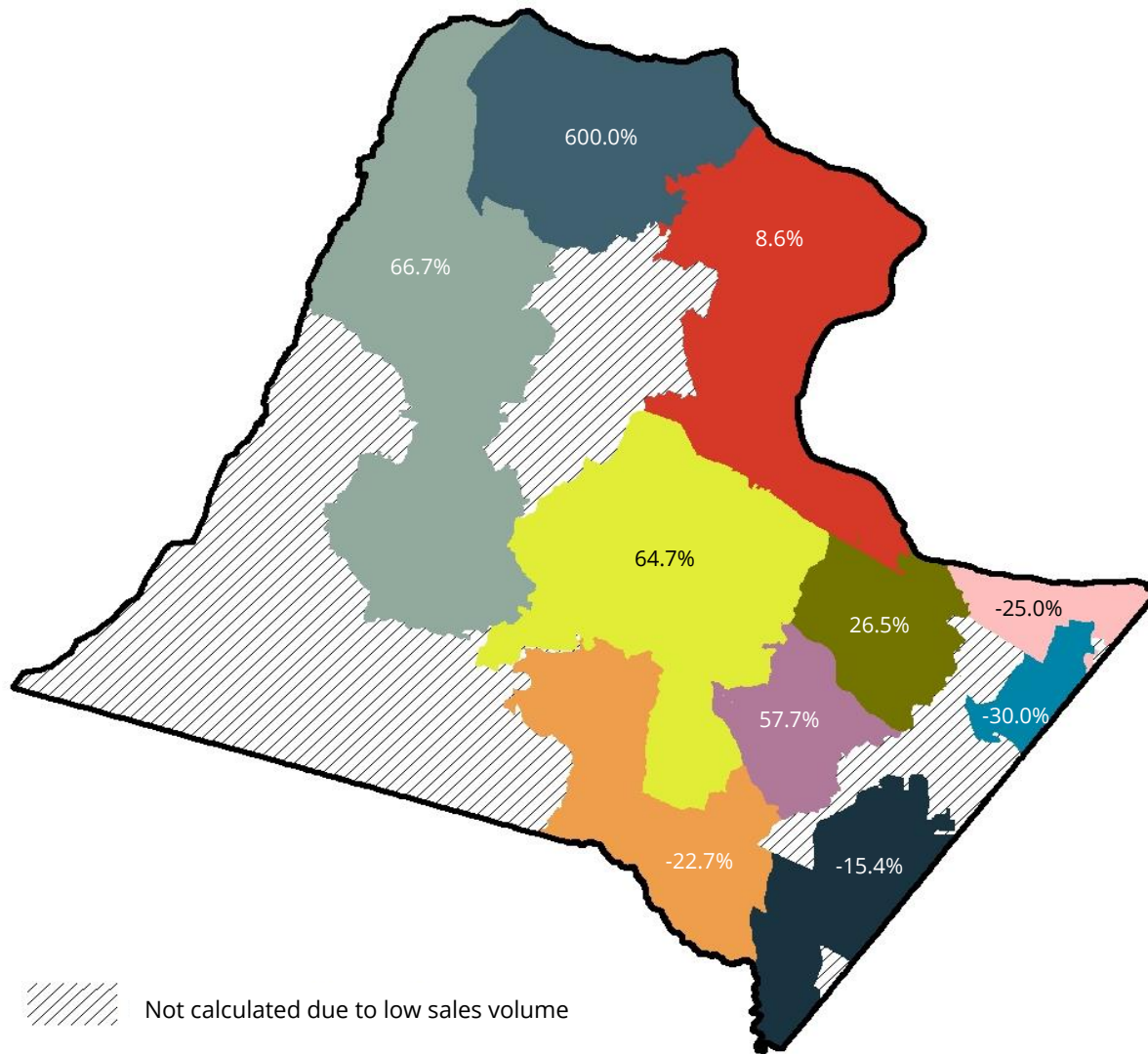
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Jan-24	Jan-25	
20105 Aldie	22	17	-22.7%
20132 Purcellville	12	20	66.7%
20147 Ashburn	34	43	26.5%
20148 Ashburn	26	41	57.7%
20152 Chantilly	13	11	-15.4%
20164 Sterling	30	21	-30.0%
20165 Sterling	16	12	-25.0%
20175 Leesburg	17	28	64.7%
20176 Leesburg	35	38	8.6%
20180 Lovettsville	1	7	600.0%

Total Market Overview



Key Metrics	2-year Trends		Jan-24	Jan-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jan-23	Jan-25						
Sales			227	266	17.2%	227	266	17.2%
Pending Sales			299	264	-11.7%	299	264	-11.7%
New Listings			401	451	12.5%	401	451	12.5%
Median List Price			\$669,888	\$699,450	4.4%	\$669,888	\$699,450	4.4%
Median Sales Price			\$670,000	\$697,000	4.0%	\$670,000	\$697,000	4.0%
Median Price Per Square Foot			\$281	\$301	7.1%	\$281	\$301	7.1%
Sold Dollar Volume (in millions)			\$173.4	\$213.6	23.2%	\$173.4	\$213.6	23.2%
Average Sold/Ask Price Ratio			101.8%	100.5%	-1.3%	101.8%	100.5%	-1.3%
Average Days on Market			28	28	-1.8%	28	28	-1.8%
Active Listings			334	371	11.1%	n/a	n/a	n/a
Months of Supply			0.9	0.9	2.5%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jan-24	Jan-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jan-23	Jan-25						
Sales			94	113	20.2%	94	113	20.2%
Pending Sales			119	122	2.5%	119	122	2.5%
New Listings			175	214	22.3%	175	214	22.3%
Median List Price			\$902,349	\$957,000	6.1%	\$902,349	\$957,000	6.1%
Median Sales Price			\$898,275	\$965,000	7.4%	\$898,275	\$965,000	7.4%
Median Price Per Square Foot			\$256	\$302	17.8%	\$256	\$302	17.8%
Sold Dollar Volume (in millions)			\$95.9	\$121.6	26.7%	\$95.9	\$121.6	26.7%
Average Sold/Ask Price Ratio			104.2%	101.3%	-2.8%	104.2%	101.3%	-2.8%
Average Days on Market			33	30	-10.0%	33	30	-10.0%
Active Listings			173	172	-0.6%	n/a	n/a	n/a
Months of Supply			1.0	0.9	-7.2%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



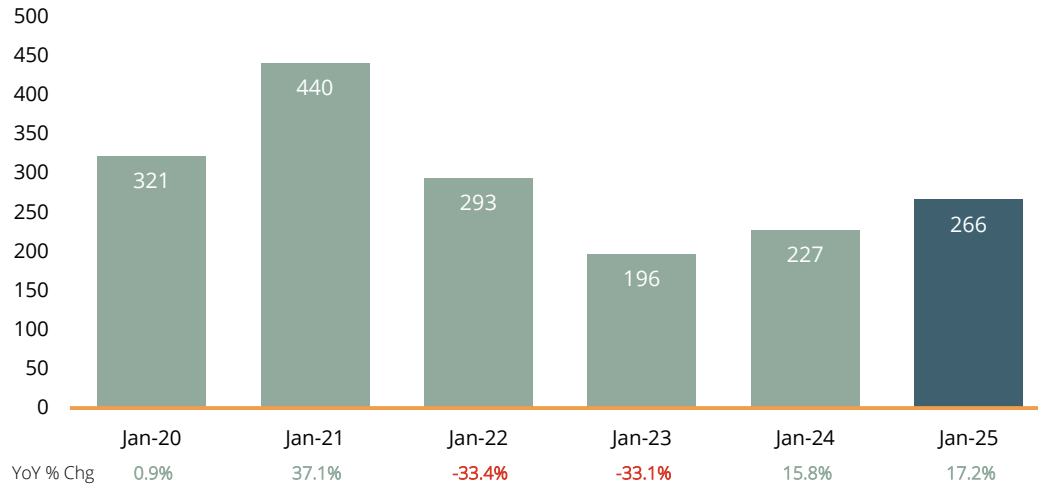
Key Metrics	2-year Trends		Jan-24	Jan-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jan-23	Jan-25						
Sales			133	153	15.0%	133	153	15.0%
Pending Sales			180	142	-21.1%	180	142	-21.1%
New Listings			226	237	4.9%	226	237	4.9%
Median List Price			\$550,000	\$595,000	8.2%	\$550,000	\$595,000	8.2%
Median Sales Price			\$555,950	\$590,000	6.1%	\$555,950	\$590,000	6.1%
Median Price Per Square Foot			\$292	\$301	2.9%	\$292	\$301	2.9%
Sold Dollar Volume (in millions)			\$77.4	\$92.0	18.9%	\$77.4	\$92.0	18.9%
Average Sold/Ask Price Ratio			100.1%	99.9%	-0.2%	100.1%	99.9%	-0.2%
Average Days on Market			25	26	5.6%	25	26	5.6%
Active Listings			161	199	23.6%	n/a	n/a	n/a
Months of Supply			0.8	0.9	13.0%	n/a	n/a	n/a

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

Sales



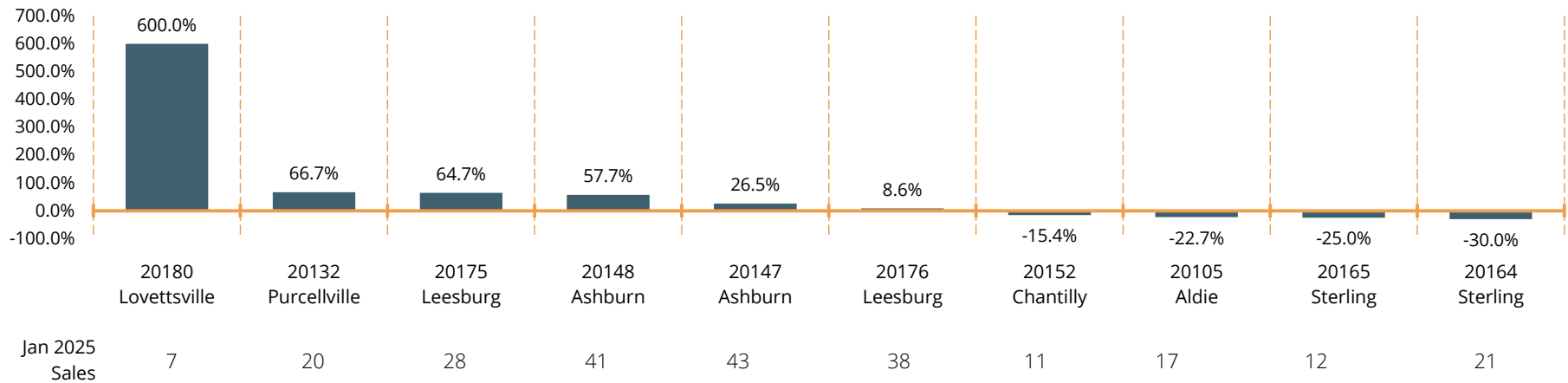
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Jan-25	113	20.2%	153	15.0%
12-month Avg	190	8.0%	226	10.4%

Zip Code

% Change in Sales
Jan-24 to Jan-25



Jan 2025 Sales

7

20

28

41

43

38

11

17

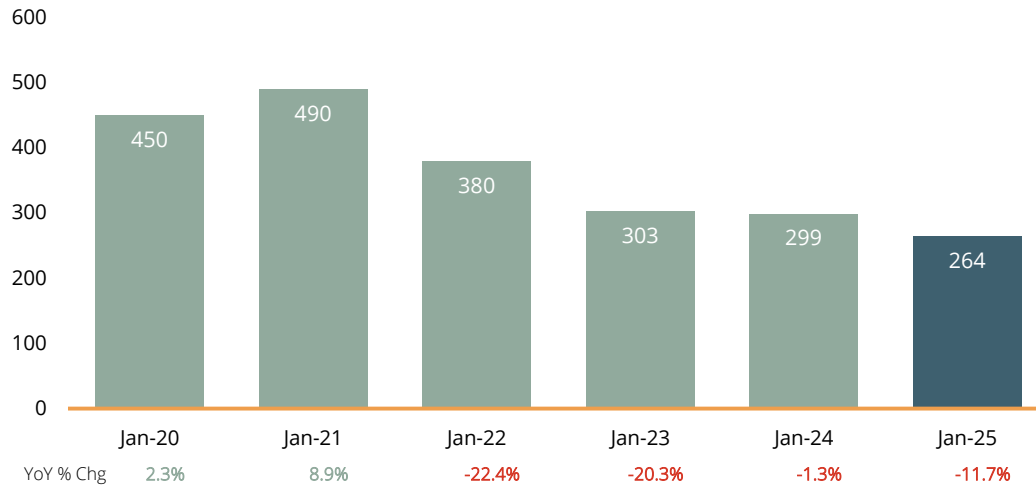
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21

Pending Sales



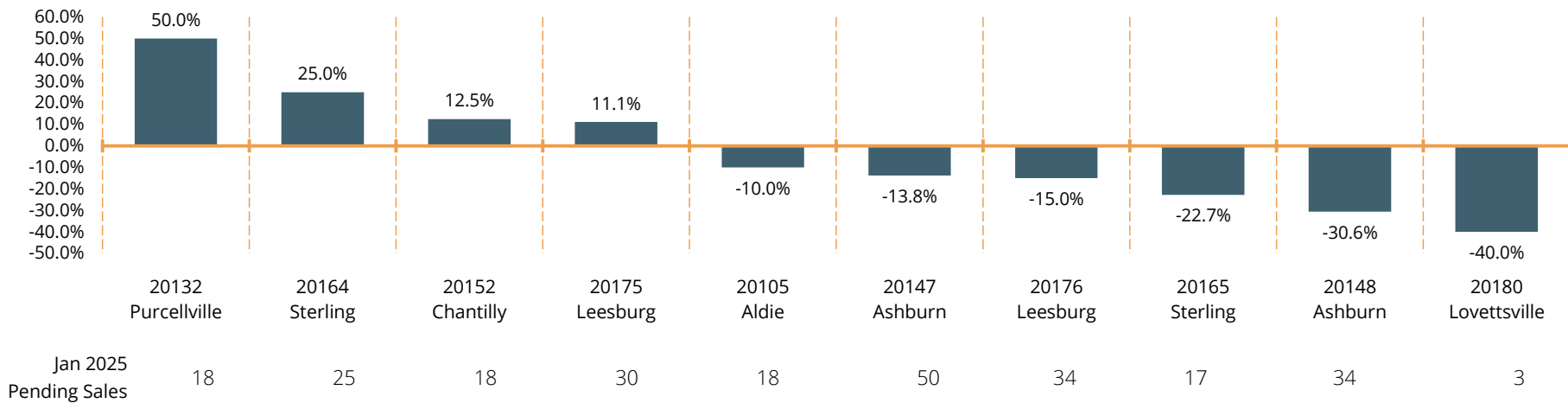
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	122	2.5%	142	-21.1%
12-month Avg	188	8.5%	222	6.4%

Zip Code

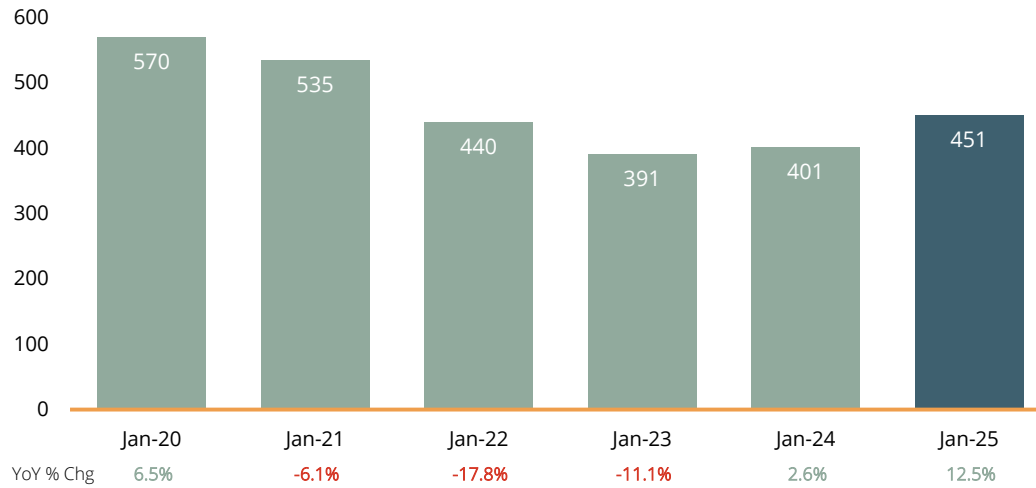
% Change in Pending Sales
Jan-24 to Jan-25



New Listings



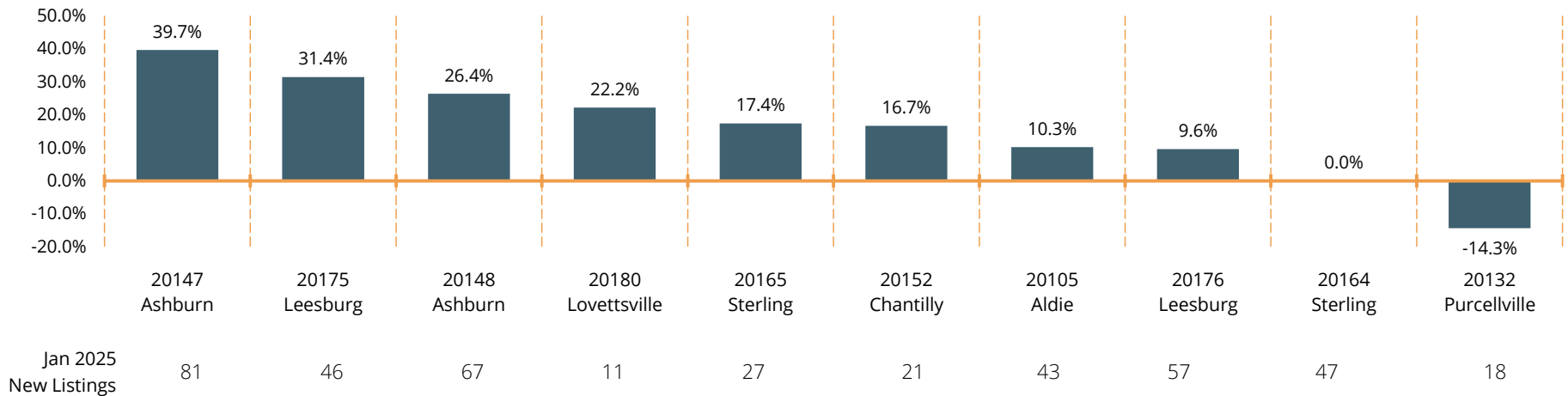
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	214	22.3%	237	4.9%
12-month Avg	259	9.3%	292	11.6%

Zip Code

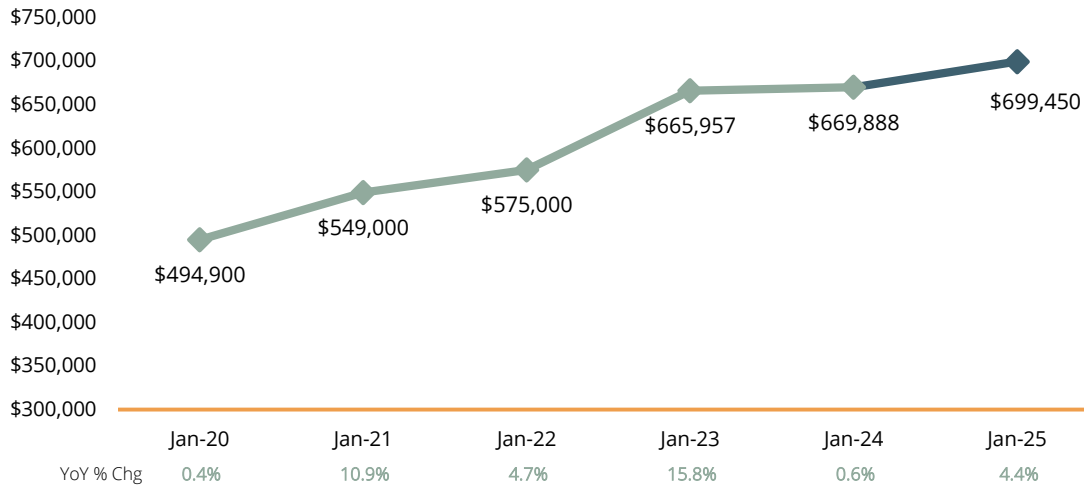
% Change in New Listings
Jan-24 to Jan-25



Median List Price



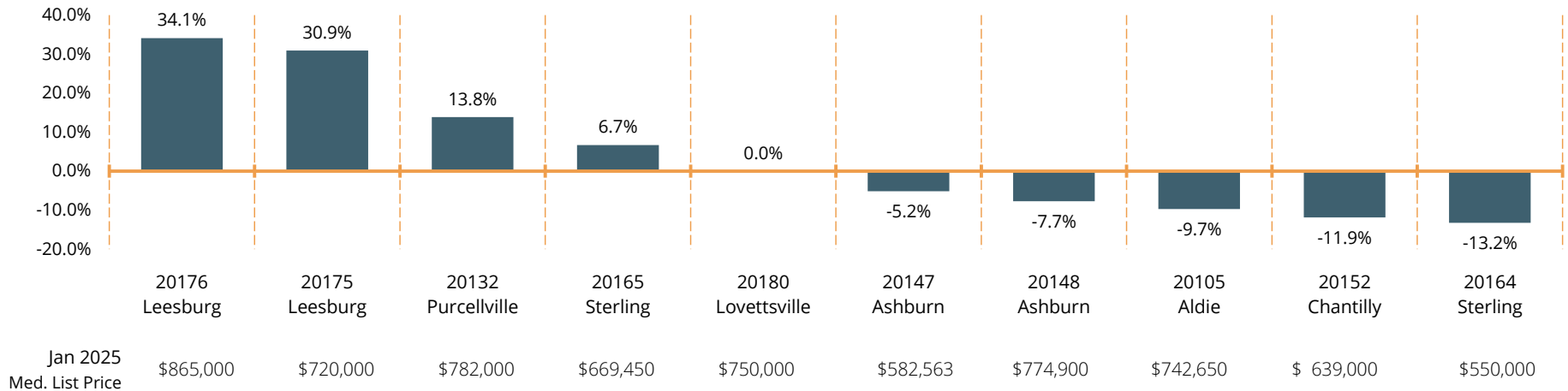
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	\$957,000	6.1%	\$595,000	8.2%
12-month Avg	\$981,774	7.4%	\$609,227	7.6%

Zip Code

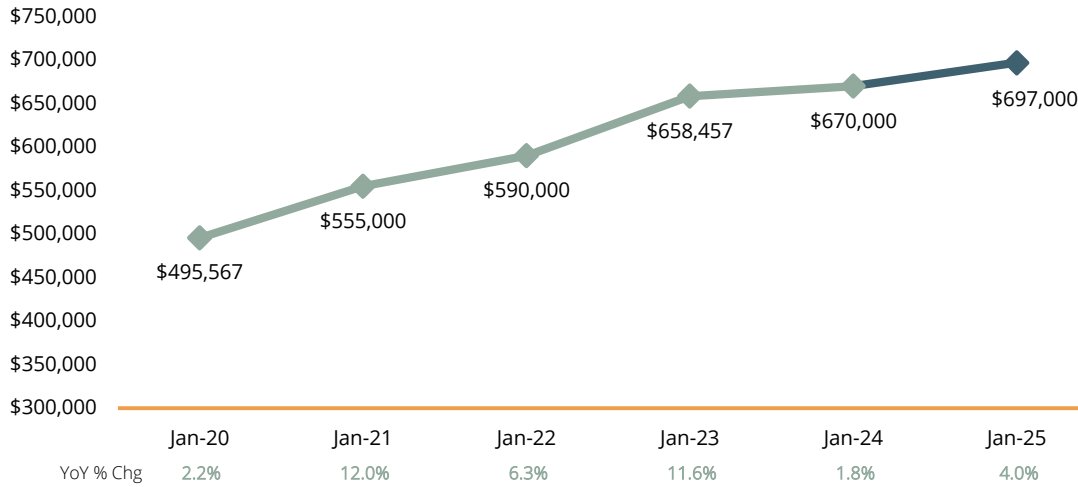
% Change in Median List Price
Jan-24 to Jan-25



Median Sales Price



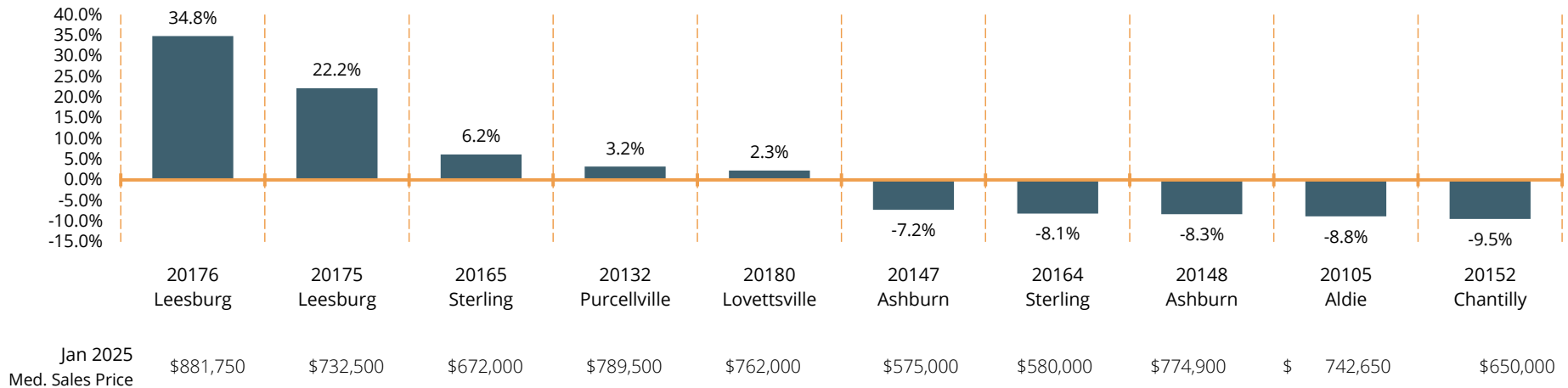
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	\$965,000	7.4%	\$590,000	6.1%
12-month Avg	\$1,002,172	8.7%	\$612,205	7.1%

Zip Code

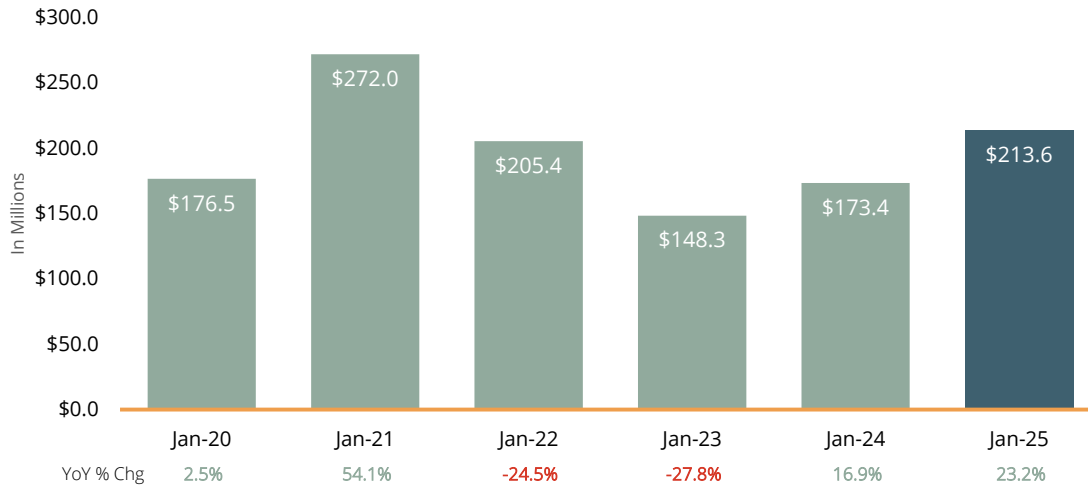
% Change in Median Sales Price
Jan-24 to Jan-25



Sold Dollar Volume (in millions)



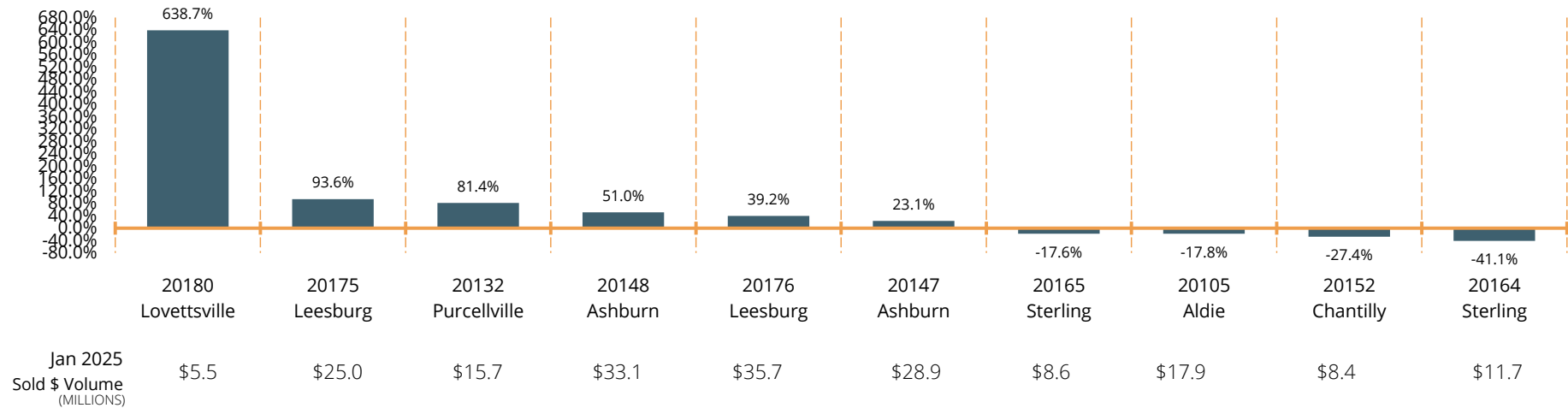
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	\$121.6	26.7%	\$92.0	18.9%
12-month Avg	\$208.8	18.2%	\$139.4	17.5%

Zip Code

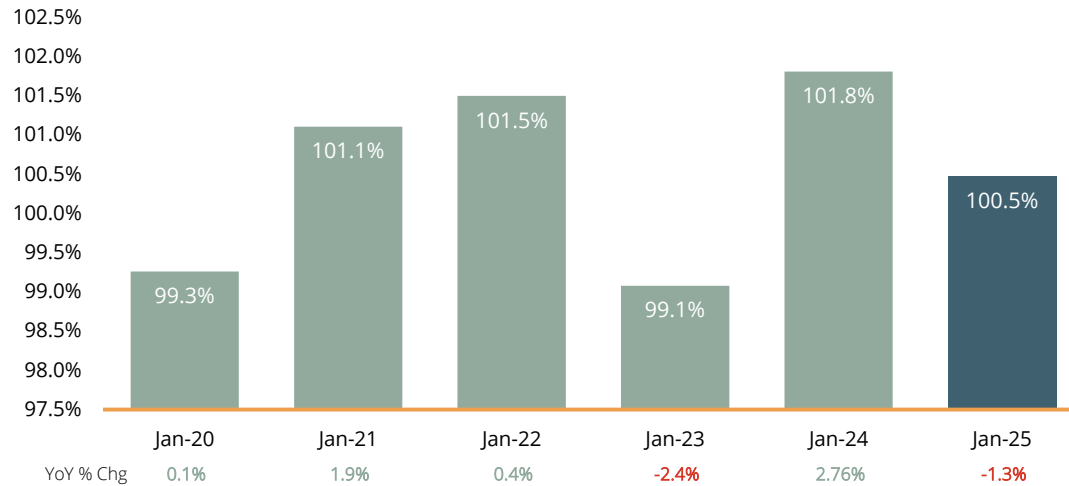
% Change in Sold Dollar Volume
Jan-24 to Jan-25



Average Sold to Ask Price Ratio



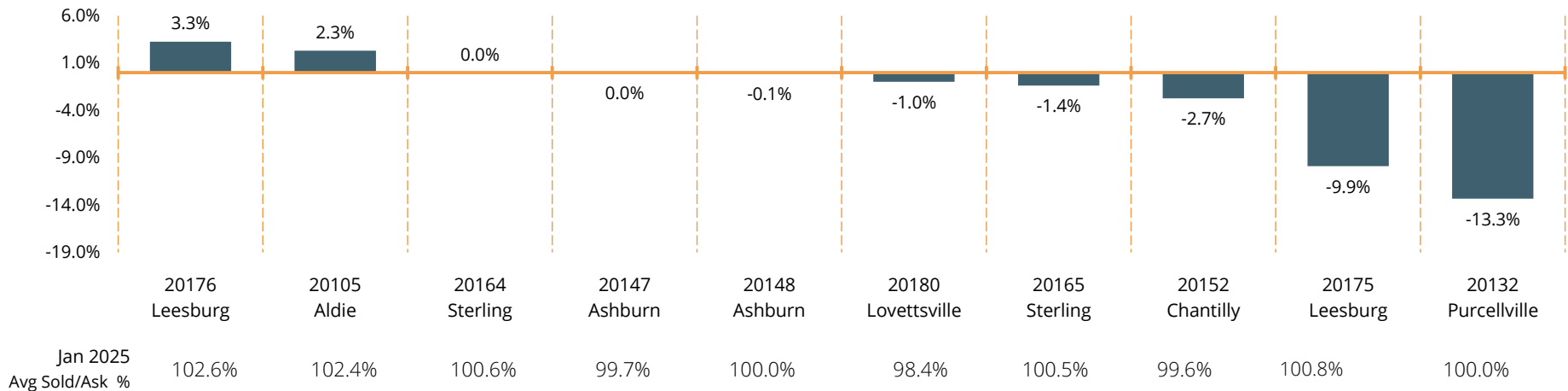
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	101.3%	-2.8%	99.9%	-0.2%
12-month Avg	101.6%	0.6%	100.7%	-0.2%

Zip Code

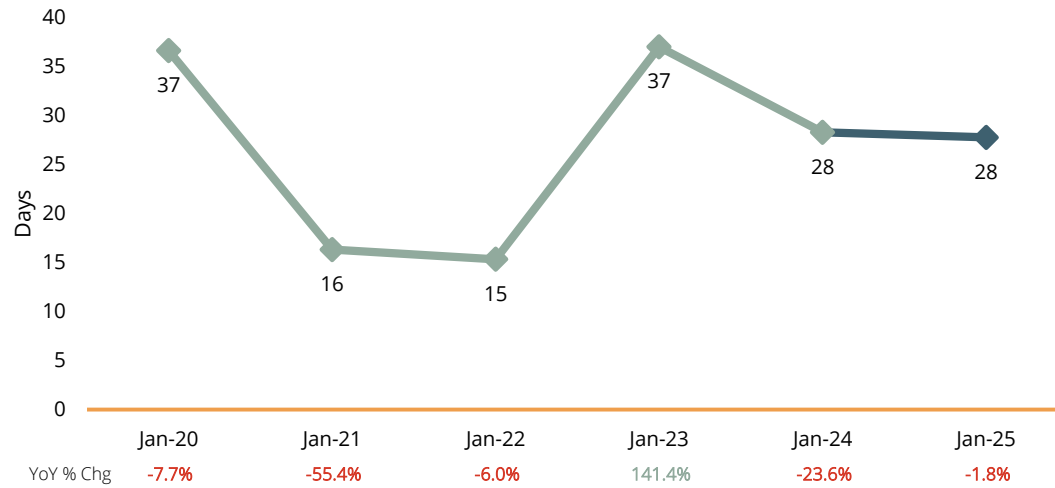
% Change in Average Sold to Ask Price Ratio
Jan-24 to Jan-25



Average Days on Market



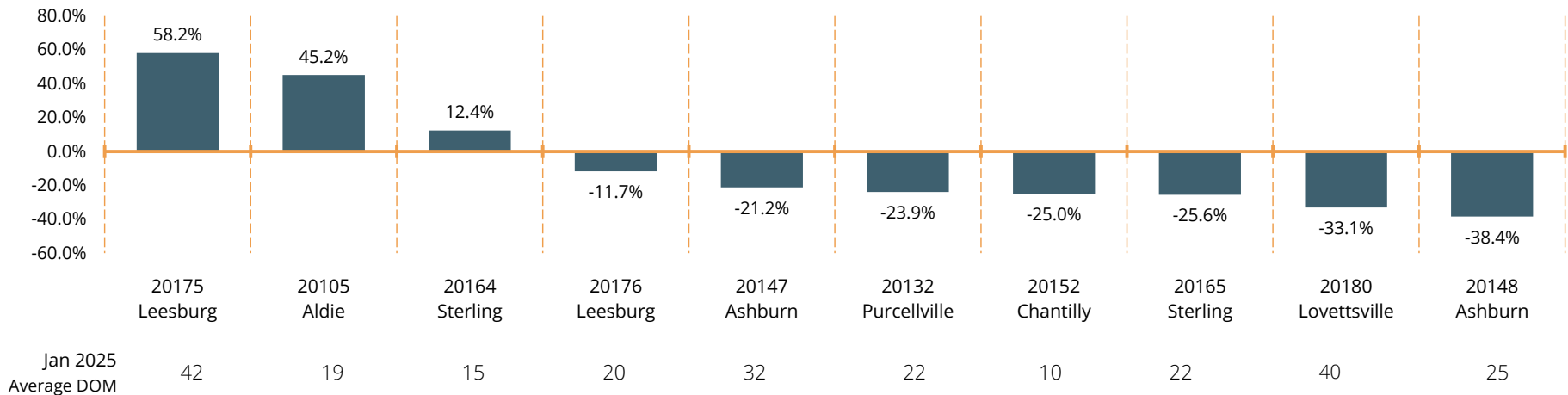
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	30	-10.0%	26	5.6%
12-month Avg	18	-12.7%	19	7.0%

Zip Code

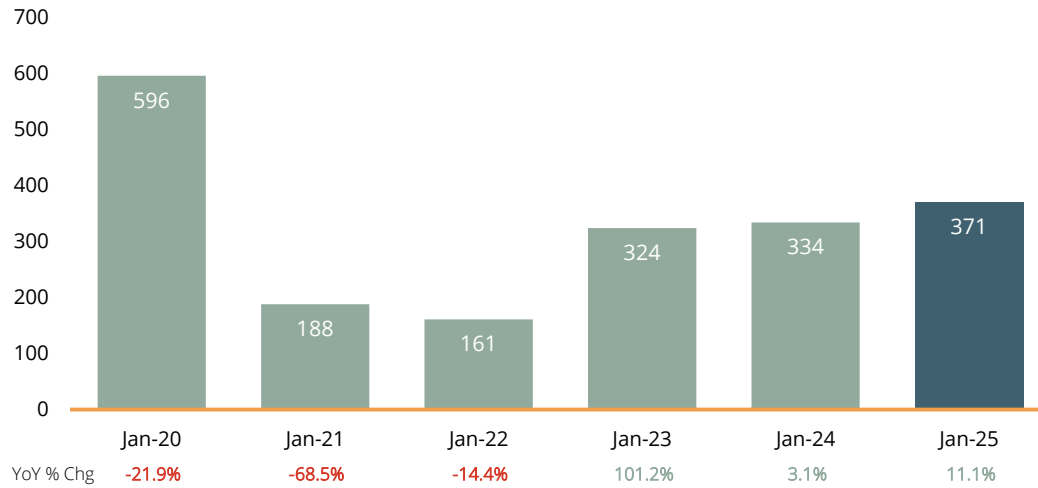
% Change in Average Days on Market
Jan-24 to Jan-25



Active Listings



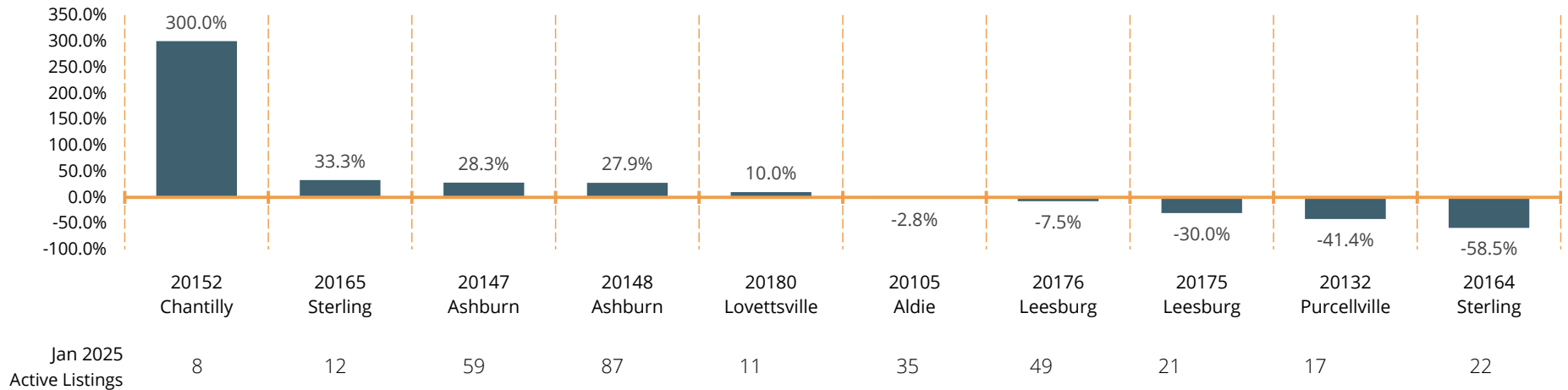
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Jan-25	172	-0.6%	199	23.6%
12-month Avg	214	-2.1%	213	24.8%

Zip Code

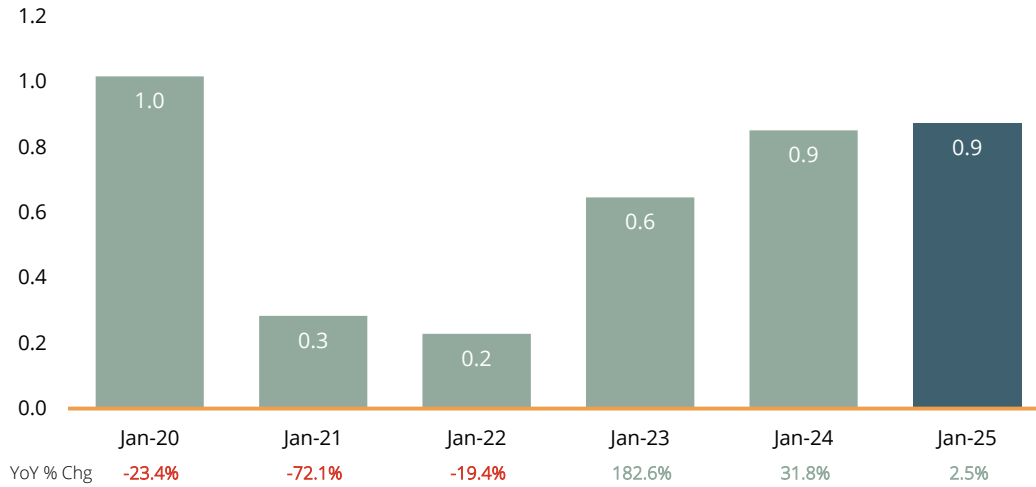
% Change in Active Listings
Jan-24 to Jan-25



Months Supply



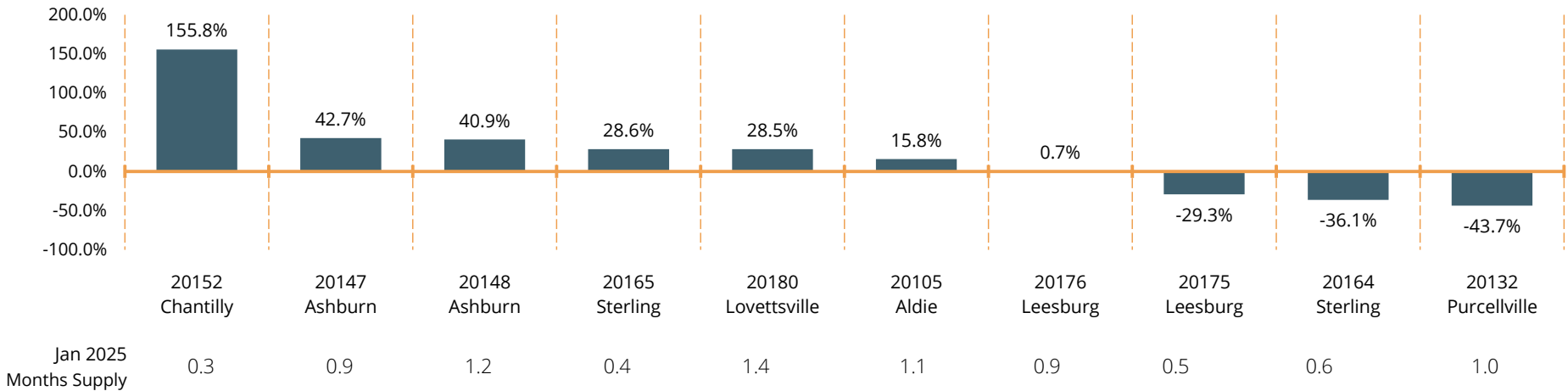
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jan-25	0.9	-7.2%	0.9	13.0%
12-month Avg	1.2	5.7%	1.0	27.0%

Zip Code

% Change in Months of Supply
Jan-24 to Jan-25



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-24	Jan-25	% chg	Jan-24	Jan-25	% chg	Jan-24	Jan-25	% chg	Jan-24	Jan-25	% chg	Jan-24	Jan-25	% chg
Loudoun County	401	451	12.5%	227	266	17.2%	\$670,000	\$697,000	4.0%	334	371	11.1%	0.9	0.9	2.5%
20105	39	43	10.3%	22	17	-22.7%	\$814,365	\$742,650	-8.8%	36	35	-2.8%	0.9	1.1	15.8%
20132	21	18	-14.3%	12	20	66.7%	\$765,000	\$789,500	3.2%	29	17	-41.4%	1.8	1.0	-43.7%
20147	58	81	39.7%	34	43	26.5%	\$619,857	\$575,000	-7.2%	46	59	28.3%	0.6	0.9	42.7%
20148	53	67	26.4%	26	41	57.7%	\$845,000	\$774,900	-8.3%	68	87	27.9%	0.9	1.2	40.9%
20152	18	21	16.7%	13	11	-15.4%	\$718,000	\$650,000	-9.5%	2	8	300.0%	0.1	0.3	155.8%
20164	47	47	0.0%	30	21	-30.0%	\$631,385	\$580,000	-8.1%	53	22	-58.5%	0.9	0.6	-36.1%
20165	23	27	17.4%	16	12	-25.0%	\$633,000	\$672,000	6.2%	9	12	33.3%	0.3	0.4	28.6%
20175	35	46	31.4%	17	28	64.7%	\$599,500	\$732,500	22.2%	30	21	-30.0%	0.8	0.5	-29.3%
20176	52	57	9.6%	35	38	8.6%	\$654,000	\$881,750	34.8%	53	49	-7.5%	0.9	0.9	0.7%
20180	9	11	22.2%	1	7	600.0%	\$745,000	\$762,000	2.3%	10	11	10.0%	1.1	1.4	28.5%



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.