

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: February 2025

In Loudoun County, sales activity increased from a year ago. The Loudoun market saw 18 additional home sales in February, bringing the total to 291 in the county, which is a 6.6% increase compared to last year. Sterling zip code 20165 (+41.2%) and Purcellville zip code 20132 (+60.0%) saw the largest sales increase this month. Meanwhile, sales decreased in Aldie zip code 20105 (-13.6%) and Lovettsville zip code 20180 (-28.6%).

Pending sales grew in February after falling last month. There were 401 pending sales in Loudoun in February, up 17.3% from the year before, which is 59 more pending sales. Activity rose in Ashburn zip code 20148 with 21 additional pending sales (+38.2%) and in Sterling zip code 20164 with 12 more pending sales compared to a year ago (+50.0%). The two markets that experienced declines were Purcellville zip code 20132, with five fewer pending sales (-20.8%), and Leesburg zip code 20175, with three fewer pending sales (-8.8%).

Home prices remain elevated in Loudoun County. The median sales price in the county increased by 9.0%, raising the median price to \$751,000 in February, which is \$62,100 higher than the previous year. Home prices surged in Aldie zip code 20105 (+49.9%) and Leesburg zip code 20176 (+33.6%) this month. Ashburn zip code 20148 was the only local market in the region where sale prices decreased (-5.4%).

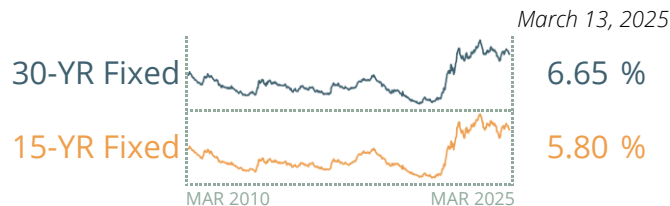
Supply ticked up as active listings continued to expand across the county. At the end of February, the total listing count in the Loudoun market reached 426, marking a 19.7% increase from last year, which reflects an additional 70 listings on the market. Listing activity grew in Ashburn zip code 20147, with 27 more listings (+69.2%), and in Leesburg zip code 20176, which saw an increase of 19 listings compared to the previous year (+34.5%). However, Sterling zip code 20164 saw a significant decline, with 12 fewer active listings than a year ago (-34.3%).



DAAR Market Dashboard

YoY Chg	Feb-25	Indicator
▲ 6.6%	291	Sales
▲ 17.3%	401	Pending Sales
▲ 26.8%	554	New Listings
▲ 9.3%	\$750,000	Median List Price
▲ 9.0%	\$751,100	Median Sales Price
▲ 6.0%	\$296	Median Price Per Square Foot
▲ 19.0%	\$247.8	Sold Dollar Volume (in millions)
▲ 0.1%	101.4%	Average Sold/Ask Price Ratio
▲ 5.9%	20	Average Days on Market
▲ 19.7%	426	Active Listings
▲ 9.9%	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.

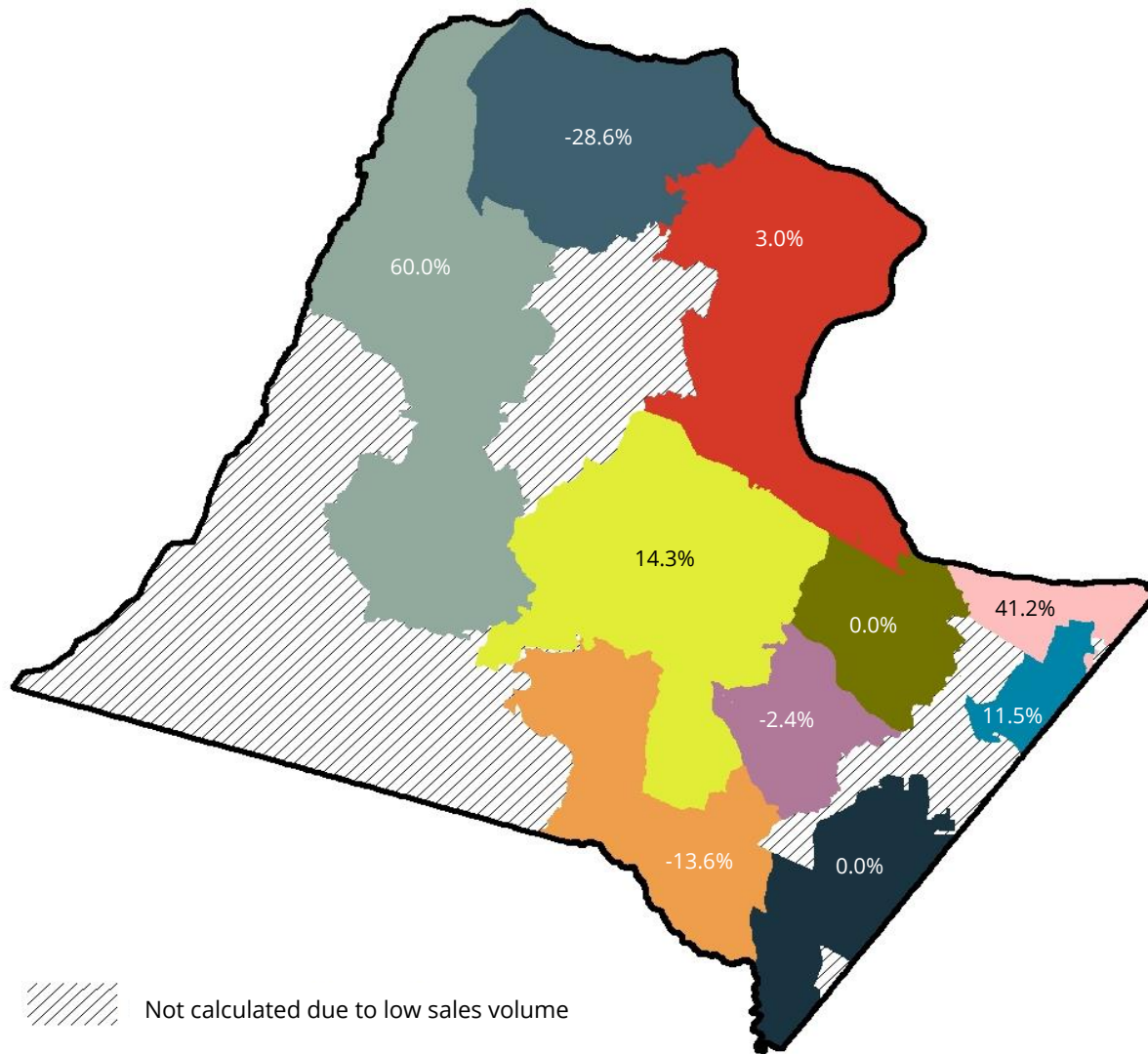
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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
	Feb-24	Feb-25	
20105 Aldie	22	19	-13.6%
20132 Purcellville	10	16	60.0%
20147 Ashburn	45	45	0.0%
20148 Ashburn	42	41	-2.4%
20152 Chantilly	21	21	0.0%
20164 Sterling	26	29	11.5%
20165 Sterling	17	24	41.2%
20175 Leesburg	28	32	14.3%
20176 Leesburg	33	34	3.0%
20180 Lovettsville	7	5	-28.6%

Total Market Overview



Key Metrics	2-year Trends		Feb-24	Feb-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Feb-23	Feb-25						
Sales			273	291	6.6%	500	557	11.4%
Pending Sales			342	401	17.3%	641	665	3.7%
New Listings			437	554	26.8%	838	1,005	19.9%
Median List Price			\$686,140	\$750,000	9.3%	\$686,140	\$725,000	5.7%
Median Sales Price			\$689,000	\$751,100	9.0%	\$690,000	\$725,000	5.1%
Median Price Per Square Foot			\$279	\$296	6.0%	\$282	\$300	6.5%
Sold Dollar Volume (in millions)			\$208.3	\$247.8	19.0%	\$381.7	\$461.4	20.9%
Average Sold/Ask Price Ratio			101.3%	101.4%	0.1%	101.7%	100.9%	-0.7%
Average Days on Market			19	20	5.9%	24	24	-2.3%
Active Listings			356	426	19.7%	n/a	n/a	n/a
Months of Supply			0.9	1.0	9.9%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Feb-24	Feb-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Feb-23	Feb-25						
Sales			109	131	20.2%	203	244	20.2%
Pending Sales			159	183	15.1%	278	305	9.7%
New Listings			207	258	24.6%	382	472	23.6%
Median List Price			\$924,900	\$999,000	8.0%	\$916,365	\$975,000	6.4%
Median Sales Price			\$928,517	\$1,020,000	9.9%	\$926,759	\$997,500	7.6%
Median Price Per Square Foot			\$255	\$285	12.0%	\$257	\$293	14.2%
Sold Dollar Volume (in millions)			\$109.7	\$148.7	35.6%	\$205.6	\$270.3	31.4%
Average Sold/Ask Price Ratio			101.5%	102.1%	0.6%	103.1%	101.7%	-1.4%
Average Days on Market			21	22	7.2%	26	25	-3.0%
Active Listings			182	200	9.9%	n/a	n/a	n/a
Months of Supply			1.0	1.0	0.8%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



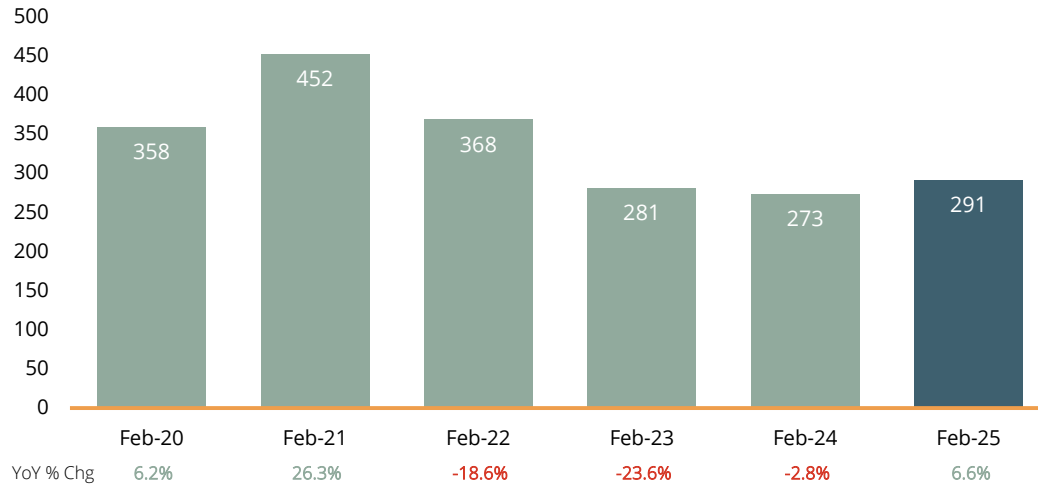
Key Metrics	2-year Trends		Feb-24	Feb-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Feb-23	Feb-25						
Sales			164	160	-2.4%	297	313	5.4%
Pending Sales			183	218	19.1%	363	360	-0.8%
New Listings			230	296	28.7%	456	533	16.9%
Median List Price			\$589,945	\$577,450	-2.1%	\$589,900	\$589,000	-0.2%
Median Sales Price			\$605,000	\$590,000	-2.5%	\$601,000	\$590,000	-1.8%
Median Price Per Square Foot			\$292	\$306	4.9%	\$292	\$305	4.5%
Sold Dollar Volume (in millions)			\$98.6	\$99.1	0.5%	\$176.0	\$191.2	8.6%
Average Sold/Ask Price Ratio			101.2%	100.7%	-0.4%	100.7%	100.3%	-0.4%
Average Days on Market			17	18	2.9%	23	22	-2.5%
Active Listings			174	226	29.9%	n/a	n/a	n/a
Months of Supply			0.8	1.0	19.3%	n/a	n/a	n/a

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

Sales



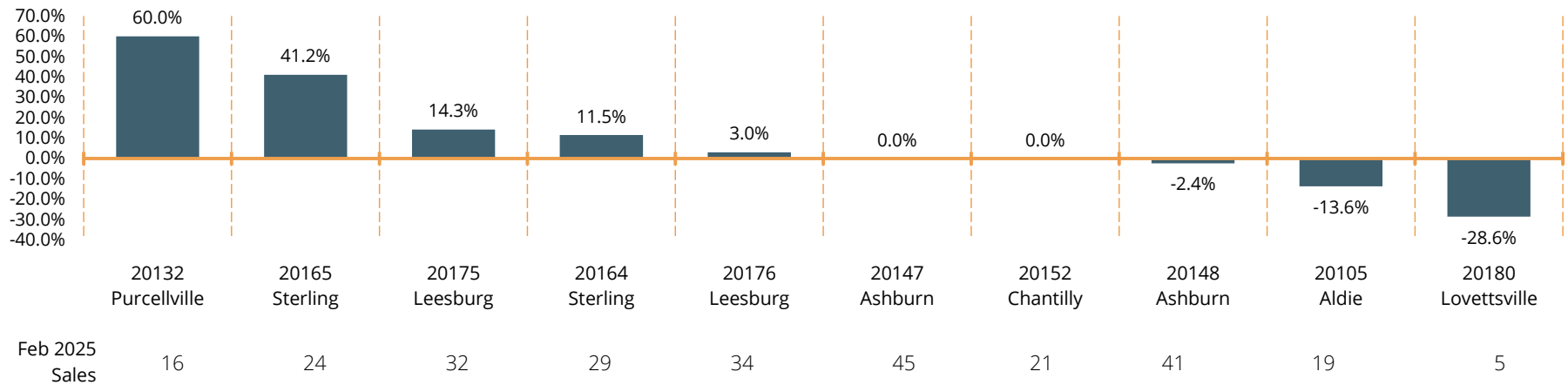
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Feb-25	131	20.2%	160	-2.4%
12-month Avg	192	9.6%	225	10.1%

Zip Code

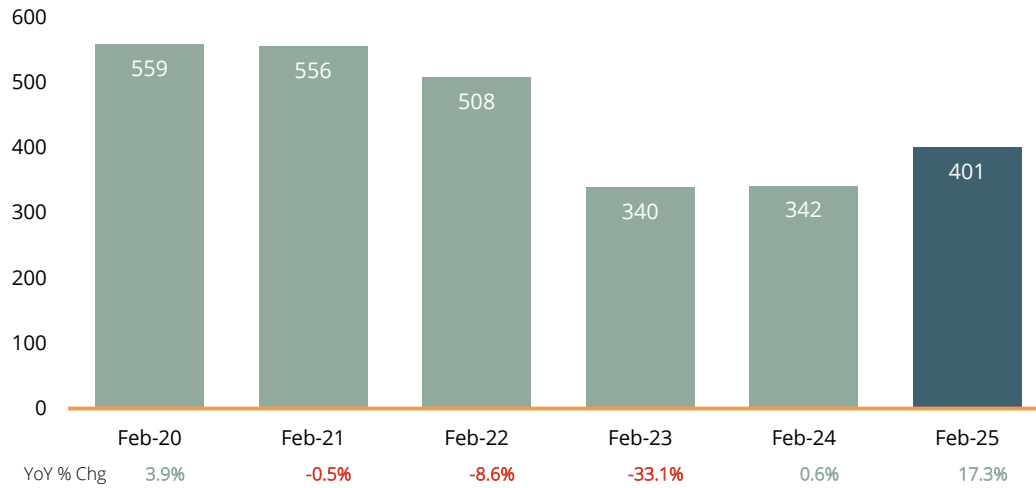
% Change in Sales
Feb-24 to Feb-25



Pending Sales



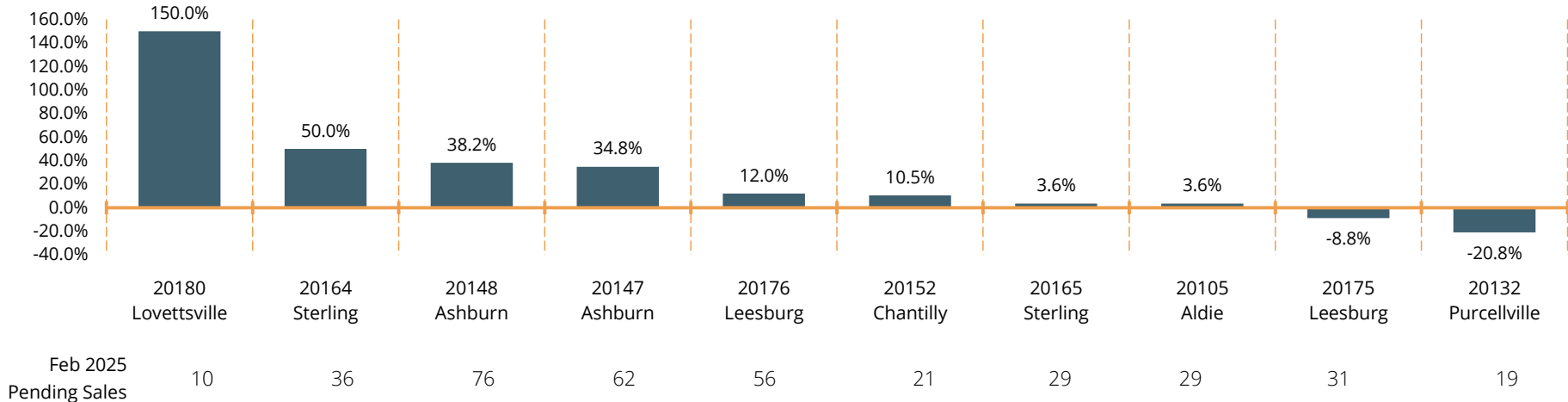
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-25	183	15.1%	218	19.1%
12-month Avg	190	9.7%	225	7.7%

Zip Code

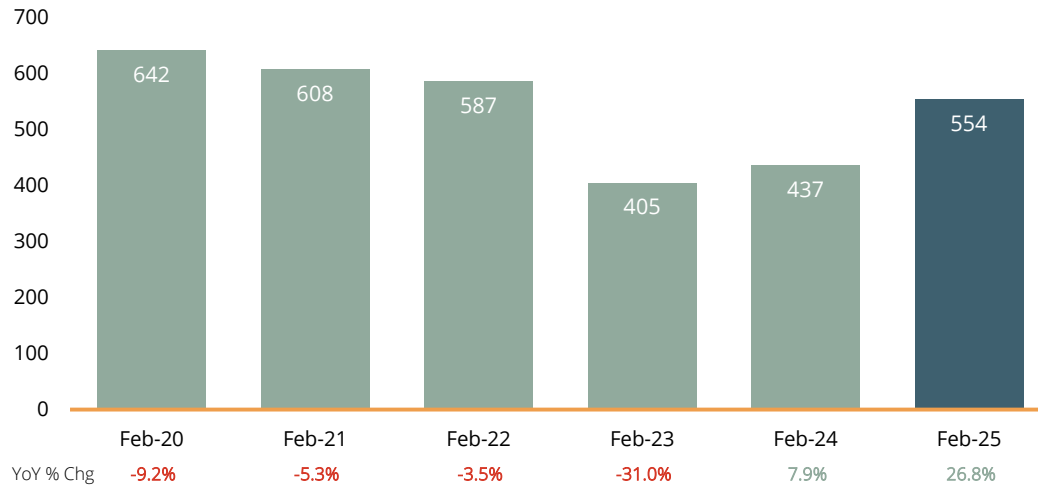
% Change in Pending Sales
Feb-24 to Feb-25



New Listings



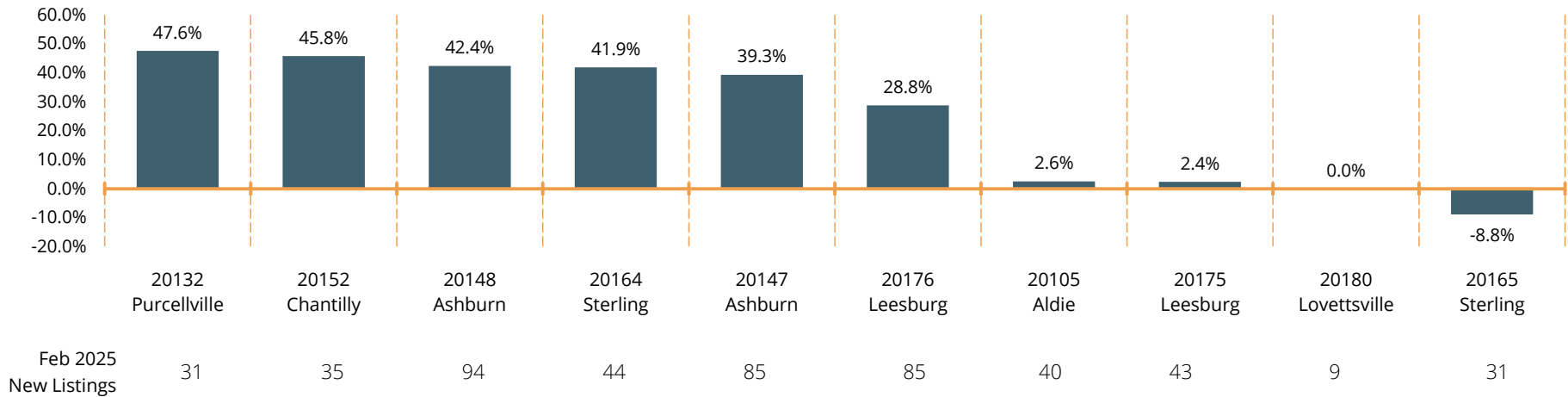
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-25	258	24.6%	296	28.7%
12-month Avg	263	10.5%	297	13.1%

Zip Code

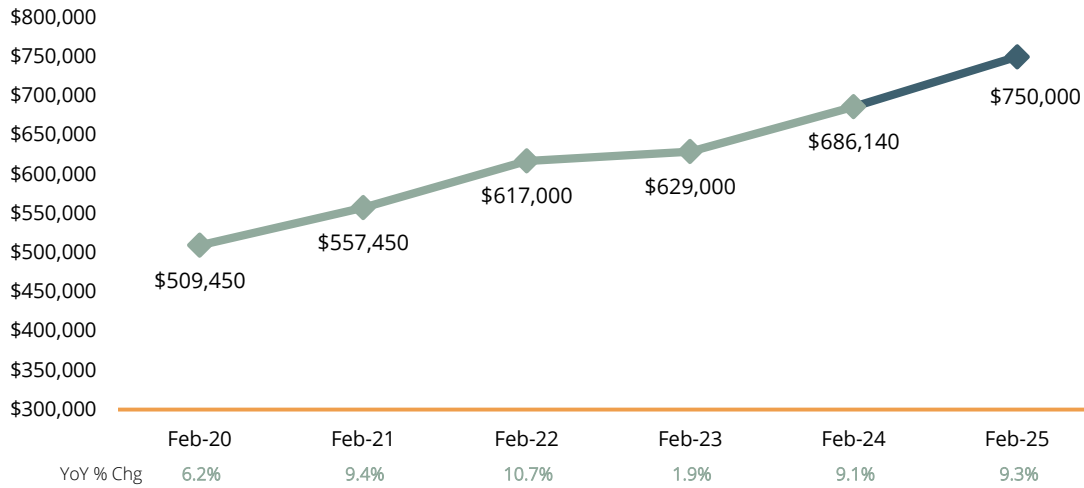
% Change in New Listings
Feb-24 to Feb-25



Median List Price



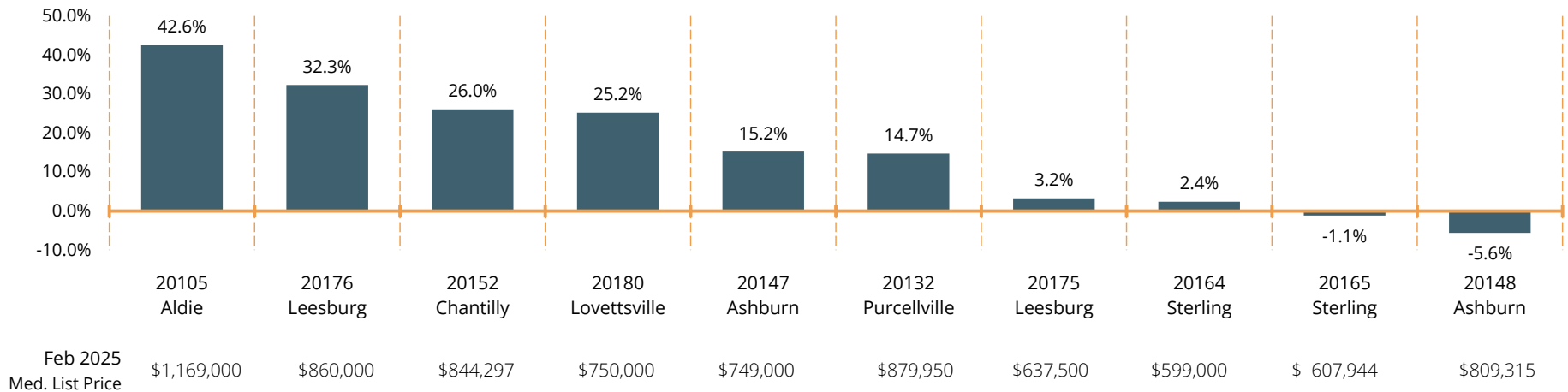
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-25	\$999,000	8.0%	\$577,450	-2.1%
12-month Avg	\$987,949	7.3%	\$608,186	7.0%

Zip Code

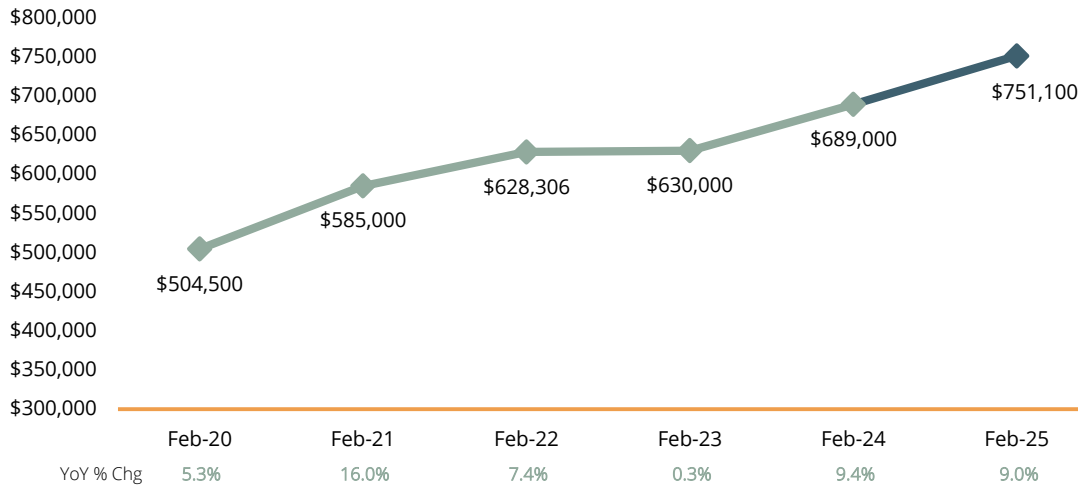
% Change in Median List Price
Feb-24 to Feb-25



Median Sales Price



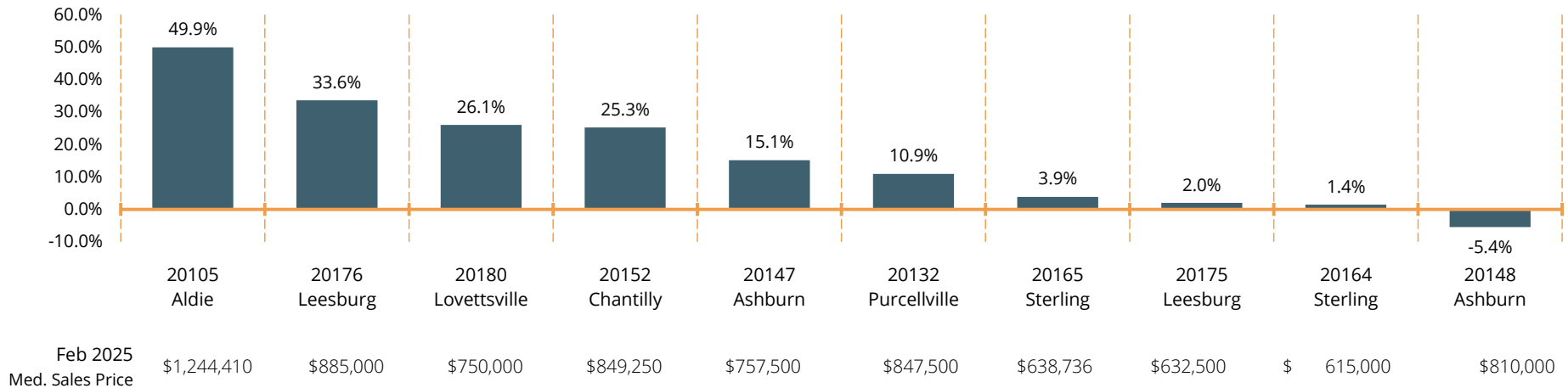
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-25	\$1,020,000	9.9%	\$590,000	-2.5%
12-month Avg	\$1,009,796	8.8%	\$610,955	6.3%

Zip Code

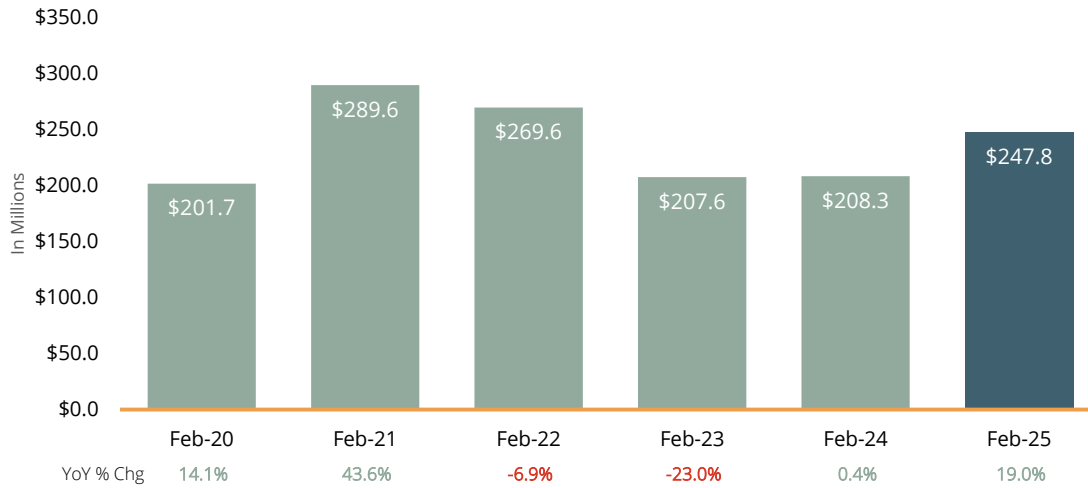
% Change in Median Sales Price
Feb-24 to Feb-25



Sold Dollar Volume (in millions)



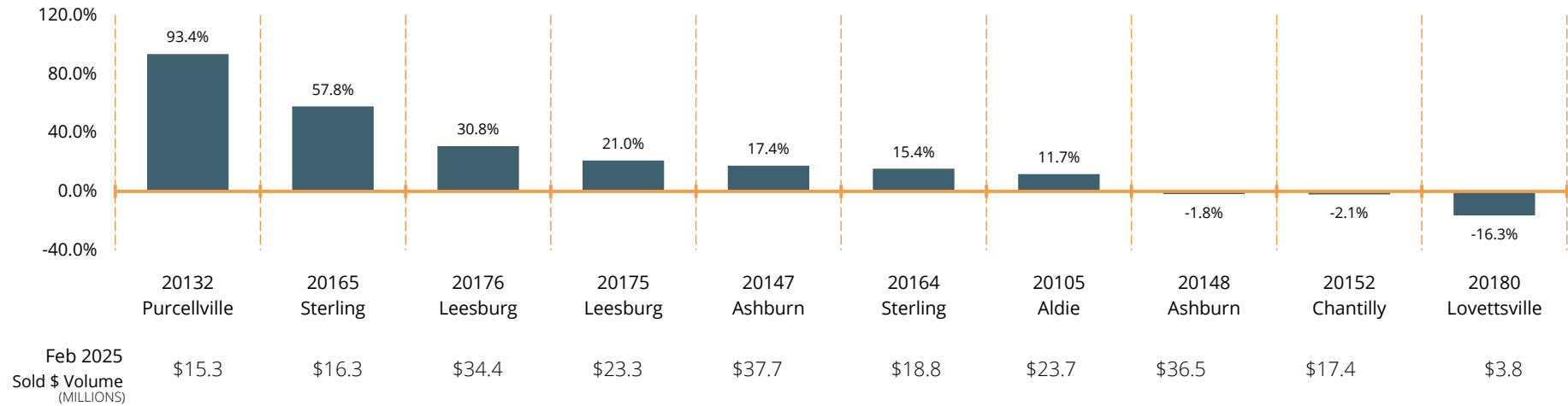
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-25	\$148.7	35.6%	\$99.1	0.5%
12-month Avg	\$212.0	20.4%	\$139.4	16.9%

Zip Code

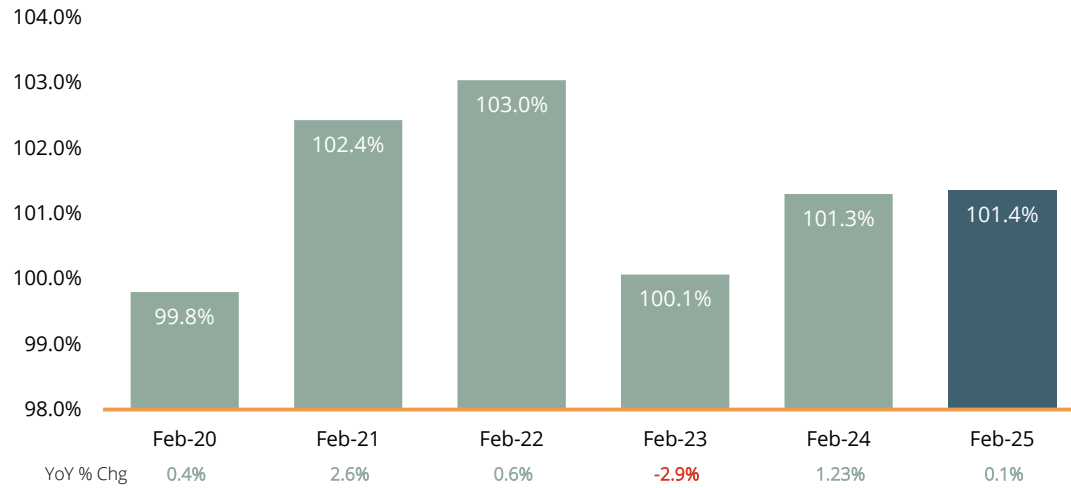
% Change in Sold Dollar Volume
Feb-24 to Feb-25



Average Sold to Ask Price Ratio



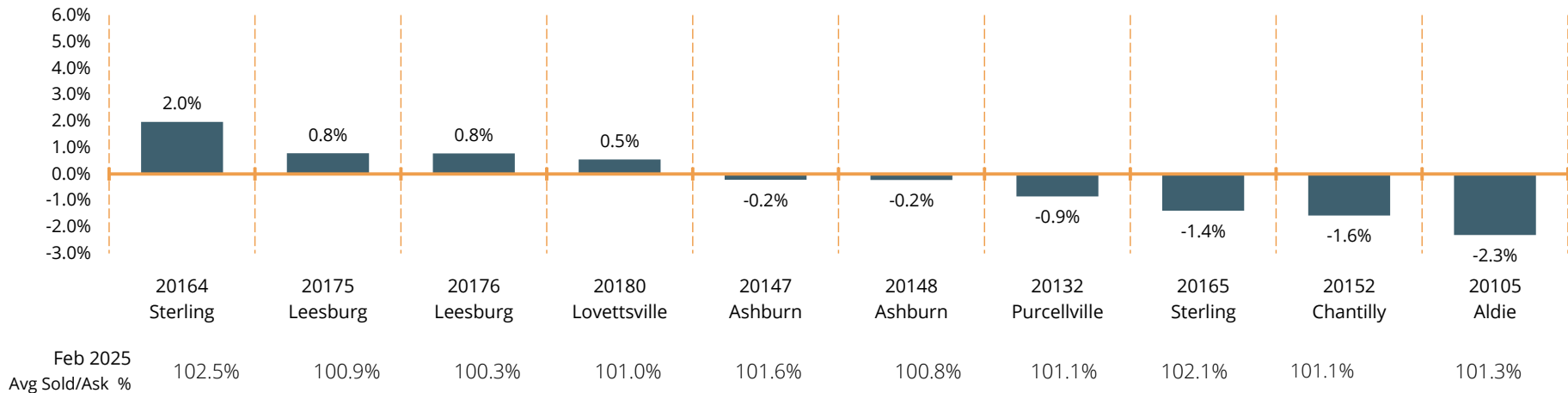
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-25	102.1%	0.6%	100.7%	-0.4%
12-month Avg	101.7%	0.5%	100.7%	-0.3%

Zip Code

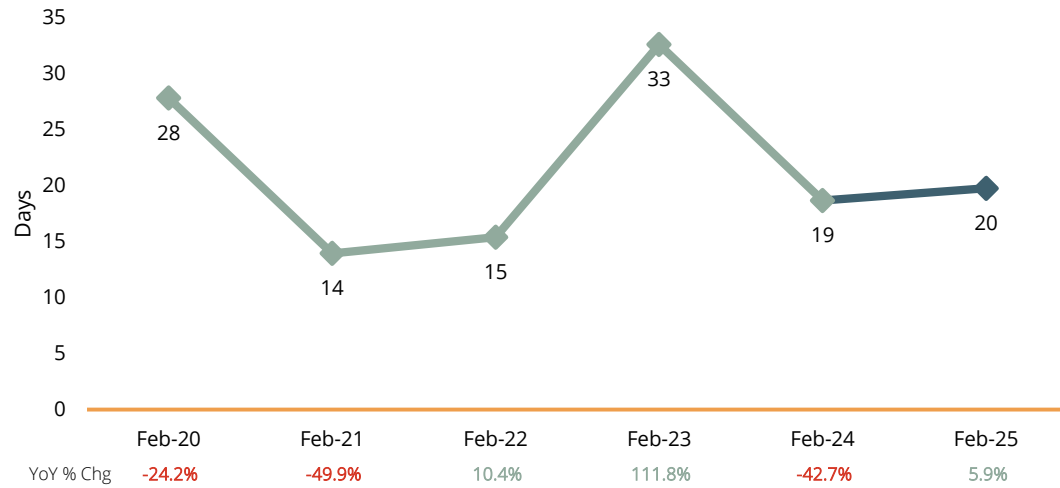
% Change in Average Sold to Ask Price Ratio
Feb-24 to Feb-25



Average Days on Market



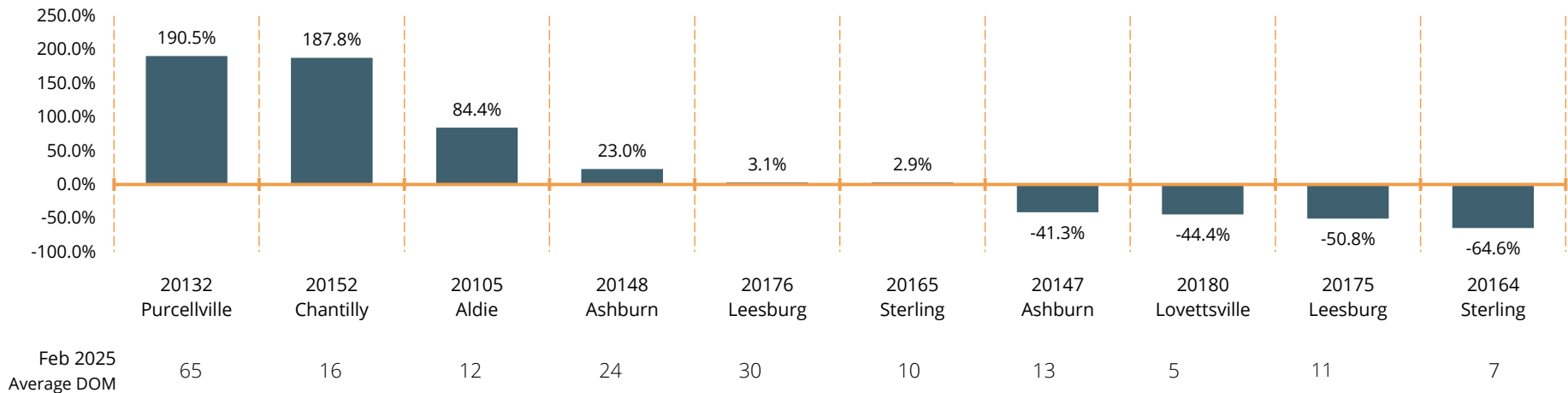
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Feb-25	22	7.2%	18	2.9%
12-month Avg	19	-6.4%	19	14.1%

Zip Code

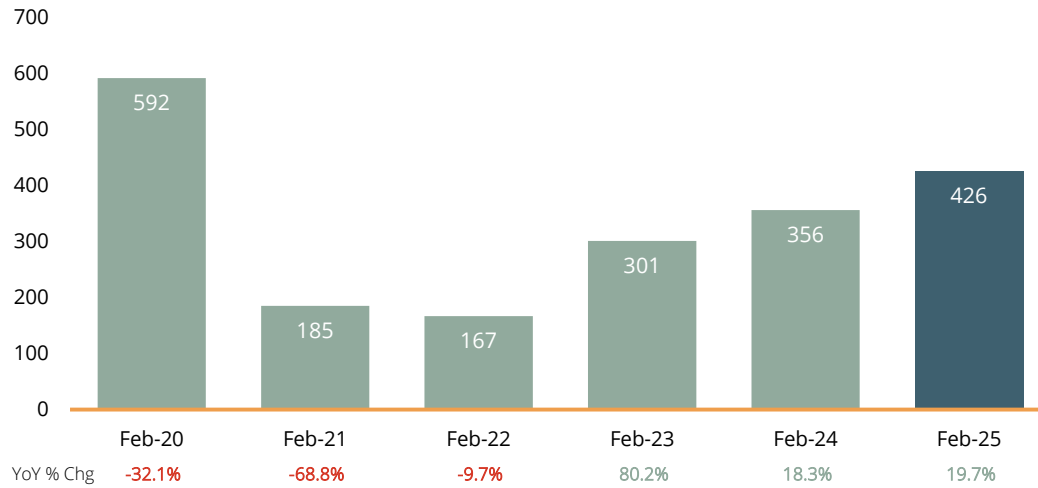
% Change in Average Days on Market
Feb-24 to Feb-25



Active Listings



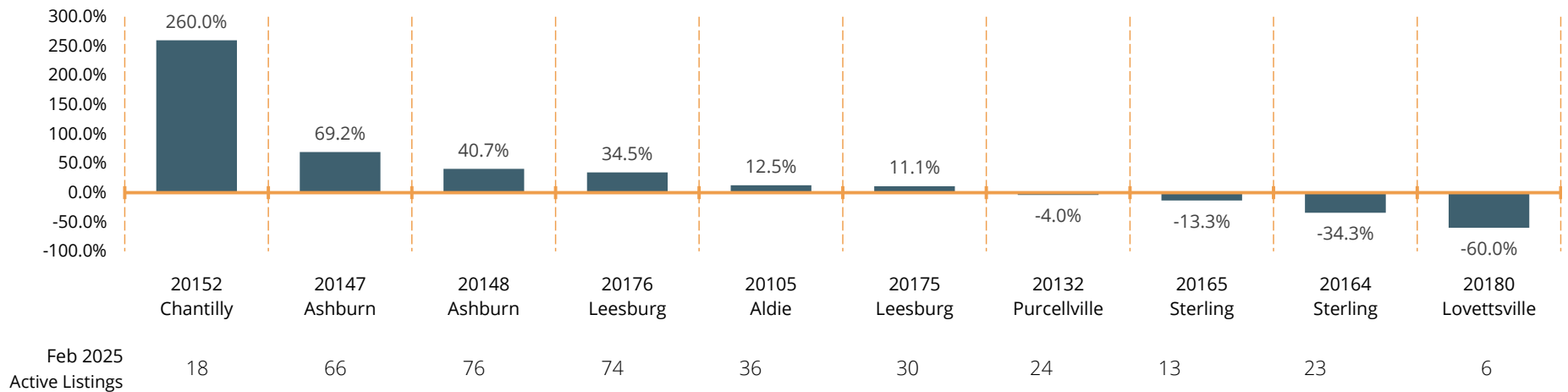
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Feb-25	200	9.9%	226	29.9%
12-month Avg	215	-2.0%	218	24.9%

Zip Code

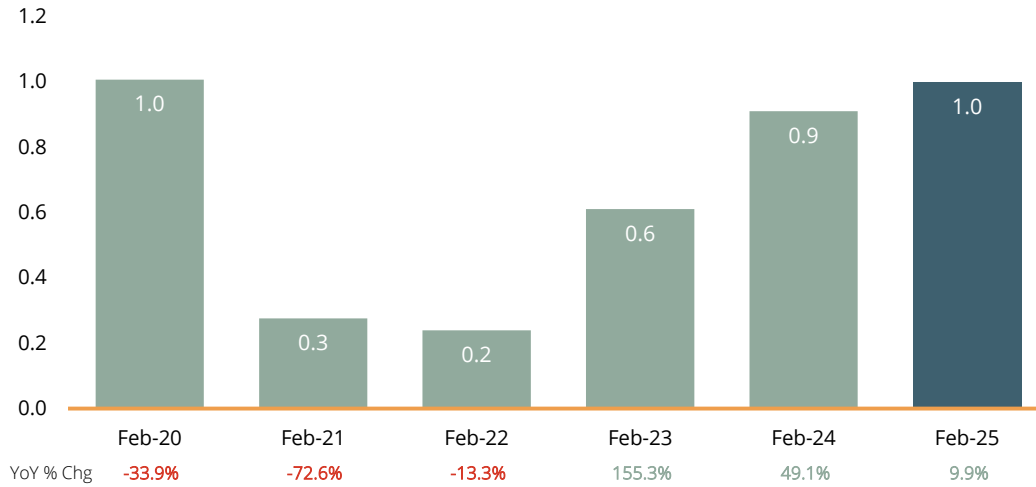
% Change in Active Listings
Feb-24 to Feb-25



Months Supply



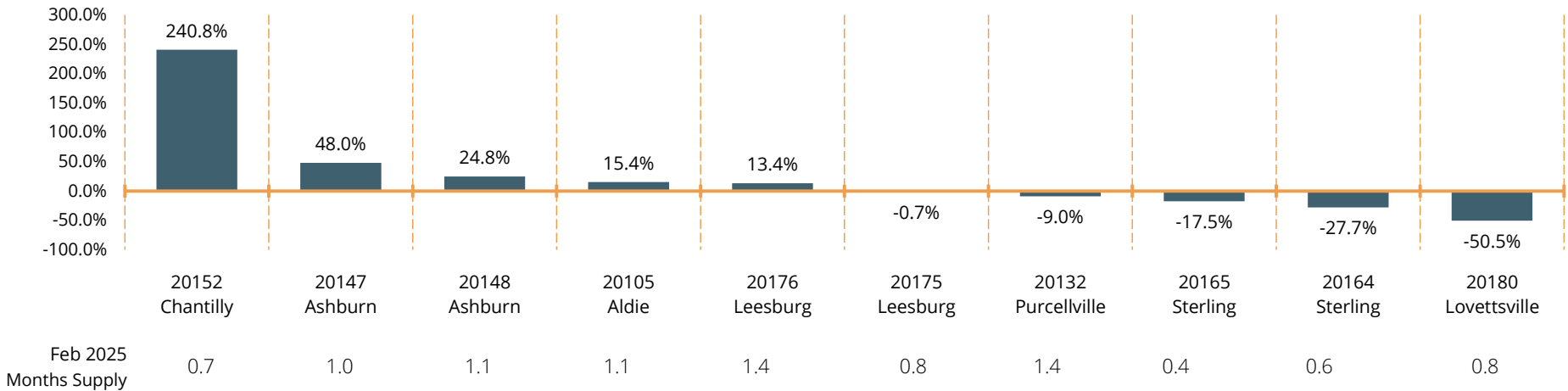
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Feb-25	1.0	0.8%	1.0	19.3%
12-month Avg	1.2	3.3%	1.0	24.8%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg	Feb-24	Feb-25	% chg
Loudoun County	437	554	26.8%	273	291	6.6%	\$689,000	\$751,100	9.0%	356	426	19.7%	0.9	1.0	9.9%
20105	39	40	2.6%	22	19	-13.6%	\$830,000	\$1,244,410	49.9%	32	36	12.5%	1.0	1.1	15.4%
20132	21	31	47.6%	10	16	60.0%	\$764,000	\$847,500	10.9%	25	24	-4.0%	1.5	1.4	-9.0%
20147	61	85	39.3%	45	45	0.0%	\$658,000	\$757,500	15.1%	39	66	69.2%	0.6	1.0	48.0%
20148	66	94	42.4%	42	41	-2.4%	\$856,412	\$810,000	-5.4%	54	76	40.7%	0.9	1.1	24.8%
20152	24	35	45.8%	21	21	0.0%	\$678,000	\$849,250	25.3%	5	18	260.0%	0.2	0.7	240.8%
20164	31	44	41.9%	26	29	11.5%	\$606,250	\$615,000	1.4%	35	23	-34.3%	0.9	0.6	-27.7%
20165	34	31	-8.8%	17	24	41.2%	\$615,000	\$638,736	3.9%	15	13	-13.3%	0.5	0.4	-17.5%
20175	42	43	2.4%	28	32	14.3%	\$620,000	\$632,500	2.0%	27	30	11.1%	0.8	0.8	-0.7%
20176	66	85	28.8%	33	34	3.0%	\$662,300	\$885,000	33.6%	55	74	34.5%	1.2	1.4	13.4%
20180	9	9	0.0%	7	5	-28.6%	\$595,000	\$750,000	26.1%	15	6	-60.0%	1.6	0.8	-50.5%



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.

All inquiries regarding this report may be directed to:

Robin Spensieri

Virginia REALTORS® Vice President of Communications and Media Relations

rspensieri@virginiarealtors.org

804-622-7954

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.