

# DAAR LOUDOUN

## HOME SALES REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Home Sales Report

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## First Quarter 2025

Dulles Area Association of REALTORS®

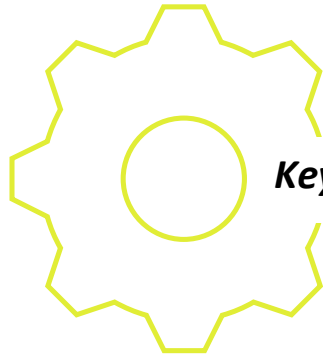
### Market Report Key Takeaways

#### Economic Conditions

- Virginia's job market has contracted for two straight months. There were approximately 1,000 fewer jobs statewide in February compared to January.
- The unemployment rate in Virginia rose to 3.3% in February (not seasonally adjusted). A year ago it was 2.9%. In Loudoun County, the unemployment rate was 2.9% in February, which is up from 2.5% last year.
- The average rate for a 30-year fixed mortgage was 6.81% in the last week of April 2025. At this time last year the average rate was 7.17%.

#### Housing Market Conditions

- Sales activity rose overall in the Loudoun County housing market. There were 963 closed sales in the county during the first quarter of 2025, 94 more sales than this time last year, reflecting an 11% increase.
- Home prices continue to climb rapidly in the county. The countywide median sales price was \$760,000 in the first quarter. This is \$55,000 higher than it was a year ago (+8%).
- The supply of active listings continues to grow in the county. At the end of the first quarter there were 497 active listings on the market in Loudoun County, 138 more listings than a year ago.



## Key Trends Dashboard, DAAR

### Economy



**2.9%**

Is the Feb-2025 **unemployment rate** in Loudoun County, which is up from Feb-2024



**6.81%**

Is the **30-year fixed-rate mortgage rate** during the fourth week of April 2025, which is down from 7.17% a year ago

### Housing Market



**94**

More **home sales** in Loudoun County in Q1-2025 compared to last year.



**8%**

Percent change in **median sales price** in the Loudoun County housing market in Q1-2025 compared to a year ago.



**\$130.7**

Million dollars more in total **sold volume** in the Loudoun County housing market in Q1-2025 compared to last year.



**38%**

Percent change in **active listings** at the end of Q1-2025 in Loudoun County compared to a year ago



**1.2**

**Months of supply** in the Loudoun County housing market in Q1-2025, which up from a year ago

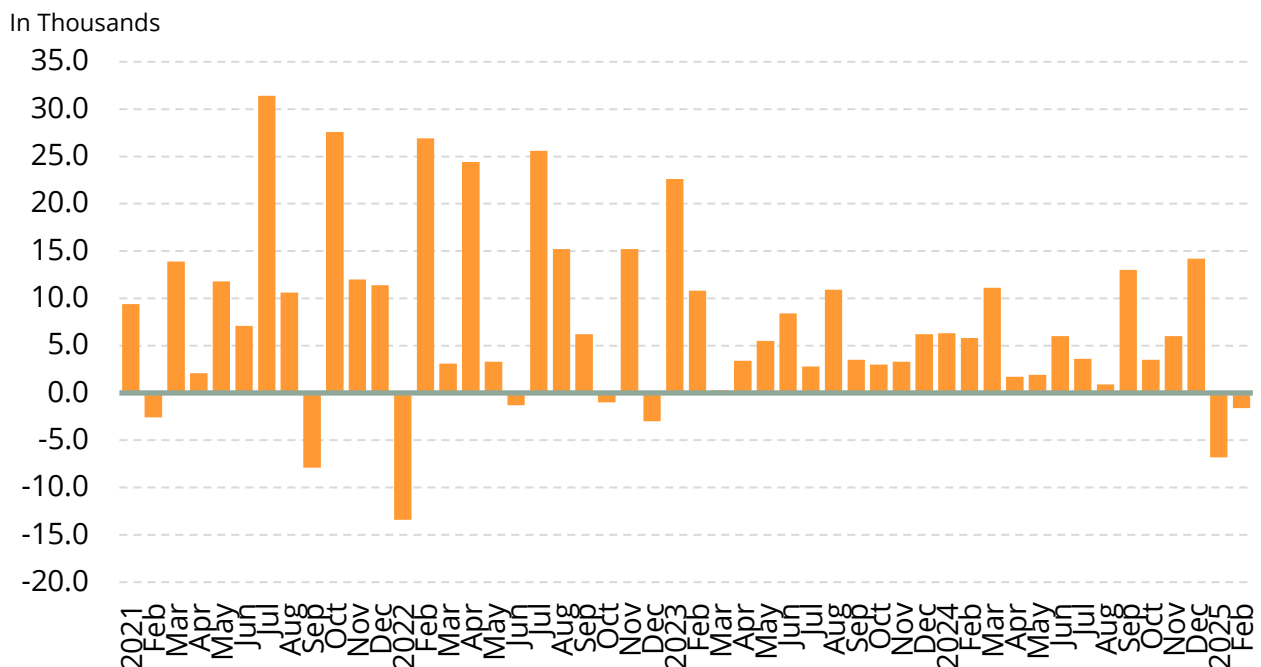
# Economic Overview

Both the national and state economy are facing uncertainty due to trade war developments—along with federal workforce and spending cuts in Virginia. The economic indicators were largely signaling strength through Q1, but it's too soon to see impacts from the mounting uncertainty, as it will take time for these policies to work their way into the economy and in some cases they are still being planned/changed in real-time (e.g., tariff negotiations, federal agency RIFs).

## Jobs

In February, for the second month in a row, there was a decline in the number of jobs across Virginia. At 4.27 million, there were about 1,000 fewer jobs compared to the prior month. In Virginia, the Construction sector had the strongest job growth in February (+4,200 jobs) followed by the Health Care sector (+1,500 jobs). On the other hand, the highest job losses were recorded in Professional & Business Services (-4,200 jobs) and Leisure & Hospitality (-2,400 jobs) sectors. Most of the jobs lost this month were in the Hampton Roads region (-2,200 jobs) and the Harrisonburg metro (-700 jobs). Northern Virginia saw a net increase in jobs (+700 jobs) followed by Winchester metro (+200 jobs).

**Figure 1**  
**Virginia Month-to-Month Change in Jobs**

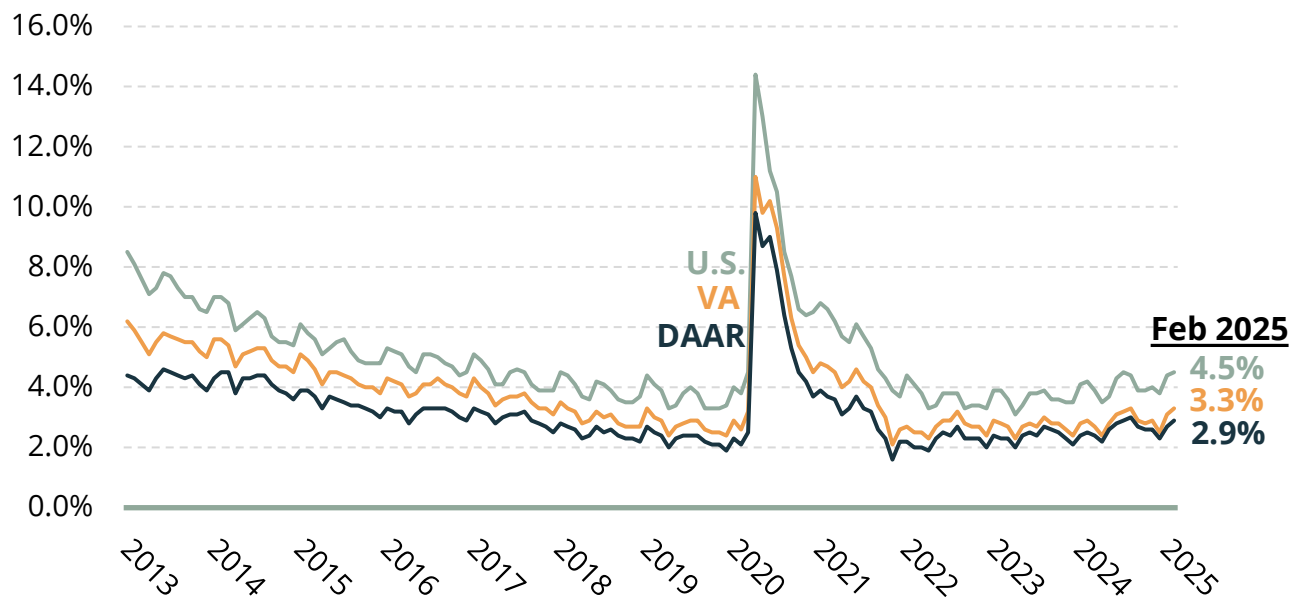


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

## Unemployment

The unemployment rate in Virginia rose to 3.3% in February, compared to 2.9% at this time last year (not seasonally adjusted). The national unemployment rate climbed to 4.5%, up from 4.2% last February. Within the DAAR footprint, the unemployment rate is also rising. The February unemployment rate in the county was 2.9%, a year ago it was 2.5%.

**Figure 2**  
**Unemployment Rate**

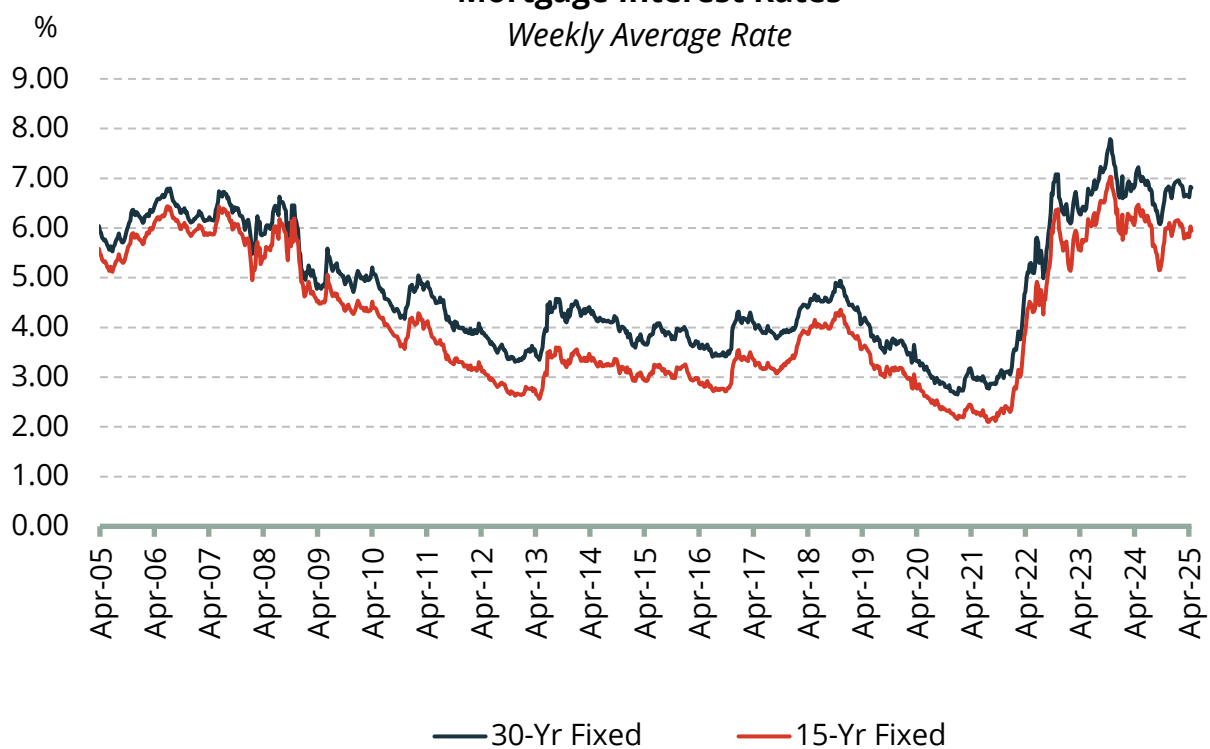


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

## Mortgage Rates

As of April 24, the average rate for a 30-year fixed mortgage was 6.81%. The mortgage rates have stayed below the 7% threshold for thirteen consecutive weeks, but rates have been drifting up since mid-April. A year ago, the average rate was 7.17, which was the highest it reached for the entirety of 2024.

**Figure 3**  
**Mortgage Interest Rates**  
*Weekly Average Rate*



Source: Freddie Mac

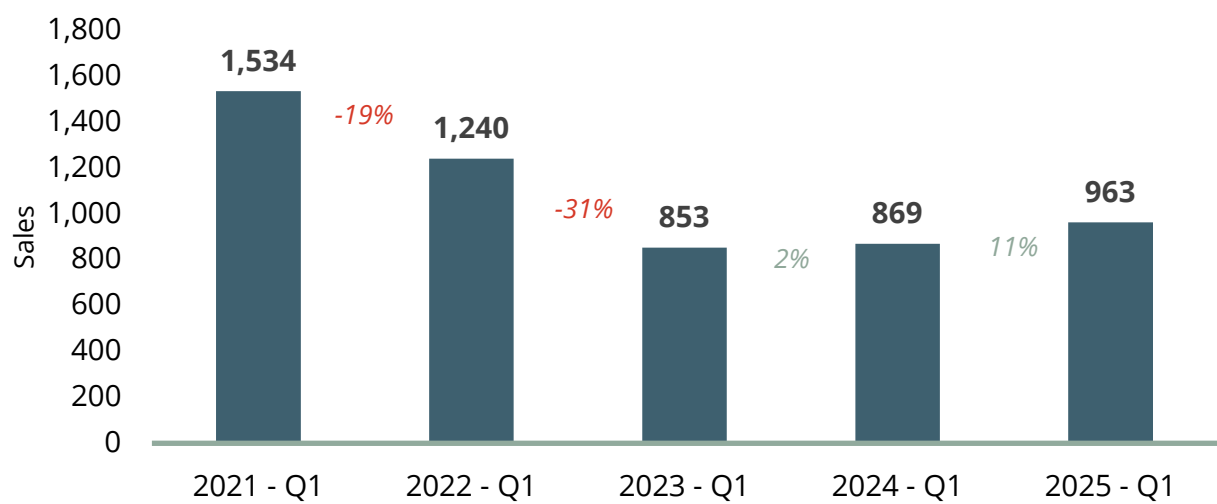
# Housing Market Overview

The Loudoun County market experienced significant growth in the first quarter. Sales outpaced last year at a double-digit rate and prices are still climbing rapidly. Sold dollar volume rose for the fifth consecutive quarter. Active listings went up after decreasing in the final quarter of 2024, leading to a rise in supply, though overall conditions in the housing market remain tight.

## Sales

For the third consecutive quarter, sales jumped in Loudoun County. There were 963 sales in the first quarter of the year, 94 more sales than the year before, an 11% increase in activity. Sales grew each month of the first quarter (January to March) compared to the same time last year. Leesburg zip code 20176 and Ashburn zip code 20147 experienced the biggest surge in sales this quarter. Sale numbers dipped in Aldie zip code 20105. First quarter sales in Virginia fell 4.2% from the previous year.

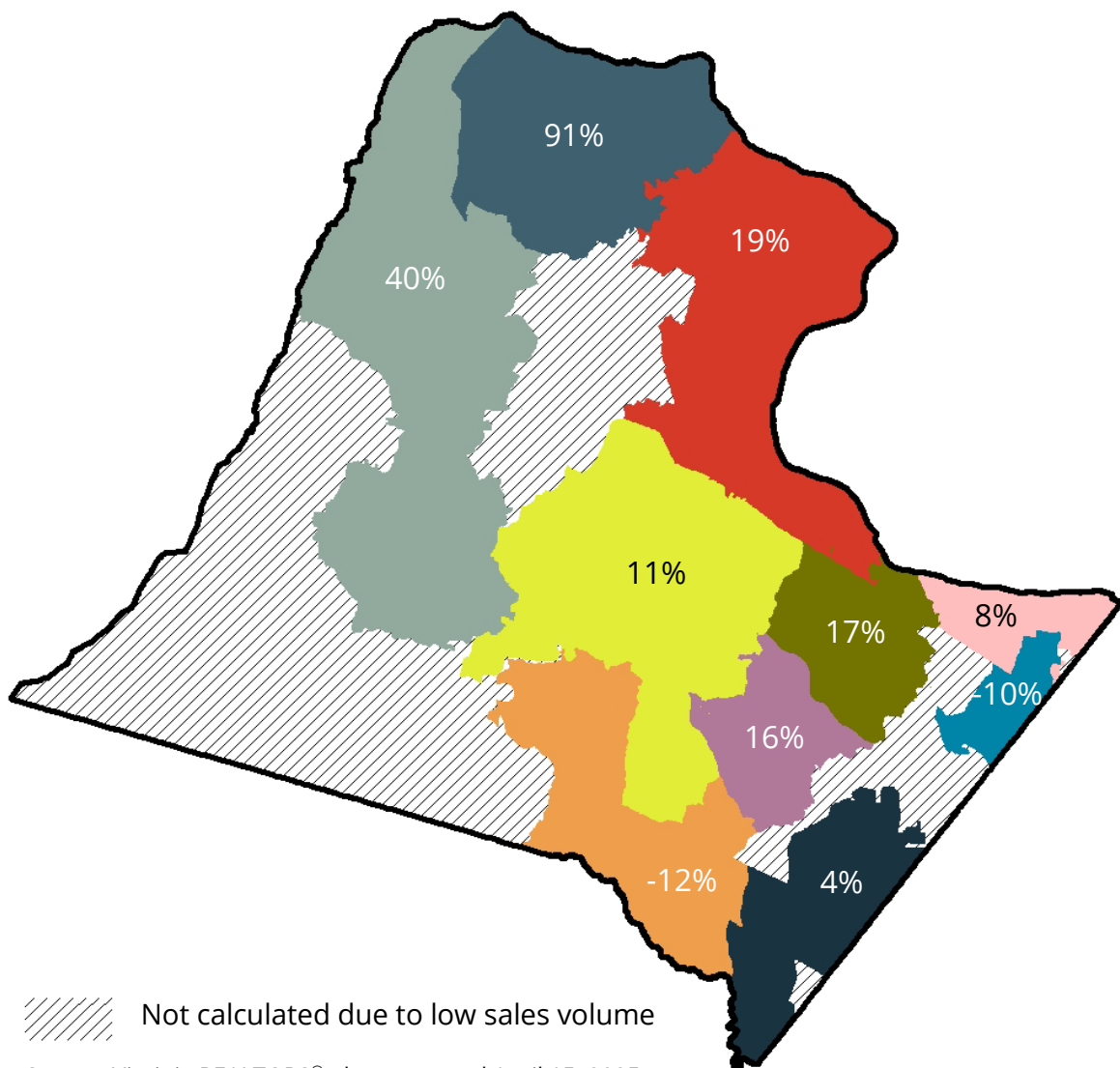
**Figure 4**  
**First Quarter Home Sales, Loudoun County**  
*2021-2025*



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

**Figure 5**  
**Change in Sales by ZIP Code**  
**Loudoun County**  
*First Quarter 2024 to First Quarter 2025*

<i>Jurisdiction</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>% Change</i>	<i>Jurisdiction</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>% Change</i>
20105 Aldie	73	64	-12%	20164 Sterling	93	84	-10%
20132 Purcellville	40	56	40%	20165 Sterling	63	68	8%
20147 Ashburn	130	152	17%	20175 Leesburg	85	94	11%
20148 Ashburn	127	147	16%	20176 Leesburg	117	139	19%
20152 Chantilly	53	55	4%	20180 Lovettsville	11	21	91%



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



Sales Prices

Loudoun County had higher home prices in the first quarter of 2025. Homes sold in the county had a median price of \$760,000 this quarter, up 8% from a year earlier, a \$55,000 price gain. Prices grew by double-digits in Aldie zip code 20105 and Leesburg zip code 20176. Statewide, the median sales price was \$405,000 in the first quarter, 5.2% higher than last year.

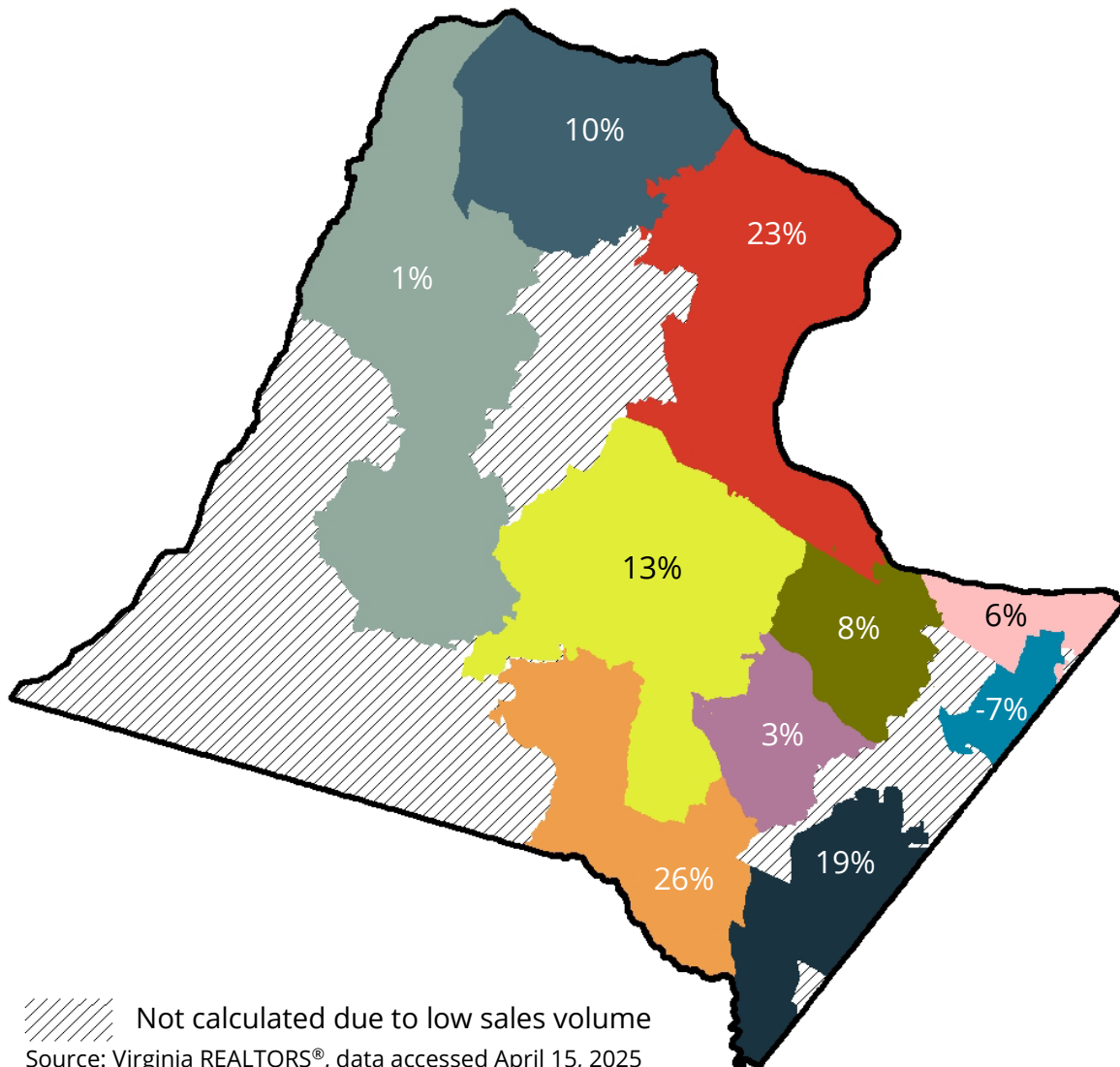
**Figure 6**  
**First Quarter Median Sales Price, Loudoun County**  
*2021-2025*



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

**Figure 7**  
**Change in Median Sales Price by ZIP Code**  
**Loudoun County**  
*First Quarter 2024 to First Quarter 2025*

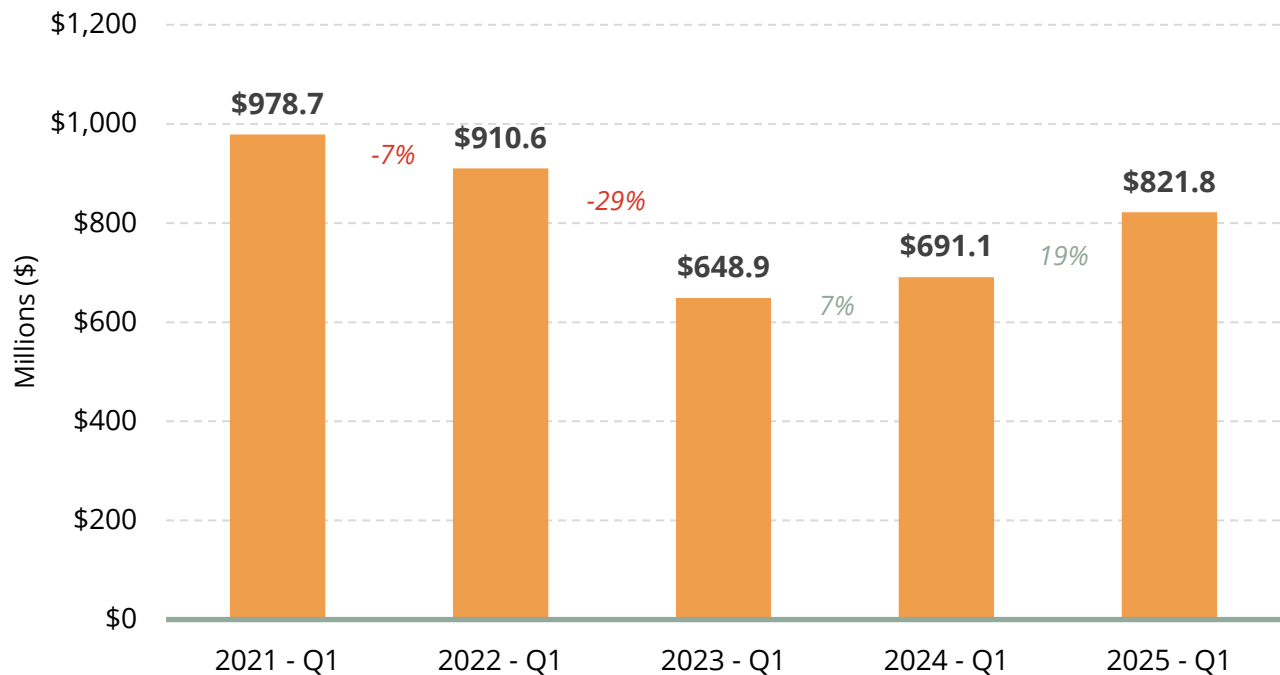
Zip Code	2024 - Q1	2025 - Q1	% Change	Zip Code	2024 - Q1	2025 - Q1	% Change
20105 Aldie	\$958,730	\$1,206,206	26%	20164 Sterling	\$632,500	\$590,000	-7%
20132 Purcellville	\$790,000	\$800,000	1%	20165 Sterling	\$659,000	\$697,332	6%
20147 Ashburn	\$659,555	\$712,450	8%	20175 Leesburg	\$640,000	\$722,500	13%
20148 Ashburn	\$787,500	\$809,810	3%	20176 Leesburg	\$757,500	\$934,000	23%
20152 Chantilly	\$678,000	\$805,000	19%	20180 Lovettsville	\$725,000	\$800,000	10%



## Sold Volume

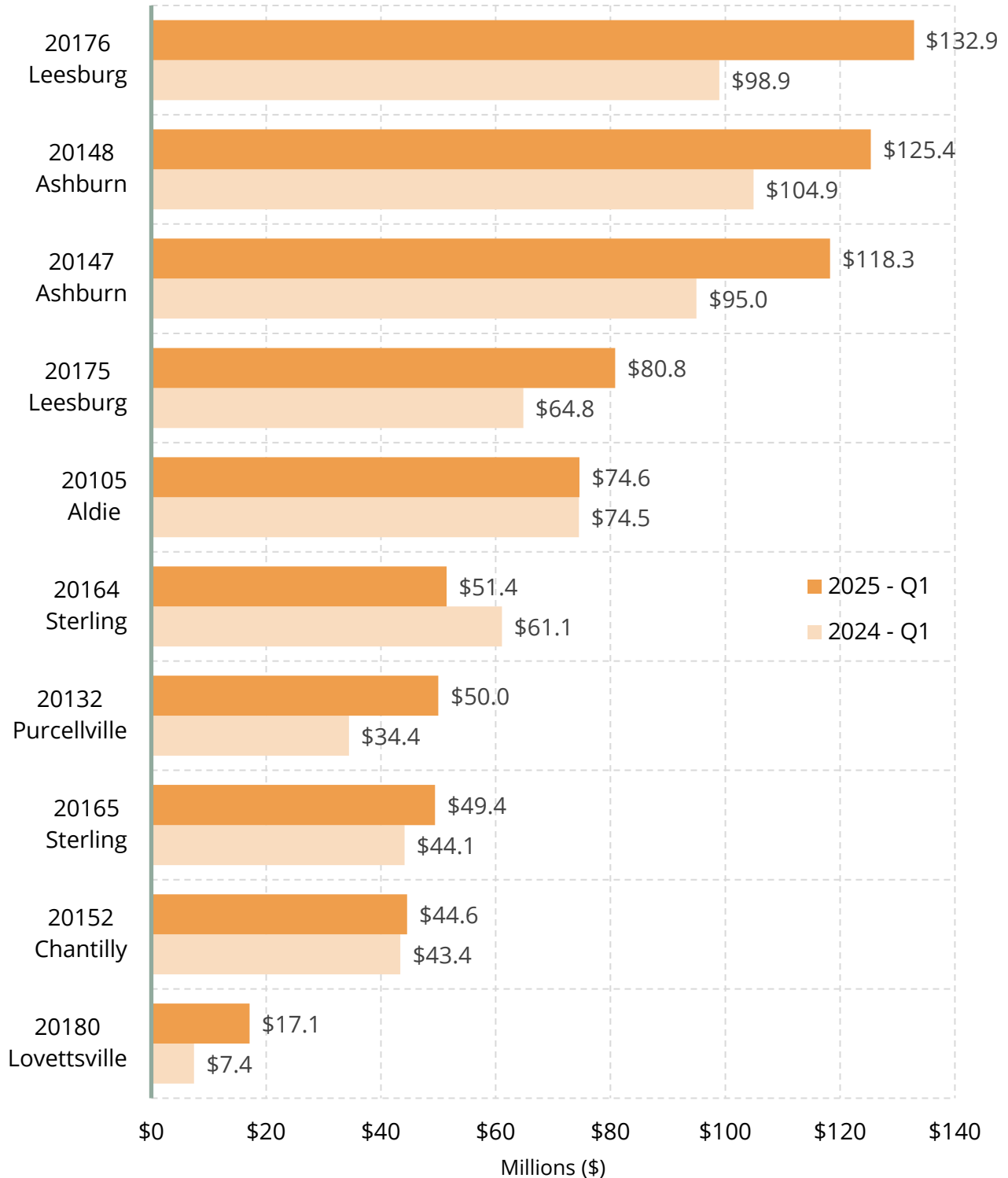
The bump in sales activity coupled with higher home prices led to more sold dollar volume in the county. At \$821.8 million, sold dollar volume rose 19% in the first quarter, \$130.6 million more than the year before. Sold volume increased in Leesburg zip code 20176 (+\$33.9 million) but declined in Sterling zip code 20164 (-\$9.65 million). At the state level, sold dollar volume grew 2.9% from the year before.

**Figure 8**  
**First Quarter Sold Dollar Volume (Millions), Loudoun County**  
*2021-2025*



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

**Figure 9**  
**First Quarter Sold Dollar Volume, Loudoun County ZIP Codes**  
*2024 and 2025*

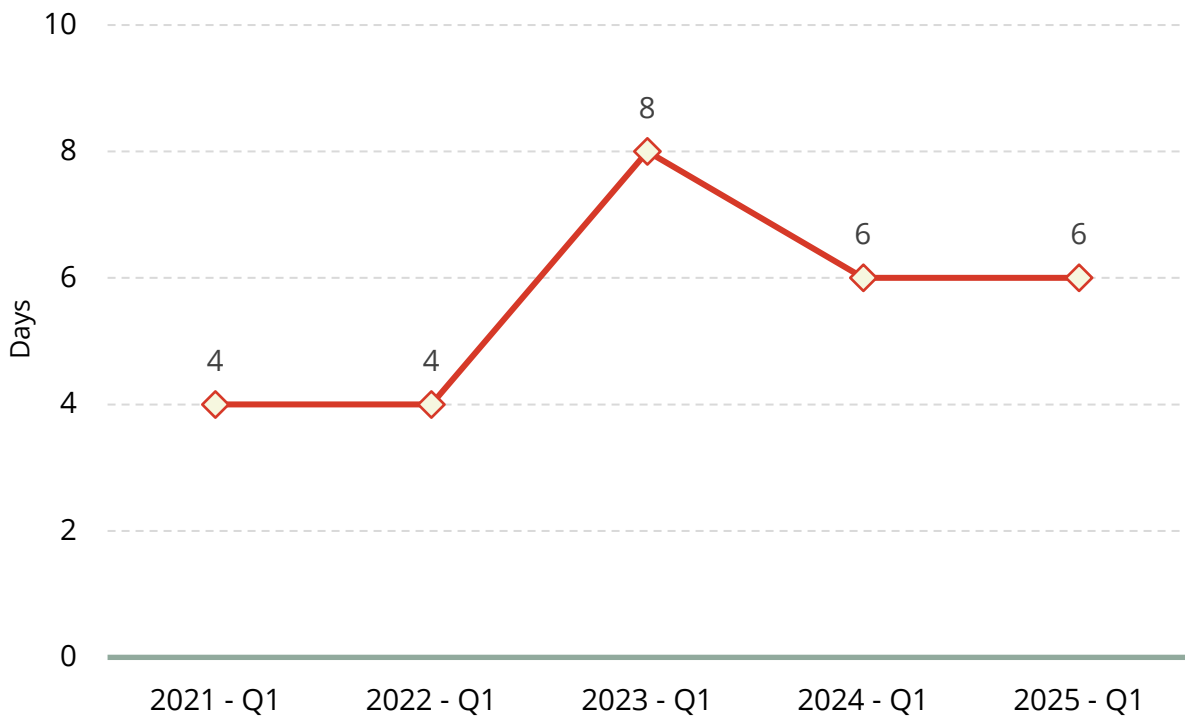


Source: Virginia REALTORS®, data accessed April 15, 2025

## Days on Market

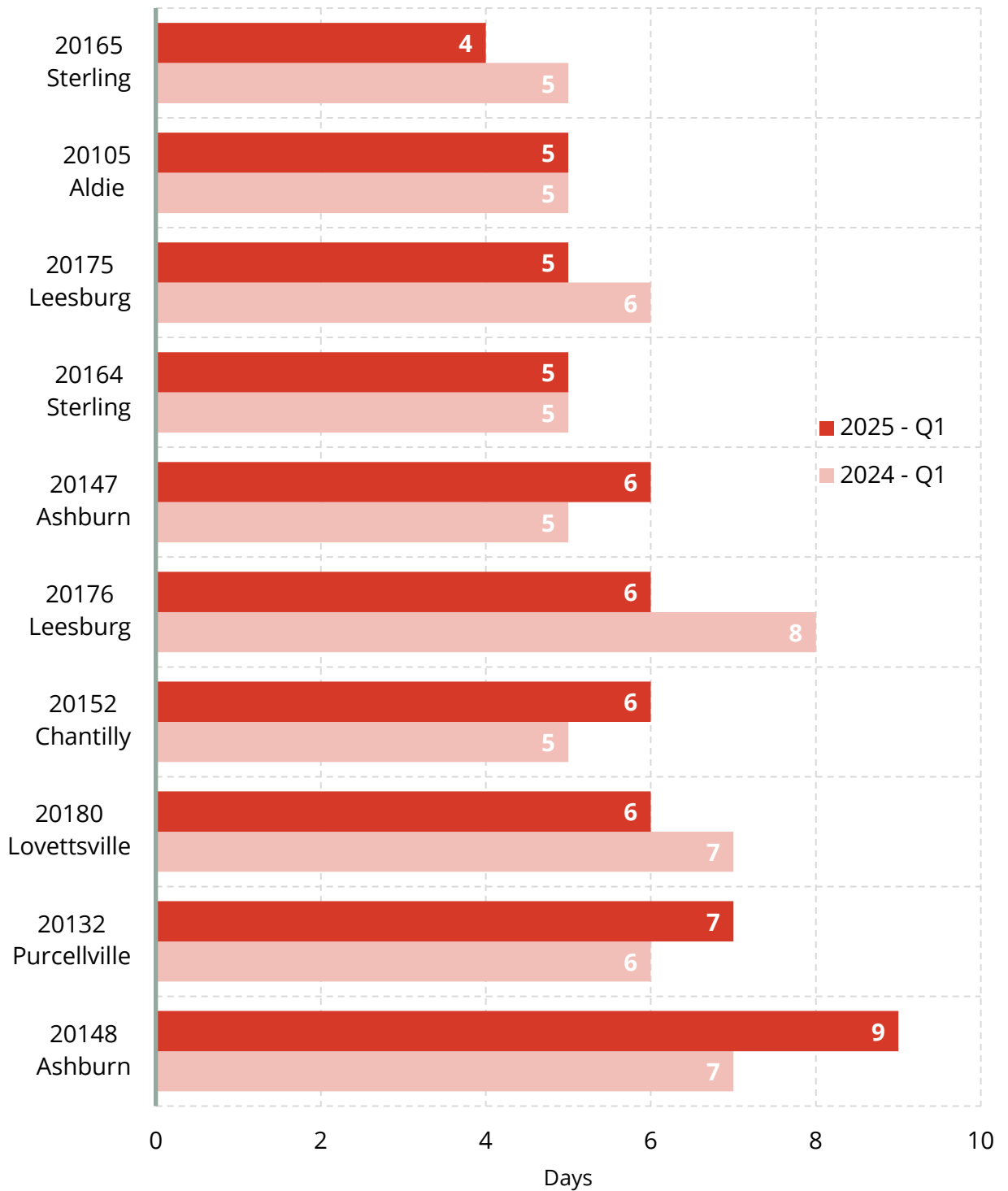
There was no change in the median days on market in the county with homes selling in six days during the first quarter. Homes were on the market less than a week in Sterling zip code 20165 (4 days). Ashburn zip code 20148 had a longer days on market this quarter (9 days). The median days on market was 17 days in Virginia, two days longer in the first quarter of this year compared to a year ago.

**Figure 10**  
**First Quarter Median Days on Market, Loudoun County**  
2021-2025



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

**Figure 11**  
**First Quarter Median Days on Market, Loudoun County ZIP Codes**  
*2024 and 2025*



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

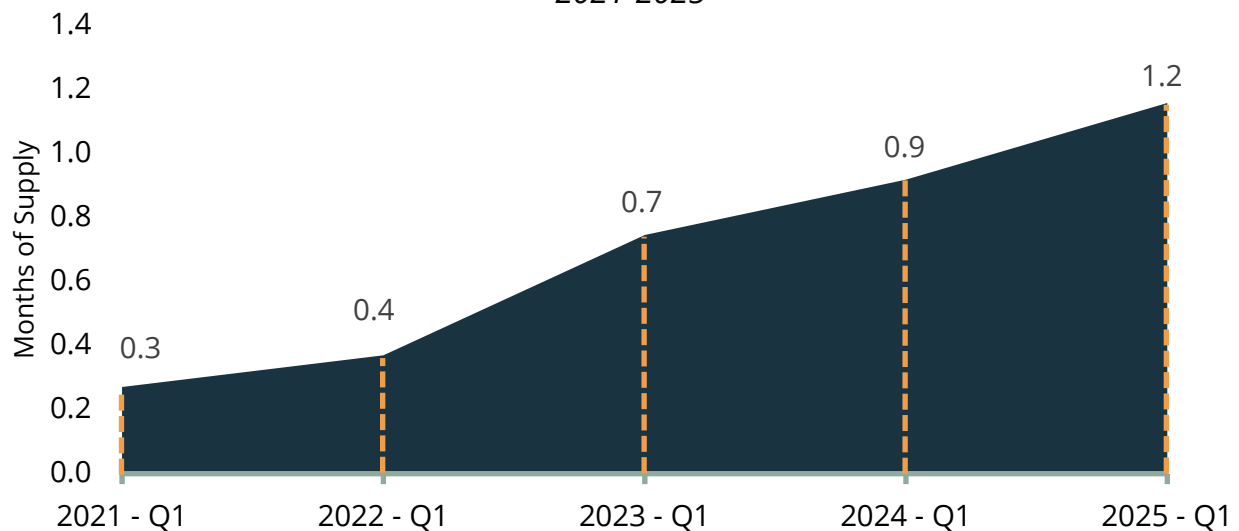
## Inventory

Listings surged in Loudoun County this quarter. The first quarter ended with 497 listings on the market, 138 more listings than a year ago, a 38% gain in listing activity. Ashburn zip code 20148 saw the sharpest rise in listings this quarter but listings decreased in Sterling zip code 20164.

In Virginia, there were 19,392 listings on the market at the end of the first quarter, jumping 29.7% from the previous year, an additional 4,442 listings.

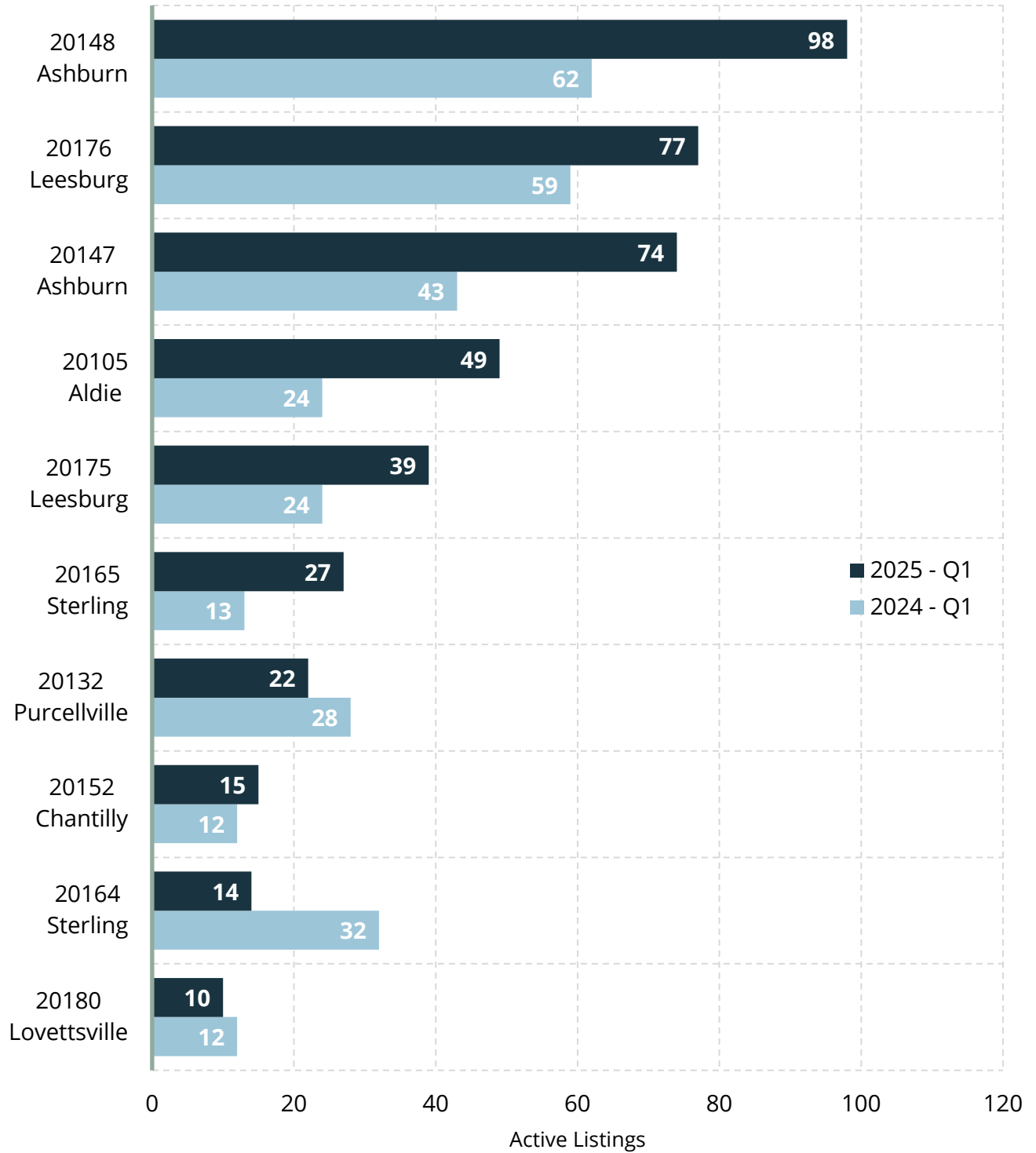
Supply in the county went from 0.9 months last year to 1.2 months in the first quarter of 2025. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. There was 2.2 months of supply throughout the state at the end of the first quarter, up from 1.8 months a year earlier.

**Figure 12**  
**End of First Quarter Months Supply, Loudoun County**  
*2021-2025*



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

**Figure 13**  
**End of First Quarter Active Listings, Loudoun County ZIP Codes**  
*2024 and 2025*



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





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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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.