

# DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



## Key Market Trends: March 2025

**For the seventh consecutive month, sales increased in Loudoun County.** In March, home sales in Loudoun County increased by 10%, reaching a total of 406 sales, which is 37 more than the same time last year. In the Ashburn zip code 20147, there were 13 additional sales compared to the previous year, representing a 25.5% increase in activity. However, sales declined in Leesburg zip code 20175, with six fewer sales, a decrease of 15.0%. Similarly, in Sterling zip code 20164, there were three fewer sales than the previous year, amounting to an 8.1% decline.

**Pending sales continued to rise year-over-year in March.** There was a 22.3% increase in pending sales this month, bringing the total to 532 pending transactions in the area, 97 more than last March. Pending sales grew in Leesburg zip code 20176, with 33 more pending sales than a year ago (+64.7%), followed by Aldie zip code 20105, with 21 additional pending sales (+65.6%). Meanwhile in Sterling zip code 20165, pending sales dipped from a year ago, with three fewer pending transactions, showing a decrease of 7.3%.

**Prices were higher in March of this year compared to last year.** At \$810,000, the median sales price in Loudoun County was \$65,000 more than the previous year, increasing by 8.7%. The markets where home prices jumped up the most were Leesburg zip code 20175, with homes costing \$157,500 more than a year earlier (+21.4%), and Chantilly zip code 20152, with a \$156,451 price hike (+23.2%). Homes sold in Sterling zip code 20164 (-9.1%) and Purcellville zip code 20132 (-2.5%) saw prices decrease this month.

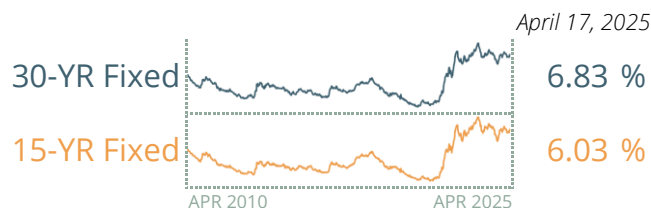
**Listings surged in Loudoun County this month.** Active listings climbed up 38.4% at the end of March, leading to 497 listings throughout Loudoun County, 138 more than the previous year. Ashburn zip code 20148 had 36 additional listings on the market (+58.1%), while listings fell in Sterling zip code 20164, with 18 fewer listings compared to the end of last March (-56.3%).



### DAAR Market Dashboard

YoY Chg	Mar-25	Indicator
▲ 10.0%	406	Sales
▲ 22.3%	532	Pending Sales
▲ 31.0%	726	New Listings
▲ 7.3%	\$800,000	Median List Price
▲ 8.7%	\$810,000	Median Sales Price
▼ -0.1%	\$294	Median Price Per Square Foot
▲ 16.5%	\$360.3	Sold Dollar Volume (in millions)
— 0.0%	101.5%	Average Sold/Ask Price Ratio
▲ 12.5%	19	Average Days on Market
▲ 38.4%	497	Active Listings
▲ 26.0%	1.2	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.

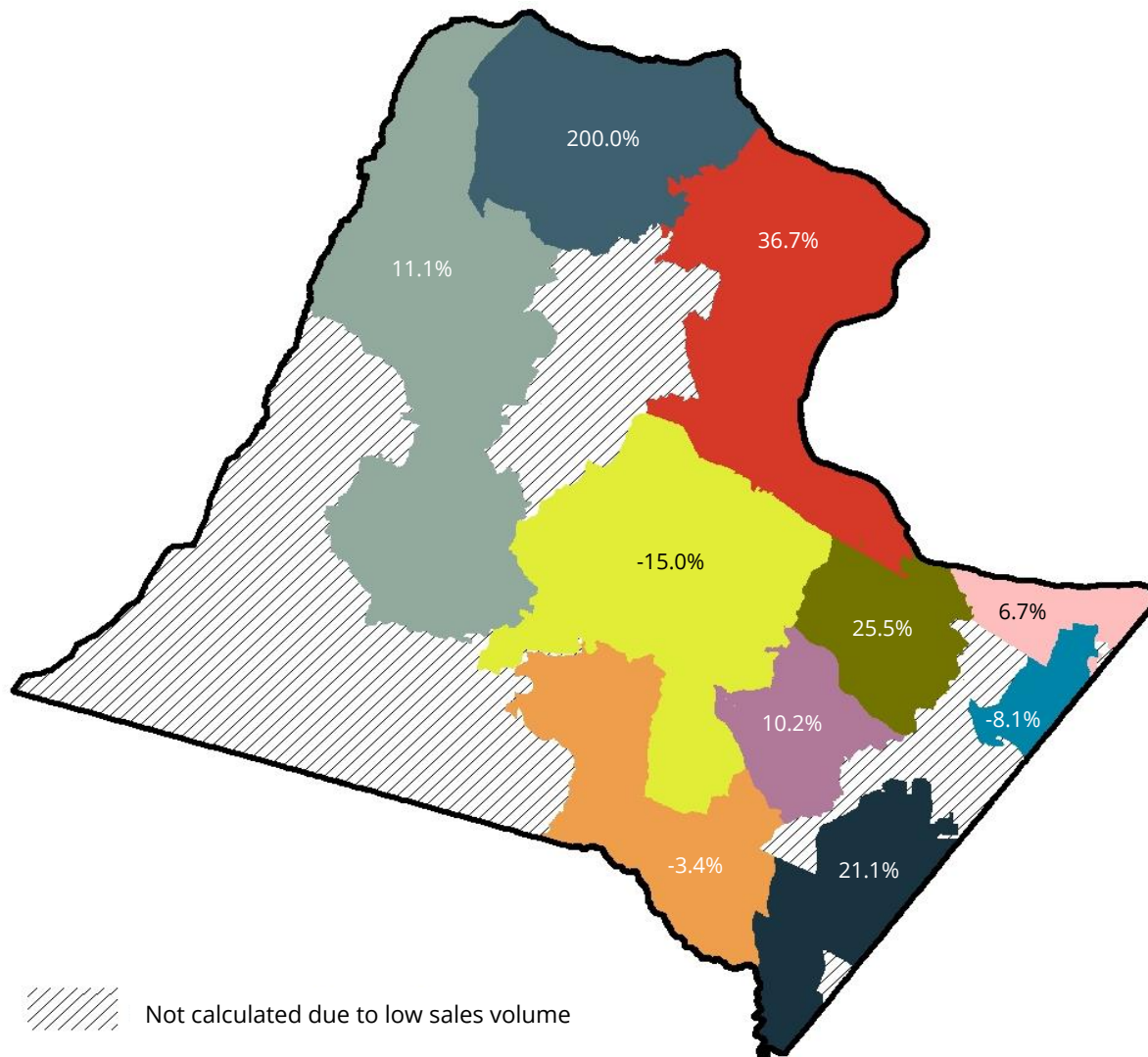
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**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		
	Mar-24	Mar-25	% Chg
20105 Aldie	29	28	-3.4%
20132 Purcellville	18	20	11.1%
20147 Ashburn	51	64	25.5%
20148 Ashburn	59	65	10.2%
20152 Chantilly	19	23	21.1%
20164 Sterling	37	34	-8.1%
20165 Sterling	30	32	6.7%
20175 Leesburg	40	34	-15.0%
20176 Leesburg	49	67	36.7%
20180 Lovettsville	3	9	200.0%

# Total Market Overview



Key Metrics	2-year Trends	Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23						
Sales		369	<b>406</b>	10.0%	869	<b>963</b>	10.8%
Pending Sales		435	<b>532</b>	22.3%	1,076	<b>1,197</b>	11.2%
New Listings		554	<b>726</b>	31.0%	1,392	<b>1,731</b>	24.4%
Median List Price		\$745,900	<b>\$800,000</b>	7.3%	\$699,900	<b>\$754,900</b>	7.9%
Median Sales Price		\$745,000	<b>\$810,000</b>	8.7%	\$706,062	<b>\$760,000</b>	7.6%
Median Price Per Square Foot		\$294	<b>\$294</b>	-0.1%	\$288	<b>\$297</b>	2.9%
Sold Dollar Volume (in millions)		\$309.4	<b>\$360.3</b>	16.5%	\$691.1	<b>\$821.8</b>	18.9%
Average Sold/Ask Price Ratio		101.5%	<b>101.5%</b>	0.0%	101.6%	<b>101.2%</b>	-0.4%
Average Days on Market		16	<b>19</b>	12.5%	21	<b>21</b>	3.6%
Active Listings		359	<b>497</b>	38.4%	n/a	<b>n/a</b>	n/a
Months of Supply		0.9	<b>1.2</b>	26.0%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends	Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23						
Sales		183	<b>202</b>	10.4%	386	<b>446</b>	15.5%
Pending Sales		210	<b>262</b>	24.8%	488	<b>567</b>	16.2%
New Listings		262	<b>370</b>	41.2%	644	<b>842</b>	30.7%
Median List Price		\$949,900	<b>\$1,025,000</b>	7.9%	\$935,000	<b>\$999,990</b>	7.0%
Median Sales Price		\$975,000	<b>\$1,061,000</b>	8.8%	\$960,000	<b>\$1,020,000</b>	6.3%
Median Price Per Square Foot		\$283	<b>\$280</b>	-1.0%	\$267	<b>\$283</b>	6.2%
Sold Dollar Volume (in millions)		\$196.0	<b>\$228.1</b>	16.4%	\$401.6	<b>\$498.4</b>	24.1%
Average Sold/Ask Price Ratio		102.1%	<b>102.0%</b>	-0.1%	102.6%	<b>101.8%</b>	-0.8%
Average Days on Market		13	<b>18</b>	36.7%	20	<b>22</b>	11.0%
Active Listings		180	<b>259</b>	43.9%	n/a	<b>n/a</b>	n/a
Months of Supply		1.0	<b>1.3</b>	30.7%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



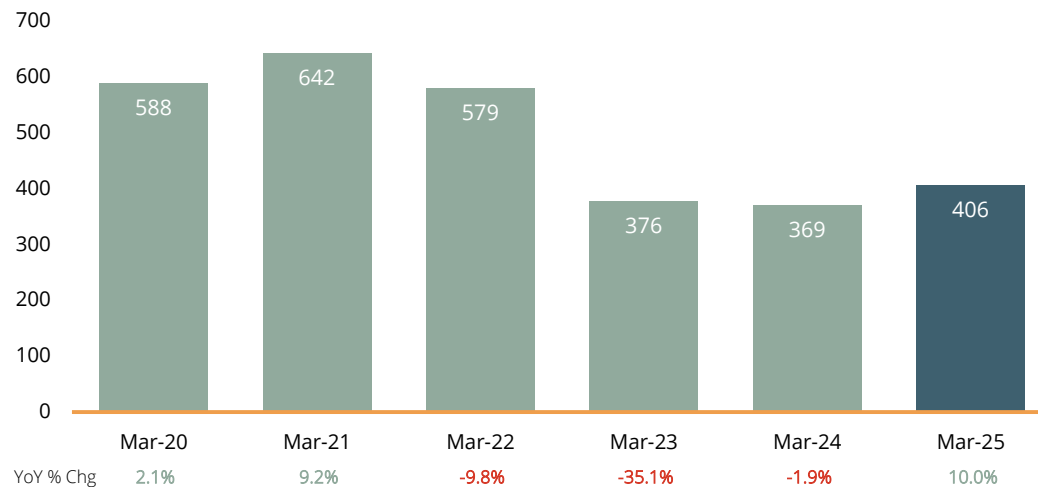
Key Metrics	2-year Trends	Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23						
Sales		186	<b>204</b>	9.7%	483	<b>517</b>	7.0%
Pending Sales		225	<b>270</b>	20.0%	588	<b>630</b>	7.1%
New Listings		292	<b>356</b>	21.9%	748	<b>889</b>	18.9%
Median List Price		\$590,753	<b>\$640,000</b>	8.3%	\$590,773	<b>\$614,693</b>	4.0%
Median Sales Price		\$597,790	<b>\$642,500</b>	7.5%	\$600,000	<b>\$617,000</b>	2.8%
Median Price Per Square Foot		\$303	<b>\$303</b>	0.0%	\$297	<b>\$303</b>	2.1%
Sold Dollar Volume (in millions)		\$113.4	<b>\$132.2</b>	16.6%	\$289.4	<b>\$323.4</b>	11.7%
Average Sold/Ask Price Ratio		101.0%	<b>101.0%</b>	0.0%	100.8%	<b>100.6%</b>	-0.2%
Average Days on Market		20	<b>19</b>	-3.7%	21	<b>21</b>	-2.1%
Active Listings		179	<b>238</b>	33.0%	n/a	<b>n/a</b>	n/a
Months of Supply		0.8	<b>1.0</b>	21.3%	n/a	<b>n/a</b>	n/a

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

# Sales



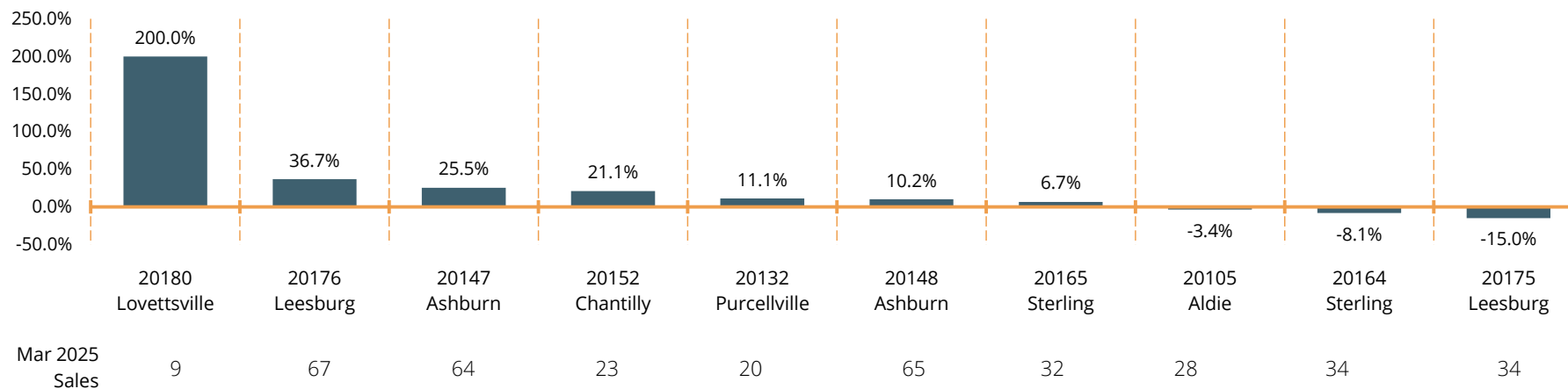
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Mar-25	202	10.4%	204	9.7%
12-month Avg	193	10.9%	227	10.8%

## Zip Code

% Change in Sales  
Mar-24 to Mar-25

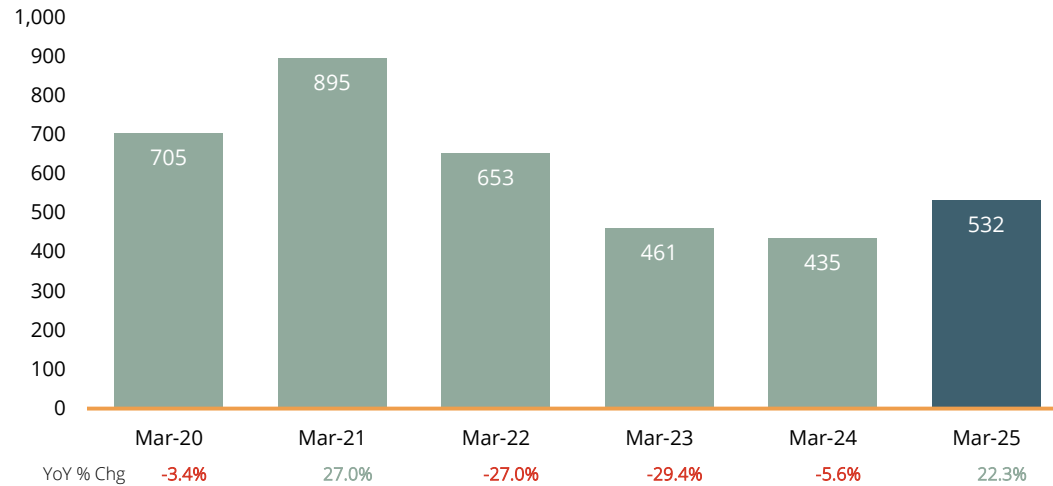




# Pending Sales



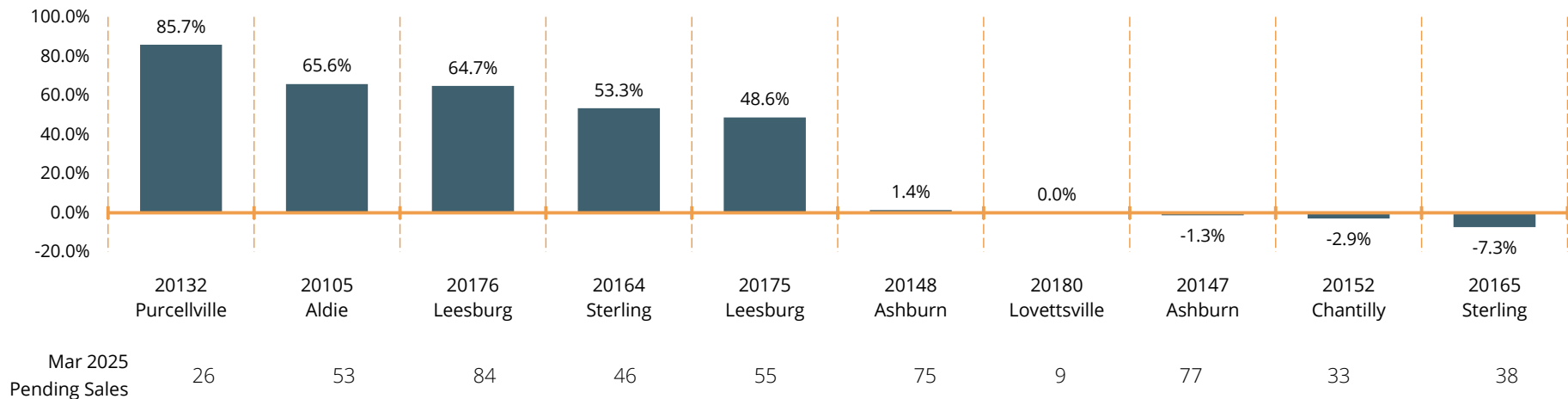
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Mar-25	262	24.8%	270	20.0%
12-month Avg	195	13.6%	229	9.5%

## Zip Code

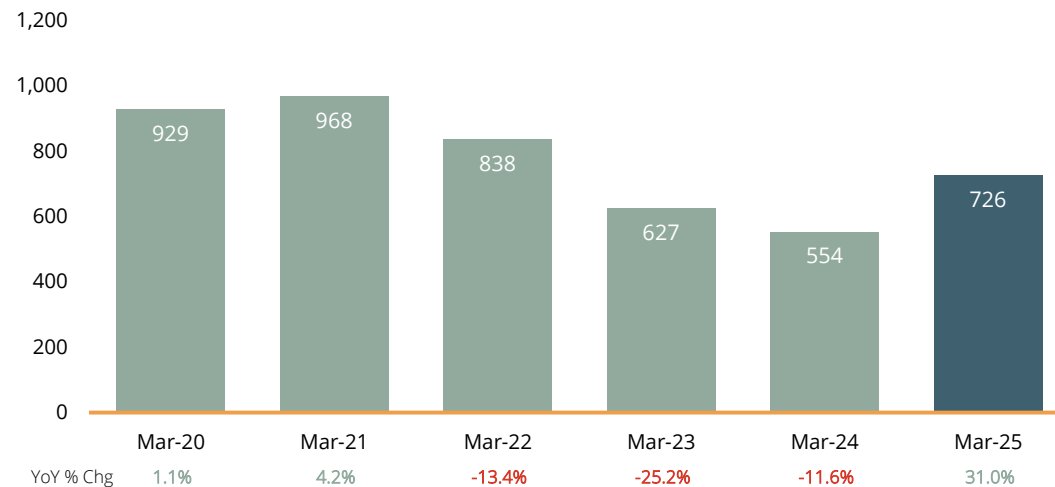
% Change in Pending Sales  
Mar-24 to Mar-25



# New Listings



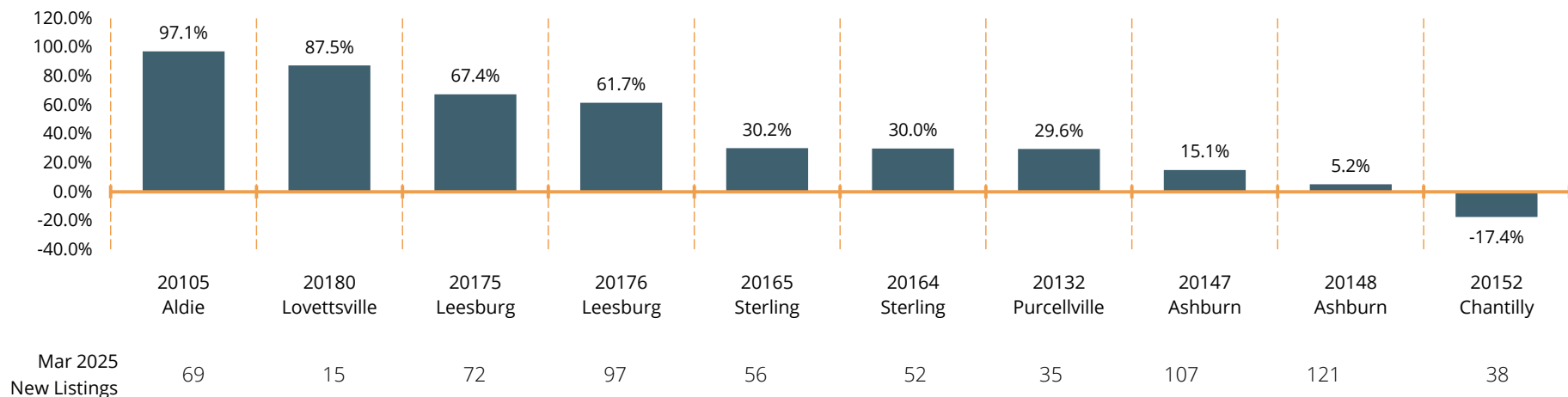
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Mar-25	370	41.2%	356	21.9%
12-month Avg	272	17.6%	302	14.8%

## Zip Code

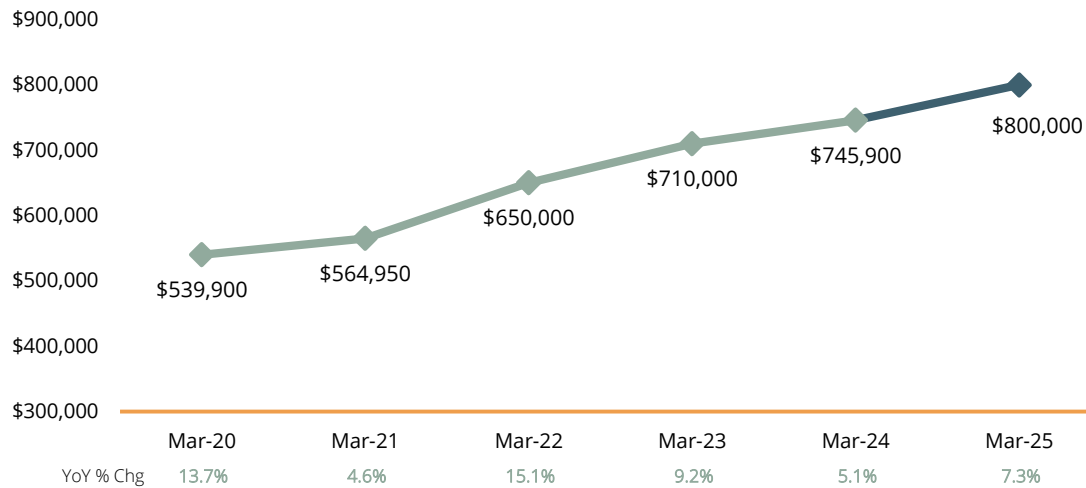
% Change in New Listings  
Mar-24 to Mar-25



# Median List Price



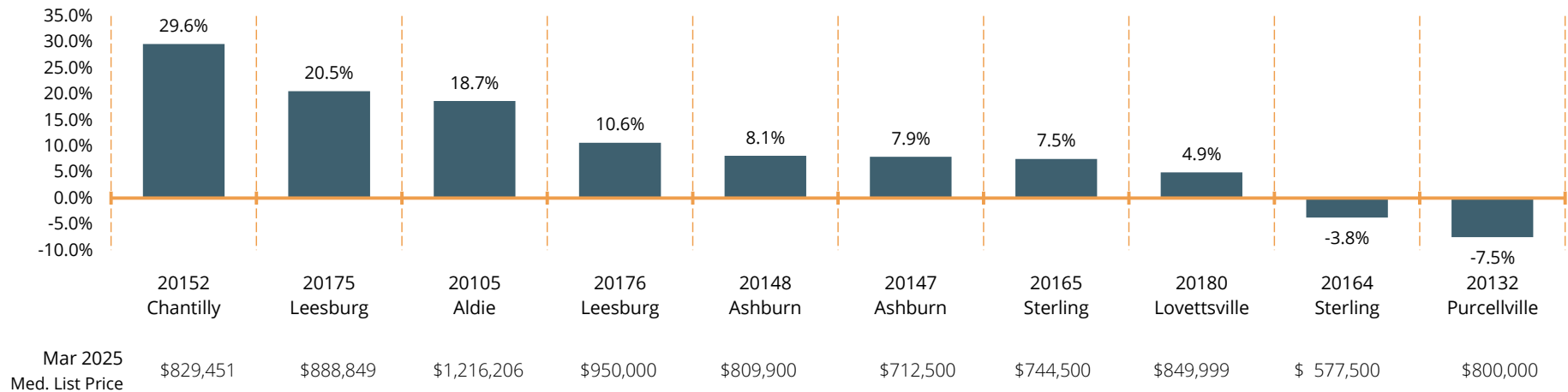
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-25	\$1,025,000	7.9%	\$640,000	8.3%
12-month Avg	\$994,207	7.7%	\$612,290	6.7%

## Zip Code

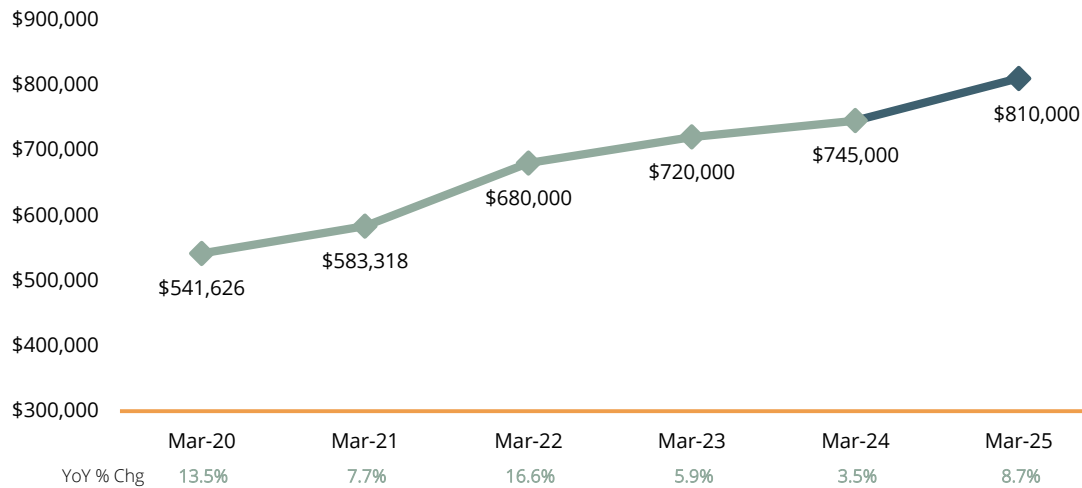
% Change in Median List Price  
Mar-24 to Mar-25



# Median Sales Price



## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Apr-24	<b>\$1,014,000</b>	11.8%	<b>\$632,774</b>	14.0%
May-24	<b>\$990,000</b>	6.5%	<b>\$619,399</b>	6.8%
Jun-24	<b>\$959,000</b>	3.7%	<b>\$615,193</b>	8.4%
Jul-24	<b>\$1,050,000</b>	13.5%	<b>\$603,820</b>	3.2%
Aug-24	<b>\$1,034,006</b>	9.0%	<b>\$600,000</b>	2.2%
Sep-24	<b>\$1,022,500</b>	10.2%	<b>\$615,000</b>	7.9%
Oct-24	<b>\$1,025,000</b>	9.2%	<b>\$615,237</b>	9.9%
Nov-24	<b>\$977,250</b>	4.8%	<b>\$630,000</b>	3.5%
Dec-24	<b>\$1,085,792</b>	14.4%	<b>\$622,250</b>	4.1%
Jan-25	<b>\$965,000</b>	7.4%	<b>\$590,000</b>	6.1%
Feb-25	<b>\$1,020,000</b>	9.9%	<b>\$590,000</b>	-2.5%
Mar-25	<b>\$1,061,000</b>	8.8%	<b>\$642,500</b>	7.5%
12-month Avg	\$1,016,962	9.1%	\$614,681	5.8%

## Zip Code

### % Change in Median Sales Price Mar-24 to Mar-25

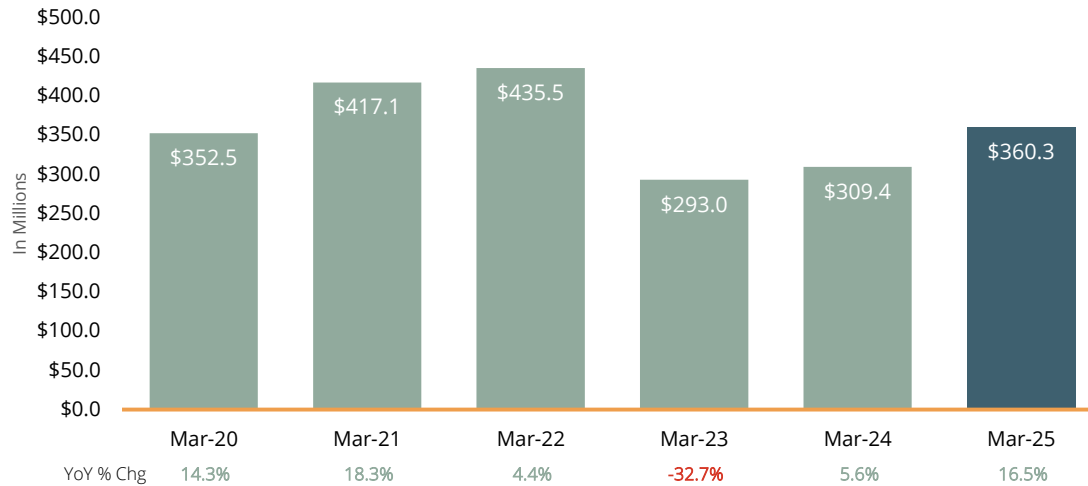


Mar 2025 Med. Sales Price	\$829,451	\$892,500	\$774,127	\$957,500	\$1,216,206	\$809,810	\$855,000	\$747,500	\$ 873,000	\$586,250
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# Sold Dollar Volume (in millions)



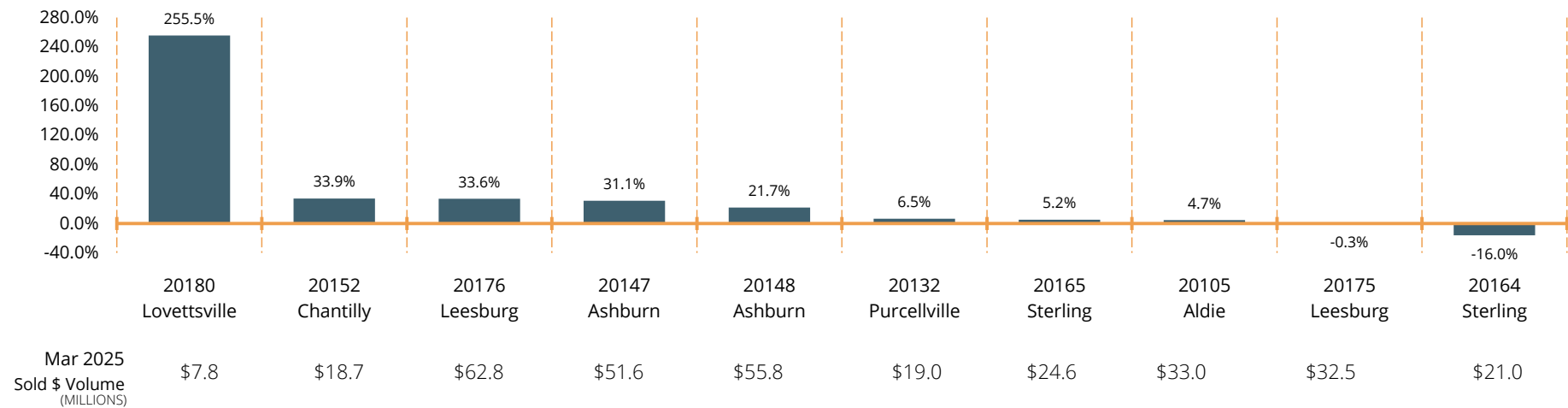
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-25	\$228.1	16.4%	\$132.2	16.6%
12-month Avg	\$214.7	21.5%	\$141.0	17.4%

## Zip Code

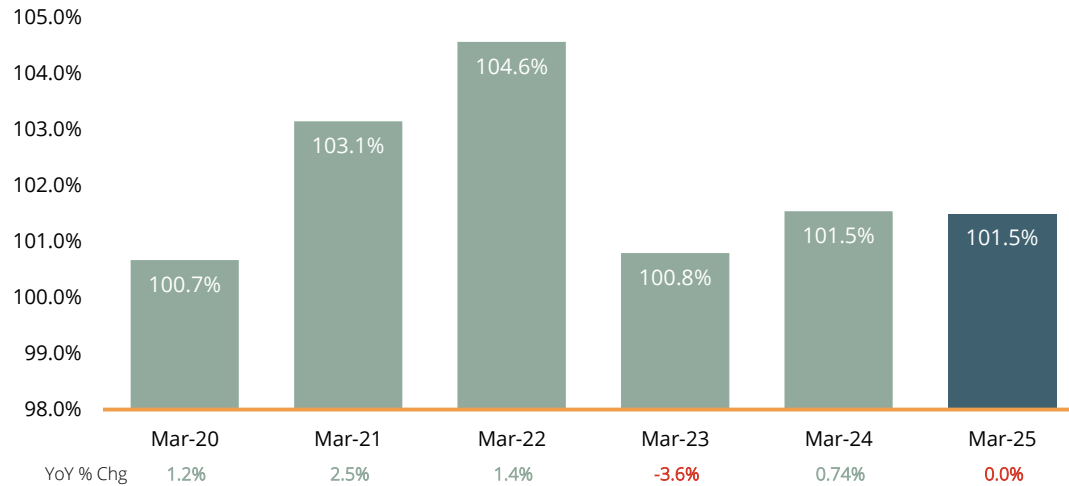
% Change in Sold Dollar Volume  
Mar-24 to Mar-25



# Average Sold to Ask Price Ratio



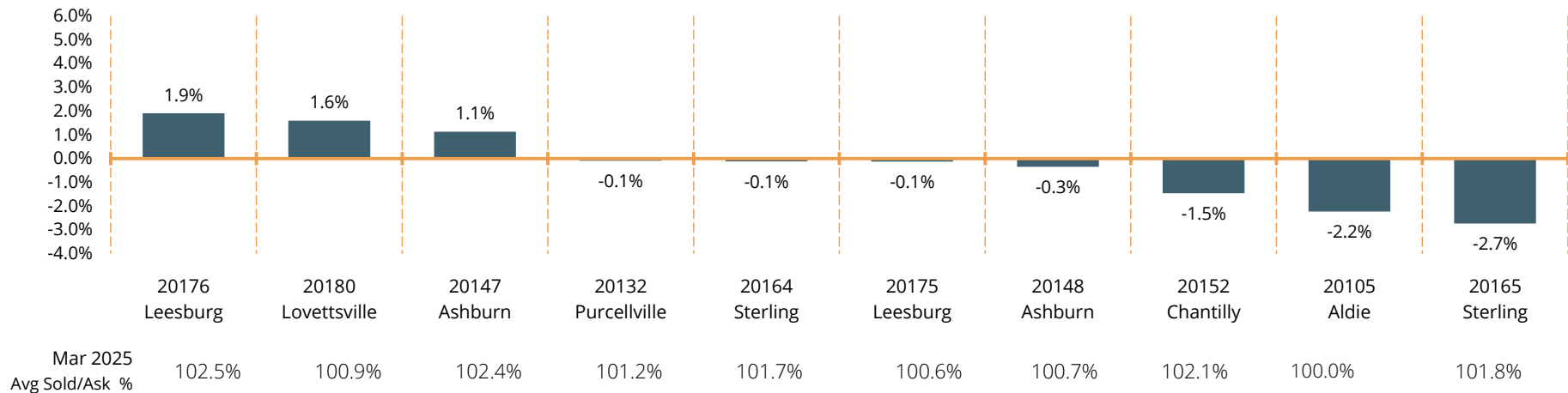
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-25	102.0%	-0.1%	101.0%	0.0%
12-month Avg	101.7%	0.4%	100.7%	-0.4%

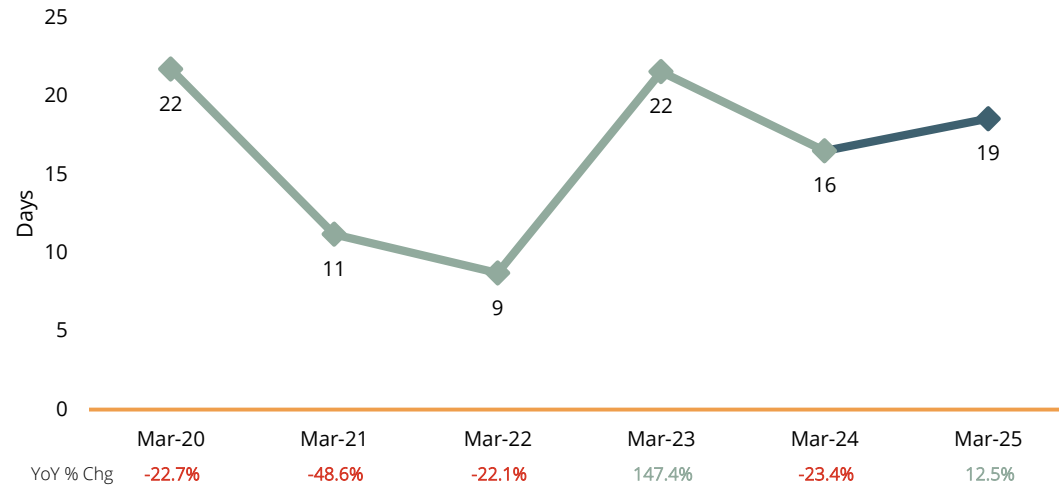
## Zip Code

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



# Average Days on Market

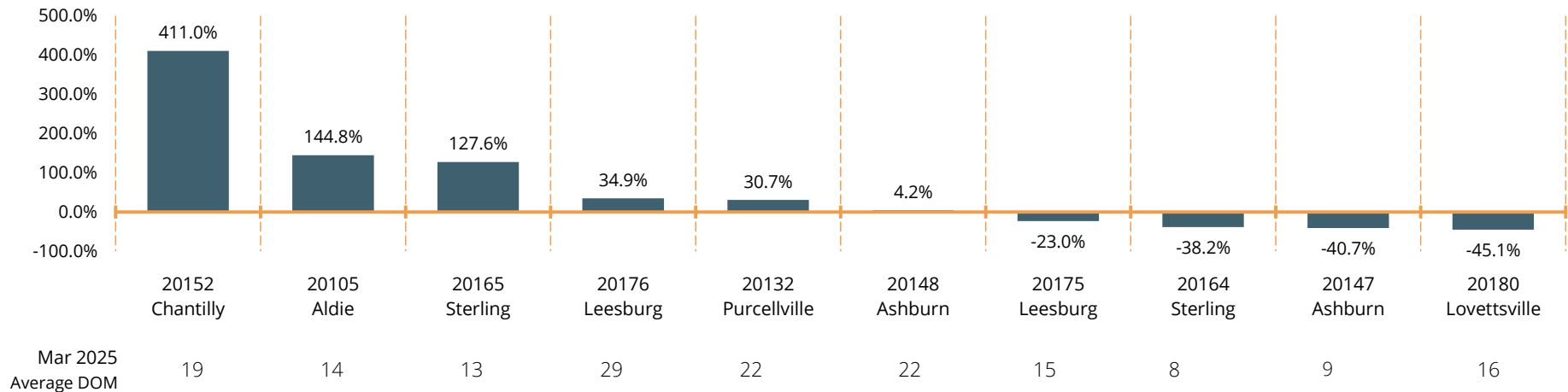
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-25	18	36.7%	19	-3.7%
12-month Avg	19	-0.1%	19	13.7%

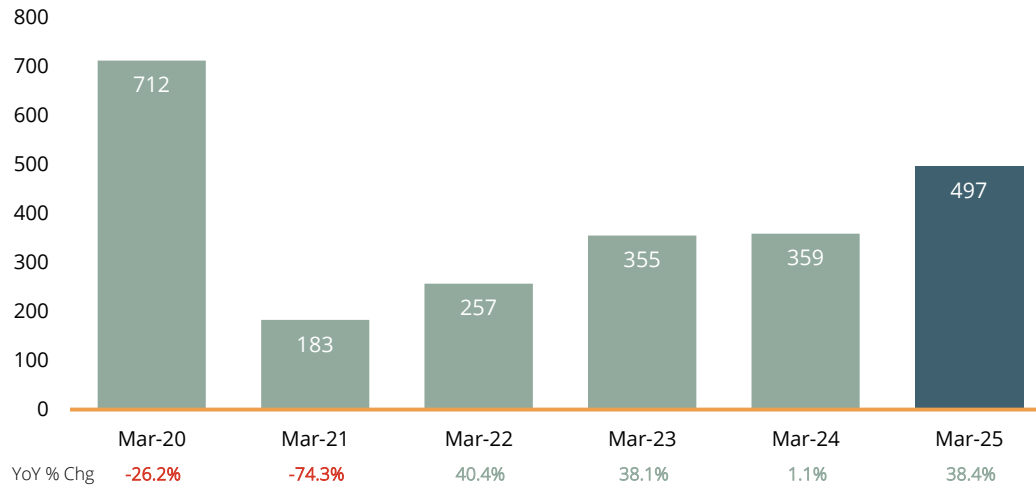
## Zip Code

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



# Active Listings

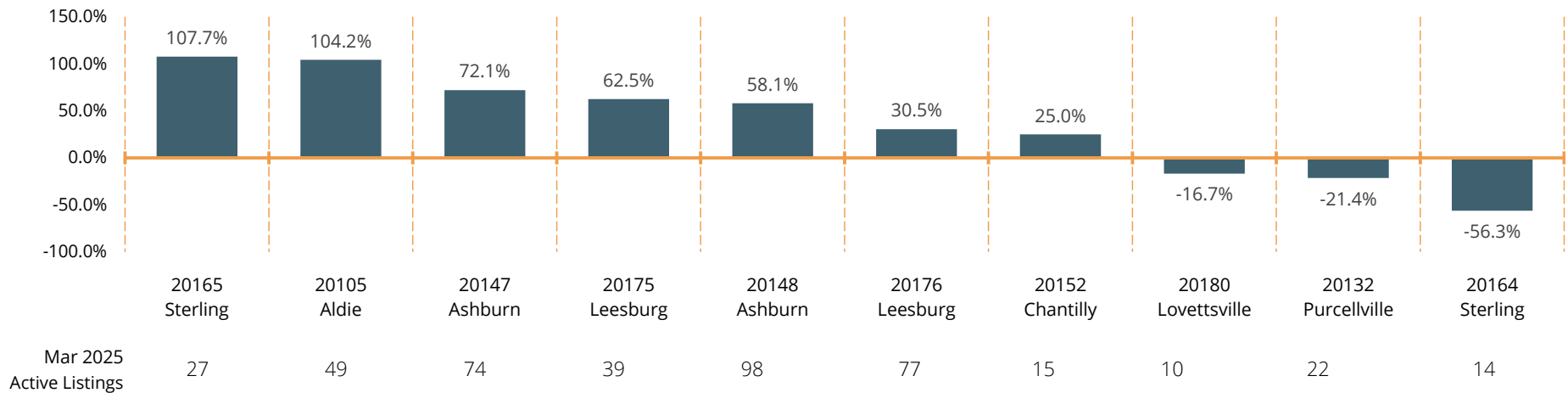
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-25	259	43.9%	238	33.0%
12-month Avg	222	2.0%	223	25.9%

## Zip Code

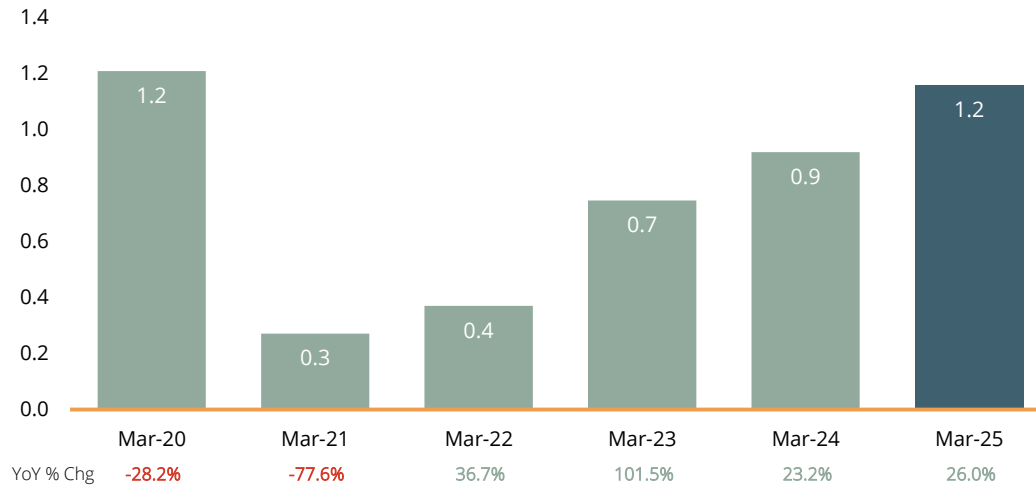
% Change in Active Listings  
Mar-24 to Mar-25





# Months Supply

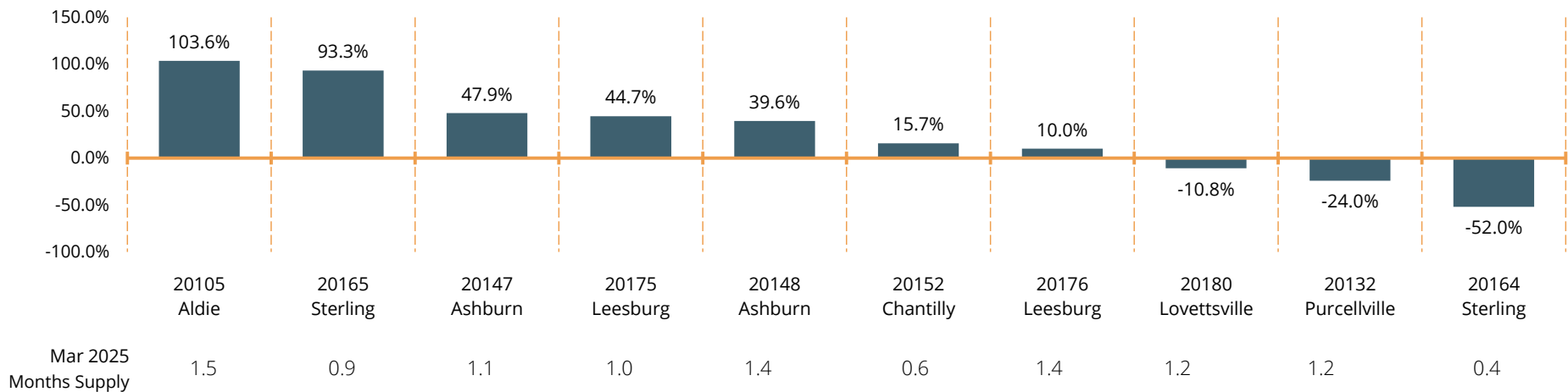
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Mar-25	1.3	30.7%	1.0	21.3%
12-month Avg	1.2	4.9%	1.0	23.4%

## Zip Code

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



# Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Loudoun County	554	<b>726</b>	31.0%	369	<b>406</b>	10.0%	\$745,000	<b>\$810,000</b>	8.7%	359	<b>497</b>	38.4%	0.9	<b>1.2</b>	26.0%
20105	35	<b>69</b>	97.1%	29	<b>28</b>	-3.4%	\$1,115,000	<b>\$1,216,206</b>	9.1%	24	<b>49</b>	104.2%	0.7	<b>1.5</b>	103.6%
20132	27	<b>35</b>	29.6%	18	<b>20</b>	11.1%	\$895,000	<b>\$873,000</b>	-2.5%	28	<b>22</b>	-21.4%	1.6	<b>1.2</b>	-24.0%
20147	93	<b>107</b>	15.1%	51	<b>64</b>	25.5%	\$705,000	<b>\$774,127</b>	9.8%	43	<b>74</b>	72.1%	0.7	<b>1.1</b>	47.9%
20148	115	<b>121</b>	5.2%	59	<b>65</b>	10.2%	\$748,490	<b>\$809,810</b>	8.2%	62	<b>98</b>	58.1%	1.0	<b>1.4</b>	39.6%
20152	46	<b>38</b>	-17.4%	19	<b>23</b>	21.1%	\$673,000	<b>\$829,451</b>	23.2%	12	<b>15</b>	25.0%	0.5	<b>0.6</b>	15.7%
20164	40	<b>52</b>	30.0%	37	<b>34</b>	-8.1%	\$645,000	<b>\$586,250</b>	-9.1%	32	<b>14</b>	-56.3%	0.8	<b>0.4</b>	-52.0%
20165	43	<b>56</b>	30.2%	30	<b>32</b>	6.7%	\$717,500	<b>\$747,500</b>	4.2%	13	<b>27</b>	107.7%	0.4	<b>0.9</b>	93.3%
20175	43	<b>72</b>	67.4%	40	<b>34</b>	-15.0%	\$735,000	<b>\$892,500</b>	21.4%	24	<b>39</b>	62.5%	0.7	<b>1.0</b>	44.7%
20176	60	<b>97</b>	61.7%	49	<b>67</b>	36.7%	\$875,000	<b>\$957,500</b>	9.4%	59	<b>77</b>	30.5%	1.2	<b>1.4</b>	10.0%
20180	8	<b>15</b>	87.5%	3	<b>9</b>	200.0%	\$810,000	<b>\$855,000</b>	5.6%	12	<b>10</b>	-16.7%	1.4	<b>1.2</b>	-10.8%



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.