

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: May 2025

- > **In Loudoun County, sales increased for the ninth straight month.** In May, home sales activity in the Loudoun region increased by 5.3%, resulting in a total of 520 sales in the county, which is 26 more than the previous year. Leesburg zip code 20176 had 25 more sales than last year (+50.0%), while Ashburn zip code 20147 saw 16 additional home sales (+21.6%). The two markets that recorded the largest decreases in sales were Chantilly zip code 20152 (-21.6%) and Sterling zip code 20165 (-14.5%), with both having eight fewer sales compared to a year ago.
- > **After growing in the last three months, pending sales fell in the month of May.** Loudoun County had 509 pending sales in May, three fewer than a year ago, reflecting a 0.6% decrease in activity. Ashburn, zip code 20147, experienced the largest drop in pending sales with 15 fewer than last year (-15.0%) followed by Leesburg, zip code 20175, down six pending sales (-12.5%). Pending sales increased in the Aldie zip code 20105 (+51.6%) and in Sterling zip code 20165 (+13.8%).
- > **Prices were higher in Loudoun County this month compared to last May.** The Loudoun market's median sales price reached \$777,500, reflecting a 3.9% increase or \$29,250 from the prior year. Leesburg zip code 20176 experienced notable price growth at 22.7%, while Purcellville, zip code 20132, saw a rise of 15.2%. In contrast, Lovettsville zip code 20180 reported the steepest decline in sales price this month, with the median home price decreasing by \$325,000 compared to last year (-28.4%).
- > **New listings rose as the number of active listings continued to climb.** May ended with 808 total listings on the market, 326 more listings than the year before, a 67.6% surge in activity. The market with the largest listing gain was Ashburn zip code 20148 with 87 additional listings (+131.8%). Both Aldie zip code 20105 (+80.6%) and Leesburg zip code 20176 (+42.6%) had 29 more listings compared to the same time last May. At 34, listings remained unchanged in Sterling zip code 20165.



DAAR Market Dashboard

YoY Chg	May-25	Indicator
▲ 5.3%	520	Sales
▼ -0.6%	509	Pending Sales
▲ 19.9%	872	New Listings
▲ 4.7%	\$770,425	Median List Price
▲ 3.9%	\$777,500	Median Sales Price
▲ 3.3%	\$295	Median Price Per Square Foot
▲ 8.8%	\$455.9	Sold Dollar Volume (in millions)
▼ -1.3%	101.1%	Average Sold/Ask Price Ratio
▲ 34.6%	15	Average Days on Market
▲ 67.6%	808	Active Listings
▲ 50.6%	1.9	Months of Supply



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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.

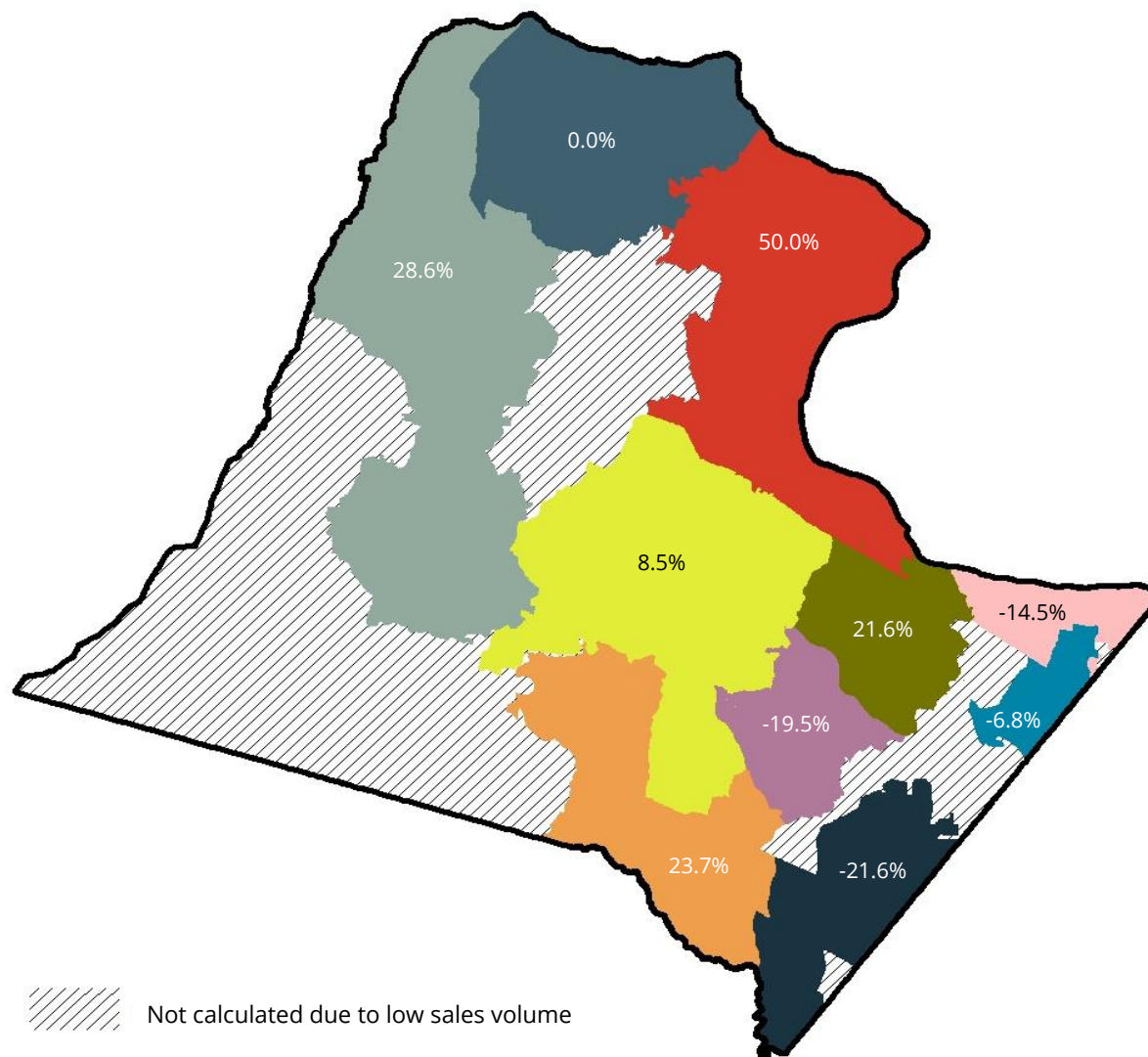
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		
	May-24	May-25	% Chg
20105 Aldie	38	47	23.7%
20132 Purcellville	21	27	28.6%
20147 Ashburn	74	90	21.6%
20148 Ashburn	82	66	-19.5%
20152 Chantilly	37	29	-21.6%
20164 Sterling	44	41	-6.8%
20165 Sterling	55	47	-14.5%
20175 Leesburg	47	51	8.5%
20176 Leesburg	50	75	50.0%
20180 Lovettsville	9	9	0.0%

Total Market Overview



Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				494	520	5.3%	1,817	1,970	8.4%
Pending Sales				512	509	-0.6%	2,101	2,221	5.7%
New Listings				727	872	19.9%	2,794	3,420	22.4%
Median List Price				\$735,543	\$770,425	4.7%	\$725,000	\$774,900	6.9%
Median Sales Price				\$748,250	\$777,500	3.9%	\$740,000	\$779,000	5.3%
Median Price Per Square Foot				\$286	\$295	3.3%	\$289	\$293	1.5%
Sold Dollar Volume (in millions)				\$419.0	\$455.9	8.8%	\$1,495.4	\$1,723.9	15.3%
Average Sold/Ask Price Ratio				102.4%	101.1%	-1.3%	101.9%	101.1%	-0.8%
Average Days on Market				11	15	34.6%	17	18	10.0%
Active Listings				482	808	67.6%	n/a	n/a	n/a
Months of Supply				1.2	1.9	50.6%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				251	261	4.0%	857	951	11.0%
Pending Sales				224	268	19.6%	975	1,087	11.5%
New Listings				357	427	19.6%	1,351	1,699	25.8%
Median List Price				\$950,000	\$1,036,640	9.1%	\$950,000	\$1,035,815	9.0%
Median Sales Price				\$990,000	\$1,061,111	7.2%	\$980,000	\$1,061,556	8.3%
Median Price Per Square Foot				\$274	\$282	3.1%	\$272	\$279	2.8%
Sold Dollar Volume (in millions)				\$272.3	\$291.3	6.9%	\$910.7	\$1,081.1	18.7%
Average Sold/Ask Price Ratio				103.3%	101.8%	-1.5%	102.6%	101.6%	-0.9%
Average Days on Market				10	13	32.1%	15	19	19.7%
Active Listings				258	416	61.2%	n/a	n/a	n/a
Months of Supply				1.5	2.1	44.1%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



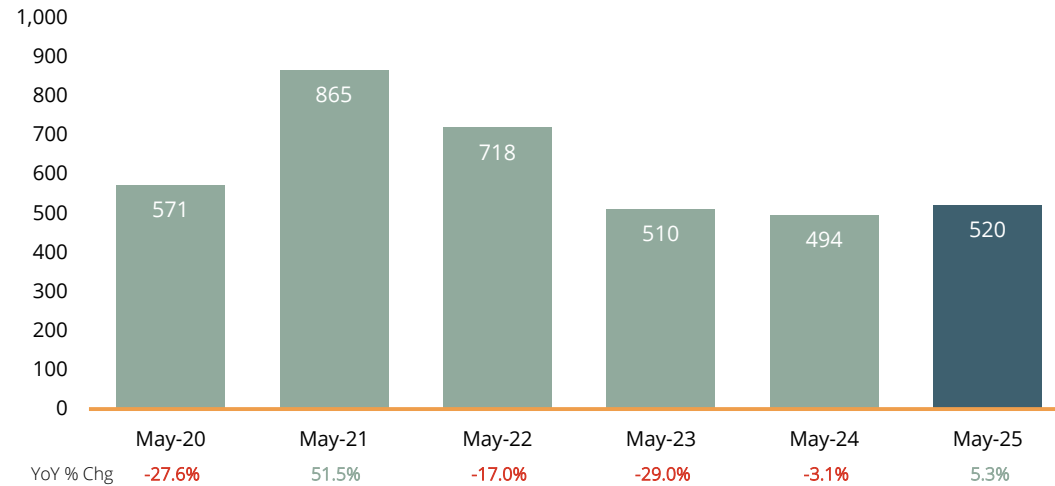
Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				243	259	6.6%	960	1,019	6.1%
Pending Sales				288	241	-16.3%	1,126	1,134	0.7%
New Listings				370	445	20.3%	1,443	1,721	19.3%
Median List Price				\$614,900	\$629,900	2.4%	\$605,000	\$624,999	3.3%
Median Sales Price				\$619,399	\$635,000	2.5%	\$617,000	\$628,000	1.8%
Median Price Per Square Foot				\$294	\$301	2.4%	\$298	\$301	1.3%
Sold Dollar Volume (in millions)				\$146.6	\$164.7	12.3%	\$584.7	\$642.8	9.9%
Average Sold/Ask Price Ratio				101.5%	100.4%	-1.1%	101.3%	100.6%	-0.6%
Average Days on Market				12	17	36.3%	18	18	2.5%
Active Listings				224	392	75.0%	n/a	n/a	n/a
Months of Supply				1.1	0.0	-100.0%	n/a	n/a	n/a

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

Sales



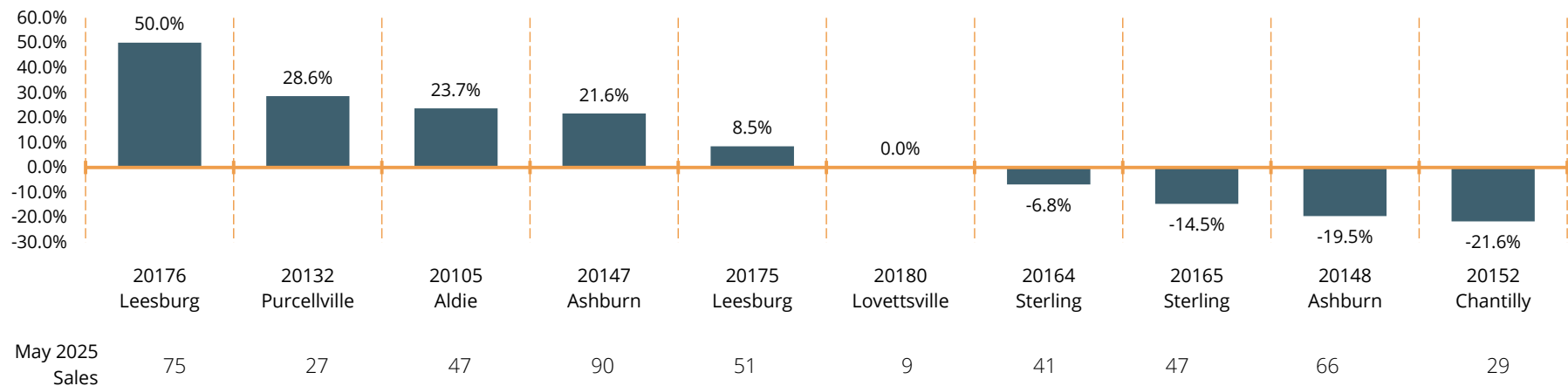
Loudoun County



Month	Single-Family	YoY Chg	Townhome & Condo	YoY Chg
	Detached			
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%
Apr-25	244	10.9%	243	3.8%
May-25	261	4.0%	259	6.6%
12-month Avg	196	12.2%	229	11.8%

Zip Code

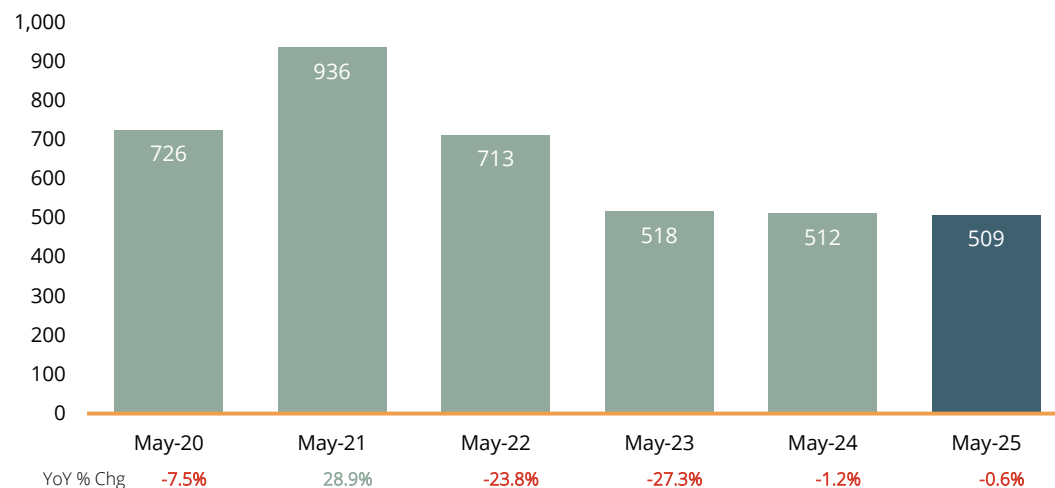
% Change in Sales
May-24 to May-25



Pending Sales



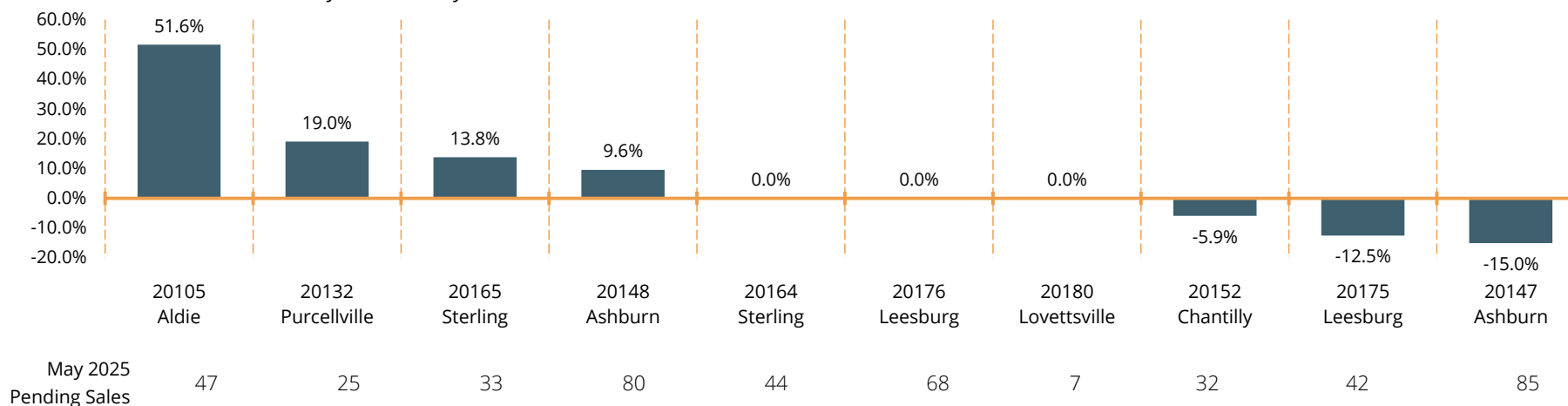
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Apr-25	252	-4.2%	263	5.2%
May-25	268	19.6%	241	-16.3%
12-month Avg	197	14.2%	226	8.1%

Zip Code

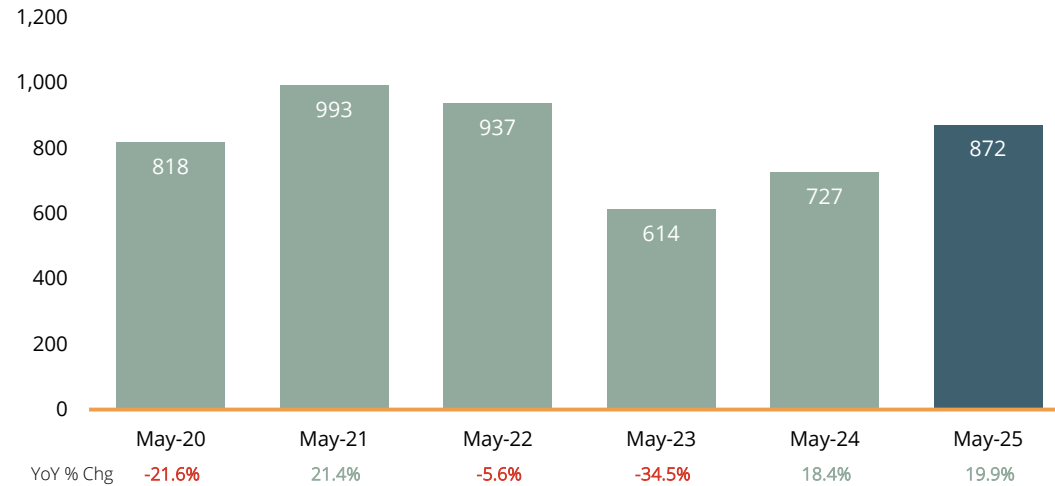
% Change in Pending Sales
May-24 to May-25



New Listings



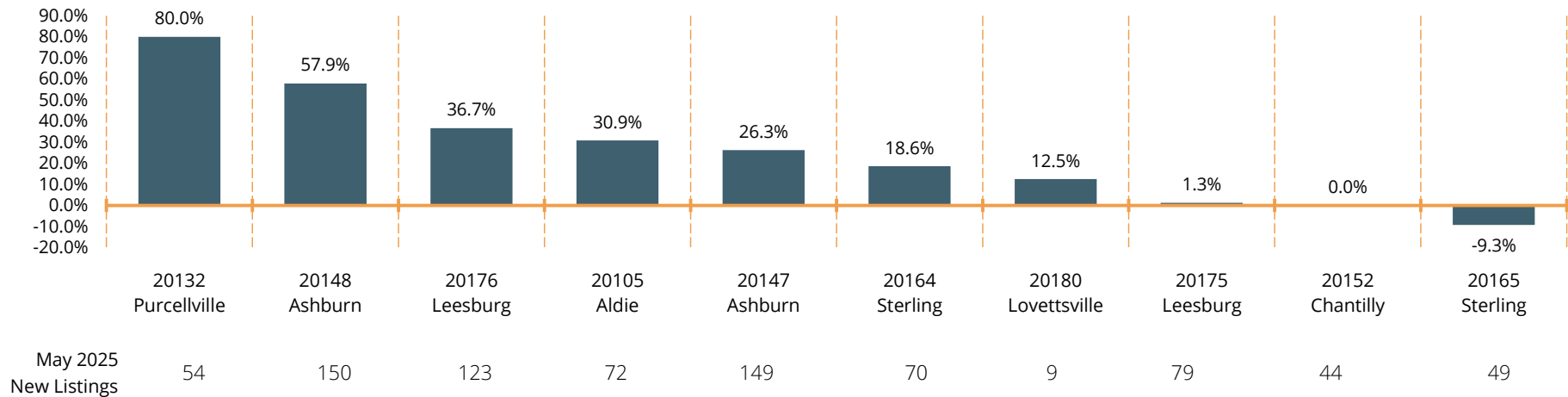
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Apr-25	430	22.9%	387	19.1%
May-25	427	19.6%	445	20.3%
12-month Avg	285	18.7%	314	15.6%

Zip Code

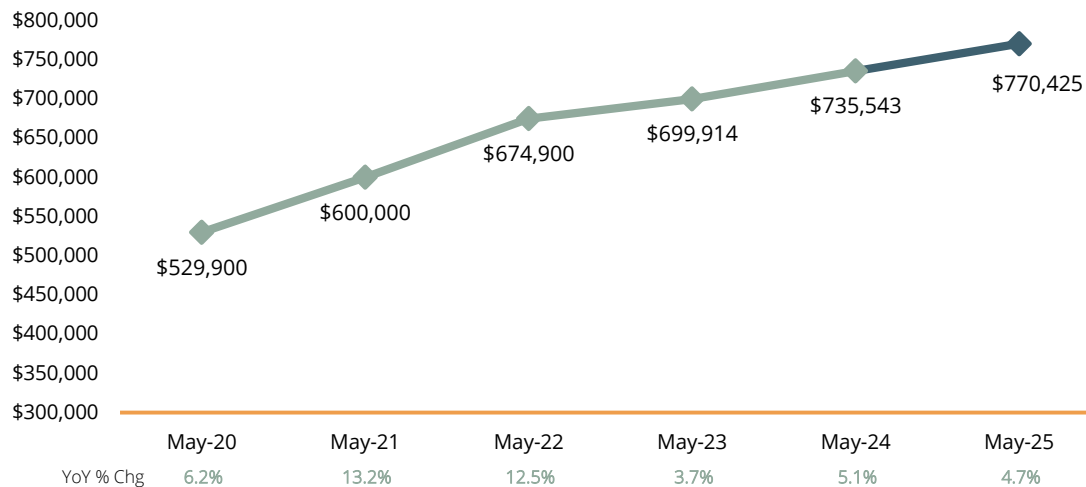
% Change in New Listings
May-24 to May-25



Median List Price



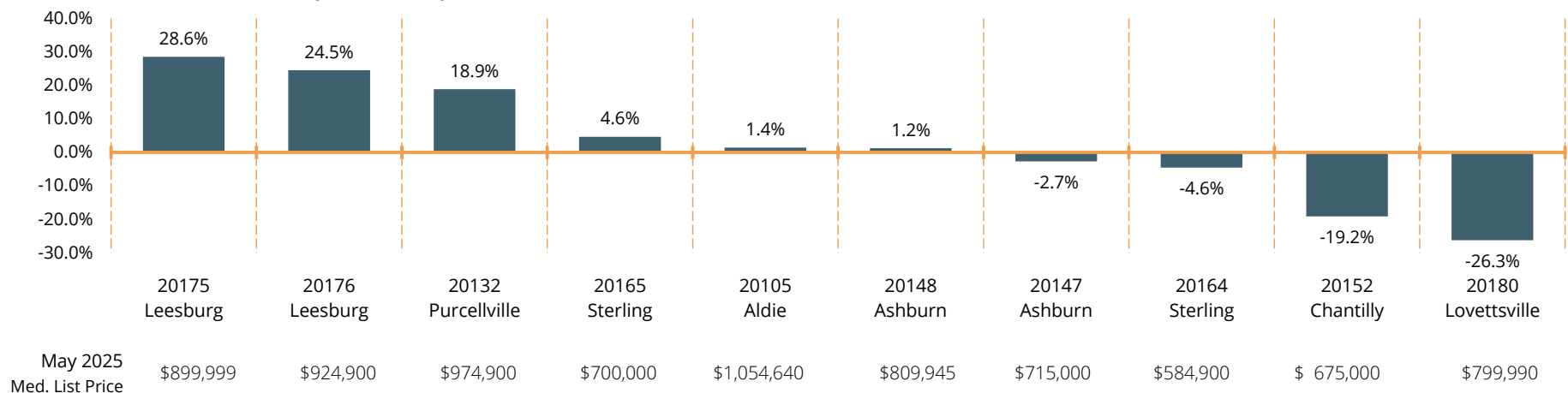
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Apr-25	\$1,099,450	11.1%	\$632,000	1.1%
May-25	\$1,036,640	9.1%	\$629,900	2.4%
12-month Avg	\$1,010,548	8.1%	\$614,124	5.1%

Zip Code

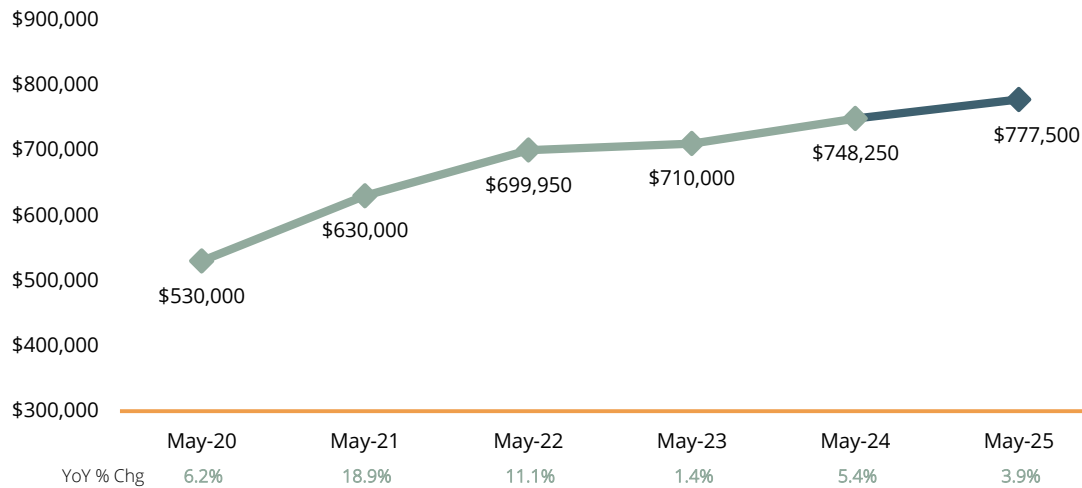
% Change in Median List Price
May-24 to May-25



Median Sales Price



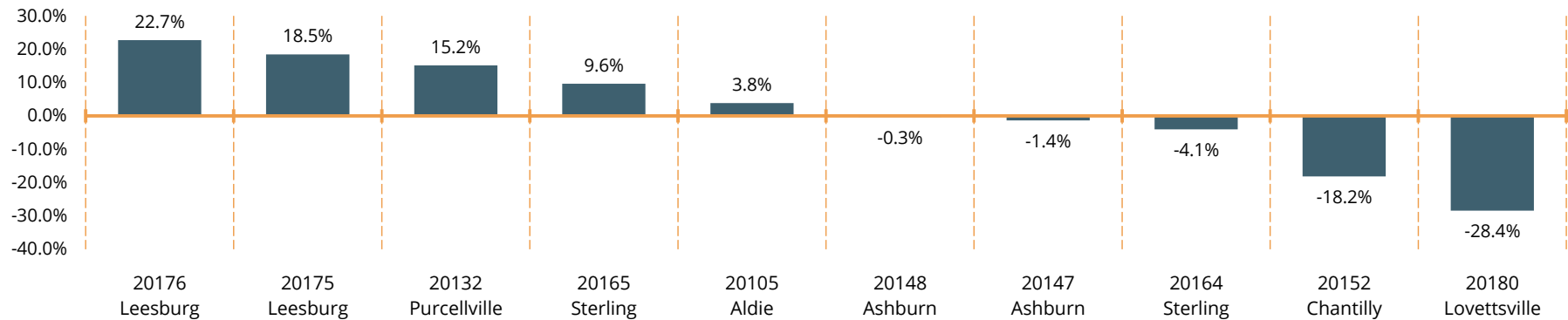
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Mar-25	\$1,061,000	8.8%	\$642,500	7.5%
Apr-25	\$1,111,000	9.6%	\$635,000	0.4%
May-25	\$1,061,111	7.2%	\$635,000	2.5%
12-month Avg	\$1,030,972	9.0%	\$616,167	4.3%

Zip Code

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

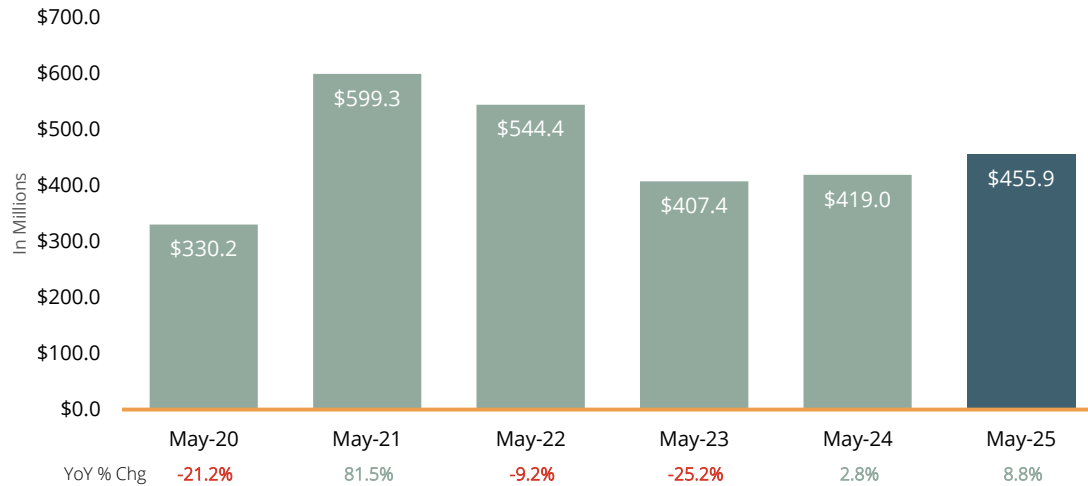


May 2025 Med. Sales Price	\$925,000	\$882,500	\$950,000	\$740,000	\$1,097,950	\$816,250	\$732,385	\$590,000	\$ 689,990	\$820,000
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Sold Dollar Volume (in millions)



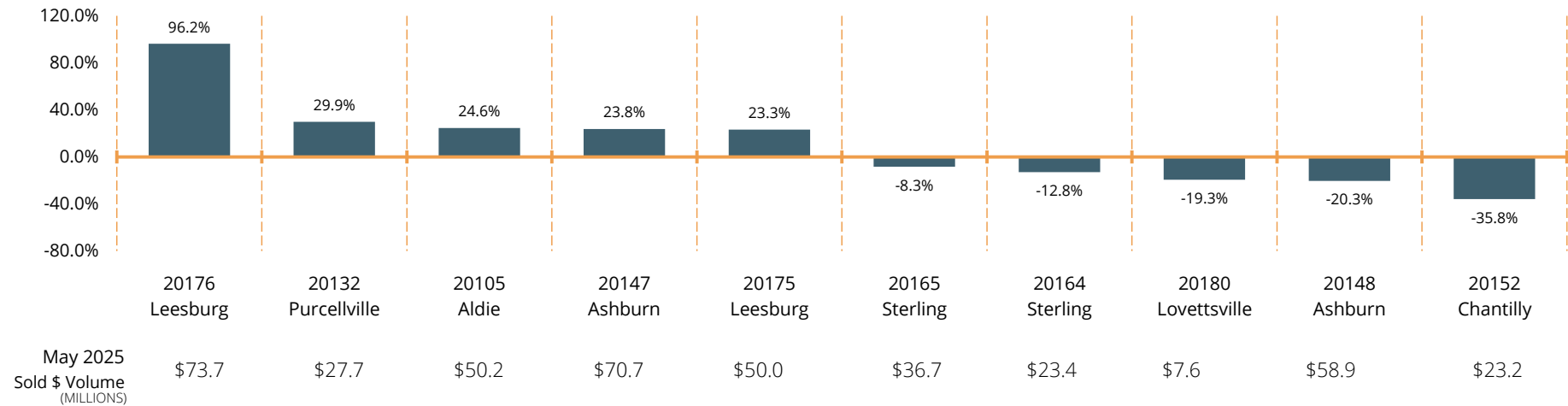
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Apr-25	\$291.5	23.1%	\$154.7	4.1%
May-25	\$291.3	6.9%	\$164.7	12.3%
12-month Avg	\$220.8	22.1%	\$143.0	17.5%

Zip Code

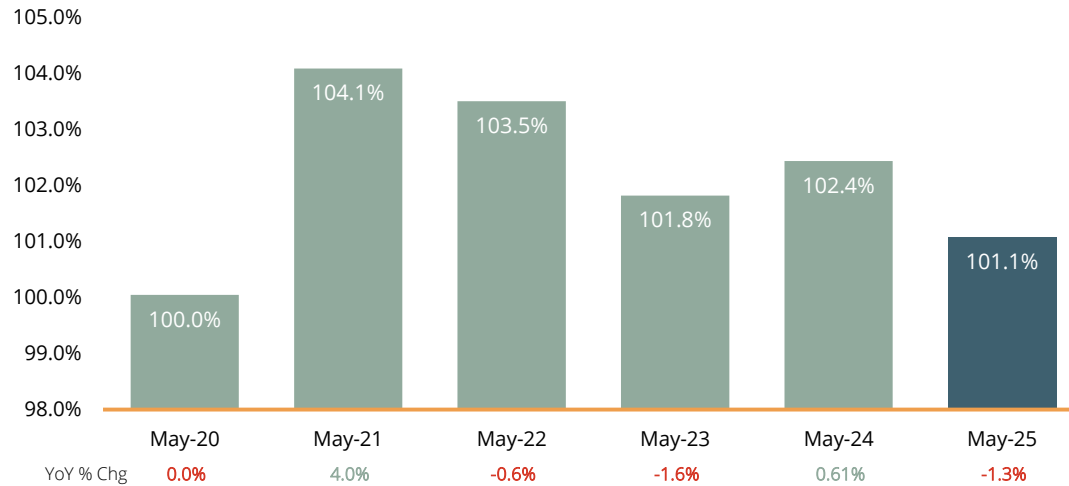
% Change in Sold Dollar Volume
May-24 to May-25



Average Sold to Ask Price Ratio



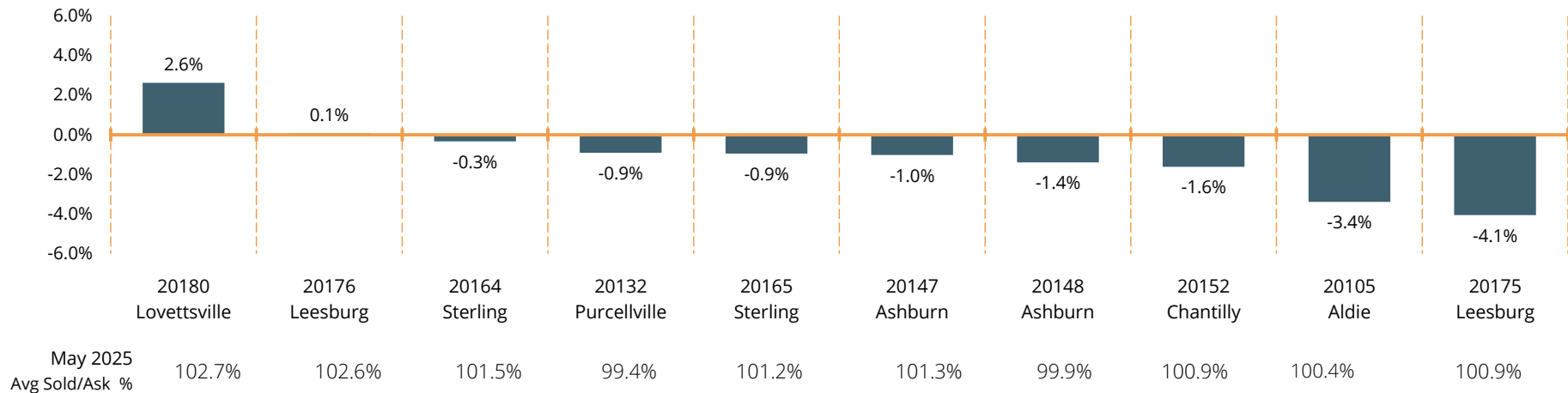
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Apr-25	101.3%	-0.5%	101.0%	-0.9%
May-25	101.8%	-1.5%	100.4%	-1.1%
12-month Avg	101.5%	0.2%	100.5%	-0.5%

Zip Code

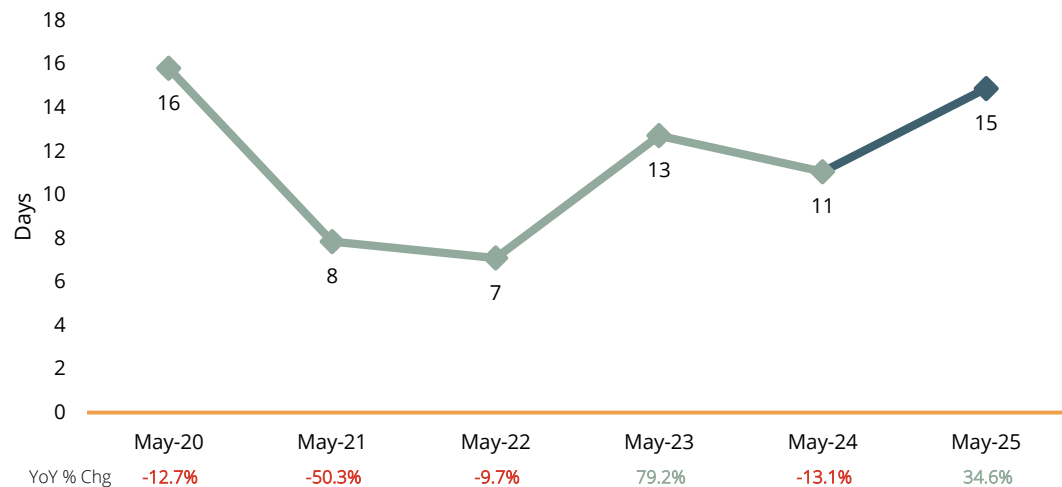
% Change in Average Sold to Ask Price Ratio
May-24 to May-25



Average Days on Market



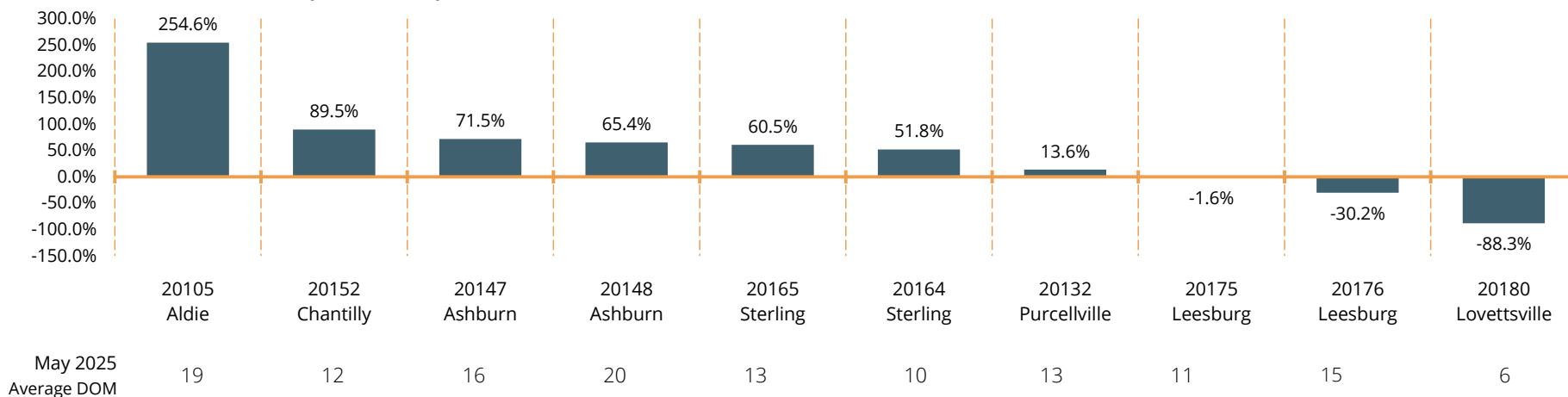
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Apr-25	18	30.8%	15	-16.1%
May-25	13	32.1%	17	36.3%
12-month Avg	20	5.5%	19	14.6%

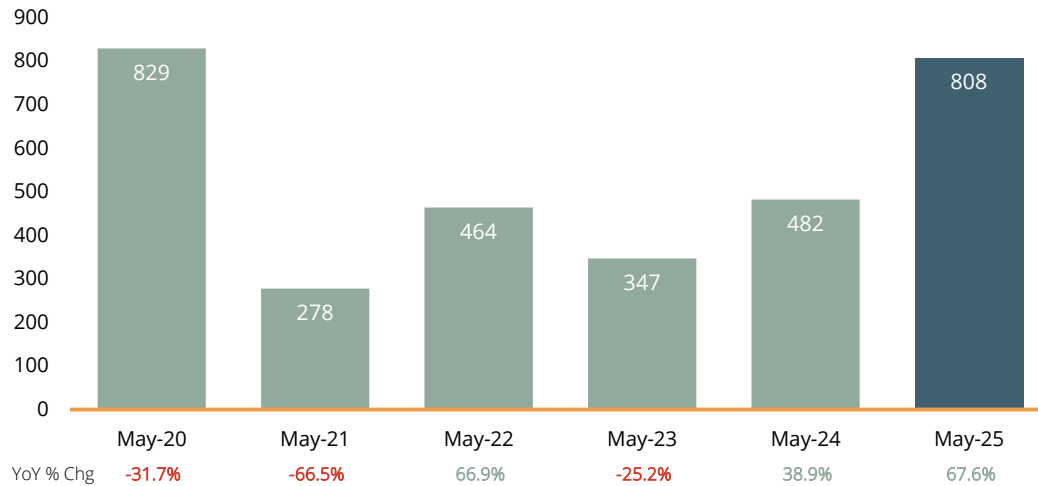
Zip Code

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



Active Listings

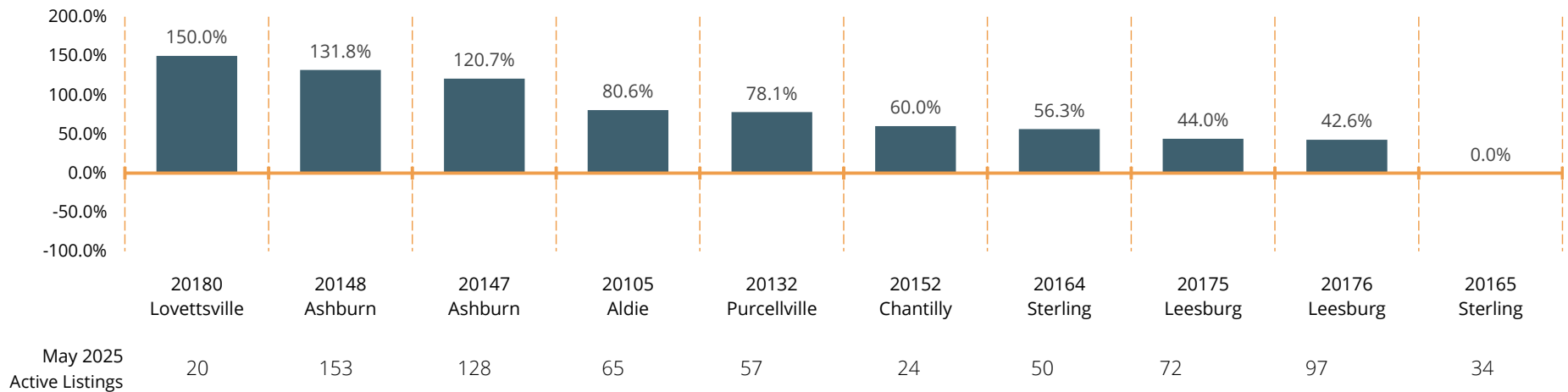
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Apr-25	359	97.3%	285	46.9%
May-25	416	61.2%	392	75.0%
12-month Avg	250	15.4%	244	29.4%

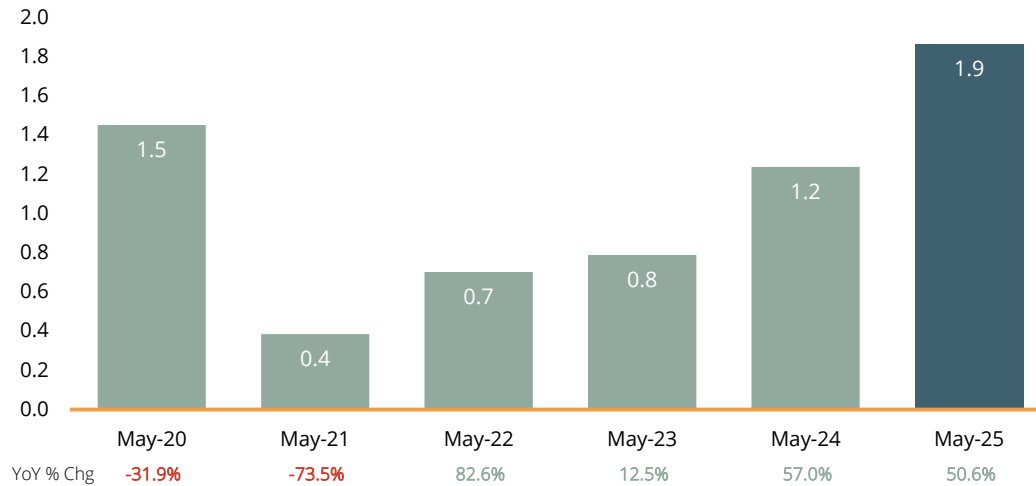
Zip Code

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



Months Supply

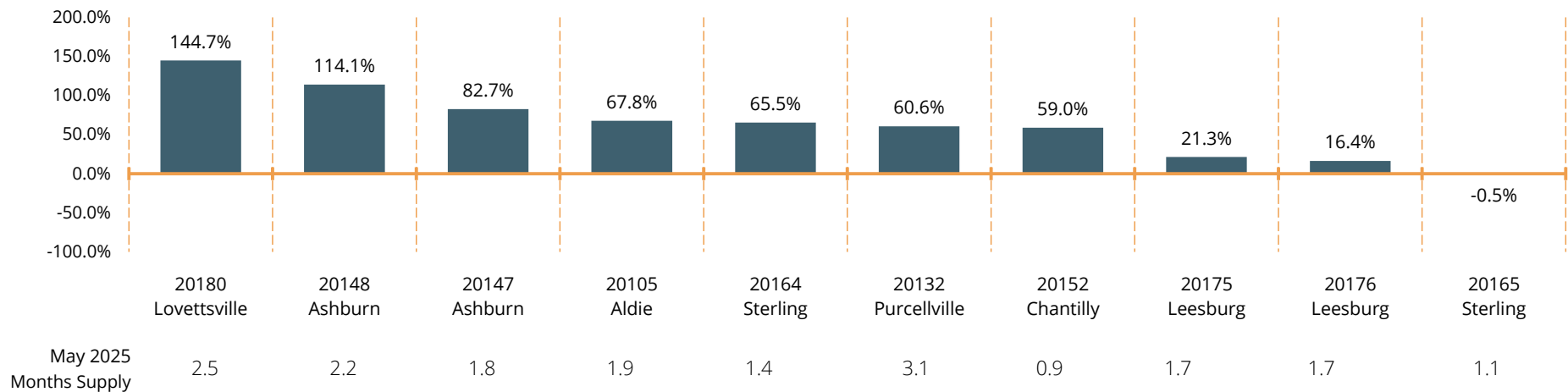
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Apr-25	1.8	78.5%	1.2	33.4%
May-25	2.1	44.1%	0.0	-100.0%
12-month Avg	1.3	12.5%	0.9	7.0%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Loudoun County	727	872	19.9%	494	520	5.3%	\$748,250	\$777,500	3.9%	482	808	67.6%	1.2	1.9	50.6%
20105	55	72	30.9%	38	47	23.7%	\$1,057,500	\$1,097,950	3.8%	36	65	80.6%	1.1	1.9	67.8%
20132	30	54	80.0%	21	27	28.6%	\$825,000	\$950,000	15.2%	32	57	78.1%	1.9	3.1	60.6%
20147	118	149	26.3%	74	90	21.6%	\$742,500	\$732,385	-1.4%	58	128	120.7%	1.0	1.8	82.7%
20148	95	150	57.9%	82	66	-19.5%	\$818,750	\$816,250	-0.3%	66	153	131.8%	1.0	2.2	114.1%
20152	44	44	0.0%	37	29	-21.6%	\$843,000	\$689,990	-18.2%	15	24	60.0%	0.6	0.9	59.0%
20164	59	70	18.6%	44	41	-6.8%	\$615,000	\$590,000	-4.1%	32	50	56.3%	0.8	1.4	65.5%
20165	54	49	-9.3%	55	47	-14.5%	\$675,000	\$740,000	9.6%	34	34	0.0%	1.1	1.1	-0.5%
20175	78	79	1.3%	47	51	8.5%	\$745,000	\$882,500	18.5%	50	72	44.0%	1.4	1.7	21.3%
20176	90	123	36.7%	50	75	50.0%	\$753,750	\$925,000	22.7%	68	97	42.6%	1.4	1.7	16.4%
20180	8	9	12.5%	9	9	0.0%	\$1,145,000	\$820,000	-28.4%	8	20	150.0%	1.0	2.5	144.7%



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® Research Team

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.