

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report

Key Market Trends: June 2025

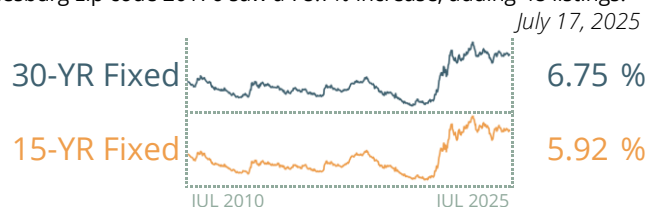
- › **Sales continued to rise in Loudoun County.** Sales activity increased 1.3%, leading to 528 total home sales in the county, which is seven more than last June. The two markets with the most significant sales increases in June were Ashburn, zip code 20148, with 11 additional sales (+14.3%), and Leesburg, zip code 20175, which saw nine more sales than the previous year (+22.0%). Conversely, Sterling, zip code 20164, experienced a decline of 4.1% in sales, and Chantilly, zip code 20152, decreased by 3.1% compared to a year ago.
- › **The number of pending sales increased in the month of June.** There were 526 total pending sales in Loudoun County in June, up 4.6% from the previous year, which is 23 additional pending sales. For the second consecutive month, pending sales grew in Ashburn zip code 20148 with 23 more pending sales than last year (+33.3%). Lovettsville zip code 20180 also saw an uptick in activity with seven more pending sales than last June (+116.7%). Year-over-year pending sales fell in Sterling zip code 20165 (-20.0%) and Leesburg zip code 20176 (-10.0%).
- › **Home prices still climbing in Loudoun County.** The median home price in Loudoun County increased by 7.3% to \$810,000 in the month of June, which is \$55,000 more than a year ago. Both Leesburg zip code 20176 (+26.0%) and Purcellville zip code 20132 (+14.2%) saw higher home prices this month compared to the same time last year. There was a significant price reduction in Lovettsville zip code 20180, where the cost of a home decreased by \$175,000, or 16.9% from the year prior.
- › **Active listings grew for the sixth consecutive month in Loudoun County.** By the end of June, the county had a total of 785 listings, which is a 59.9% increase from the previous year, with 294 listings added. All local markets saw growth this month. Ashburn zip code 20147 experienced a 115.8% rise in listing activity, with 66 more listings than at the end of last June, while Leesburg zip code 20176 saw a 78.7% increase, adding 48 listings.



DAAR Market Dashboard

YoY Chg	Jun-25	Indicator
▲ 1.3%	528	Sales
▲ 4.6%	526	Pending Sales
▲ 8.9%	724	New Listings
▲ 8.1%	\$800,000	Median List Price
▲ 7.3%	\$810,000	Median Sales Price
▲ 2.5%	\$292	Median Price Per Square Foot
▲ 8.6%	\$469.5	Sold Dollar Volume (in millions)
▼ -1.1%	100.2%	Average Sold/Ask Price Ratio
▲ 25.8%	17	Average Days on Market
▲ 59.9%	785	Active Listings
▲ 42.9%	1.8	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.

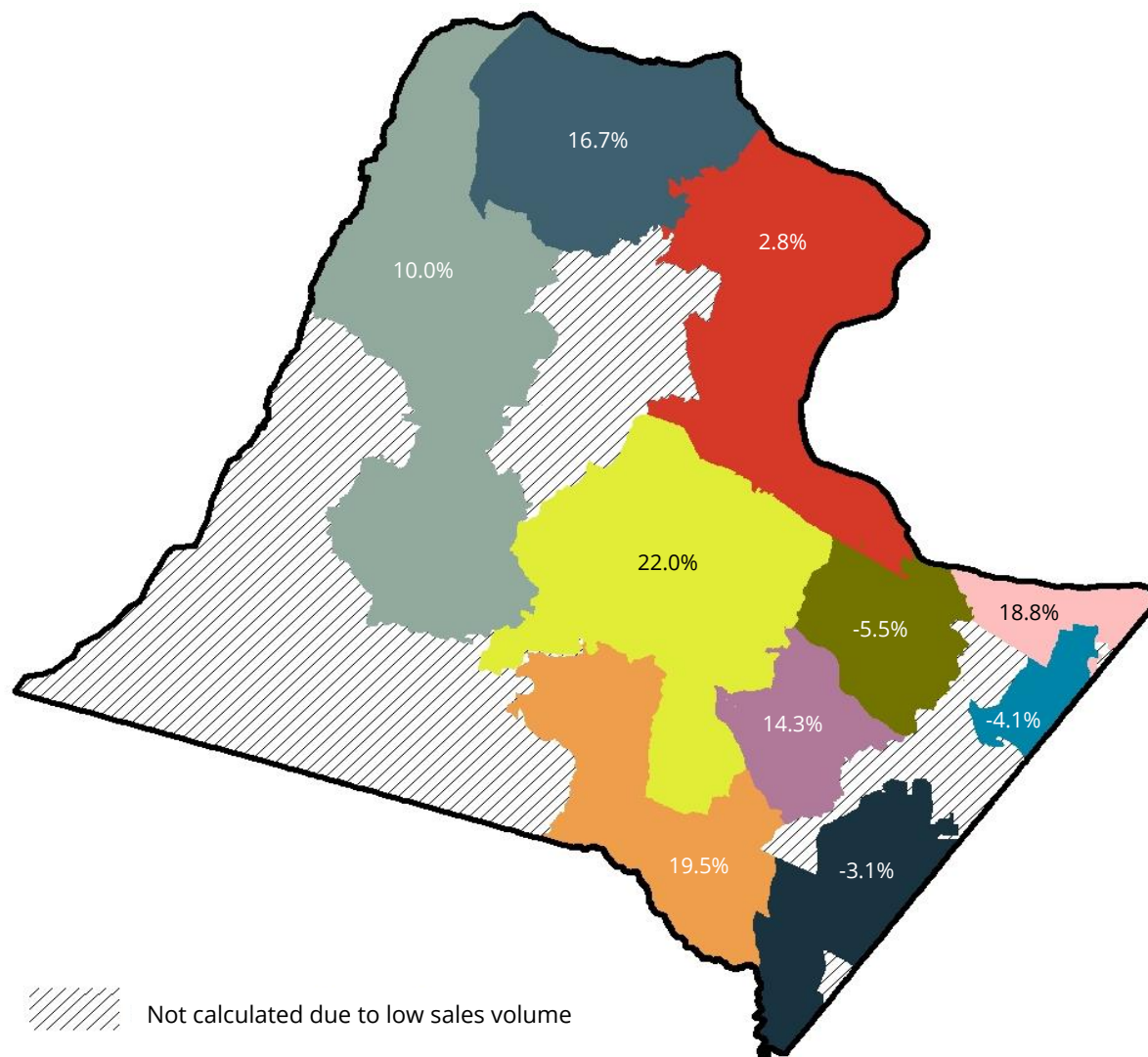
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		
	Jun-24	Jun-25	% Chg
20105 Aldie	41	49	19.5%
20132 Purcellville	20	22	10.0%
20147 Ashburn	91	86	-5.5%
20148 Ashburn	77	88	14.3%
20152 Chantilly	32	31	-3.1%
20164 Sterling	49	47	-4.1%
20165 Sterling	32	38	18.8%
20175 Leesburg	41	50	22.0%
20176 Leesburg	72	74	2.8%
20180 Lovettsville	6	7	16.7%

Total Market Overview



Key Metrics	2-year Trends	Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23Jun-25						
Sales		521	528	1.3%	2,338	2,498	6.8%
Pending Sales		503	526	4.6%	2,604	2,747	5.5%
New Listings		665	724	8.9%	3,459	4,144	19.8%
Median List Price		\$739,999	\$800,000	8.1%	\$729,945	\$779,000	6.7%
Median Sales Price		\$755,000	\$810,000	7.3%	\$744,000	\$784,990	5.5%
Median Price Per Square Foot		\$285	\$292	2.5%	\$288	\$293	1.6%
Sold Dollar Volume (in millions)		\$432.2	\$469.5	8.6%	\$1,927.6	\$2,193.4	13.8%
Average Sold/Ask Price Ratio		101.3%	100.2%	-1.1%	101.8%	100.9%	-0.8%
Average Days on Market		14	17	25.8%	16	18	13.5%
Active Listings		491	785	59.9%	n/a	n/a	n/a
Months of Supply		1.3	1.8	42.9%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	Jun-23	2-year Trends	Jun-25	Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				247	265	7.3%	1,104	1,216	10.1%
Pending Sales				240	242	0.8%	1,215	1,329	9.4%
New Listings				321	343	6.9%	1,672	2,042	22.1%
Median List Price				\$939,000	\$1,064,990	13.4%	\$949,900	\$1,044,990	10.0%
Median Sales Price				\$959,000	\$1,065,000	11.1%	\$980,000	\$1,062,500	8.4%
Median Price Per Square Foot				\$272	\$270	-1.0%	\$272	\$278	2.0%
Sold Dollar Volume (in millions)				\$262.7	\$301.0	14.6%	\$1,173.4	\$1,382.1	17.8%
Average Sold/Ask Price Ratio				101.9%	100.1%	-1.8%	102.4%	101.3%	-1.1%
Average Days on Market				10	19	84.6%	14	19	30.2%
Active Listings				264	416	57.6%	n/a	n/a	n/a
Months of Supply				1.5	2.1	39.4%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



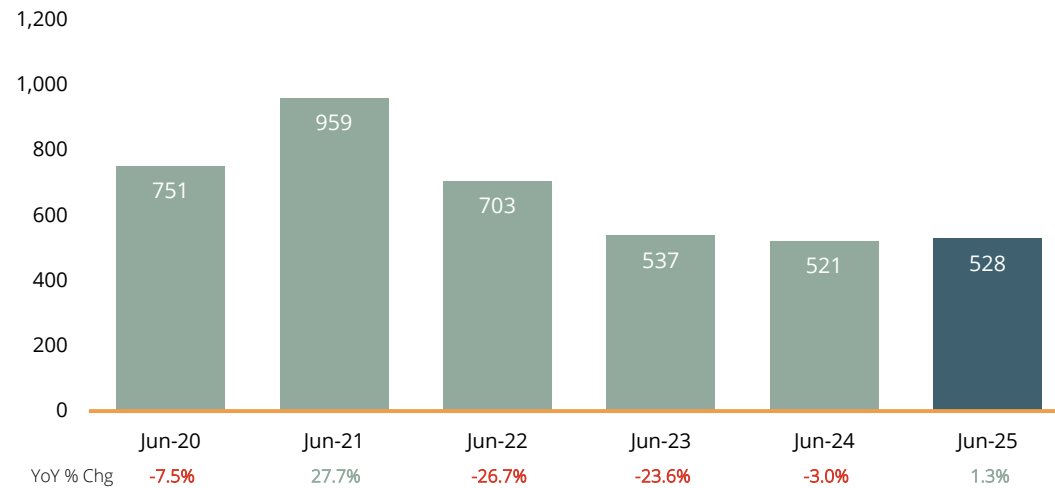
Key Metrics	2-year Trends	Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23Jun-25						
Sales		274	263	-4.0%	1,234	1,282	3.9%
Pending Sales		263	284	8.0%	1,389	1,418	2.1%
New Listings		344	381	10.8%	1,787	2,102	17.6%
Median List Price		\$615,000	\$619,900	0.8%	\$610,000	\$624,900	2.4%
Median Sales Price		\$615,193	\$622,500	1.2%	\$617,000	\$625,550	1.4%
Median Price Per Square Foot		\$296	\$309	4.1%	\$297	\$303	1.9%
Sold Dollar Volume (in millions)		\$169.5	\$168.5	-0.6%	\$754.2	\$811.2	7.6%
Average Sold/Ask Price Ratio		100.8%	100.4%	-0.4%	101.2%	100.6%	-0.6%
Average Days on Market		17	16	-6.6%	18	18	1.5%
Active Listings		227	369	62.6%	n/a	n/a	n/a
Months of Supply		1.1	1.6	46.5%	n/a	n/a	n/a

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

Sales



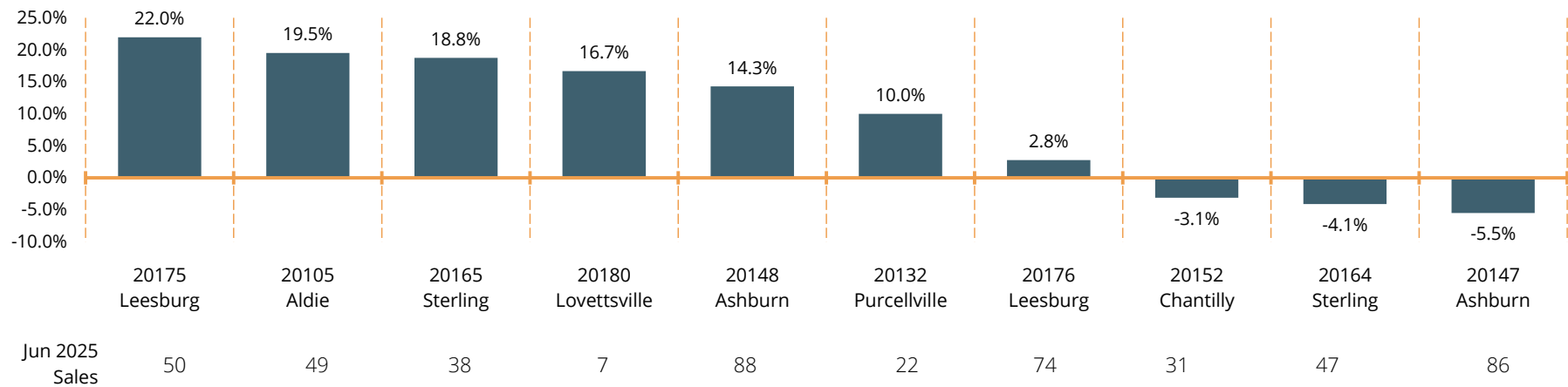
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Jun-25	265	7.3%	263	-4.0%
12-month Avg	197	13.3%	228	11.9%

Zip Code

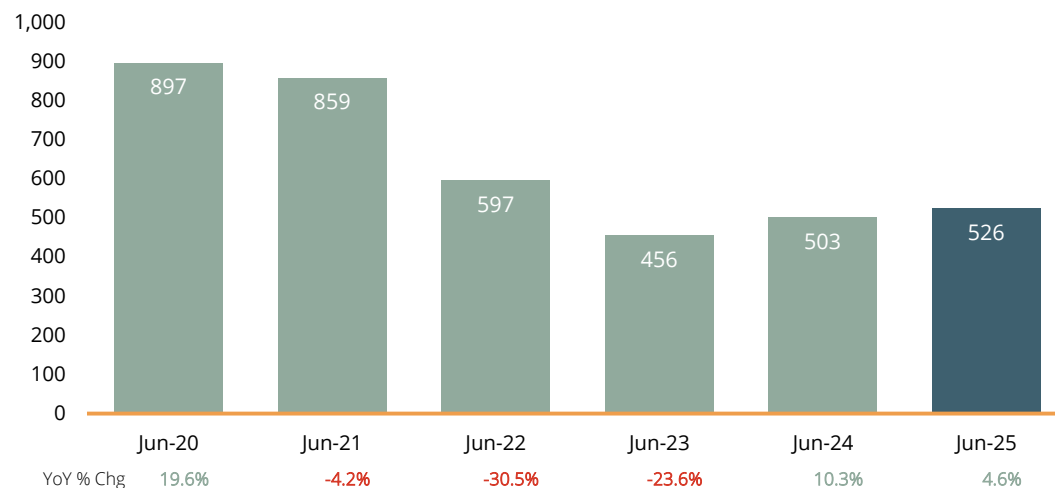
% Change in Sales
Jun-24 to Jun-25



Pending Sales



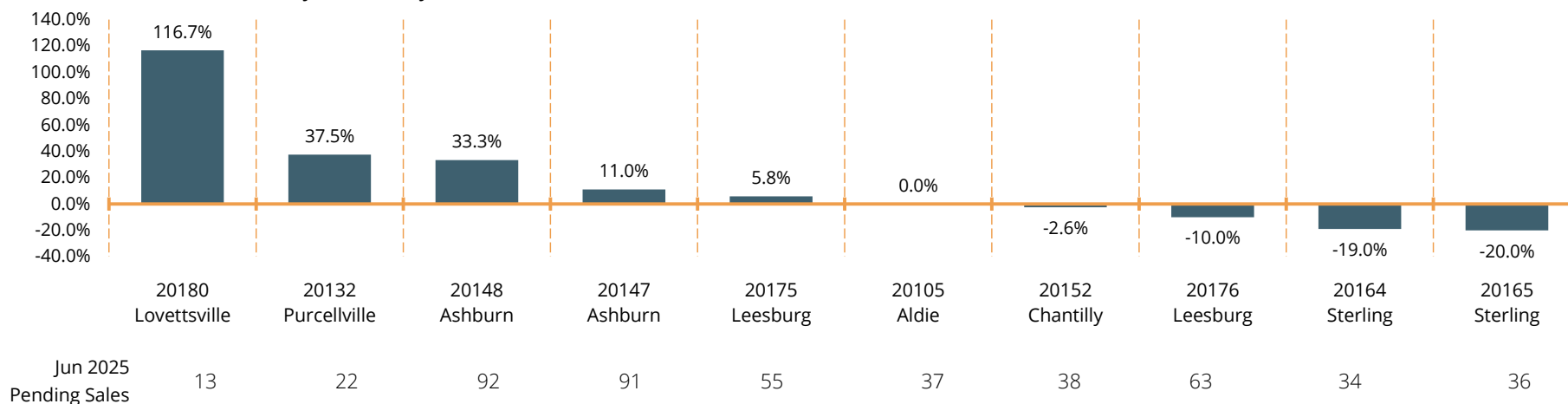
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-25	242	0.8%	284	8.0%
12-month Avg	198	12.1%	228	8.6%

Zip Code

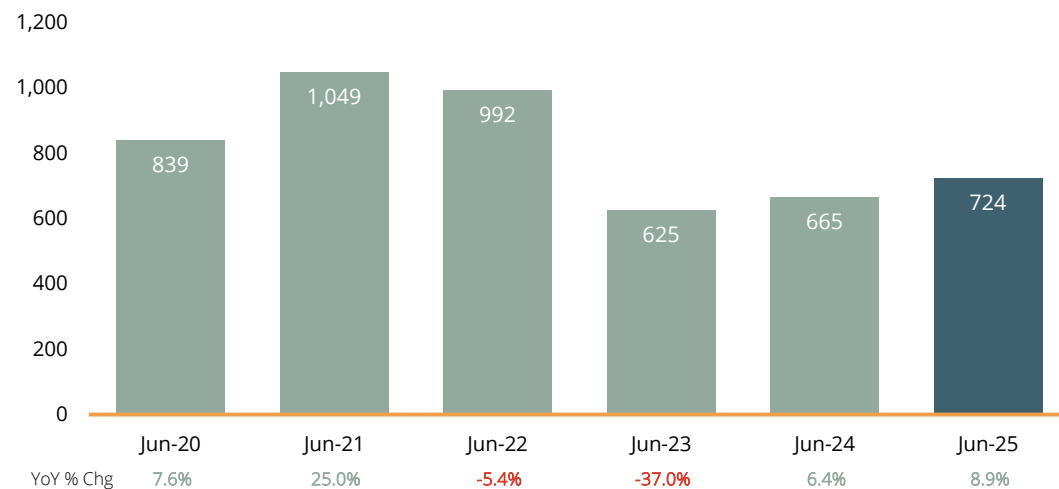
% Change in Pending Sales
Jun-24 to Jun-25



New Listings



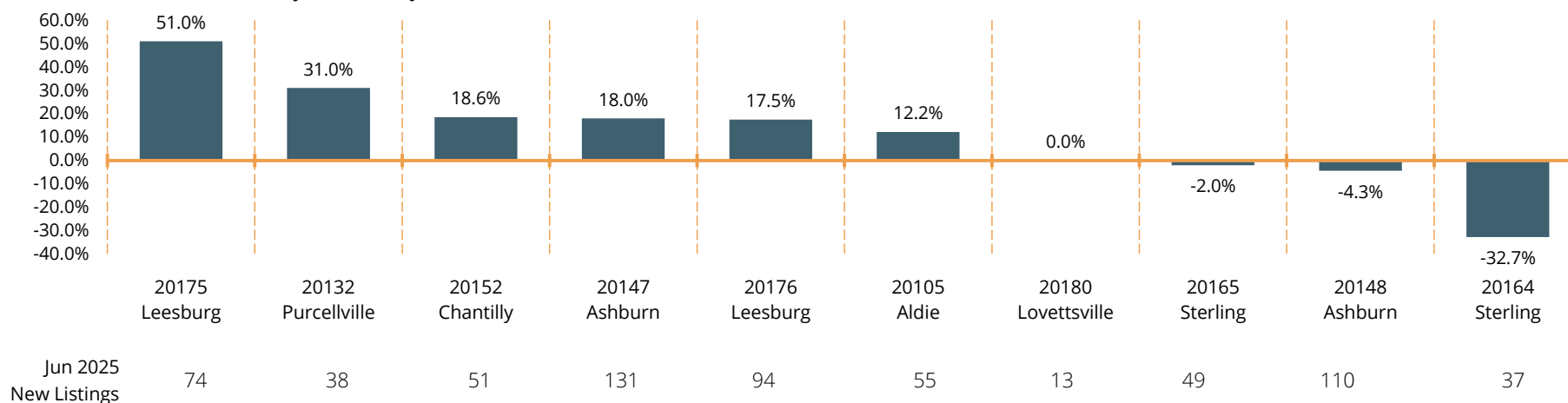
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-25	343	6.9%	381	10.8%
12-month Avg	287	18.0%	317	16.6%

Zip Code

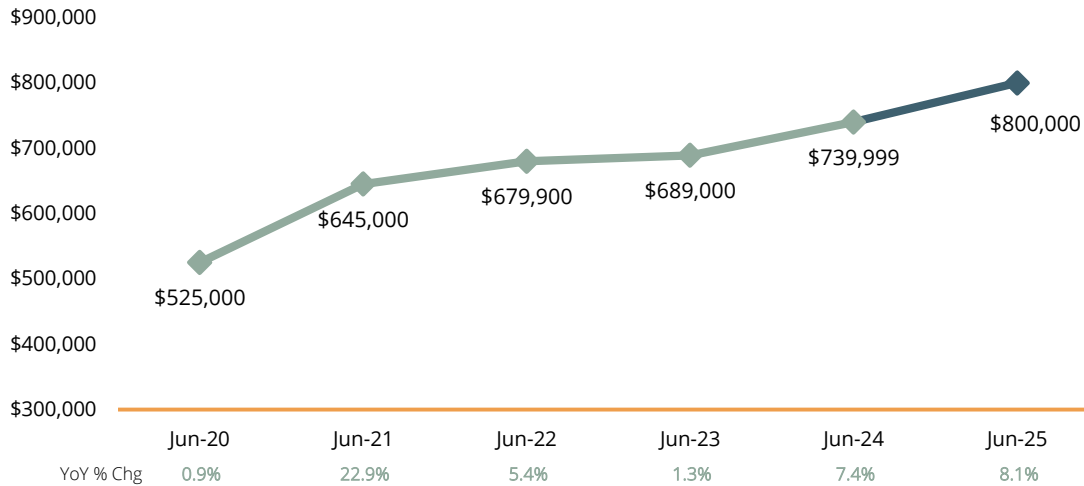
% Change in New Listings
Jun-24 to Jun-25



Median List Price



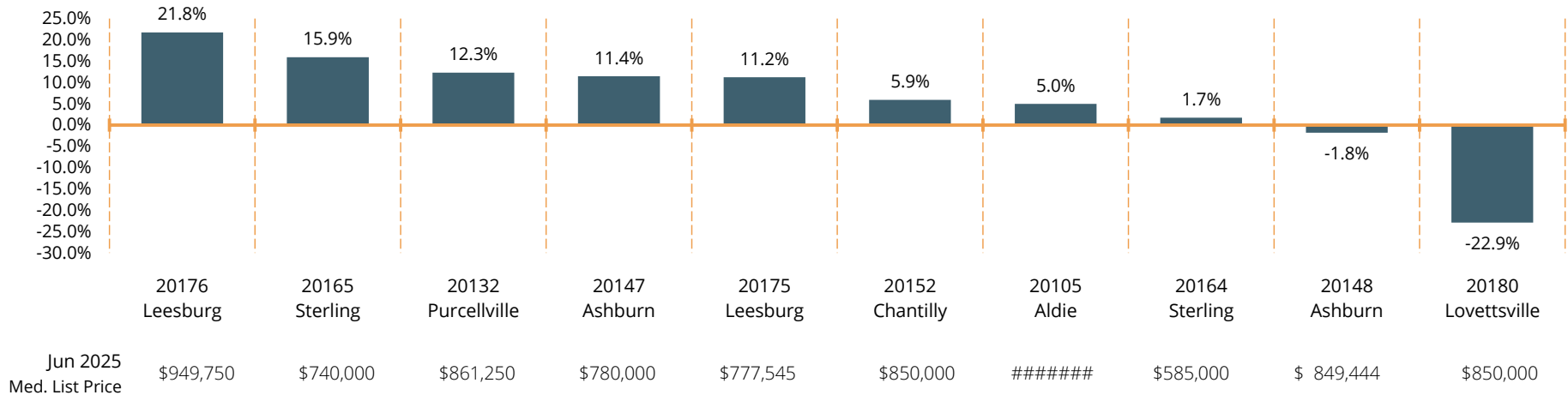
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-25	\$1,064,990	13.4%	\$619,900	0.8%
12-month Avg	\$1,021,047	9.0%	\$614,532	4.2%

Zip Code

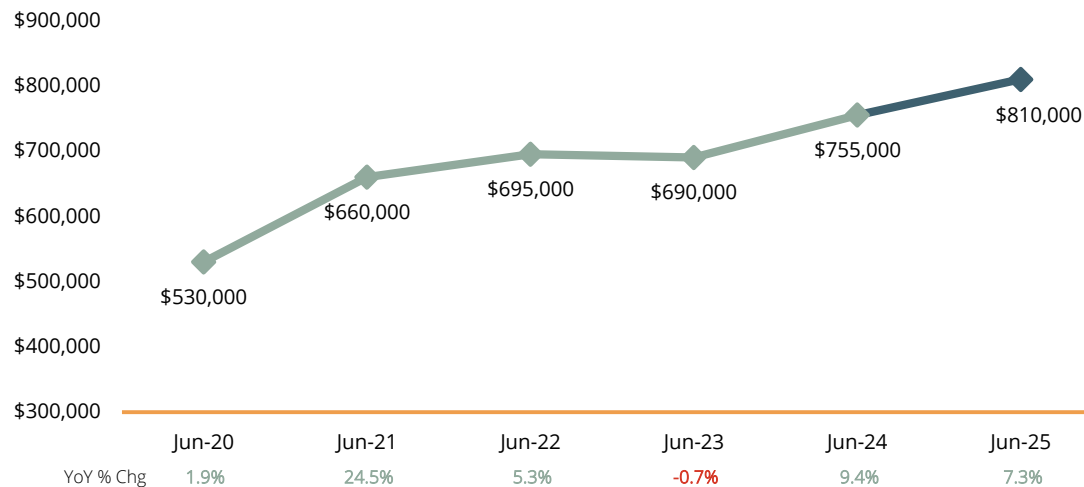
% Change in Median List Price
Jun-24 to Jun-25



Median Sales Price



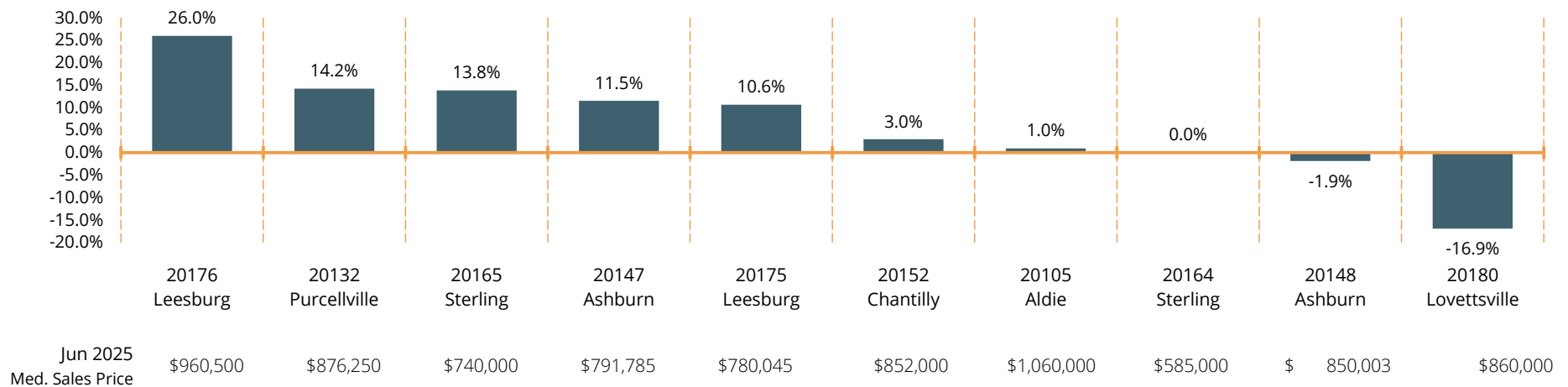
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jun-25	\$1,065,000	11.1%	\$622,500	1.2%
12-month Avg	\$1,039,805	9.6%	\$616,776	3.7%

Zip Code

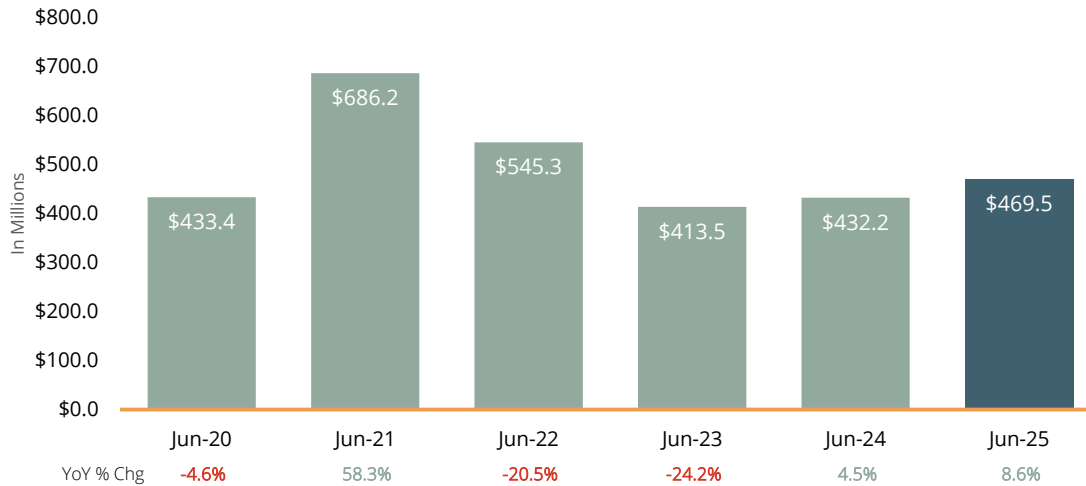
% Change in Median Sales Price
Jun-24 to Jun-25



Sold Dollar Volume (in millions)



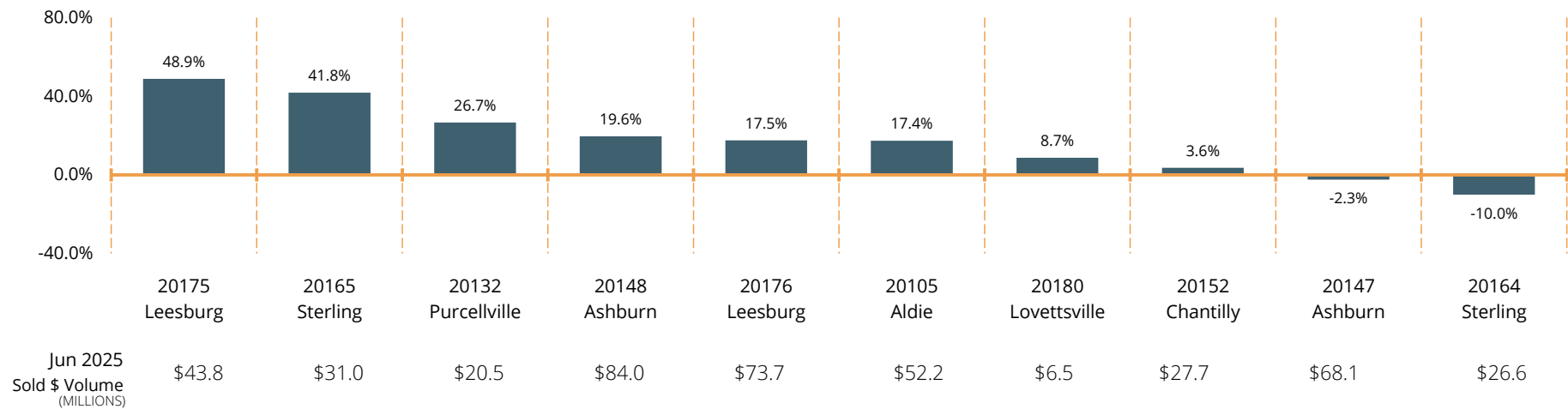
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jun-25	\$301.0	14.6%	\$168.5	-0.6%
12-month Avg	\$224.0	22.9%	\$142.9	17.3%

Zip Code

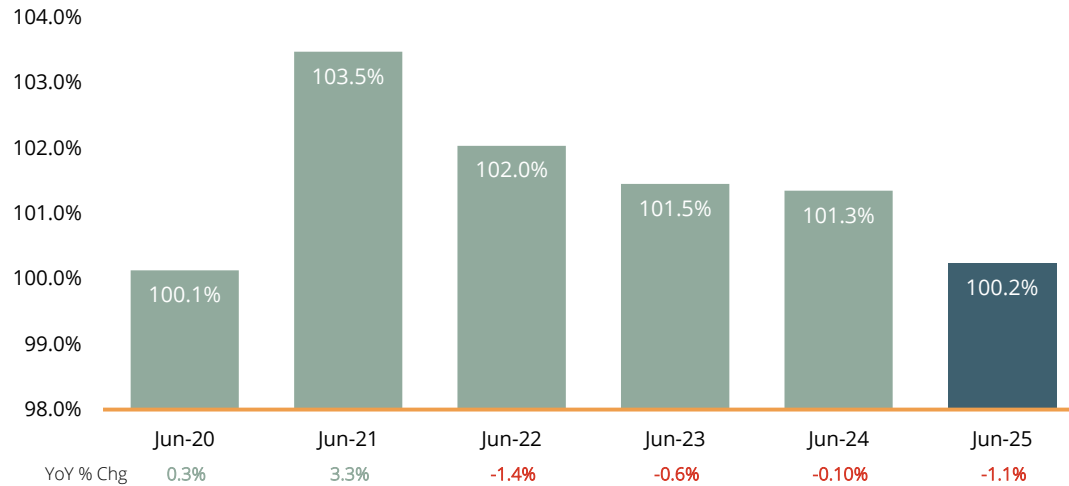
% Change in Sold Dollar Volume
Jun-24 to Jun-25



Average Sold to Ask Price Ratio



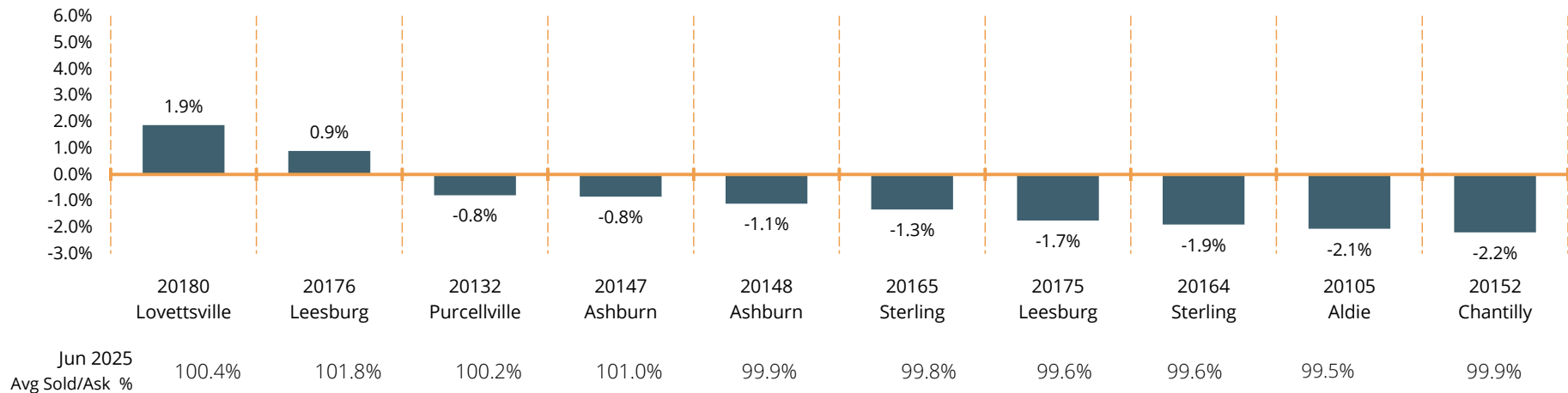
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Jun-25	100.1%	-1.8%	100.4%	-0.4%
12-month Avg	101.3%	0.0%	100.5%	-0.5%

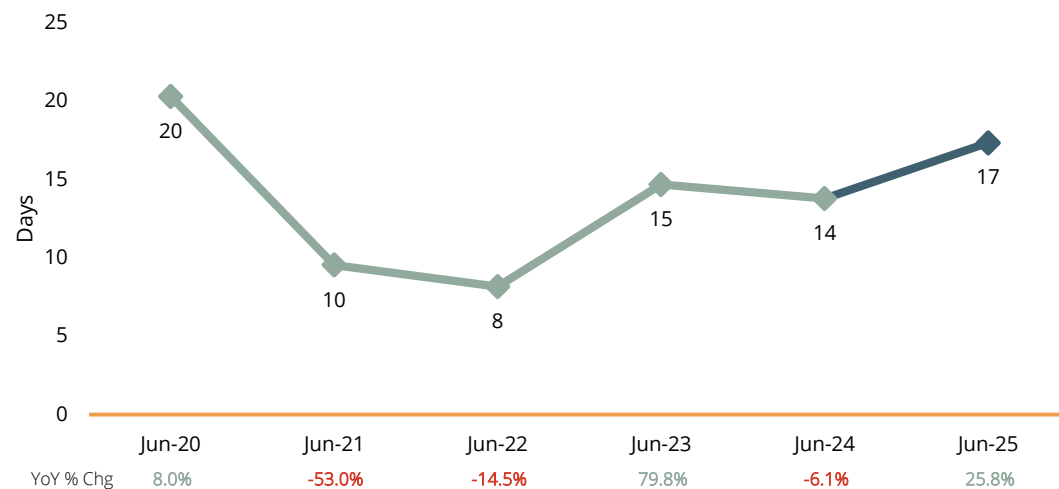
Zip Code

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



Average Days on Market

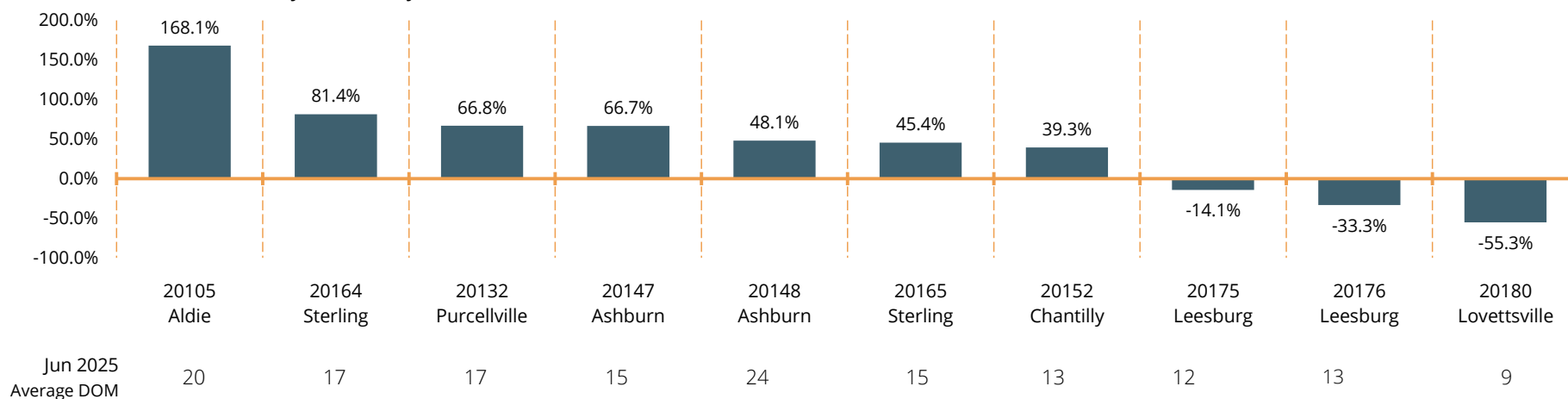
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Jun-25	19	84.6%	16	-6.6%
12-month Avg	20	10.7%	19	13.5%

Zip Code

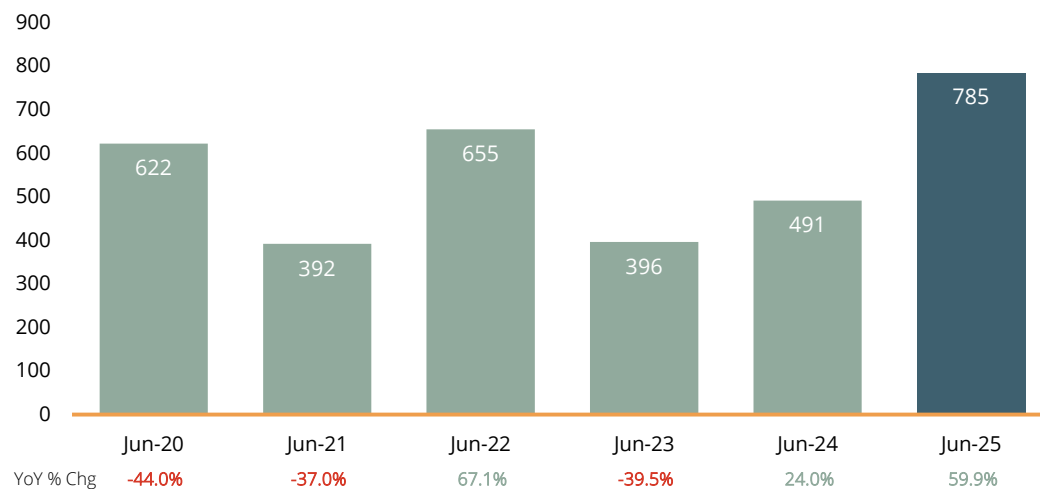
% Change in Average Days on Market
Jun-24 to Jun-25



Active Listings



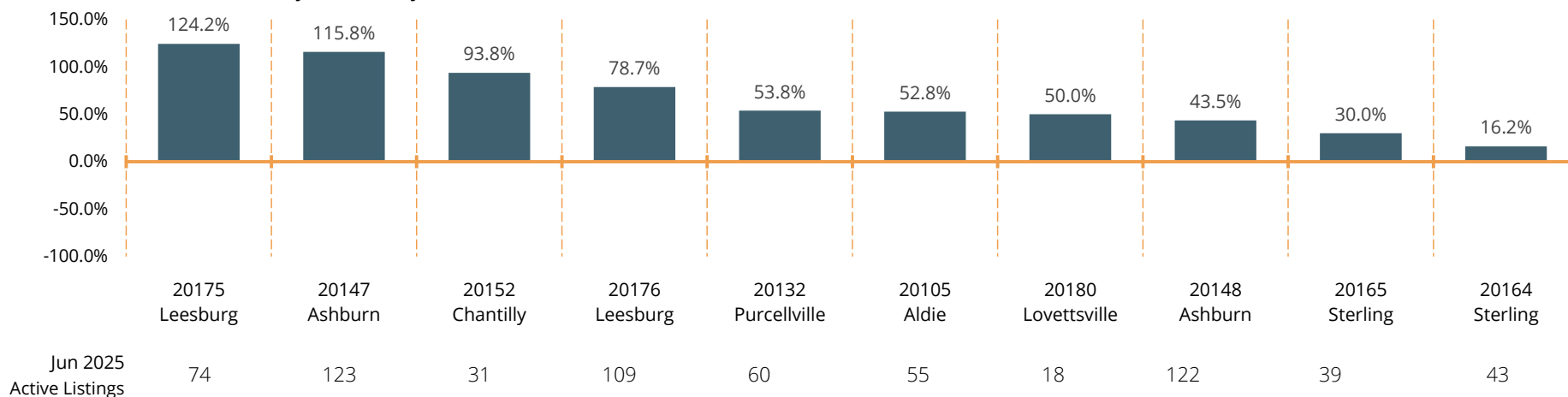
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Jun-25	416	57.6%	369	62.6%
12-month Avg	262	20.0%	256	31.7%

Zip Code

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



Jun 2025
Active Listings

74

123

31

109

60

55

18

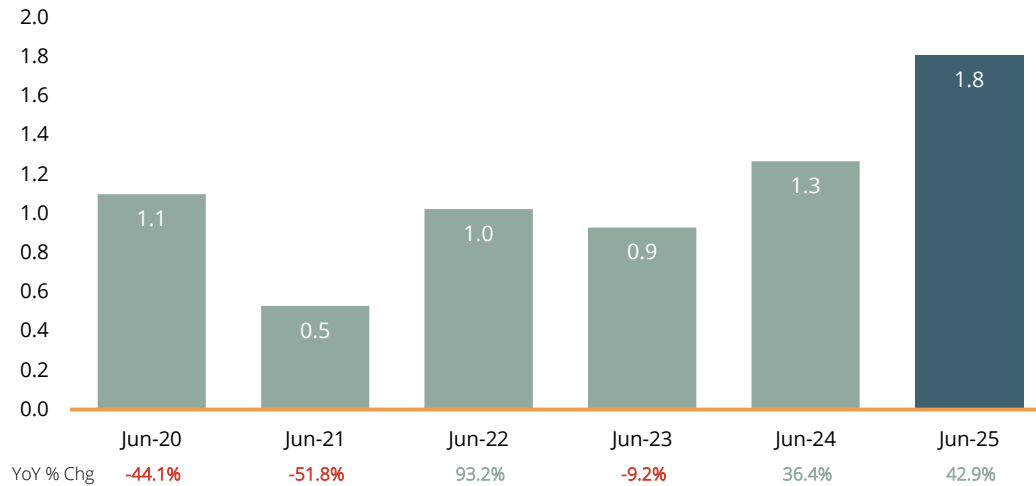
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43

Months Supply

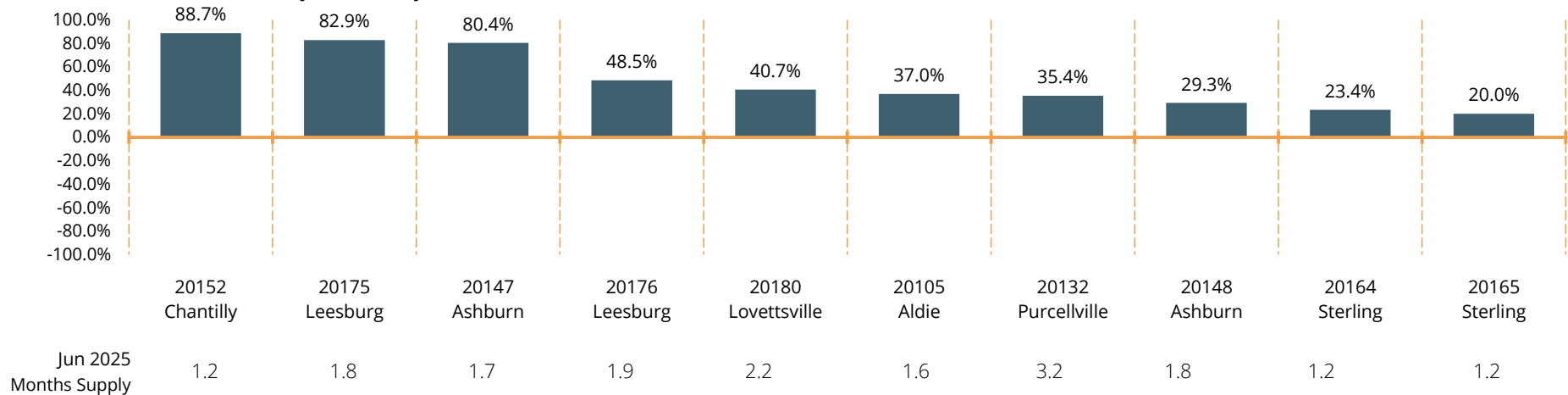
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Jun-25	2.1	39.4%	1.6	46.5%
12-month Avg	1.4	14.1%	1.0	7.9%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Loudoun County	665	724	8.9%	521	528	1.3%	\$755,000	\$810,000	7.3%	491	785	59.9%	1.3	1.8	42.9%
20105	49	55	12.2%	41	49	19.5%	\$1,050,000	\$1,060,000	1.0%	36	55	52.8%	1.2	1.6	37.0%
20132	29	38	31.0%	20	22	10.0%	\$767,000	\$876,250	14.2%	39	60	53.8%	2.4	3.2	35.4%
20147	111	131	18.0%	91	86	-5.5%	\$710,000	\$791,785	11.5%	57	123	115.8%	1.0	1.7	80.4%
20148	115	110	-4.3%	77	88	14.3%	\$866,125	\$850,003	-1.9%	85	122	43.5%	1.4	1.8	29.3%
20152	43	51	18.6%	32	31	-3.1%	\$827,500	\$852,000	3.0%	16	31	93.8%	0.6	1.2	88.7%
20164	55	37	-32.7%	49	47	-4.1%	\$585,000	\$585,000	0.0%	37	43	16.2%	1.0	1.2	23.4%
20165	50	49	-2.0%	32	38	18.8%	\$649,992	\$740,000	13.8%	30	39	30.0%	1.0	1.2	20.0%
20175	49	74	51.0%	41	50	22.0%	\$705,000	\$780,045	10.6%	33	74	124.2%	1.0	1.8	82.9%
20176	80	94	17.5%	72	74	2.8%	\$762,500	\$960,500	26.0%	61	109	78.7%	1.3	1.9	48.5%
20180	13	13	0.0%	6	7	16.7%	\$1,035,000	\$860,000	-16.9%	12	18	50.0%	1.6	2.2	40.7%



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.

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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.