

# DAAR LOUDOUN

## HOME SALES REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Home Sales Report

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## Second Quarter 2025

Dulles Area Association of REALTORS®

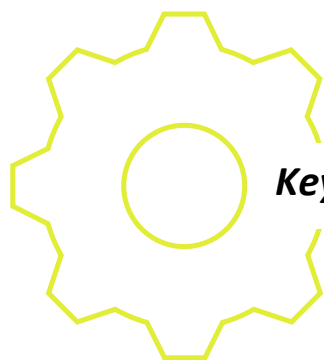
### Market Report Key Takeaways

#### Economic Conditions

- Virginia's job market had modest growth in May. There were approximately 1,200 more jobs statewide in May compared to April.
- The unemployment rate in Virginia rose to 3.5% in May (not seasonally adjusted). A year ago, it was 2.8%. In Loudoun County, the unemployment rate was 3.2% in May, which is up from 2.5% last year.
- The average rate for a 30-year fixed mortgage was 6.75% in the third week of July 2025. At this time last year, the average rate was 6.77%.

#### Housing Market Conditions

- Sales activity continues to outpace last year in the Loudoun County housing market. There were 1,535 closed sales in the county during the second quarter. This is 66 more sales than a year ago (+4%).
- Home prices are still rising in most parts of the county. The median sales price countywide during the second quarter was \$800,000, climbing \$42,102 from a year ago (+6%).
- Supply continues to build up in the county's housing market. There were 785 active listings at the end of the second quarter in Loudoun County, an influx of 294 listings compared to a year ago.



## Key Trends Dashboard, DAAR

### Economy



**3.2%**

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



**6.75%**

Is the **30-year fixed-rate mortgage rate** during the third week of July 2025, which is down from 6.77% a year ago

### Housing Market



**66**

More **home sales** in Loudoun County in Q2-2025 compared to last year.



**6%**

Percent change in **median sales price** in the Loudoun County housing market in Q2-2025 compared to a year ago.



**\$135.1**

Million dollars more in total **sold volume** in the Loudoun County housing market in Q2-2025 compared to last year.



**60%**

Percent change in **active listings** at the end of Q2-2025 in Loudoun County compared to a year ago



**1.8**

**Months of supply** in the Loudoun County housing market in Q2-2025, which up from a year ago

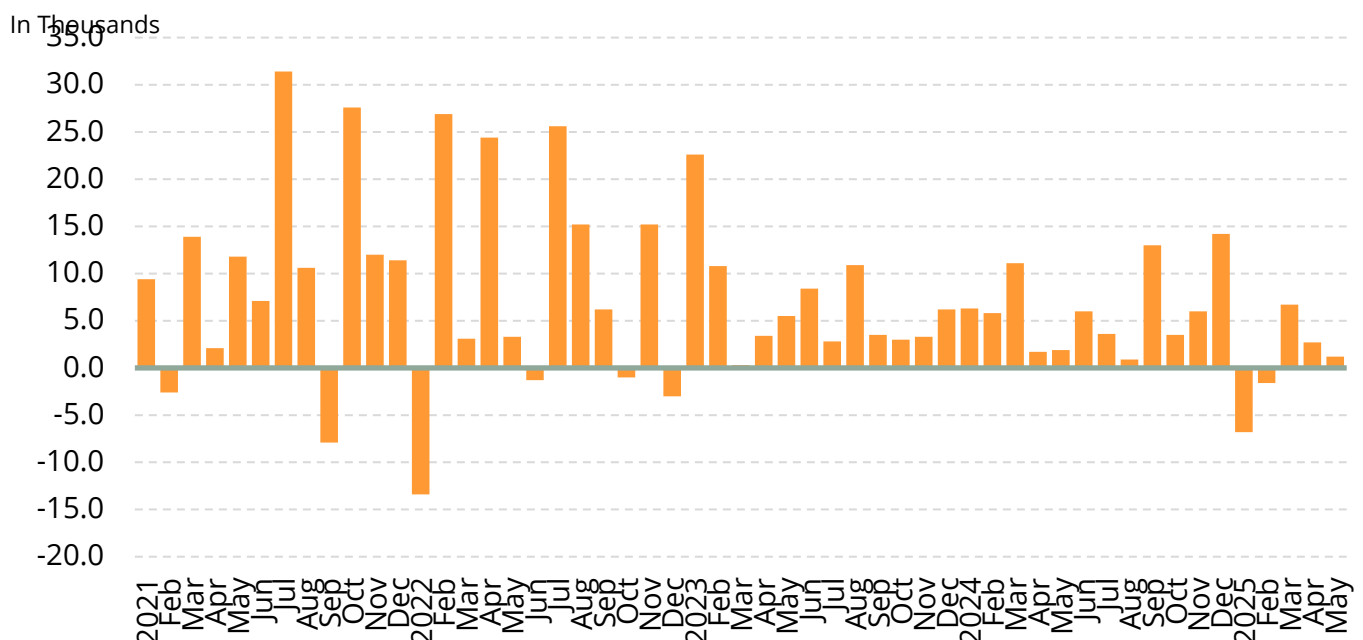
# Economic Overview

The state of the US economy is strong despite a softening labor market and elevated price levels. The potential impact of global tariffs continues to be a concern for the sustained growth of the economy. Price levels for certain categories of goods and services have started to exhibit the downsides of trade war uncertainties. Virginia's job market has been cooling this year in some key sectors, and the unemployment rate has been trending up. Mortgage rates continue to hover in the upper 6%.

## Jobs

Virginia's job market saw a slight expansion in May despite weaknesses in certain sectors. There were about 4.28 million jobs across the Commonwealth in May 2025, which is 1,200 additional jobs since the prior month. The job sectors with the strongest job growth in Virginia were Professional, Scientific & Technical Services (+3,200 jobs) and Transportation & Warehousing (+1,500 jobs). The Federal Government sector (-3,100 jobs) shed the most jobs of any sector due to continued impact of federal workforce cuts, followed by the Construction sector (-1,900 jobs). Four metro areas within Virginia saw an influx of jobs, with Richmond (+0.5%, +3,800 jobs) leading this growth. On the other hand, Harrisonburg (-0.6%, -400 jobs) had the sharpest percent decline in jobs.

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

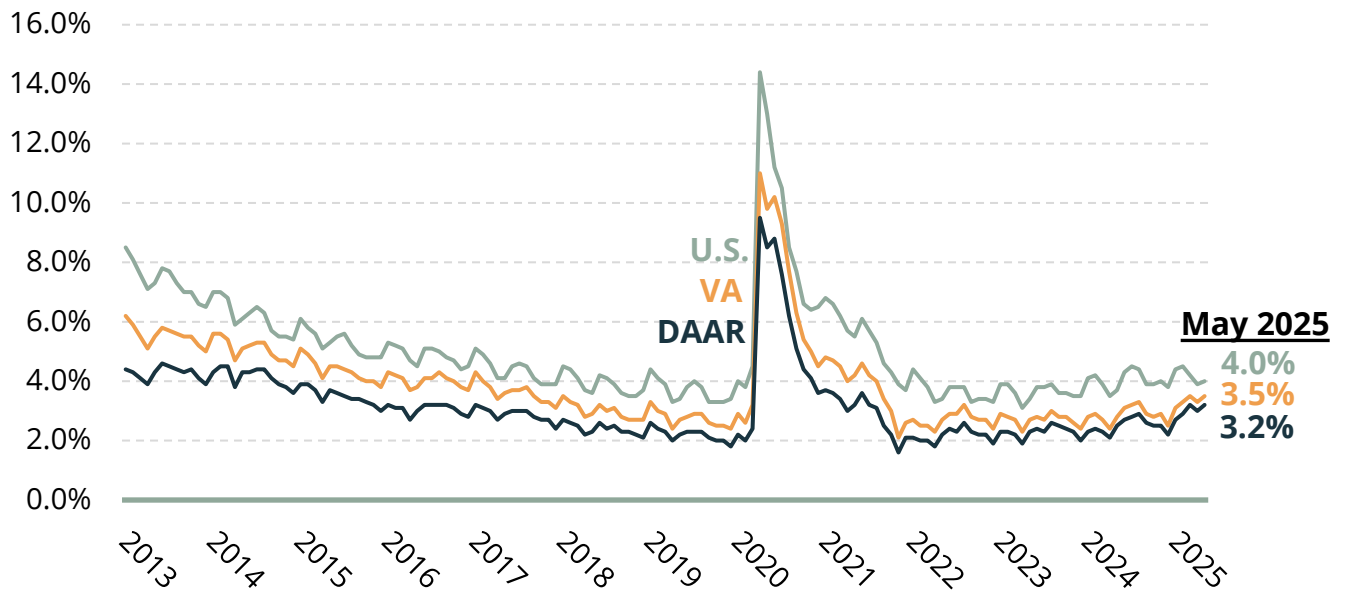


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

## Unemployment

The unemployment rate in Virginia rose to 3.5% in May, compared to 2.8% at this time last year (not seasonally adjusted). The national unemployment rate climbed to 4.0%, up from 3.7% last May. Within the Virginia Peninsula footprint, the unemployment rate is also rising. The May unemployment rate in the region was 4.0%, a year ago it was 3.2%.

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

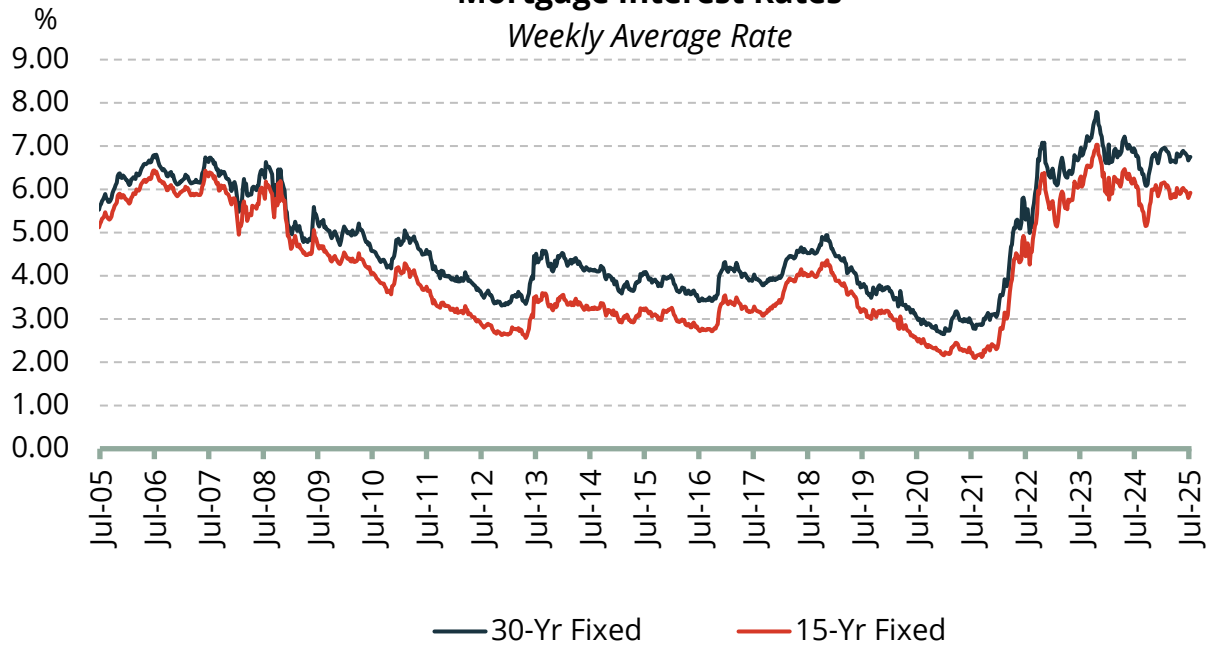


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

## Mortgage Rates

As of July 17, the average rate for a 30-year fixed mortgage was 6.75%. Mortgage rates have moved within a narrow range of the upper 6% rates over the past few months. A year ago, the average rate was essentially the same, 6.77%.

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



Source: Freddie Mac

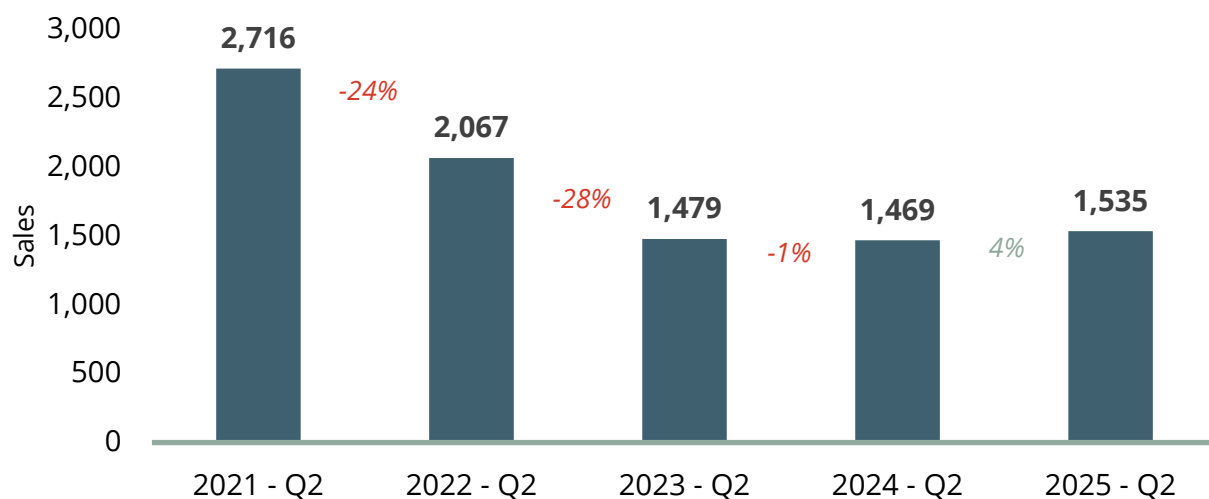
# Housing Market Overview

The Loudoun County housing market is still showing signs of growth, but the pace has cooled. Sales rose for the fourth consecutive quarter in the county outpacing last year's second quarter totals, which drove up the sold dollar volume levels in the second quarter. The days on market went up slightly and prices continued to climb in most local markets. Listing activity increased, resulting in greater housing options for buyers.

## Sales

Sales were higher in the second quarter of this year compared to last year. Loudoun County had 1,535 total sales this quarter, up 4% from the previous year, which is 66 more sales than a year ago. Activity jumped for all three months of the second quarter (April to June). Leesburg zip code 20176 and Aldie zip code 20105 had the biggest uptick in sales in the second quarter. There were fewer home sales in Ashburn zip code 20148 and Chantilly zip code 20152. Statewide, sales increased 2.0% from a year ago.

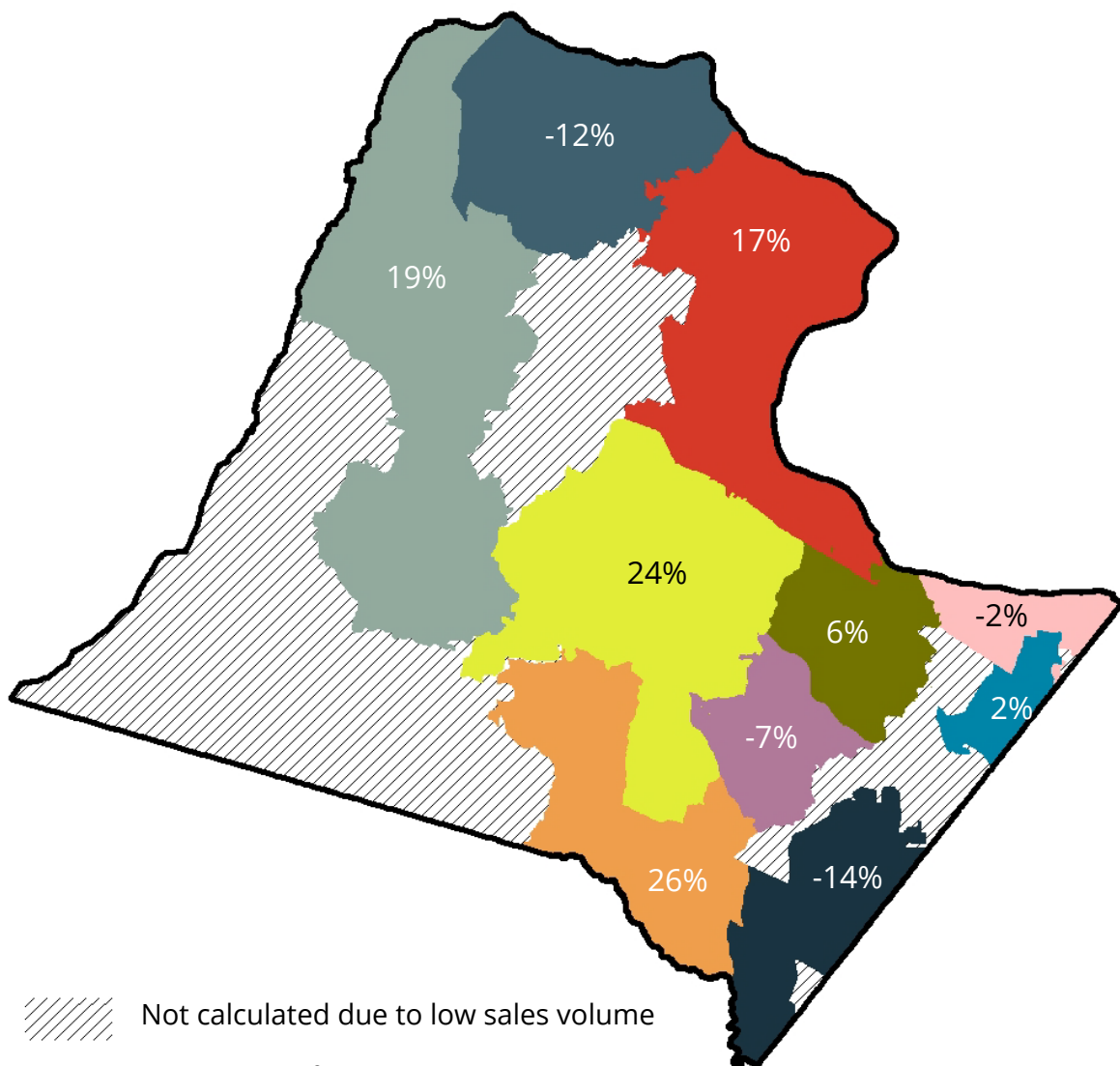
**Figure 4**  
**Second Quarter Home Sales, Loudoun County**  
2021-2025



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

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

<i>Jurisdiction</i>	<i>2024 - Q2</i>	<i>2025 - Q2</i>	<i>% Change</i>	<i>Jurisdiction</i>	<i>2024 - Q2</i>	<i>2025 - Q2</i>	<i>% Change</i>
20105 Aldie	111	140	26%	20164 Sterling	125	127	2%
20132 Purcellville	63	75	19%	20165 Sterling	120	118	-2%
20147 Ashburn	237	252	6%	20175 Leesburg	123	152	24%
20148 Ashburn	244	228	-7%	20176 Leesburg	186	218	17%
20152 Chantilly	103	89	-14%	20180 Lovettsville	25	22	-12%



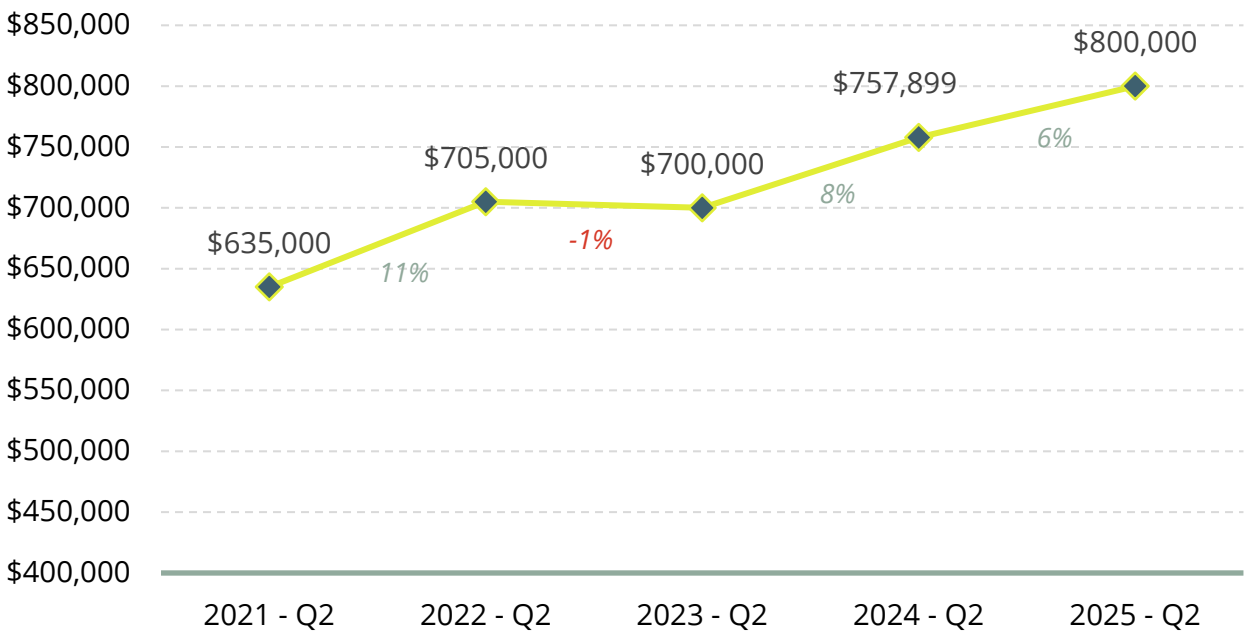
Source: Virginia REALTORS®, data accessed July 15, 2025



Sales Prices

Prices remained elevated in Loudoun County in the second quarter. At \$800,000, home prices grew 6% in the county, \$42,102 higher than the previous year. Leesburg zip code 20176 experienced the sharpest rise in sales price this quarter. Sale prices dropped in Chantilly 20152 and Sterling zip code 20164. The median sales price in Virginia was \$440,000 in the second quarter, up 3.5% from a year earlier.

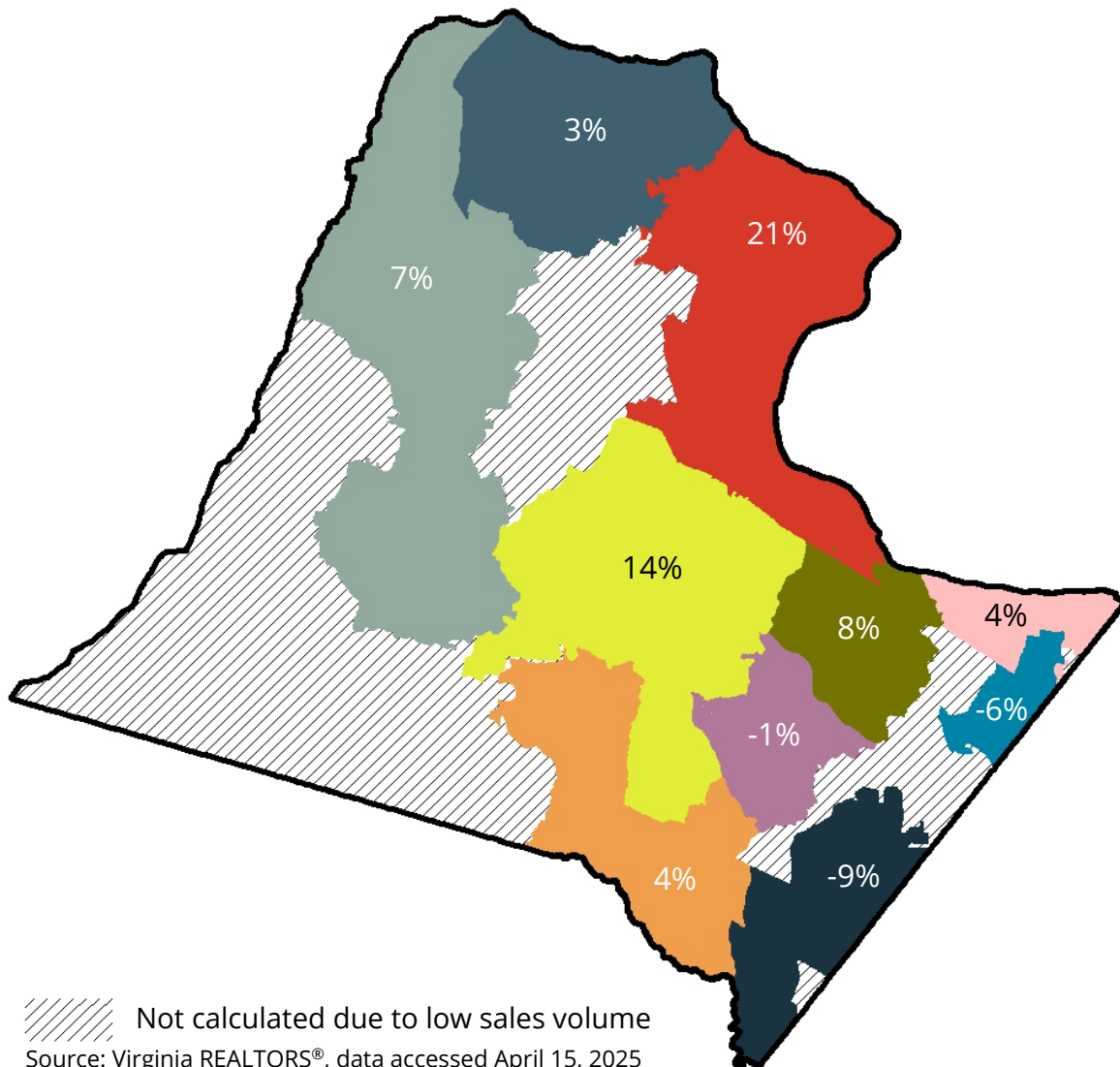
**Figure 6**  
**Second Quarter Median Sales Price, Loudoun County**  
*2021-2025*



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

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

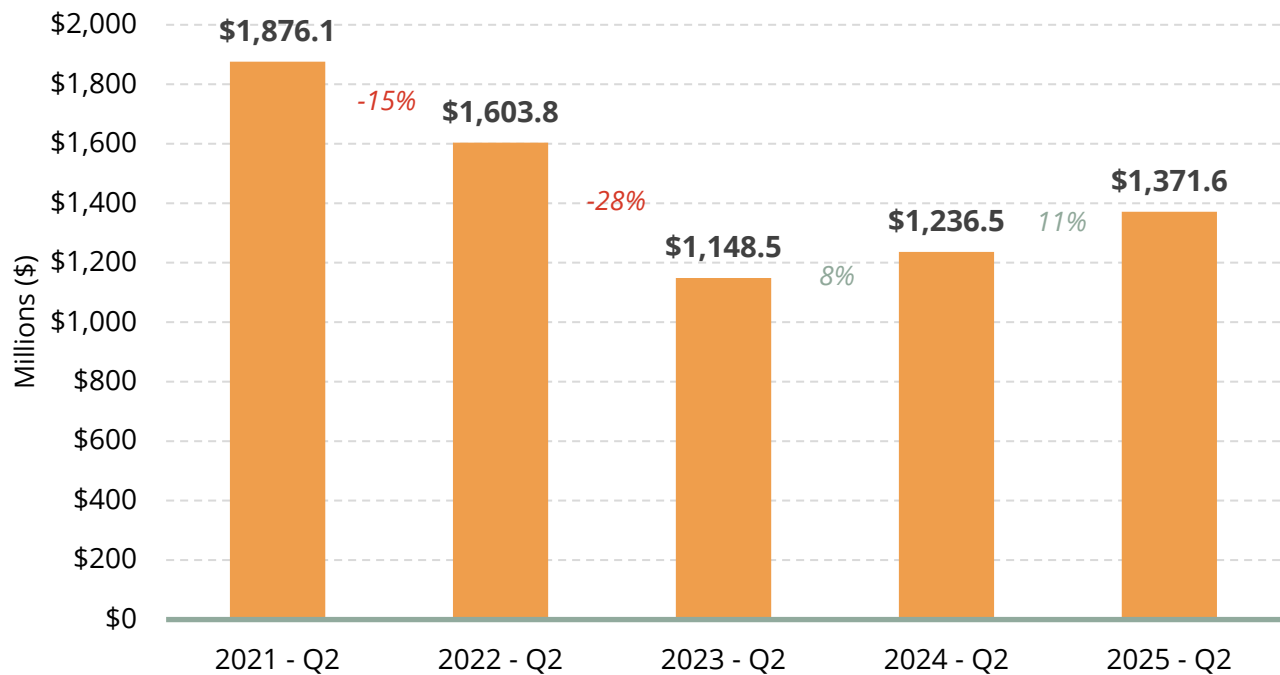
Zip Code	2024 - Q2	2025 - Q2	% Change	Zip Code	2024 - Q2	2025 - Q2	% Change
20105 Aldie	\$1,045,000	\$1,088,975	4%	20164 Sterling	\$615,000	\$580,000	-6%
20132 Purcellville	\$825,000	\$881,000	7%	20165 Sterling	\$700,000	\$728,850	4%
20147 Ashburn	\$689,000	\$742,800	8%	20175 Leesburg	\$745,000	\$849,000	14%
20148 Ashburn	\$855,000	\$850,000	-1%	20176 Leesburg	\$755,500	\$911,500	21%
20152 Chantilly	\$875,000	\$800,000	-9%	20180 Lovettsville	\$839,000	\$860,000	3%



## Sold Volume

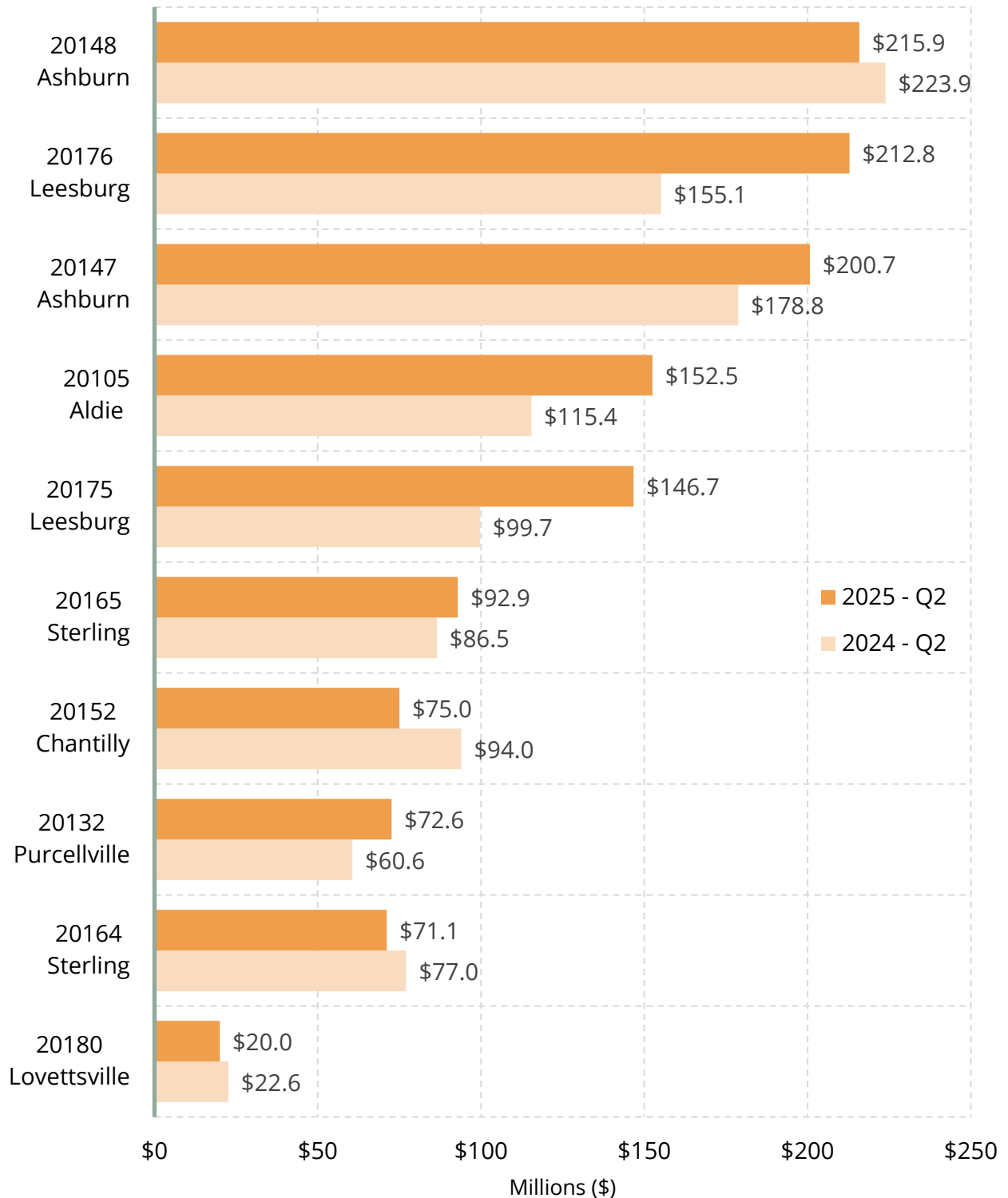
Sold volume climbed for the sixth consecutive quarter in Loudoun County. There was \$1.37 billion of total volume in the second quarter, \$135.1 million more than a year ago, representing an 11% increase in volume. The combination of higher home prices and sales activity led to sold volume gains in Leesburg zip code 20176 and Aldie zip code 20105. Sold volume rose 5.6% from the previous year in Virginia.

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



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

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

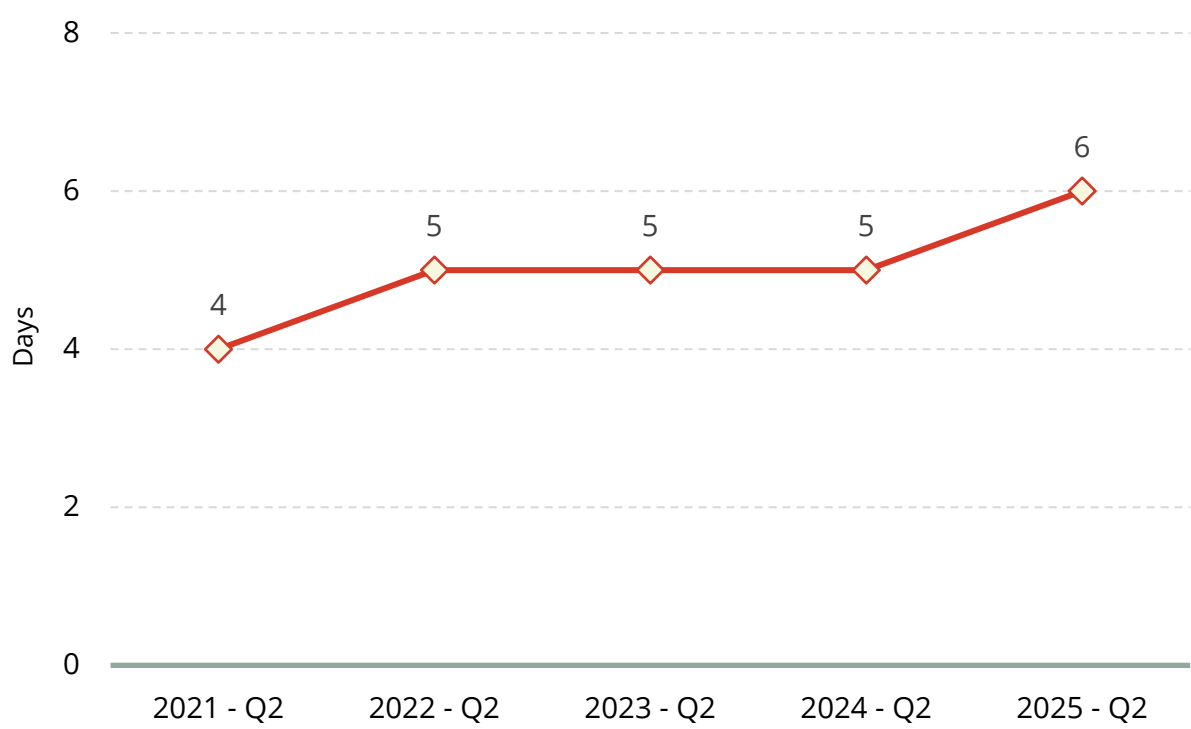


Source: Virginia REALTORS®, data accessed July 15, 2025

Days on Market

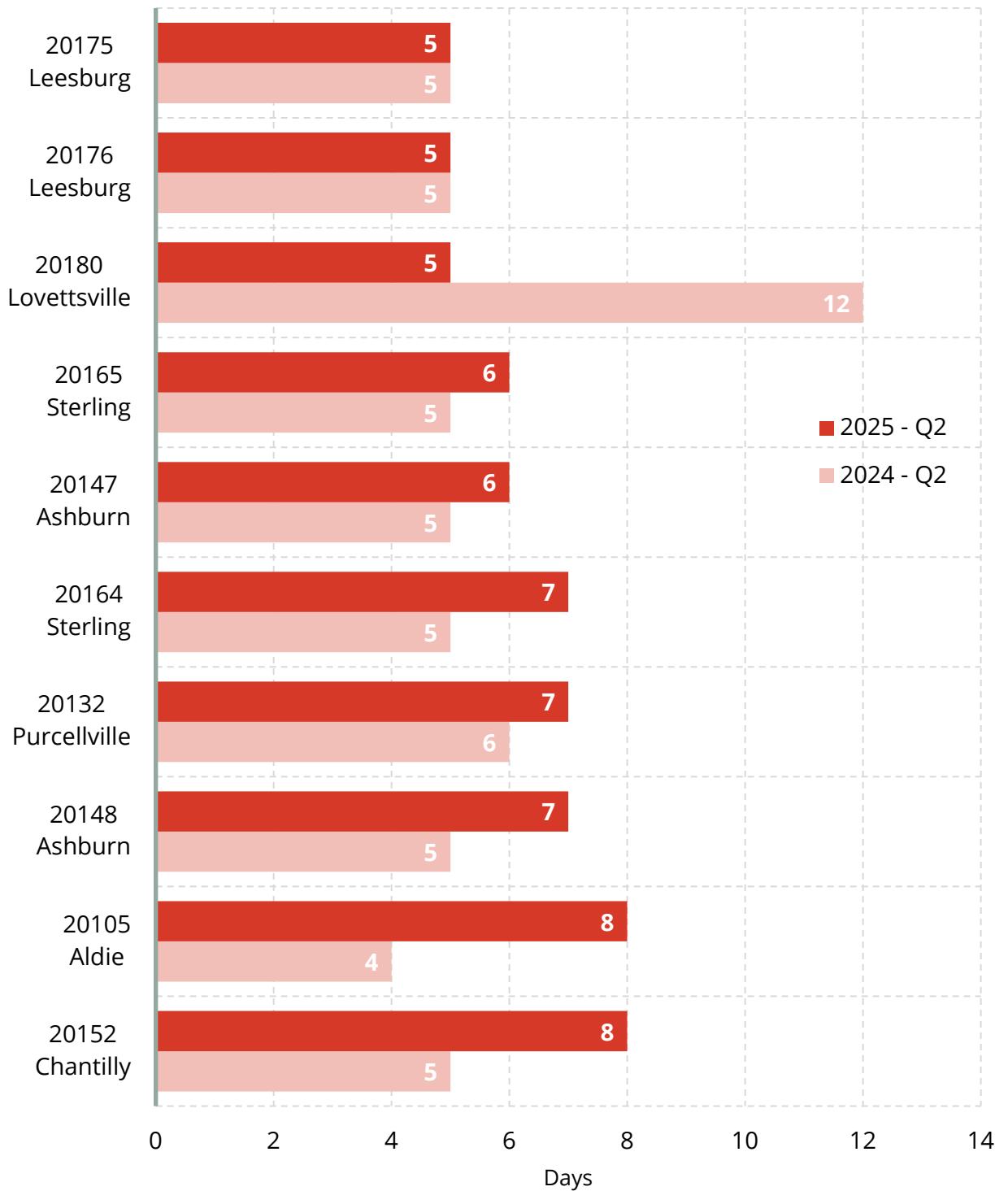
The days on market inched up this quarter. Homes in Loudoun County took one day longer to sell with the median days on market at six days in the second quarter. Leesburg zip code 20175 and Lovettsville 20180 had a lower days on market (5 days) than Chantilly zip code 20152 and Aldie zip code 20105 (8 days). At 10 days, the statewide median days on market was three days slower than last year.

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



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

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



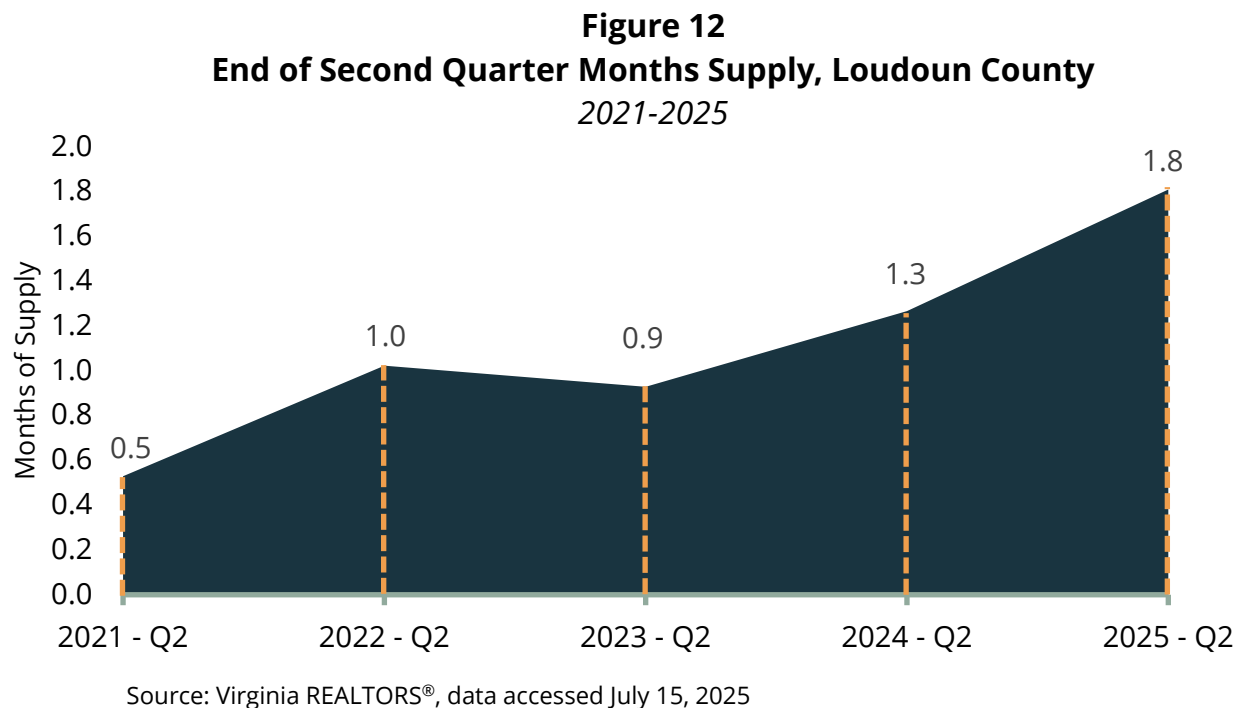
Source: Virginia REALTORS®, data accessed July 15, 2025

Inventory

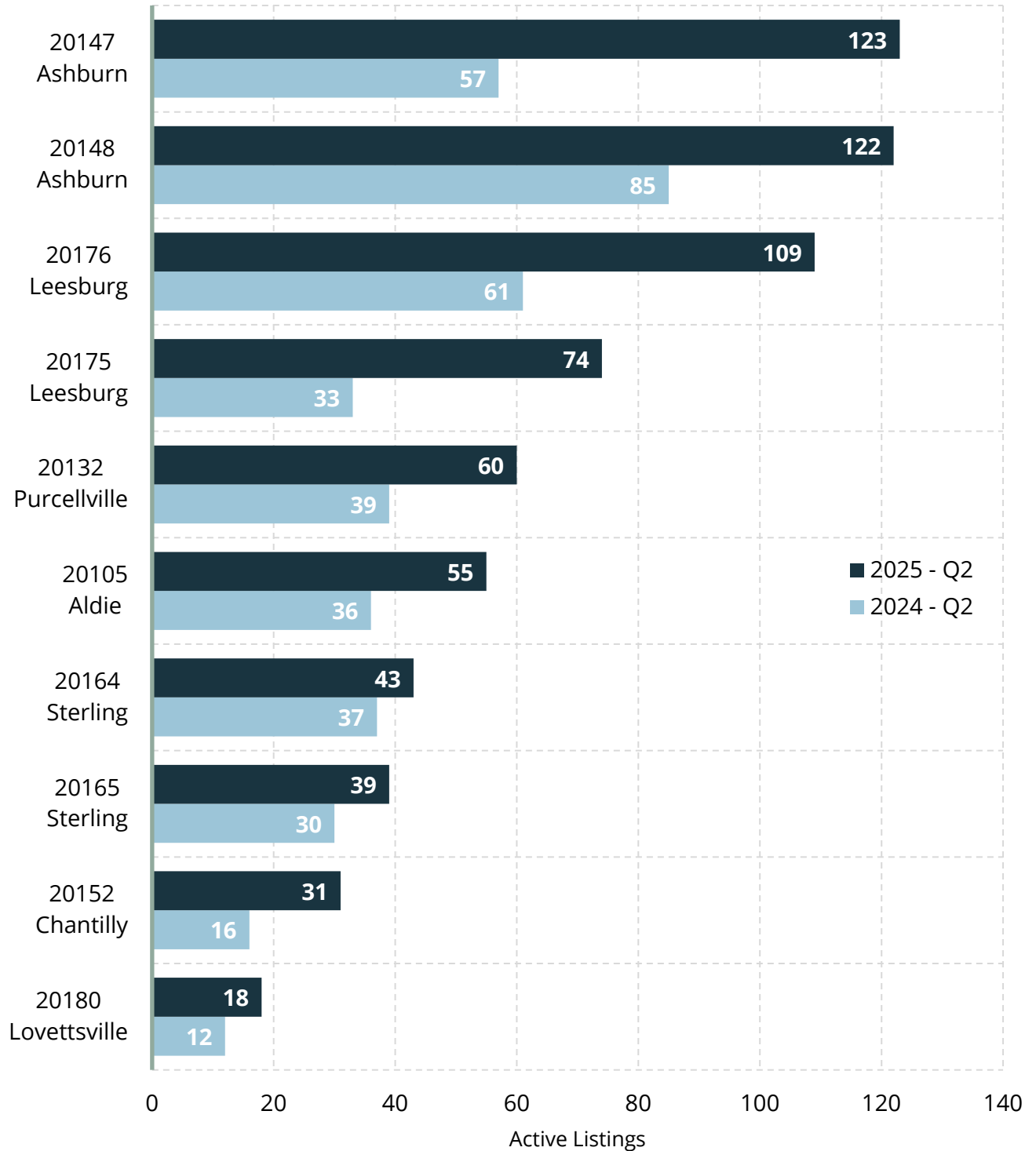
An increase in listing activity led to higher inventory levels in the county. The total number of active listings came to 785 at the end of the second quarter, surging 60%, an additional 294 listings on the market.

The second quarter ended with 23,755 active listings in Virginia, 5,415 more listings than the year before, growing 29.5%.

Across the region, there was 1.8 months of supply, up from 1.3 months of supply the previous year. 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. Throughout the state, supply went from 2.2 months in the second quarter of 2024 to 2.7 months in the second quarter of 2025.



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



Source: Virginia REALTORS®, data accessed July 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.