

# DAAR LOUDOUN COUNTY

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# DAAR Market Indicators Report



## Key Market Trends: July 2025

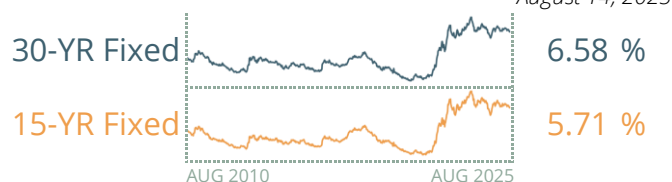
- Sales in Loudoun County went up for the 11<sup>th</sup> straight month.** There were eight more sales in July, bringing the total to 526 in Loudoun, a 1.5% increase from the previous year. Activity rose in Ashburn zip code 20148 with 20 more sales than last year (+28.2%) and Aldie zip code 20105 with an additional 15 home sales (+41.7%). Sterling zip code 20165 (-34.1%) and Leesburg zip code 20176 (-20.6%) experienced the largest declines in sales this month.
- Pending sales were on the rise in the month of July.** In Loudoun County, there were 486 pending sales this month, an increase of 2.7% or 13 pending sales from the previous year. The number of pending sales went up in Aldie zip code 20105 (+11 pending sales) and Purcellville zip code 20132 (+8 pending sales) compared to last July. After growing for two months year-over-year, pending sales declined in Ashburn zip code 20148 (-24 pending sales).
- Prices grew at a slower pace in July of this year compared to last year.** Home prices went up 1.8% with homes costing a median of \$760,000 in July, \$13,563 more than a year earlier. The median sales price was \$925,000 in Purcellville zip code 20132, \$225,000 higher than the previous year, surging 32.1%. Sale prices climbed in Leesburg zip code 20176 (+24.3%) and Lovettsville zip code 20180 (+23.7%). Aldie zip code 20105 had the steepest drop in price this month (-19.3%) compared to a year ago.
- Supply improved as active listings increased in Loudoun County.** The number of active listings reached 732 in the Loudoun market at the end of July, 258 more listings than the year before, rising 54.4%. Listing activity surged in most local markets, with Ashburn zip code 20147 (+128.1%) and Leesburg zip code 20176 (+70.7%) leading all other markets in listing growth.



## DAAR Market Dashboard

YoY Chg	Jul-25	Indicator
▲ 1.5%	526	Sales
▲ 2.7%	486	Pending Sales
▲ 15.4%	695	New Listings
▲ 3.3%	\$765,000	Median List Price
▲ 1.8%	\$760,000	Median Sales Price
▲ 1.3%	\$292	Median Price Per Square Foot
▲ 5.0%	\$465.3	Sold Dollar Volume (in millions)
▼ -0.9%	100.3%	Average Sold/Ask Price Ratio
▲ 32.6%	21	Average Days on Market
▲ 54.4%	732	Active Listings
▲ 40.6%	1.7	Months of Supply

## INTEREST RATE TRACKER



# Report Index



Market Activity - DAAR Footprint .....	4
Total Market Overview .....	5
Single-Family Detached Market Overview .....	6
Townhome & Condo Market Overview .....	7
Sales .....	8
Pending Sales .....	9
New Listings .....	10
Median List Price .....	11
Median Sales Price .....	12
Sold Dollar Volume .....	13
Average Sold to Ask Price Ratio .....	14
Average Days on Market .....	15
Active Listings .....	16
Months of Supply .....	17
Area Overview .....	18

**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.

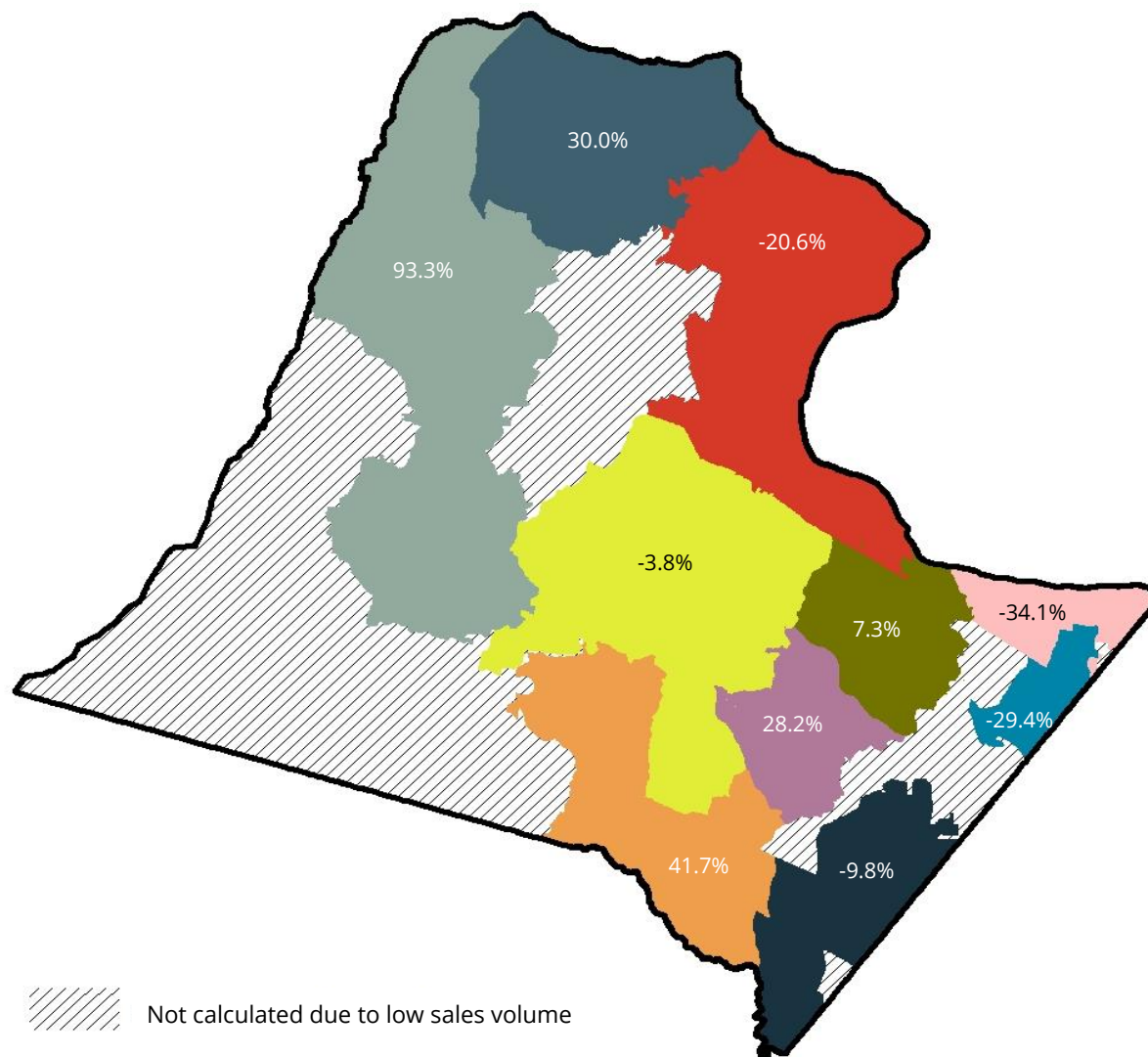
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**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		
	Jul-24	Jul-25	% Chg
20105 Aldie	36	51	41.7%
20132 Purcellville	15	29	93.3%
20147 Ashburn	82	88	7.3%
20148 Ashburn	71	91	28.2%
20152 Chantilly	41	37	-9.8%
20164 Sterling	51	36	-29.4%
20165 Sterling	44	29	-34.1%
20175 Leesburg	53	51	-3.8%
20176 Leesburg	68	54	-20.6%
20180 Lovettsville	10	13	30.0%

# Total Market Overview



Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23						
Sales		518	<b>526</b>	1.5%	2,856	<b>3,024</b>	5.9%
Pending Sales		473	<b>486</b>	2.7%	3,077	<b>3,233</b>	5.1%
New Listings		602	<b>695</b>	15.4%	4,061	<b>4,839</b>	19.2%
Median List Price		\$740,550	<b>\$765,000</b>	3.3%	\$731,428	<b>\$775,000</b>	6.0%
Median Sales Price		\$746,438	<b>\$760,000</b>	1.8%	\$745,000	<b>\$780,000</b>	4.7%
Median Price Per Square Foot		\$289	<b>\$292</b>	1.3%	\$288	<b>\$293</b>	1.6%
Sold Dollar Volume (in millions)		\$443.3	<b>\$465.3</b>	5.0%	\$2,370.8	<b>\$2,658.7</b>	12.1%
Average Sold/Ask Price Ratio		101.3%	<b>100.3%</b>	-0.9%	101.7%	<b>100.8%</b>	-0.8%
Average Days on Market		15	<b>21</b>	32.6%	16	<b>19</b>	17.0%
Active Listings		474	<b>732</b>	54.4%	n/a	<b>n/a</b>	n/a
Months of Supply		1.2	<b>1.7</b>	40.6%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25				
Sales		235	<b>259</b>	10.2%	1,339	<b>1,475</b>	10.2%
Pending Sales		212	<b>242</b>	14.2%	1,427	<b>1,571</b>	10.1%
New Listings		278	<b>326</b>	17.3%	1,950	<b>2,368</b>	21.4%
Median List Price		\$1,025,000	<b>\$1,025,000</b>	0.0%	\$960,000	<b>\$1,025,000</b>	6.8%
Median Sales Price		\$1,050,000	<b>\$1,025,000</b>	-2.4%	\$990,000	<b>\$1,050,000</b>	6.1%
Median Price Per Square Foot		\$275	<b>\$278</b>	0.9%	\$273	<b>\$278</b>	2.1%
Sold Dollar Volume (in millions)		\$270.0	<b>\$296.6</b>	9.9%	\$1,443.4	<b>\$1,678.8</b>	16.3%
Average Sold/Ask Price Ratio		102.0%	<b>101.1%</b>	-0.9%	102.3%	<b>101.3%</b>	-1.1%
Average Days on Market		16	<b>19</b>	21.1%	14	<b>19</b>	29.5%
Active Listings		246	<b>367</b>	49.2%	n/a	<b>n/a</b>	n/a
Months of Supply		1.4	<b>1.8</b>	31.1%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview

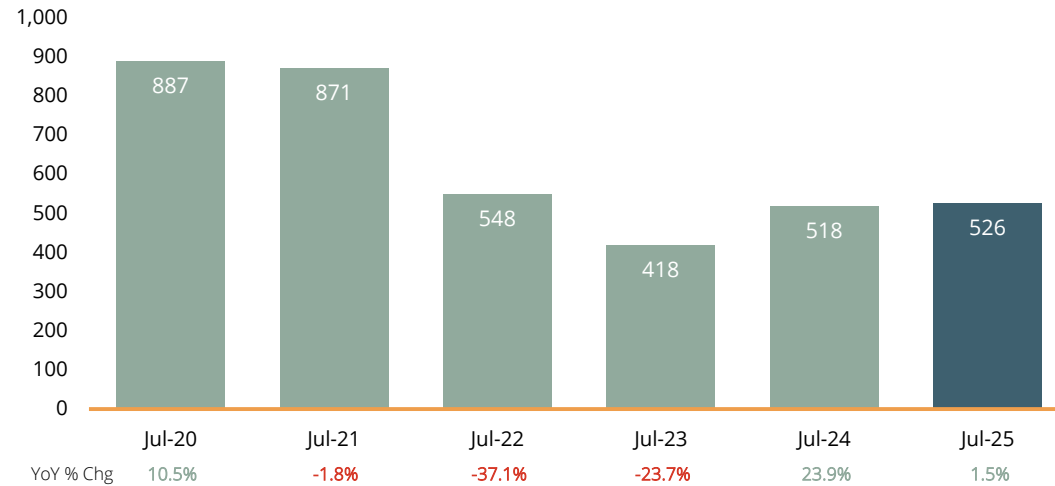


Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23Jul-25						
Sales		283	<b>267</b>	-5.7%	1,517	<b>1,549</b>	2.1%
Pending Sales		261	<b>244</b>	-6.5%	1,650	<b>1,662</b>	0.7%
New Listings		324	<b>369</b>	13.9%	2,111	<b>2,471</b>	17.1%
Median List Price		\$594,015	<b>\$619,990</b>	4.4%	\$602,990	<b>\$619,990</b>	2.8%
Median Sales Price		\$603,820	<b>\$621,000</b>	2.8%	\$615,000	<b>\$625,000</b>	1.6%
Median Price Per Square Foot		\$296	<b>\$302</b>	2.0%	\$297	<b>\$303</b>	1.8%
Sold Dollar Volume (in millions)		\$173.3	<b>\$168.7</b>	-2.6%	\$927.5	<b>\$979.9</b>	5.7%
Average Sold/Ask Price Ratio		100.7%	<b>99.6%</b>	-1.1%	101.1%	<b>100.4%</b>	-0.7%
Average Days on Market		15	<b>22</b>	43.8%	17	<b>19</b>	7.5%
Active Listings		228	<b>365</b>	60.1%	n/a	<b>n/a</b>	n/a
Months of Supply		1.1	<b>1.6</b>	50.4%	n/a	<b>n/a</b>	n/a

# Sales



## Loudoun County

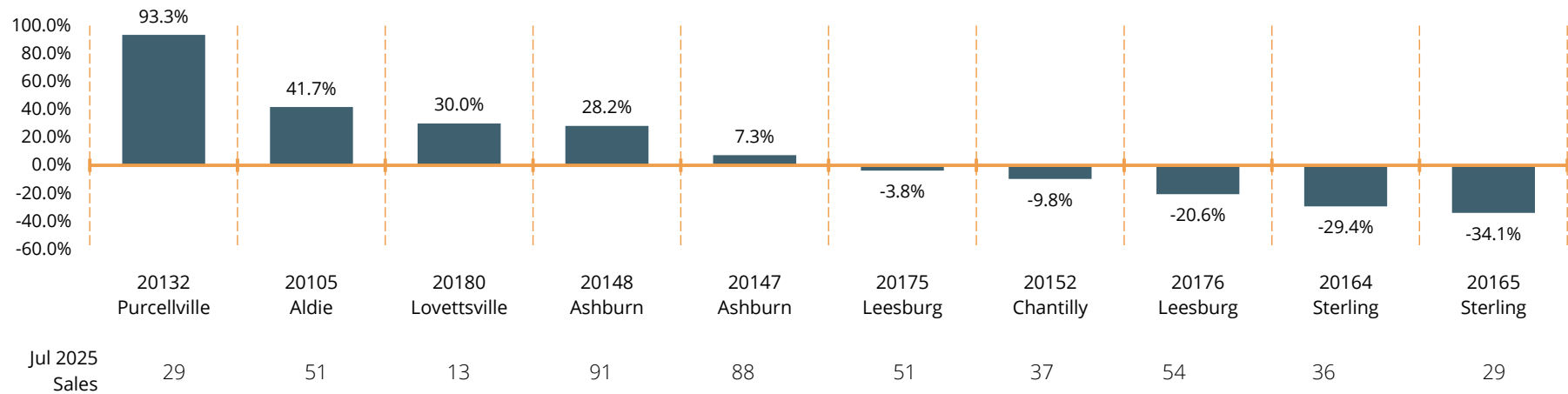


Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
Aug-24	216	9.6%	249	-7.1%
Sep-24	172	6.2%	225	16.6%
Oct-24	202	39.3%	266	33.7%
Nov-24	158	6.8%	209	27.4%
Dec-24	170	34.9%	222	25.4%
Jan-25	113	20.2%	153	15.0%
Feb-25	131	20.2%	160	-2.4%
Mar-25	202	10.4%	204	9.7%
Apr-25	244	10.9%	243	3.8%
May-25	261	4.0%	259	6.6%
Jun-25	265	7.3%	263	-4.0%
Jul-25	259	10.2%	267	-5.7%
12-month Avg	199	13.0%	227	8.0%

## Zip Code

### % Change in Sales

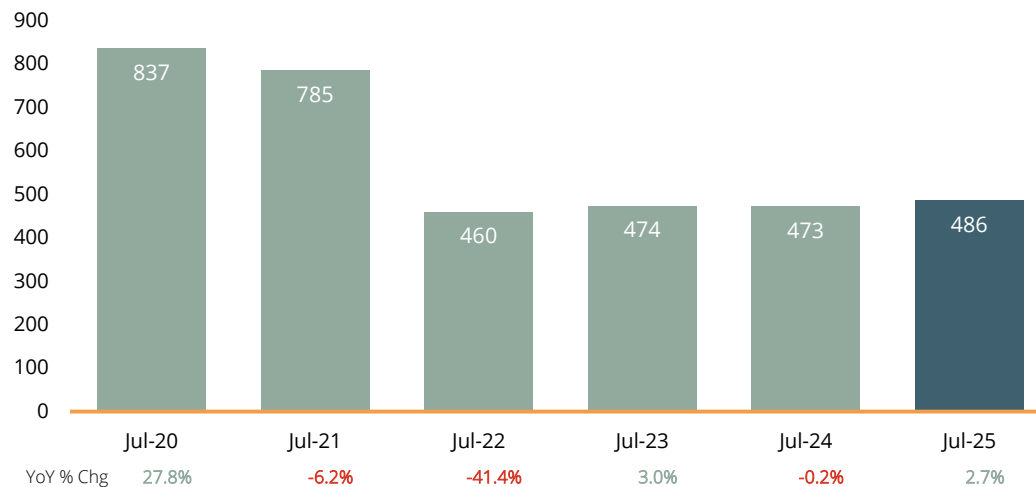
Jul-24 to Jul-25



# Pending Sales



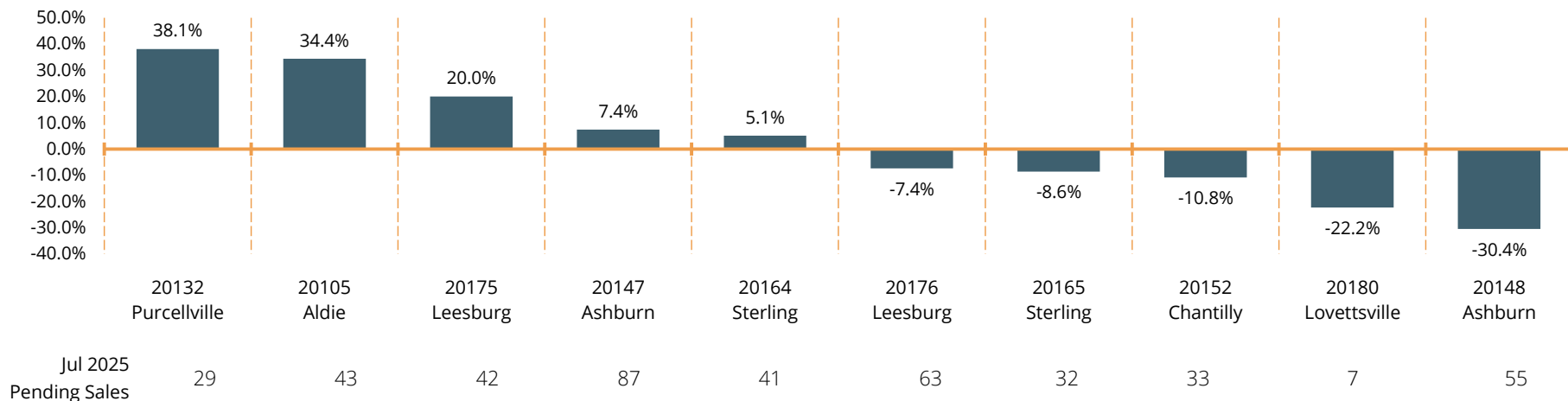
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-25	242	14.2%	244	-6.5%
12-month Avg	200	13.6%	226	7.9%

## Zip Code

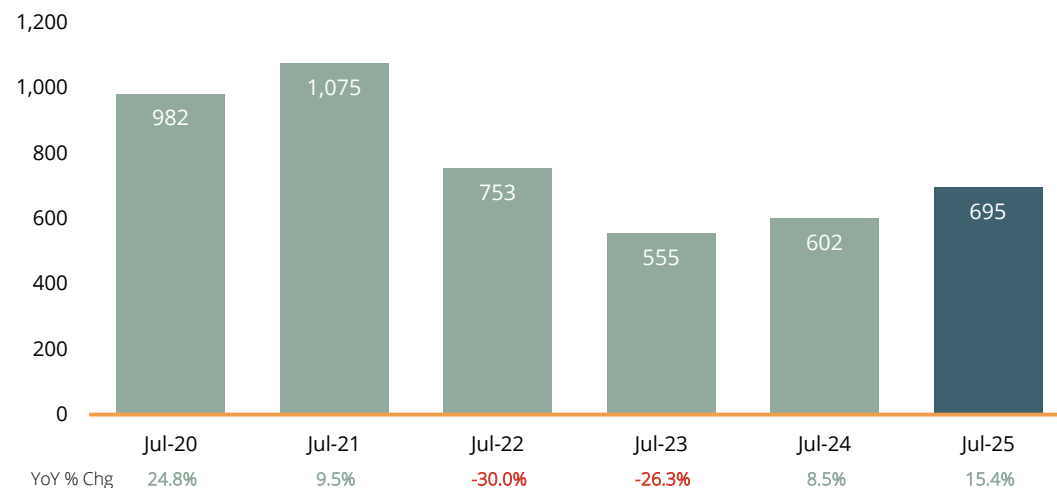
% Change in Pending Sales  
Jul-24 to Jul-25



# New Listings



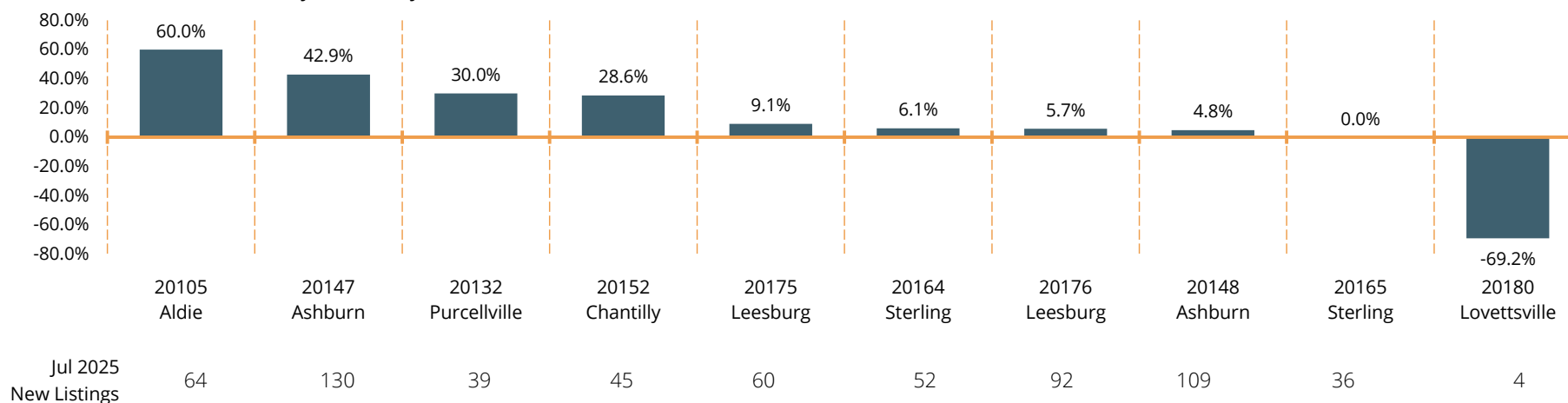
## Loudoun County



Month	Single-Family	YoY Chg	Townhome & Condo	YoY Chg
	Detached			
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%
Jul-25	326	17.3%	369	13.9%
12-month Avg	291	18.9%	321	16.9%

## Zip Code

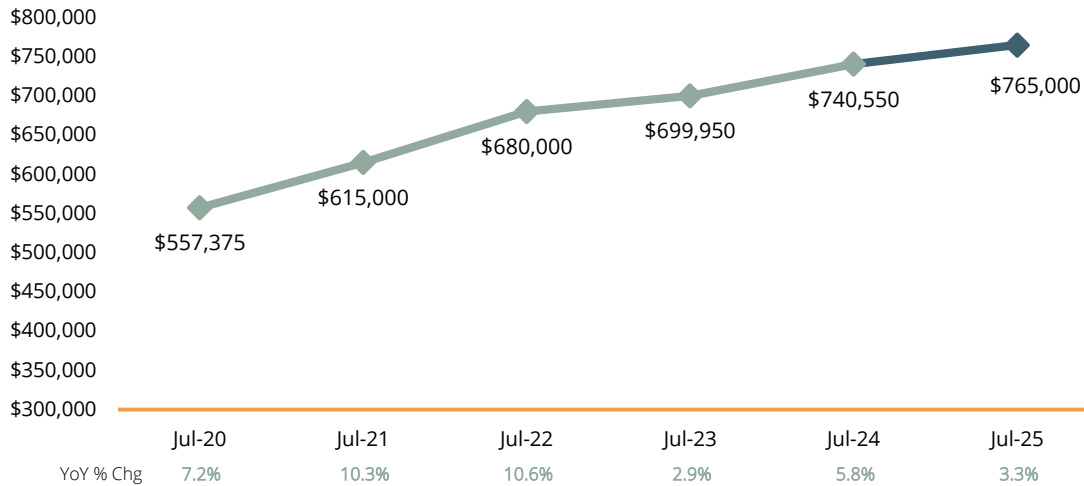
% Change in New Listings  
Jul-24 to Jul-25



# Median List Price



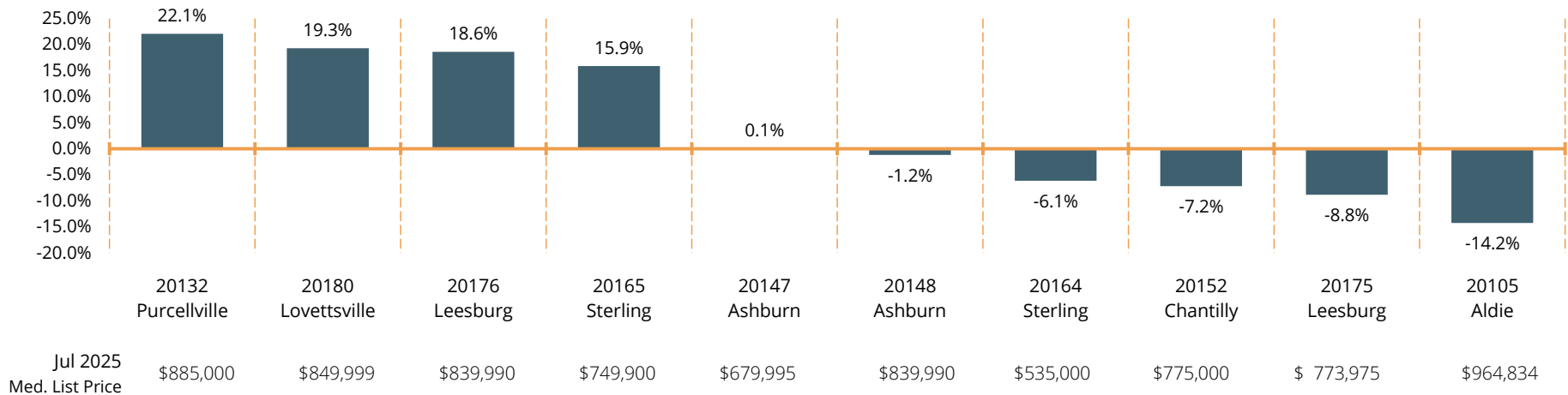
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jul-25	\$1,025,000	0.0%	\$619,990	4.4%
12-month Avg	\$1,021,047	8.0%	\$616,697	4.3%

## Zip Code

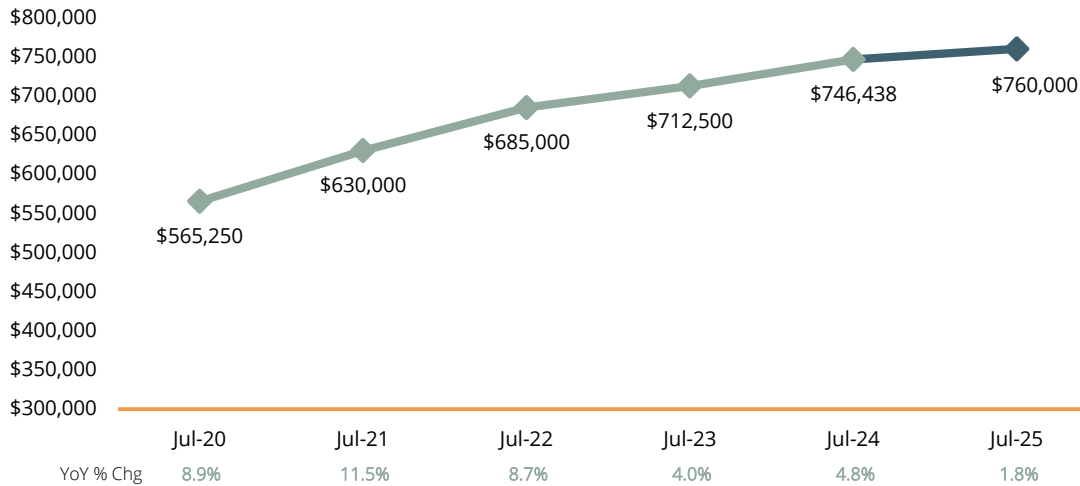
% Change in Median List Price  
Jul-24 to Jul-25



# Median Sales Price



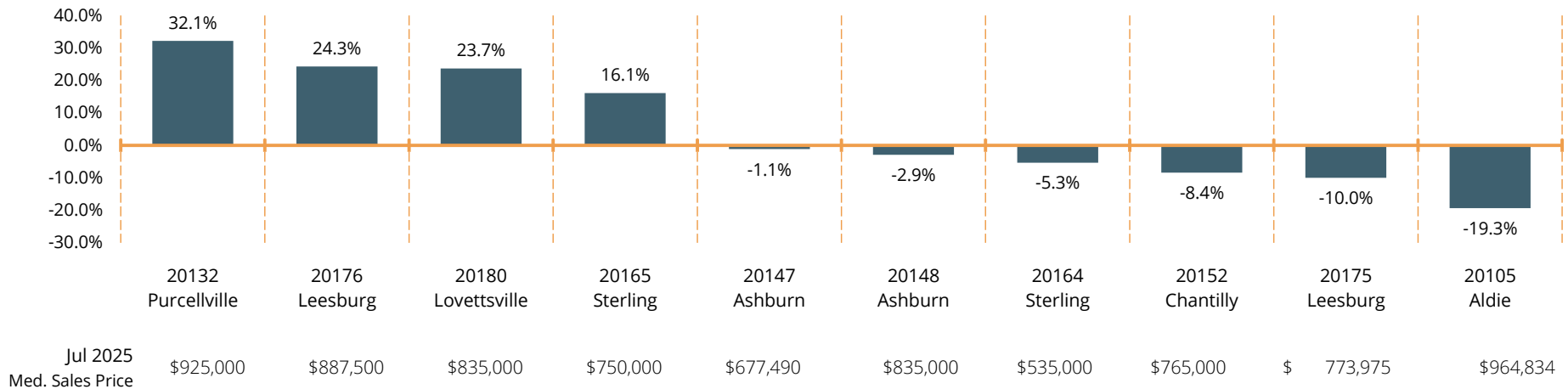
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-25	\$1,025,000	-2.4%	\$621,000	2.8%
12-month Avg	\$1,037,722	8.2%	\$618,207	3.7%

## Zip Code

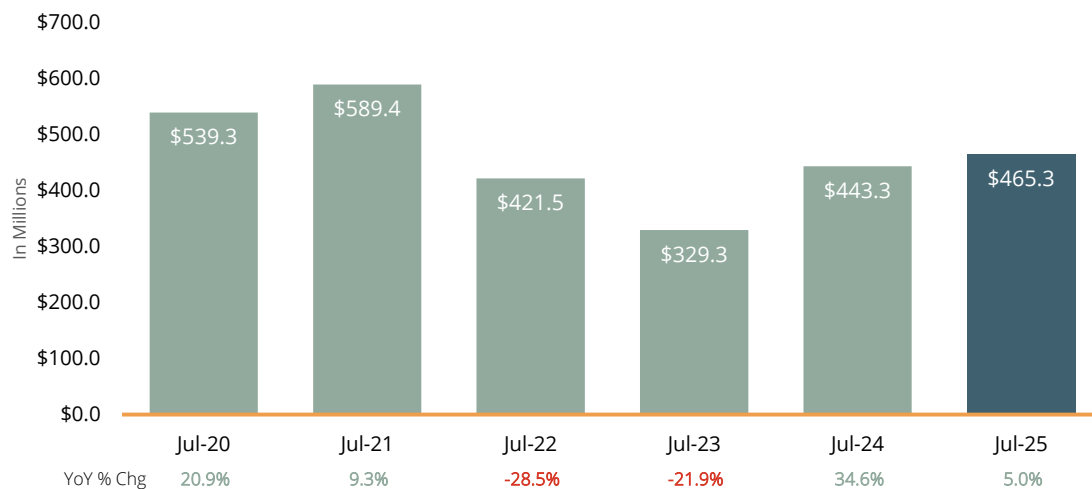
% Change in Median Sales Price  
Jul-24 to Jul-25



# Sold Dollar Volume (in millions)



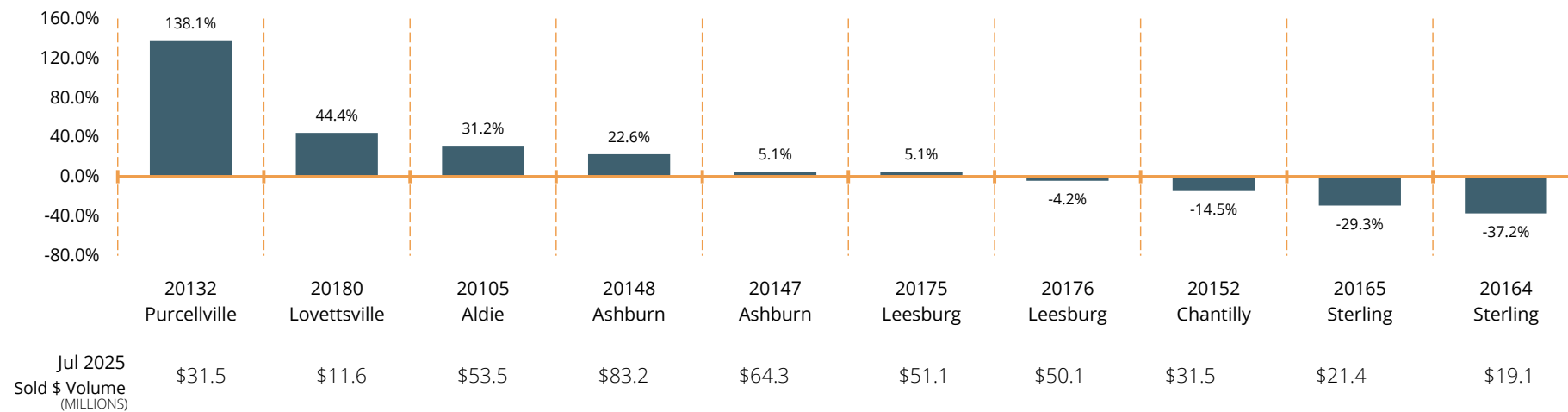
## Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Jul-25	\$296.6	9.9%	\$168.7	-2.6%
12-month Avg	\$226.3	20.6%	\$142.5	13.1%

## Zip Code

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



Jul 2025  
Sold \$ Volume  
(MILLIONS)

\$31.5

\$11.6

\$53.5

\$83.2

\$64.3

\$51.1

\$50.1

\$31.5

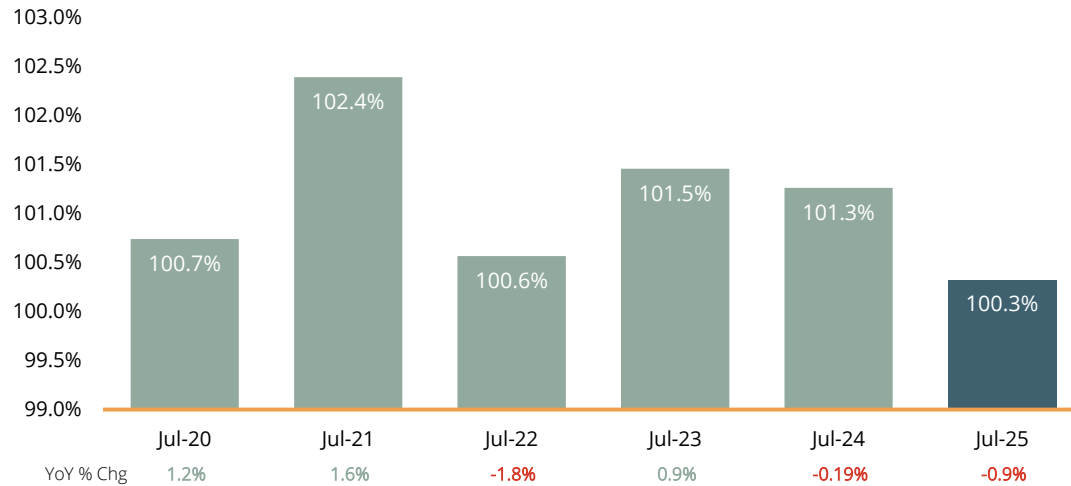
\$21.4

\$19.1

# Average Sold to Ask Price Ratio



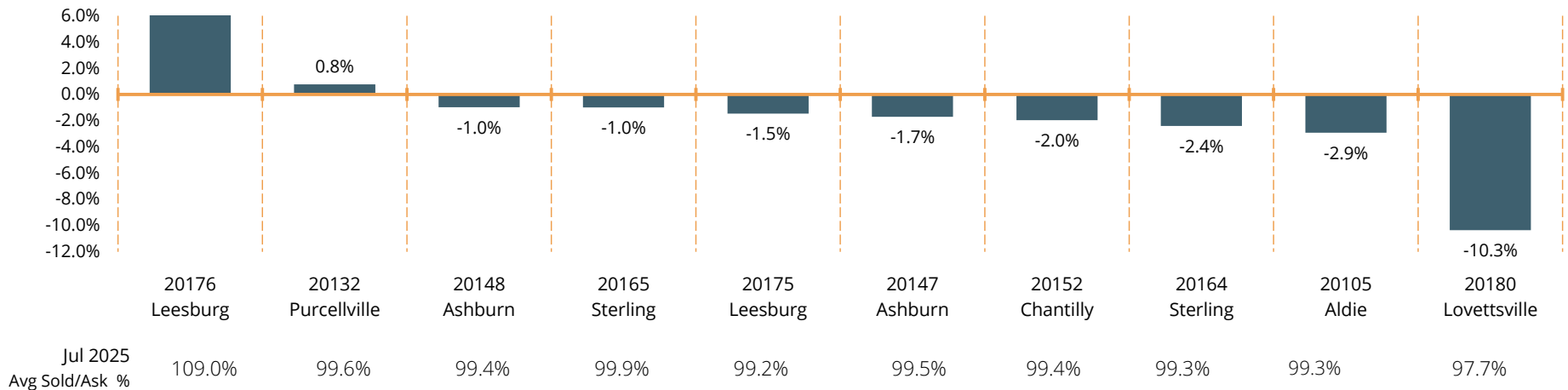
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Jul-25	101.1%	-0.9%	99.6%	-1.1%
12-month Avg	101.3%	-0.2%	100.4%	-0.5%

## Zip Code

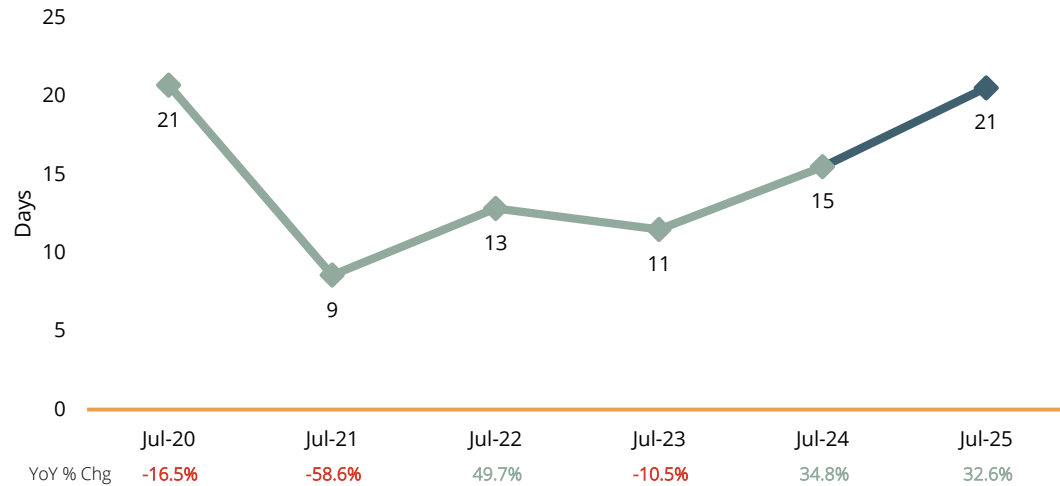
% Change in Average Sold to Ask Price Ratio  
Jul-24 to Jul-25



# Average Days on Market



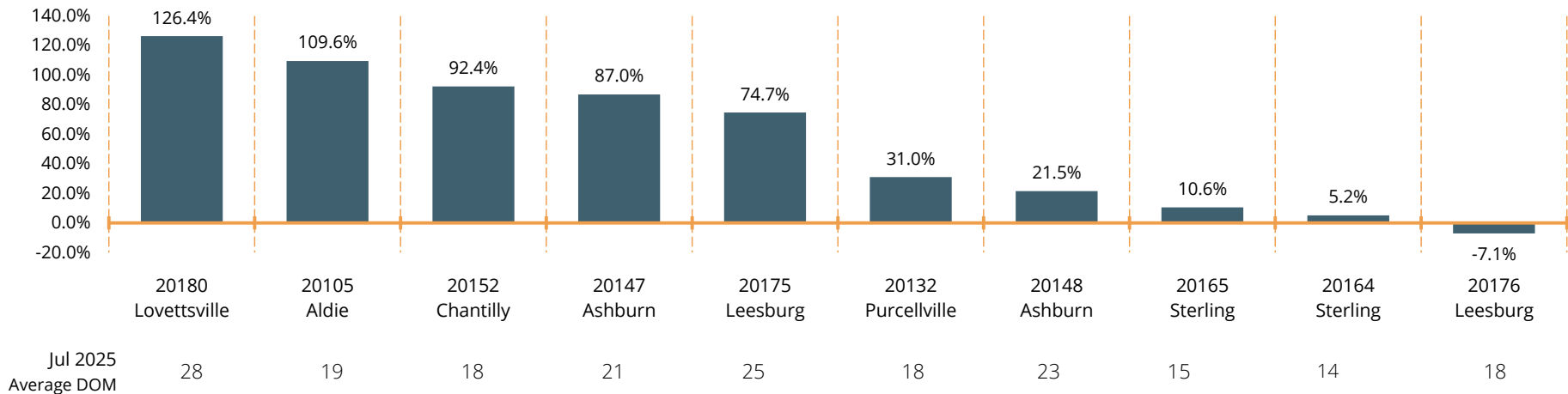
## Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Jul-25	19	21.1%	22	43.8%
12-month Avg	21	10.8%	19	13.8%

## Zip Code

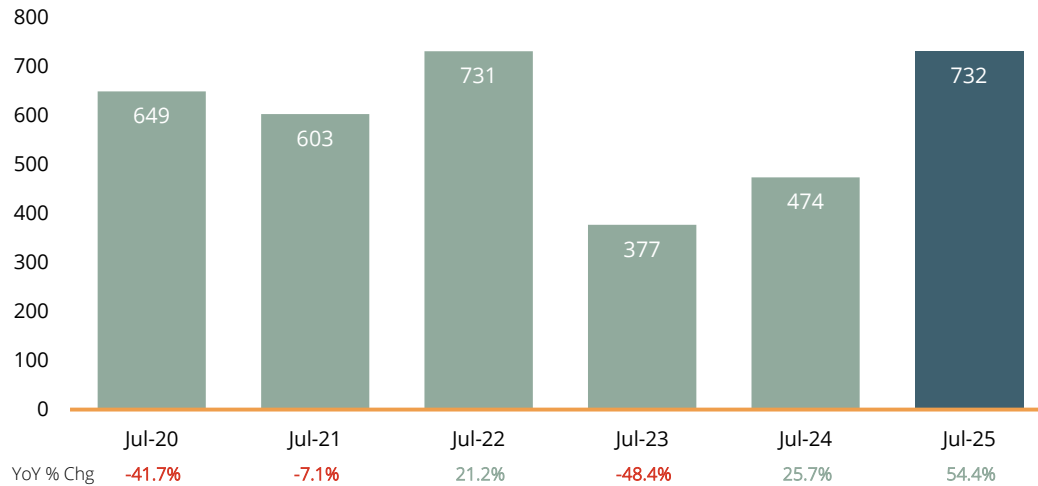
% Change in Average Days on Market  
Jul-24 to Jul-25



# Active Listings



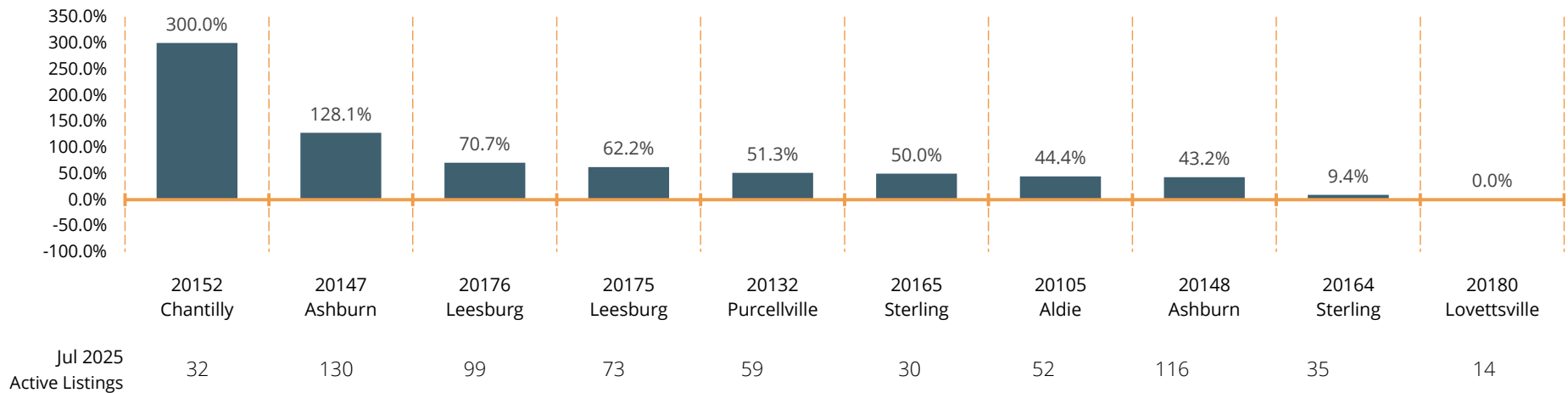
## Loudoun County



Month	Single-Family	YoY Chg	Townhome & Condo	YoY Chg
	Detached			
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%
Jul-25	367	49.2%	365	60.1%
12-month Avg	273	23.3%	267	33.6%

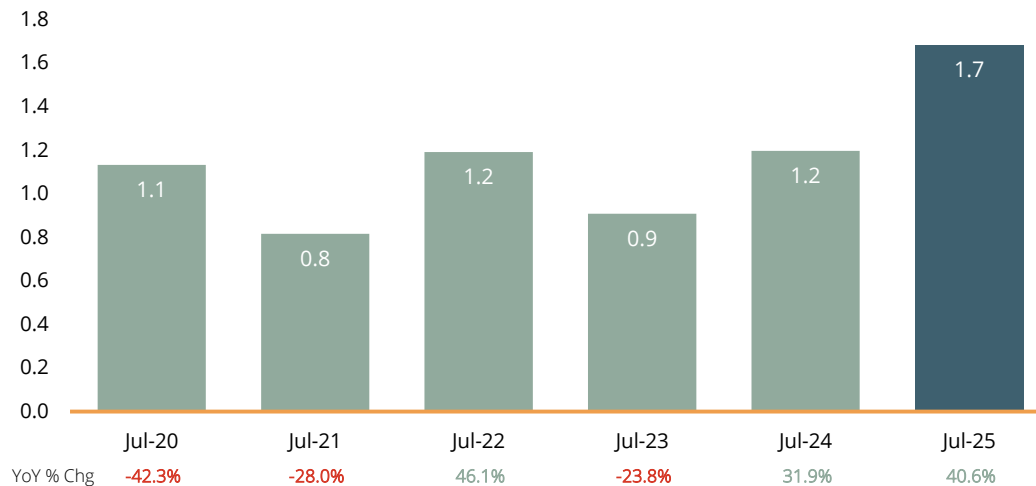
## Zip Code

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



# Months Supply

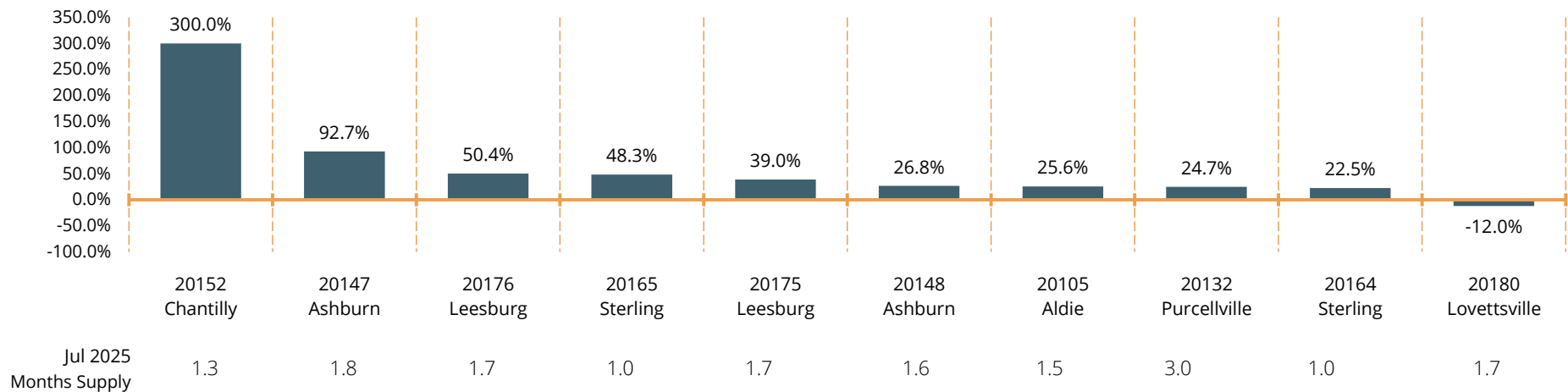
## Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Jul-25	1.8	31.1%	1.6	50.4%
12-month Avg	1.4	15.0%	1.0	9.4%

## Zip Code

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



# Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Loudoun County	602	<b>695</b>	15.4%	518	<b>526</b>	1.5%	\$746,438	<b>\$760,000</b>	1.8%	474	<b>732</b>	54.4%	1.2	<b>1.7</b>	40.6%
20105	40	<b>64</b>	60.0%	36	<b>51</b>	41.7%	\$1,196,250	<b>\$964,834</b>	-19.3%	36	<b>52</b>	44.4%	1.2	<b>1.5</b>	25.6%
20132	30	<b>39</b>	30.0%	15	<b>29</b>	93.3%	\$700,000	<b>\$925,000</b>	32.1%	39	<b>59</b>	51.3%	2.4	<b>3.0</b>	24.7%
20147	91	<b>130</b>	42.9%	82	<b>88</b>	7.3%	\$685,353	<b>\$677,490</b>	-1.1%	57	<b>130</b>	128.1%	0.9	<b>1.8</b>	92.7%
20148	104	<b>109</b>	4.8%	71	<b>91</b>	28.2%	\$860,000	<b>\$835,000</b>	-2.9%	81	<b>116</b>	43.2%	1.3	<b>1.6</b>	26.8%
20152	35	<b>45</b>	28.6%	41	<b>37</b>	-9.8%	\$835,000	<b>\$765,000</b>	-8.4%	8	<b>32</b>	300.0%	0.3	<b>1.3</b>	300.0%
20164	49	<b>52</b>	6.1%	51	<b>36</b>	-29.4%	\$565,000	<b>\$535,000</b>	-5.3%	32	<b>35</b>	9.4%	0.8	<b>1.0</b>	22.5%
20165	36	<b>36</b>	0.0%	44	<b>29</b>	-34.1%	\$645,875	<b>\$750,000</b>	16.1%	20	<b>30</b>	50.0%	0.7	<b>1.0</b>	48.3%
20175	55	<b>60</b>	9.1%	53	<b>51</b>	-3.8%	\$860,000	<b>\$773,975</b>	-10.0%	45	<b>73</b>	62.2%	1.3	<b>1.7</b>	39.0%
20176	87	<b>92</b>	5.7%	68	<b>54</b>	-20.6%	\$714,000	<b>\$887,500</b>	24.3%	58	<b>99</b>	70.7%	1.1	<b>1.7</b>	50.4%
20180	13	<b>4</b>	-69.2%	10	<b>13</b>	30.0%	\$675,000	<b>\$835,000</b>	23.7%	14	<b>14</b>	0.0%	1.9	<b>1.7</b>	-12.0%



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](mailto:rspensieri@virginiarealtors.org)  
804-622-7954

Data and analysis provided by the Virginia REALTORS® Research Team:

Ryan Price  
Virginia REALTORS® Chief Economist  
[rprice@virginiarealtors.org](mailto:rprice@virginiarealtors.org)

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.