

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

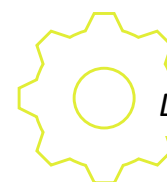
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: August 2025

- Sales grew by double-digits in Loudoun County.** Activity rose 12.7% in the Loudoun market in August, resulting in 524 home sales in the region, 59 more sales than the year before. Ashburn zip code 20147 saw the biggest jump in sales, with 31 more than the previous year (+43.7%), followed by Leesburg 20176 with 14 more sales (+23.3%). There were fewer transactions in Sterling zip code 20165 (-8.6%) and Lovettsville 20180 (-22.2%).
- Pending sales in the County have risen for the third straight month.** The total reached 472 across the Loudoun region, 60 more than last year, reflecting a 14.6% growth. Notably, activity surged in Ashburn zip code 20147, with 24 more pending sales (+40.0%), and in Leesburg zip code 20176, with 20 additional pending sales (+37.0%). Conversely, Sterling zip code 20164 saw a decline, with three fewer pending sales than last year, an 8.1% decrease.
- Home prices continued to grow at a moderate pace in Loudoun County.** At \$762,750, the median sales price in Loudoun increased by \$17,750 from the previous year, a rise of 2.4%. In Aldie zip code 20105, home prices surged 41.2%, with median costs at \$1,043,787 in August, which is \$304,740 more than a year earlier. Prices declined the most in Leesburg zip code 20175 (\$52,005) and in Sterling zip code 20165 (-\$36,750).
- For the eight straight month, the number of active listings surged across the region.** The total listing count came to 687 in the Loudoun region at the end of August, 185 more than the previous year, a 36.9% gain in listings. Listing activity jumped in Ashburn zip code 20147 (+38 listings), Leesburg zip code 20175 (+37 listings) and Aldie zip code 20105 (+19 listings).



DAAR Market Dashboard

YoY Chg	Aug-25	Indicator
▲ 12.7%	524	Sales
▲ 14.6%	472	Pending Sales
▲ 1.5%	603	New Listings
▲ 3.4%	\$765,500	Median List Price
▲ 2.4%	\$762,750	Median Sales Price
▲ 2.0%	\$291	Median Price Per Square Foot
▲ 16.3%	\$451.7	Sold Dollar Volume (in millions)
▼ -0.8%	99.6%	Average Sold/Ask Price Ratio
▲ 50.4%	24	Average Days on Market
▲ 36.9%	687	Active Listings
▲ 23.2%	1.6	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.

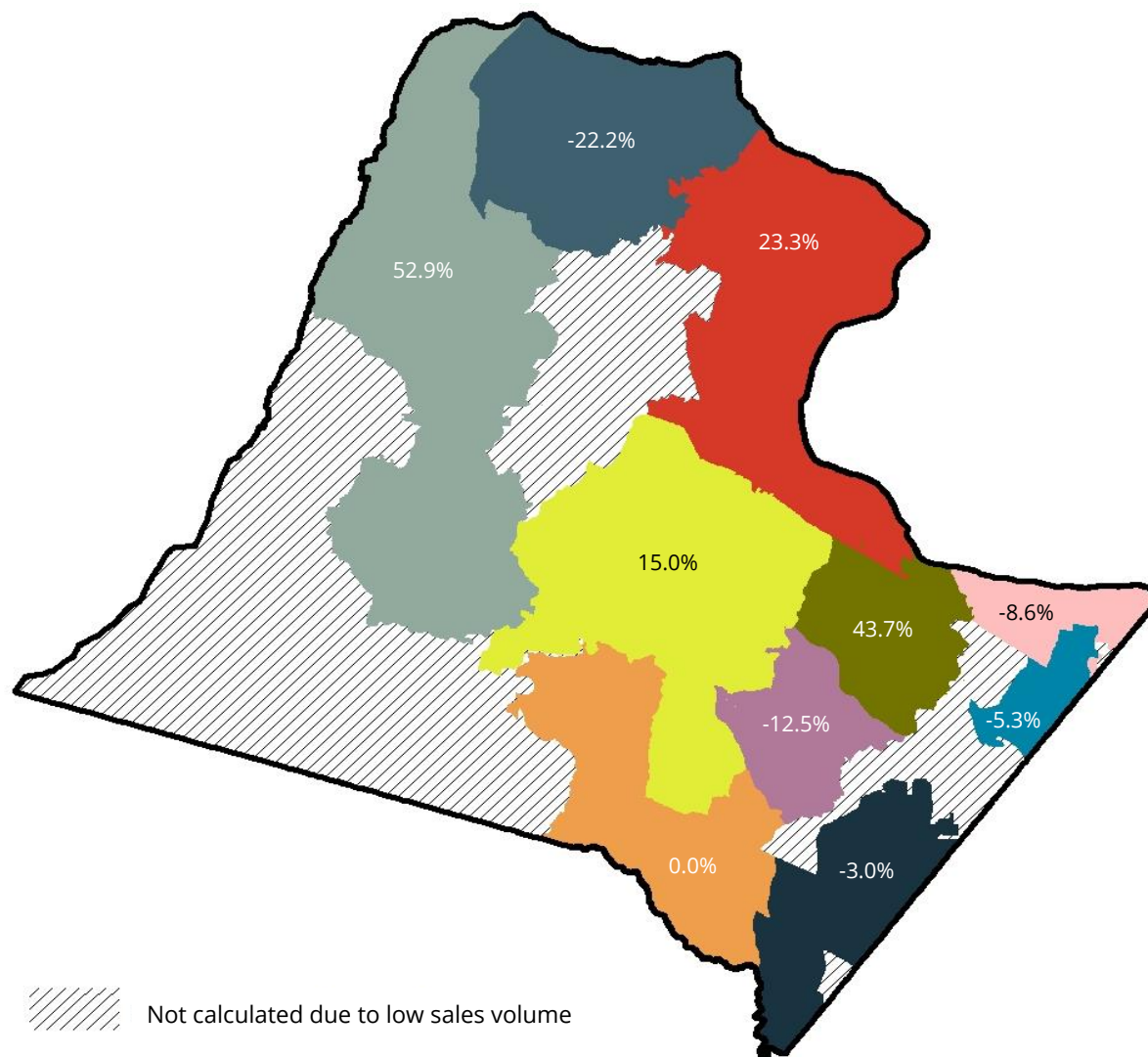
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		
	Aug-24	Aug-25	% Chg
20105 Aldie	38	38	0.0%
20132 Purcellville	17	26	52.9%
20147 Ashburn	71	102	43.7%
20148 Ashburn	88	77	-12.5%
20152 Chantilly	33	32	-3.0%
20164 Sterling	38	36	-5.3%
20165 Sterling	35	32	-8.6%
20175 Leesburg	40	46	15.0%
20176 Leesburg	60	74	23.3%
20180 Lovettsville	9	7	-22.2%

Total Market Overview



Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				465	524	12.7%	3,321	3,548	6.8%
Pending Sales				412	472	14.6%	3,489	3,705	6.2%
New Listings				594	603	1.5%	4,655	5,442	16.9%
Median List Price				\$740,000	\$765,500	3.4%	\$734,900	\$775,000	5.5%
Median Sales Price				\$745,000	\$762,750	2.4%	\$745,000	\$775,000	4.0%
Median Price Per Square Foot				\$286	\$291	2.0%	\$288	\$293	1.6%
Sold Dollar Volume (in millions)				\$388.3	\$451.7	16.3%	\$2,759.2	\$3,110.4	12.7%
Average Sold/Ask Price Ratio				100.4%	99.6%	-0.8%	101.5%	100.7%	-0.8%
Average Days on Market				16	24	50.4%	16	19	21.4%
Active Listings				502	687	36.9%	n/a	n/a	n/a
Months of Supply				1.3	1.6	23.2%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				216	251	16.2%	1,555	1,726	11.0%
Pending Sales				185	225	21.6%	1,612	1,796	11.4%
New Listings				262	290	10.7%	2,212	2,658	20.2%
Median List Price				\$999,945	\$1,050,000	5.0%	\$974,900	\$1,049,990	7.7%
Median Sales Price				\$1,034,006	\$1,050,000	1.5%	\$994,028	\$1,060,666	6.7%
Median Price Per Square Foot				\$275	\$279	1.4%	\$273	\$278	1.8%
Sold Dollar Volume (in millions)				\$235.4	\$279.2	18.6%	\$1,678.8	\$1,958.0	16.6%
Average Sold/Ask Price Ratio				100.7%	99.7%	-1.1%	102.1%	101.0%	-1.1%
Average Days on Market				15	24	59.8%	14	19	34.2%
Active Listings				255	347	36.1%	n/a	n/a	n/a
Months of Supply				1.4	1.7	20.6%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



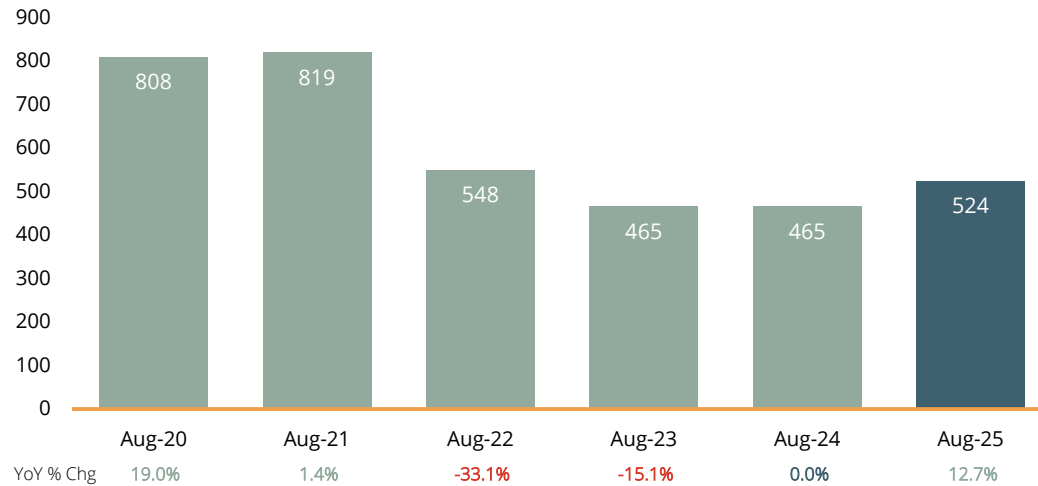
Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				249	273	9.6%	1,766	1,822	3.2%
Pending Sales				227	247	8.8%	1,877	1,909	1.7%
New Listings				332	313	-5.7%	2,443	2,784	14.0%
Median List Price				\$601,325	\$599,990	-0.2%	\$602,158	\$620,000	3.0%
Median Sales Price				\$600,000	\$605,000	0.8%	\$610,950	\$625,000	2.3%
Median Price Per Square Foot				\$293	\$298	2.0%	\$297	\$302	1.9%
Sold Dollar Volume (in millions)				\$153.0	\$172.5	12.8%	\$1,080.4	\$1,152.4	6.7%
Average Sold/Ask Price Ratio				100.1%	99.6%	-0.5%	100.9%	100.3%	-0.6%
Average Days on Market				16	24	43.0%	17	19	11.9%
Active Listings				247	340	37.7%	n/a	n/a	n/a
Months of Supply				1.2	1.4	25.6%	n/a	n/a	n/a

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

Sales



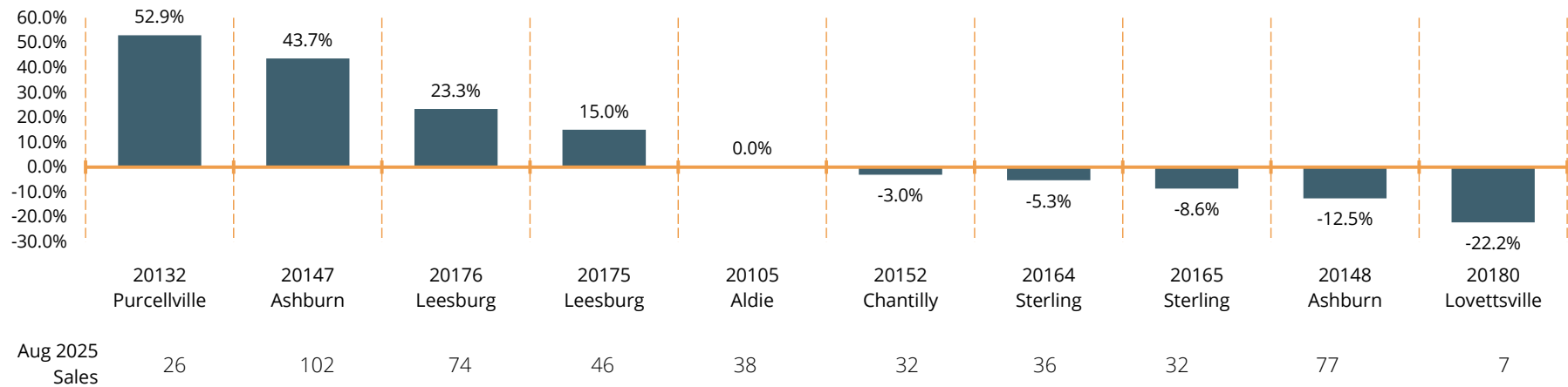
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Aug-25	251	16.2%	273	9.6%
12-month Avg	202	13.7%	229	9.8%

Zip Code

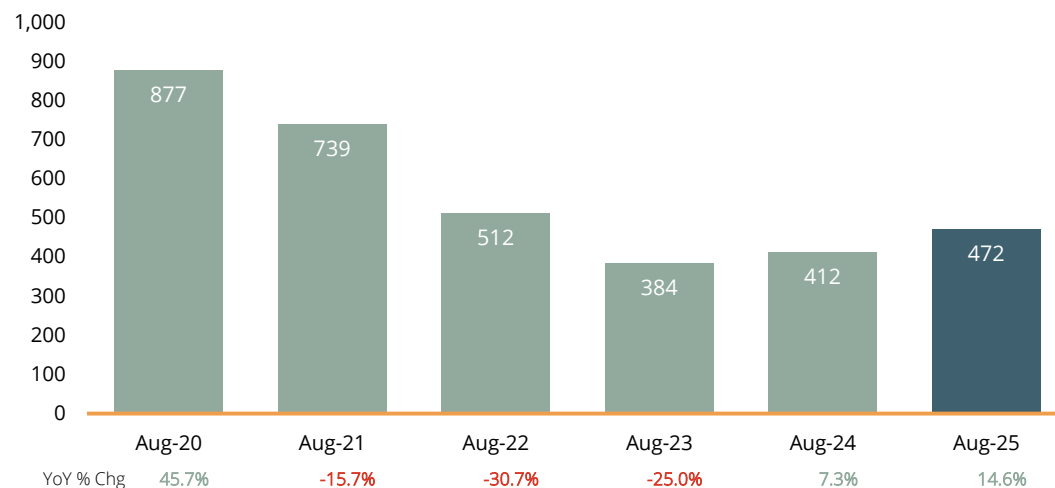
% Change in Sales
Aug-24 to Aug-25



Pending Sales



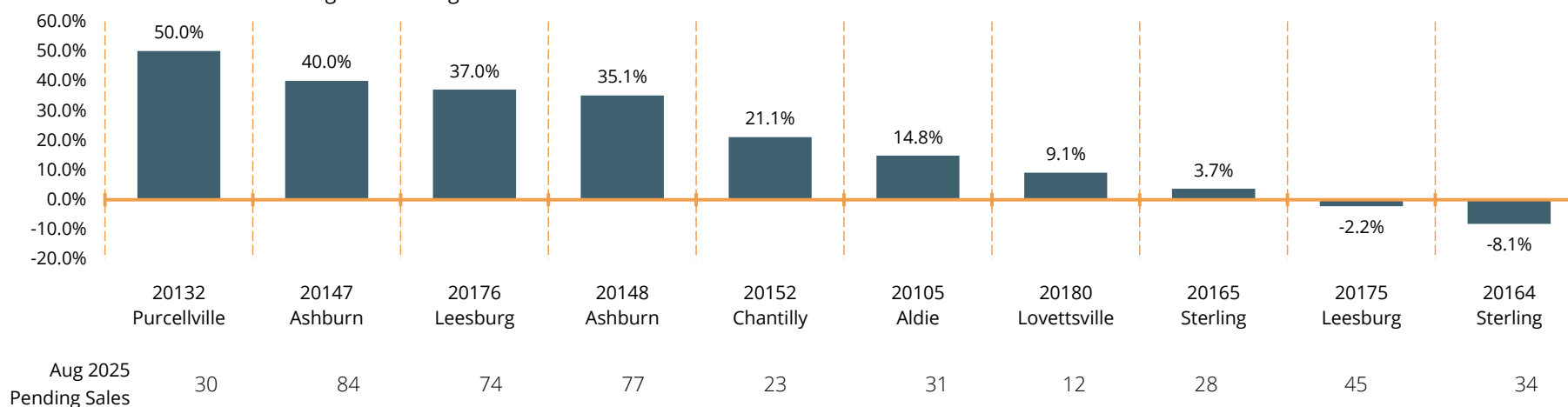
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Aug-25	225	21.6%	247	8.8%
12-month Avg	203	14.8%	228	8.1%

Zip Code

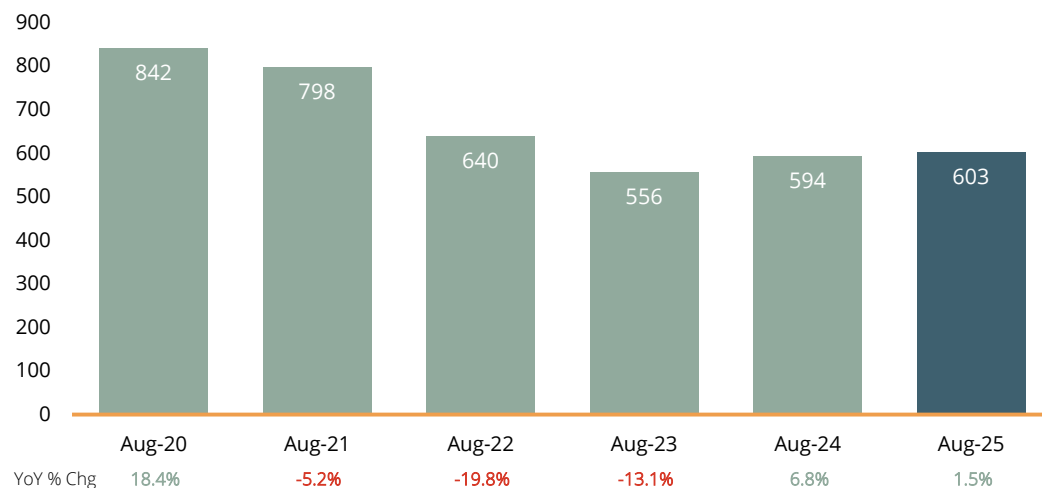
% Change in Pending Sales
Aug-24 to Aug-25



New Listings



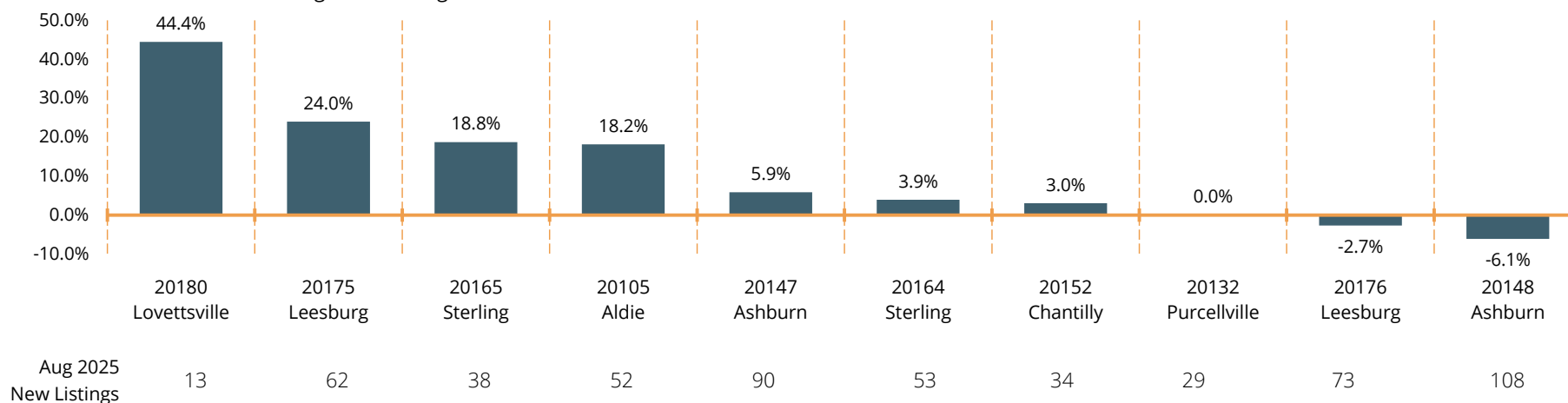
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Aug-25	290	10.7%	313	-5.7%
12-month Avg	293	19.9%	319	14.9%

Zip Code

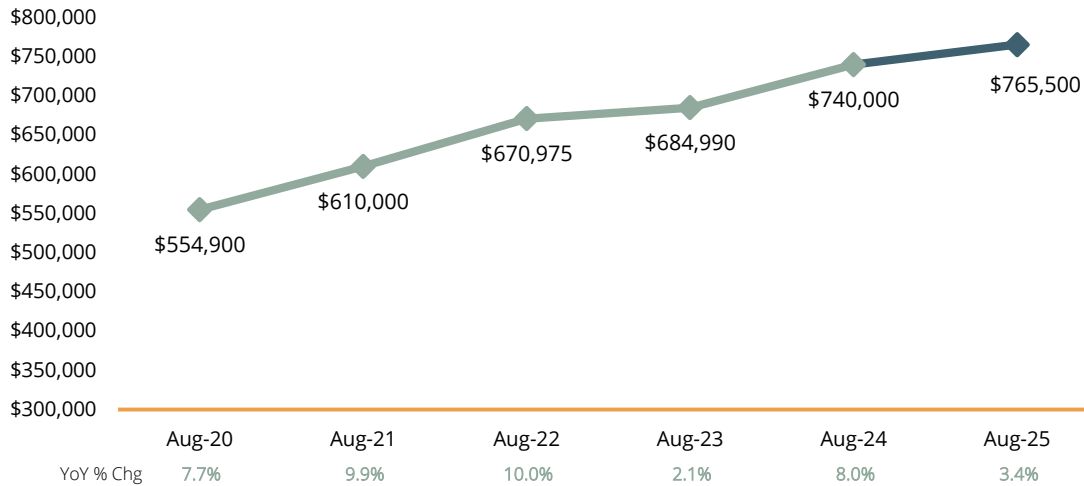
% Change in New Listings
Aug-24 to Aug-25



Median List Price



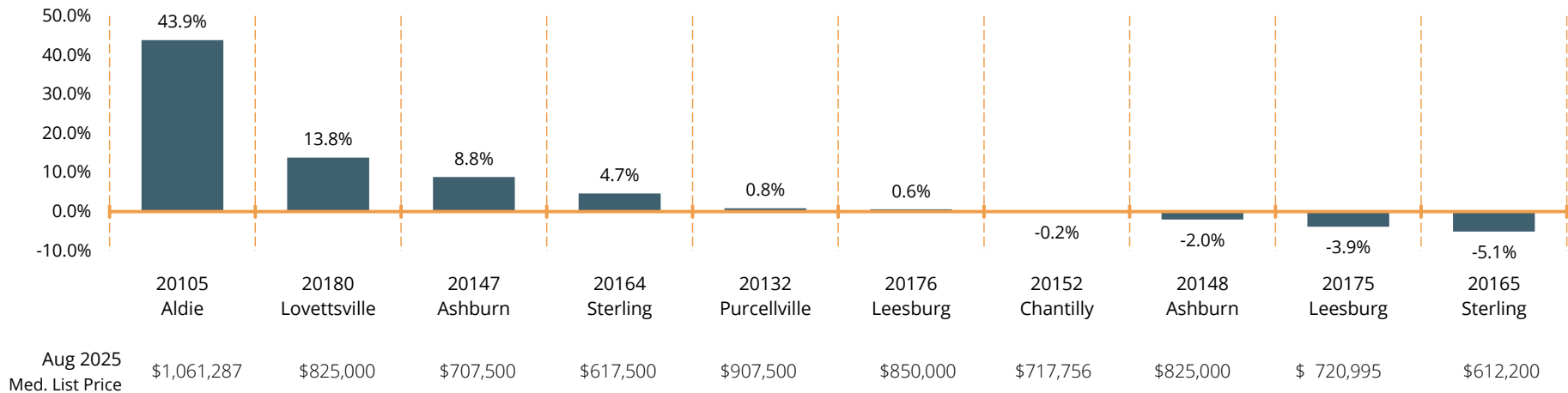
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-25	\$1,050,000	5.0%	\$599,990	-0.2%
12-month Avg	\$1,025,218	7.7%	\$616,585	4.0%

Zip Code

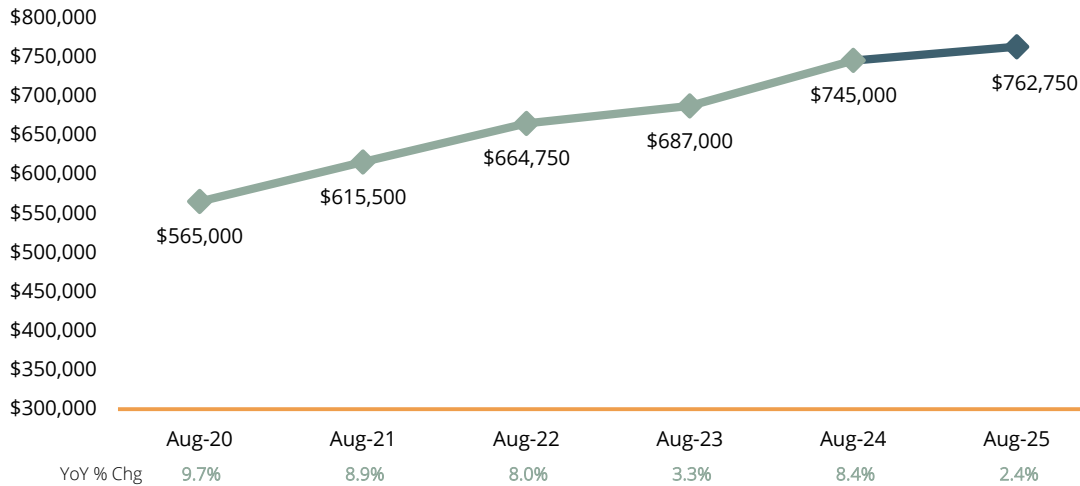
% Change in Median List Price
Aug-24 to Aug-25



Median Sales Price



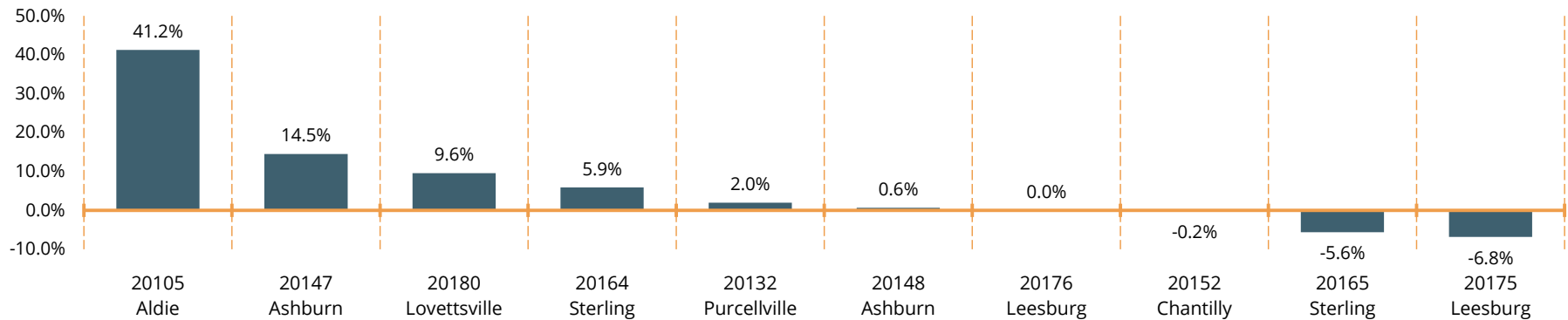
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Aug-25	\$1,050,000	1.5%	\$605,000	0.8%
12-month Avg	\$1,039,054	7.5%	\$618,624	3.6%

Zip Code

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

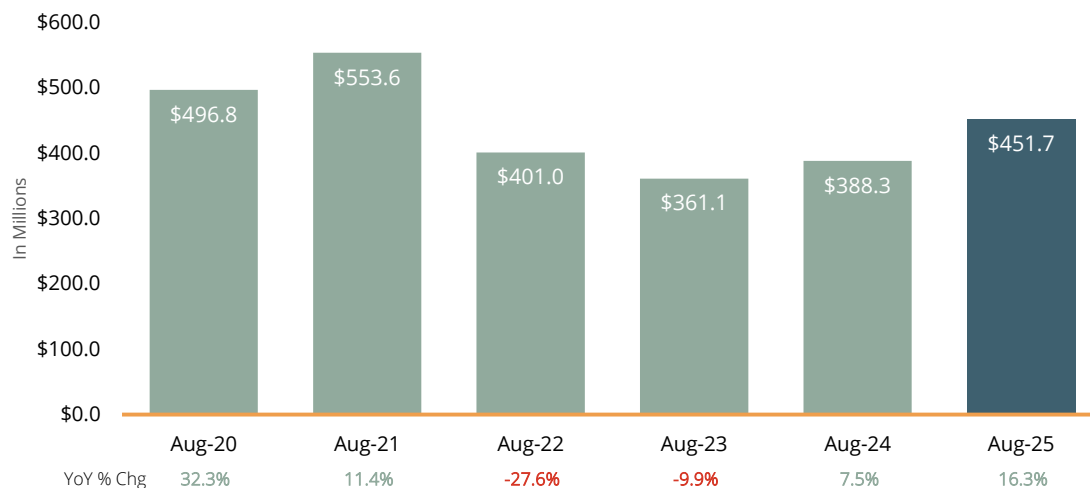


Aug 2025 Med. Sales Price	\$1,043,787	\$749,817	\$800,000	\$630,000	\$902,500	\$845,800	\$850,173	\$717,756	\$ 619,250	\$710,495
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Sold Dollar Volume (in millions)



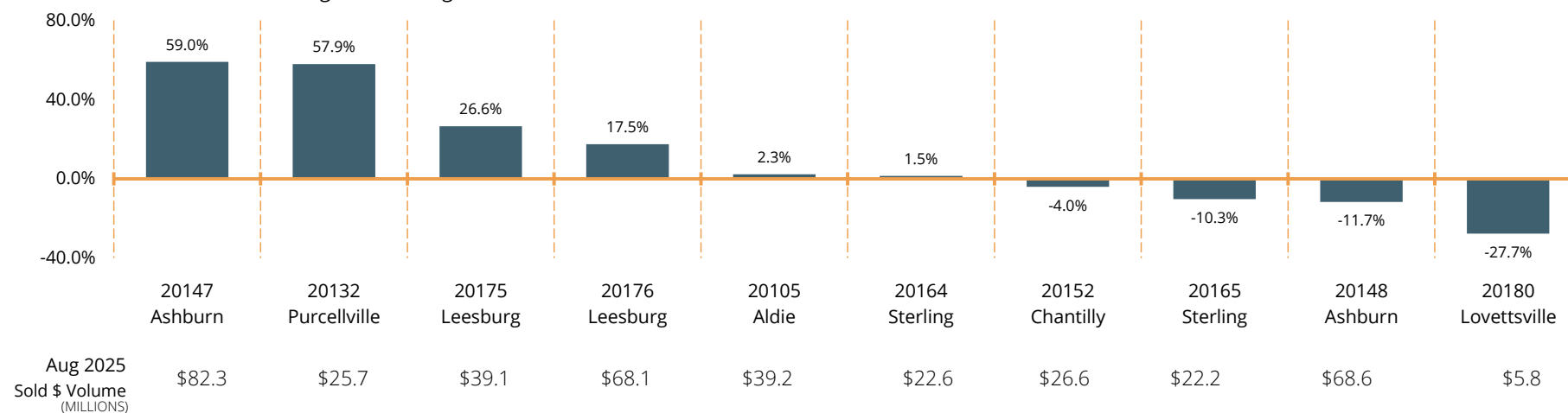
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Aug-25	\$279.2	18.6%	\$172.5	12.8%
12-month Avg	\$229.9	21.0%	\$144.1	14.6%

Zip Code

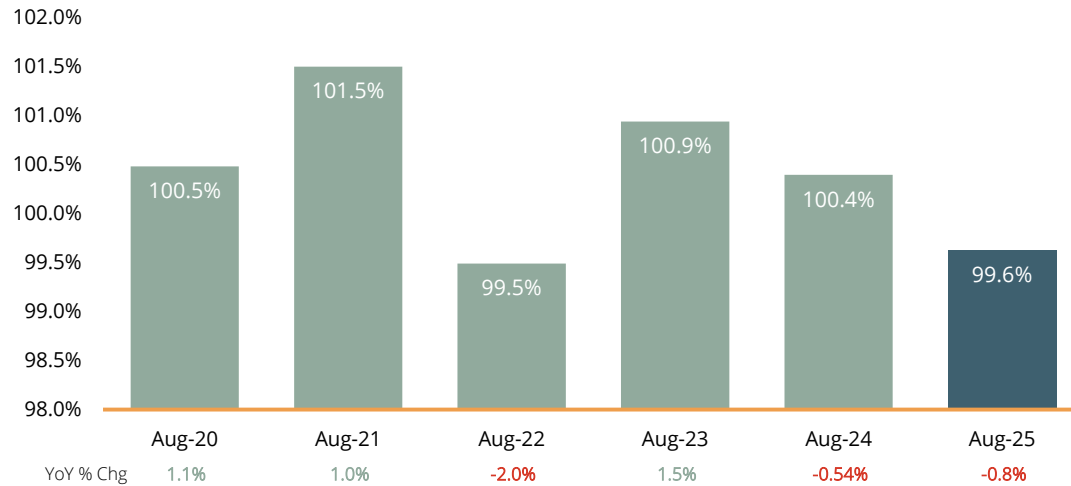
% Change in Sold Dollar Volume
Aug-24 to Aug-25



Average Sold to Ask Price Ratio



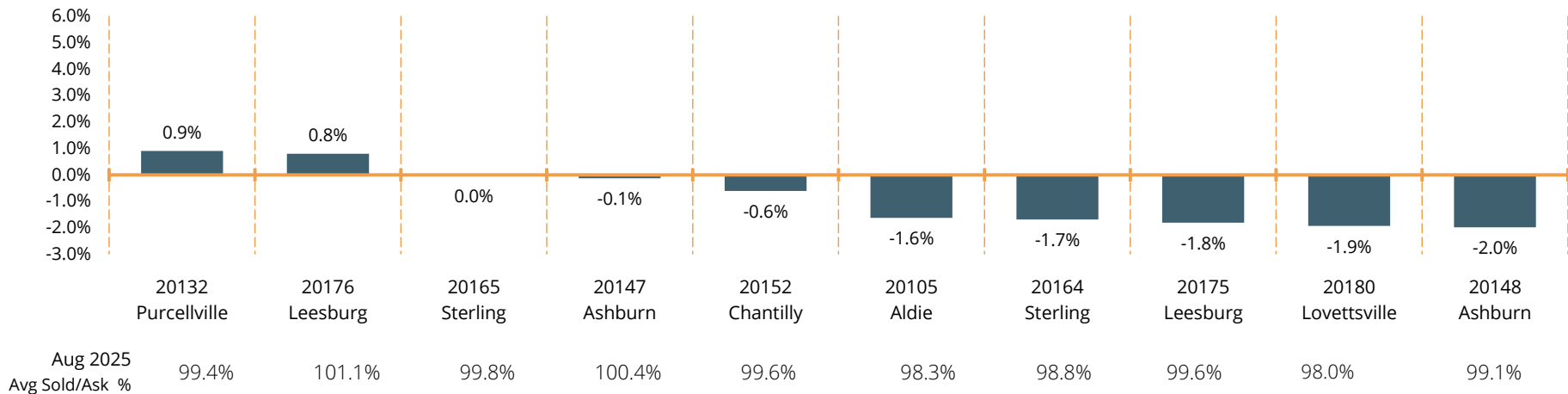
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Aug-25	99.7%	-1.1%	99.6%	-0.5%
12-month Avg	101.2%	-0.2%	100.4%	-0.4%

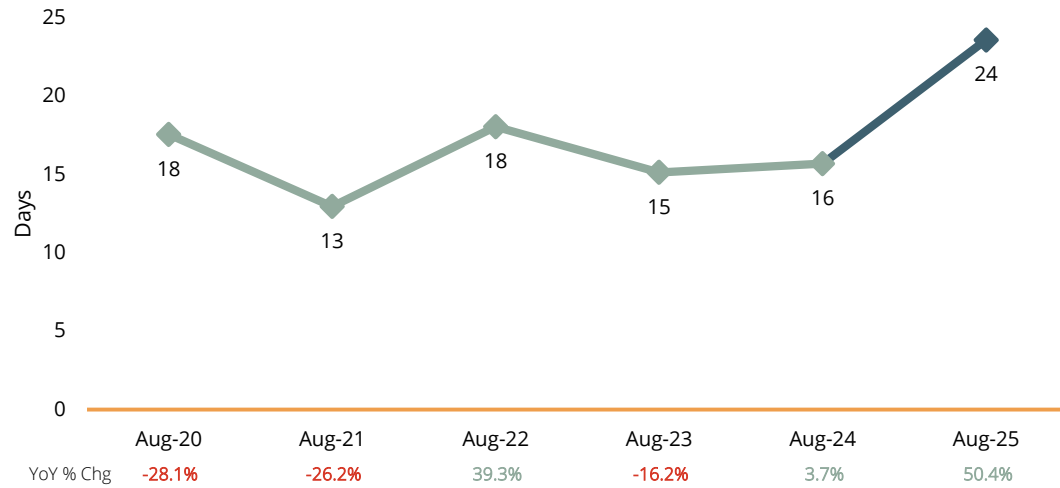
Zip Code

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



Average Days on Market

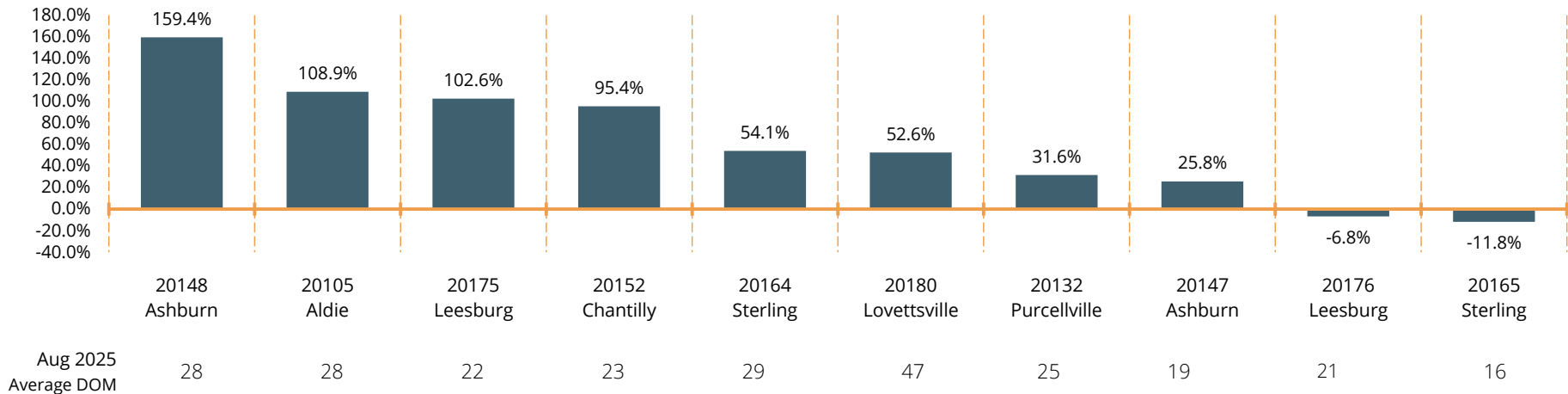
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Aug-25	24	59.8%	24	43.0%
12-month Avg	21	16.7%	20	15.2%

Zip Code

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



Aug 2025
Average DOM

28

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22

23

29

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25

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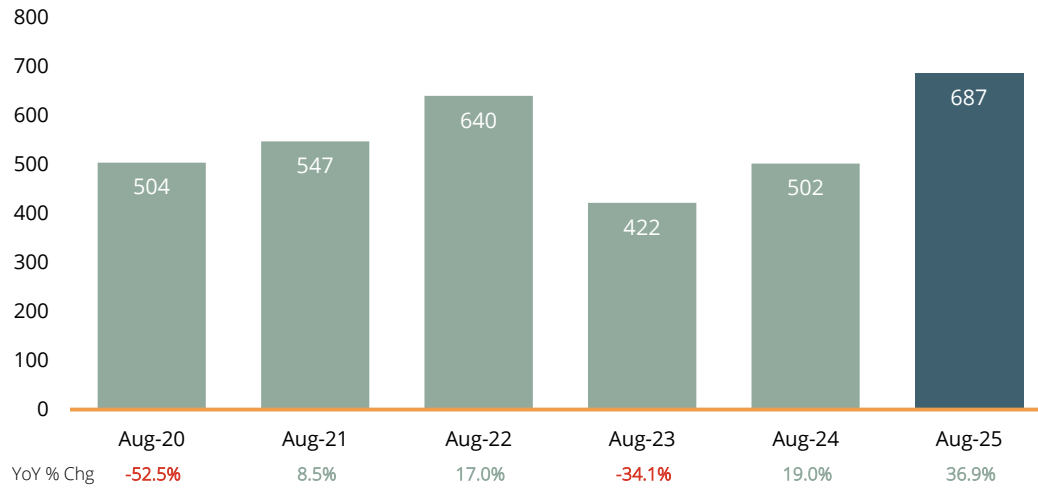
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Active Listings



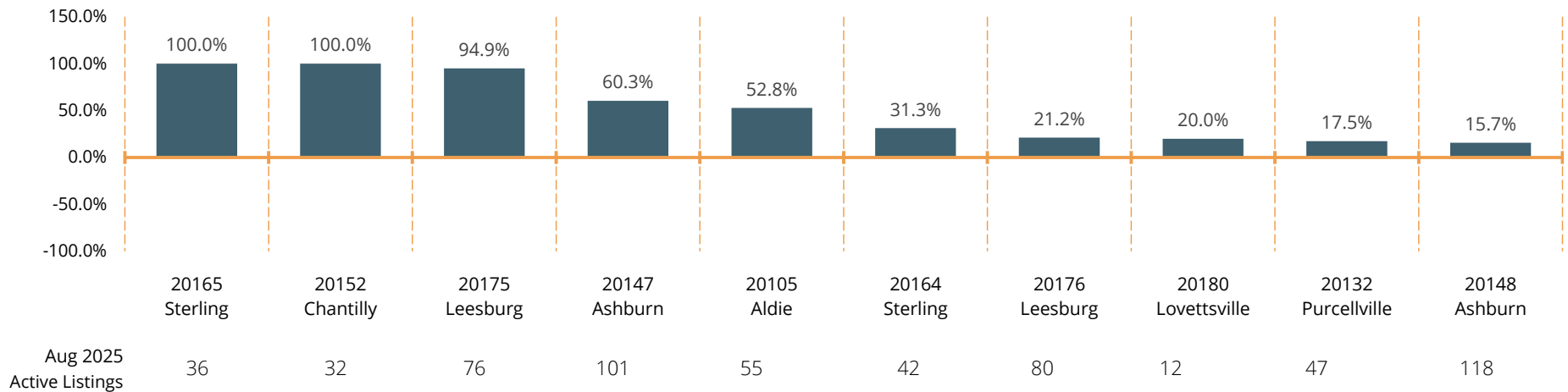
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Aug-25	347	36.1%	340	37.7%
12-month Avg	280	26.1%	275	33.8%

Zip Code

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



Aug 2025
Active Listings

36

32

76

101

55

42

80

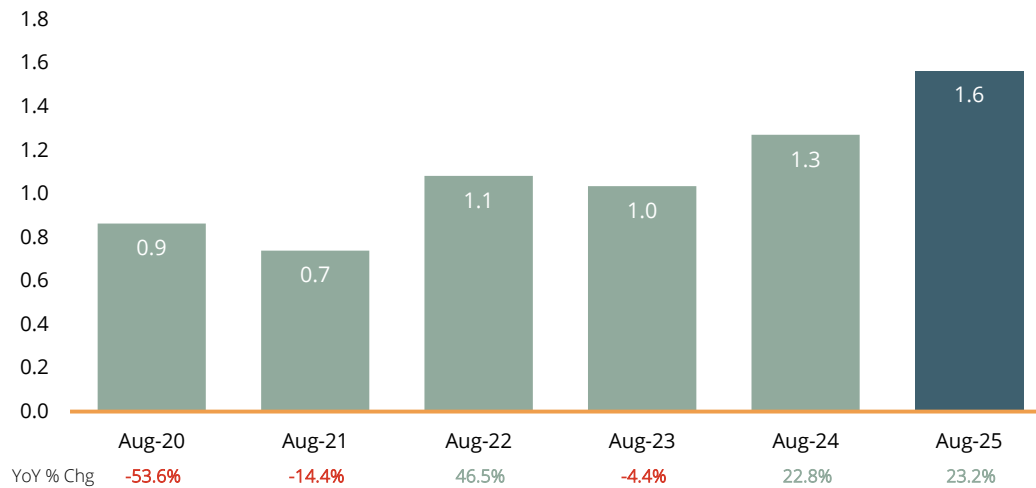
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Months Supply

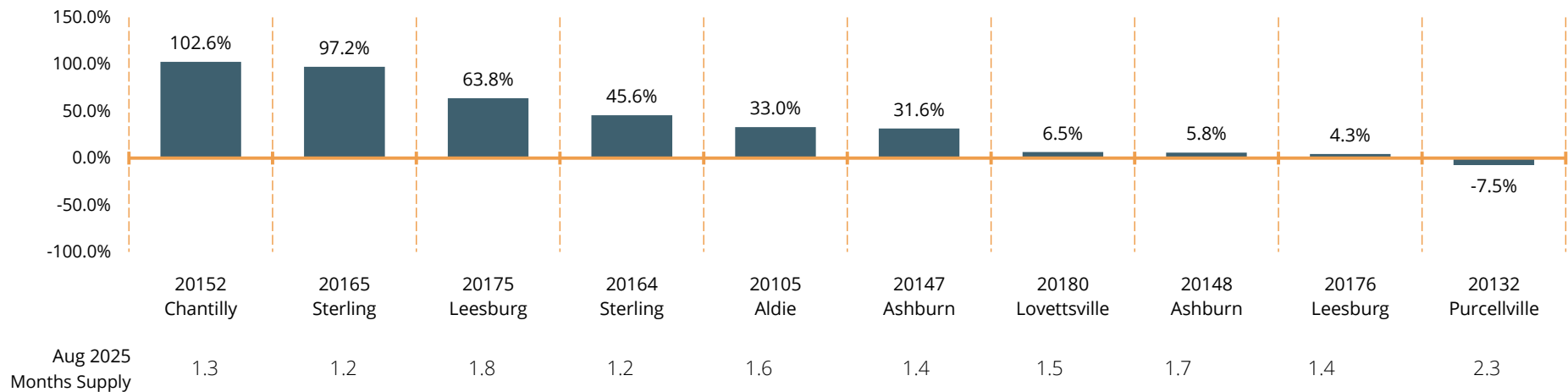
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Aug-25	1.7	20.6%	1.4	25.6%
12-month Avg	1.4	15.8%	1.1	9.0%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Loudoun County	594	603	1.5%	465	524	12.7%	\$745,000	\$762,750	2.4%	502	687	36.9%	1.3	1.6	23.2%
20105	44	52	18.2%	38	38	0.0%	\$739,048	\$1,043,787	41.2%	36	55	52.8%	1.2	1.6	33.0%
20132	29	29	0.0%	17	26	52.9%	\$885,000	\$902,500	2.0%	40	47	17.5%	2.4	2.3	-7.5%
20147	85	90	5.9%	71	102	43.7%	\$655,000	\$749,817	14.5%	63	101	60.3%	1.0	1.4	31.6%
20148	115	108	-6.1%	88	77	-12.5%	\$840,369	\$845,800	0.6%	102	118	15.7%	1.6	1.7	5.8%
20152	33	34	3.0%	33	32	-3.0%	\$719,000	\$717,756	-0.2%	16	32	100.0%	0.6	1.3	102.6%
20164	51	53	3.9%	38	36	-5.3%	\$595,000	\$630,000	5.9%	32	42	31.3%	0.8	1.2	45.6%
20165	32	38	18.8%	35	32	-8.6%	\$656,000	\$619,250	-5.6%	18	36	100.0%	0.6	1.2	97.2%
20175	50	62	24.0%	40	46	15.0%	\$762,500	\$710,495	-6.8%	39	76	94.9%	1.1	1.8	63.8%
20176	75	73	-2.7%	60	74	23.3%	\$850,000	\$850,173	0.0%	66	80	21.2%	1.3	1.4	4.3%
20180	9	13	44.4%	9	7	-22.2%	\$730,000	\$800,000	9.6%	10	12	20.0%	1.4	1.5	6.5%



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® 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.