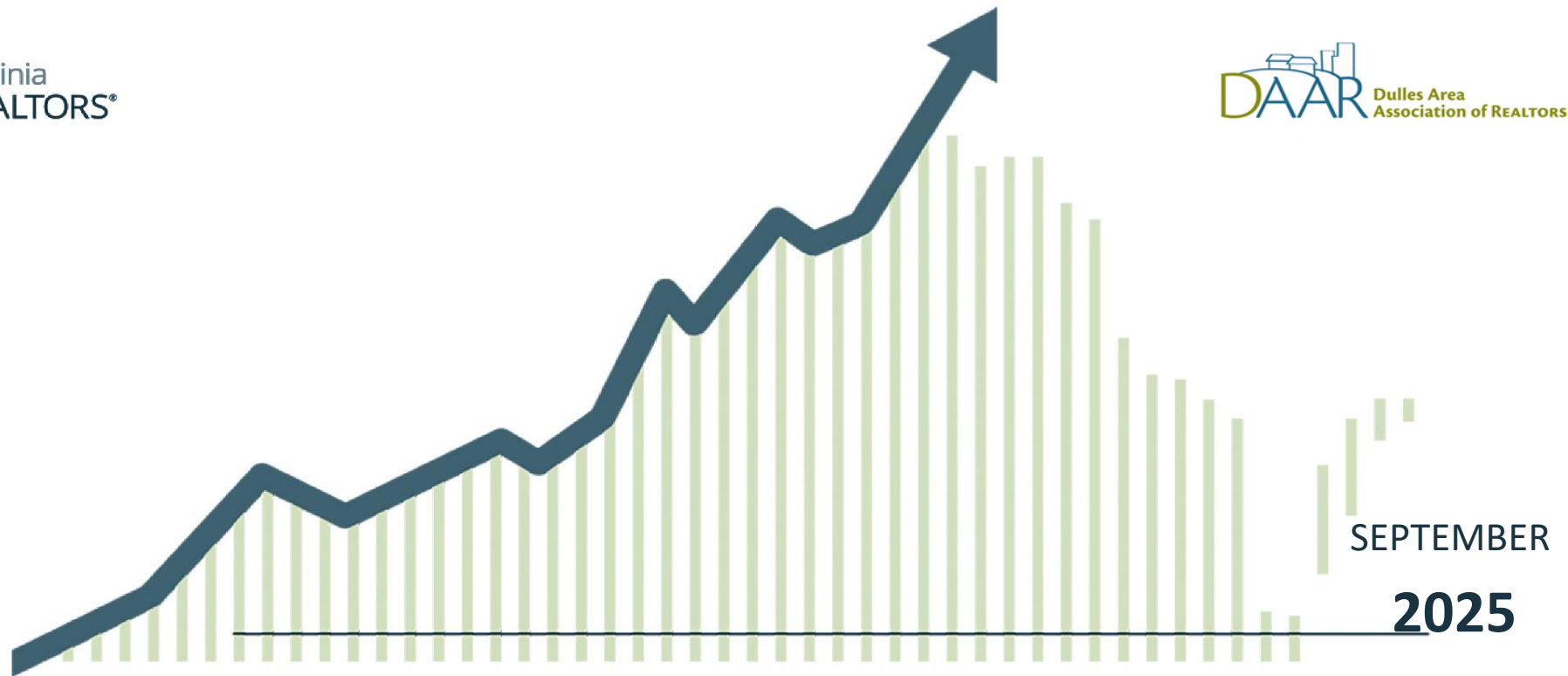




DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: September 2025

- Home sales have climbed for 13 straight months in Loudoun County.** The region had a total of 416 sales in September, which is 19 more than last year, showing a 4.8% increase. Activity rose in areas like Ashburn zip code 20147 with 19 additional sales (+34.5%) and Leesburg zip code 20176 with 17 more sales (+41.5%) compared to the previous year. Conversely, there were six fewer home sales in Aldie zip code 20105, down 18.2%. Sales stayed the same in Lovettsville zip code 20108.
- There were fewer pending sales this September compared to the same time a year ago.** Loudoun County had 13 fewer pending sales bringing the total to 445 this month, 2.8% less than last year. Pending sales grew in Leesburg zip code 20175 with 22 additional pending sales (+59.5%) and Chantilly zip code 20152 with 14 more than the year before (+63.6%). Activity declined in Ashburn zip code 20147 after growing in the last three months (-19.5%).
- Prices remain elevated in the Loudoun County market.** The median sales price rose 6.6% in September to \$757,149 in the county, \$47,149 more than the previous year. Home prices surged in Aldie zip code 20105, with costs up \$255,000 (+24.9%), and Lovettsville zip code 20180, with a \$194,250 price gain (+31.5%). Sale prices have declined for the third straight month in Leesburg zip code 20175, with a \$117,605 reduction in the median sales price (-14.6%).
- Active listings continued to rise across Loudoun County.** At the end of September, there were a total of 693 listings, up 35.1% from the previous year, an additional 180 listings. All local markets experienced growth, with Ashburn zip code 20147 (+62 listings) and Leesburg zip code 20175 (+26 listings) seeing the largest increases.



DAAR Market Dashboard

YoY Chg	Sep-25	Indicator
▲ 4.8%	416	Sales
▼ -2.8%	445	Pending Sales
▲ 1.9%	652	New Listings
▲ 9.1%	\$764,000	Median List Price
▲ 6.6%	\$757,149	Median Sales Price
▲ 0.5%	\$288	Median Price Per Square Foot
▲ 8.7%	\$355.6	Sold Dollar Volume (in millions)
▼ -1.6%	99.3%	Average Sold/Ask Price Ratio
▲ 33.1%	30	Average Days on Market
▲ 35.1%	693	Active Listings
▲ 22.1%	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.

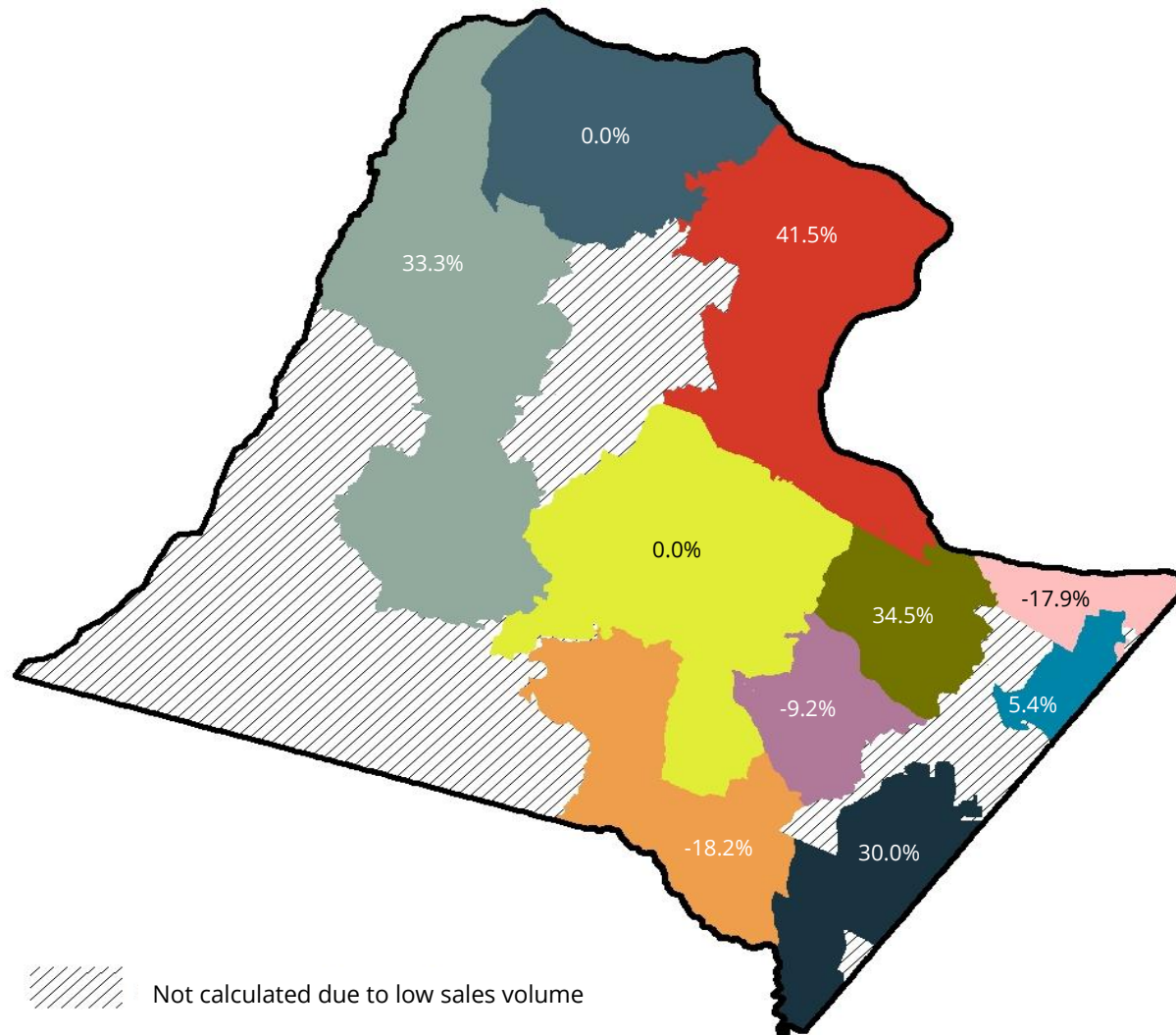
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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



Not calculated due to low sales volume

Total Market Overview



Key Metrics	Sep-23	2-year Trends	Sep-25	Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				397	416	4.8%	3,718	3,964	6.6%
Pending Sales				458	445	-2.8%	3,947	4,150	5.1%
New Listings				640	652	1.9%	5,295	6,094	15.1%
Median List Price				\$700,000	\$764,000	9.1%	\$729,990	\$774,945	6.2%
Median Sales Price				\$710,000	\$757,149	6.6%	\$740,000	\$775,000	4.7%
Median Price Per Square Foot				\$286	\$288	0.5%	\$288	\$292	1.4%
Sold Dollar Volume (in millions)				\$327.3	\$355.6	8.7%	\$3,086.4	\$3,466.0	12.3%
Average Sold/Ask Price Ratio				101.0%	99.3%	-1.6%	101.4%	100.5%	-0.9%
Average Days on Market				23	30	33.1%	17	20	23.4%
Active Listings				513	693	35.1%	n/a	n/a	n/a
Months of Supply				1.3	1.6	22.1%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	Sep-23	2-year Trends	Sep-25	Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				172	202	17.4%	1,727	1,928	11.6%
Pending Sales				209	207	-1.0%	1,821	2,003	10.0%
New Listings				280	313	11.8%	2,492	2,971	19.2%
Median List Price				\$1,018,093	\$985,000	-3.3%	\$975,000	\$1,049,000	7.6%
Median Sales Price				\$1,022,500	\$981,250	-4.0%	\$997,000	\$1,055,000	5.8%
Median Price Per Square Foot				\$277	\$269	-2.8%	\$273	\$278	1.6%
Sold Dollar Volume (in millions)				\$188.8	\$222.3	17.8%	\$1,867.5	\$2,180.3	16.7%
Average Sold/Ask Price Ratio				102.1%	99.2%	-2.9%	102.1%	100.8%	-1.3%
Average Days on Market				20	31	54.8%	15	21	38.2%
Active Listings				232	355	53.0%	n/a	n/a	n/a
Months of Supply				1.3	1.7	34.2%	n/a	n/a	n/a

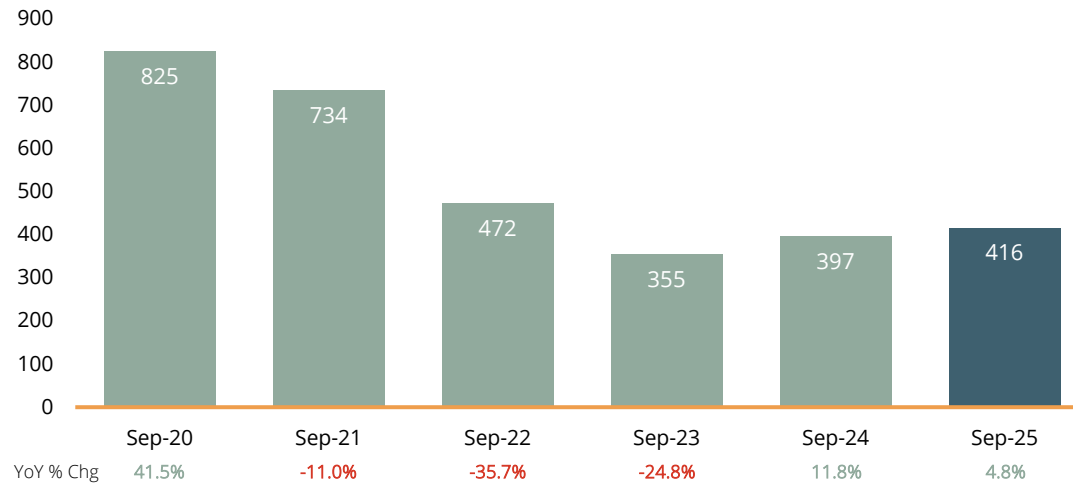
Townhome & Condo Market Overview



Key Metrics	Sep-23	2-year Trends	Sep-25	Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				225	214	-4.9%	1,991	2,036	2.3%
Pending Sales				249	238	-4.4%	2,126	2,147	1.0%
New Listings				360	339	-5.8%	2,803	3,123	11.4%
Median List Price				\$614,900	\$612,000	-0.5%	\$606,713	\$619,990	2.2%
Median Sales Price				\$615,000	\$605,000	-1.6%	\$612,798	\$622,000	1.5%
Median Price Per Square Foot				\$299	\$295	-1.2%	\$297	\$302	1.6%
Sold Dollar Volume (in millions)				\$138.5	\$133.3	-3.7%	\$1,218.9	\$1,285.7	5.5%
Average Sold/Ask Price Ratio				100.1%	99.5%	-0.6%	100.8%	100.2%	-0.6%
Average Days on Market				25	29	18.7%	18	20	12.8%
Active Listings				281	338	20.3%	n/a	n/a	n/a
Months of Supply				1.3	1.4	11.6%	n/a	n/a	n/a

Sales

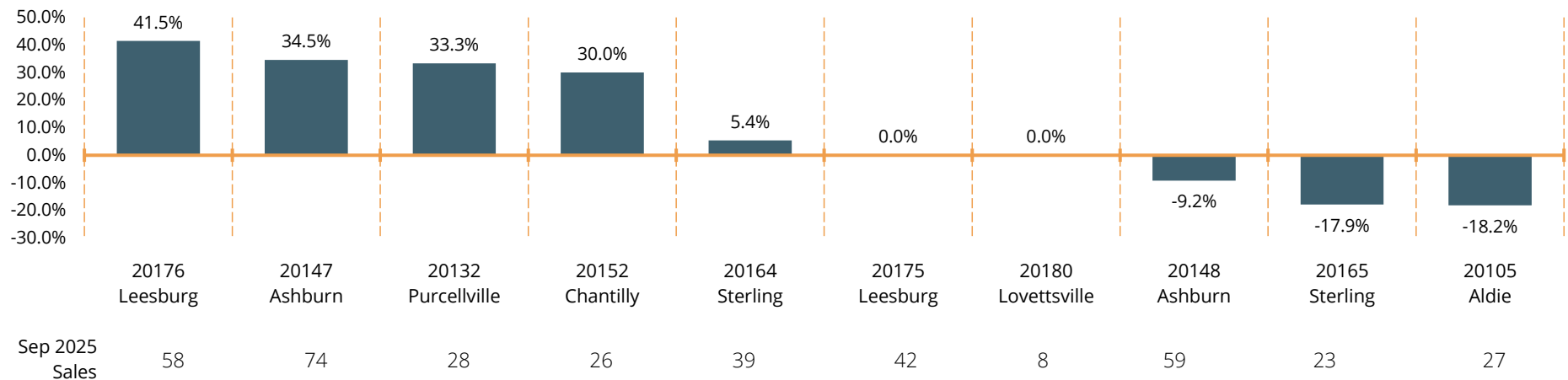
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-25	202	17.4%	214	-4.9%
12-month Avg	205	14.5%	228	8.0%

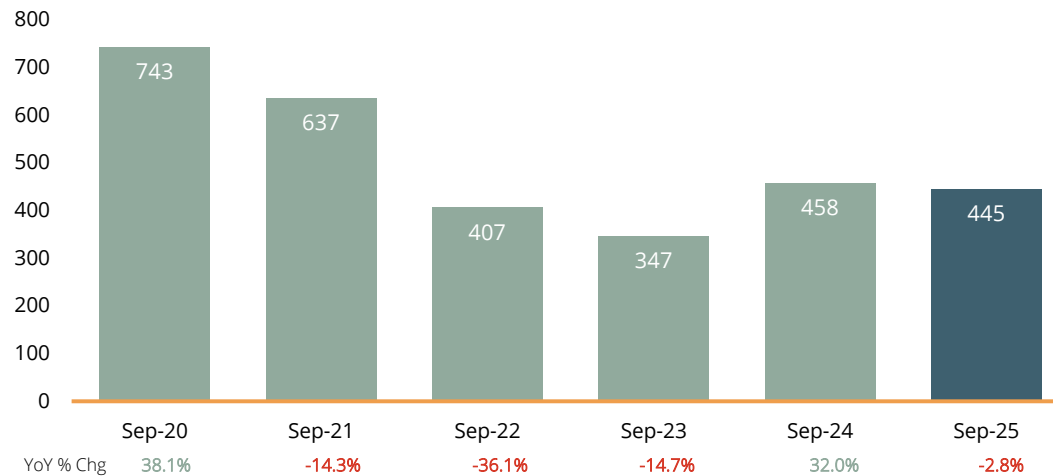
Zip Code

% Change in Sales
Sep-24 to Sep-25



Pending Sales

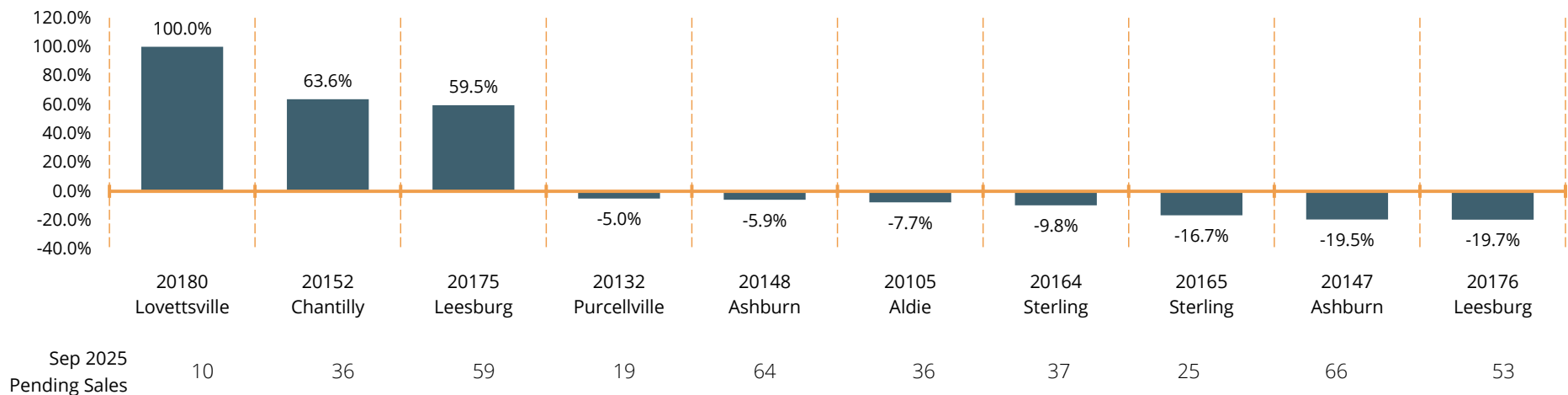
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Sep-25	207	-1.0%	238	-4.4%
12-month Avg	203	12.0%	227	5.2%

Zip Code

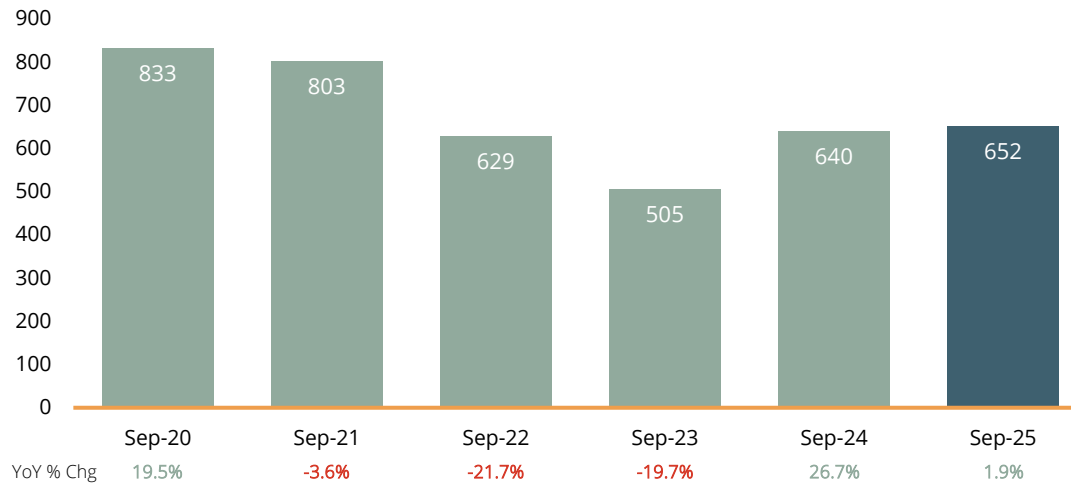
% Change in Pending Sales
Sep-24 to Sep-25



New Listings



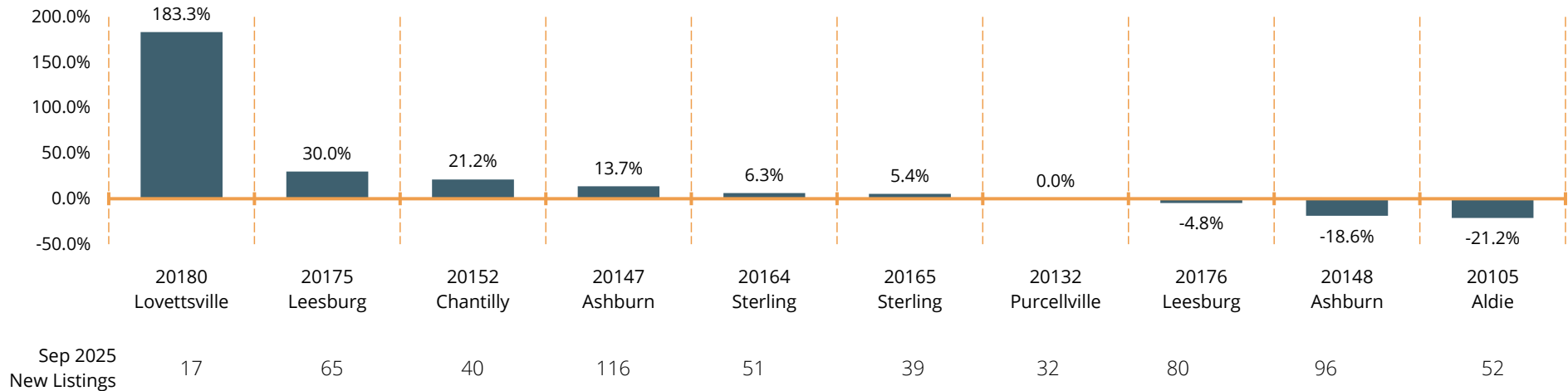
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Sep-25	313	11.8%	339	-5.8%
12-month Avg	296	19.2%	317	11.3%

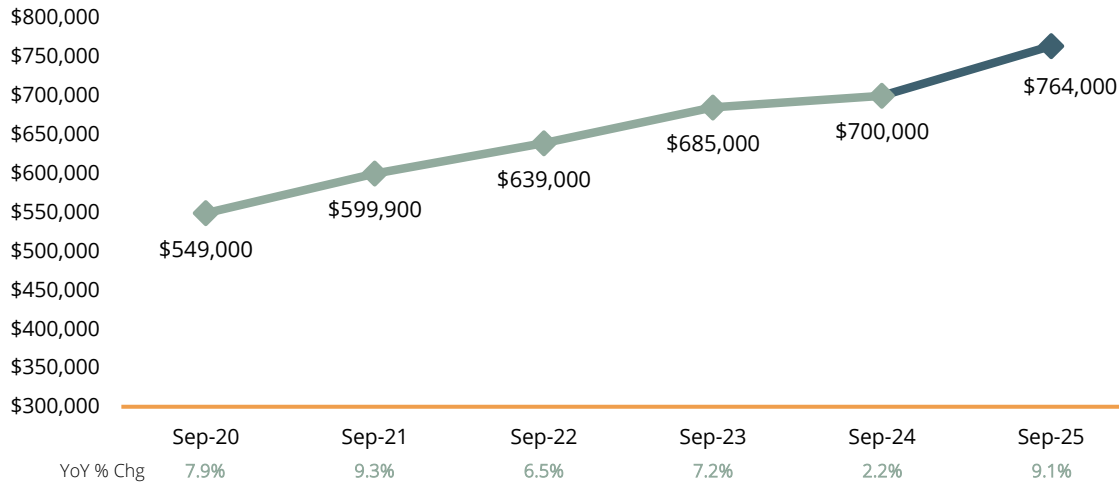
Zip Code

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



Median List Price

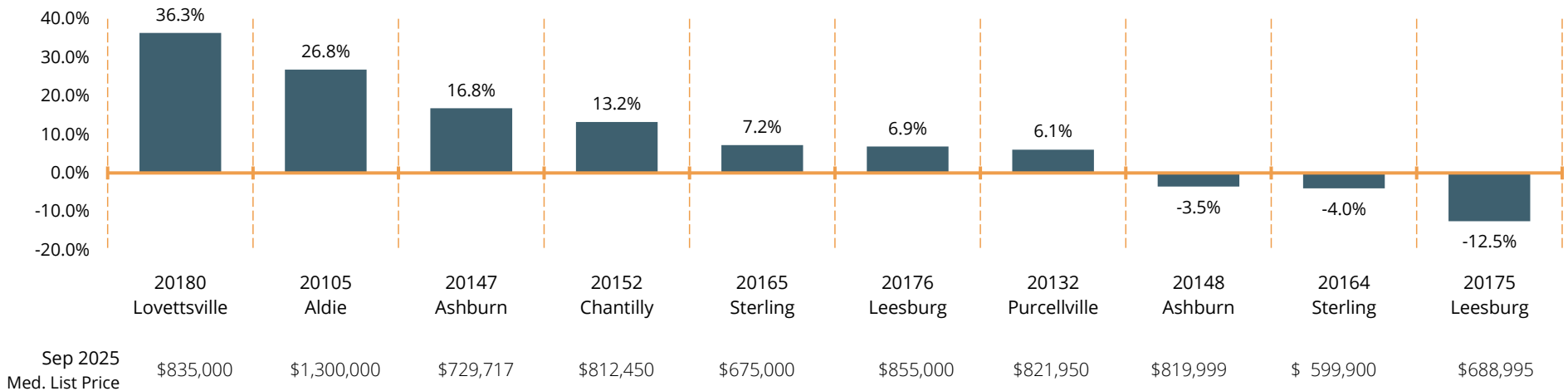
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-25	\$985,000	-3.3%	\$612,000	-0.5%
12-month Avg	\$1,022,460	6.6%	\$616,344	3.3%

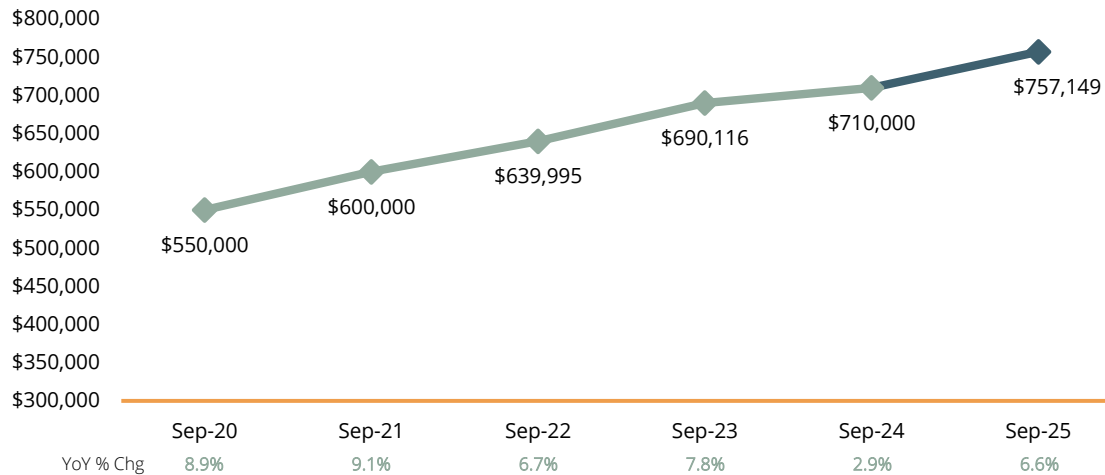
Zip Code

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



Median Sales Price

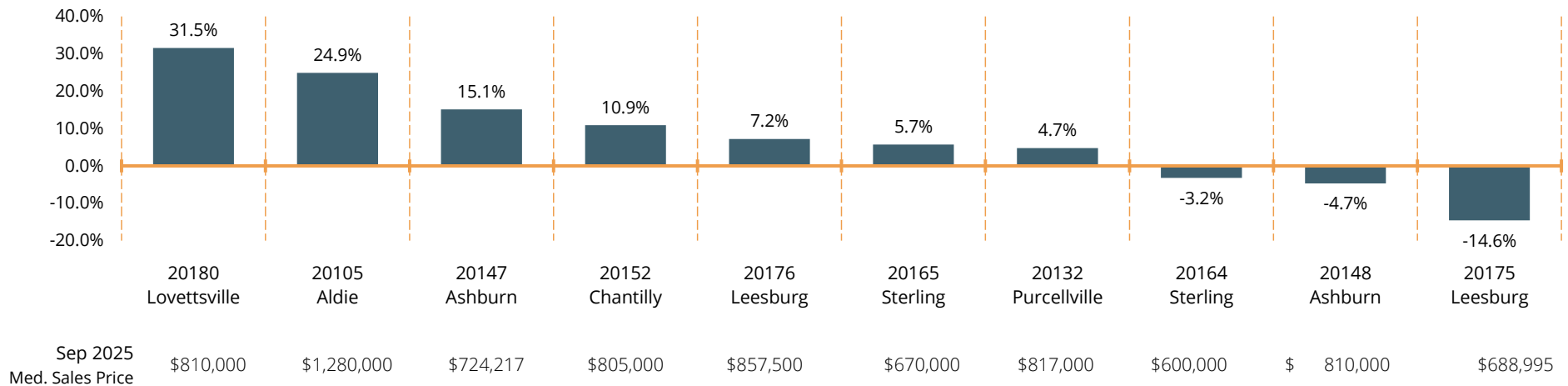
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Sep-25	\$981,250	-4.0%	\$605,000	-1.6%
12-month Avg	\$1,035,617	6.3%	\$617,791	2.8%

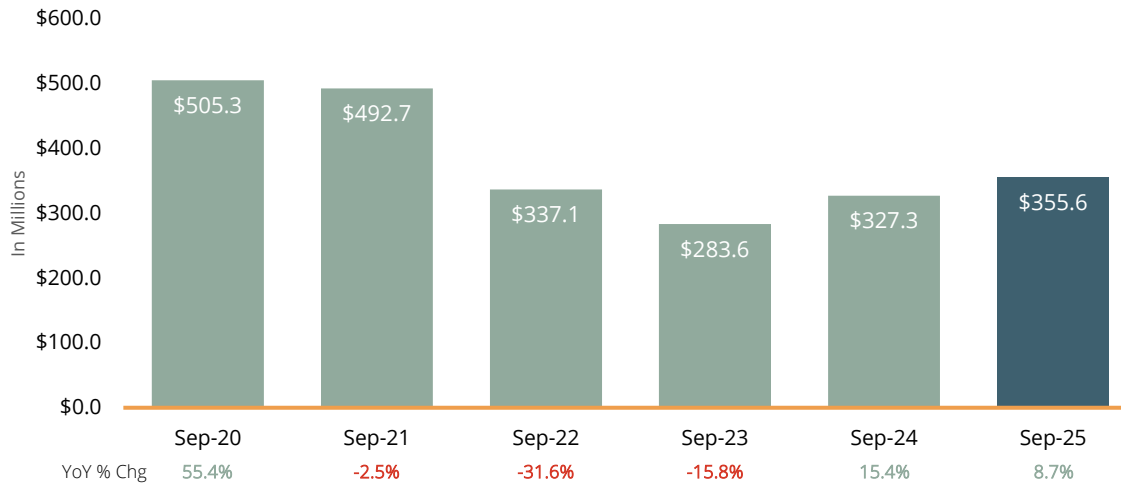
Zip Code

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



Sold Dollar Volume (in millions)

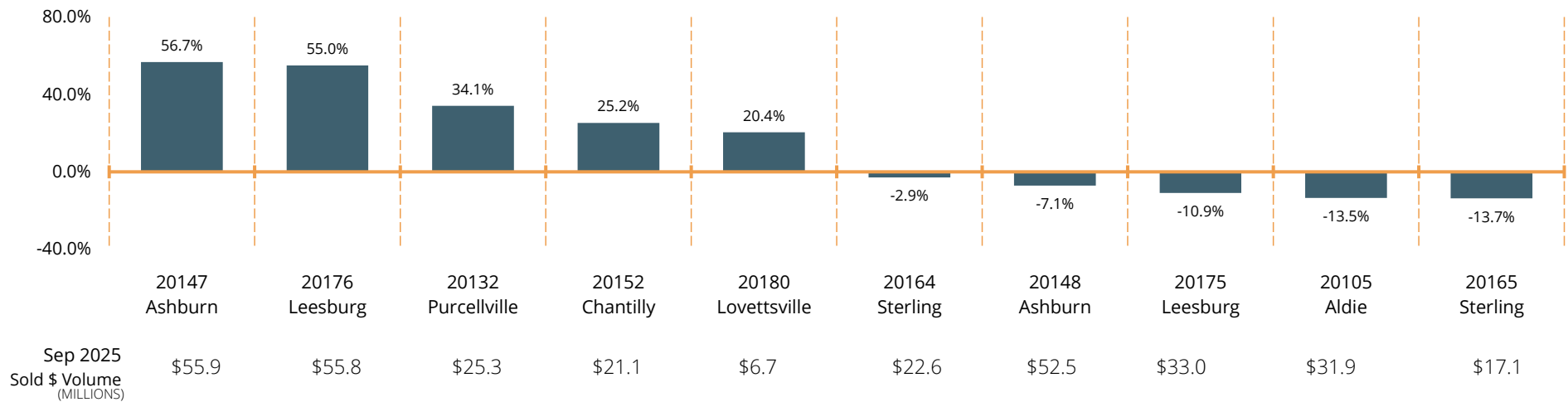
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Sep-25	\$222.3	17.8%	\$133.3	-3.7%
12-month Avg	\$232.7	21.5%	\$143.7	12.3%

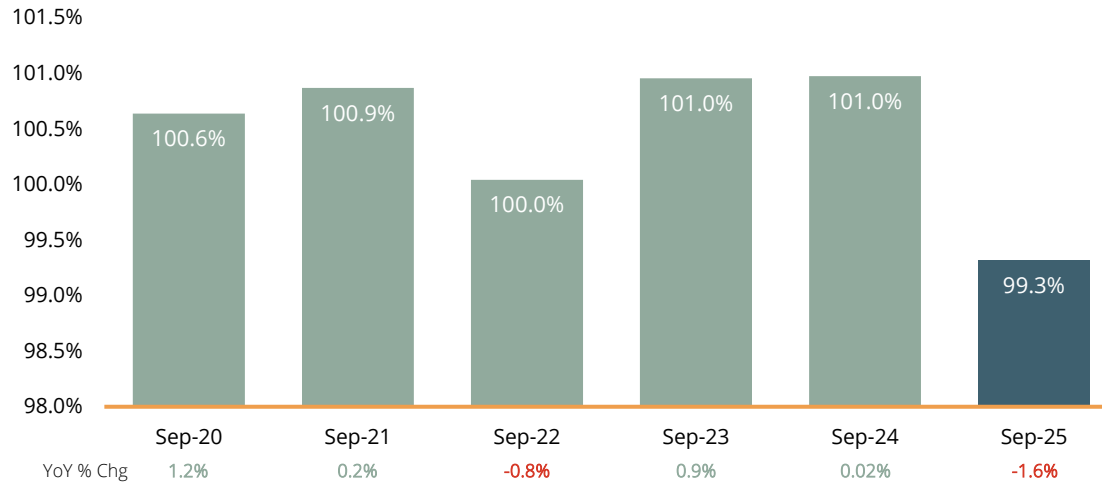
Zip Code

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



Average Sold to Ask Price Ratio

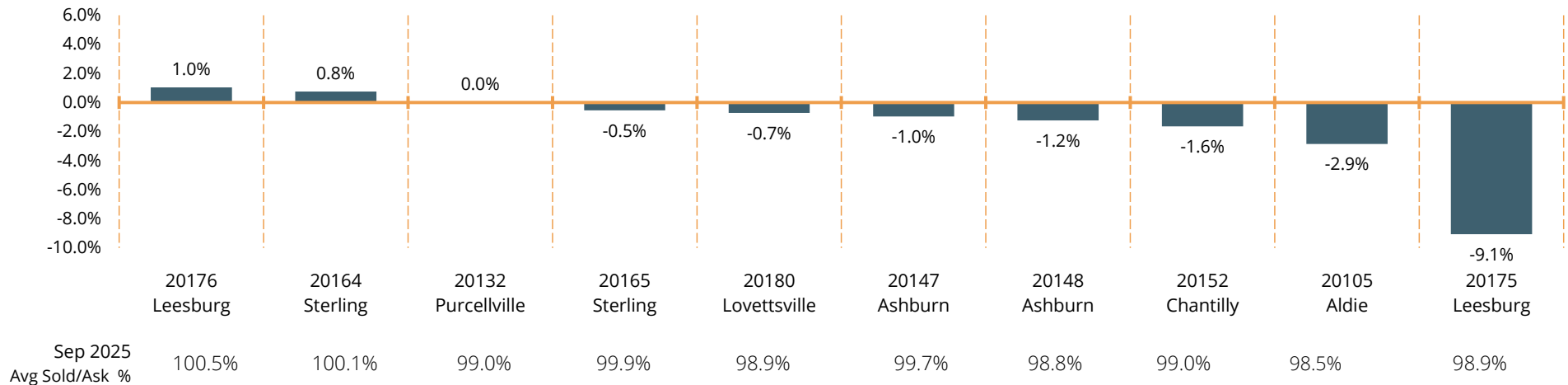
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-25	99.2%	-2.9%	99.5%	-0.6%
12-month Avg	100.9%	-0.6%	100.3%	-0.4%

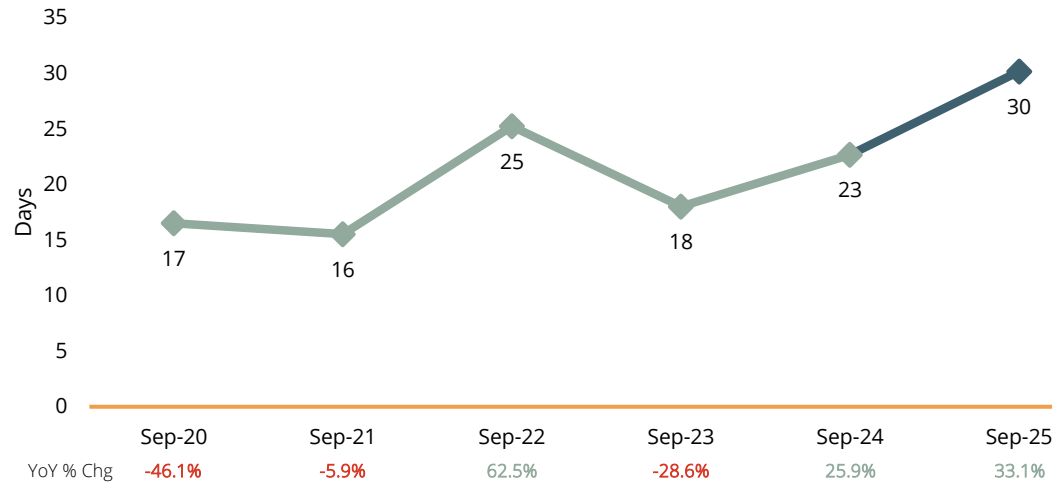
Zip Code

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



Average Days on Market

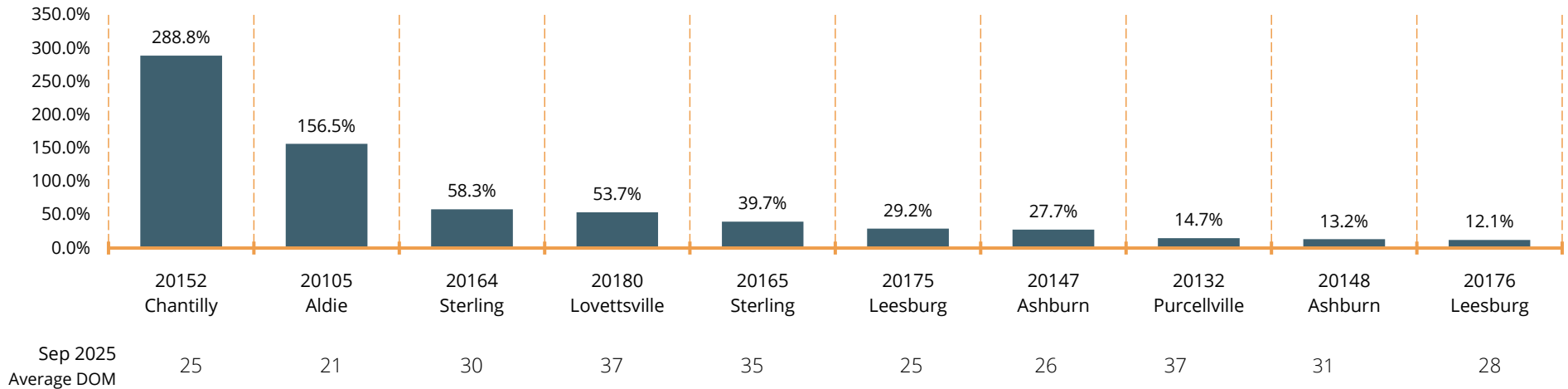
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Sep-25	31	54.8%	29	18.7%
12-month Avg	22	23.2%	20	11.7%

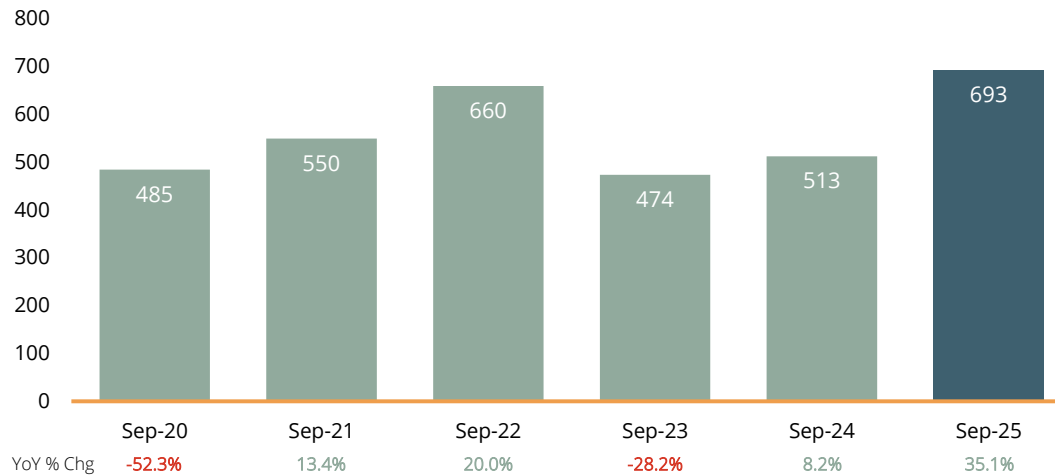
Zip Code

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



Active Listings

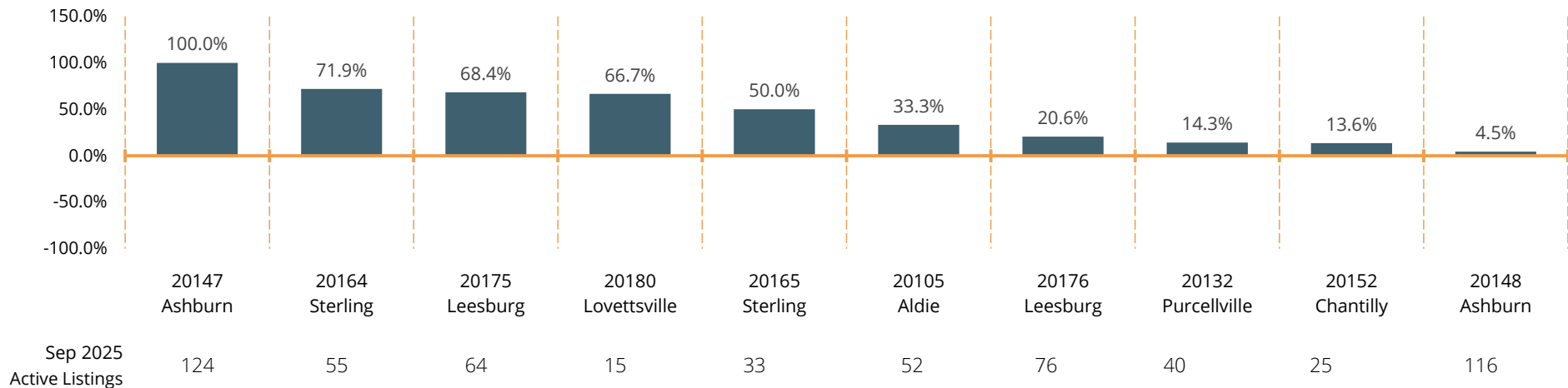
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Sep-25	355	53.0%	338	20.3%
12-month Avg	290	31.9%	280	32.7%

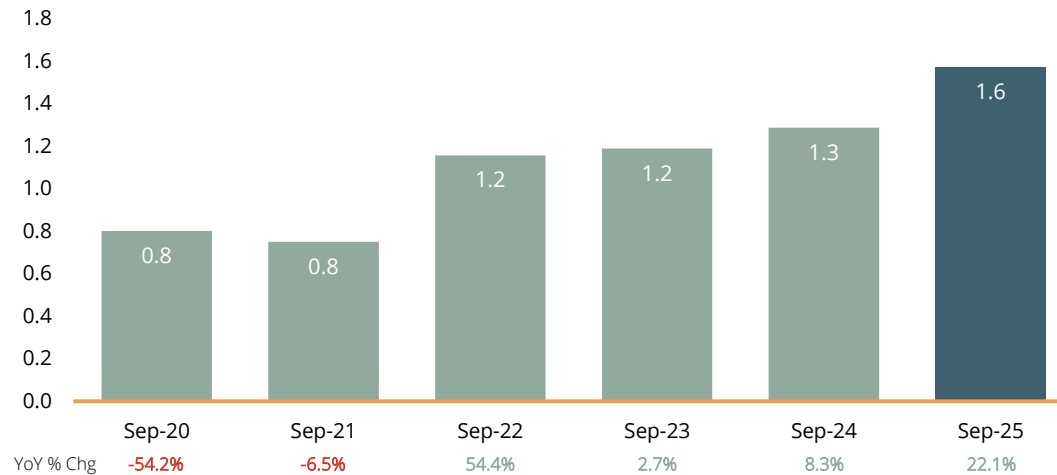
Zip Code

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



Months Supply

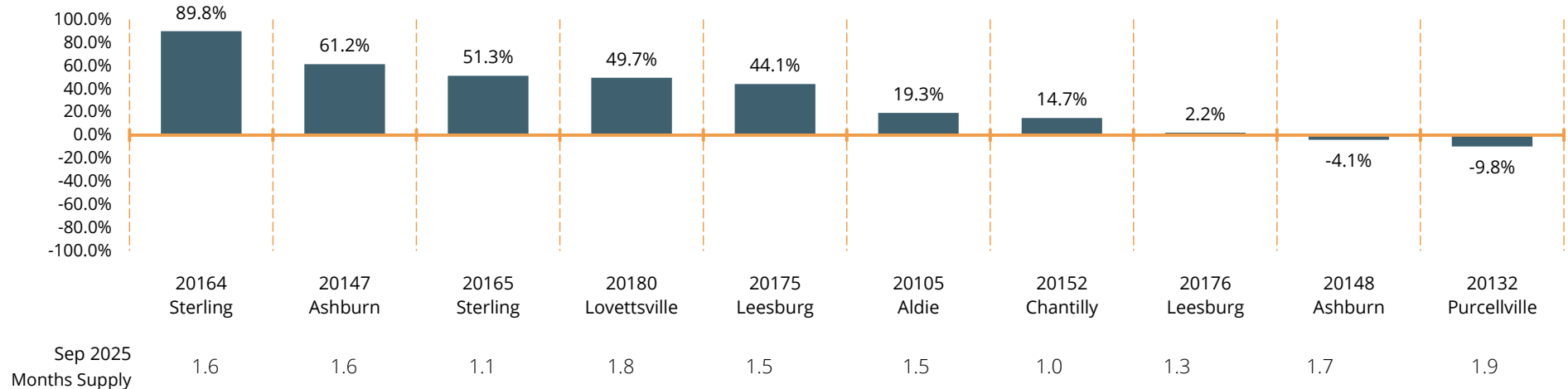
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Sep-25	1.7	34.2%	1.4	11.6%
12-month Avg	1.5	19.6%	1.1	7.8%

Zip Code

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



Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Loudoun County	640	652	1.9%	397	416	4.8%	\$710,000	\$757,149	6.6%	513	693	35.1%	1.3	1.6	22.1%
20105	66	52	-21.2%	33	27	-18.2%	\$1,025,000	\$1,280,000	24.9%	39	52	33.3%	1.3	1.5	19.3%
20132	32	32	0.0%	21	28	33.3%	\$780,000	\$817,000	4.7%	35	40	14.3%	2.1	1.9	-9.8%
20147	102	116	13.7%	55	74	34.5%	\$629,218	\$724,217	15.1%	62	124	100.0%	1.0	1.6	61.2%
20148	118	96	-18.6%	65	59	-9.2%	\$850,000	\$810,000	-4.7%	111	116	4.5%	1.7	1.7	-4.1%
20152	33	40	21.2%	20	26	30.0%	\$726,000	\$805,000	10.9%	22	25	13.6%	0.8	1.0	14.7%
20164	48	51	6.3%	37	39	5.4%	\$620,000	\$600,000	-3.2%	32	55	71.9%	0.8	1.6	89.8%
20165	37	39	5.4%	28	23	-17.9%	\$633,750	\$670,000	5.7%	22	33	50.0%	0.7	1.1	51.3%
20175	50	65	30.0%	42	42	0.0%	\$806,600	\$688,995	-14.6%	38	64	68.4%	1.1	1.5	44.1%
20176	84	80	-4.8%	41	58	41.5%	\$799,999	\$857,500	7.2%	63	76	20.6%	1.2	1.3	2.2%
20180	6	17	183.3%	8	8	0.0%	\$615,750	\$810,000	31.5%	9	15	66.7%	1.2	1.8	49.7%



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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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.