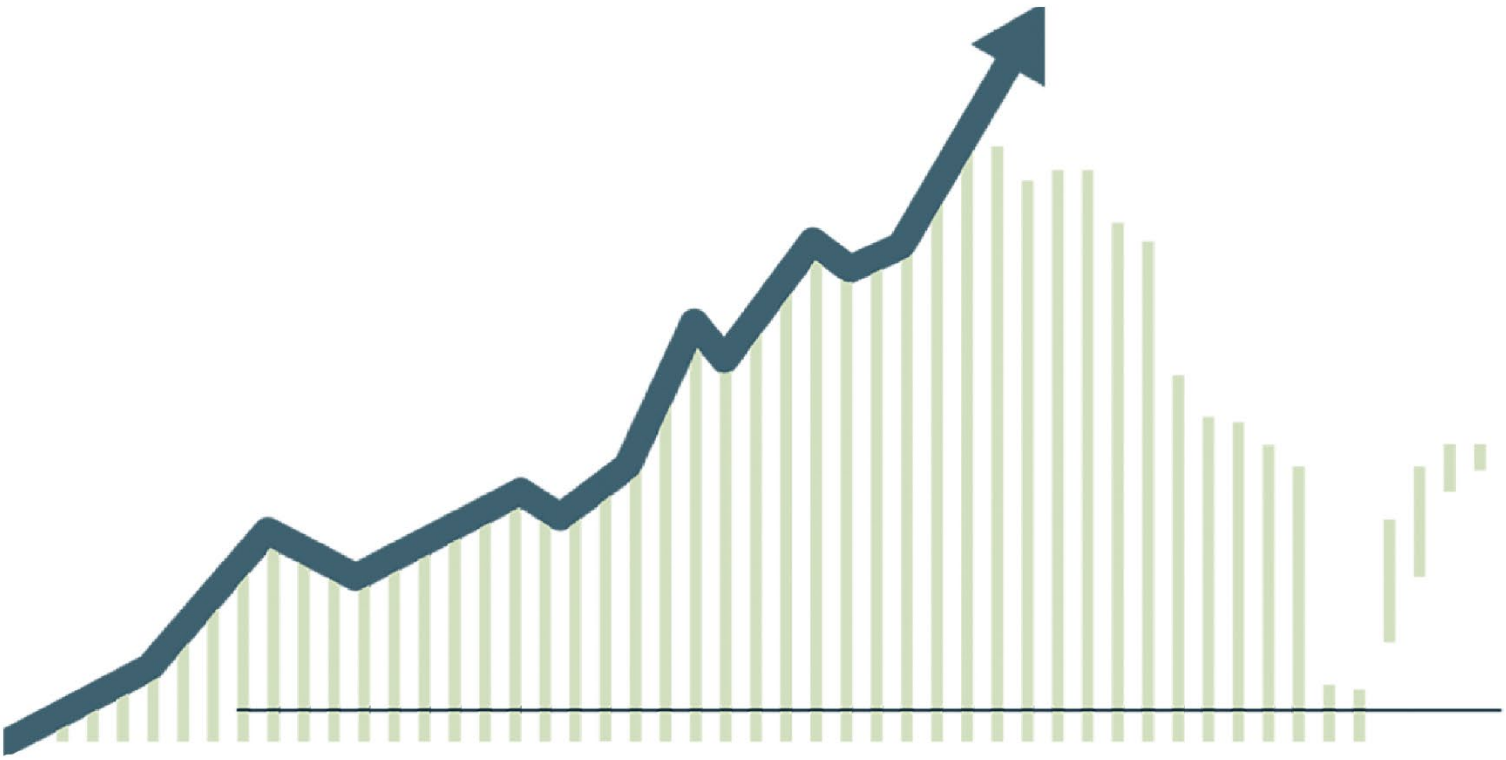
Virginia REALTORS®

DAAR Dulles Area Association of REALTORS®



DAAR LOUDOUN

HOME SALES REPORT

CUSTOM REPORT PREPARED BY

VIRGINIA REALTORS®

DAAR Home Sales Report

Third Quarter 2025

Dulles Area Association of REALTORS®

Market Report Key Takeaways

Economic Conditions

- Virginia’s job market expanded in August, with 7,200 more jobs than July. This is the strongest monthly gain so far this year.

- The unemployment rate in Virginia climbed to 3.9% in August (not seasonally adjusted), up from last August when it was 3.3%. In the Loudoun County, the unemployment rate was 3.6%, up from 2.9% last August.

- Mortgage rates have been trending down in recent weeks. The average rate for a 30-year fixed mortgage was 6.27% in mid-October 2025. A year ago, the average interest rate was 6.44%.

Housing Market Conditions

- Sales activity increased in the DAAR footprint this quarter. There were 1,466 closed sales countywide in the third quarter of 2025, 86 more sales than the third quarter of 2024, a 6% gain.

- Home prices are still climbing in much of the county. The third quarter median sales price in the DAAR market was $760,000, up $25,000 from a year ago, a 3% increase.

- There continue to be more listings on the market in Loudoun County. There were 693 active listings countywide at the end of the third quarter, a 35% increase from last year.

Key Trends Dashboard, DAAR

Economy

3.6%	Is the Aug-2025 **unemployment rate** in Loudoun County, which is up from Aug-2024
6.27%	Is the **30-year fixed-rate mortgage rate as of October 16, 2025**, which is down from 6.44% a year ago

Housing Market

86	More **home sales** in Loudoun County in Q3-2025 compared to last year.
3%	Percent change in **median sales price** in the Loudoun County housing market in Q3-2025 compared to a year ago.
$113.8	Million dollars more in total **sold volume** in the Loudoun County housing market in Q3-2025 compared to last year.
35%	Percent change in **active listings** at the end of Q3-2025 in Loudoun County compared to a year ago
1.6	**Months of supply** in the Loudoun County housing market in Q3-2025, which went up from a year ago

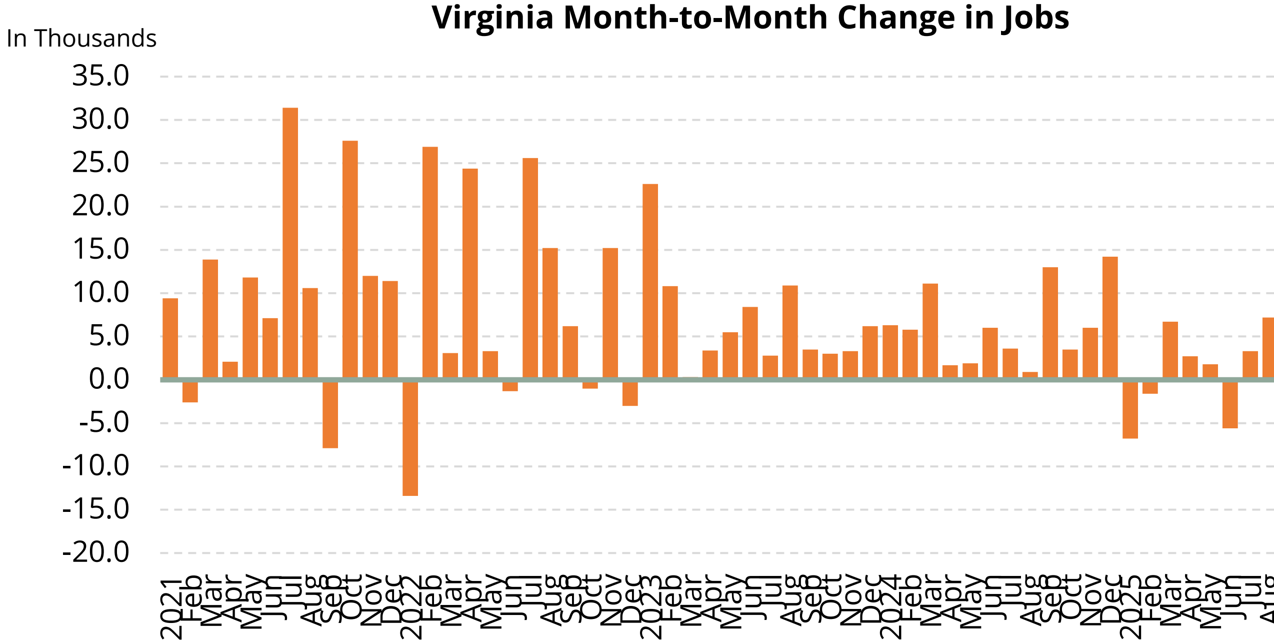
Economic Overview

Economic data available so far suggests that the US economy is weathering well despite a softening labor market and higher price levels in the country. The potential downside impact of global tariffs continue to pose a risk to the sustained growth of the economy. Consumer sentiment has weakened from the start of 2025 due to uncertainty regarding the economy and job loss concerns. Over the next few months, we will better understand the full scope of the impact of federal government layoffs and their effects on Virginia's people and economy.

Jobs

Virginia's job market expanded in August. There were about 4.28 million jobs across the Commonwealth in August 2025, which is 7,200 additional jobs since the prior month. The job sectors with the strongest job growth in Virginia were Health Care & Social Assistance (+3,100 jobs) and Admin & Waste Management Services (+1,800 jobs). The Federal Government sector (-1,800 jobs) led the list in terms of highest number of job losses, due to continued impact of federal workforce cuts, followed by the Finance & Insurance sector (-800 jobs). Five metro areas within Virginia saw an influx of jobs, with Harrisonburg (+0.7%, +500 jobs) leading this growth. On the other hand, Lynchburg (-0.4%, -400 jobs) saw the highest percent decline in jobs.

Figure 1
Virginia Month-to-Month Change in Jobs

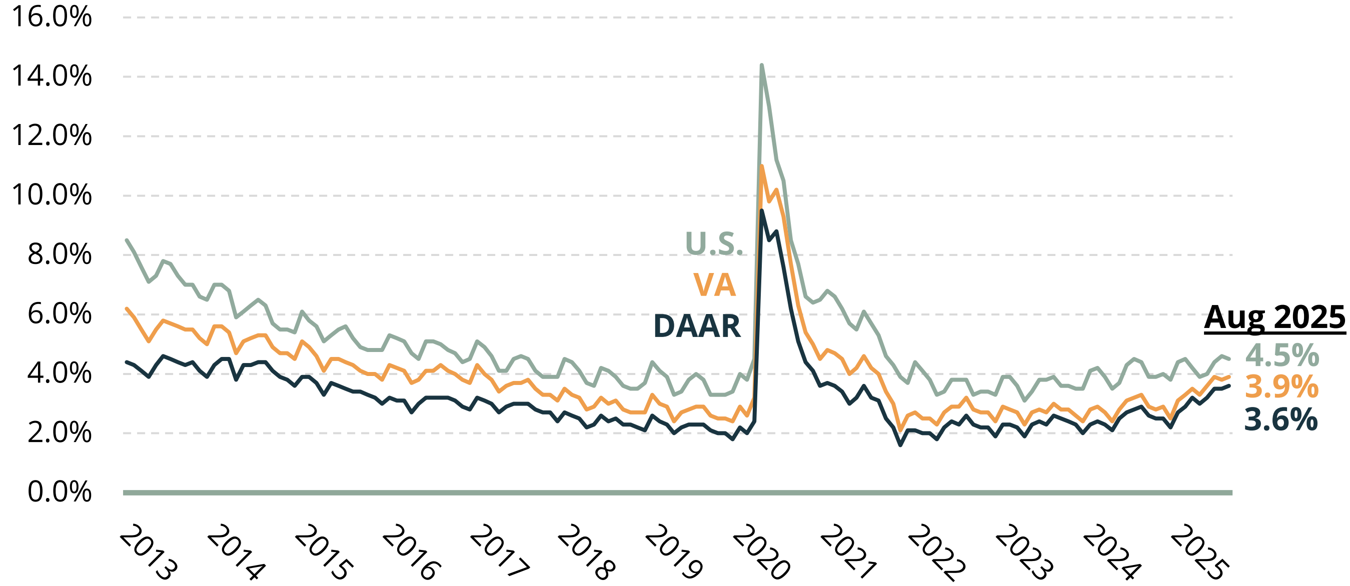


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Unemployment

The unemployment rate in Virginia rose to 3.9% in August, compared to 3.3% a year ago (not seasonally adjusted). The U.S. unemployment rate also rose but modestly, inching up to 4.5% from 4.4% a year ago. The unemployment rate in Loudoun County climbed to 3.6% in August, up from 2.9% last year.

Figure 2
Unemployment Rate

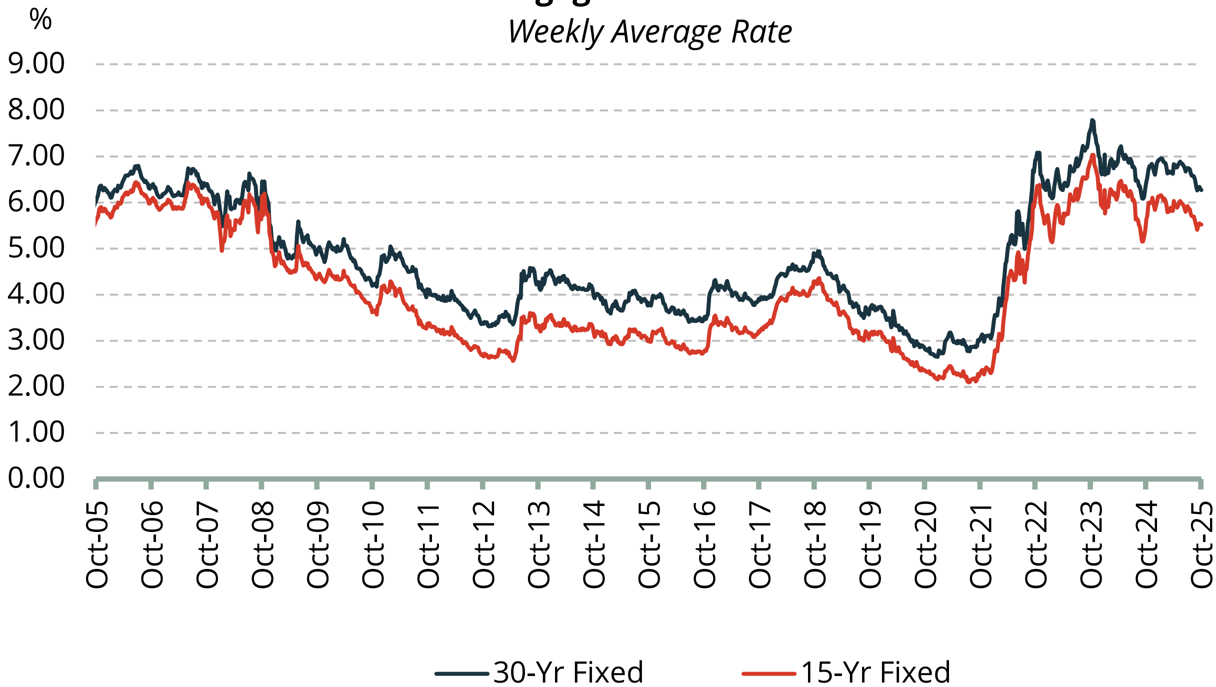


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

As of October 16, the average rate for a 30-year fixed mortgage was 6.27%. Mortgage rates have seen a downward trend over the last couple of months and have been in the lower 6% range. This decline in rates compared to the upper 6% rates for most of the first half of the year has encouraged more buyers to enter the market in recent months. The recent increase in sales activity is partly due to this slight downward trend in rates.

Figure 3
Mortgage Interest Rates
Weekly Average Rate



Source: Freddie Mac

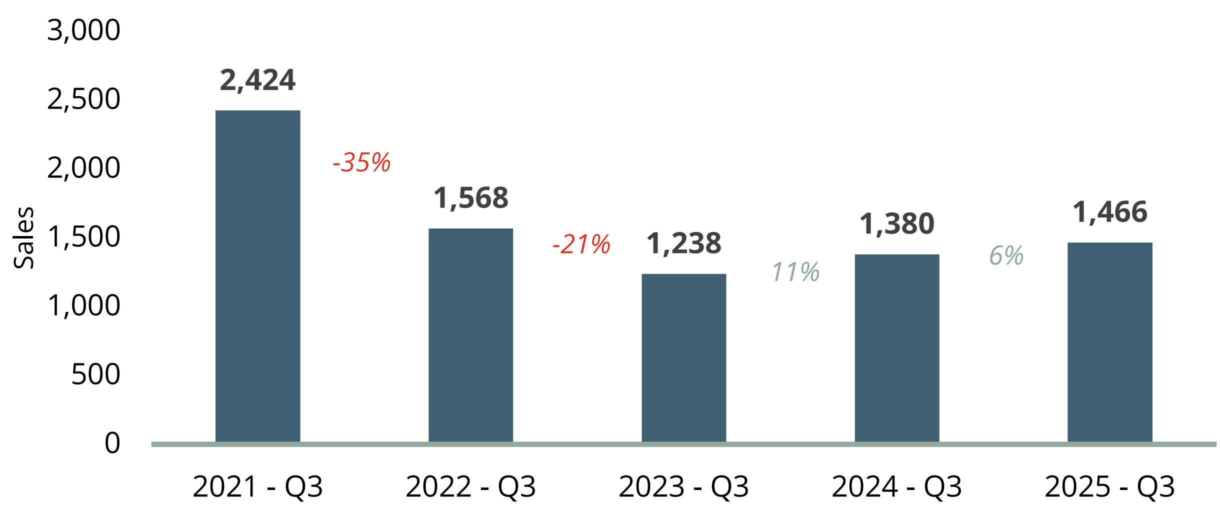
Housing Market Overview

Market activity remained strong in the Loudoun County housing market. Sales continued to climb across the area and home prices are still drifting up, albeit at a slower rate. The combination of these two indicators led to a surge in sold dollar volume. Increased listing activity and a higher days on market resulted in an uptick in inventory levels and more options for buyers.

Sales

Sales were up for the fifth consecutive quarter in Loudoun County. There were 1,466 home sales in the third quarter, 86 more transactions than the previous year, growing 6%. In all three months of the third quarter (July to September) sales increased compared to the year prior. Activity went up the most in Ashburn zip code 20147 and Purcellville zip code 20132 this quarter. Sterling zip code 20165 experienced a sharp decrease in sales transactions. Across the state, sales grew 3.5% from the third quarter of last year to this year.

Figure 4
Third Quarter Home Sales, Loudoun County
2021-2025

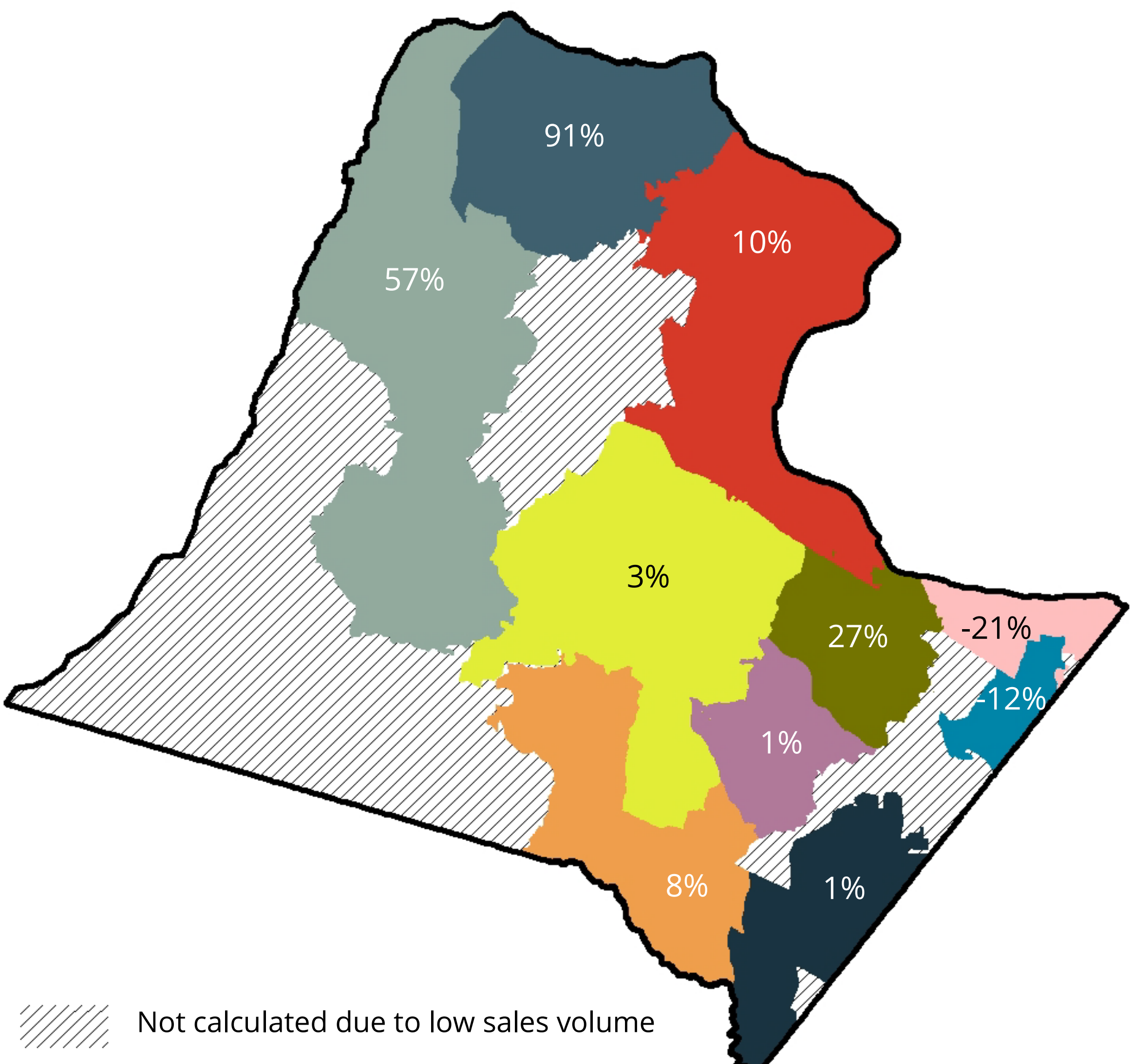


Source: Virginia REALTORS®, data accessed October 15, 2025

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

Jurisdiction	*2024 - Q3*	*2025 - Q3*	*% Change*
20105 Aldie	107	116	8%
20132 Purcellville	53	83	57%
20147 Ashburn	208	264	27%
20148 Ashburn	224	227	1%
20152 Chantilly	94	95	1%

Jurisdiction	*2024 - Q3*	*2025 - Q3*	*% Change*
20164 Sterling	126	111	-12%
20165 Sterling	107	84	-21%
20175 Leesburg	135	139	3%
20176 Leesburg	169	186	10%
20180 Lovettsville	27	28	4%

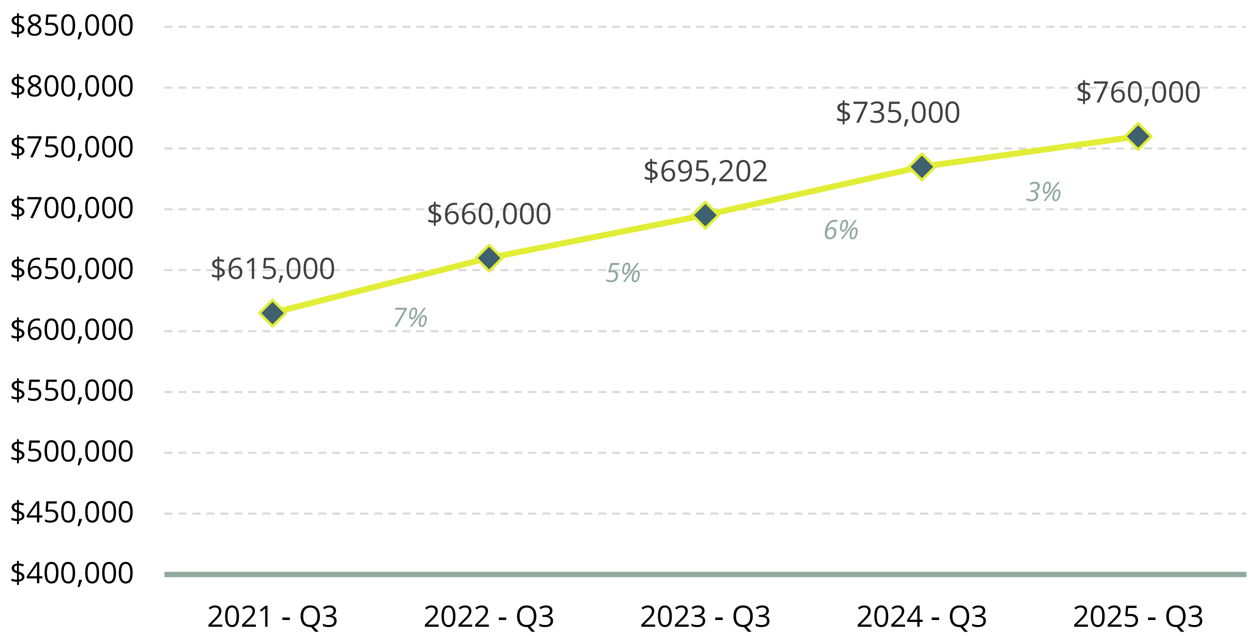


Source: Virginia REALTORS®, data accessed October 15, 2025

Sales Prices

Loudoun County experienced moderate price growth in the third quarter. Homes sold for a median price of $760,000 in the region, up 3% or $25,000 from the year before. Prices surged in Aldie zip code 20105 and Lovettsville zip code 20180, going up by double-digits. Leesburg zip code 20175 saw a decline in median home prices this quarter. At $430,000 the median sales price in Virginia was 2.6% higher than a year ago.

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

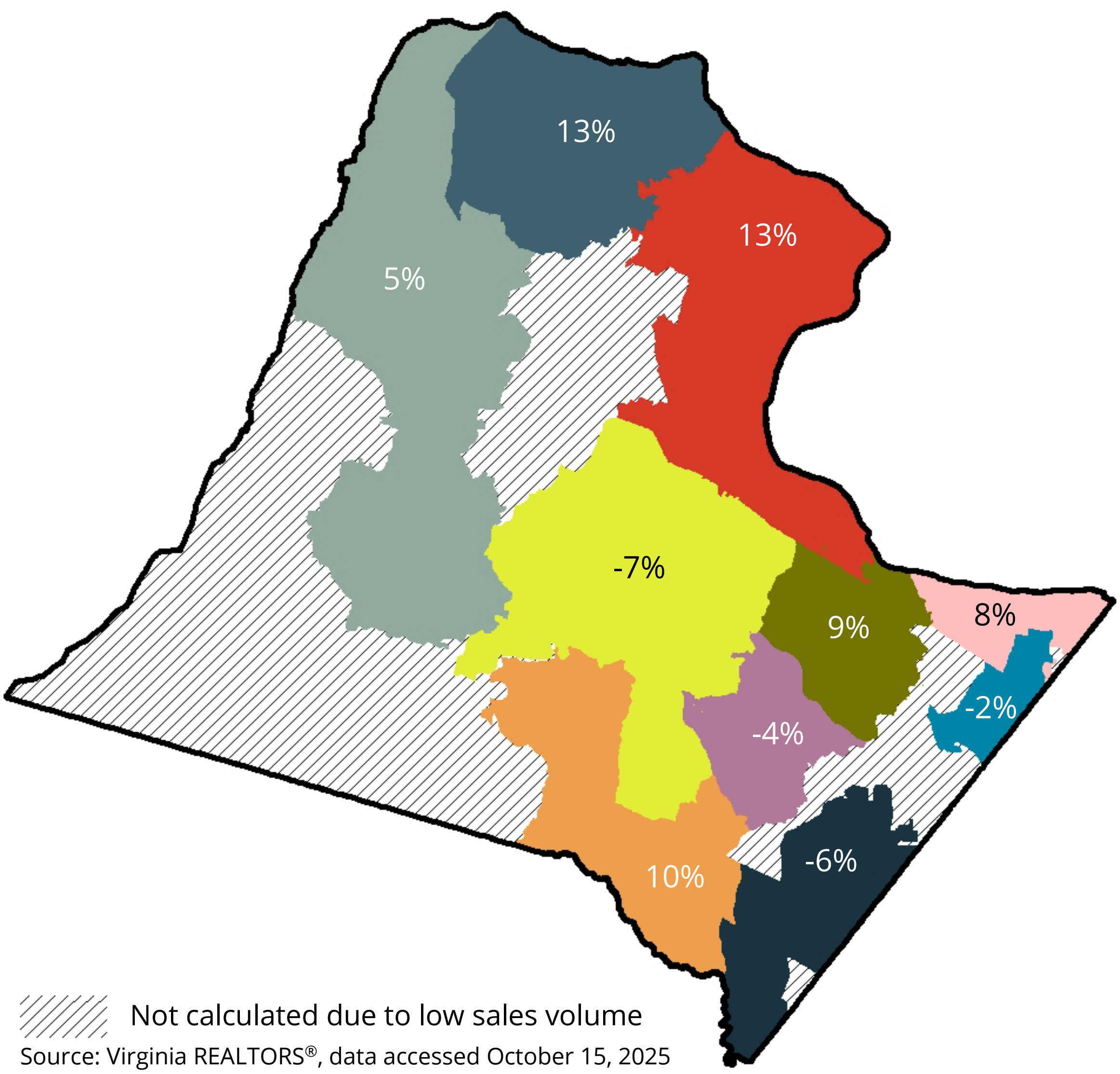


Source: Virginia REALTORS®, data accessed October 15, 2025

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

Zip Code	*2024 - Q3*	*2025 - Q3*	*% Change*
20105 Aldie	$920,000	$1,015,000	10%
20132 Purcellville	$821,825	$865,000	5%
20147 Ashburn	$651,098	$710,000	9%
20148 Ashburn	$849,975	$818,500	-4%
20152 Chantilly	$812,000	$765,000	-6%

Zip Code	*2024 - Q3*	*2025 - Q3*	*% Change*
20164 Sterling	$595,553	$581,000	-2%
20165 Sterling	$641,600	$692,500	8%
20175 Leesburg	$803,500	$745,990	-7%
20176 Leesburg	$758,750	$860,000	13%
20180 Lovettsville	$725,000	$817,500	13%

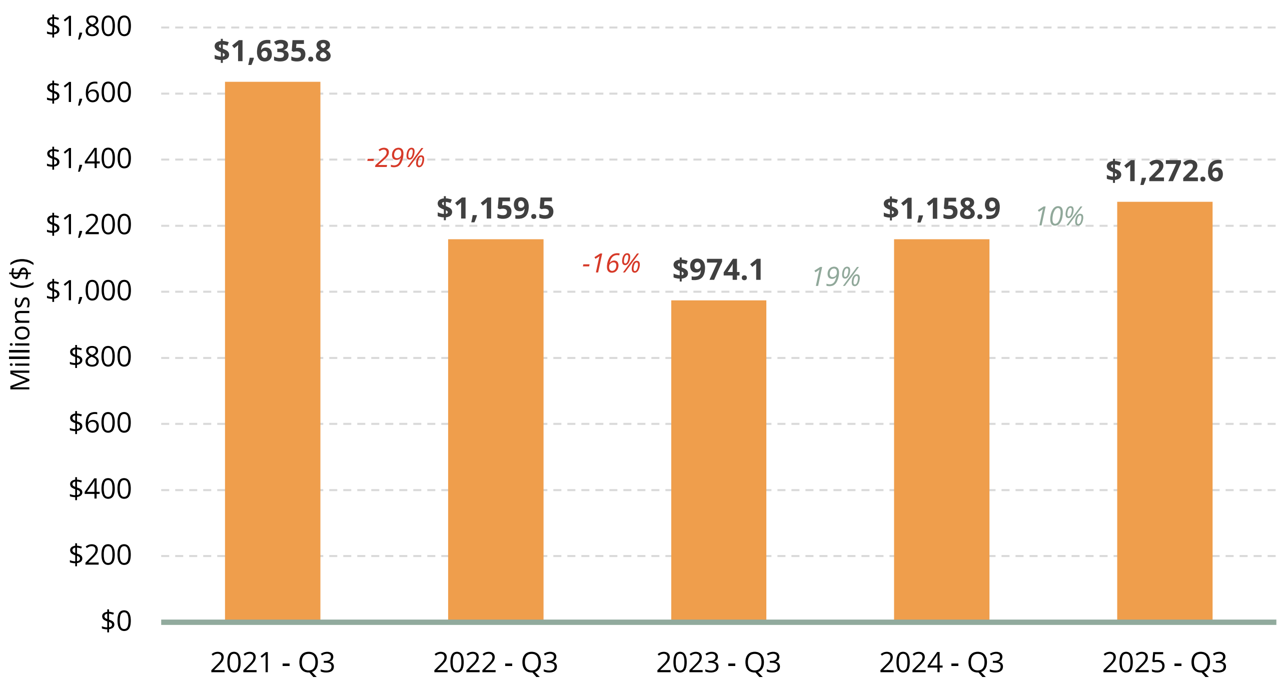


Source: Virginia REALTORS®, data accessed October 15, 2025

Sold Volume

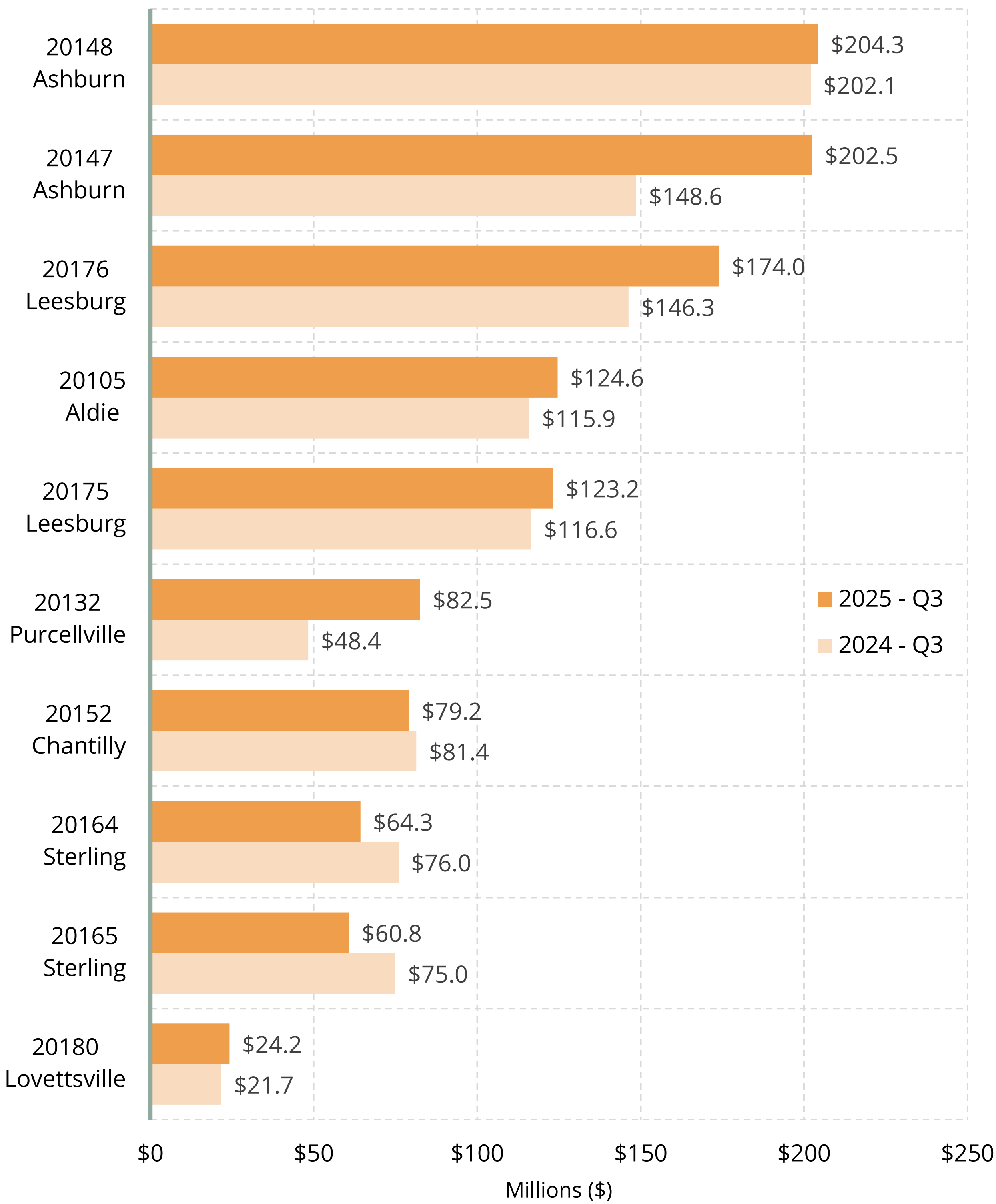
Increased sales activity and elevated home prices led to more sold dollar volume in Loudoun County. Sold dollar volume totaled $1.27 billion in the third quarter, 10% higher than last year, a $113.7 million influx of volume. Volume levels rose for the eighth straight quarter in Ashburn zip code 20147. Sold volume fell in Sterling zip code 20165 after growing for the last six quarters. Virginia had $15.3 billion of total volume in the third quarter, up 7.6% from the previous year.

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



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

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

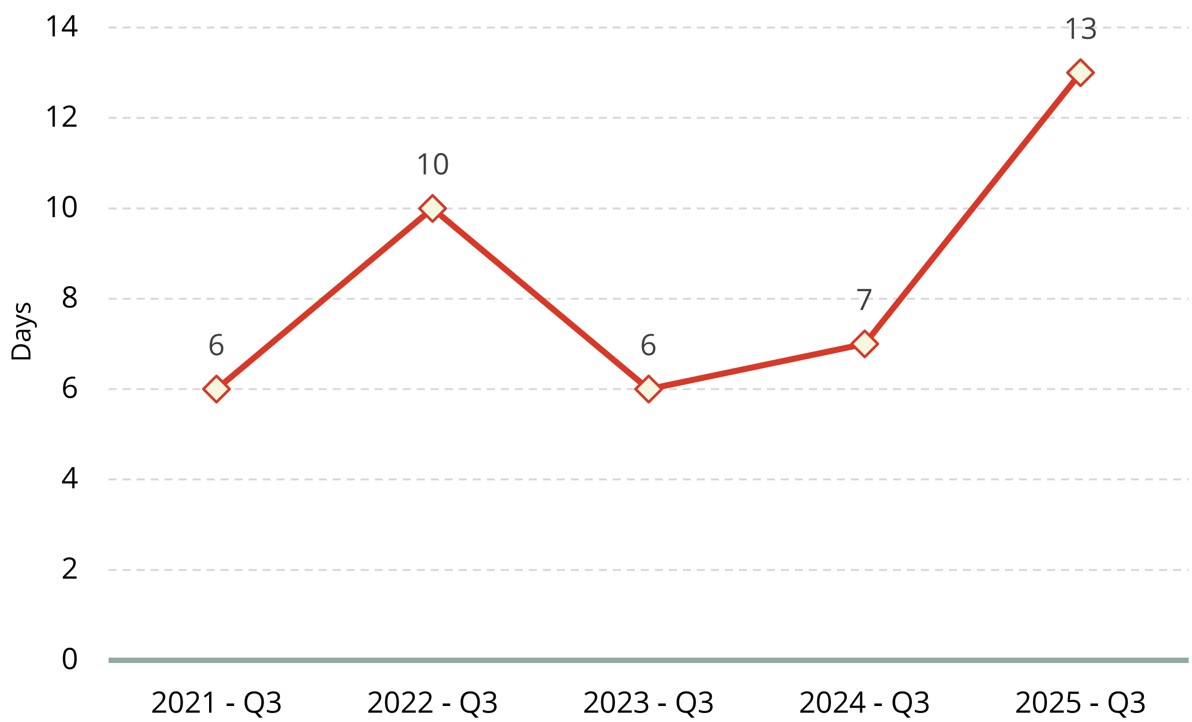


Source: Virginia REALTORS®, data accessed October 15, 2025

Days on Market

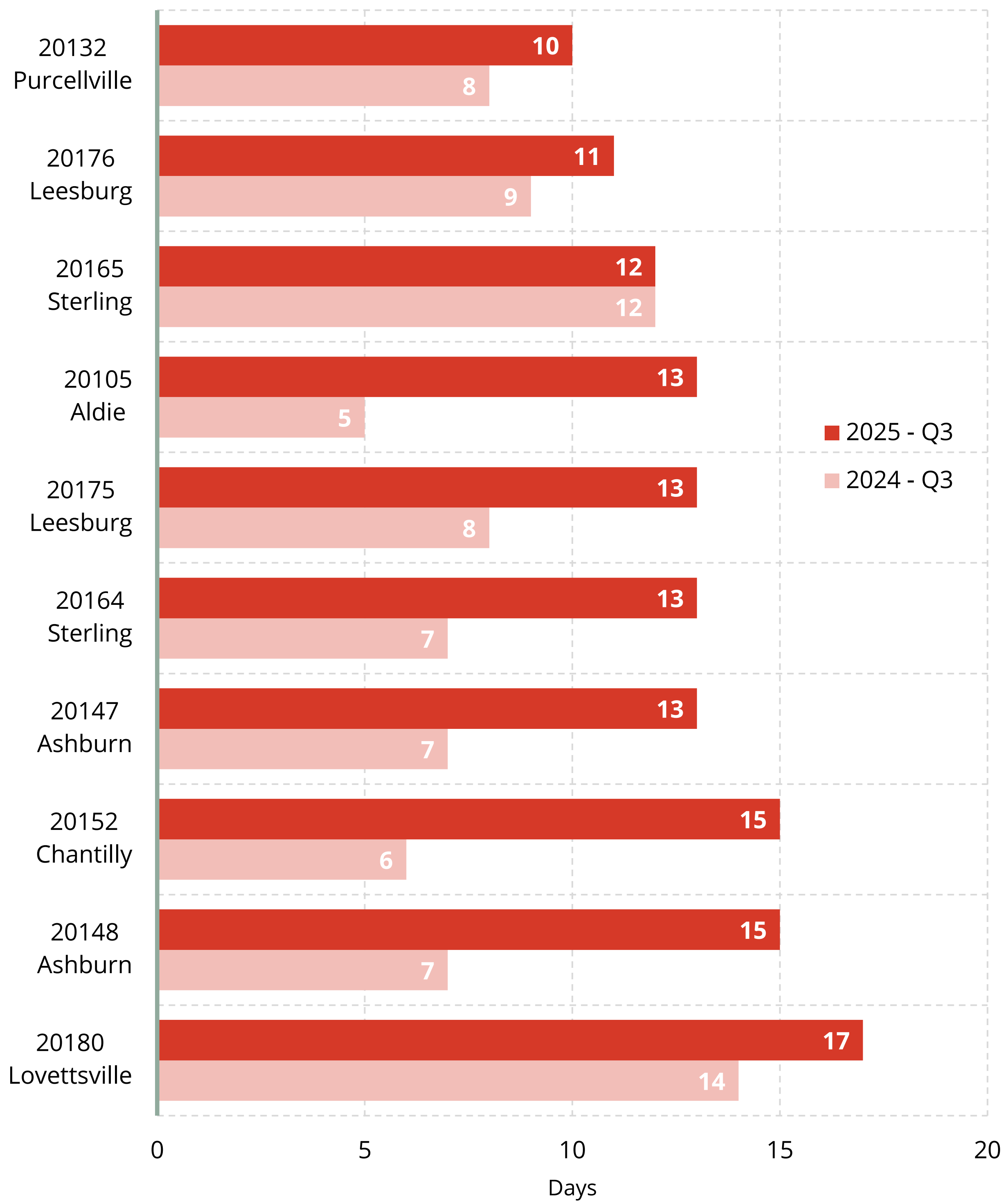
Homes spent more time on the market in Loudoun County this quarter. The median days on market was 13 days in the third quarter, six days longer than the year before. In Lovettsville 20180, homes took longer to sell (17 days) than homes sold in Purcellville zip code 20132 (10 days). Statewide, the median days on market was 17 days in the third quarter, five days higher than last year.

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



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

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



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

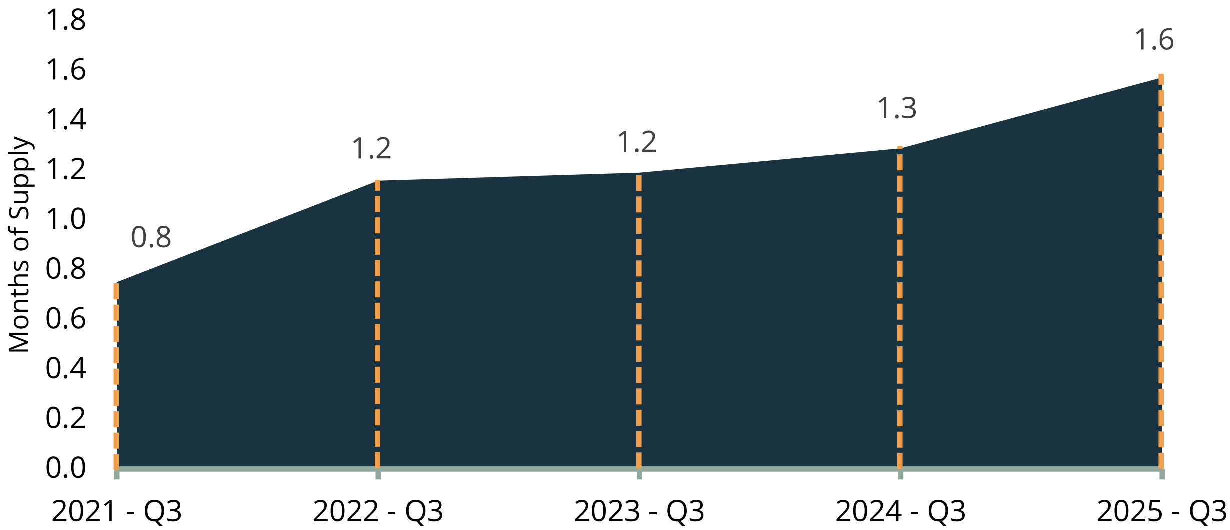
Inventory

Active listings continued to climb across the region. The third quarter ended with 693 total listings on the market, 180 more listings than the previous year, jumping 35%. All local markets saw listings increase this quarter with Ashburn zip code 20147 seeing the largest influx of listings.

In Virginia, there were 24,759 listings at the end of the third quarter, climbing 25.3%, which is 4,995 additional listings.

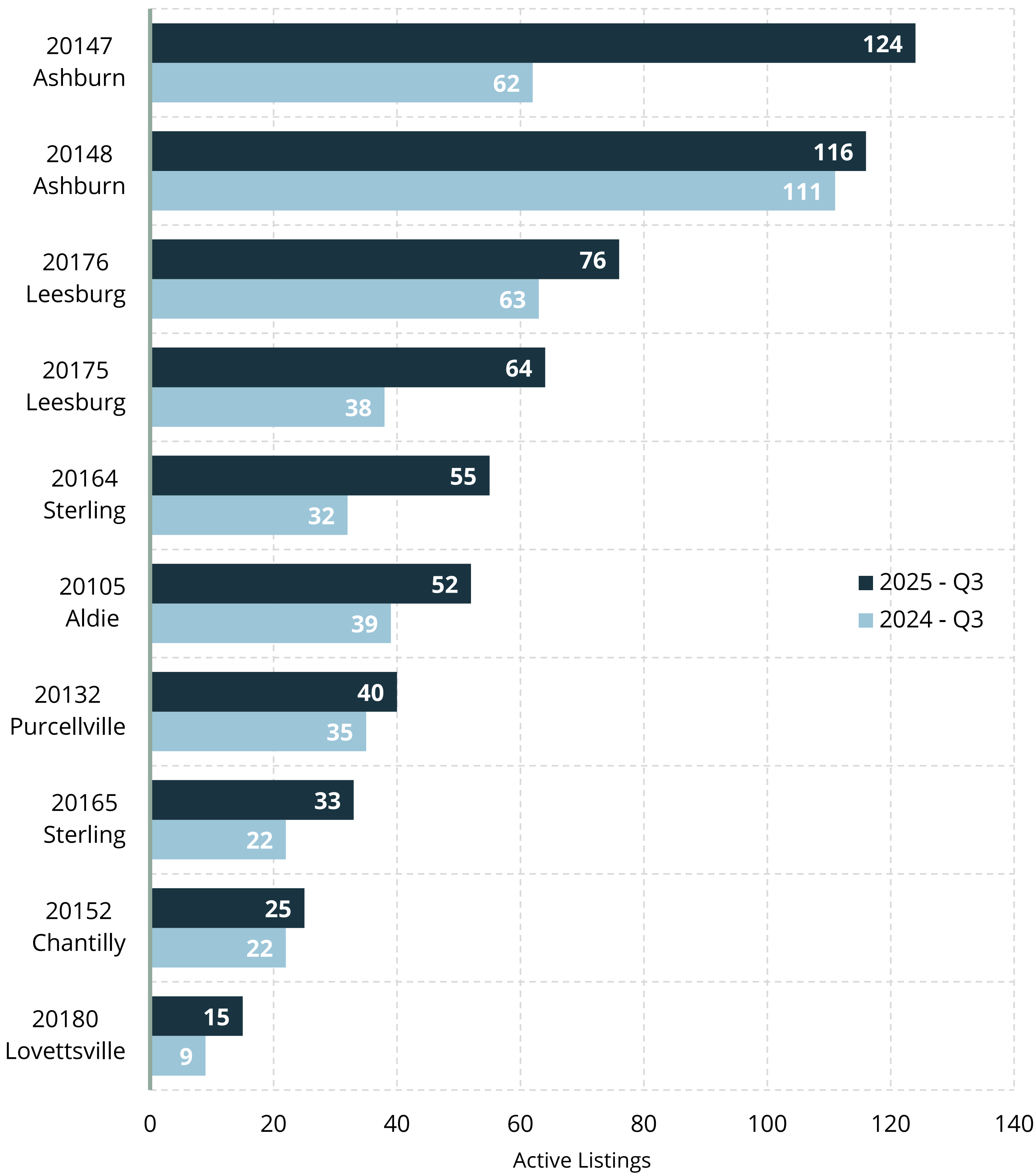
Supply in the Loudoun County market grew from 1.3 months in the third quarter of 2024 to 1.6 months in the third quarter of this year. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. At the state level there was 2.8 months of supply in the third quarter, up from 2.3 months a year ago.

Figure 12
End of Third Quarter Months Supply, Loudoun County
2021-2025



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

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



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

Virginia REALTORS®

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.