

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: October 2025

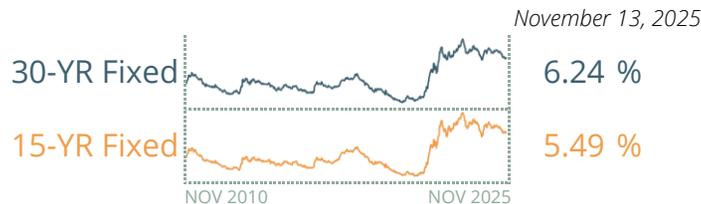
- Loudoun County saw a moderate increase in sales activity this month.** Home sales totaled 483 in October across the region, up 3.2%, which is 15 more sales than last year. Sales rose in Leesburg zip code 20175 with 25 additional sales (+80.6%) and Chantilly zip code 20152 with 14 more transactions than the year before (+77.8%). Ashburn zip code 20148 saw sales drop for the third consecutive month, with 21 fewer sales compared to last October (-24.4%).
- After dipping last month, pending sales jumped in Loudoun County.** In October, there were 455 pending sales in the County, 27 more than a year earlier, increasing by 6.3%. Pending sales activity went up the most in Purcellville zip code 20132 (+20 pending sales) and Sterling zip code 20165 (+14 pending sales). There were fewer pending sales in Ashburn zip code 20148 (-17 pending sales) and Chantilly zip code 20152 (-4 pending sales).
- There was a small increase in sales price in the month of October.** At \$745,000, the median sales price in Loudoun County was \$20,000 higher than the previous year, growing by 2.8%. Prices were on the rise in Leesburg zip code 20176, with homes costing \$170,500 more than last year (+25.4%), and Chantilly zip code 20152, with a \$92,000 jump in sales price (+13.9%). Home prices were down in Sterling zip code 20164 (-\$90,000) and Ashburn zip code 20147 (-\$4,559).
- Listings rose for the 10th straight month across Loudoun County.** October ended with 629 total listings in the region, 28.6% more than last year, an additional 140 listings. Most local markets experienced an influx of listings with Ashburn zip code 20147 seeing the largest listing gains this month (+59 listings). After six months of growth, listings fell in Purcellville zip code 20132 (-7 listings).



DAAR Market Dashboard

YoY Chg	Oct-25	Indicator
▲ 3.2%	483	Sales
▲ 6.3%	455	Pending Sales
▲ 12.0%	625	New Listings
▲ 3.6%	\$750,000	Median List Price
▲ 2.8%	\$745,000	Median Sales Price
▼ -0.6%	\$296	Median Price Per Square Foot
▲ 2.6%	\$420.5	Sold Dollar Volume (in millions)
▼ -0.7%	99.5%	Average Sold/Ask Price Ratio
▲ 13.2%	29	Average Days on Market
▲ 28.6%	629	Active Listings
▲ 18.8%	1.4	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.

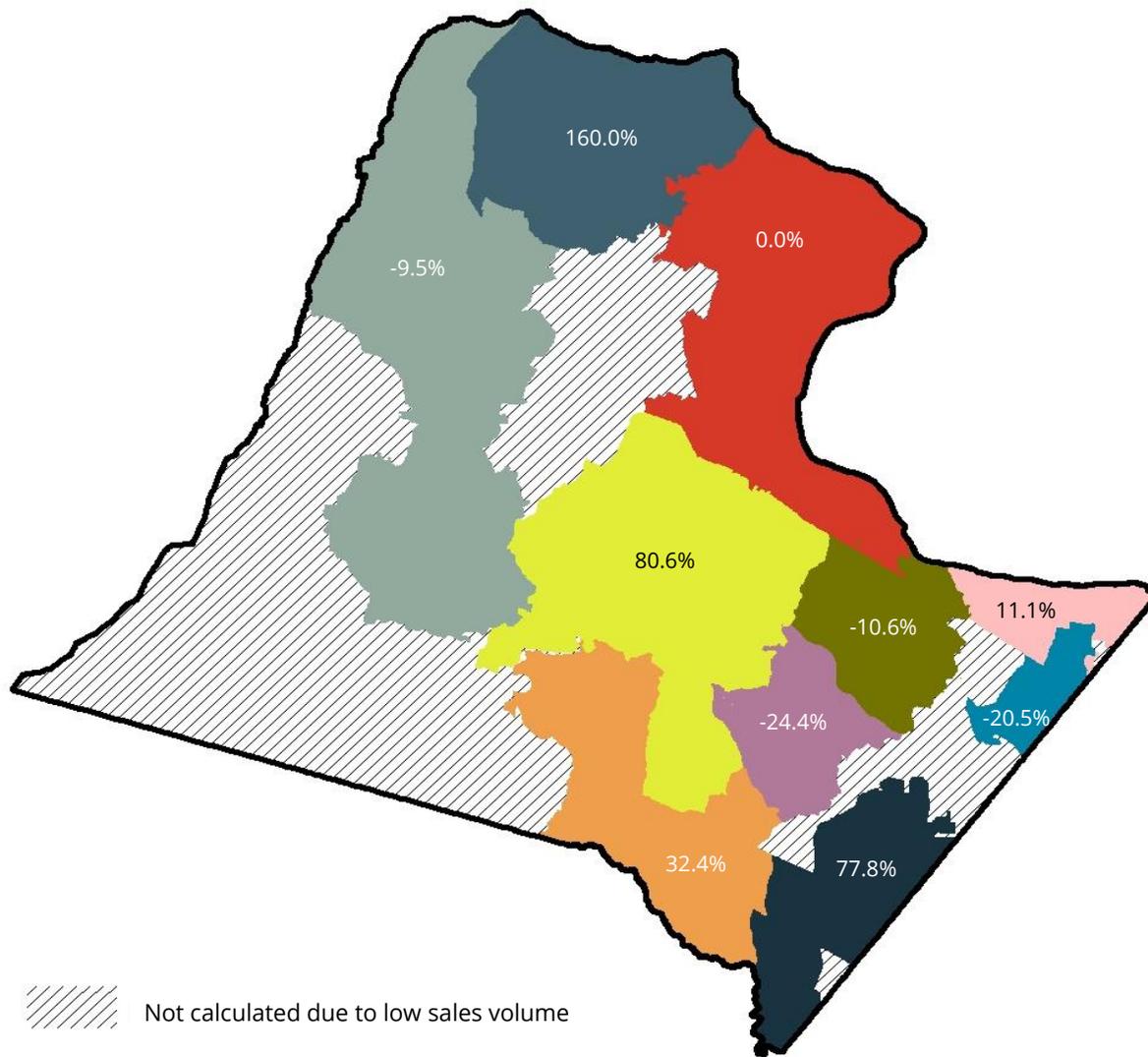
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		% Chg
	Oct-24	Oct-25	
20105 Aldie	34	45	32.4%
20132 Purcellville	21	19	-9.5%
20147 Ashburn	94	84	-10.6%
20148 Ashburn	86	65	-24.4%
20152 Chantilly	18	32	77.8%
20164 Sterling	39	31	-20.5%
20165 Sterling	27	30	11.1%
20175 Leesburg	31	56	80.6%
20176 Leesburg	64	64	0.0%
20180 Lovettsville	5	13	160.0%

 Not calculated due to low sales volume

Total Market Overview



Key Metrics	2-year Trends		Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23	Oct-25						
Sales			468	483	3.2%	4,186	4,447	6.2%
Pending Sales			428	455	6.3%	4,375	4,605	5.3%
New Listings			558	625	12.0%	5,853	6,719	14.8%
Median List Price			\$724,273	\$750,000	3.6%	\$729,000	\$770,000	5.6%
Median Sales Price			\$725,000	\$745,000	2.8%	\$739,990	\$772,000	4.3%
Median Price Per Square Foot			\$298	\$296	-0.6%	\$289	\$292	1.2%
Sold Dollar Volume (in millions)			\$409.7	\$420.5	2.6%	\$3,496.2	\$3,886.5	11.2%
Average Sold/Ask Price Ratio			100.2%	99.5%	-0.7%	101.3%	100.4%	-0.9%
Average Days on Market			26	29	13.2%	18	21	22.0%
Active Listings			489	629	28.6%	n/a	n/a	n/a
Months of Supply			1.2	1.4	18.8%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23	Oct-25						
Sales			202	238	17.8%	1,929	2,166	12.3%
Pending Sales			185	238	28.6%	2,006	2,241	11.7%
New Listings			262	268	2.3%	2,754	3,239	17.6%
Median List Price			\$999,945	\$1,049,950	5.0%	\$980,000	\$1,049,000	7.0%
Median Sales Price			\$1,025,000	\$1,043,050	1.8%	\$999,990	\$1,051,390	5.1%
Median Price Per Square Foot			\$285	\$282	-1.1%	\$275	\$278	1.3%
Sold Dollar Volume (in millions)			\$241.9	\$272.9	12.8%	\$2,109.4	\$2,453.2	16.3%
Average Sold/Ask Price Ratio			100.3%	99.7%	-0.6%	101.9%	100.7%	-1.2%
Average Days on Market			34	32	-5.0%	17	22	29.5%
Active Listings			242	277	14.5%	n/a	n/a	n/a
Months of Supply			1.3	1.3	1.8%	n/a	n/a	n/a

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

Townhome & Condo Market Overview



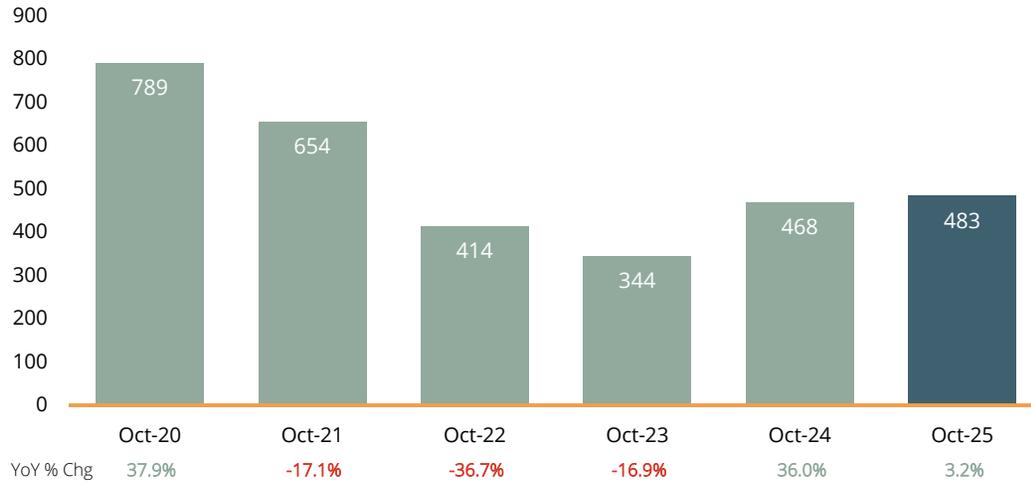
Key Metrics	2-year Trends		Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23	Oct-25						
Sales			266	245	-7.9%	2,257	2,281	1.1%
Pending Sales			243	217	-10.7%	2,369	2,364	-0.2%
New Listings			296	357	20.6%	3,099	3,480	12.3%
Median List Price			\$619,945	\$599,000	-3.4%	\$608,077	\$615,000	1.1%
Median Sales Price			\$615,237	\$593,000	-3.6%	\$614,643	\$615,914	0.2%
Median Price Per Square Foot			\$303	\$301	-0.5%	\$298	\$302	1.4%
Sold Dollar Volume (in millions)			\$167.9	\$147.6	-12.1%	\$1,386.8	\$1,433.3	3.4%
Average Sold/Ask Price Ratio			100.2%	99.3%	-0.9%	100.8%	100.1%	-0.7%
Average Days on Market			20	27	33.6%	18	21	16.0%
Active Listings			247	352	42.5%	n/a	n/a	n/a
Months of Supply			1.1	1.5	36.1%	n/a	n/a	n/a

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

Sales



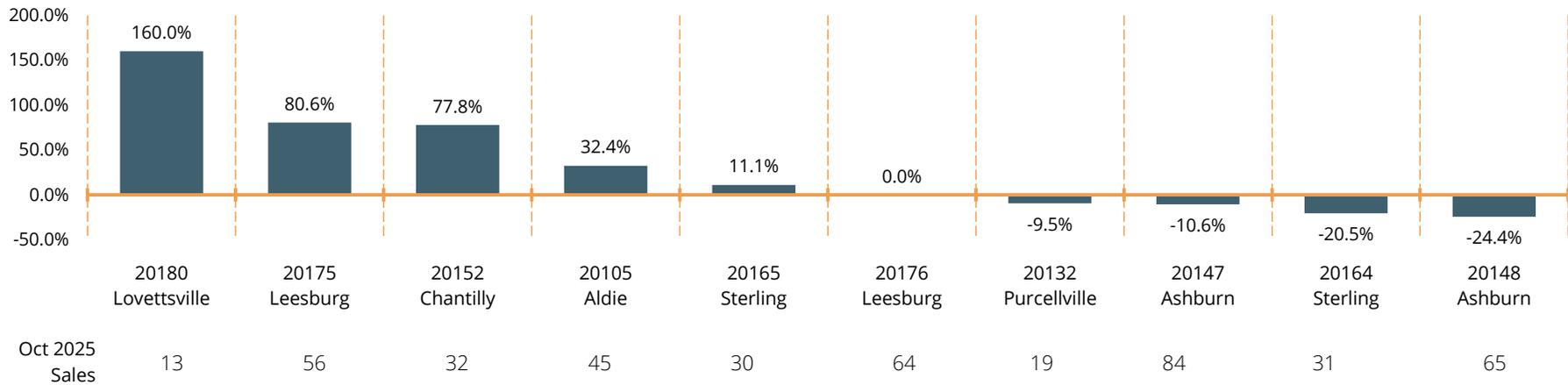
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	238	17.8%	245	-7.9%
12-month Avg	208	13.2%	226	4.4%

Zip Code

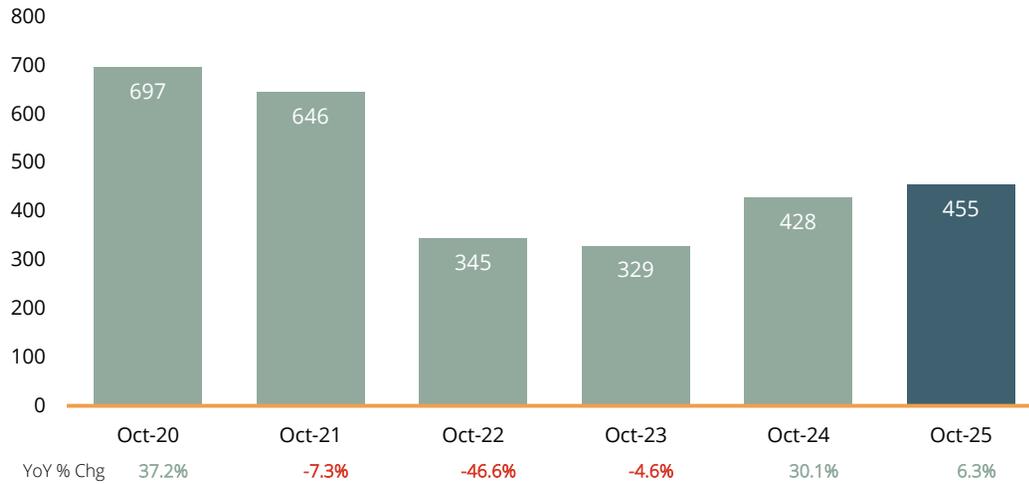
% Change in Sales
Oct-24 to Oct-25



Pending Sales



Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	238	28.6%	217	-10.7%
12-month Avg	208	12.3%	225	1.9%

Zip Code

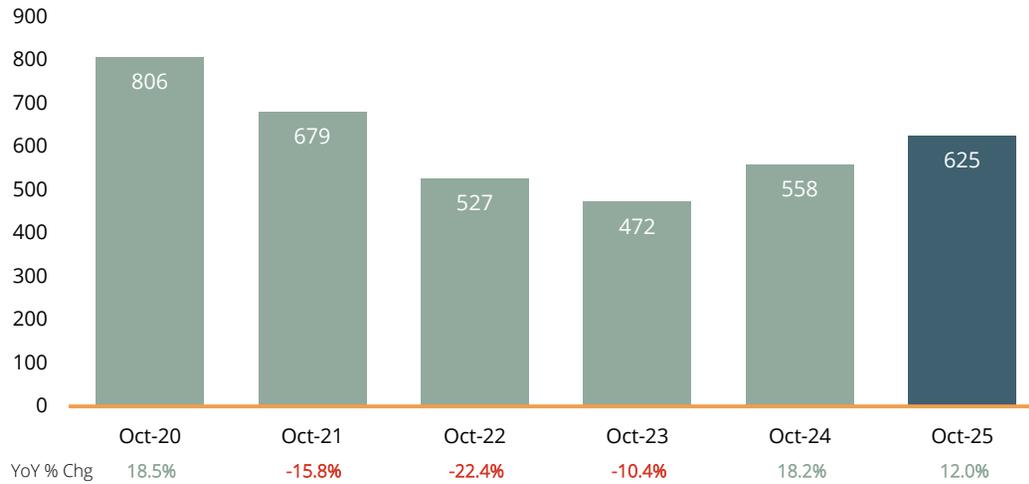
% Change in Pending Sales
Oct-24 to Oct-25



New Listings



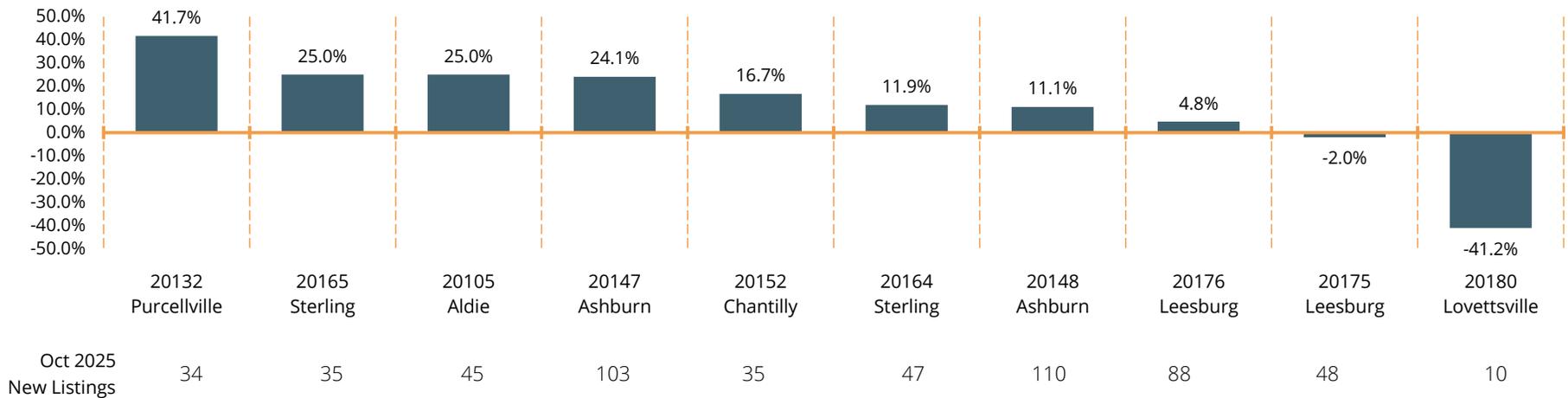
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	268	2.3%	357	20.6%
12-month Avg	296	18.0%	322	11.4%

Zip Code

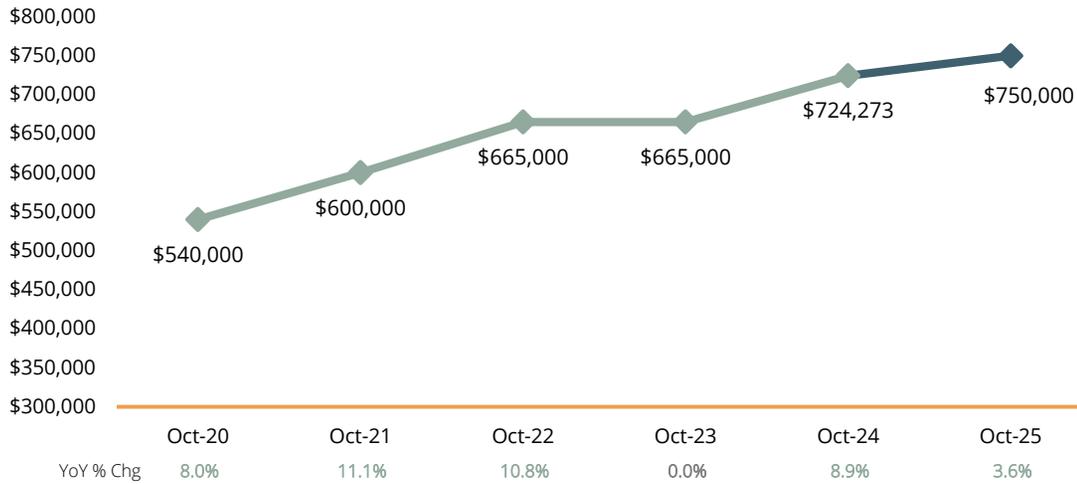
% Change in New Listings
Oct-24 to Oct-25



Median List Price



Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	\$1,049,950	5.0%	\$599,000	-3.4%
12-month Avg	\$1,026,628	6.4%	\$614,598	2.2%

Zip Code

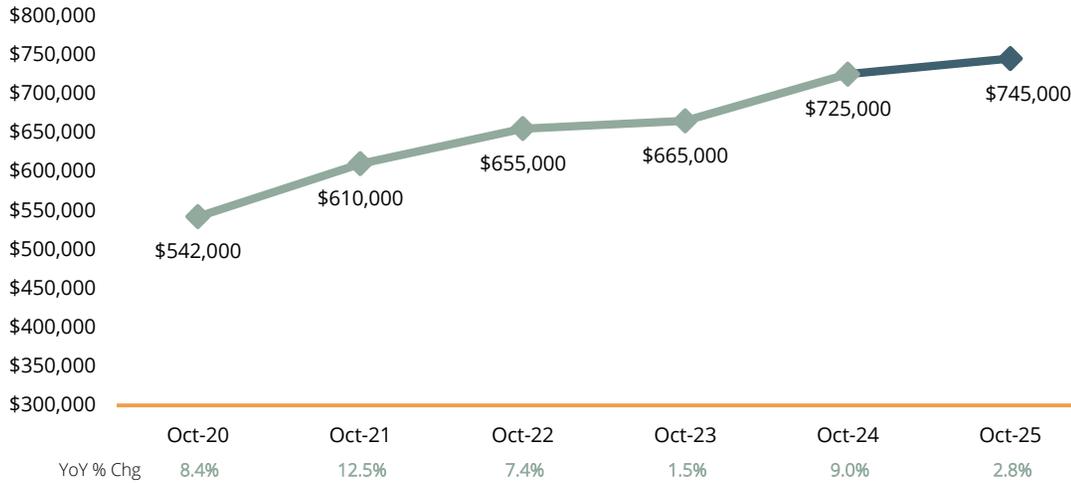
% Change in Median List Price
Oct-24 to Oct-25



Median Sales Price



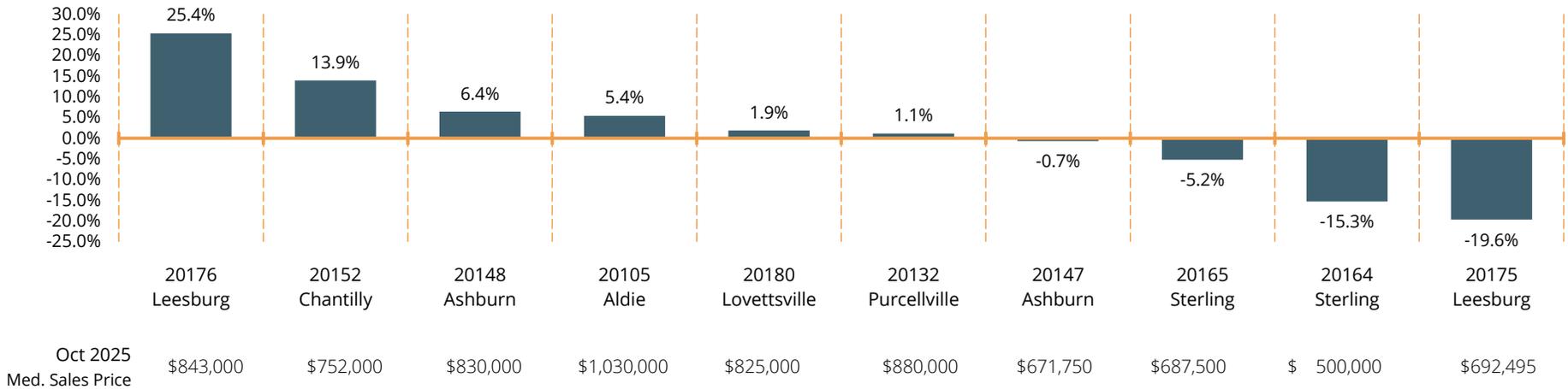
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	\$1,043,050	1.8%	\$593,000	-3.6%
12-month Avg	\$1,037,121	5.7%	\$615,938	1.7%

Zip Code

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



Sold Dollar Volume (in millions)



Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Oct-25	\$272.9	12.8%	\$147.6	-12.1%
12-month Avg	\$235.3	17.7%	\$142.0	7.3%

Zip Code

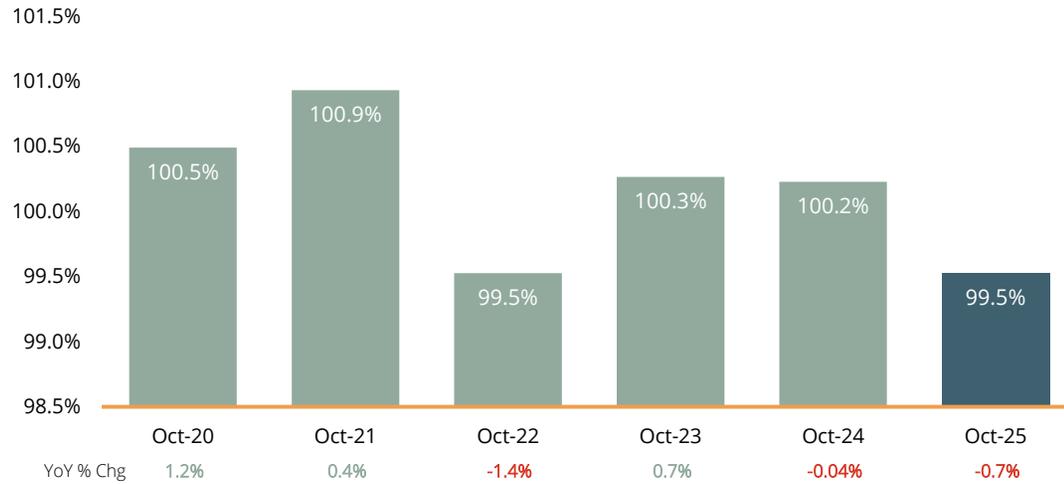
% Change in Sold Dollar Volume
Oct-24 to Oct-25



Average Sold to Ask Price Ratio



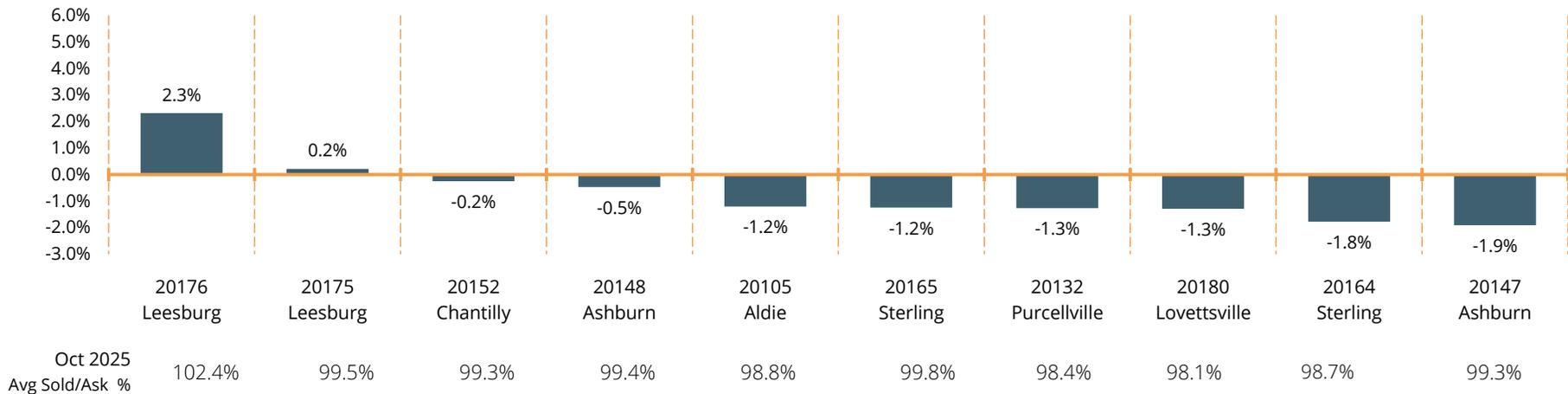
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	99.7%	-0.6%	99.3%	-0.9%
12-month Avg	100.9%	-0.7%	100.2%	-0.4%

Zip Code

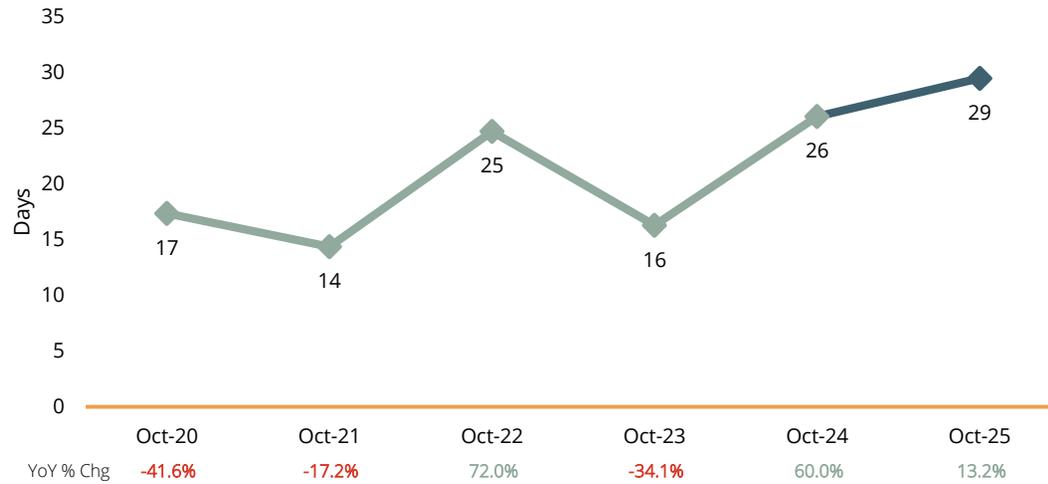
% Change in Average Sold to Ask Price Ratio
Oct-24 to Oct-25



Average Days on Market



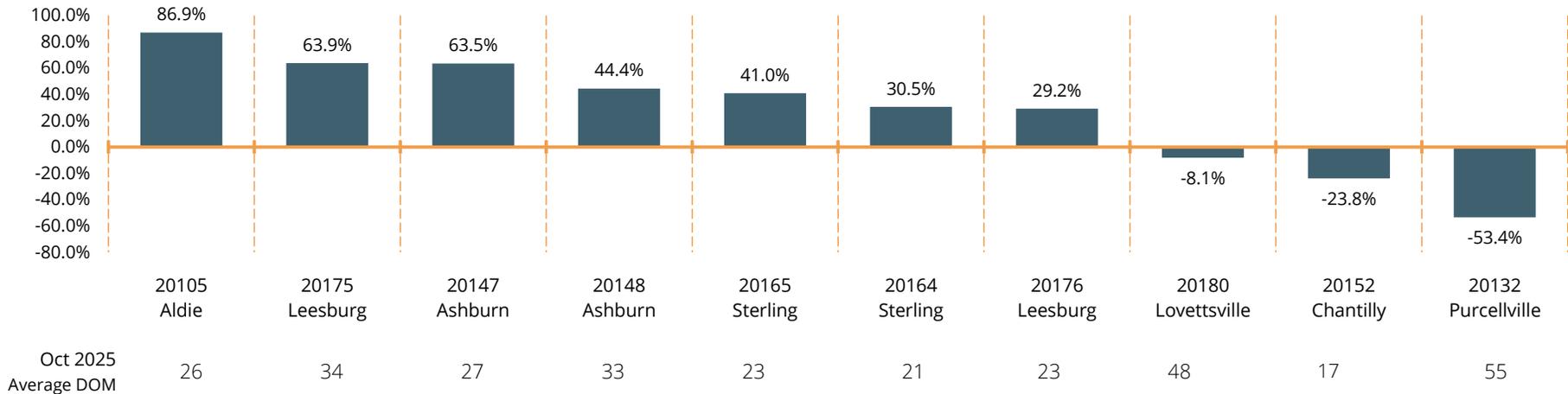
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	32	-5.0%	27	33.6%
12-month Avg	22	13.9%	21	12.3%

Zip Code

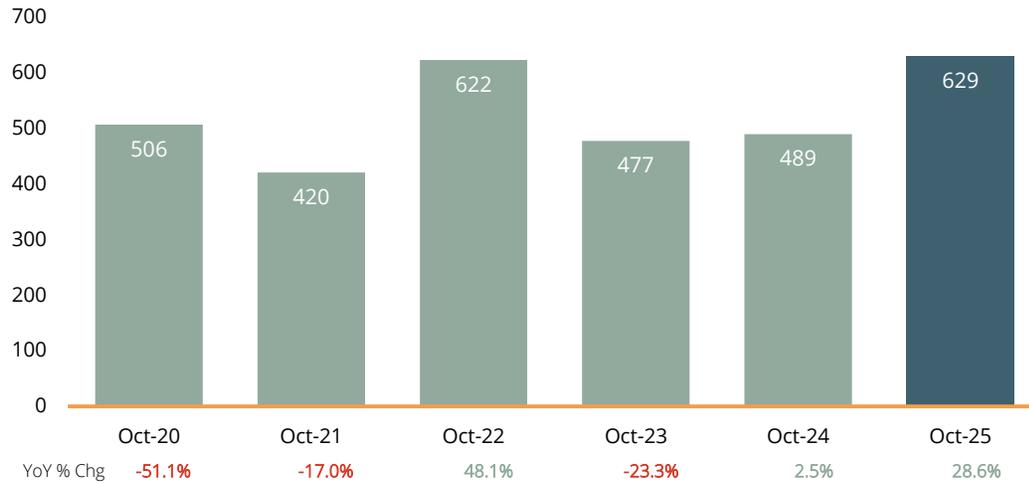
% Change in Average Days on Market
Oct-24 to Oct-25



Active Listings



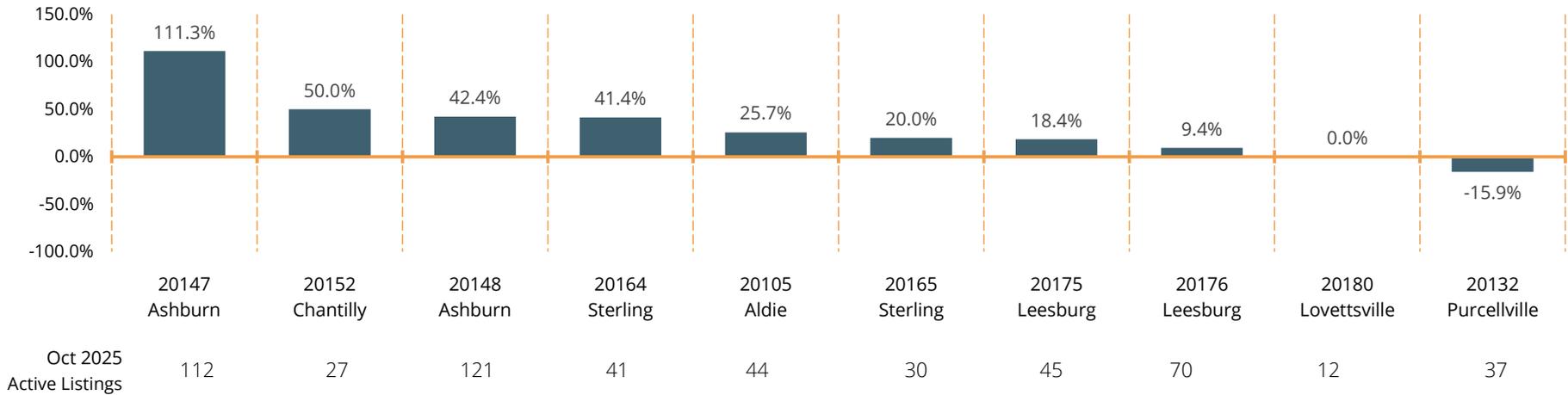
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Oct-25	277	14.5%	352	42.5%
12-month Avg	293	34.0%	289	35.4%

Zip Code

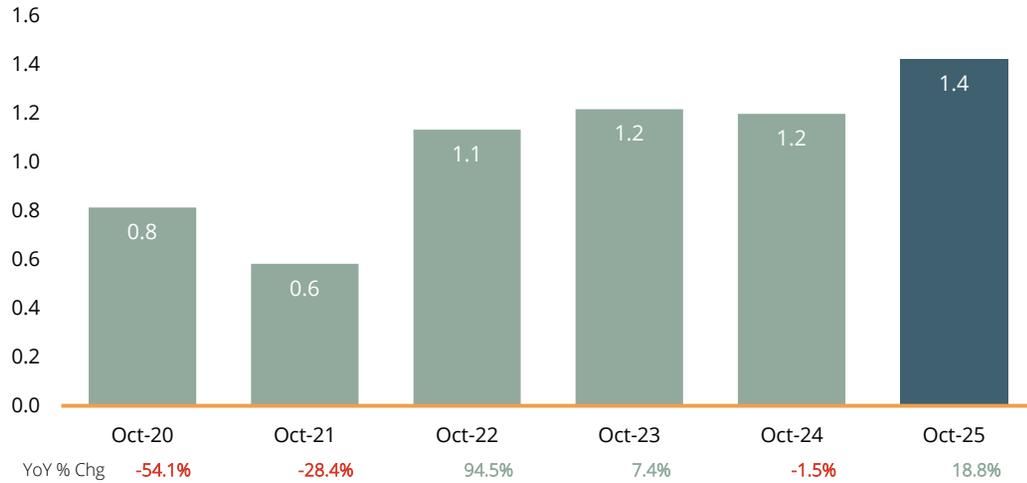
% Change in Active Listings
Oct-24 to Oct-25



Months Supply



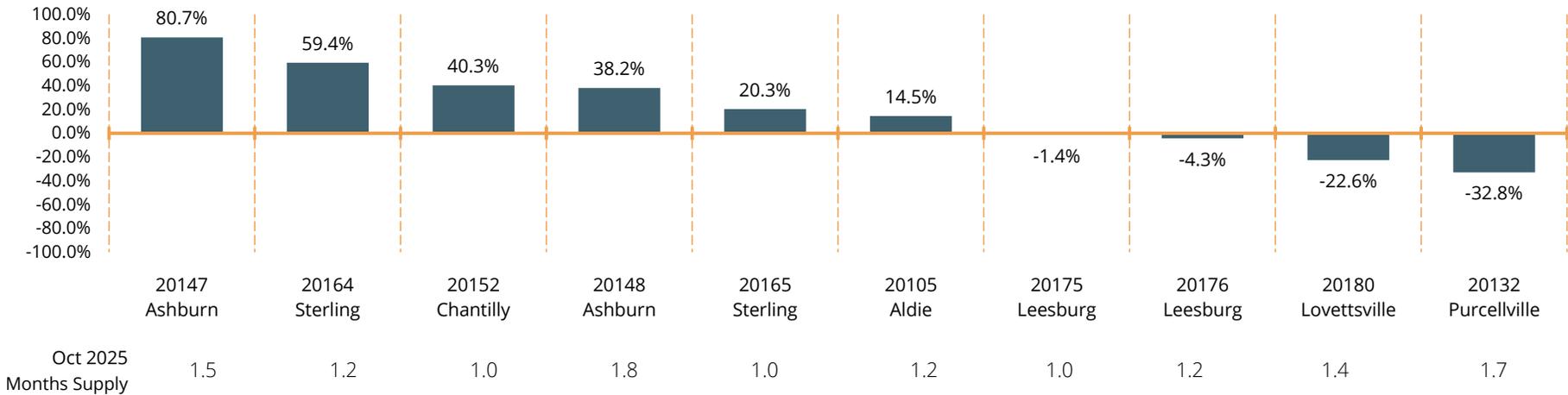
Loudoun County



Month	Single-Family	YoY Chg	Townhome	YoY Chg
	Detached		& Condo	
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%
Oct-25	1.3	1.8%	1.5	36.1%
12-month Avg	1.5	20.7%	1.1	10.5%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Loudoun County	558	625	12.0%	468	483	3.2%	\$725,000	\$745,000	2.8%	489	629	28.6%	1.2	1.4	18.8%
20105	36	45	25.0%	34	45	32.4%	\$977,000	\$1,030,000	5.4%	35	44	25.7%	1.1	1.2	14.5%
20132	24	34	41.7%	21	19	-9.5%	\$870,000	\$880,000	1.1%	44	37	-15.9%	2.6	1.7	-32.8%
20147	83	103	24.1%	94	84	-10.6%	\$676,309	\$671,750	-0.7%	53	112	111.3%	0.8	1.5	80.7%
20148	99	110	11.1%	86	65	-24.4%	\$780,050	\$830,000	6.4%	85	121	42.4%	1.3	1.8	38.2%
20152	30	35	16.7%	18	32	77.8%	\$660,000	\$752,000	13.9%	18	27	50.0%	0.7	1.0	40.3%
20164	42	47	11.9%	39	31	-20.5%	\$590,000	\$500,000	-15.3%	29	41	41.4%	0.7	1.2	59.4%
20165	28	35	25.0%	27	30	11.1%	\$725,000	\$687,500	-5.2%	25	30	20.0%	0.8	1.0	20.3%
20175	49	48	-2.0%	31	56	80.6%	\$861,630	\$692,495	-19.6%	38	45	18.4%	1.0	1.0	-1.4%
20176	84	88	4.8%	64	64	0.0%	\$672,500	\$843,000	25.4%	64	70	9.4%	1.2	1.2	-4.3%
20180	17	10	-41.2%	5	13	160.0%	\$810,000	\$825,000	1.9%	12	12	0.0%	1.8	1.4	-22.6%



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.