

DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

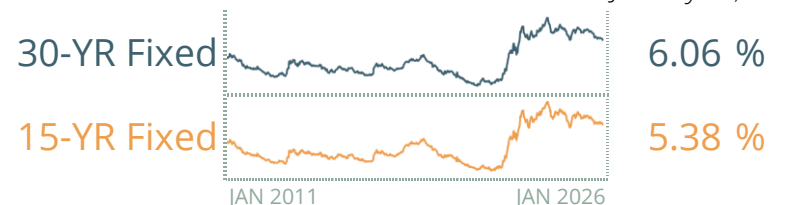
DAAR Market Indicators Report



Key Market Trends: December 2025

- Home sales in Loudoun County increased in the final month of 2025.** There were 404 sales in the county, 12 more than last year, a rise of 3.1%. Activity increased in Leesburg zip code 20175 with 12 additional transactions (+33.3%) and in Sterling zip code 20164, which had eight more sales than the year before (+32.0%). Lovettsville zip code 20180 experienced the biggest decline this month, with nine fewer sales than last year (-69.2%). Sales activity also fell in Chantilly zip code 20152 with seven fewer transactions than a year ago (-26.9%).
- After increasing for the last two months, pending sales dipped across the region.** The total number of pending sales came to 231 in December, a decrease of 7.2% or 18 fewer pending sales compared to the previous year. The areas with the sharpest increase in activity were Ashburn zip code 20148 with five additional pending transactions (+14.7%) and Aldie zip code 20105 with four more than the year before (+26.7%). Sterling zip code 20164 had nine fewer pending sales than last December (-34.6%), followed by Purcellville zip code 20132, which was down seven from the previous year (-38.9%).
- There was a small uptick in sales price this month.** Loudoun County's median sales price inched up 0.5% to \$739,847 in December, \$3,581 more than the previous year. Homes in Aldie zip code 20105 sold for \$955,000, a 4.7% increase, which is \$45,000 more than last year. Prices have fallen for the sixth consecutive month in Leesburg zip code 20175, with homes costing \$240,500 less than a year ago (-23.2%). Purcellville zip code 20132 saw a \$55,000 decrease in sales price in the last month of 2025 (-5.9%).
- The number of active listings continued to grow in Loudoun County.** The year ended with 348 total listings in December, up 17.2% from a year earlier, adding 51 listings. Listings climbed in Aldie zip code 20105 with nine more than last year (+56.3%) and in Sterling zip code 20164 with seven additional listings (+38.9%). Ashburn zip code 20148 (-43.5%) and Purcellville zip code 20132 (-52.2%) saw significant reductions in listing activity this month.

INTEREST RATE
TRACKER



DAAR Market Dashboard

YoY Chg	Dec-25	Indicator
▲ 3.1%	404	Sales
▼ -7.2%	231	Pending Sales
▼ -5.4%	263	New Listings
▲ 1.9%	\$748,375	Median List Price
▲ 0.5%	\$739,847	Median Sales Price
▲ 0.3%	\$295	Median Price Per Square Foot
▲ 7.9%	\$354.2	Sold Dollar Volume (in millions)
▼ -1.5%	99.5%	Average Sold/Ask Price Ratio
▲ 76.4%	33	Average Days on Market
▲ 17.2%	348	Active Listings
▲ 11.0%	0.8	Months of Supply

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.

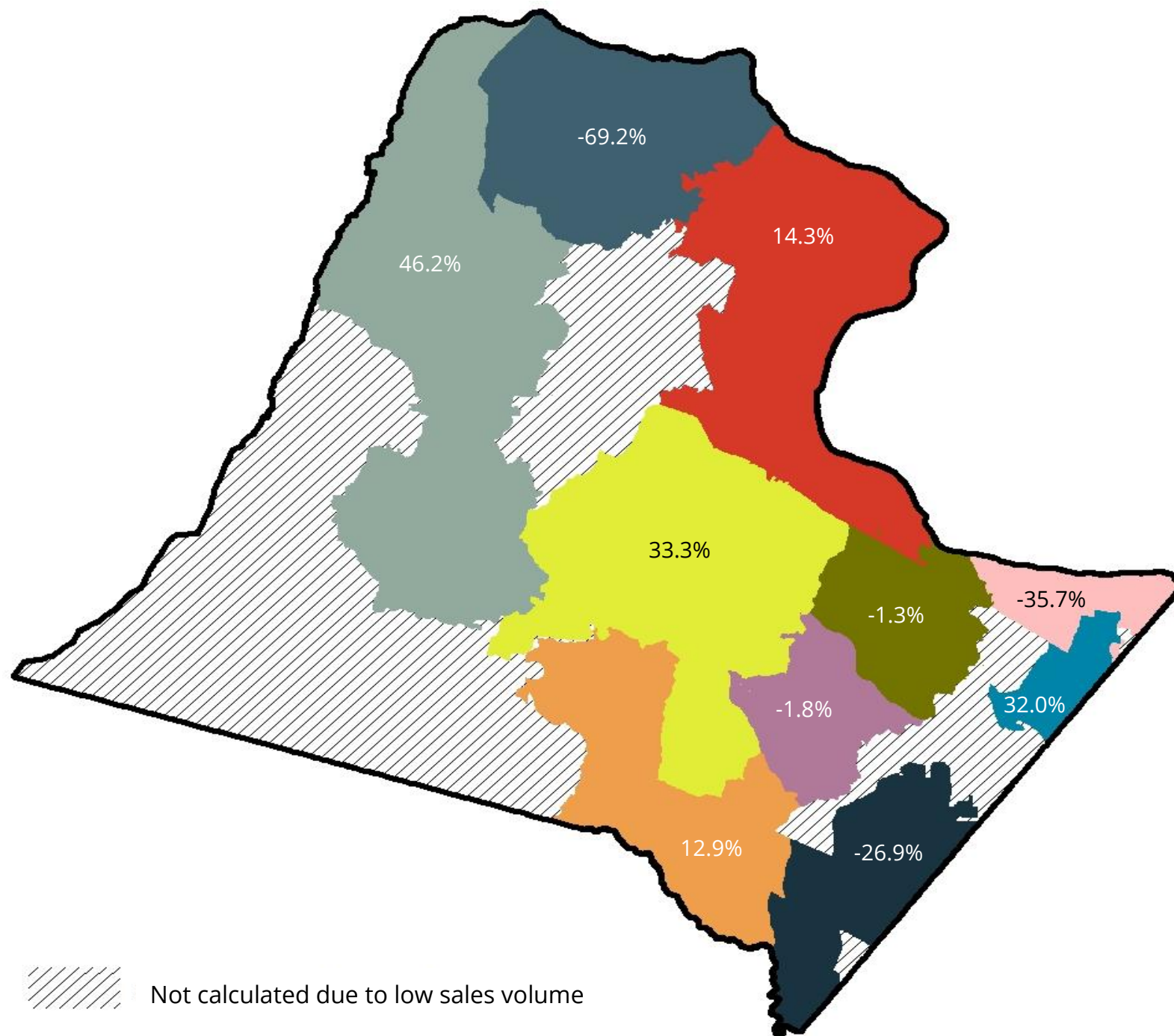
Are You Ready to Buy or Sell Real Estate?

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		
	Dec-24	Dec-25	% Chg
20105 Aldie	31	35	12.9%
20132 Purcellville	13	19	46.2%
20147 Ashburn	78	77	-1.3%
20148 Ashburn	56	55	-1.8%
20152 Chantilly	26	19	-26.9%
20164 Sterling	25	33	32.0%
20165 Sterling	28	18	-35.7%
20175 Leesburg	36	48	33.3%
20176 Leesburg	49	56	14.3%
20180 Lovettsville	13	4	-69.2%

Total Market Overview



Key Metrics	Dec-23	2-year Trends	Dec-25	Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				392	404	3.1%	4,945	5,240	6.0%
Pending Sales				249	231	-7.2%	4,958	5,202	4.9%
New Listings				278	263	-5.4%	6,555	7,387	12.7%
Median List Price				\$734,448	\$748,375	1.9%	\$729,752	\$765,000	4.8%
Median Sales Price				\$736,267	\$739,847	0.5%	\$739,945	\$765,000	3.4%
Median Price Per Square Foot				\$294	\$295	0.3%	\$289	\$292	1.1%
Sold Dollar Volume (in millions)				\$328.3	\$354.2	7.9%	\$3,997.4	\$4,415.8	10.5%
Average Sold/Ask Price Ratio				101.0%	99.5%	-1.5%	101.2%	100.3%	-1.0%
Average Days on Market				19	33	76.4%	18	23	27.2%
Active Listings				297	348	17.2%	n/a	n/a	n/a
Months of Supply				0.7	0.8	11.0%	n/a	n/a	n/a

Townhome & Condo Market Overview



Key Metrics	2-year Trends	Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23						
Sales		222	230	3.6%	2,688	2,718	1.1%
Pending Sales		152	149	-2.0%	2,702	2,718	0.6%
New Listings		169	170	0.6%	3,487	3,887	11.5%
Median List Price		\$624,950	\$632,450	1.2%	\$610,000	\$619,000	1.5%
Median Sales Price		\$622,250	\$630,000	1.2%	\$615,000	\$616,140	0.2%
Median Price Per Square Foot		\$302	\$299	-1.1%	\$298	\$301	0.9%
Sold Dollar Volume (in millions)		\$139.9	\$147.5	5.4%	\$1,517.7	\$1,563.0	3.0%
Average Sold/Ask Price Ratio		100.9%	99.7%	-1.1%	100.7%	100.0%	-0.7%
Average Days on Market		19	30	54.1%	18	22	18.8%
Active Listings		153	200	30.7%	n/a	n/a	n/a
Months of Supply		0.7	0.9	29.1%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2026

Single-Family Detached Market Overview



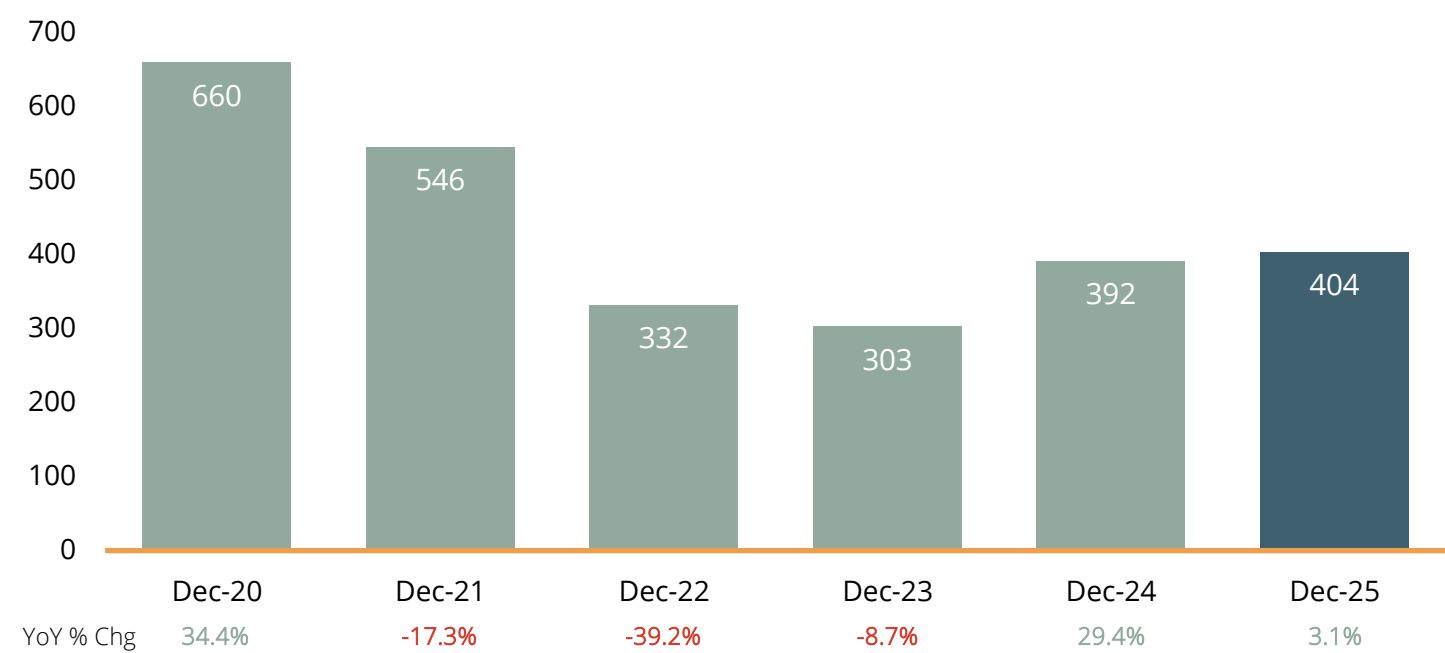
Key Metrics	2-year Trends	Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23		Dec-25				
Sales		170	174	2.4%	2,257	2,522	11.7%
Pending Sales		97	82	-15.5%	2,256	2,484	10.1%
New Listings		109	93	-14.7%	3,068	3,500	14.1%
Median List Price		\$1,050,000	\$1,049,085	-0.1%	\$989,000	\$1,034,995	4.7%
Median Sales Price		\$1,085,792	\$1,021,260	-5.9%	\$1,000,000	\$1,049,500	5.0%
Median Price Per Square Foot		\$277	\$286	3.0%	\$274	\$279	1.8%
Sold Dollar Volume (in millions)		\$188.4	\$206.7	9.7%	\$2,479.7	\$2,852.8	15.0%
Average Sold/Ask Price Ratio		101.3%	99.2%	-2.0%	101.8%	100.5%	-1.3%
Average Days on Market		18	37	107.8%	17	24	37.5%
Active Listings		144	148	2.8%	n/a	n/a	n/a
Months of Supply		0.8	3.7	385.9%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed January 15, 2026

Sales



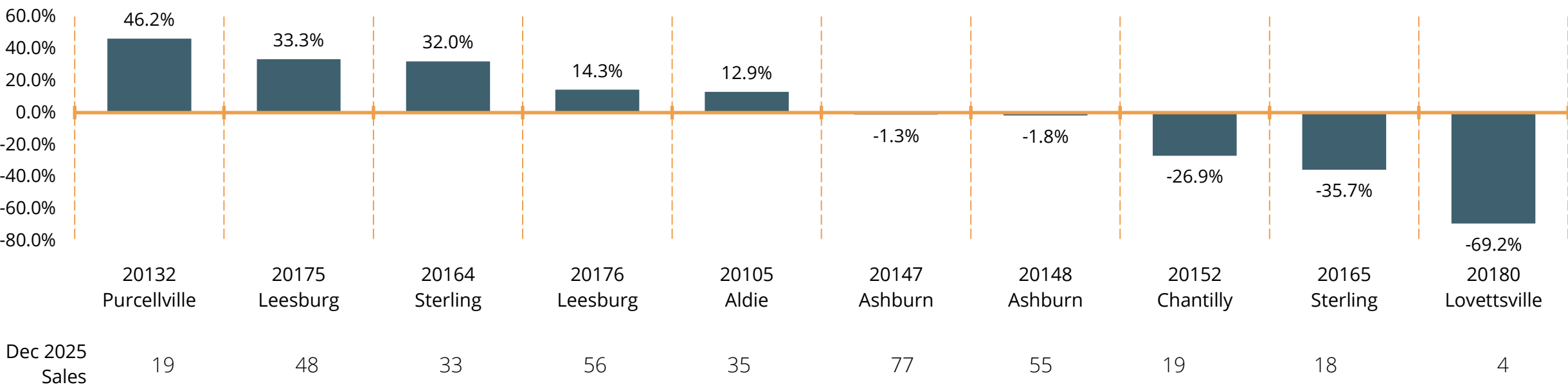
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	182	15.2%	207	-1.0%
Dec-25	174	2.4%	230	3.6%
12-month Avg	210	11.7%	227	1.1%

Zip Code

% Change in Sales
Dec-24 to Dec-25

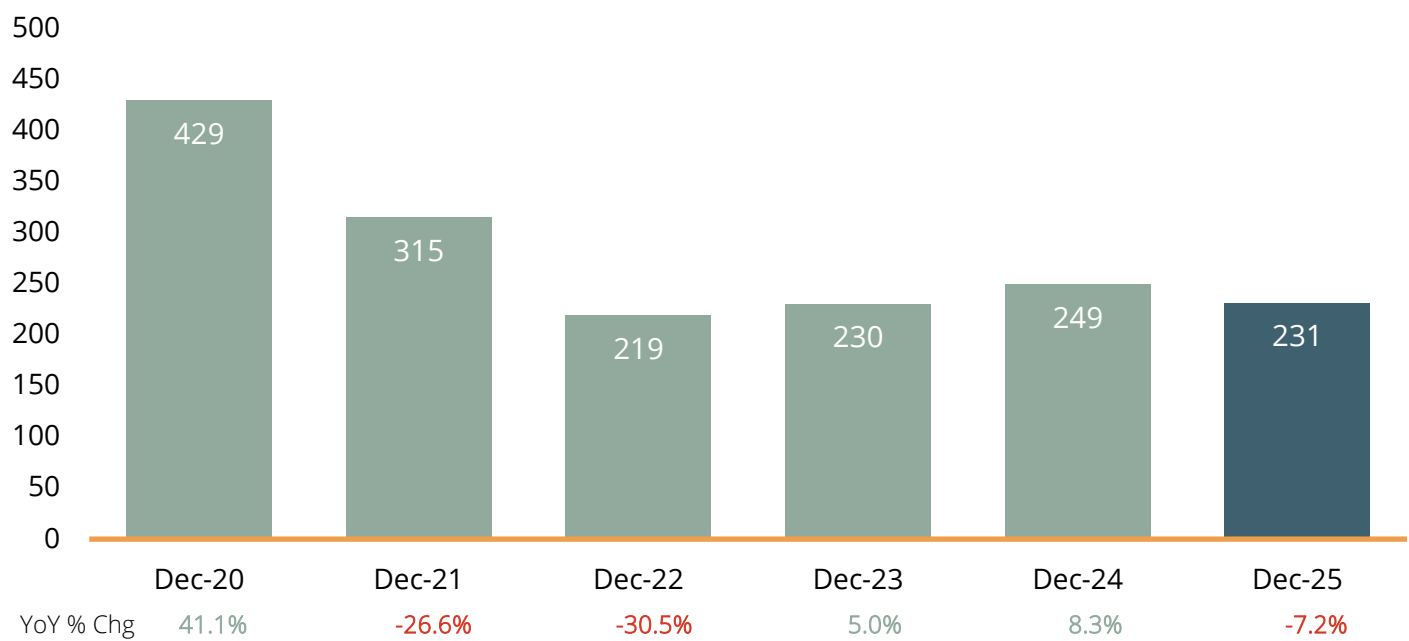


Source: Virginia REALTORS®, data accessed January 15, 2026

Pending Sales



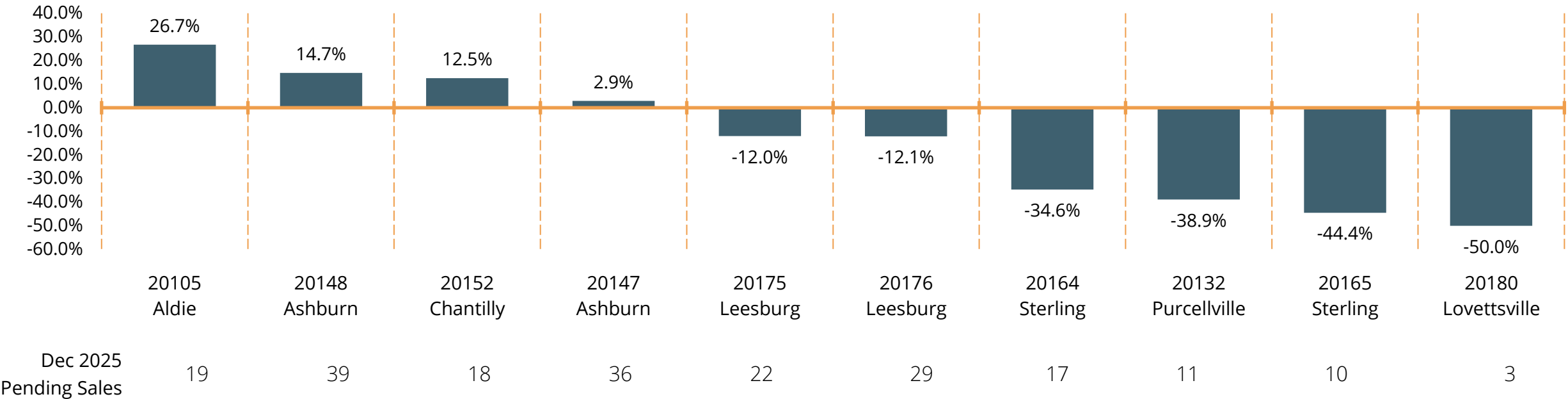
Loudoun County



Month	Single-Family		Townhome	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Nov-25	161	5.2%	205	13.3%
Dec-25	82	-15.5%	149	-2.0%
12-month Avg	207	10.1%	227	0.6%

Zip Code

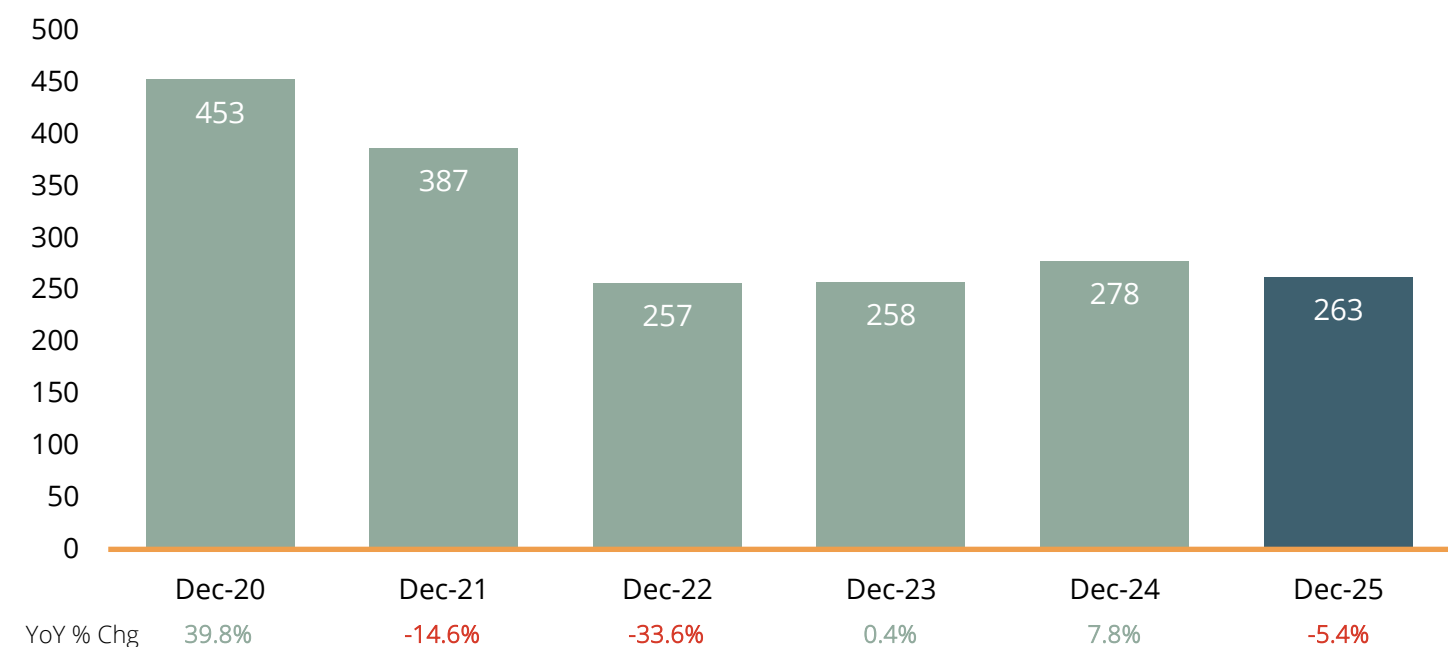
% Change in Pending Sales
Dec-24 to Dec-25



New Listings



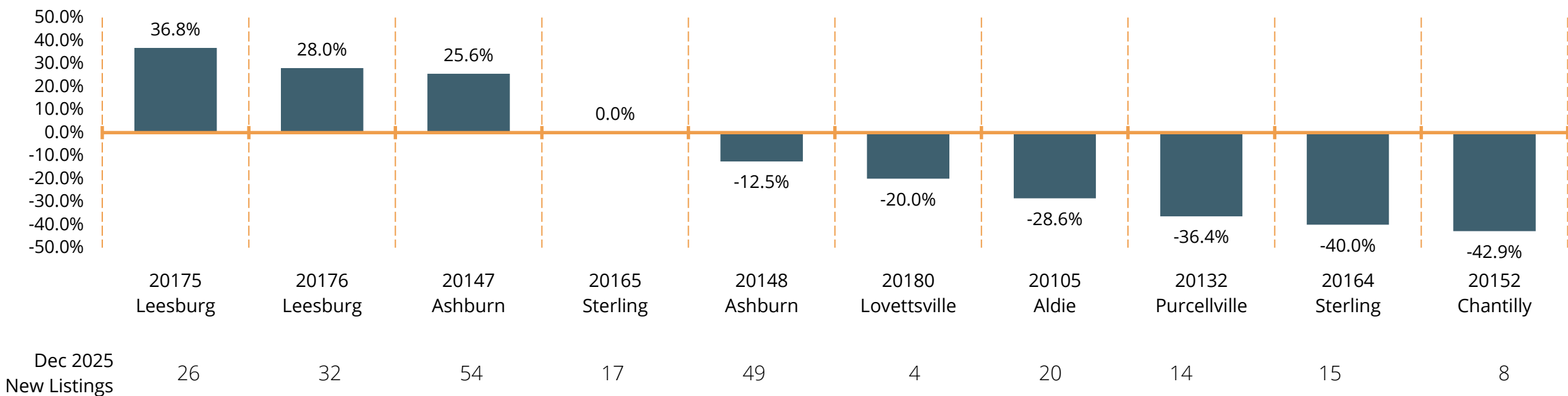
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	168	-18.0%	237	8.2%
Dec-25	93	-14.7%	170	0.6%
12-month Avg	292	14.1%	324	11.5%

Zip Code

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

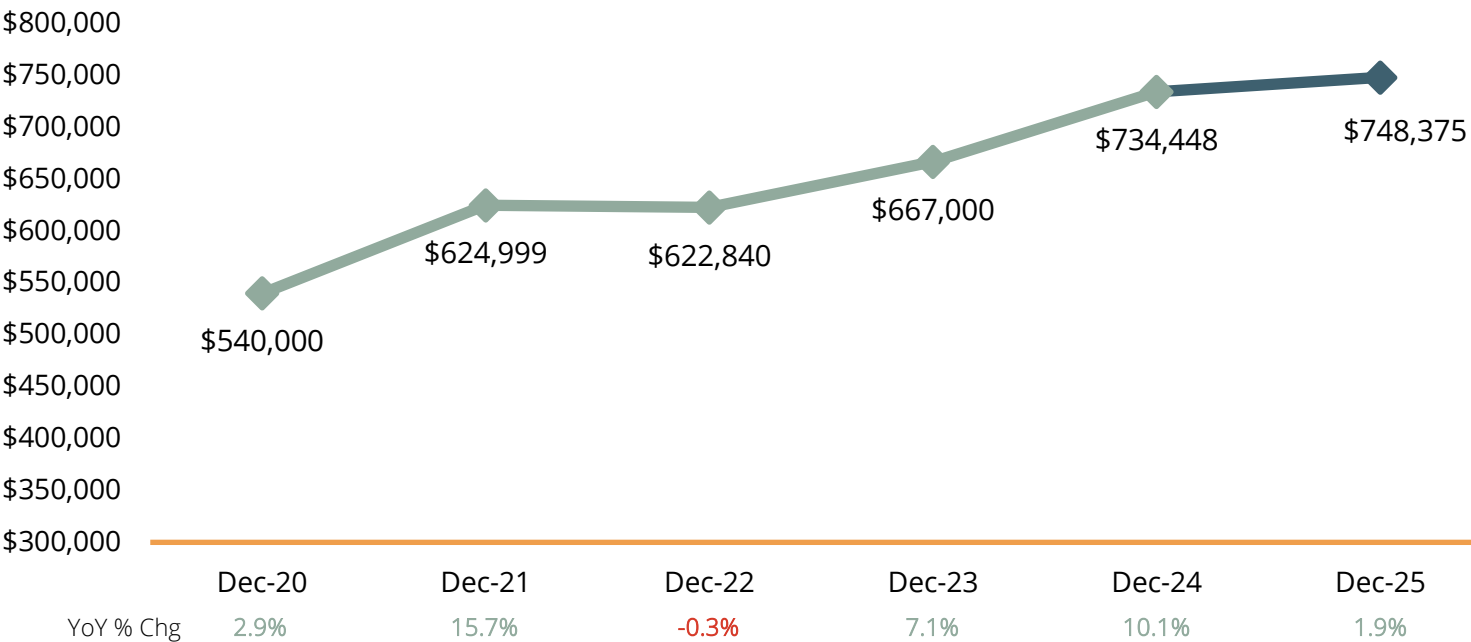


Source: Virginia REALTORS®, data accessed January 15, 2026

Median List Price



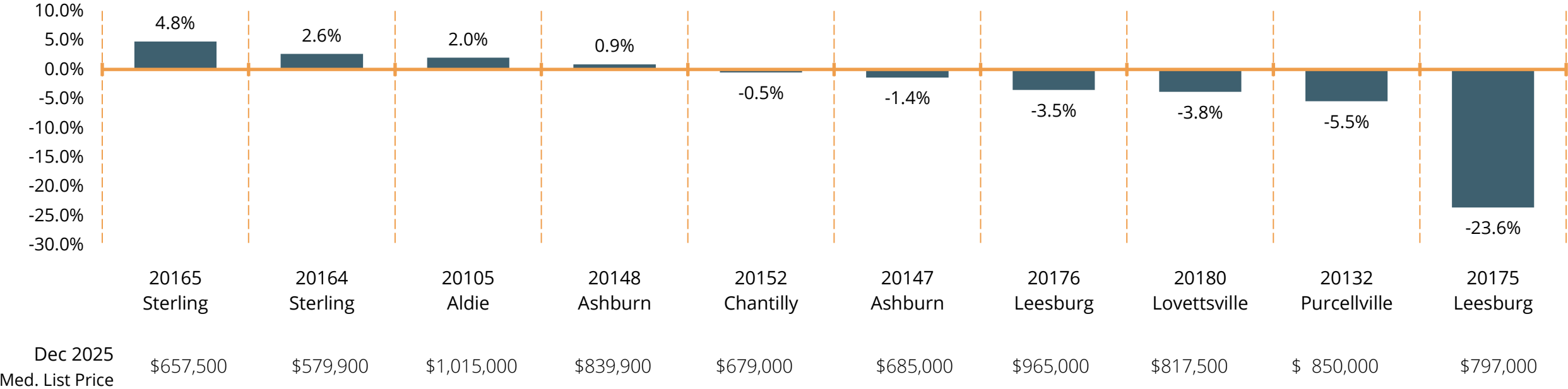
Loudoun County



Month	Single-Family		Townhome	
	Detached	YoY Chg	& Condo	YoY Chg
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%
Nov-25	\$950,000	-2.8%	\$614,900	-1.6%
Dec-25	\$1,049,085	-0.1%	\$632,450	1.2%
12-month Avg	\$1,024,260	4.8%	\$614,382	1.5%

Zip Code

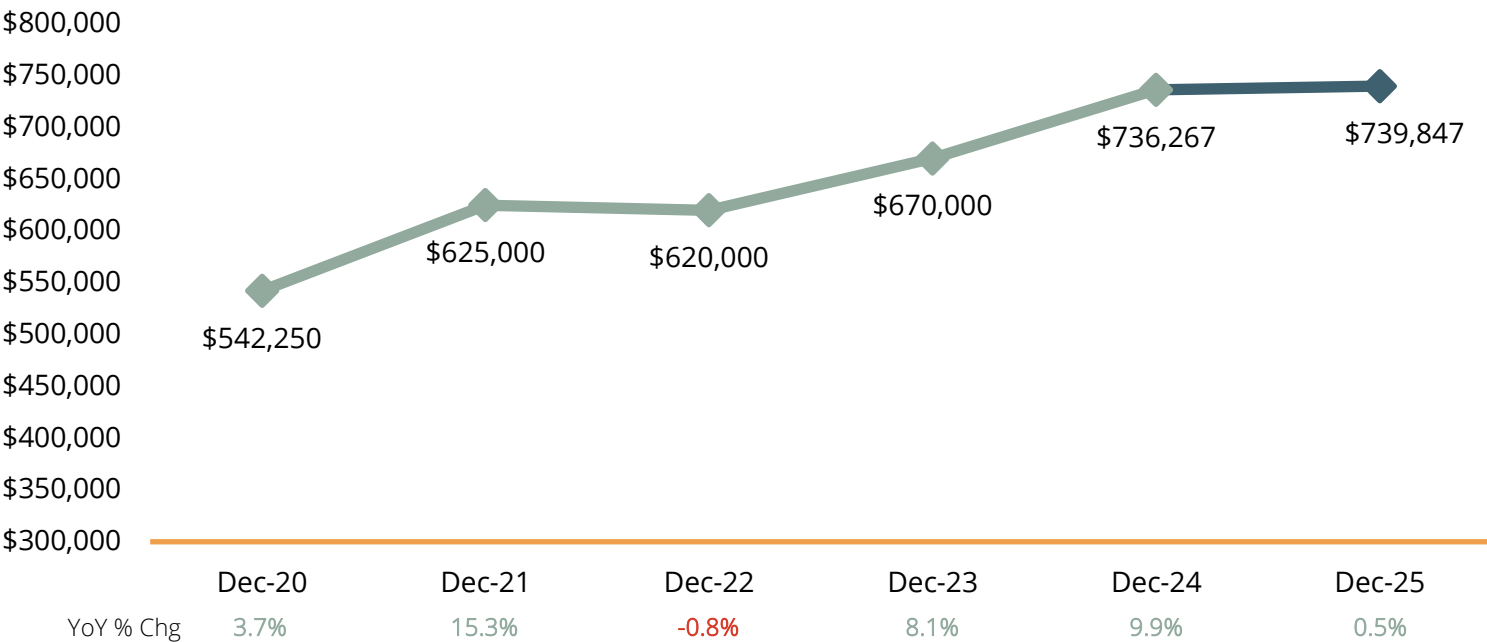
% Change in Median List Price
Dec-24 to Dec-25



Median Sales Price



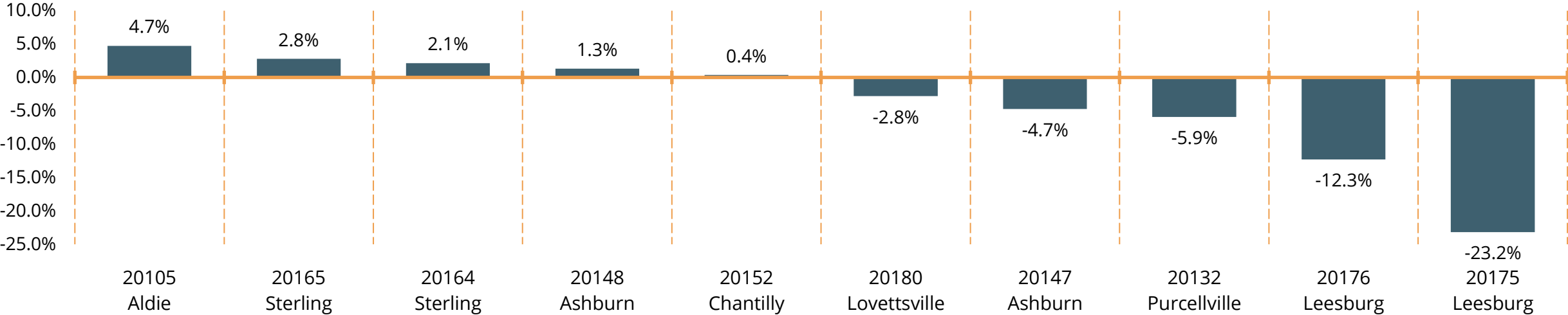
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	\$950,000	-2.8%	\$609,390	-3.3%
Dec-25	\$1,021,260	-5.9%	\$630,000	1.2%
12-month Avg	\$1,029,473	3.3%	\$614,866	0.9%

Zip Code

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



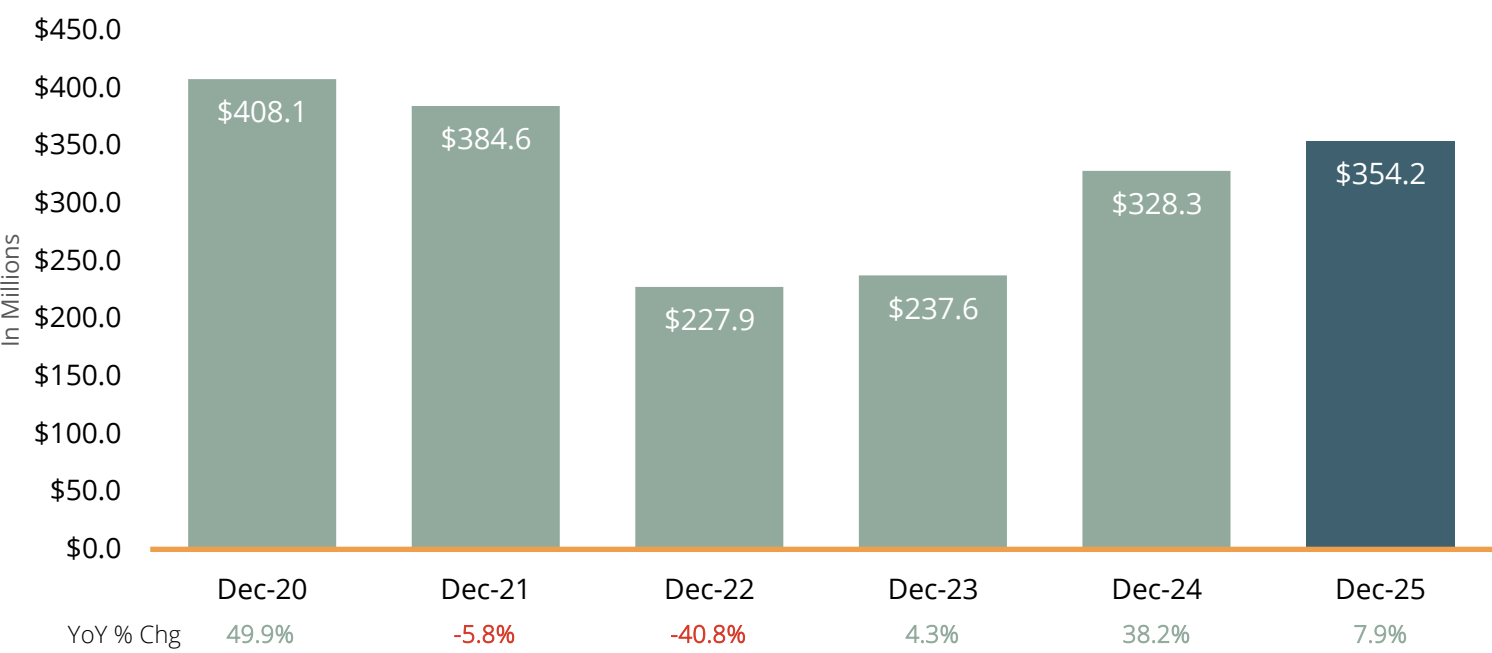
Dec 2025 Med. Sales Price	\$995,000	\$665,000	\$577,000	\$846,990	\$679,000	\$797,000	\$699,450	\$875,000	\$ 965,000	\$797,000
---------------------------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	-----------	------------	-----------

Source: Virginia REALTORS®, data accessed January 15, 2026

Sold Dollar Volume (in millions)



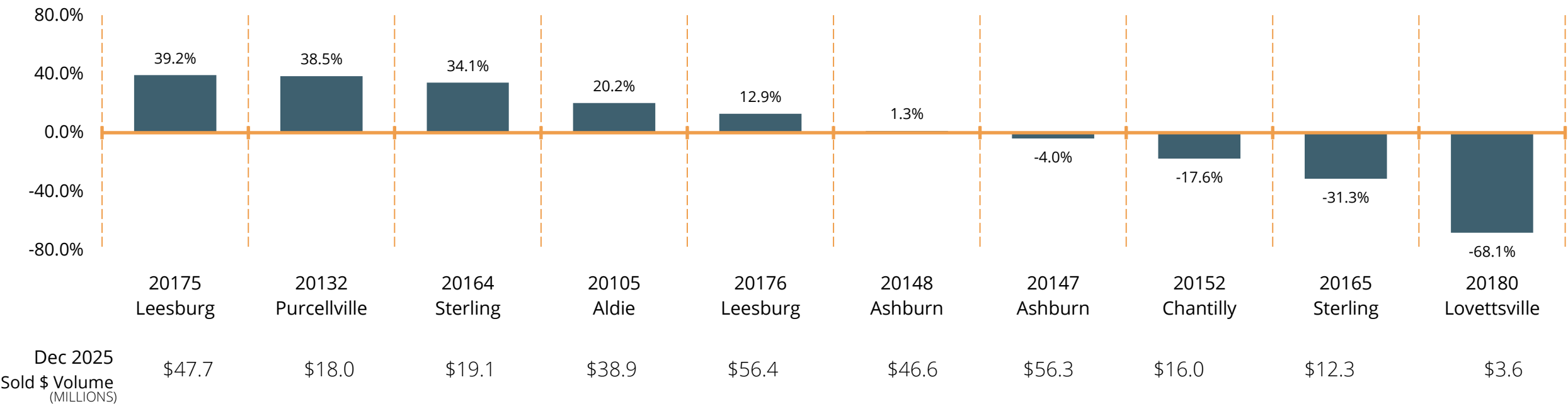
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	\$192.9	6.1%	\$129.7	-0.9%
Dec-25	\$206.7	9.7%	\$147.5	5.4%
12-month Avg	\$237.7	15.0%	\$142.5	3.2%

Zip Code

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

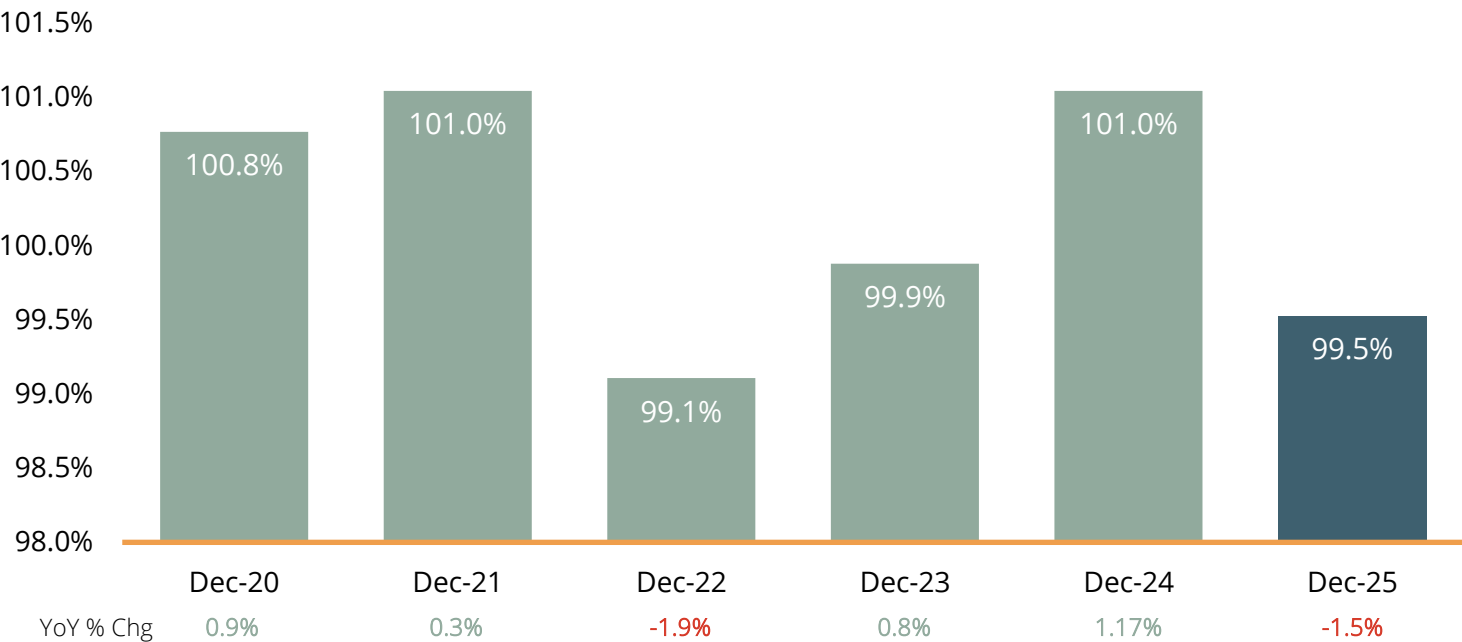


Source: Virginia REALTORS®, data accessed January 15, 2026

Average Sold to Ask Price Ratio



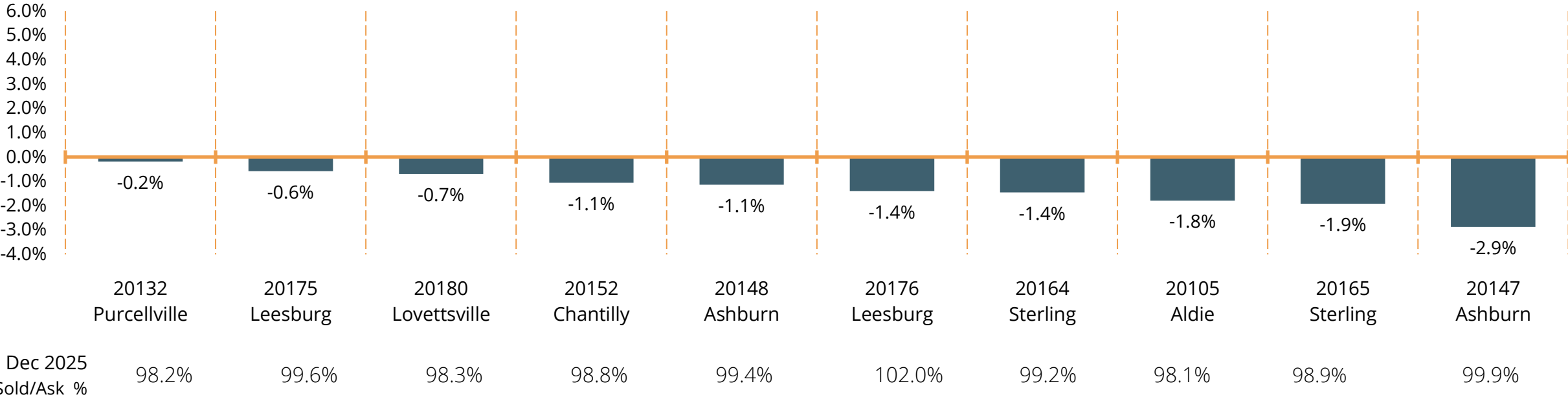
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	99.6%	-1.6%	99.3%	-1.1%
Dec-25	99.2%	-2.0%	99.7%	-1.1%
12-month Avg	100.6%	-1.3%	100.0%	-0.7%

Zip Code

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

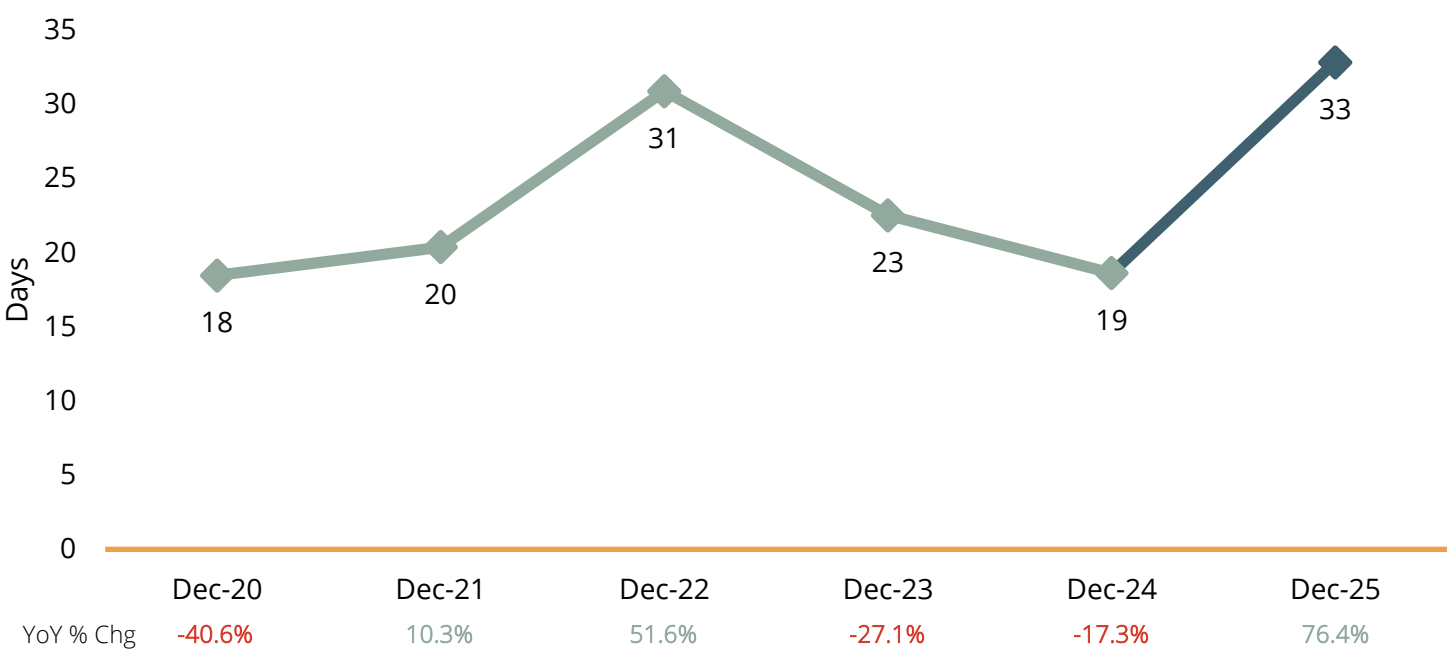


Source: Virginia REALTORS®, data accessed January 15, 2026

Average Days on Market



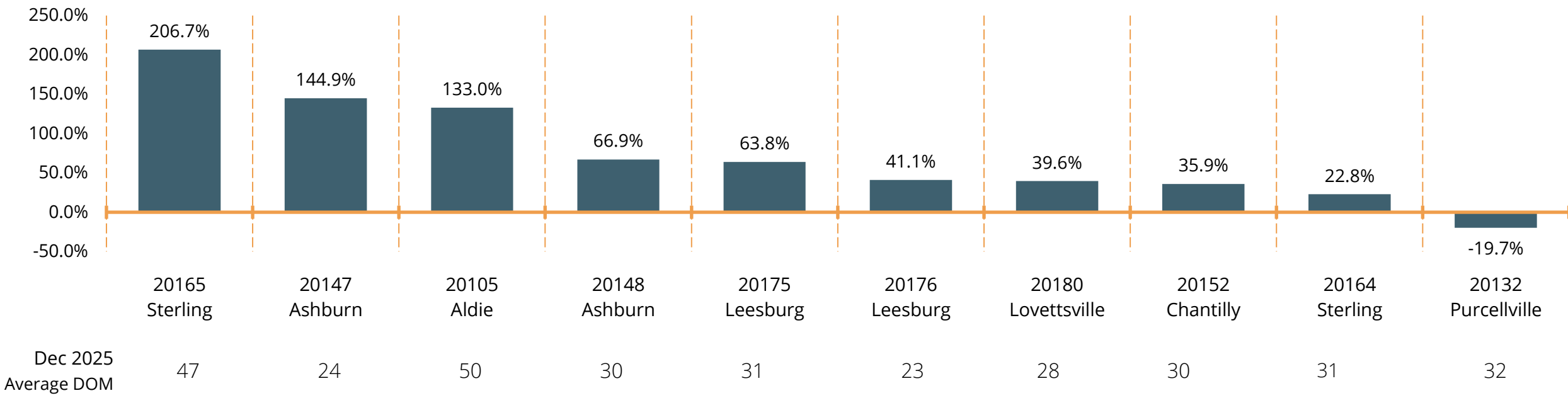
Loudoun County



Month	Single-Family		Townhome & Condo	YoY Chg
	Detached	YoY Chg		
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%
Nov-25	34	54.4%	24	29.9%
Dec-25	37	107.8%	30	54.1%
12-month Avg	25	31.9%	22	19.1%

Zip Code

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

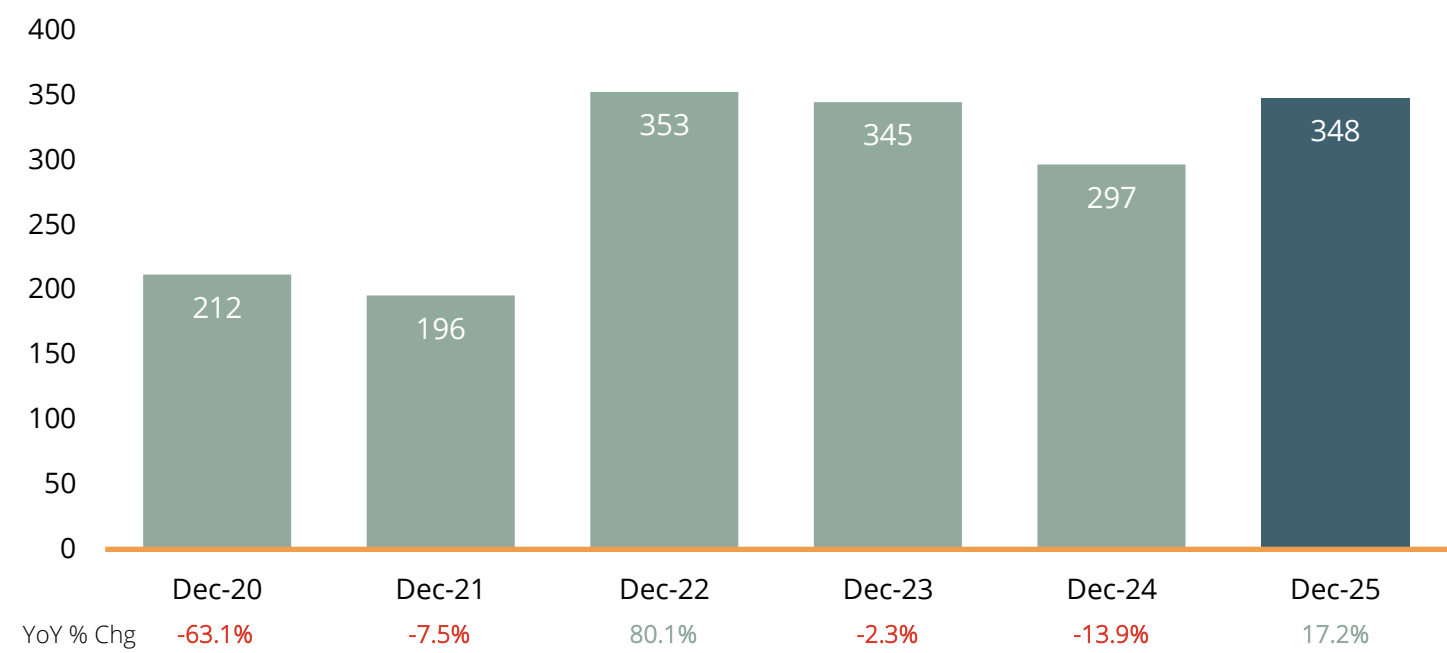


Source: Virginia REALTORS®, data accessed January 15, 2026

Active Listings



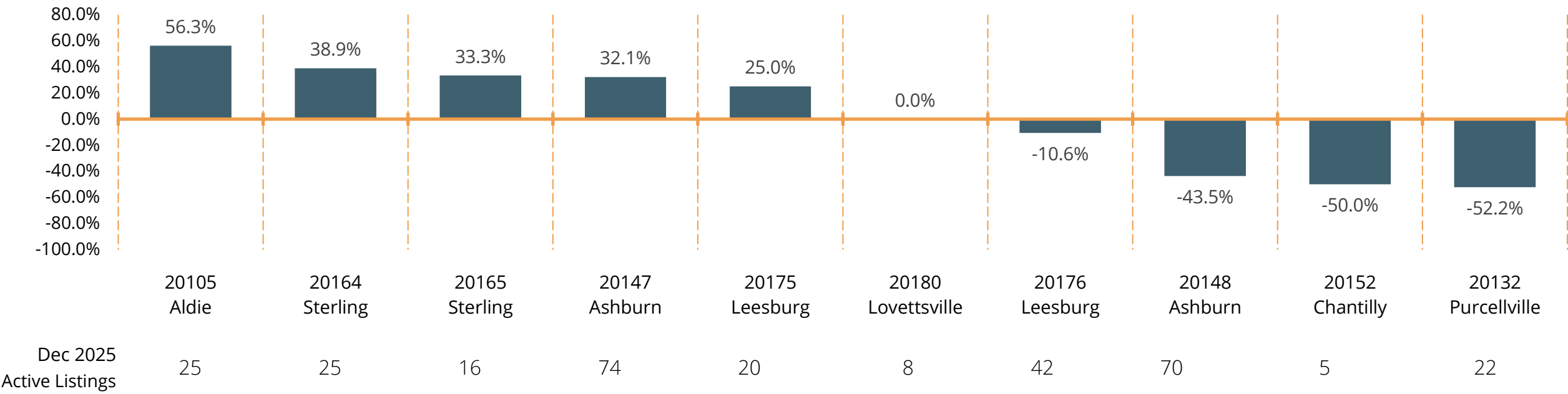
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	210	1.0%	299	45.1%
Dec-25	148	2.8%	200	30.7%
12-month Avg	294	37.4%	300	42.9%

Zip Code

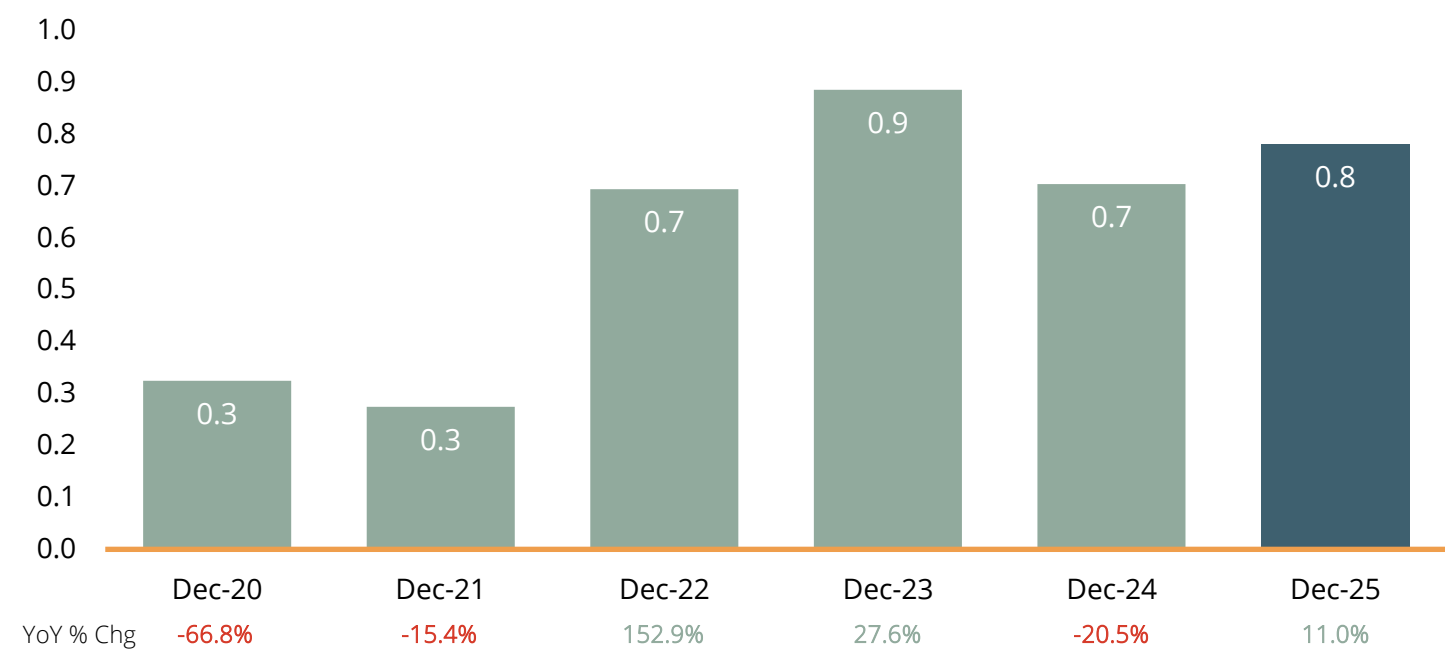
% Change in Active Listings
Dec-24 to Dec-25



Months Supply



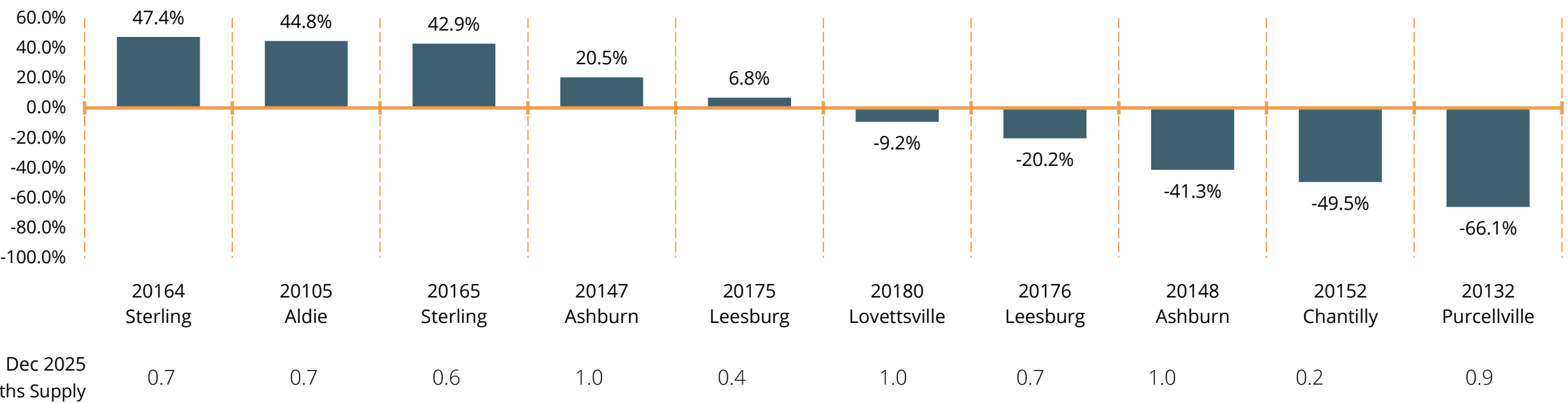
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	1.0	-10.5%	1.3	40.8%
Dec-25	3.7	385.9%	0.9	29.1%
12-month Avg	1.7	44.0%	1.1	18.2%

Zip Code

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



Source: Virginia REALTORS®, data accessed January 15, 2026

Area Overview



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Loudoun County	278	263	-5.4%	392	404	3.1%	\$736,267	\$739,847	0.5%	297	348	17.2%	0.7	0.8	11.0%
20105	28	20	-28.6%	31	35	12.9%	\$950,000	\$995,000	4.7%	16	25	56.3%	0.5	0.7	44.8%
20132	22	14	-36.4%	13	19	46.2%	\$930,000	\$875,000	-5.9%	46	22	-52.2%	2.8	0.9	-66.1%
20147	43	54	25.6%	78	77	-1.3%	\$734,139	\$699,450	-4.7%	56	74	32.1%	0.8	1.0	20.5%
20148	56	49	-12.5%	56	55	-1.8%	\$836,076	\$846,990	1.3%	124	70	-43.5%	1.8	1.0	-41.3%
20152	14	8	-42.9%	26	19	-26.9%	\$676,450	\$679,000	0.4%	10	5	-50.0%	0.4	0.2	-49.5%
20164	25	15	-40.0%	25	33	32.0%	\$565,000	\$577,000	2.1%	18	25	38.9%	0.5	0.7	47.4%
20165	17	17	0.0%	28	18	-35.7%	\$647,000	\$665,000	2.8%	12	16	33.3%	0.4	0.6	42.9%
20175	19	26	36.8%	36	48	33.3%	\$1,037,500	\$797,000	-23.2%	16	20	25.0%	0.4	0.4	6.8%
20176	25	32	28.0%	49	56	14.3%	\$1,100,000	\$965,000	-12.3%	47	42	-10.6%	0.9	0.7	-20.2%
20180	5	4	-20.0%	13	4	-69.2%	\$820,000	\$797,000	-2.8%	8	8	0.0%	1.1	1.0	-9.2%



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
804-622-7954

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.