

DAAR LOUDOUN

HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Home Sales Report

Fourth Quarter 2025

Dulles Area Association of REALTORS®

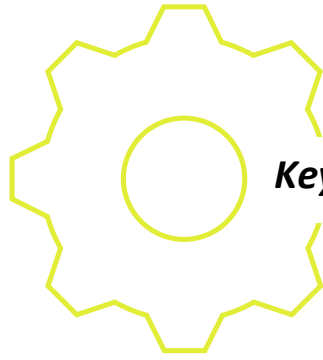
Market Report Key Takeaways

Economic Conditions

- There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals, but down about 800 jobs from the start of 2025.
- The unemployment rate in Virginia jumped to 3.9% in November (not seasonally adjusted), up 2.9% last November. In Loudoun County, the unemployment rate was 3.6%, up from 2.5% last November.
- Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022.

Housing Market Conditions

- Home sales in Loudoun County increased in the fourth quarter. There were 1,276 sales countywide, 49 more than a year ago, a 4% gain.
- The median price in Loudoun County climbed again this quarter. The countywide median price was \$740,000 in the fourth quarter, up about \$4,700 from a year ago (+1%).
- Inventory continues to expand in the Loudoun County housing market. There were 348 active listings across the county at the end of the fourth quarter, a 17% increase from last year.



Key Trends Dashboard, DAAR

Economy



3.6%

Is the Nov-2025 **unemployment rate** in Loudoun County, which is up from Nov-2024



6.06%

Is the **30-year fixed-rate mortgage rate** during the second week of January 2026, which is down from 7.04% a year ago

Housing Market



49

More **home sales** in Loudoun County in Q4-2025 compared to last year.



1%

Percent change in **median sales price** in the Loudoun County housing market in Q4-2025 compared to a year ago.



\$46.5

Million dollars more in total **sold volume** in the Loudoun County housing market in Q4-2025 compared to last year.



17%

Percent change in **active listings** at the end of Q4-2025 in Loudoun County compared to a year ago



0.8

Months of supply in the Loudoun County housing market in Q4-2025, up from a year ago

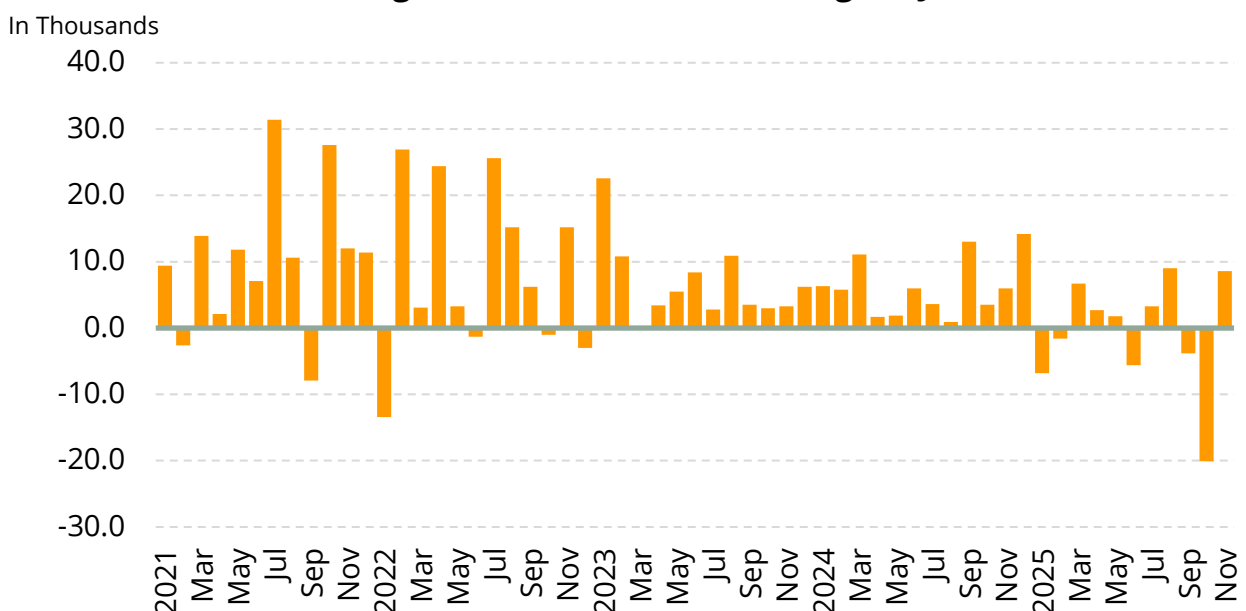
Economic Overview

The job market continues to show signs of slowing down nationally and here in Virginia the scope of the federal cuts are coming more into focus as the data comes in. The unemployment rate is creeping up slowly and inflation remains above the target level. Mortgage rates continue to drift down and reached a new 3+ year low to start 2026.

Jobs

There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals. There was a big drop in October 2025, about 20,000 fewer jobs than September 2025, and much of this likely reflects the deferred resignations in the federal government sector going into effect October 1st. The sectors with the largest gains in November were Transportation & Warehousing (+2,500 jobs), Professional & Technical Services (+2,400 jobs), and Administrative & Waste Services (+2,000 jobs). Private Education Services shed about 600 jobs, and the Federal Government sector had about 200 fewer jobs in November compared to October 2025. Most of the additional jobs were in Northern Virginia (+5,900 jobs, +0.4%). The Roanoke region (+500 jobs, +0.3%), and the Charlottesville area (+300 jobs, +0.2%) also had some growth. Hampton Roads (-500 jobs, -0.1%), and the Staunton region (-100 jobs, -0.1%), were the only metro areas to shed jobs in November.

Figure 1
Virginia Month-to-Month Change in Jobs

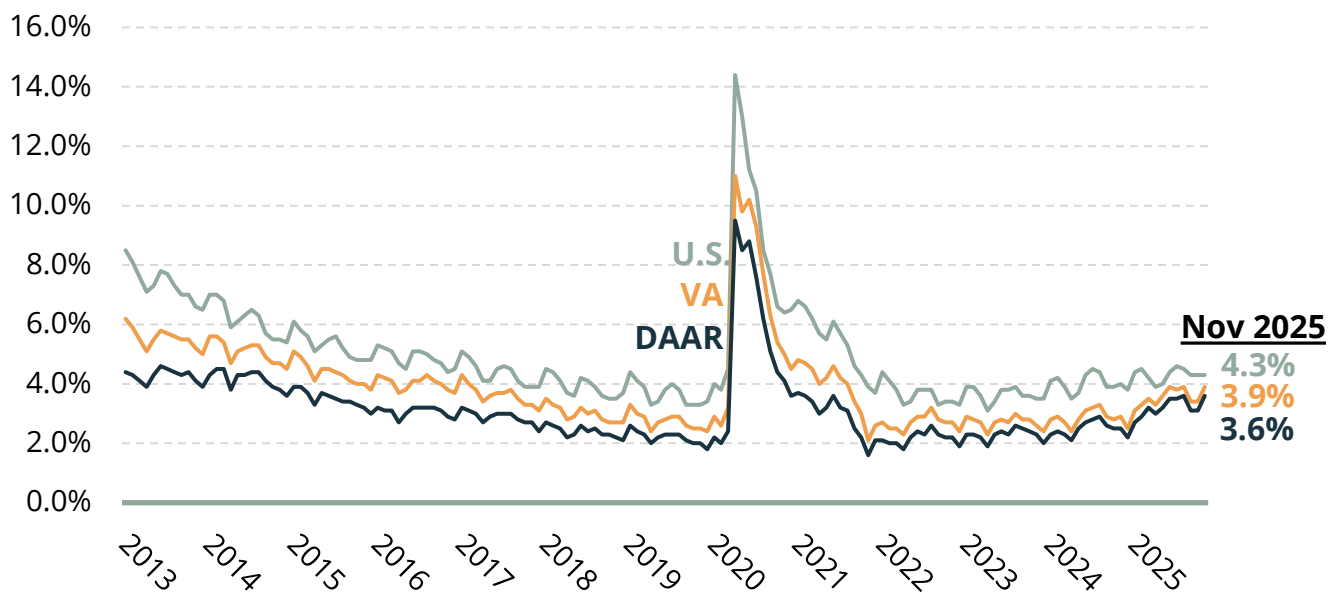


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Unemployment

Unemployment levels continue to rise. In November the statewide unemployment rate was 3.9%. This time last year it was 2.9%. Nationwide, the unemployment rate was 4.3% in November, up from 4.0%. In Loudoun County, the unemployment rate was 3.6%, up from 2.5% last November.

Figure 2
Unemployment Rate

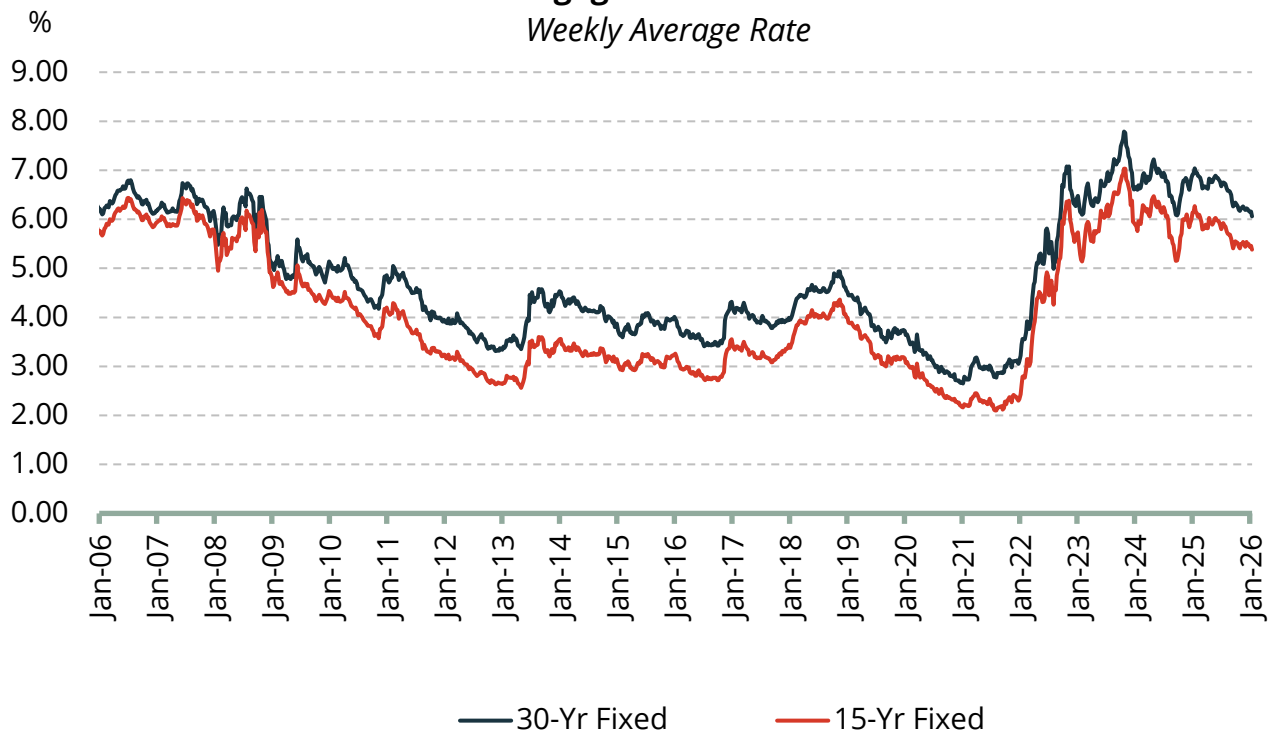


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022. At this time last year, the average rate hit 7%, so the 1 percentage point drop in mortgage rates from the start of last year will likely lead to more activity in the housing market as the 2026 market gets underway.

Figure 3
Mortgage Interest Rates
Weekly Average Rate



Source: Freddie Mac

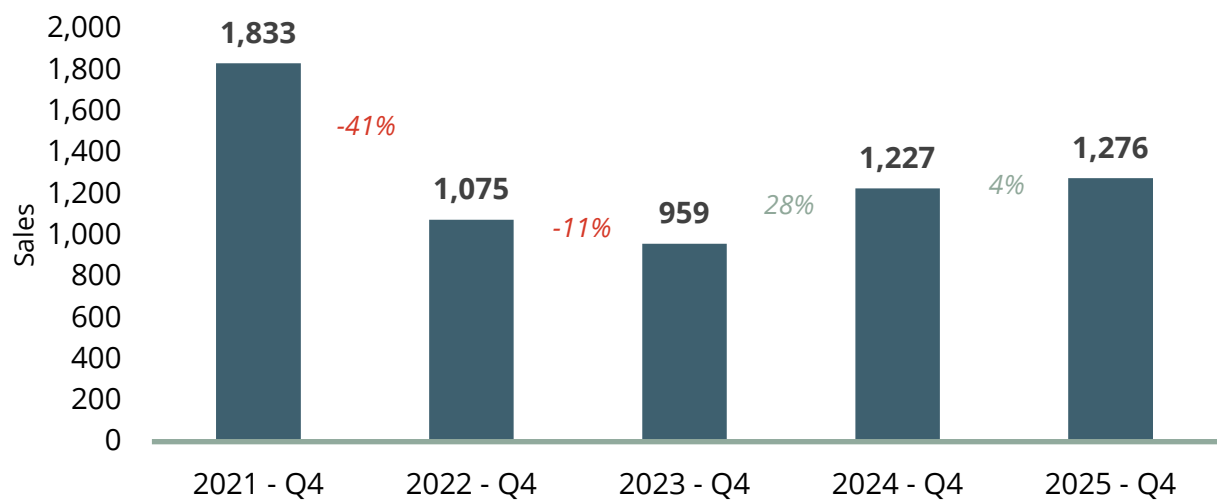
Housing Market Overview

The Loudoun County housing market ended 2025 outpacing 2024 activity. Sales and home prices were higher but both at a slower rate compared to previous quarters. Homes took longer to sell this quarter as active listings continued to surge in the region. Supply levels inched up but overall months of supply remained tight.

Sales

Sales activity rose in Loudoun County this quarter. Home sales grew 4%, leading to 1,276 total homes sold in the fourth quarter, 49 more than the year before. Activity increased in all three months of the fourth quarter year-over-year. Leesburg zip code 20175 saw sales rise for the sixth consecutive quarter. There was a sharp decrease in activity in Ashburn zip code 20148. In Virginia, sales went up 2% from Q4 2024 to Q4 2025.

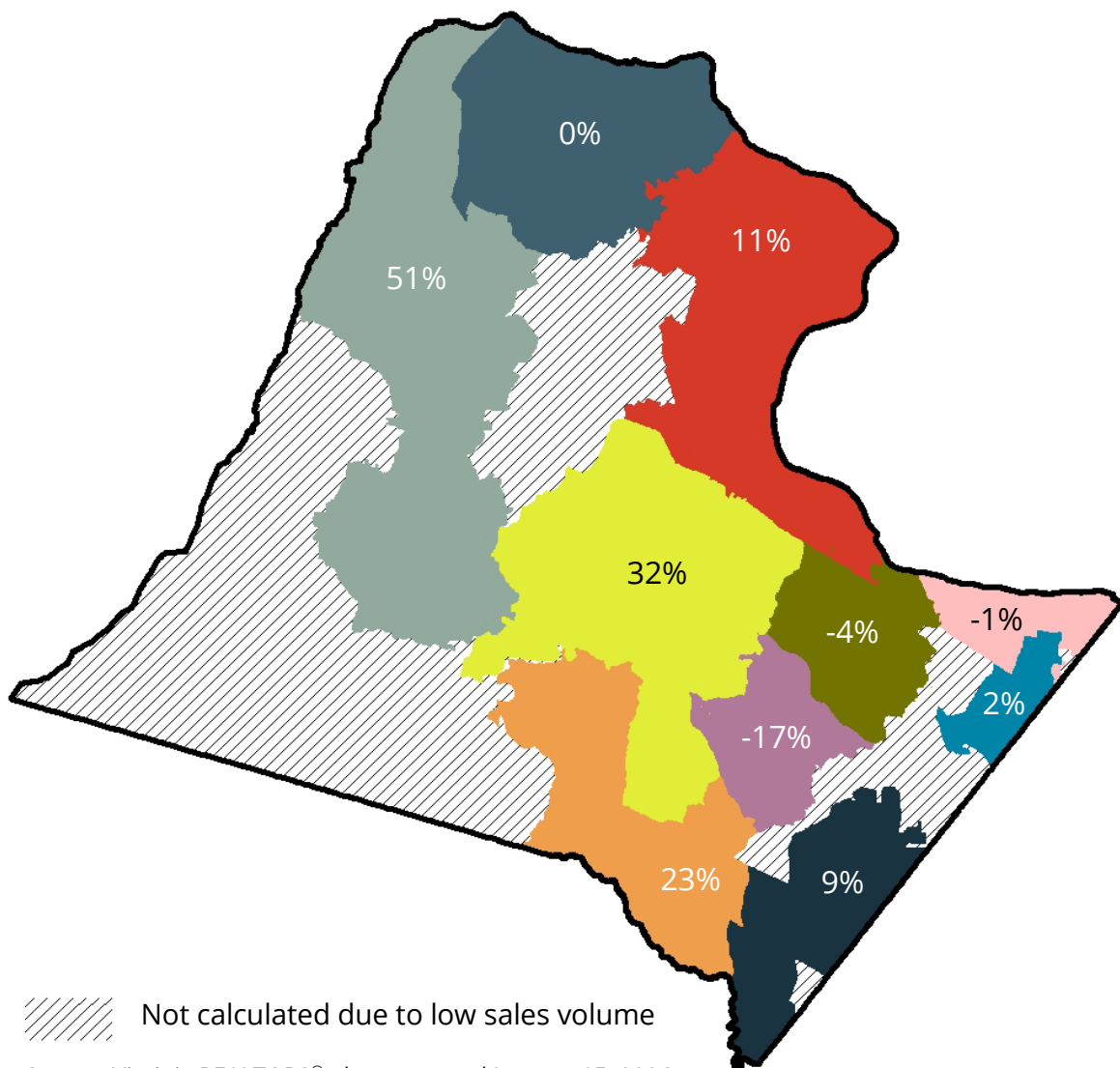
Figure 4
Fourth Quarter Home Sales, Loudoun County
2021-2025



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

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

<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>	<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>
20105 Aldie	88	108	23%	20164 Sterling	95	97	2%
20132 Purcellville	41	62	51%	20165 Sterling	75	74	-1%
20147 Ashburn	230	220	-4%	20175 Leesburg	111	146	32%
20148 Ashburn	206	171	-17%	20176 Leesburg	167	186	11%
20152 Chantilly	70	76	9%	20180 Lovettsville	26	26	0%

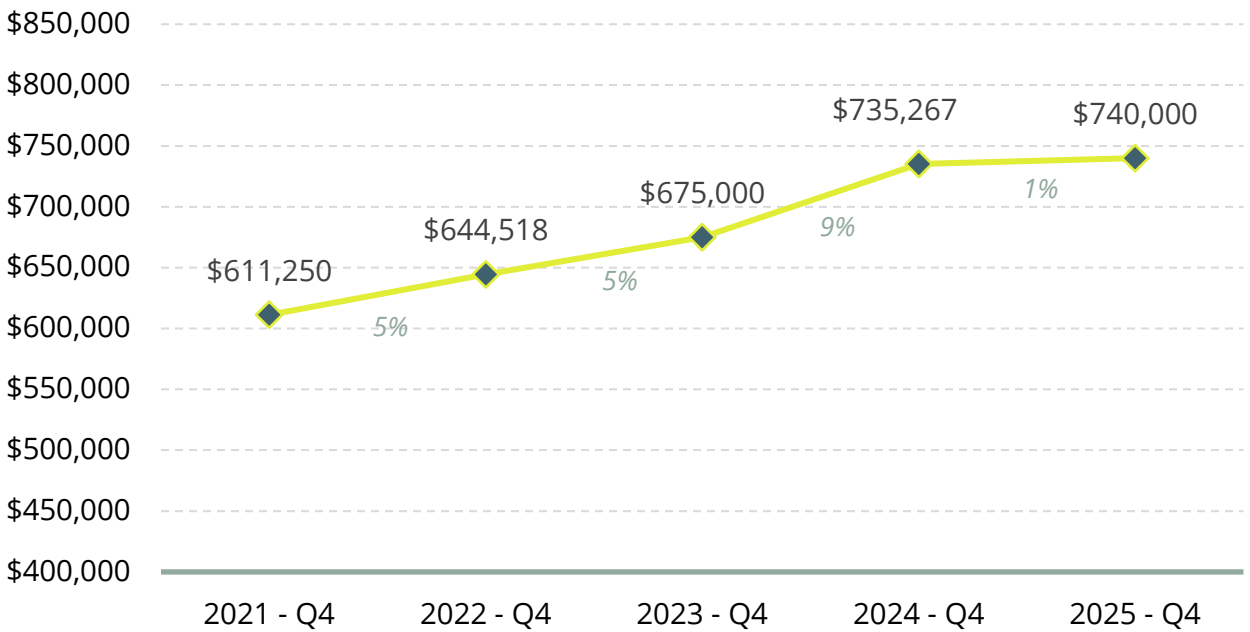


Source: Virginia REALTORS®, data accessed January 15, 2026

Sales Prices

For the 10th straight quarter, the median price climbed in Loudoun County, albeit slightly. The fourth quarter median sales price was \$740,000 in the county, 1% higher than last year, a \$4,734 price increase. Home prices went up the most in Leesburg zip code 20176 while Purcellville zip code 20132 experienced the biggest decline in sales price this quarter. The median sales price in Virginia was \$425,000 in the fourth quarter, up 2.4% from the previous year.

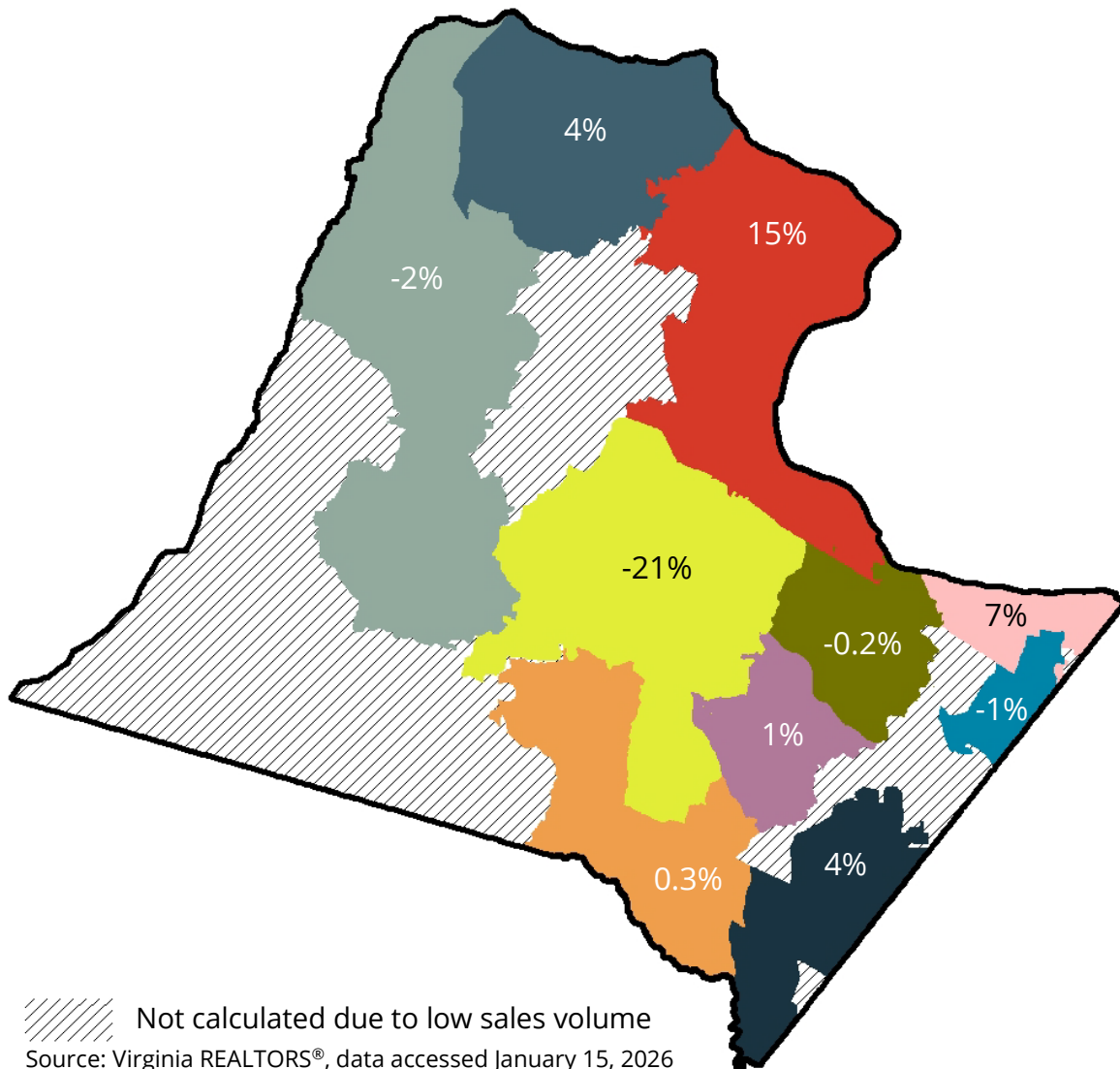
Figure 6
Fourth Quarter Median Sales Price, Loudoun County
2021-2025



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

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

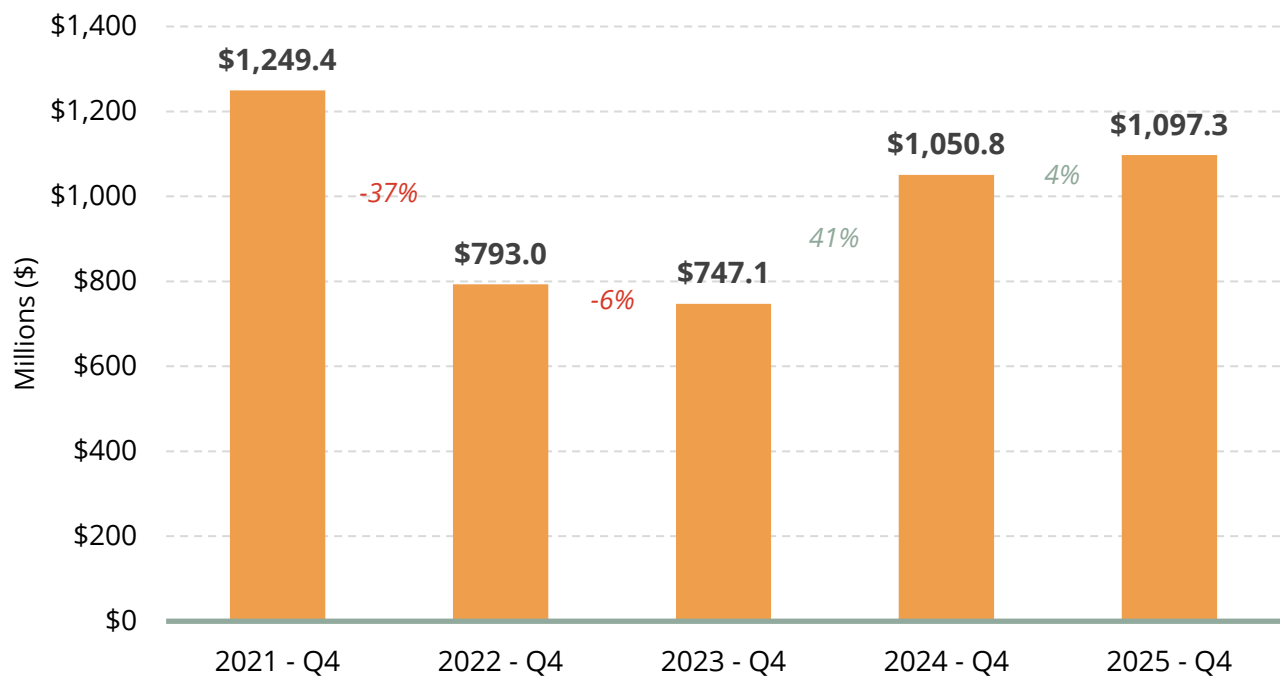
Zip Code	2024 - Q4	2025 - Q4	% Change	Zip Code	2024 - Q4	2025 - Q4	% Change
20105 Aldie	\$987,500	\$990,000	0.3%	20164 Sterling	\$585,000	\$577,000	-1%
20132 Purcellville	\$870,000	\$850,000	-2%	20165 Sterling	\$675,000	\$720,000	7%
20147 Ashburn	\$695,000	\$693,500	-0.2%	20175 Leesburg	\$925,000	\$731,000	-21%
20148 Ashburn	\$817,775	\$825,000	1%	20176 Leesburg	\$780,622	\$894,618	15%
20152 Chantilly	\$690,900	\$717,500	4%	20180 Lovettsville	\$774,950	\$807,500	4%



Sold Volume

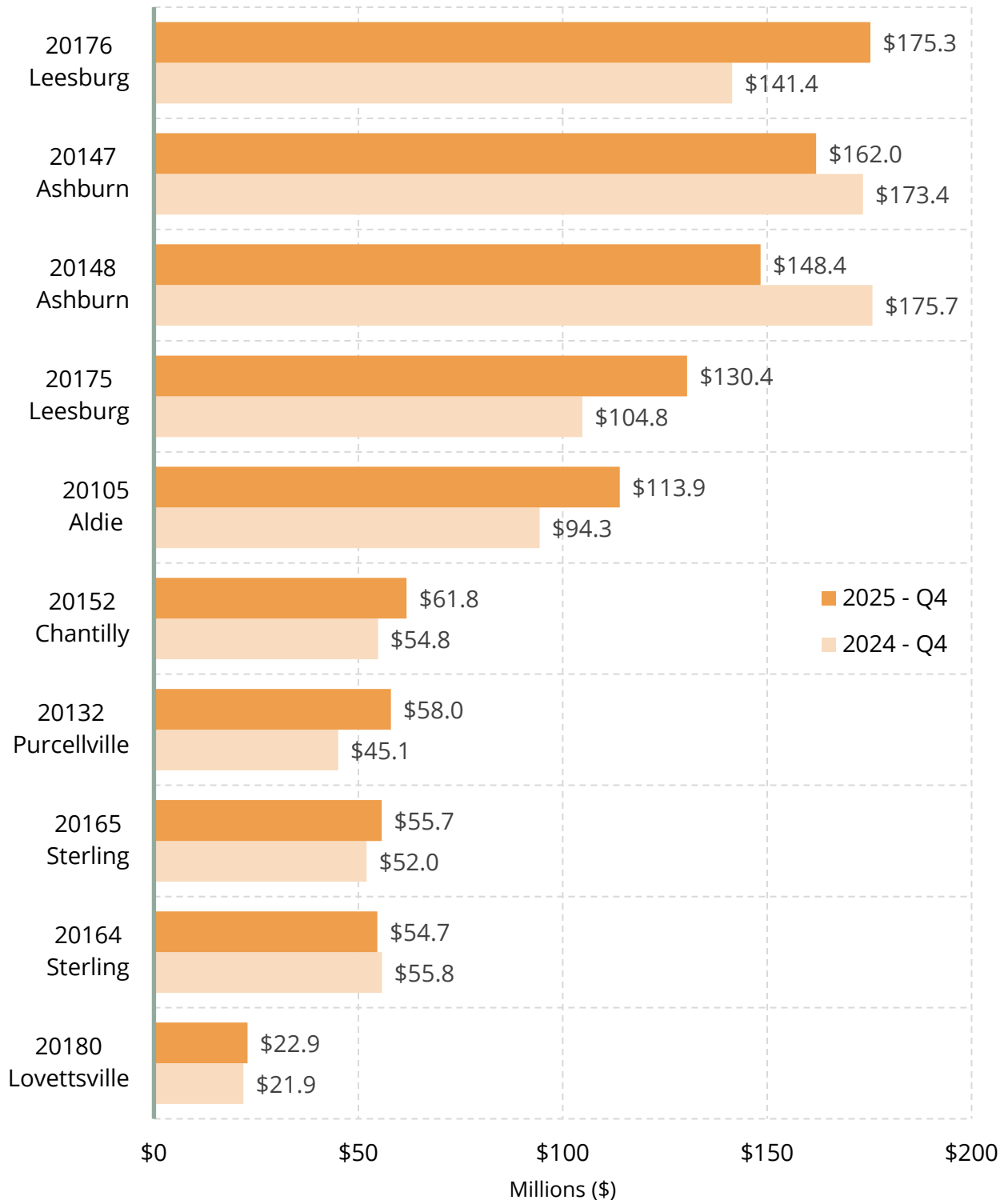
Sold dollar volume continued to climb in the final quarter of the year. There was \$1.09 billion of sold volume in Loudoun County, \$46.4 million more than a year earlier, a 4% increase in volume. Leesburg zip code 20176 and Aldie zip code 20105 saw the largest influx of volume this quarter. Low sales activity led to a drop-off in sold dollar volume levels in Ashburn zip code 20148. Statewide, sold volume grew 4.7%, bringing the total amount to \$13.3 billion in the fourth quarter.

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



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

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

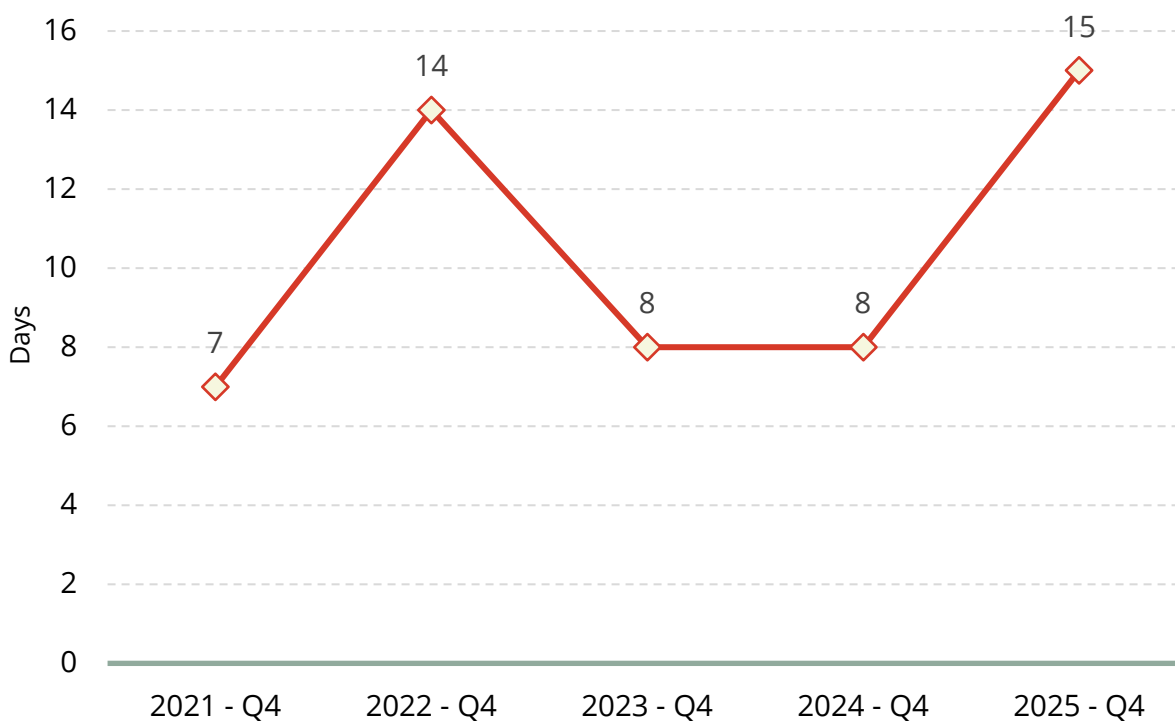


Source: Virginia REALTORS®, data accessed January 15, 2026

Days on Market

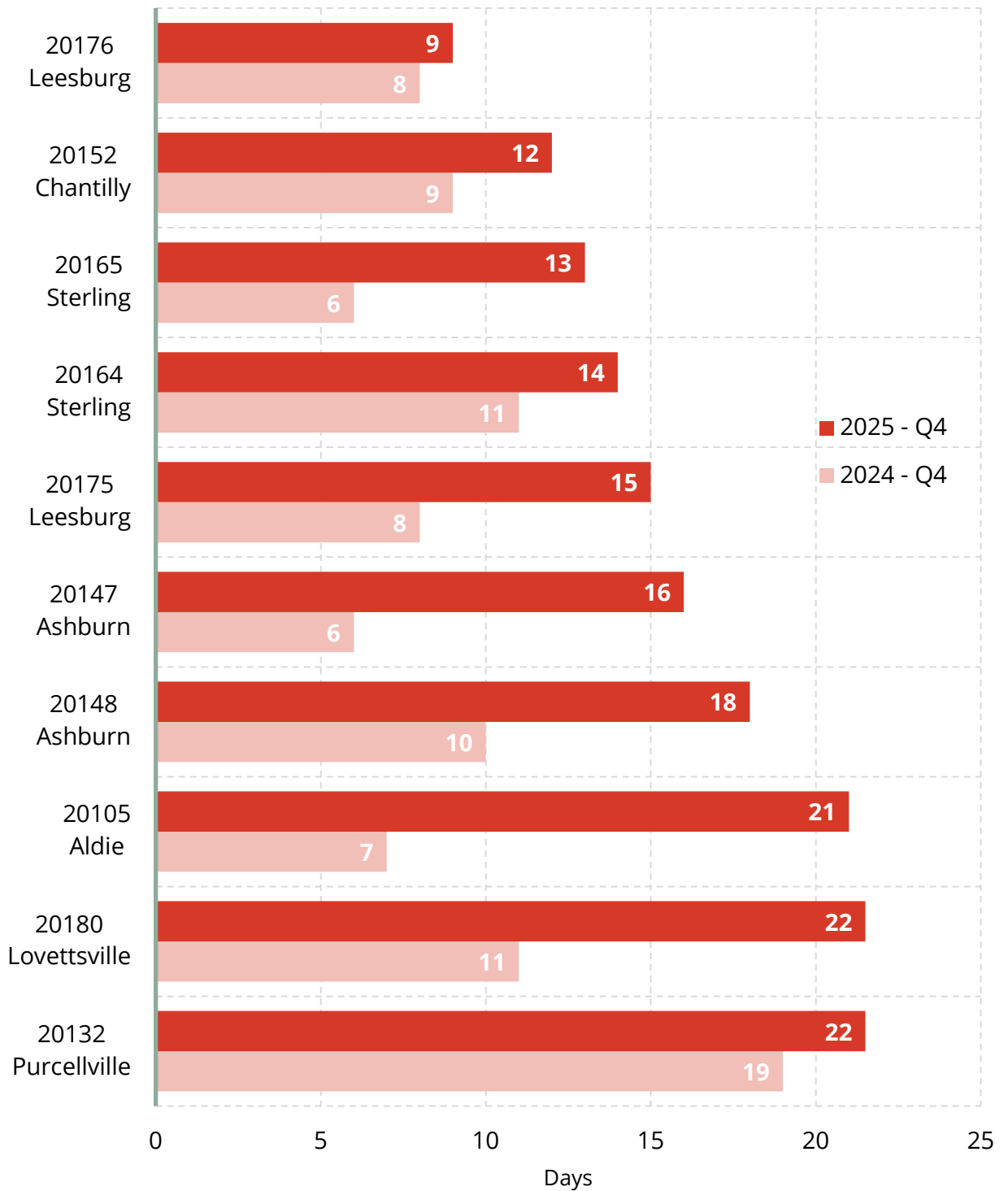
The days on market was longer in the fourth quarter of 2025 in the county. Homes took seven days longer to sell in Loudoun County with the median days on market at 15 days this quarter. Leesburg zip code 20176 had a shorter median days on market (9 days) compared to Purcellville zip code 20132 and Lovettsville zip code 20180 (22 days). At 21 days, the median days on market in Virginia was five days higher than the year before.

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



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

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



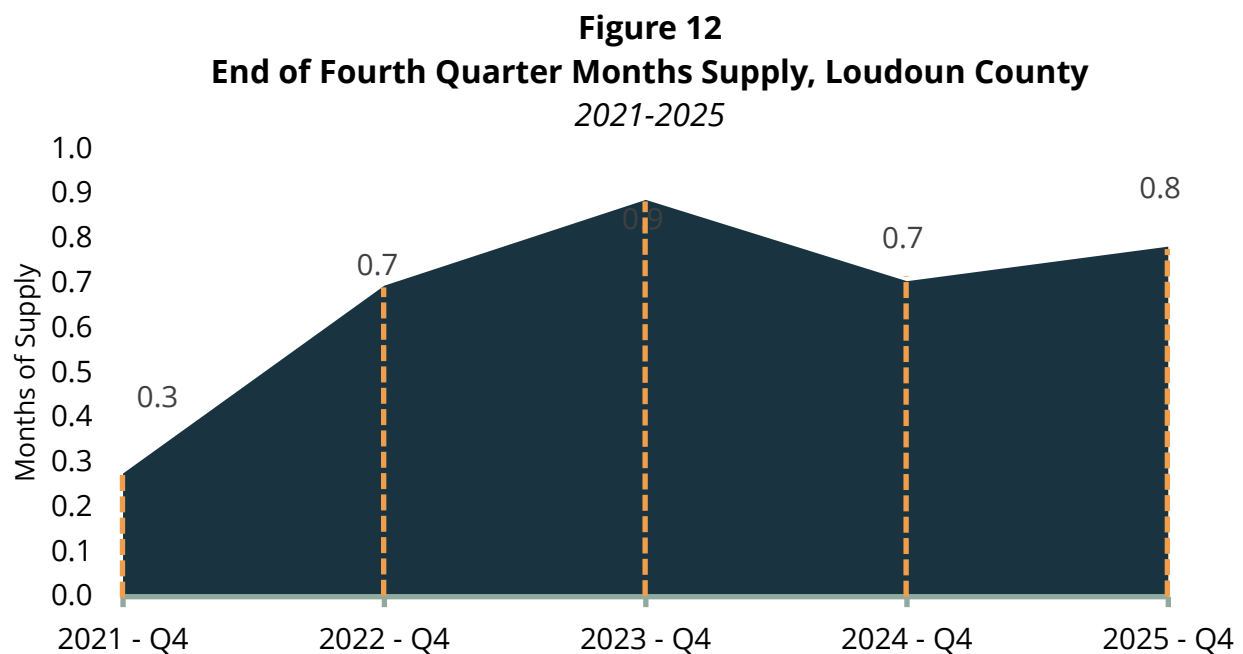
Source: Virginia REALTORS®, data accessed January 15, 2026

Inventory

Listings jumped for the fourth straight quarter in Loudoun County. At the end of the fourth quarter, there were 348 active listings on the market, up 17% from the previous year, which is 51 additional listings. Purcellville zip code 20132 and Ashburn zip code 20148 saw the sharpest decline in listing activity this quarter.

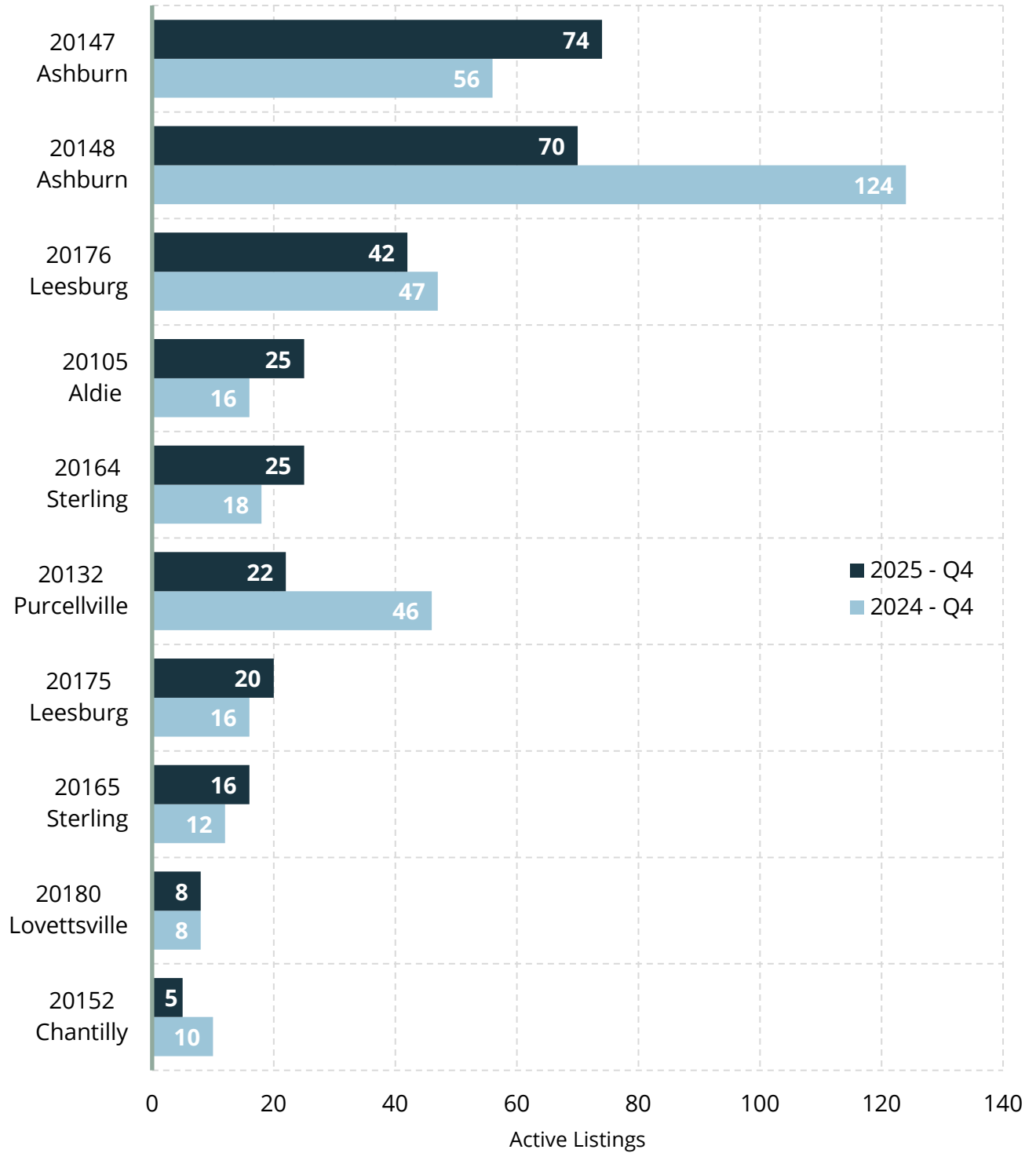
The fourth quarter ended with 19,631 listings in Virginia, 2,450 more than last year, increasing by 14.3%.

There was 0.8 months of supply in the fourth quarter in Loudoun County, up from 0.7 months a year earlier. 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. Across the state, supply went from 2.0 months to 2.2 months in the final quarter of 2025.



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

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



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



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.