

NOVEMBER
2025

DAAR LOUDOUN COUNTY

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

DAAR Market Indicators Report



Key Market Trends: November 2025

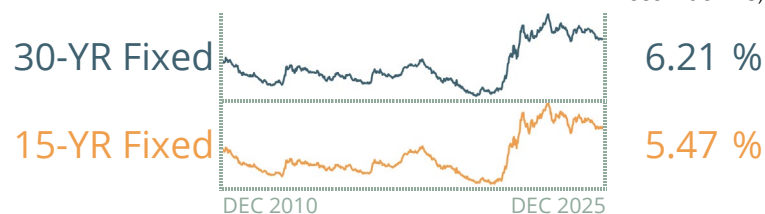
- › **Sales activity rose for the 15th straight month in Loudoun County.** The total number of sales came to 389 in the county, 22 more sales than the year before, increasing by 6.0%. Home sales went up the most in Purcellville zip code 20132 with 17 additional sales (+242.9%) and Leesburg zip code 20176 with 12 more than last year (+22.2%). Activity continued to fall in Ashburn zip code 20148 with 13 fewer sales than last year (-20.3%).
- › **Pending sales were higher in November of this year compared to last year in the County.** There were 366 pending sales in Loudoun County, up 9.6% from the previous year, which is 32 additional transactions. Ashburn zip code 20147 had 19 more pending sales this month (+35.2%) while Leesburg zip code 20175 saw 12 additional pending sales (+40.0%). After growing in the last three months, pending sales decreased in Lovettsville zip code 20180 down eight pending sales (-72.7%). Activity also dipped in Sterling zip code 20165 (-20.0%).
- › **Median home prices inched down in Loudoun County this month.** For homes sold in the region, the median sales price was \$745,000 in November, \$5,000 lower than the year before, decreasing by 0.7%. There were significant price reductions in Leesburg zip code 20175 (-\$220,000) and Chantilly zip code 20152 (-\$107,500). There was a surge in sales price in Lovettsville zip code 20180 with homes costing \$113,000 more than a year ago (+18.9%) and Purcellville zip code 20132 with a \$92,500 price hike (+12.8%).
- › **Active listings increased as supply levels continued to climb in Loudoun County.** There were 509 listings at the end of November countywide, up 22.9% from the year prior, which is 95 additional listings. Listings jumped for the 11th straight month in Ashburn zip code 20147 with 42 more than last year (+91.3%). Sterling zip code 20164 also experienced an uptick in listing activity this month (+117.6%). At the end of the month, Purcellville zip code 20132 had eight fewer listings compared to the same time a year ago (-20.0%).



DAAR Market Dashboard

YoY Chg	Nov-25	Indicator
▲ 6.0%	389	Sales
▲ 9.6%	366	Pending Sales
▼ -4.5%	405	New Listings
▲ 1.4%	\$740,000	Median List Price
▼ -0.7%	\$745,000	Median Sales Price
▲ 0.1%	\$288	Median Price Per Square Foot
▲ 3.1%	\$322.6	Sold Dollar Volume (in millions)
▼ -1.3%	99.4%	Average Sold/Ask Price Ratio
▲ 43.2%	29	Average Days on Market
▲ 22.9%	509	Active Listings
▲ 14.4%	1.1	Months of Supply

INTEREST RATE TRACKER



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.

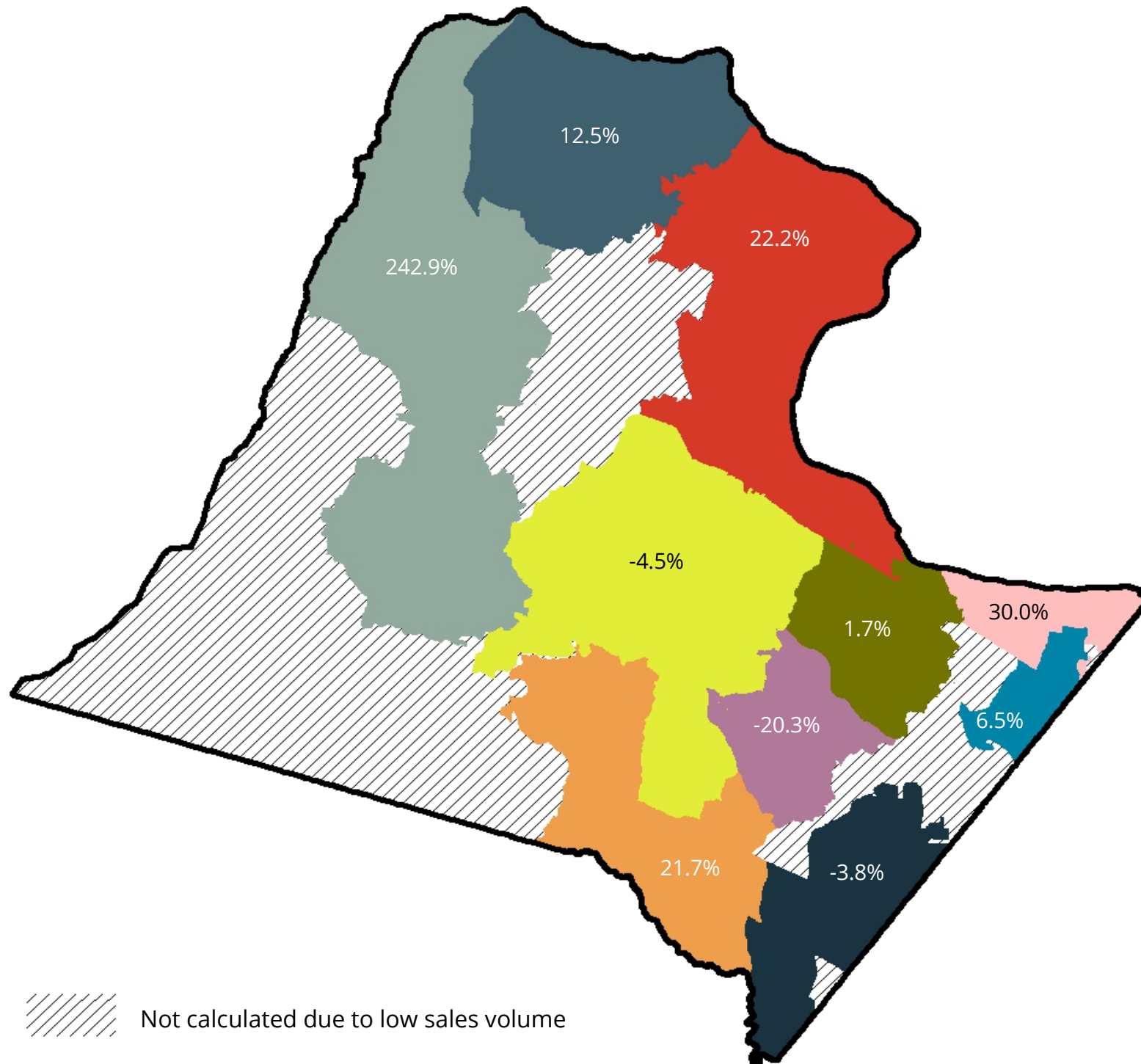
Identify a Professional to Manage the Procedure. REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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		% Chg
	Nov-24	Nov-25	
20105 Aldie	23	28	21.7%
20132 Purcellville	7	24	242.9%
20147 Ashburn	58	59	1.7%
20148 Ashburn	64	51	-20.3%
20152 Chantilly	26	25	-3.8%
20164 Sterling	31	33	6.5%
20165 Sterling	20	26	30.0%
20175 Leesburg	44	42	-4.5%
20176 Leesburg	54	66	22.2%
20180 Lovettsville	8	9	12.5%

Total Market Overview



Key Metrics	2-year Trends		Nov-24	Nov-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Nov-23	Nov-25						
Sales			367	389	6.0%	4,553	4,836	6.2%
Pending Sales			334	366	9.6%	4,709	4,971	5.6%
New Listings			424	405	-4.5%	6,277	7,124	13.5%
Median List Price			\$730,000	\$740,000	1.4%	\$729,900	\$769,000	5.4%
Median Sales Price			\$750,000	\$745,000	-0.7%	\$739,990	\$769,450	4.0%
Median Price Per Square Foot			\$287	\$288	0.1%	\$289	\$292	1.1%
Sold Dollar Volume (in millions)			\$312.8	\$322.6	3.1%	\$3,808.9	\$4,209.1	10.5%
Average Sold/Ask Price Ratio			100.8%	99.4%	-1.3%	101.3%	100.3%	-0.9%
Average Days on Market			20	29	43.2%	18	22	23.3%
Active Listings			414	509	22.9%	n/a	n/a	n/a
Months of Supply			1.0	1.1	14.4%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Nov-24	Nov-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Nov-23	Nov-25						
Sales			158	182	15.2%	2,087	2,348	12.5%
Pending Sales			153	161	5.2%	2,159	2,402	11.3%
New Listings			205	168	-18.0%	2,959	3,407	15.1%
Median List Price			\$977,500	\$950,000	-2.8%	\$980,000	\$1,032,495	5.4%
Median Sales Price			\$977,250	\$950,000	-2.8%	\$999,900	\$1,050,000	5.0%
Median Price Per Square Foot			\$265	\$273	2.9%	\$274	\$278	1.7%
Sold Dollar Volume (in millions)			\$181.8	\$192.9	6.1%	\$2,291.2	\$2,646.1	15.5%
Average Sold/Ask Price Ratio			101.2%	99.6%	-1.6%	101.9%	100.6%	-1.2%
Average Days on Market			22	34	54.4%	17	23	32.0%
Active Listings			208	210	1.0%	n/a	n/a	n/a
Months of Supply			1.1	1.0	-10.5%	n/a	n/a	n/a

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

Townhome & Condo Market Overview

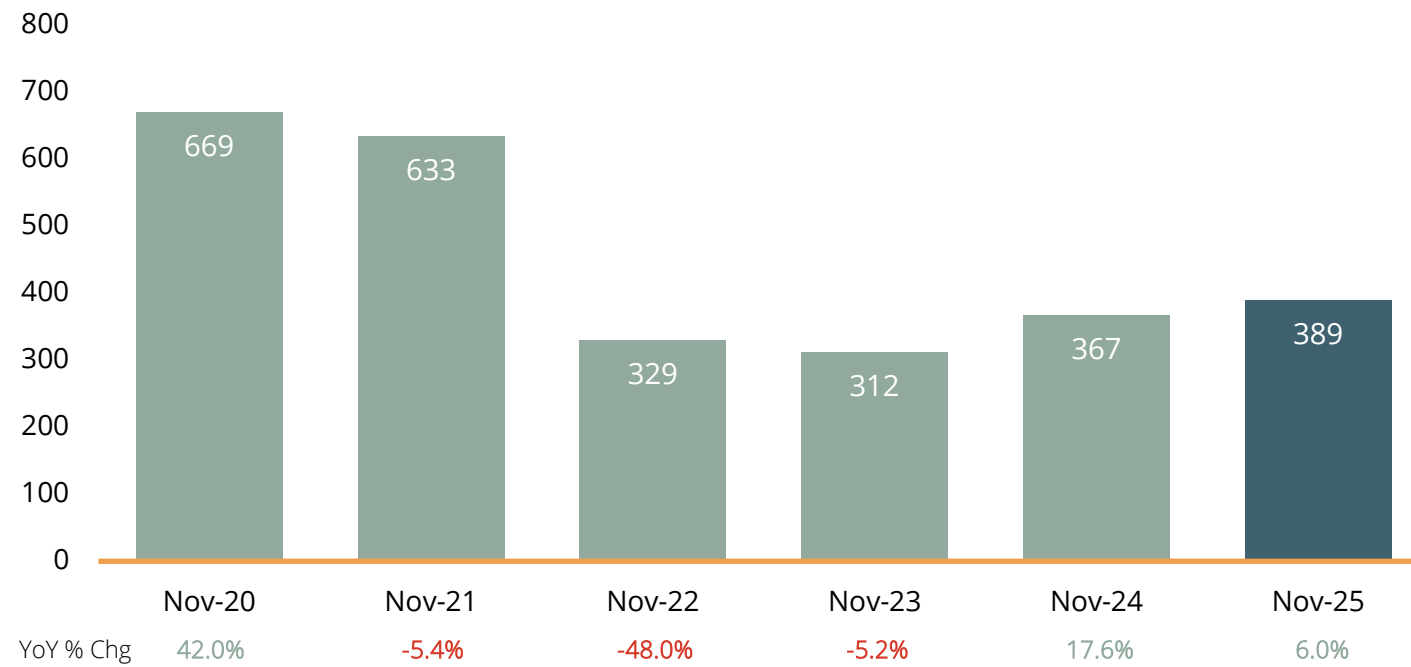


Key Metrics	2-year Trends		Nov-24	Nov-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Nov-23	Nov-25						
Sales			209	207	-1.0%	2,466	2,488	0.9%
Pending Sales			181	205	13.3%	2,550	2,569	0.7%
New Listings			219	237	8.2%	3,318	3,717	12.0%
Median List Price			\$625,000	\$614,900	-1.6%	\$609,000	\$615,000	1.0%
Median Sales Price			\$630,000	\$609,390	-3.3%	\$615,000	\$615,000	0.0%
Median Price Per Square Foot			\$301	\$294	-2.3%	\$298	\$301	1.1%
Sold Dollar Volume (in millions)			\$130.9	\$129.7	-0.9%	\$1,517.7	\$1,563.0	3.0%
Average Sold/Ask Price Ratio			100.4%	99.3%	-1.1%	100.7%	100.0%	-0.7%
Average Days on Market			19	24	29.9%	18	21	16.0%
Active Listings			206	299	45.1%	n/a	n/a	n/a
Months of Supply			0.9	1.3	40.8%	n/a	n/a	n/a

Sales



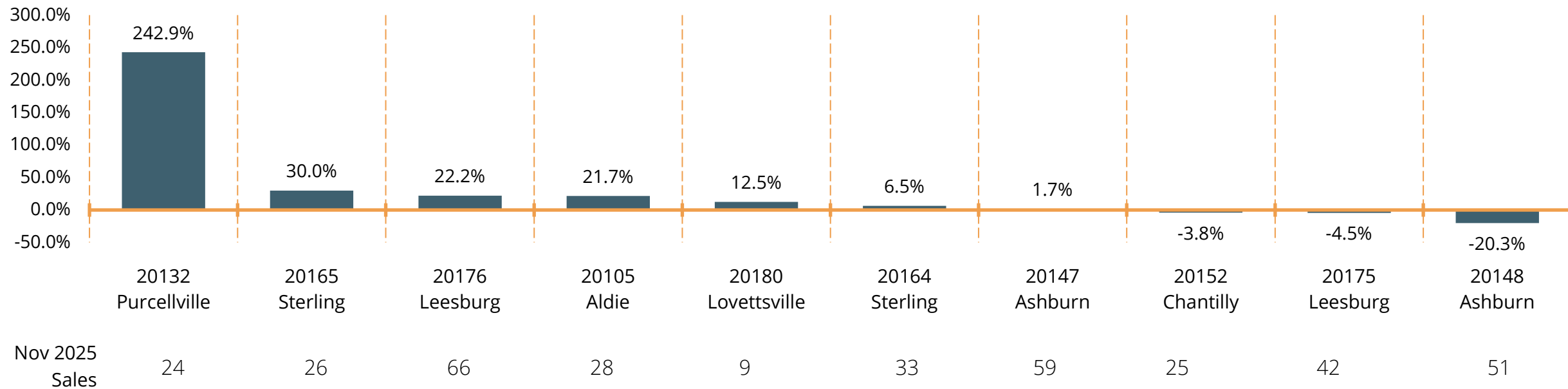
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	182	15.2%	207	-1.0%
12-month Avg	210	13.8%	226	2.5%

Zip Code

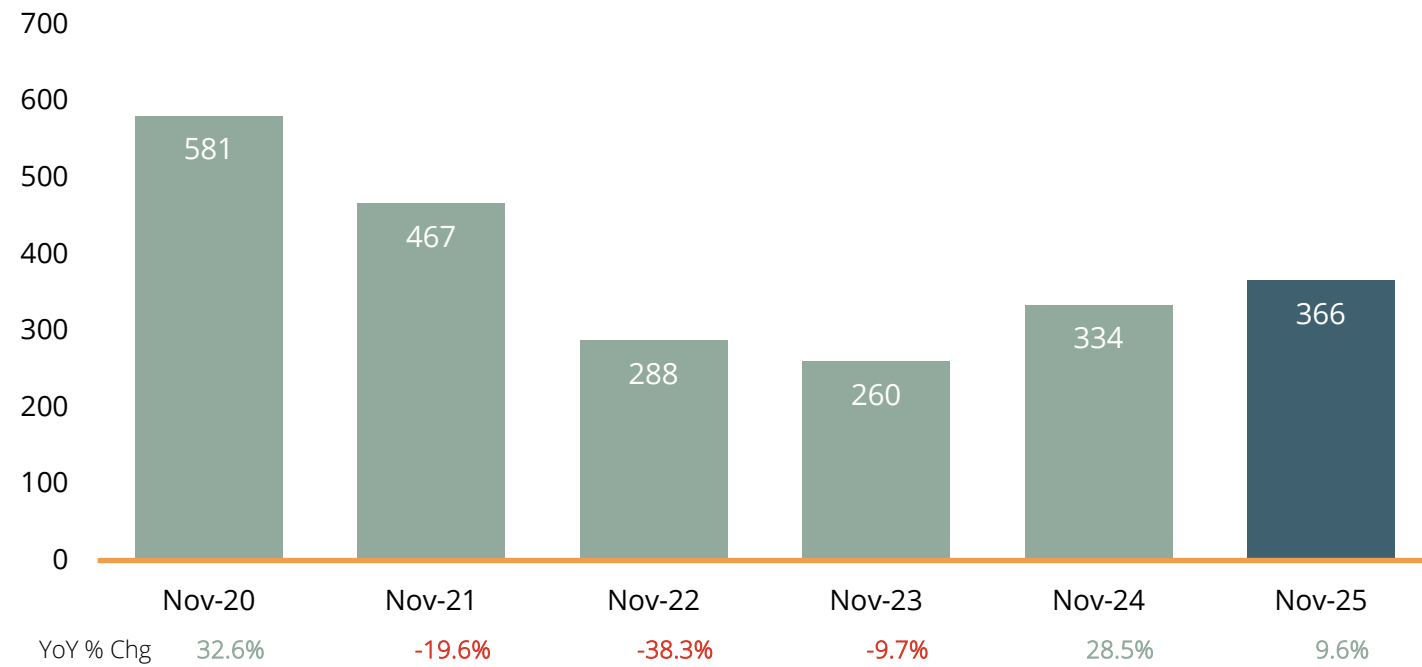
% Change in Sales
Nov-24 to Nov-25



Pending Sales



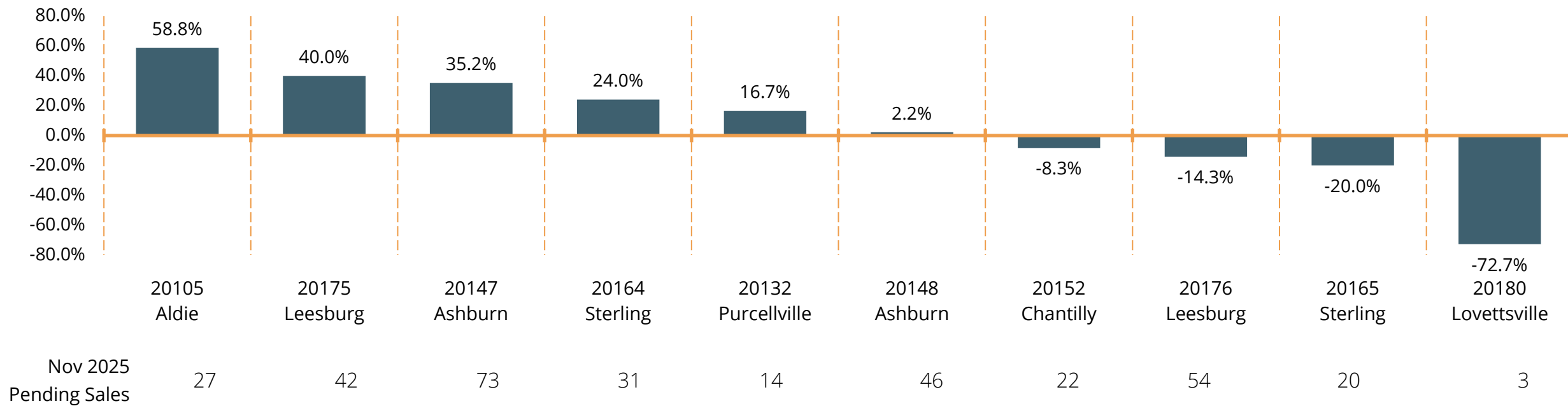
Loudoun County



Month	Single-Family Detached	YoY Chg	Townhome & Condo	YoY Chg
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%
Nov-25	161	5.2%	205	13.3%
12-month Avg	208	10.8%	227	1.4%

Zip Code

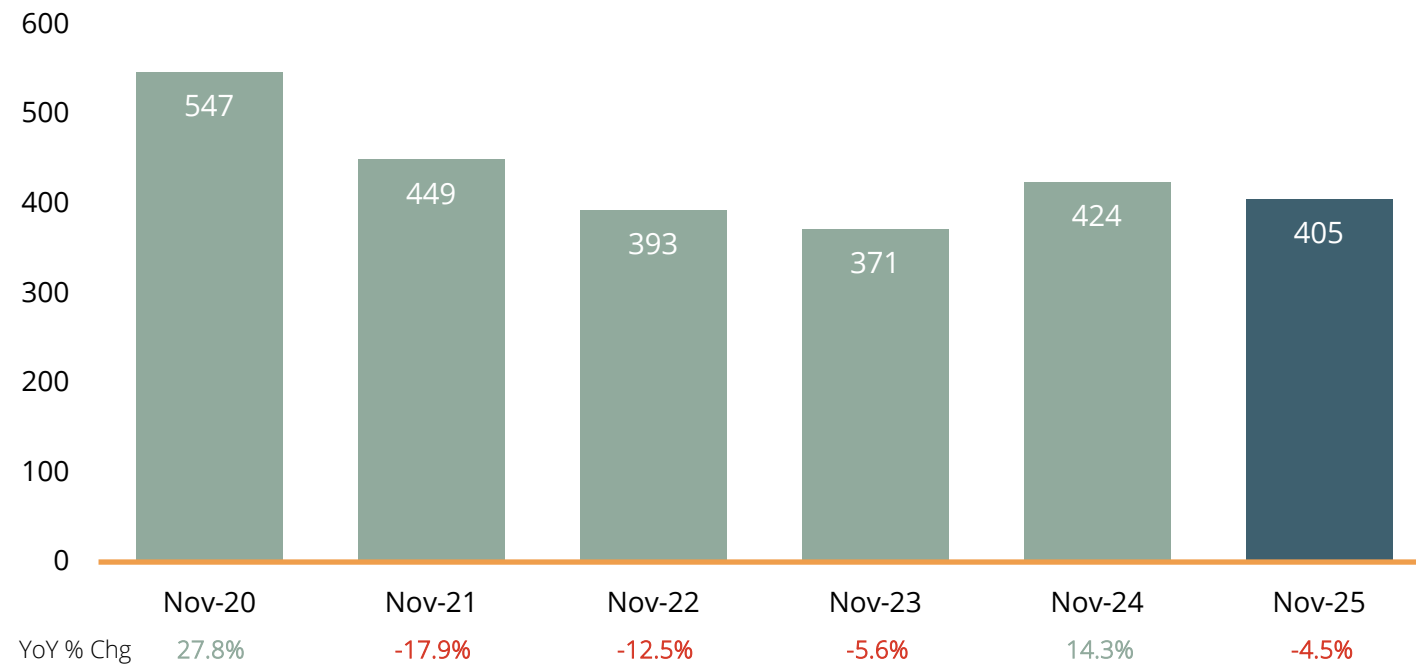
% Change in Pending Sales
Nov-24 to Nov-25



New Listings



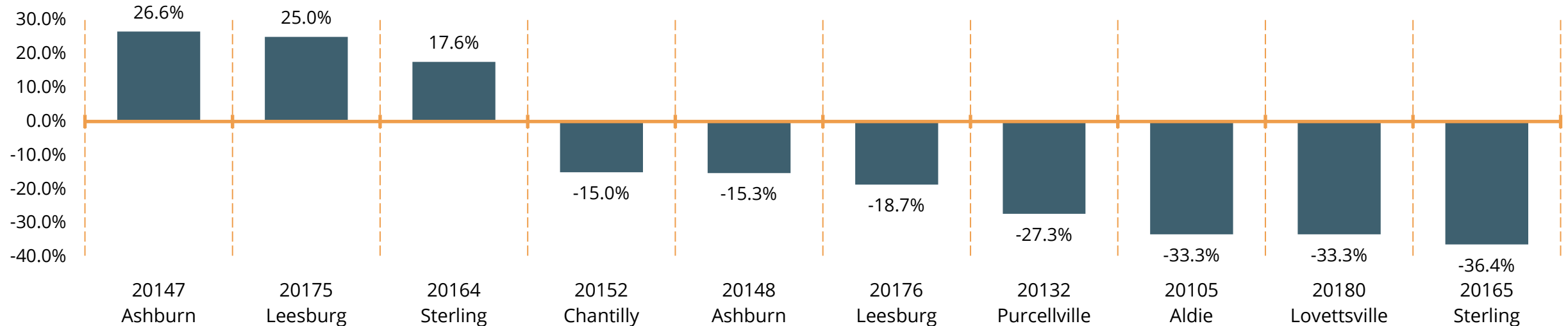
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	168	-18.0%	237	8.2%
12-month Avg	293	14.9%	324	11.9%

Zip Code

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



Nov 2025
New Listings

81

45

40

17

61

61

16

22

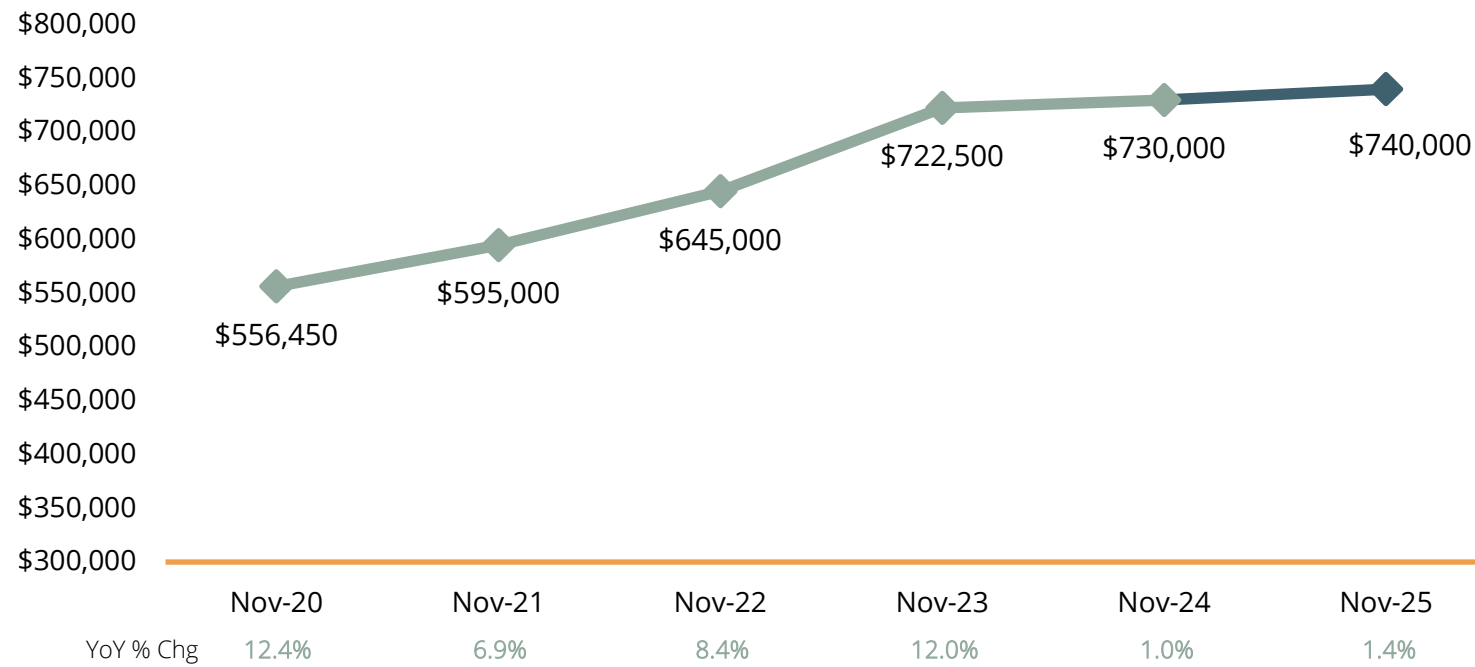
8

14

Median List Price



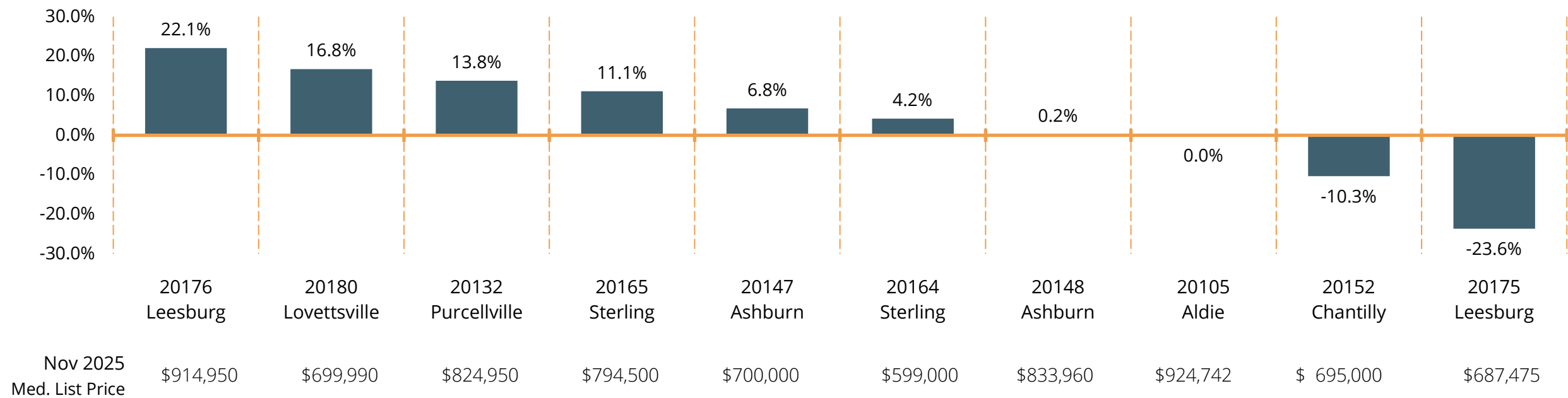
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	\$950,000	-2.8%	\$614,900	-1.6%
12-month Avg	\$1,024,336	5.7%	\$613,757	1.7%

Zip Code

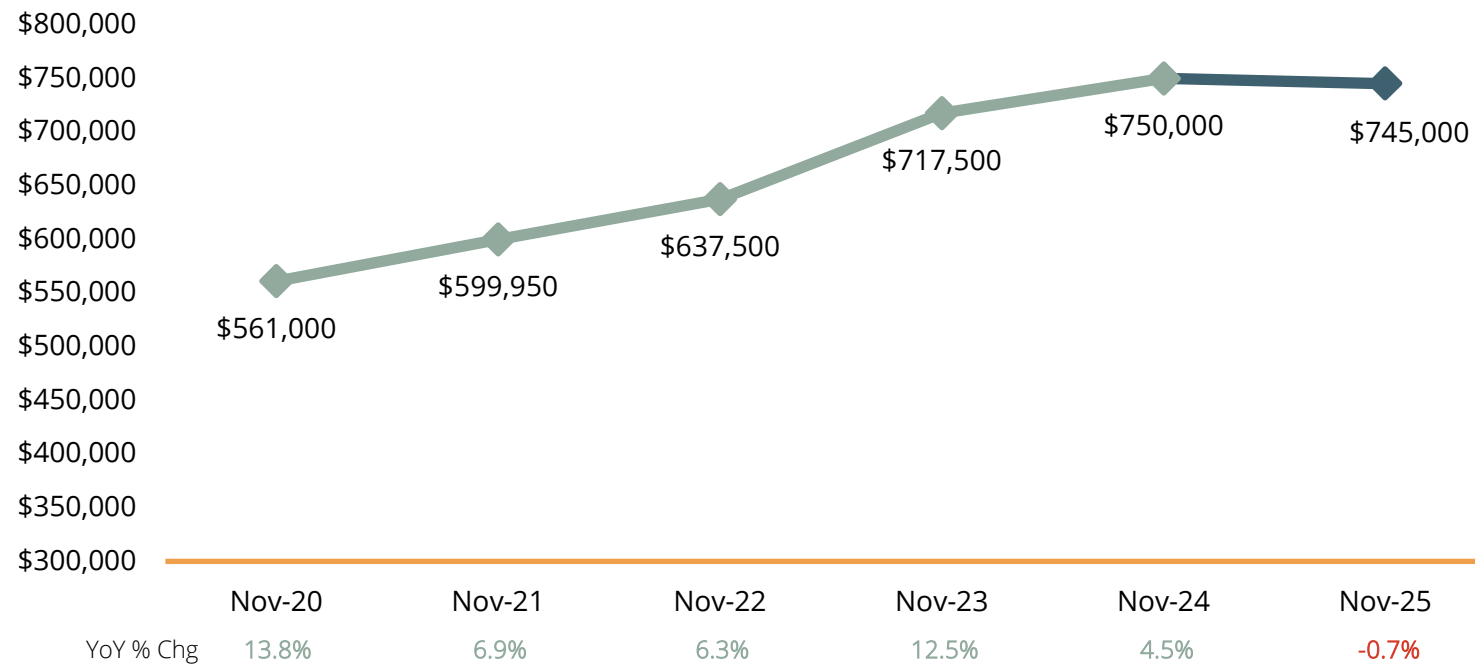
% Change in Median List Price
Nov-24 to Nov-25



Median Sales Price



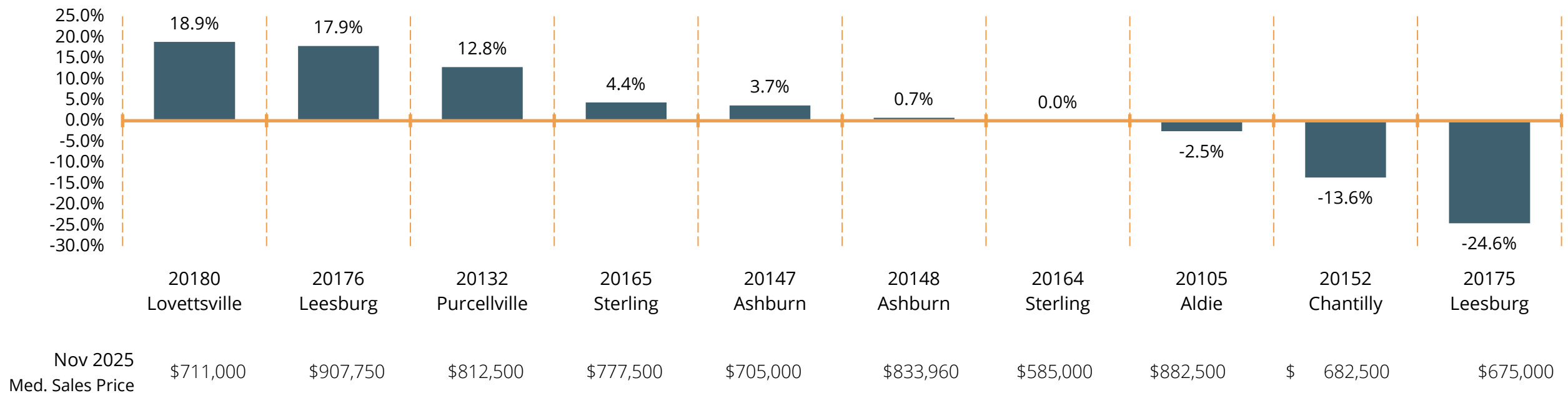
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	\$950,000	-2.8%	\$609,390	-3.3%
12-month Avg	\$1,034,850	5.0%	\$614,220	1.1%

Zip Code

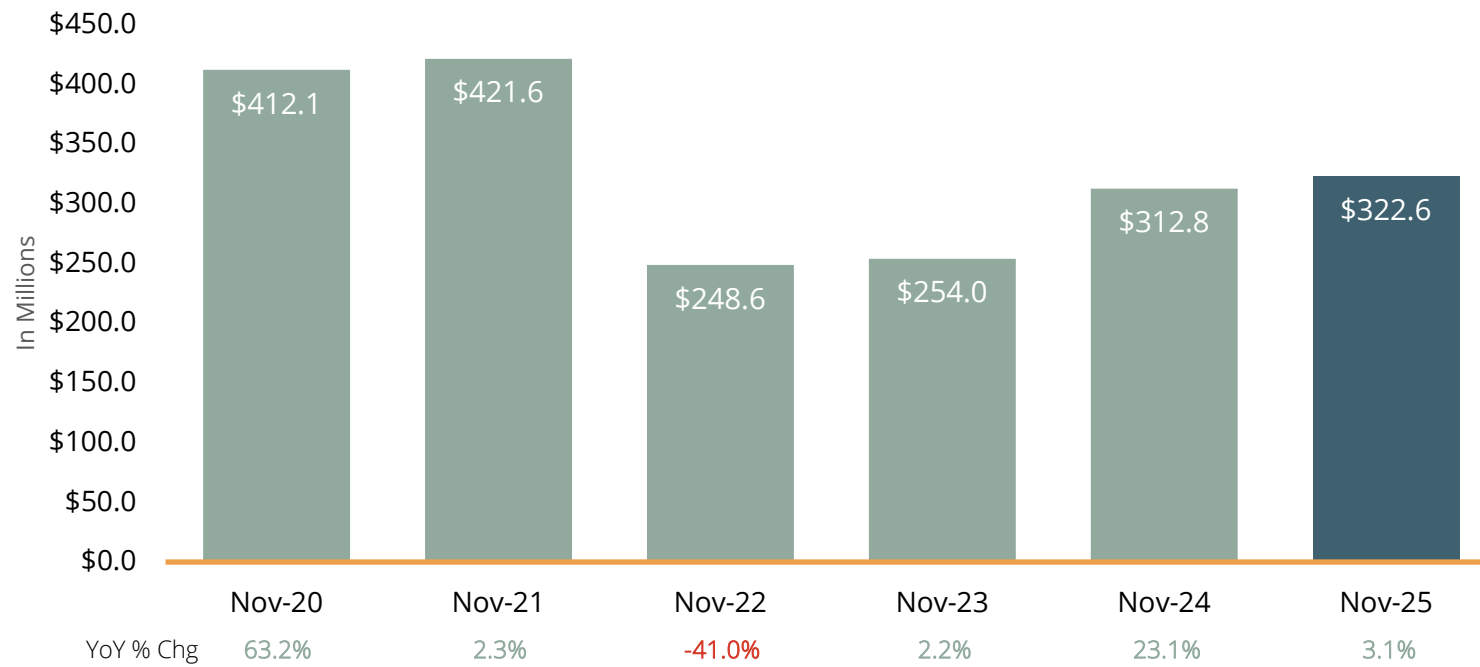
% Change in Median Sales Price
Nov-24 to Nov-25



Sold Dollar Volume (in millions)



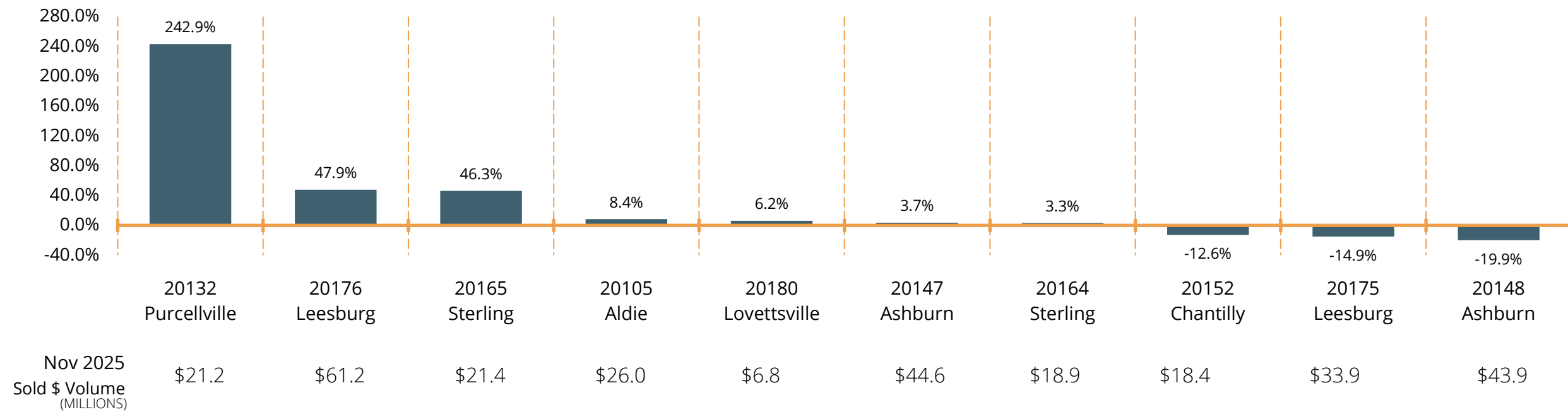
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	\$192.9	6.1%	\$129.7	-0.9%
12-month Avg	\$236.2	16.9%	\$141.9	5.1%

Zip Code

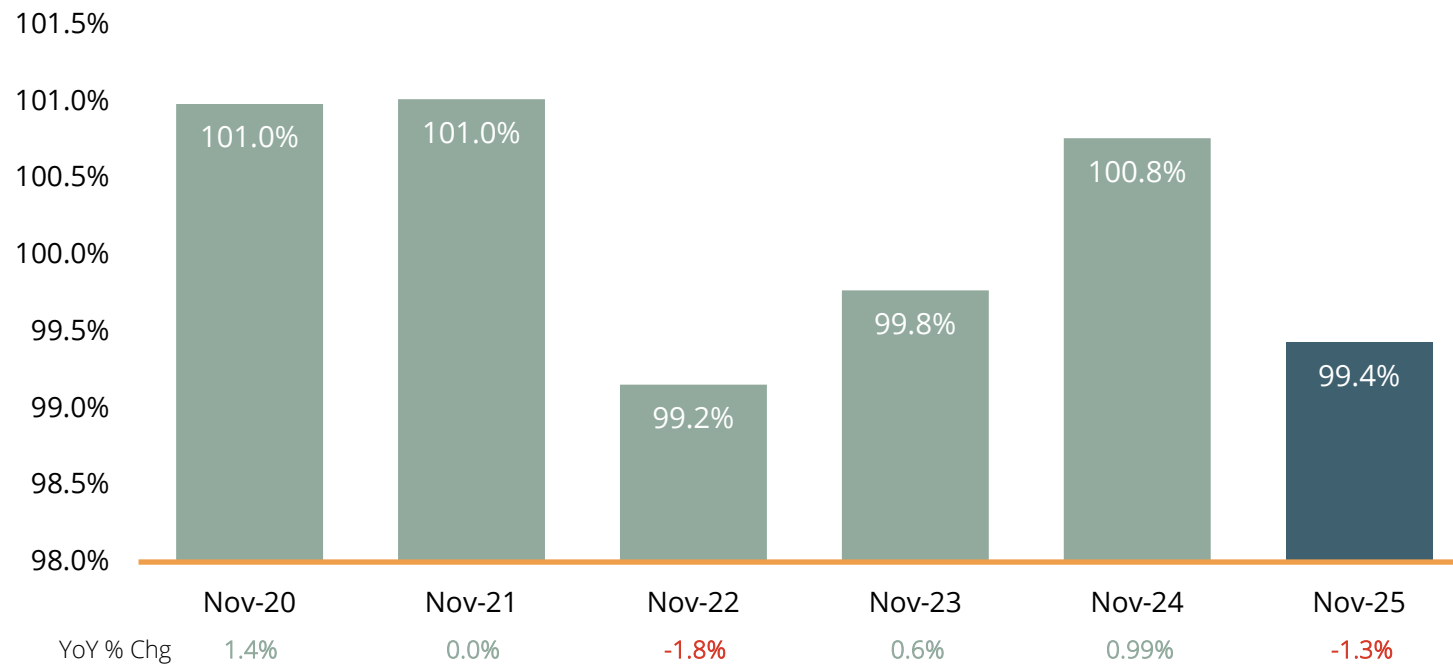
% Change in Sold Dollar Volume
Nov-24 to Nov-25



Average Sold to Ask Price Ratio



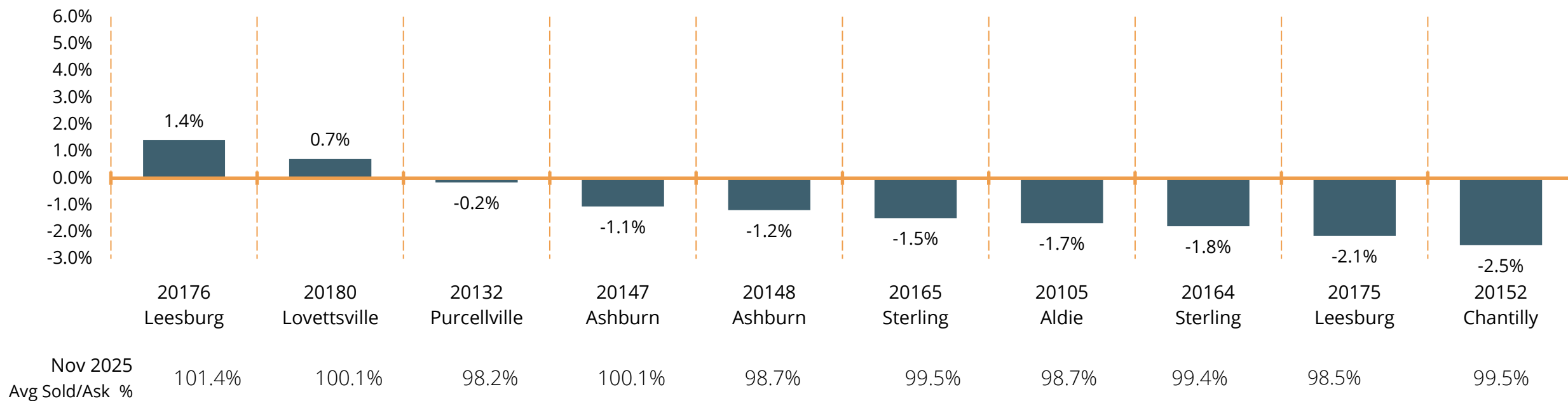
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	99.6%	-1.6%	99.3%	-1.1%
12-month Avg	100.7%	-1.0%	100.1%	-0.5%

Zip Code

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



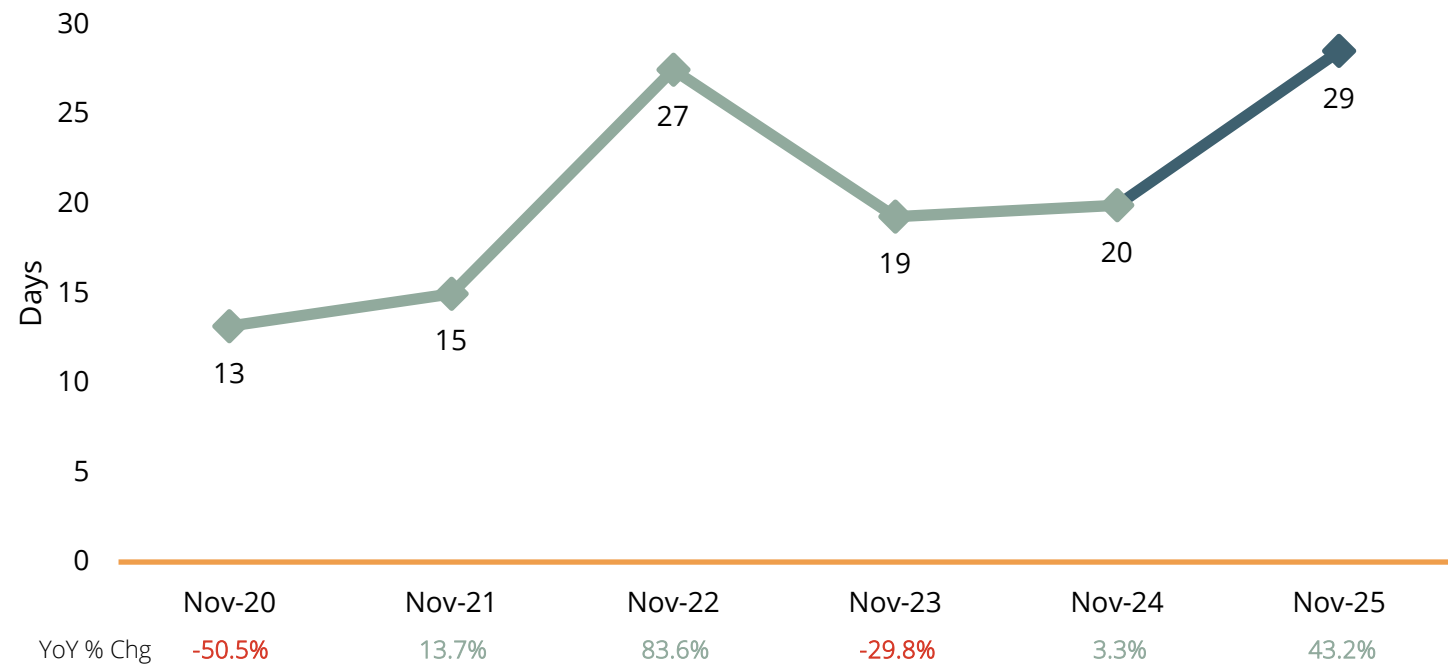
Nov 2025
Avg Sold/Ask %

101.4% 100.1% 98.2% 100.1% 98.7% 99.5% 98.7% 99.4% 98.5% 99.5%

Average Days on Market



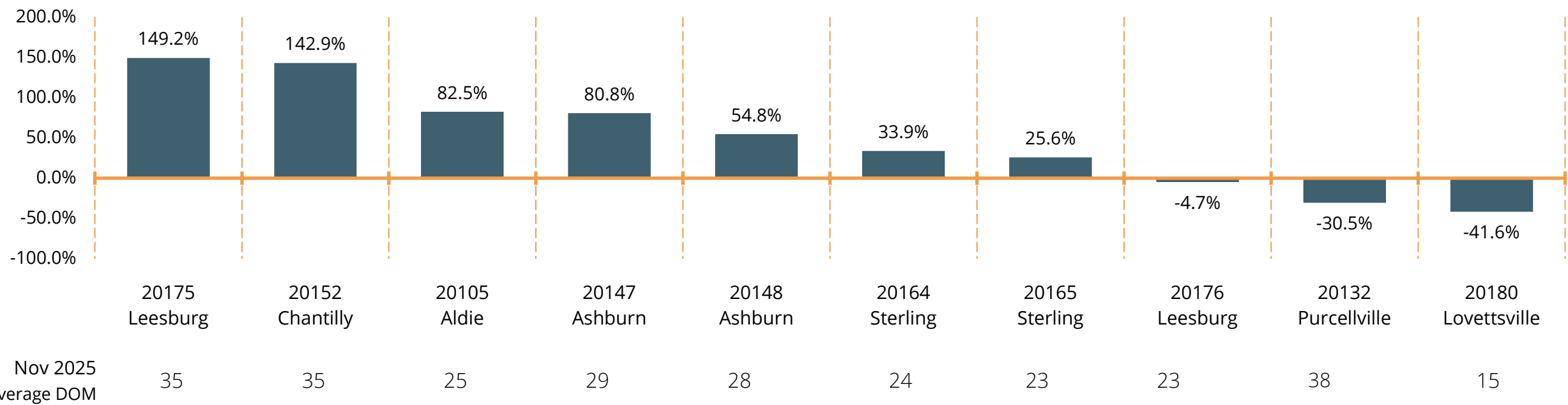
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	34	54.4%	24	29.9%
12-month Avg	23	19.1%	21	13.9%

Zip Code

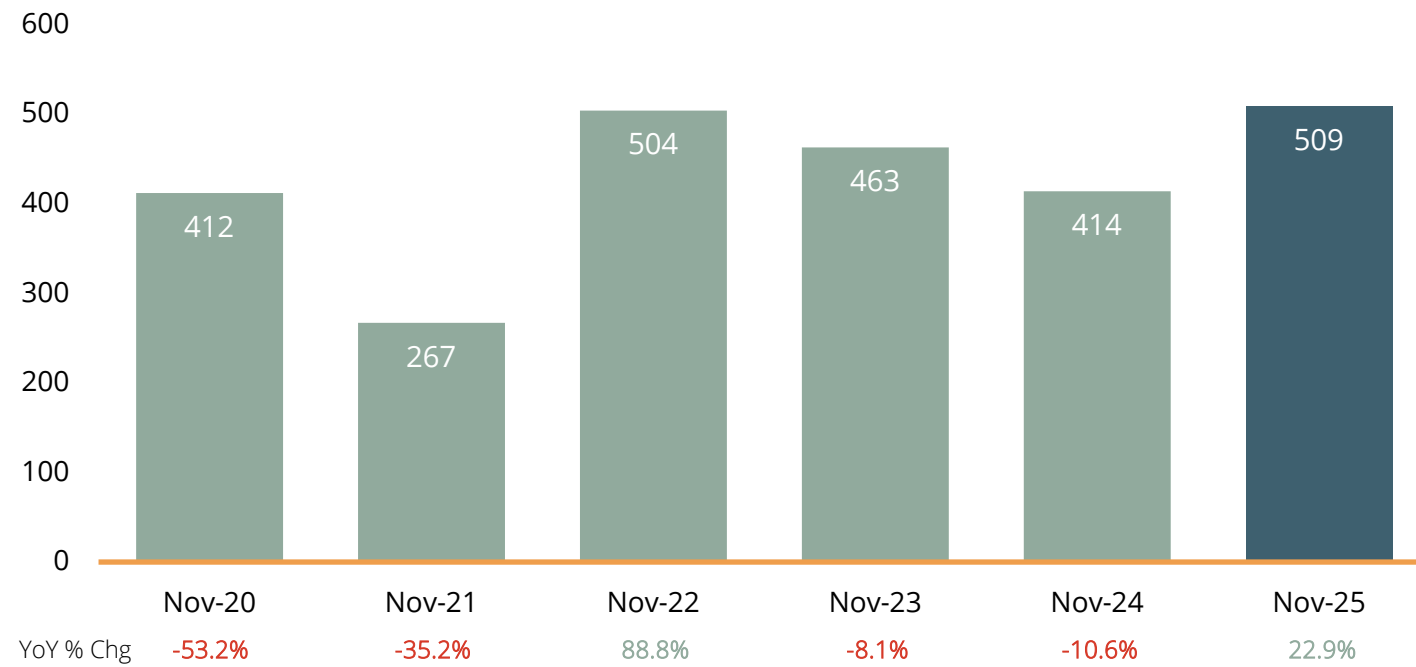
% Change in Average Days on Market
Nov-24 to Nov-25



Active Listings



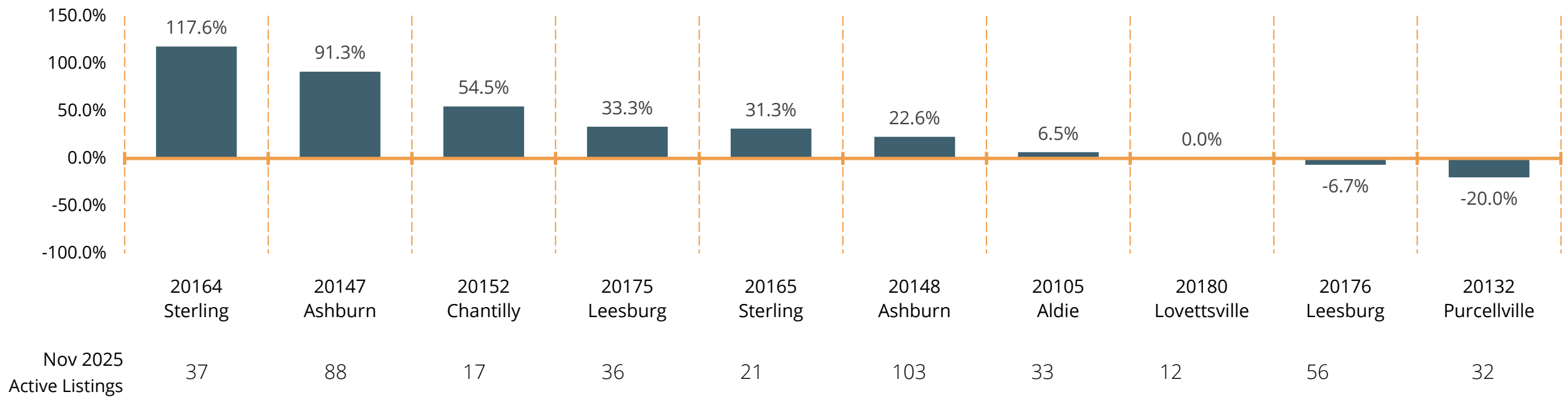
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	210	1.0%	299	45.1%
12-month Avg	294	35.8%	296	39.9%

Zip Code

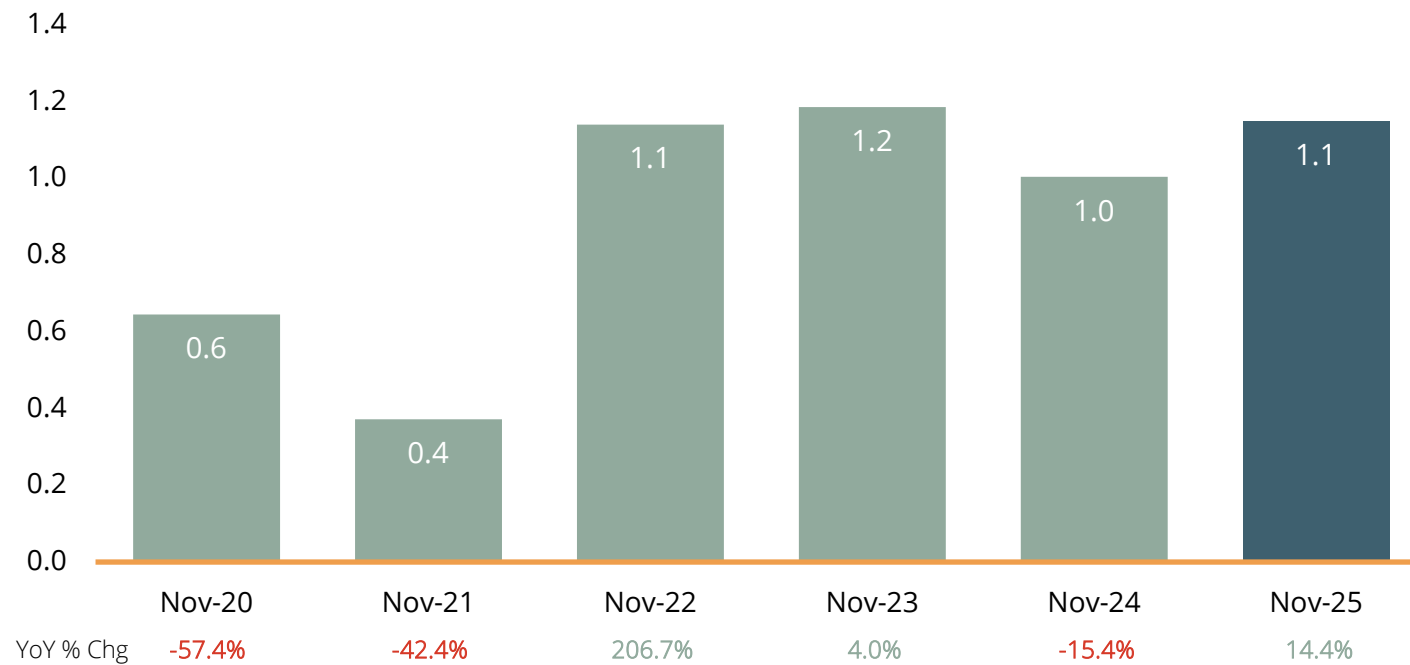
% Change in Active Listings
Nov-24 to Nov-25



Months Supply



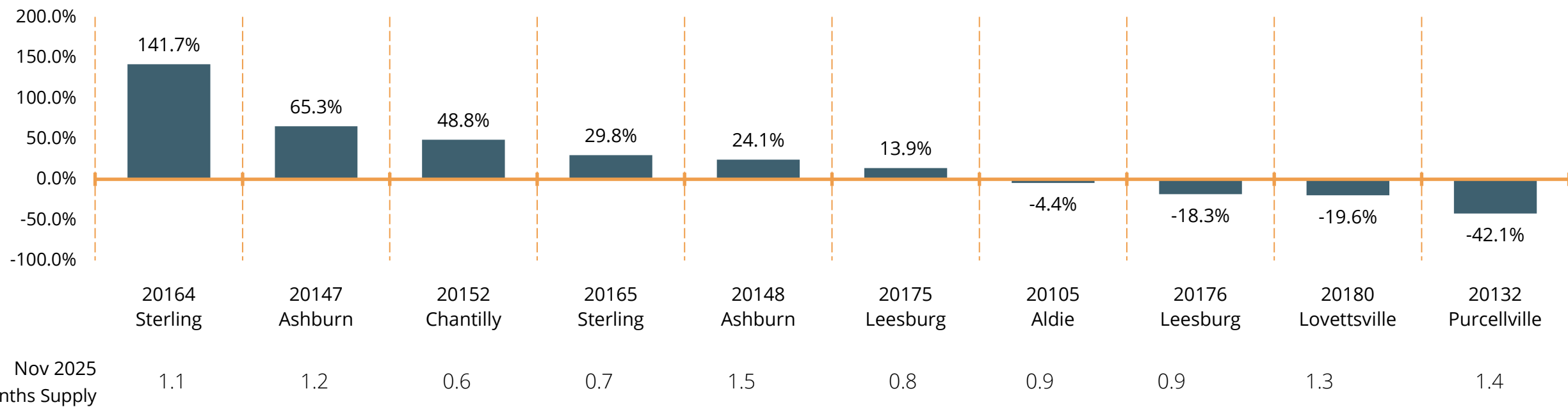
Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
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%
Nov-25	1.0	-10.5%	1.3	40.8%
12-month Avg	1.5	21.8%	1.1	15.0%

Zip Code

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



Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg
Loudoun County	424	405	-4.5%	367	389	6.0%	\$750,000	\$745,000	-0.7%	414	509	22.9%	1.0	1.1	14.4%
20105	33	22	-33.3%	23	28	21.7%	\$905,000	\$882,500	-2.5%	31	33	6.5%	1.0	0.9	-4.4%
20132	22	16	-27.3%	7	24	242.9%	\$720,000	\$812,500	12.8%	40	32	-20.0%	2.4	1.4	-42.1%
20147	64	81	26.6%	58	59	1.7%	\$680,000	\$705,000	3.7%	46	88	91.3%	0.7	1.2	65.3%
20148	72	61	-15.3%	64	51	-20.3%	\$828,128	\$833,960	0.7%	84	103	22.6%	1.2	1.5	24.1%
20152	20	17	-15.0%	26	25	-3.8%	\$790,000	\$682,500	-13.6%	11	17	54.5%	0.4	0.6	48.8%
20164	34	40	17.6%	31	33	6.5%	\$585,000	\$585,000	0.0%	17	37	117.6%	0.4	1.1	141.7%
20165	22	14	-36.4%	20	26	30.0%	\$745,000	\$777,500	4.4%	16	21	31.3%	0.5	0.7	29.8%
20175	36	45	25.0%	44	42	-4.5%	\$895,000	\$675,000	-24.6%	27	36	33.3%	0.7	0.8	13.9%
20176	75	61	-18.7%	54	66	22.2%	\$769,811	\$907,750	17.9%	60	56	-6.7%	1.1	0.9	-18.3%
20180	12	8	-33.3%	8	9	12.5%	\$598,000	\$711,000	18.9%	12	12	0.0%	1.7	1.3	-19.6%



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.

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.