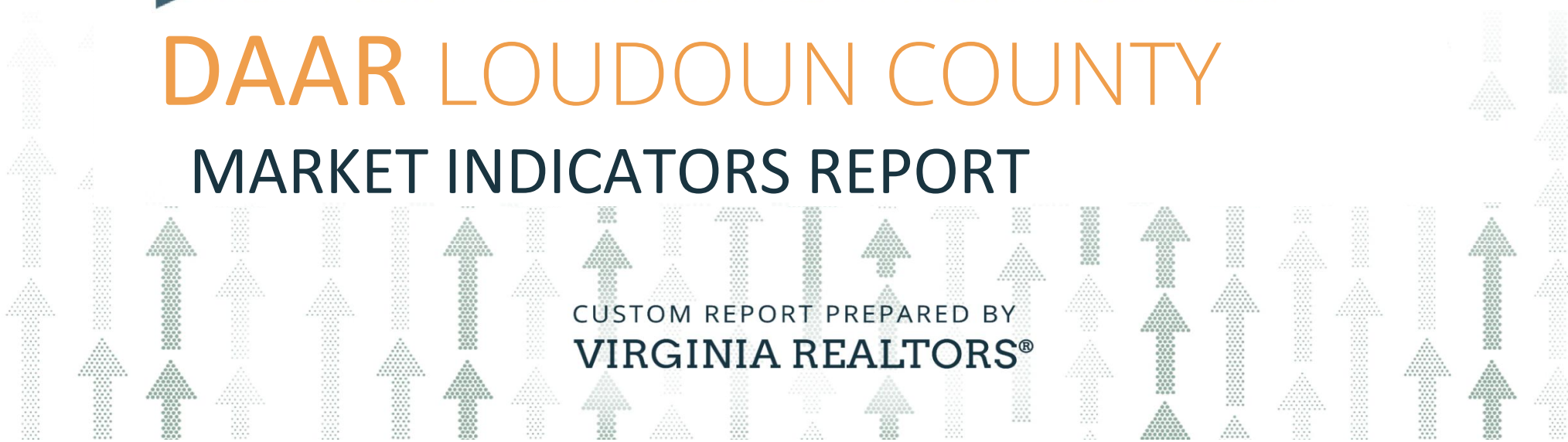


SEPTEMBER  
**2025**

# DAAR LOUDOUN COUNTY MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# DAAR Market Indicators Report



## Key Market Trends: September 2025

- Home sales have climbed for 13 straight months in Loudoun County.** The region had a total of 416 sales in September, which is 19 more than last year, showing a 4.8% increase. Activity rose in areas like Ashburn zip code 20147 with 19 additional sales (+34.5%) and Leesburg zip code 20176 with 17 more sales (+41.5%) compared to the previous year. Conversely, there were six fewer home sales in Aldie zip code 20105, down 18.2%. Sales stayed the same in Lovettsville zip code 20108.
- There were fewer pending sales this September compared to the same time a year ago.** Loudoun County had 13 fewer pending sales bringing the total to 445 this month, 2.8% less than last year. Pending sales grew in Leesburg zip code 20175 with 22 additional pending sales (+59.5%) and Chantilly zip code 20152 with 14 more than the year before (+63.6%). Activity declined in Ashburn zip code 20147 after growing in the last three months (-19.5%).
- Prices remain elevated in the Loudoun County market.** The median sales price rose 6.6% in September to \$757,149 in the county, \$47,149 more than the previous year. Home prices surged in Aldie zip code 20105, with costs up \$255,000 (+24.9%), and Lovettsville zip code 20180, with a \$194,250 price gain (+31.5%). Sale prices have declined for the third straight month in Leesburg zip code 20175, with a \$117,605 reduction in the median sales price (-14.6%).
- Active listings continued to rise across Loudoun County.** At the end of September, there were a total of 693 listings, up 35.1% from the previous year, an additional 180 listings. All local markets experienced growth, with Ashburn zip code 20147 (+62 listings) and Leesburg zip code 20175 (+26 listings) seeing the largest increases.



### DAAR Market Dashboard

YoY Chg	Sep-25	Indicator
▲ 4.8%	416	Sales
▼ -2.8%	445	Pending Sales
▲ 1.9%	652	New Listings
▲ 9.1%	\$764,000	Median List Price
▲ 6.6%	\$757,149	Median Sales Price
▲ 0.5%	\$288	Median Price Per Square Foot
▲ 8.7%	\$355.6	Sold Dollar Volume (in millions)
▼ -1.6%	99.3%	Average Sold/Ask Price Ratio
▲ 33.1%	30	Average Days on Market
▲ 35.1%	693	Active Listings
▲ 22.1%	1.6	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.

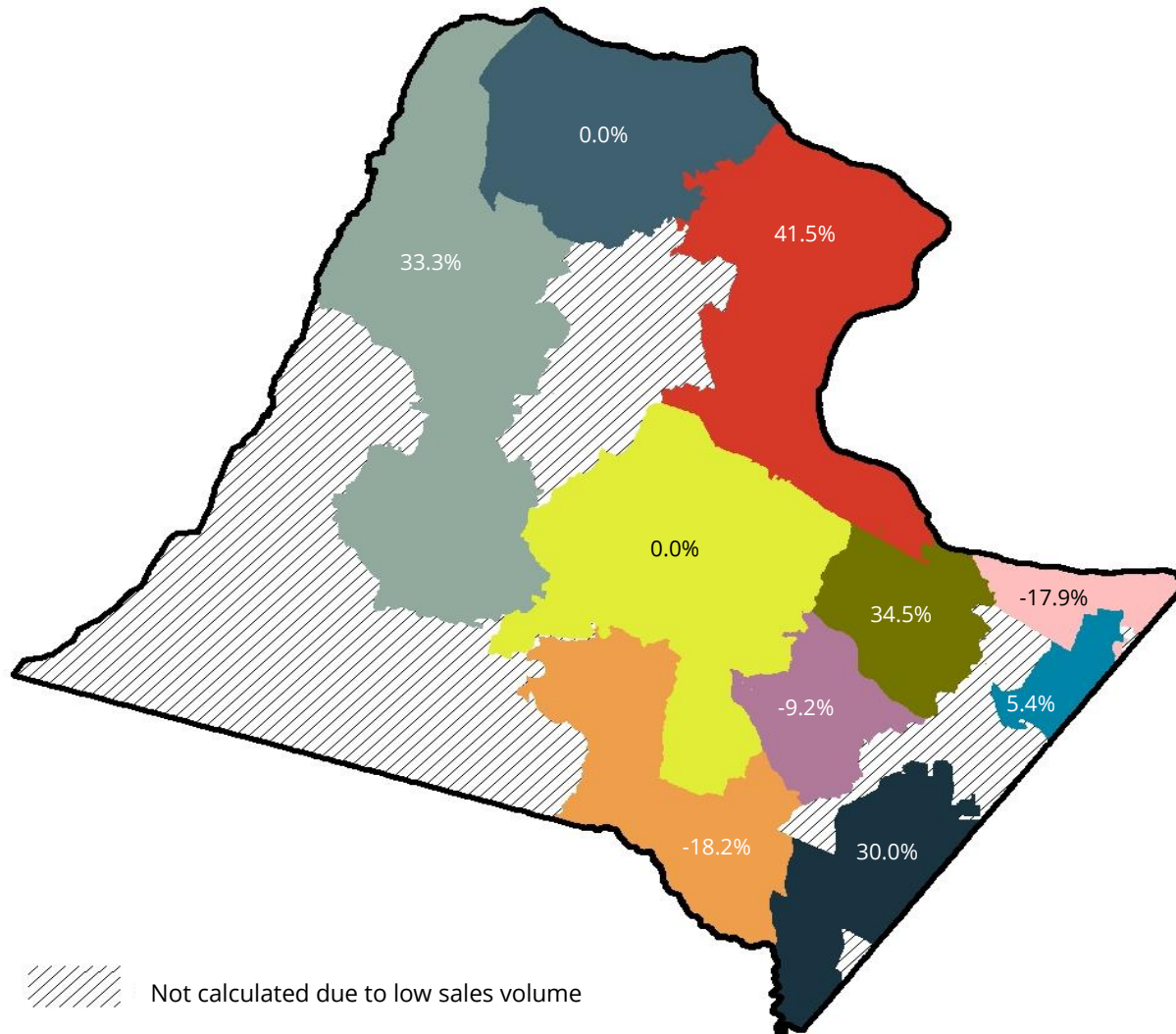
**Identify a Professional to Manage the Procedure.** REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**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 ana



# Market Activity - DAAR Footprint



Zip Code	Home Sales		% Chg
	Sep-24	Sep-25	
20105 Aldie	33	27	-18.2%
20132 Purcellville	21	28	33.3%
20147 Ashburn	55	74	34.5%
20148 Ashburn	65	59	-9.2%
20152 Chantilly	20	26	30.0%
20164 Sterling	37	39	5.4%
20165 Sterling	28	23	-17.9%
20175 Leesburg	42	42	0.0%
20176 Leesburg	41	58	41.5%
20180 Lovettsville	8	8	0.0%

# Total Market Overview



Key Metrics	2-year Trends		YoY Chg	2024 YTD	2025 YTD	YoY Chg	
	Sep-23	Sep-25					
Sales		397	<b>416</b>	4.8%	3,718	<b>3,964</b>	6.6%
Pending Sales		458	<b>445</b>	-2.8%	3,947	<b>4,150</b>	5.1%
New Listings		640	<b>652</b>	1.9%	5,295	<b>6,094</b>	15.1%
Median List Price		\$700,000	<b>\$764,000</b>	9.1%	\$729,990	<b>\$774,945</b>	6.2%
Median Sales Price		\$710,000	<b>\$757,149</b>	6.6%	\$740,000	<b>\$775,000</b>	4.7%
Median Price Per Square Foot		\$286	<b>\$288</b>	0.5%	\$288	<b>\$292</b>	1.4%
Sold Dollar Volume (in millions)		\$327.3	<b>\$355.6</b>	8.7%	\$3,086.4	<b>\$3,466.0</b>	12.3%
Average Sold/Ask Price Ratio		101.0%	<b>99.3%</b>	-1.6%	101.4%	<b>100.5%</b>	-0.9%
Average Days on Market		23	<b>30</b>	33.1%	17	<b>20</b>	23.4%
Active Listings		513	<b>693</b>	35.1%	n/a	<b>n/a</b>	n/a
Months of Supply		1.3	<b>1.6</b>	22.1%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Sep-23	Sep-25						
Sales			172	<b>202</b>	17.4%	1,727	<b>1,928</b>	11.6%
Pending Sales			209	<b>207</b>	-1.0%	1,821	<b>2,003</b>	10.0%
New Listings			280	<b>313</b>	11.8%	2,492	<b>2,971</b>	19.2%
Median List Price			\$1,018,093	<b>\$985,000</b>	-3.3%	\$975,000	<b>\$1,049,000</b>	7.6%
Median Sales Price			\$1,022,500	<b>\$981,250</b>	-4.0%	\$997,000	<b>\$1,055,000</b>	5.8%
Median Price Per Square Foot			\$277	<b>\$269</b>	-2.8%	\$273	<b>\$278</b>	1.6%
Sold Dollar Volume (in millions)			\$188.8	<b>\$222.3</b>	17.8%	\$1,867.5	<b>\$2,180.3</b>	16.7%
Average Sold/Ask Price Ratio			102.1%	<b>99.2%</b>	-2.9%	102.1%	<b>100.8%</b>	-1.3%
Average Days on Market			20	<b>31</b>	54.8%	15	<b>21</b>	38.2%
Active Listings			232	<b>355</b>	53.0%	n/a	<b>n/a</b>	n/a
Months of Supply			1.3	<b>1.7</b>	34.2%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



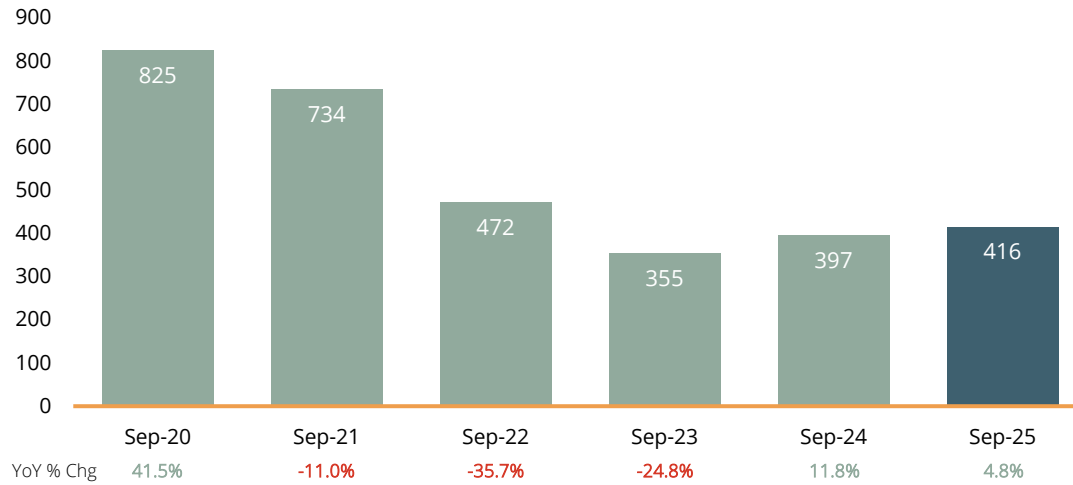
Key Metrics	2-year Trends		Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Sep-23	Sep-25						
Sales			225	<b>214</b>	-4.9%	1,991	<b>2,036</b>	2.3%
Pending Sales			249	<b>238</b>	-4.4%	2,126	<b>2,147</b>	1.0%
New Listings			360	<b>339</b>	-5.8%	2,803	<b>3,123</b>	11.4%
Median List Price			\$614,900	<b>\$612,000</b>	-0.5%	\$606,713	<b>\$619,990</b>	2.2%
Median Sales Price			\$615,000	<b>\$605,000</b>	-1.6%	\$612,798	<b>\$622,000</b>	1.5%
Median Price Per Square Foot			\$299	<b>\$295</b>	-1.2%	\$297	<b>\$302</b>	1.6%
Sold Dollar Volume (in millions)			\$138.5	<b>\$133.3</b>	-3.7%	\$1,218.9	<b>\$1,285.7</b>	5.5%
Average Sold/Ask Price Ratio			100.1%	<b>99.5%</b>	-0.6%	100.8%	<b>100.2%</b>	-0.6%
Average Days on Market			25	<b>29</b>	18.7%	18	<b>20</b>	12.8%
Active Listings			281	<b>338</b>	20.3%	n/a	<b>n/a</b>	n/a
Months of Supply			1.3	<b>1.4</b>	11.6%	n/a	<b>n/a</b>	n/a

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

# Sales



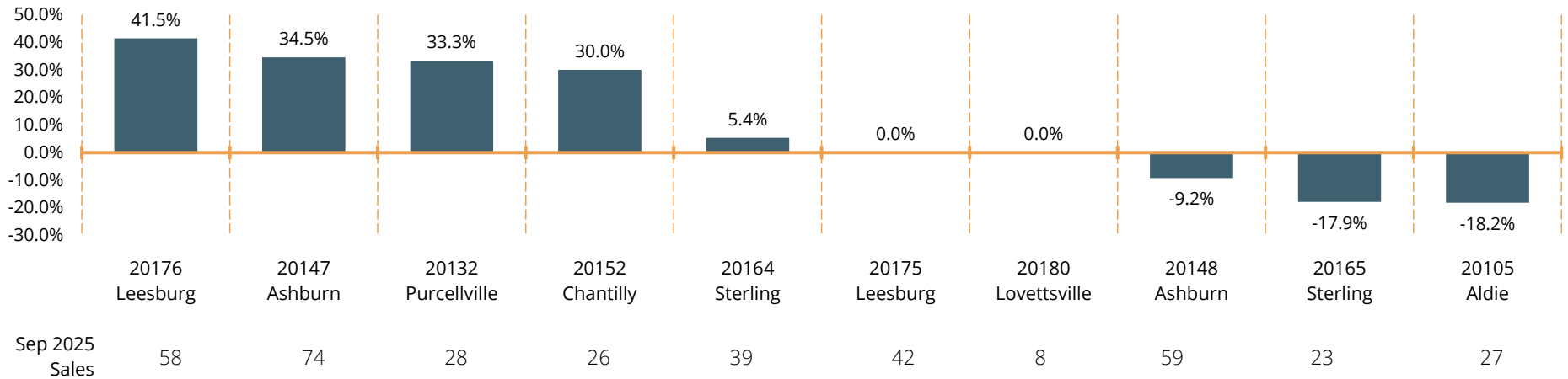
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	202	39.3%	266	33.7%
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%
12-month Avg	205	14.5%	228	8.0%

## Zip Code

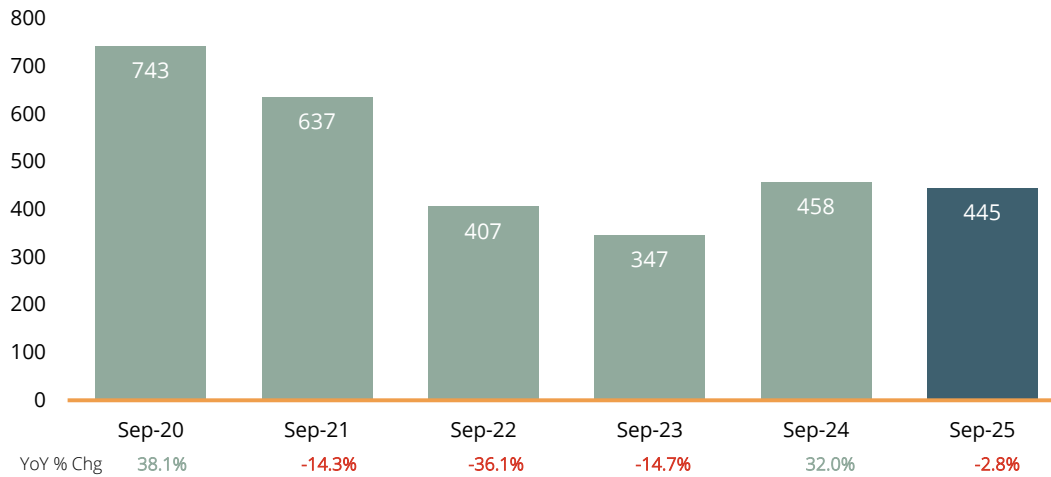
% Change in Sales  
Sep-24 to Sep-25



# Pending Sales



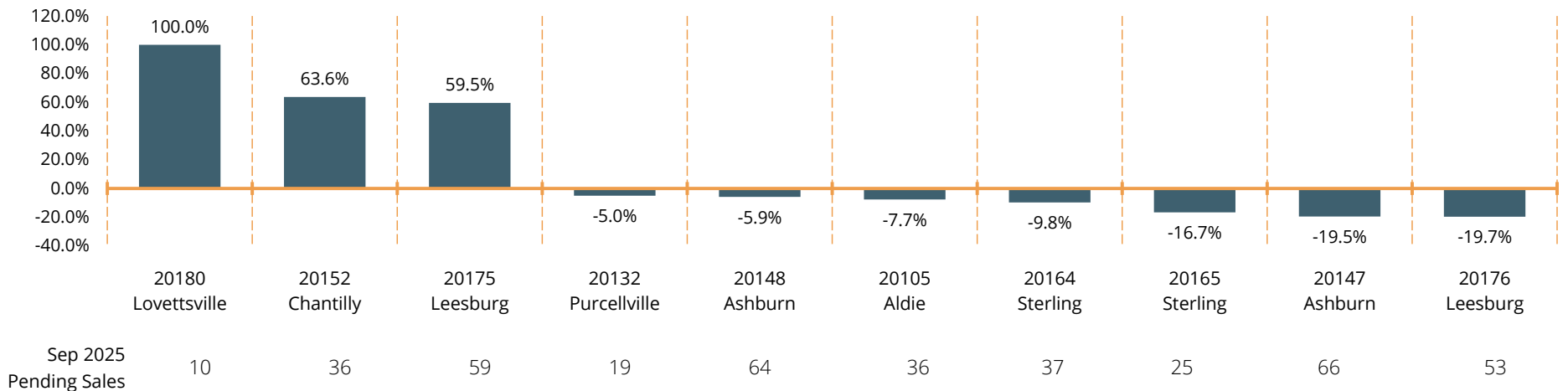
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	185	28.5%	243	31.4%
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%
12-month Avg	203	12.0%	227	5.2%

## Zip Code

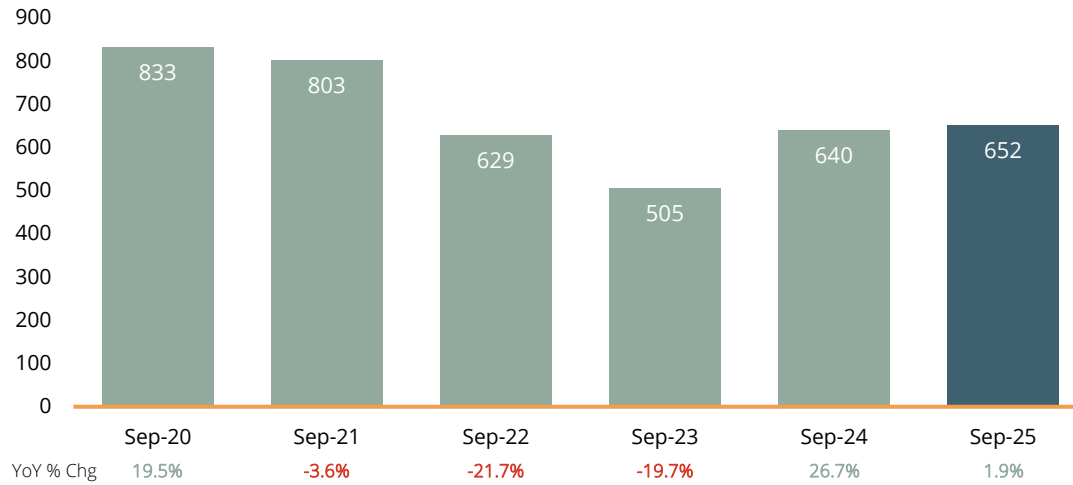
**% Change in Pending Sales**  
Sep-24 to Sep-25



# New Listings



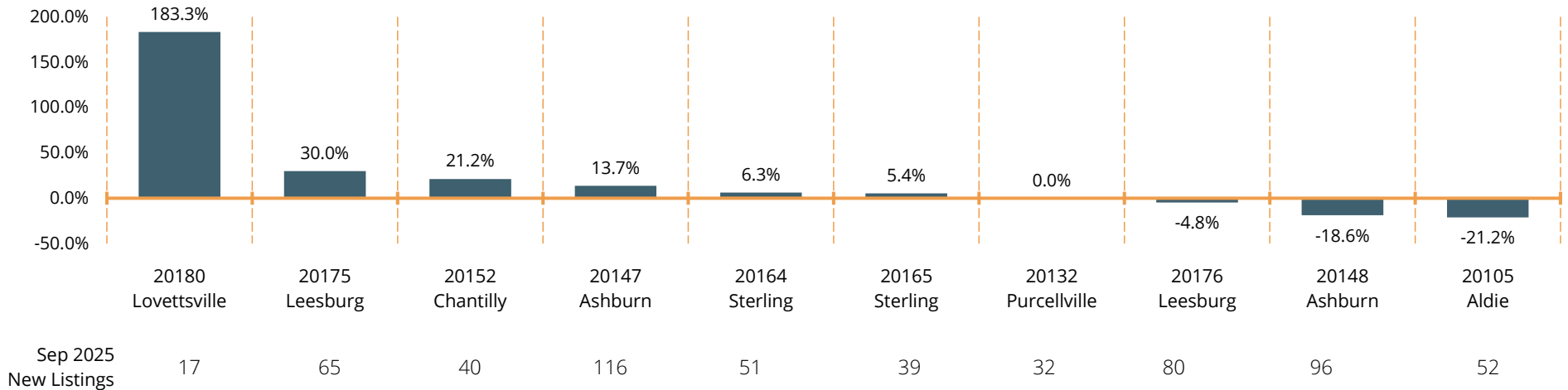
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	262	14.9%	296	21.3%
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%
12-month Avg	296	19.2%	317	11.3%

## Zip Code

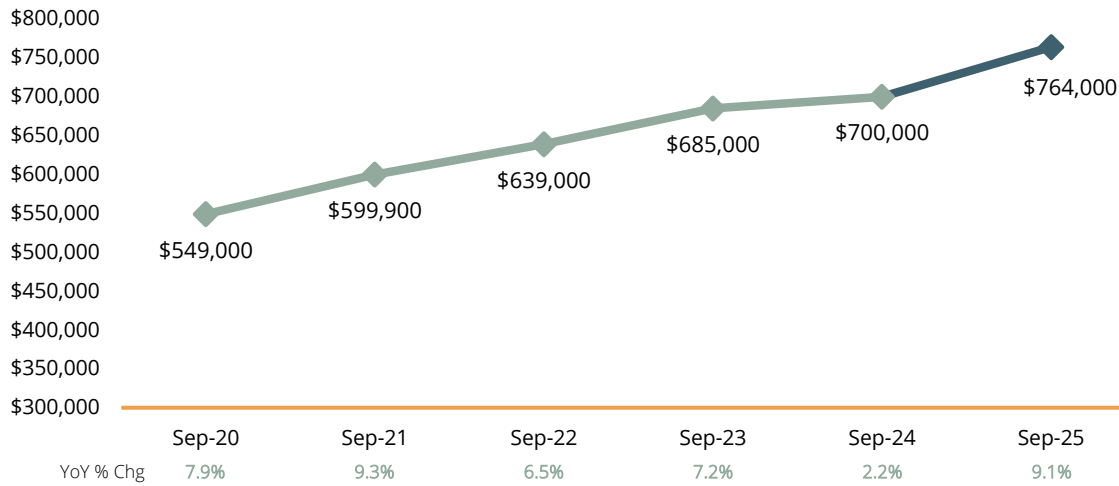
% Change in New Listings  
Sep-24 to Sep-25



# Median List Price



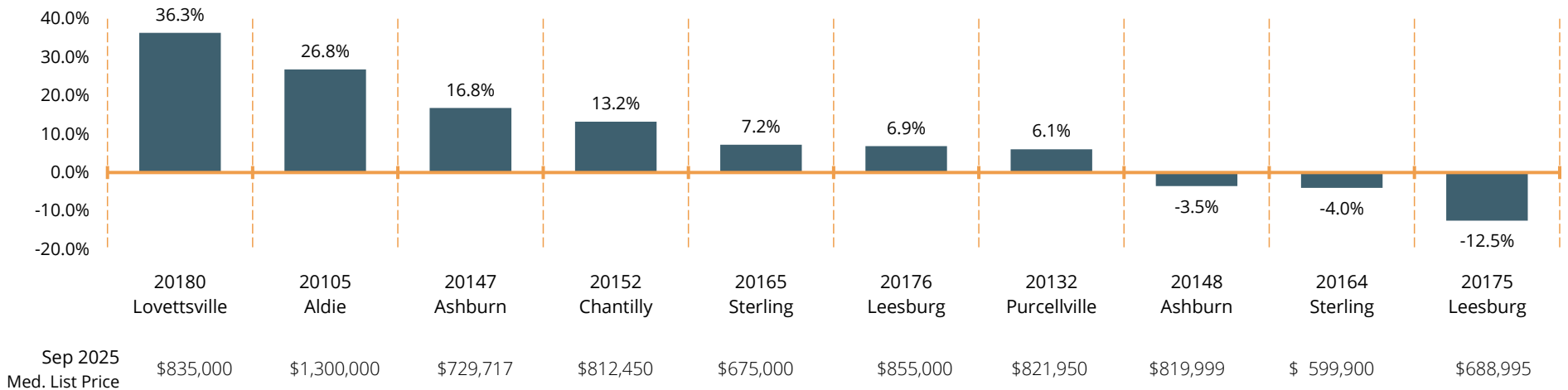
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	\$999,945	6.9%	\$619,945	10.7%
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%
12-month Avg	\$1,022,460	6.6%	\$616,344	3.3%

## Zip Code

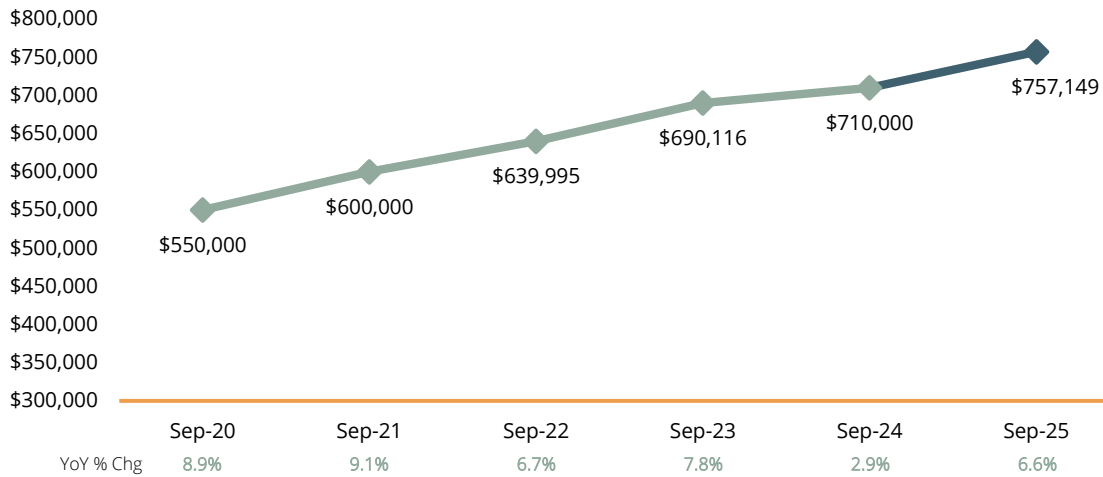
% Change in Median List Price  
Sep-24 to Sep-25



# Median Sales Price



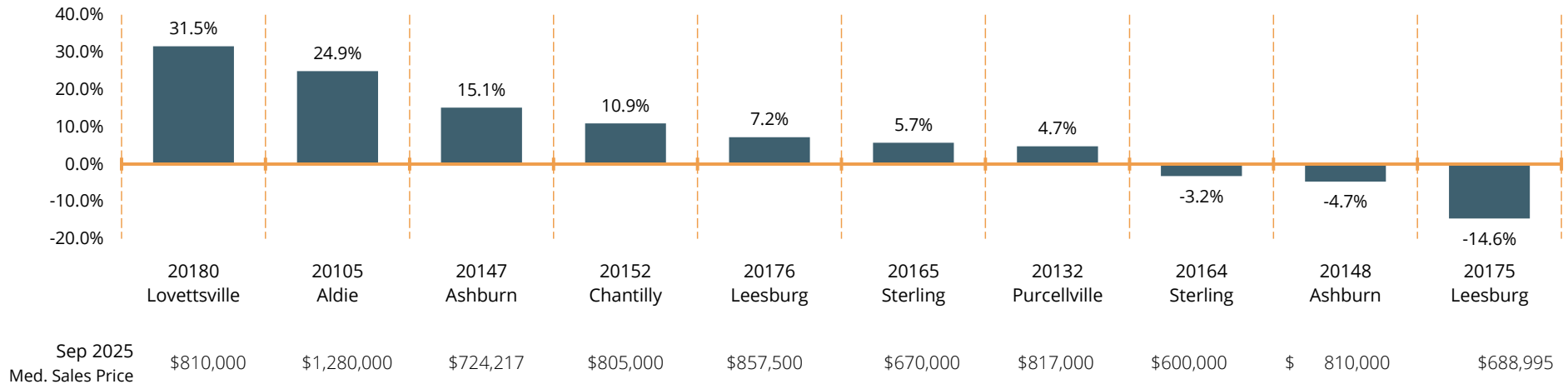
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	\$1,025,000	9.2%	\$615,237	9.9%
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%
12-month Avg	\$1,035,617	6.3%	\$617,791	2.8%

## Zip Code

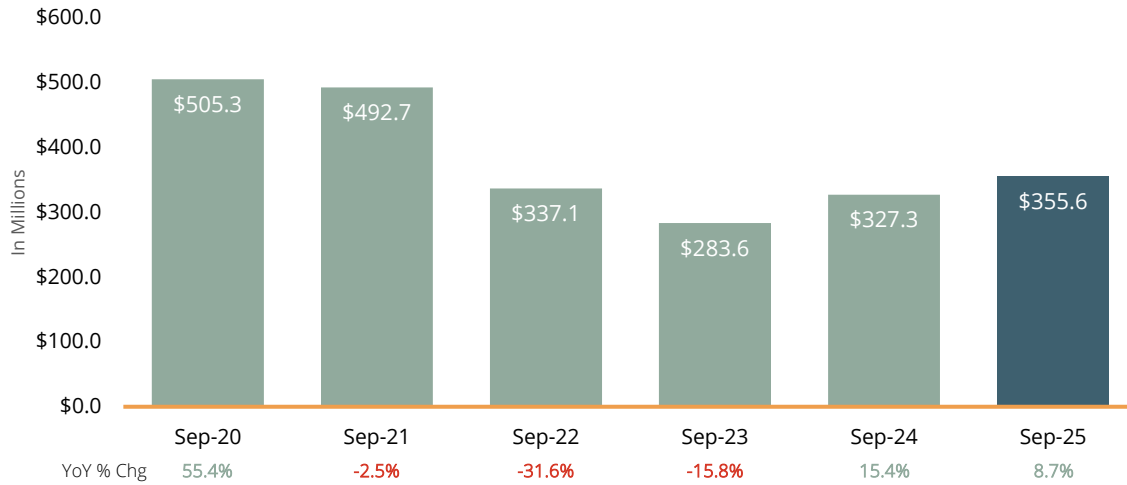
**% Change in Median Sales Price**  
Sep-24 to Sep-25



# Sold Dollar Volume (in millions)



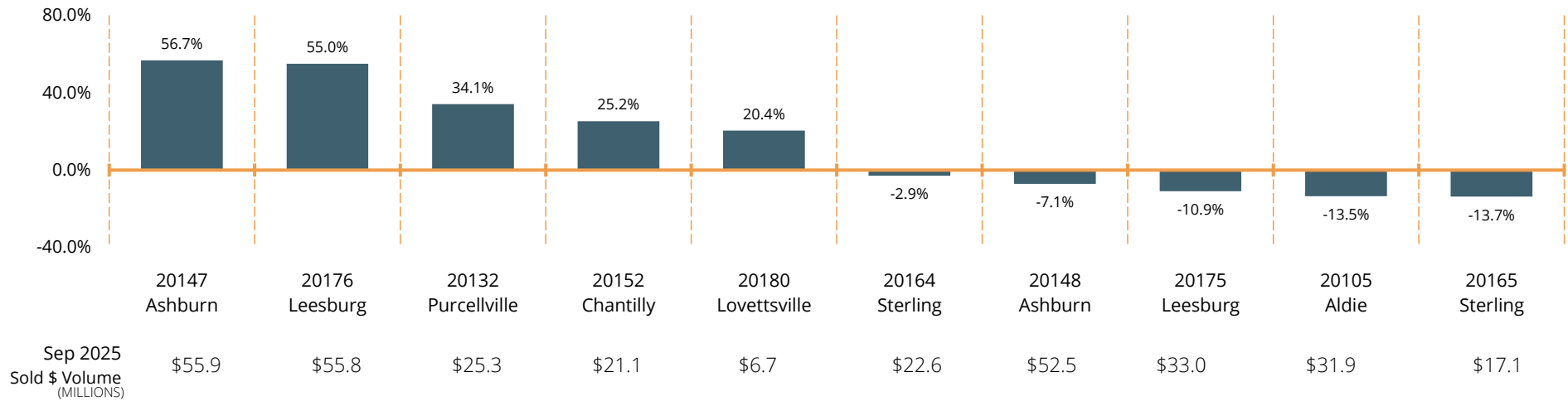
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	\$241.9	71.0%	\$167.9	47.2%
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%
12-month Avg	\$232.7	21.5%	\$143.7	12.3%

## Zip Code

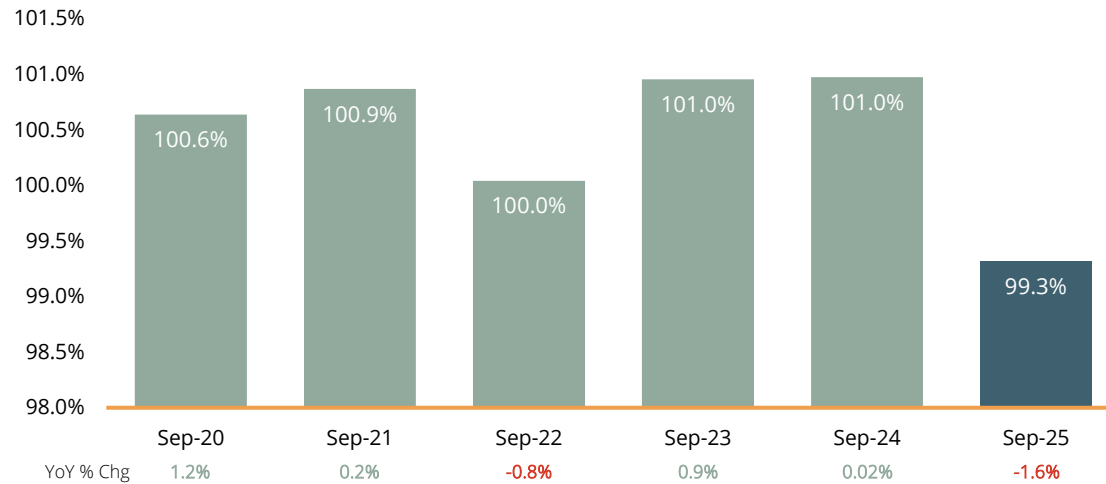
% Change in Sold Dollar Volume  
Sep-24 to Sep-25



# Average Sold to Ask Price Ratio



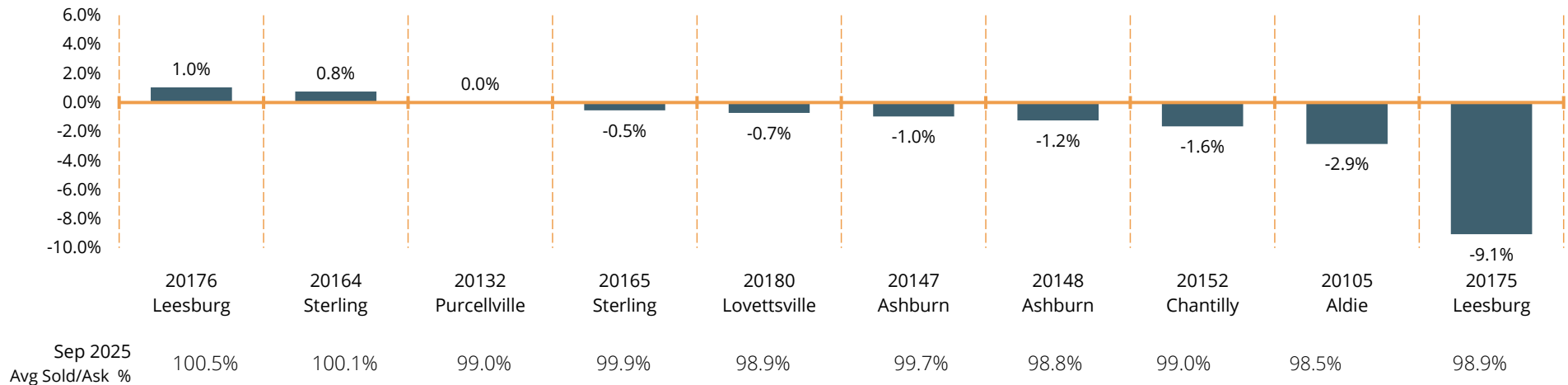
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	100.3%	0.3%	100.2%	-0.3%
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%
12-month Avg	100.9%	-0.6%	100.3%	-0.4%

## Zip Code

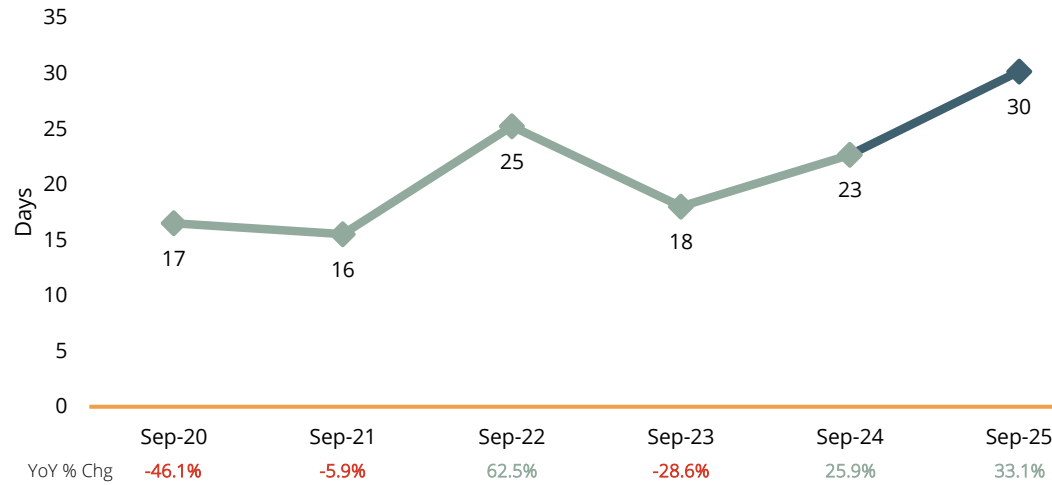
% Change in Average Sold to Ask Price Ratio  
Sep-24 to Sep-25



# Average Days on Market



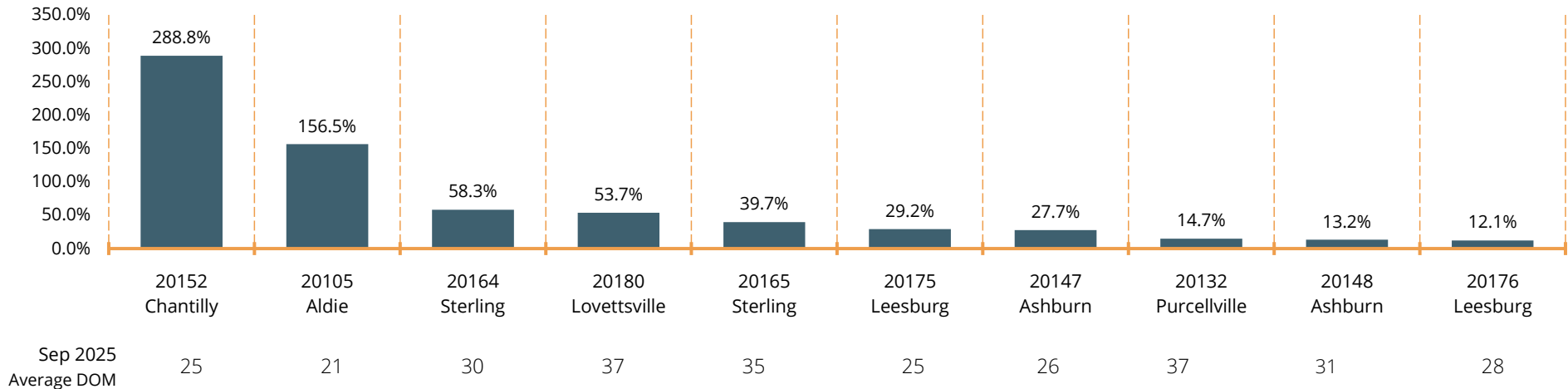
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	34	90.2%	20	32.4%
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%
12-month Avg	22	23.2%	20	11.7%

## Zip Code

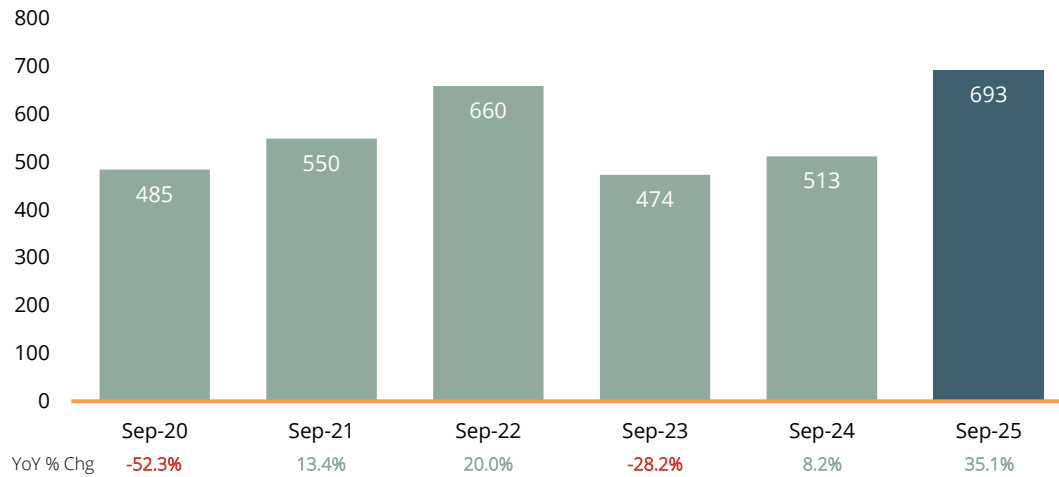
% Change in Average Days on Market  
Sep-24 to Sep-25



# Active Listings



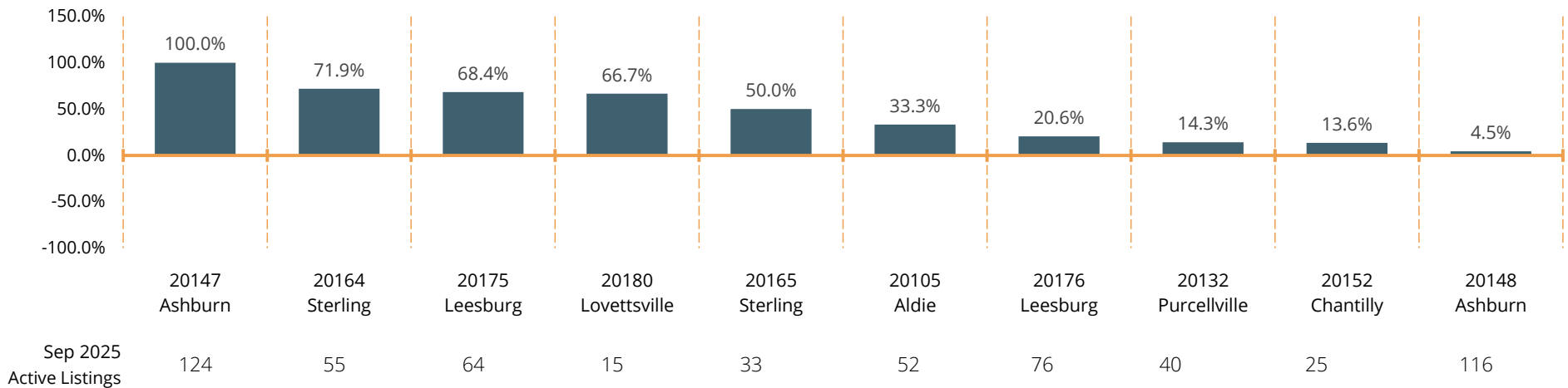
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	242	-6.2%	247	12.8%
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%
12-month Avg	290	31.9%	280	32.7%

## Zip Code

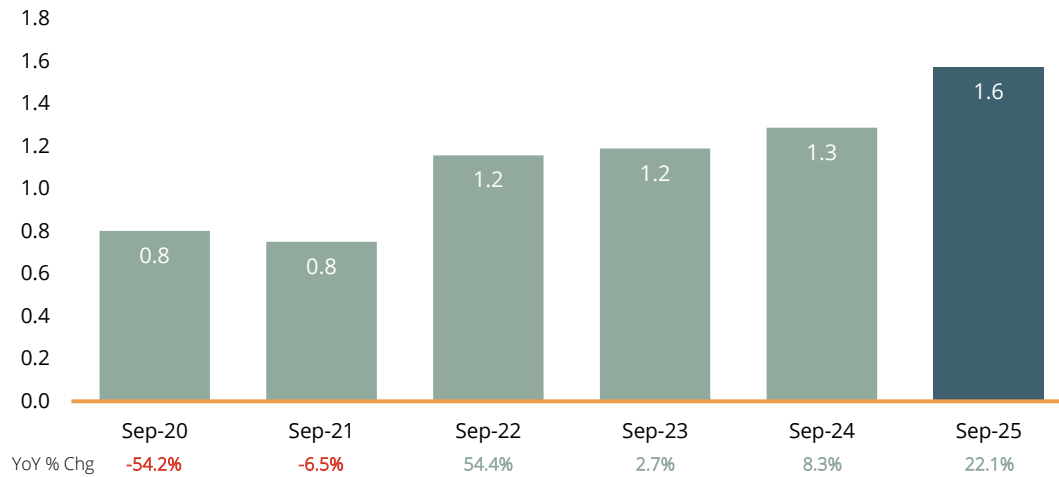
**% Change in Active Listings**  
Sep-24 to Sep-25



# Months Supply



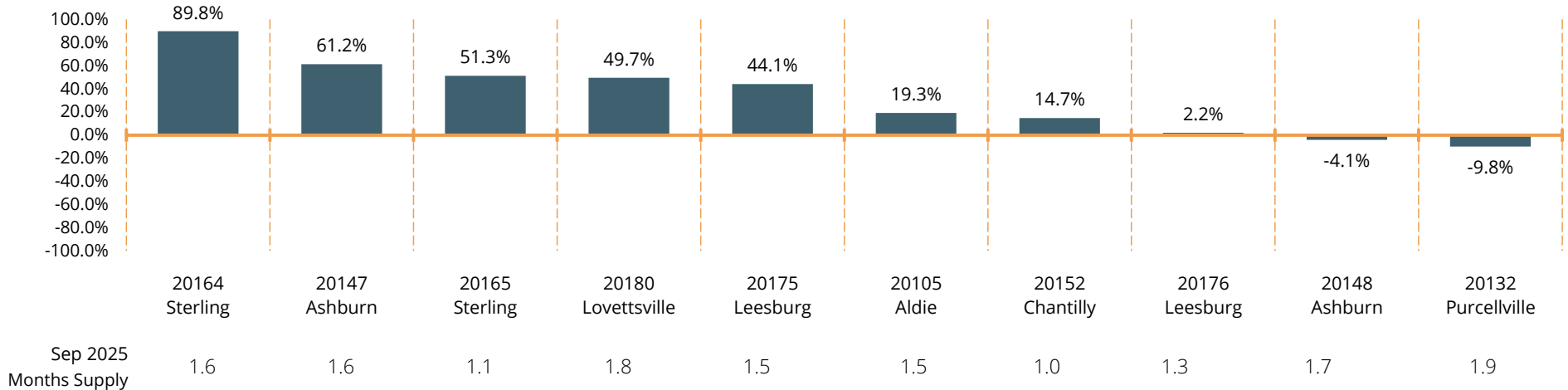
## Loudoun County



Month	Single-Family		Townhome & Condo	
	Detached	YoY Chg		YoY Chg
Oct-24	1.3	-8.5%	1.1	6.9%
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%
12-month Avg	1.5	19.6%	1.1	7.8%

## Zip Code

**% Change in Months of Supply**  
Sep-24 to Sep-25



# Area Overview



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Loudoun County	640	<b>652</b>	1.9%	397	<b>416</b>	4.8%	\$710,000	<b>\$757,149</b>	6.6%	513	<b>693</b>	35.1%	1.3	<b>1.6</b>	22.1%
20105	66	<b>52</b>	-21.2%	33	<b>27</b>	-18.2%	\$1,025,000	<b>\$1,280,000</b>	24.9%	39	<b>52</b>	33.3%	1.3	<b>1.5</b>	19.3%
20132	32	<b>32</b>	0.0%	21	<b>28</b>	33.3%	\$780,000	<b>\$817,000</b>	4.7%	35	<b>40</b>	14.3%	2.1	<b>1.9</b>	-9.8%
20147	102	<b>116</b>	13.7%	55	<b>74</b>	34.5%	\$629,218	<b>\$724,217</b>	15.1%	62	<b>124</b>	100.0%	1.0	<b>1.6</b>	61.2%
20148	118	<b>96</b>	-18.6%	65	<b>59</b>	-9.2%	\$850,000	<b>\$810,000</b>	-4.7%	111	<b>116</b>	4.5%	1.7	<b>1.7</b>	-4.1%
20152	33	<b>40</b>	21.2%	20	<b>26</b>	30.0%	\$726,000	<b>\$805,000</b>	10.9%	22	<b>25</b>	13.6%	0.8	<b>1.0</b>	14.7%
20164	48	<b>51</b>	6.3%	37	<b>39</b>	5.4%	\$620,000	<b>\$600,000</b>	-3.2%	32	<b>55</b>	71.9%	0.8	<b>1.6</b>	89.8%
20165	37	<b>39</b>	5.4%	28	<b>23</b>	-17.9%	\$633,750	<b>\$670,000</b>	5.7%	22	<b>33</b>	50.0%	0.7	<b>1.1</b>	51.3%
20175	50	<b>65</b>	30.0%	42	<b>42</b>	0.0%	\$806,600	<b>\$688,995</b>	-14.6%	38	<b>64</b>	68.4%	1.1	<b>1.5</b>	44.1%
20176	84	<b>80</b>	-4.8%	41	<b>58</b>	41.5%	\$799,999	<b>\$857,500</b>	7.2%	63	<b>76</b>	20.6%	1.2	<b>1.3</b>	2.2%
20180	6	<b>17</b>	183.3%	8	<b>8</b>	0.0%	\$615,750	<b>\$810,000</b>	31.5%	9	<b>15</b>	66.7%	1.2	<b>1.8</b>	49.7%



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.