

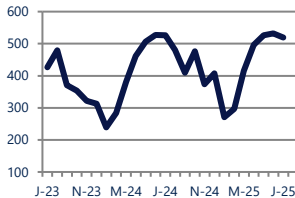
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **LOUDOUN COUNTY HOUSING MARKET**

JULY 2025

Units Sold

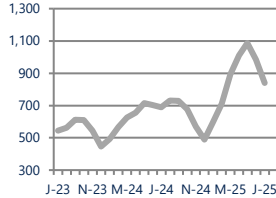
519



Down -1%
Vs. Year Ago

Active Inventory

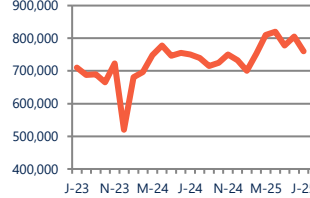
840



Up 22%
Vs. Year Ago

Median Sale Price

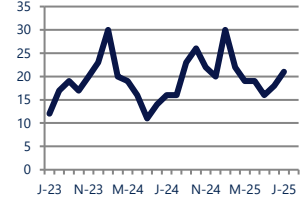
\$760,000



Up 1%
Vs. Year Ago

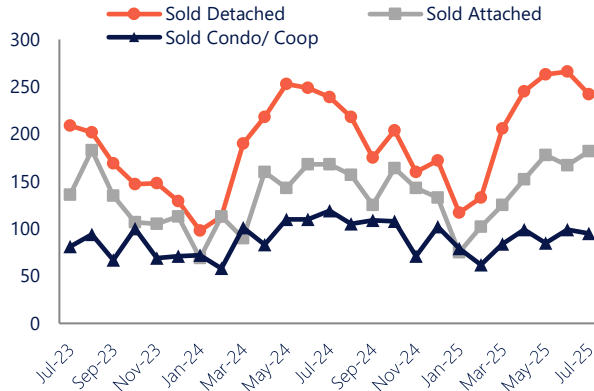
Days On Market

21



Up 31%
Vs. Year Ago

Units Sold*



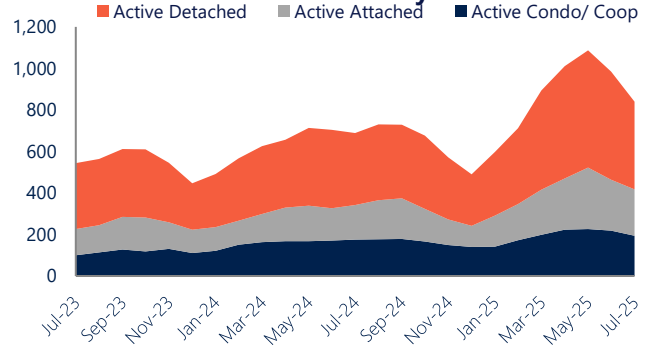
Units Sold

There was a decrease in total units sold in July, with 519 sold this month in Loudoun County versus 532 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 1% versus July 2024.

Active Inventory

Versus last year, the total number of homes available this month is higher by 151 units or 22%. The total number of active inventory this July was 840 compared to 689 in July 2024. This month's total of 840 is lower than the previous month's total supply of available inventory of 985, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Loudoun County Homes was \$750,000. This July, the median sale price was \$760,000, an increase of 1% or \$10,000 compared to last year. The current median sold price is 6% lower than in June.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

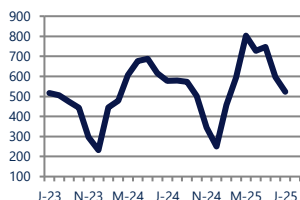
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FOCUS ON: **LOUDOUN COUNTY HOUSING MARKET**

JULY 2025

New Listings

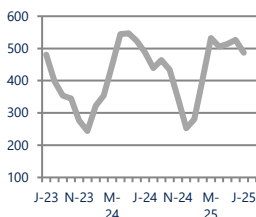
523



Down -9%
Vs. Year Ago

Current Contracts

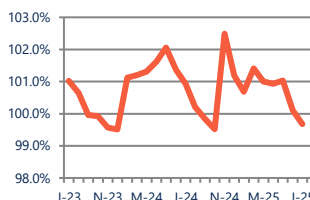
487



No Change
Vs. Year Ago

Sold Vs. List Price

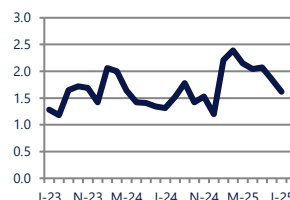
99.7%



Down -1.2%
Vs. Year Ago

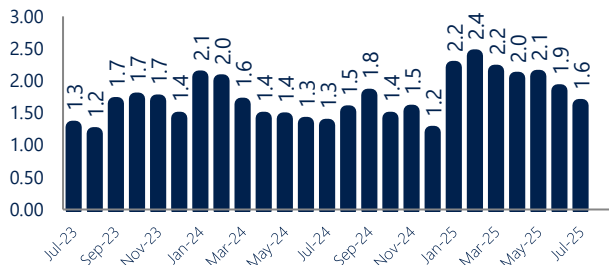
Months of Supply

1.6



Up 24%
Vs. Year Ago

Months Of Supply



Months of Supply

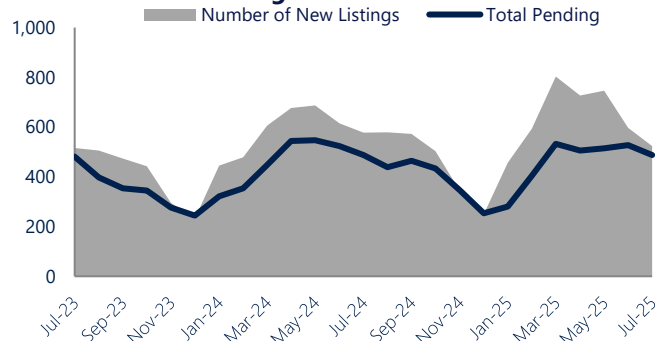
In July, there was 1.6 months of supply available in Loudoun County, compared to 1.3 in July 2024. That is an increase of 24% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

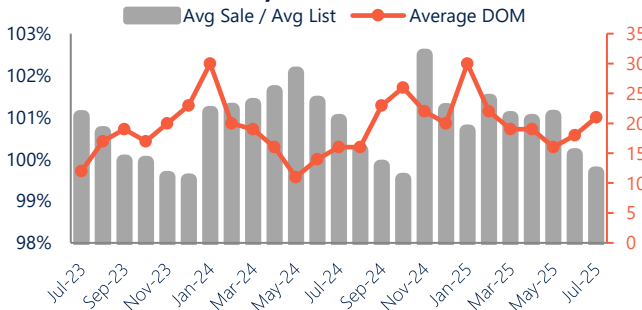
New Listings & Current Contracts

This month there were 523 homes newly listed for sale in Loudoun County compared to 577 in July 2024, a decrease of 9%. There were 487 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 8% lower than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Loudoun County was 99.7% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 21, higher than the average last year, which was 16, an increase of 31%.