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Home Sales Rise as Prices Ease and Inventory Expands Across Northern Virginia

Buyers regain options as listings surge and the market shifts toward better balance

FAIRFAX, Va. **(October 13, 2025)** Northern Virginia's housing market gained momentum in September as closed sales rose nearly 10% compared to last year — a sign that buyers are responding to a growing supply of homes across the region, according to the [Northern Virginia Association of Realtors® \(NVAR\)](#).

A total of 1,351 homes sold in September 2025, representing a 9.5% increase from September 2024. The total sold dollar volume climbed 14.6% year-over-year to reach \$1.21 billion, underscoring steady demand despite shifting prices and interest rates.

"The increase in sales volume tells us that buyers are reengaging as more listings become available," said NVAR CEO Ryan McLaughlin. "After several years of constrained inventory, the market is opening up — and when buyers see more options, they feel more confident making a move. That's good news for the health and stability of our regional market."

The median sold price dipped slightly to \$715,000, a 1.4% decrease from last year. This modest easing in prices, paired with expanding inventory, is giving buyers more breathing room in a market that had been intensely competitive for years.

Inventory growth was the standout story in September. The region reported 2,660 active listings, up a remarkable 40.5% compared to September 2024. The months of supply rose to 1.93, a 34.7% increase year-over-year — marking one of the highest levels of available inventory seen since before the pandemic.

"With more homes on the market, we are seeing a normalization of pace — and that's healthy," McLaughlin said. "A steady increase in listings and motivated buyers is creating the conditions for a stable, more predictable market — one that supports lasting growth and greater confidence across the region."

Homes spent an average of 28 days on the market, up 40% from last year, suggesting that buyers are taking more time to evaluate their options.

"This is what a maturing market looks like," McLaughlin added. "Buyers are more intentional, and sellers are more strategic. The next several months will test how both sides adjust to these new dynamics — but ultimately, balance benefits everyone."

The September numbers reflect a steady transition in Northern Virginia's housing market, highlighting a period of adjustment that may set the tone for the months ahead.

BACKGROUND

The Northern Virginia Association of Realtors® reports on home sales activity for Fairfax and Arlington counties, the cities of Alexandria, Fairfax, and Falls Church and the towns of Vienna, Herndon, and Clifton. Below are September 2025 regional home sales compared to September 2024 for Northern Virginia, with data derived from Bright MLS as of October 9, 2025 (total sales and listings may not include garage/parking spaces):

- The number of closed sales in September 2025 was 1,351 units. This was up 9.5% compared to September 2024.
- The volume sold in September 2025 was \$1,210,804. This was a 14.6% increase compared to September 2024.
- The median sold price was \$715,000 in September 2025. This was down 1.4% compared to September 2024.
- The number of new pending sales in September 2025 increased to 1,436 units — a 3.8% increase compared to September 2024.
- The number of active listings in September 2025 was 2,660 units. This number was up 40.5% compared to September 2024.
- Average days on market was 28 days in September 2025. This was up 40.0% compared to September 2024.
- Months of supply of inventory in September 2025 was 1.93. This was up 34.7% compared to September 2024.

Read more about the NVAR regional housing market at nvar.com/Marketstats.

NVAR Charts, Graphs, Social Media for September 2025 NVAR Housing Stats

September Housing Data: [Click here.](#)

Regional Jurisdiction Infographic: [Click here.](#)

NVAR Region Infographic: [Click here.](#)

NVAR 2025 Mid-Year Housing Forecast Update: [Click here.](#)

These links are accessible from the Market Stats page here: [Click here.](#)

About NVAR

The [Northern Virginia Association of Realtors® \(NVAR\)](#) serves as the voice of real estate in the Greater Northern Virginia Region. NVAR is dedicated to enhancing Realtor® success by delivering exceptional value, driving innovation, and impacting the industry. Headquartered in Fairfax, Virginia, NVAR supports its 12,000 members with essential resources, including industry education, advocacy, networking, and professional development opportunities. The Association is committed to promoting ethical practices and excellence in real estate. It advocates on behalf of homebuyers, sellers, renters, and commercial tenants who are directly affected by local, state, and federal policy decisions impacting affordability, property rights, and quality of life. NVAR strives to elevate the standards of the real estate industry and to contribute to the overall growth and prosperity of the Washington DC Metropolitan Area and beyond. nvar.com.

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