

MARCH  
**2024**

# **BRAR** BLUE RIDGE

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# BRAR Market Indicators Report



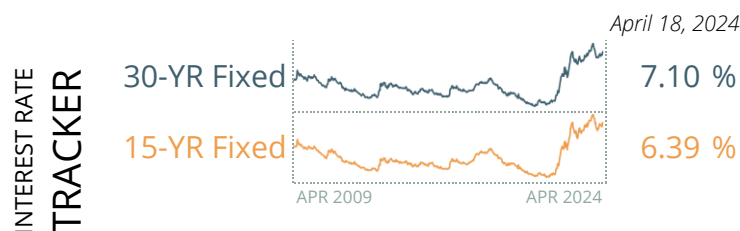
## Key Market Trends: March 2024

- Year-over-year sales activity in the BRAR market fell for the first time in 2024.** There were 211 home sales in the BRAR region in March, seven fewer than last year, showing a 3.2% decline. Clarke County had 12 home sales in March, six less than the previous year, marking a 33.3% drop. This is the first time sales activity has dropped in the county in the past four months. There were 133 closed sales in Frederick County, 13 more than last year, a 10.8% increase.
- The number of pending sales rose for the first time this year in the BRAR region.** At 250, pending sales activity in the BRAR area rose 12.6% from last March (+28 pending sales). Frederick County had 146 pending contracts in March, 27 more than a year ago, a 22.7% increase. Pending sales activity has increased in the county for five consecutive months.
- The median sales price in the BRAR footprint reached a new high in March.** The median sales price in March was \$424,999 in the BRAR area, marking a 10.4% increase compared to last year, which is an additional \$39,999. At \$410,000, the median sales price in Warren County jumped \$70,000 from last March, a 20.6% price increase. The median sales price declined sharply in Winchester (-\$51,900) and Clarke County (-\$102,495) from last March.
- The number of active listings increased in the BRAR region for the first time in 10 months.** At the end of March, there were 320 active listings across the BRAR area, 15 more than last year, showing a 4.9% increase. Frederick County had 191 active listings at the end of the month, three fewer than last March (-1.5%).



BRAR Market Dashboard

YoY Chg	Mar-24	Indicator
▼ -3.2%	211	Sales
▲ 12.6%	250	Pending Sales
▲ 30.3%	357	New Listings
▲ 10.7%	\$424,995	Median List Price
▲ 10.4%	\$424,999	Median Sales Price
▲ 14.8%	\$219	Median Price Per Square Foot
▲ 9.0%	\$98.6	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -7.2%	45	Average Days on Market
▲ 4.9%	320	Active Listings
▲ 18.7%	1.6	Months of Supply



# Report Index



Market Activity - BRAR 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
Median Sold to Ask Price Ratio -----	14
Average Days on Market -----	15
Active Listings -----	16
Months of Supply -----	17
Area Overview - Total Market -----	18
Area Overview - Total Market YTD -----	19
Area Overview - Single-Family Detached Market -----	20
Area Overview - Single-Family Detached Market YTD -----	21
Area Overview - Townhome & Condo Market -----	22
Area Overview - Townhome & Condo Market YTD -----	23

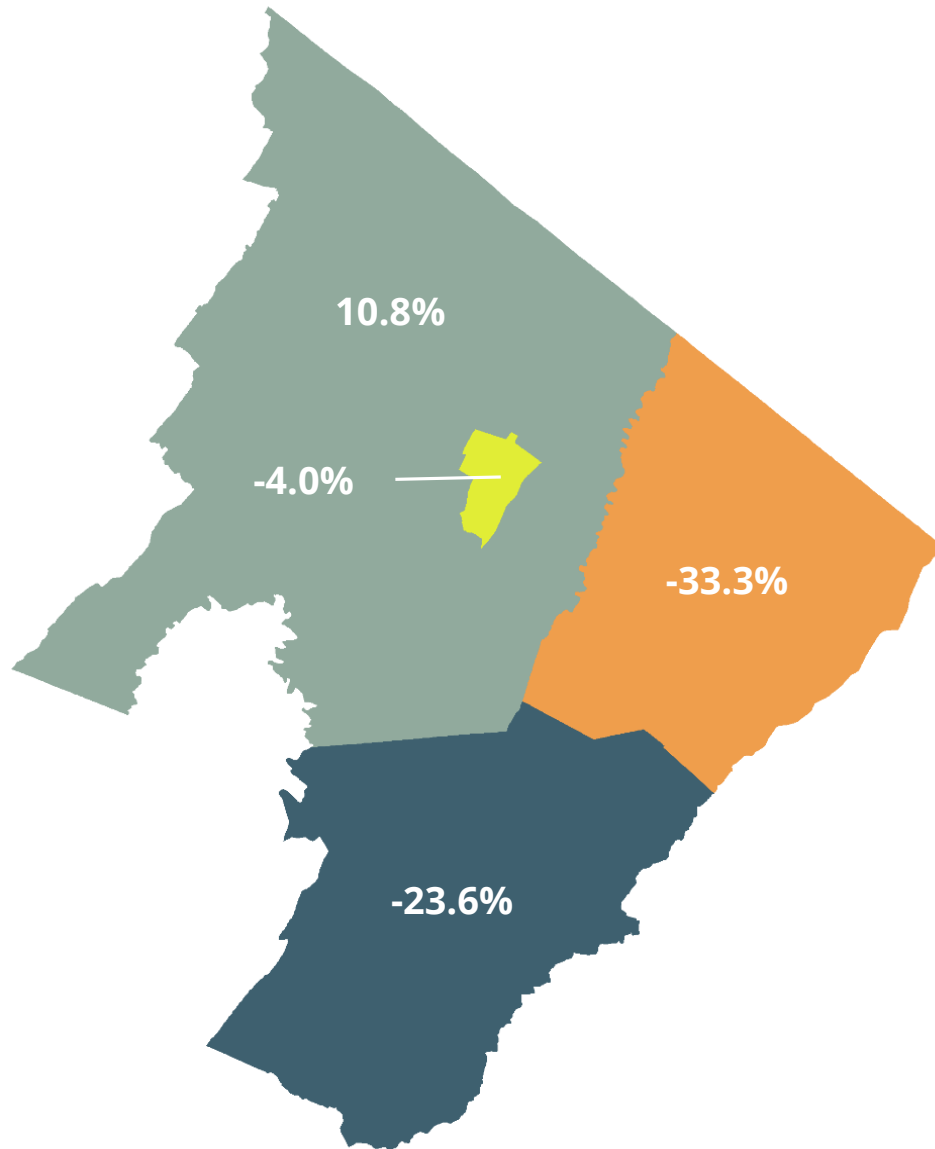
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**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®.



# Market Activity - BRAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Mar-23	Mar-24	% Chg
Clarke County	18	12	-33.3%
Frederick County	120	133	10.8%
Warren County	55	42	-23.6%
Winchester	25	24	-4.0%
<b>BRAR</b>	<b>218</b>	<b>211</b>	<b>-3.2%</b>

Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Total Market Overview



Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			218	<b>211</b>	-3.2%	486	<b>523</b>	7.6%
Pending Sales			222	<b>250</b>	12.6%	600	<b>624</b>	4.0%
New Listings			274	<b>357</b>	30.3%	706	<b>793</b>	12.3%
Median List Price			\$383,950	<b>\$424,995</b>	10.7%	\$365,000	<b>\$406,000</b>	11.2%
Median Sales Price			\$385,000	<b>\$424,999</b>	10.4%	\$365,000	<b>\$403,995</b>	10.7%
Median Price Per Square Foot			\$191	<b>\$219</b>	14.8%	\$187	<b>\$212</b>	13.1%
Sold Dollar Volume (in millions)			\$90.5	<b>\$98.6</b>	9.0%	\$193.3	<b>\$230.6</b>	19.3%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			48	<b>45</b>	-7.2%	46	<b>48</b>	5.5%
Active Listings			305	<b>320</b>	4.9%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>1.6</b>	18.7%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			181	<b>186</b>	2.8%	412	<b>453</b>	10.0%
Pending Sales			185	<b>209</b>	13.0%	508	<b>534</b>	5.1%
New Listings			233	<b>297</b>	27.5%	586	<b>679</b>	15.9%
Median List Price			\$399,900	<b>\$440,000</b>	10.0%	\$380,000	<b>\$425,000</b>	11.8%
Median Sales Price			\$396,990	<b>\$437,500</b>	10.2%	\$380,000	<b>\$425,000</b>	11.8%
Median Price Per Square Foot			\$191	<b>\$224</b>	17.3%	\$189	<b>\$218</b>	15.1%
Sold Dollar Volume (in millions)			\$79.4	<b>\$90.6</b>	14.2%	\$170.9	<b>\$208.4</b>	22.0%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			52	<b>47</b>	-9.7%	48	<b>52</b>	8.7%
Active Listings			268	<b>278</b>	3.7%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>1.6</b>	17.7%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed Apr 15, 2024

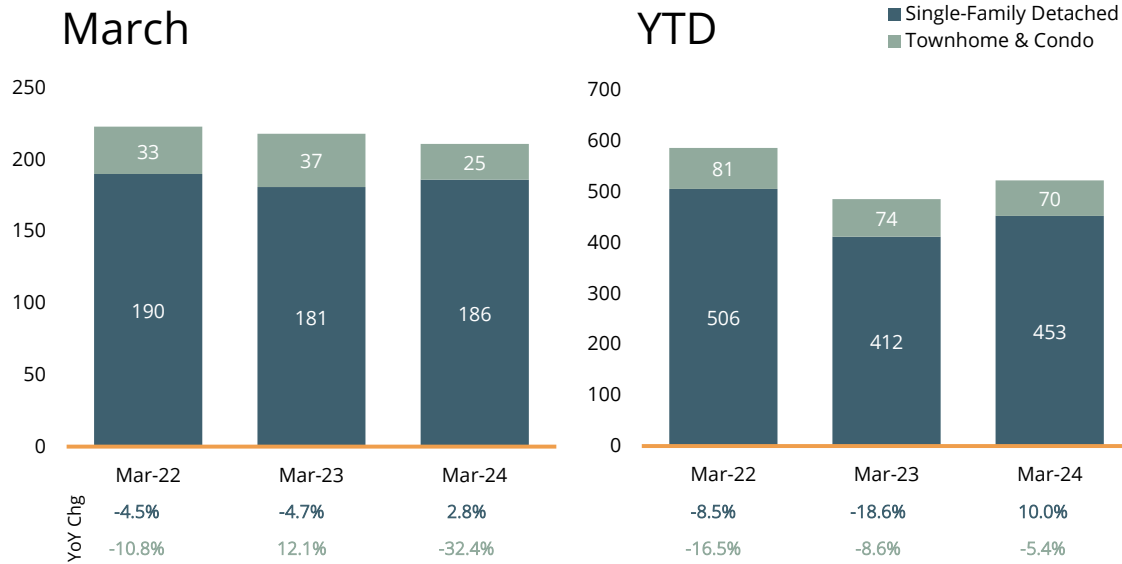
# Townhome & Condo Market Overview



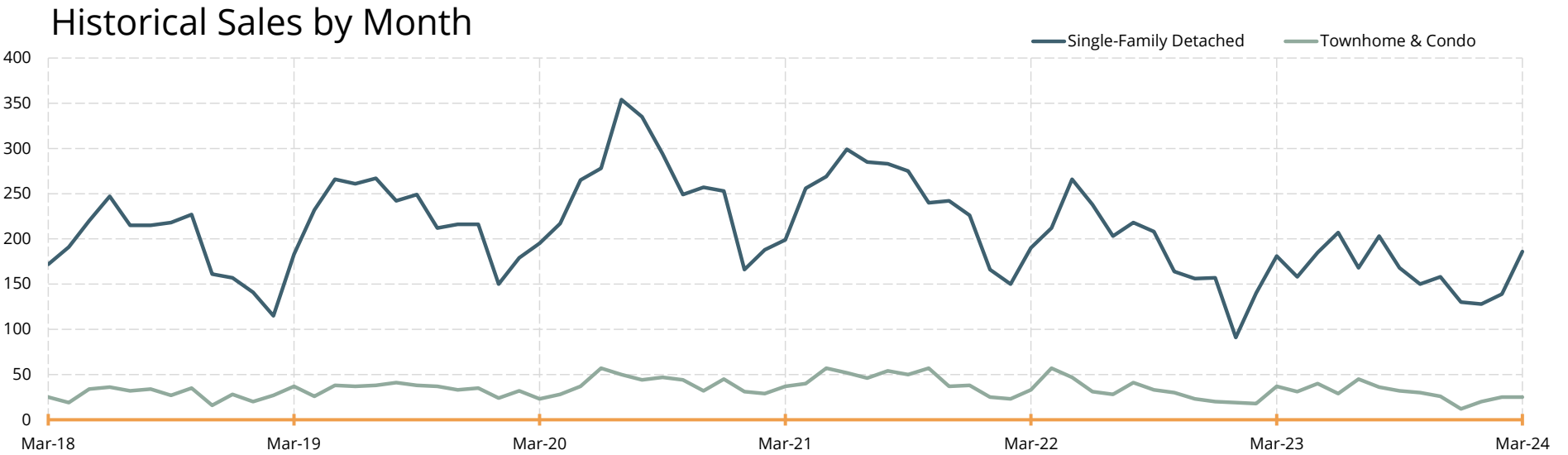
Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			37	<b>25</b>	-32.4%	74	<b>70</b>	-5.4%
Pending Sales			37	<b>41</b>	10.8%	92	<b>90</b>	-2.2%
New Listings			41	<b>60</b>	46.3%	120	<b>114</b>	-5.0%
Median List Price			\$299,000	<b>\$334,000</b>	11.7%	\$310,000	<b>\$329,785</b>	6.4%
Median Sales Price			\$295,000	<b>\$334,000</b>	13.2%	\$310,000	<b>\$321,785</b>	3.8%
Median Price Per Square Foot			\$185	<b>\$192</b>	3.7%	\$183	<b>\$191</b>	4.5%
Sold Dollar Volume (in millions)			\$11.1	<b>\$8.0</b>	-28.3%	\$22.4	<b>\$22.2</b>	-1.0%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>99.3%</b>	-0.7%
Average Days on Market			31	<b>29</b>	-3.5%	36	<b>26</b>	-28.0%
Active Listings			37	<b>42</b>	13.5%	N/A	<b>N/A</b>	N/A
Months of Supply			1.1	<b>1.4</b>	26.1%	N/A	<b>N/A</b>	N/A

Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Sales



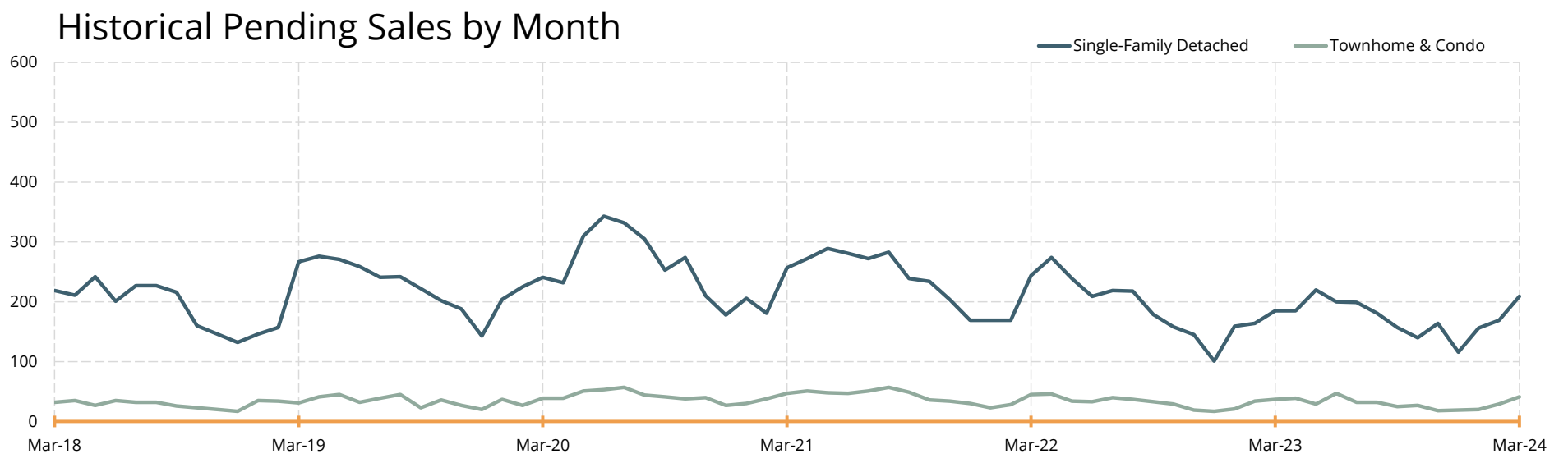
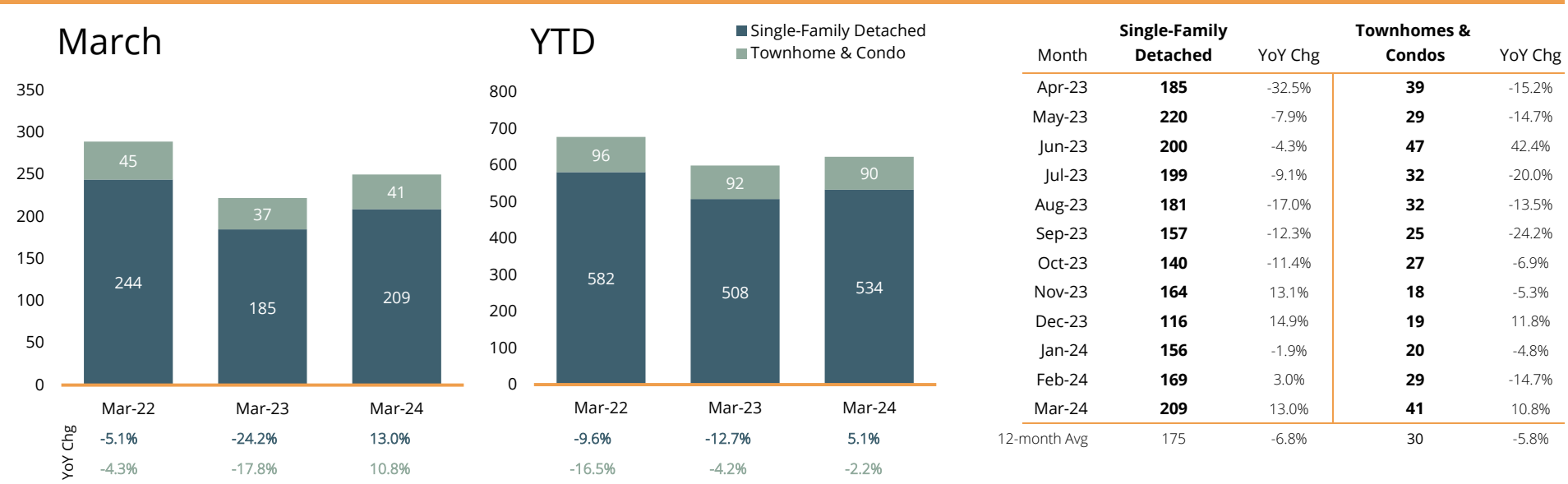
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	158	-25.5%	31	-45.6%
May-23	185	-30.5%	40	-14.9%
Jun-23	207	-13.0%	29	-6.5%
Jul-23	168	-17.2%	45	60.7%
Aug-23	203	-6.9%	36	-12.2%
Sep-23	168	-19.2%	32	-3.0%
Oct-23	150	-8.5%	30	0.0%
Nov-23	158	1.3%	26	13.0%
Dec-23	130	-17.2%	12	-40.0%
Jan-24	128	40.7%	20	5.3%
Feb-24	139	-0.7%	25	38.9%
Mar-24	186	2.8%	25	-32.4%
12-month Avg	165	-11.4%	29	-8.6%



Source: Virginia REALTORS®, data accessed Apr 15, 2024

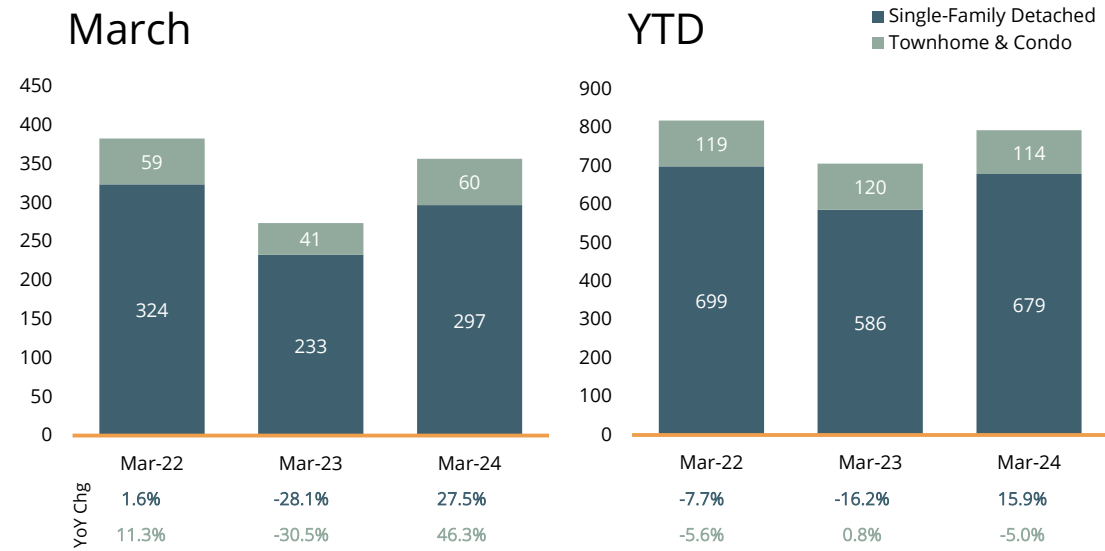


# Pending Sales

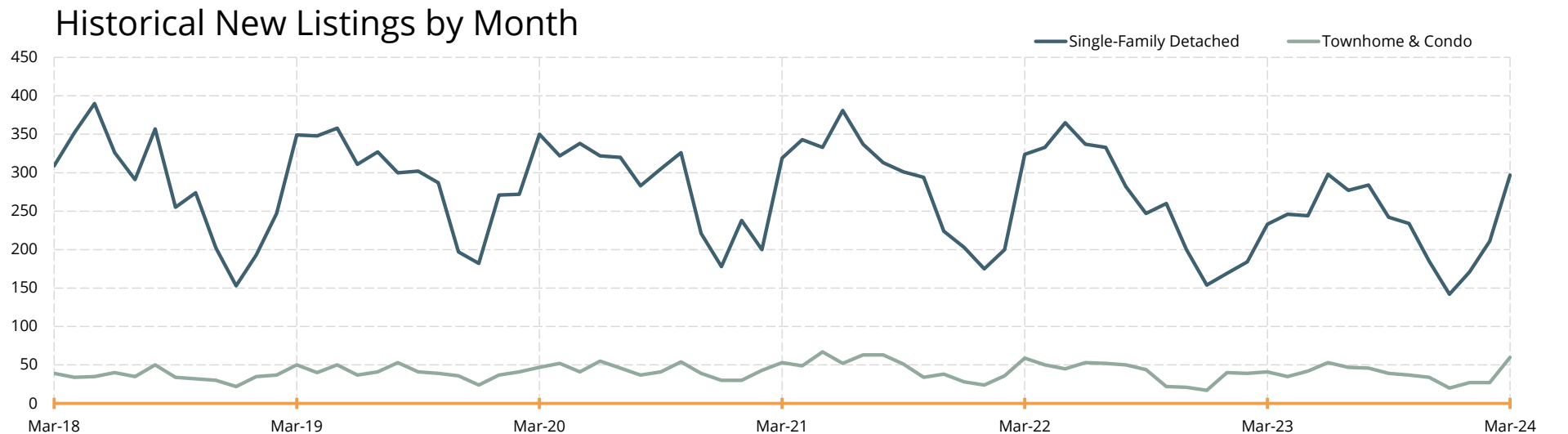


Source: Virginia REALTORS®, data accessed Apr 15, 2024

# New Listings

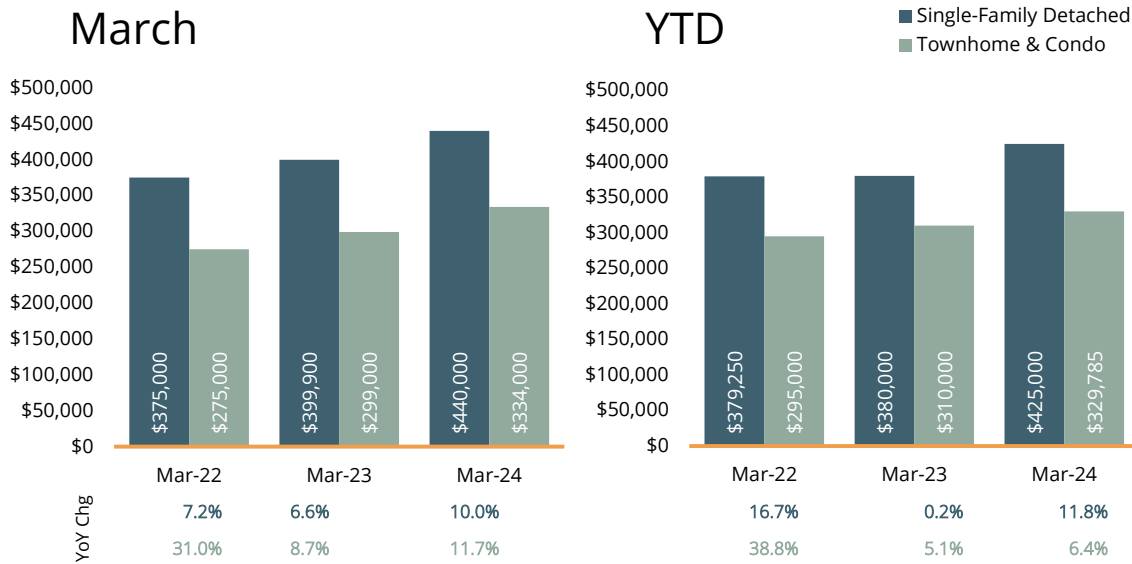


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-23	246	-26.1%	35	-30.0%
May-23	244	-33.2%	42	-6.7%
Jun-23	298	-11.6%	53	0.0%
Jul-23	277	-16.8%	47	-9.6%
Aug-23	284	0.7%	46	-8.0%
Sep-23	242	-2.0%	39	-11.4%
Oct-23	234	-10.0%	37	68.2%
Nov-23	185	-7.5%	34	61.9%
Dec-23	142	-7.8%	20	17.6%
Jan-24	171	1.2%	27	-32.5%
Feb-24	211	14.7%	27	-30.8%
Mar-24	297	27.5%	60	46.3%
12-month Avg	236	-8.6%	39	-1.5%



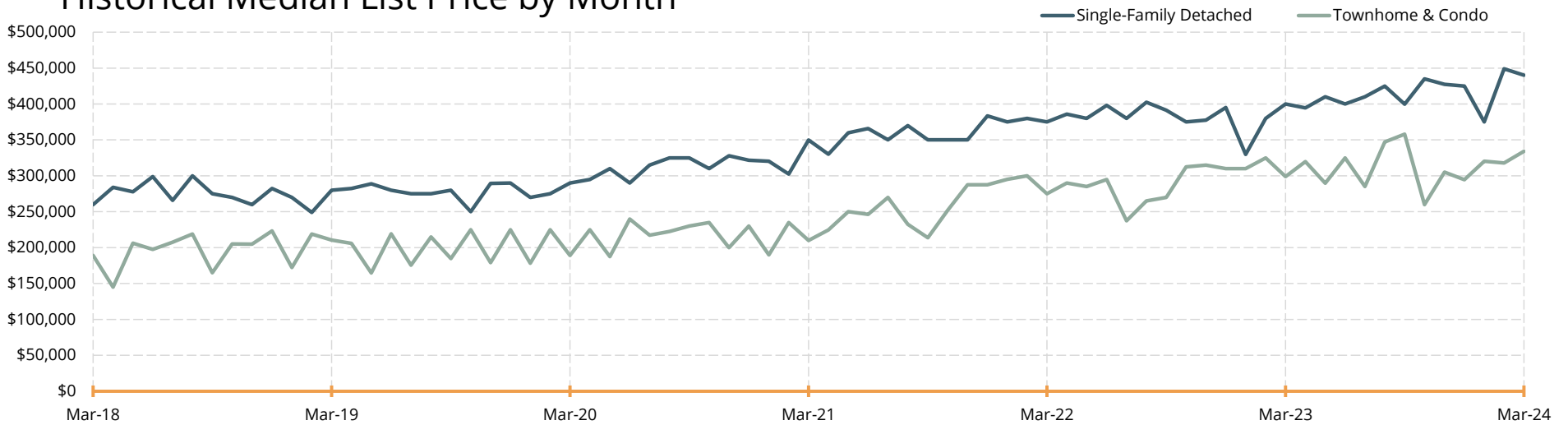
Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Median List Price



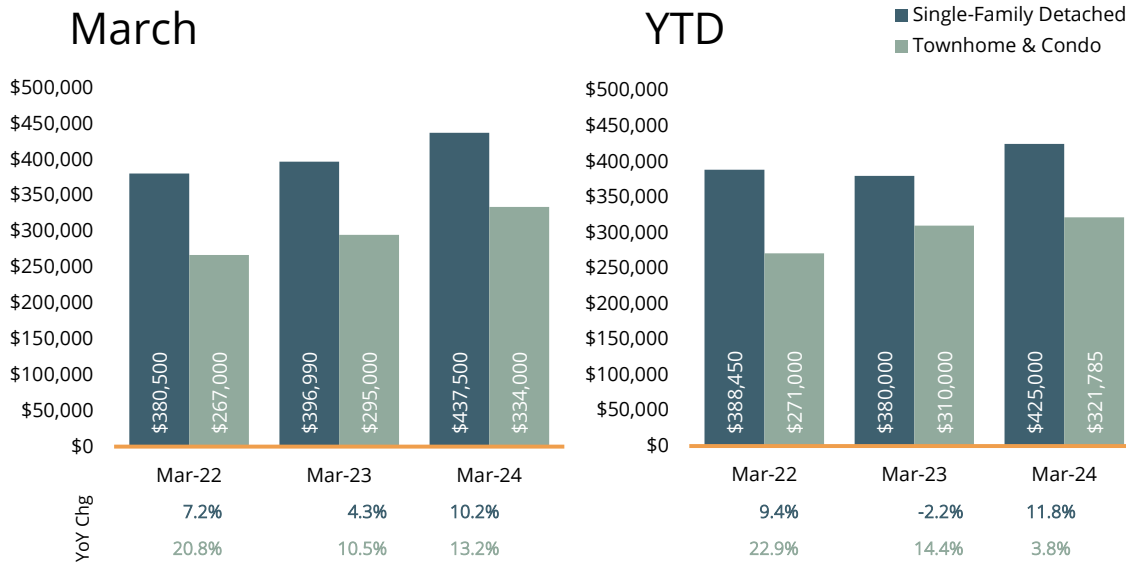
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	\$394,500	2.2%	\$319,900	10.3%
May-23	\$410,000	7.9%	\$289,700	1.6%
Jun-23	\$400,000	0.5%	\$325,000	10.2%
Jul-23	\$409,945	7.9%	\$285,000	20.0%
Aug-23	\$425,000	5.6%	\$347,170	31.1%
Sep-23	\$399,700	2.2%	\$357,970	32.6%
Oct-23	\$434,900	16.0%	\$259,950	-16.8%
Nov-23	\$427,450	13.2%	\$305,000	-3.1%
Dec-23	\$425,000	7.6%	\$294,500	-5.0%
Jan-24	\$375,000	13.7%	\$320,285	3.3%
Feb-24	\$449,000	18.2%	\$318,000	-2.2%
Mar-24	\$440,000	10.0%	\$334,000	11.7%
12-month Avg	\$415,875	8.6%	\$313,040	6.9%

## Historical Median List Price by Month



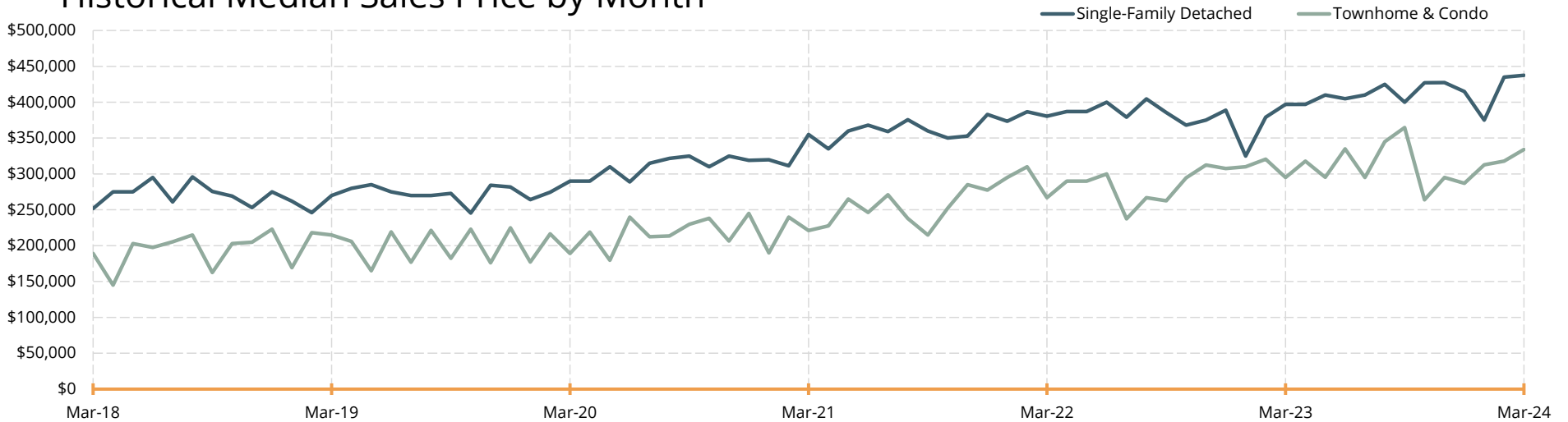
Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Median Sales Price



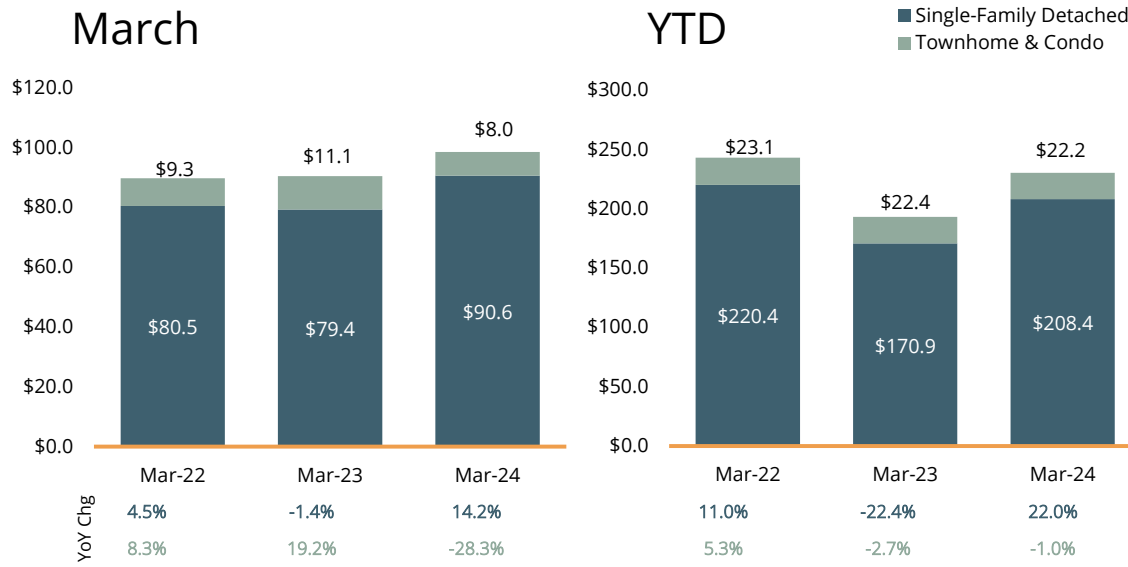
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	\$396,950	2.6%	\$318,000	9.7%
May-23	\$409,900	6.0%	\$295,251	1.8%
Jun-23	\$405,000	1.3%	\$334,900	11.7%
Jul-23	\$410,040	8.2%	\$295,000	24.2%
Aug-23	\$424,900	5.0%	\$344,950	29.2%
Sep-23	\$399,945	3.7%	\$364,670	38.9%
Oct-23	\$427,000	16.0%	\$264,000	-10.4%
Nov-23	\$427,500	14.0%	\$295,000	-5.6%
Dec-23	\$415,000	6.7%	\$286,950	-6.7%
Jan-24	\$375,000	15.4%	\$312,785	0.9%
Feb-24	\$435,000	14.8%	\$318,000	-0.8%
Mar-24	\$437,500	10.2%	\$334,000	13.2%
12-month Avg	\$413,645	8.5%	\$313,625	7.9%

## Historical Median Sales Price by Month



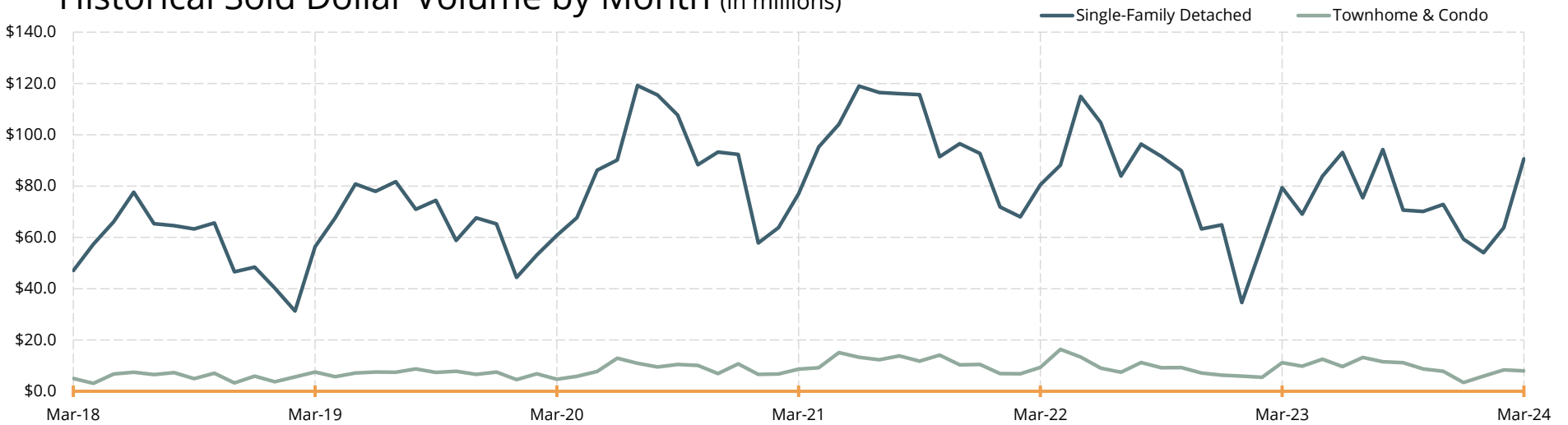
Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Sold Dollar Volume (in millions)



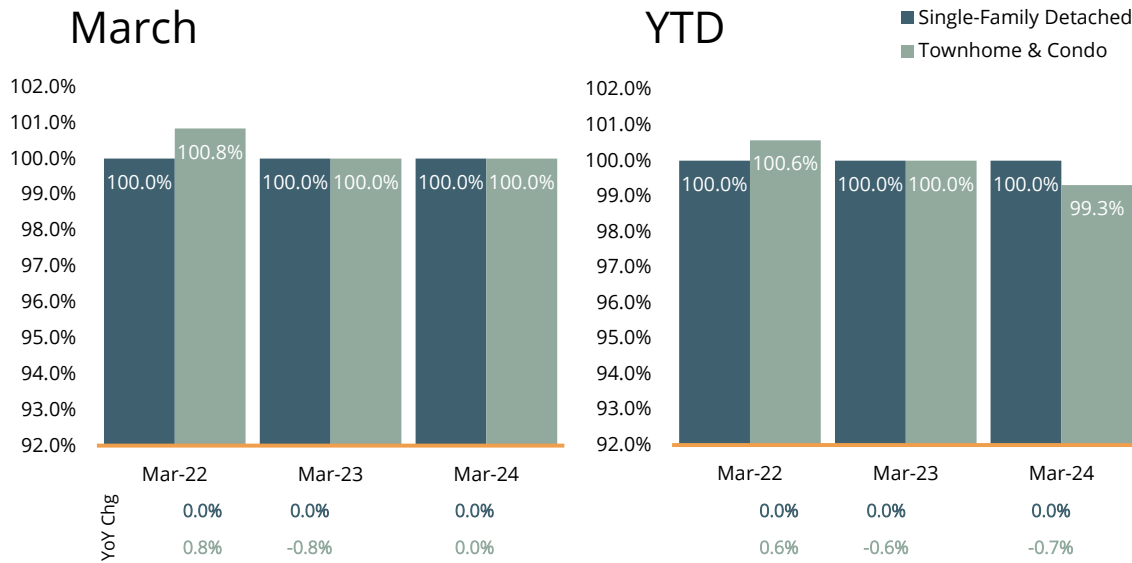
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	\$69.0	-21.7%	\$9.8	-40.1%
May-23	\$83.8	-27.1%	\$12.5	-6.5%
Jun-23	\$93.1	-11.1%	\$9.6	7.3%
Jul-23	\$75.4	-10.2%	\$13.2	78.8%
Aug-23	\$94.3	-2.2%	\$11.5	2.5%
Sep-23	\$70.6	-22.9%	\$11.2	22.1%
Oct-23	\$70.1	-18.4%	\$8.7	-5.6%
Nov-23	\$72.8	15.1%	\$7.8	9.8%
Dec-23	\$59.4	-8.5%	\$3.4	-45.5%
Jan-24	\$54.0	56.2%	\$5.9	-0.1%
Feb-24	\$63.8	12.0%	\$8.3	53.8%
Mar-24	\$90.6	14.2%	\$8.0	-28.3%
12-month Avg	\$74.7	-7.0%	\$9.2	-1.4%

## Historical Sold Dollar Volume by Month (in millions)



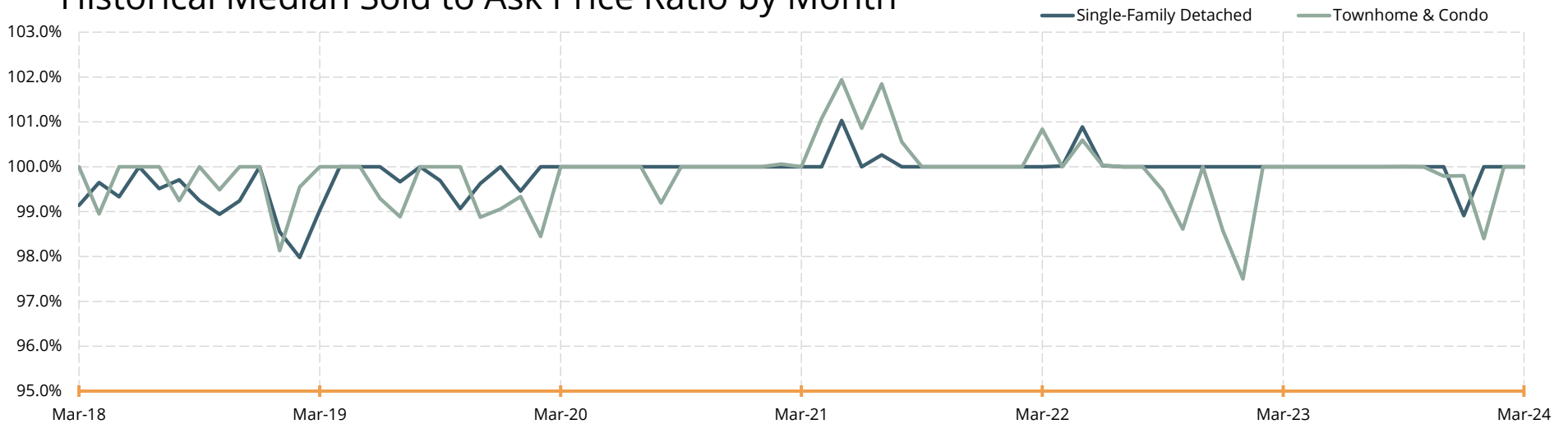
Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Median Sold to Ask Price Ratio

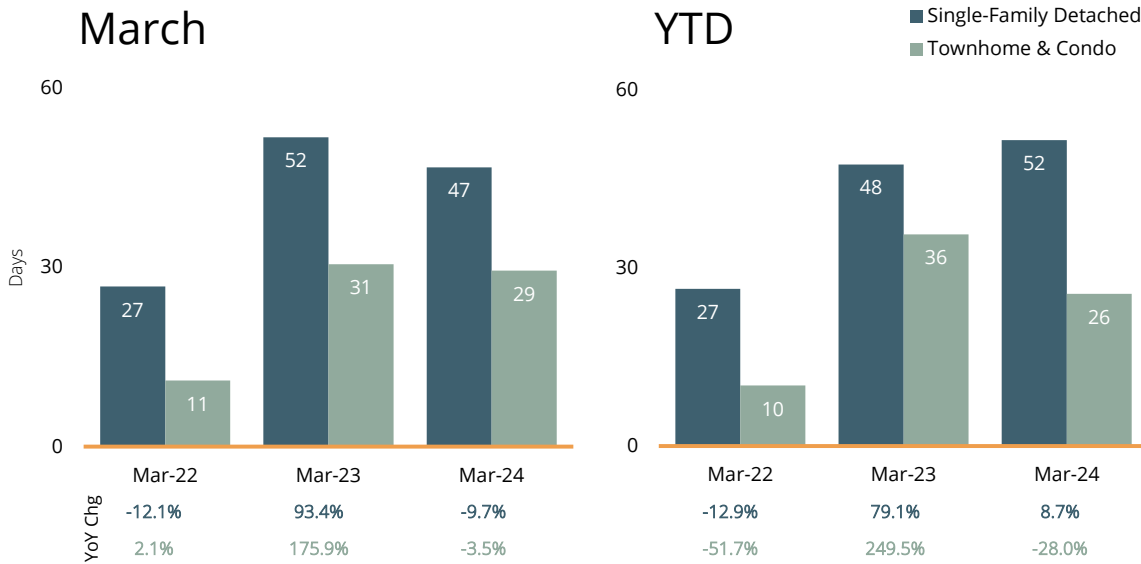


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	100.0%	0.0%	100.0%	0.0%
May-23	100.0%	-0.9%	100.0%	-0.6%
Jun-23	100.0%	0.0%	100.0%	0.0%
Jul-23	100.0%	0.0%	100.0%	0.0%
Aug-23	100.0%	0.0%	100.0%	0.0%
Sep-23	100.0%	0.0%	100.0%	0.5%
Oct-23	100.0%	0.0%	100.0%	1.4%
Nov-23	100.0%	0.0%	99.8%	-0.2%
Dec-23	98.9%	-1.1%	99.8%	1.2%
Jan-24	100.0%	0.0%	98.4%	0.9%
Feb-24	100.0%	0.0%	100.0%	0.0%
Mar-24	100.0%	0.0%	100.0%	0.0%
12-month Avg	99.9%	-0.2%	99.8%	0.3%

## Historical Median Sold to Ask Price Ratio by Month



# Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	34	80.3%	20	55.2%
May-23	31	149.1%	26	122.4%
Jun-23	27	46.4%	23	77.5%
Jul-23	34	72.7%	13	-33.4%
Aug-23	33	45.4%	18	6.2%
Sep-23	32	12.5%	20	-8.9%
Oct-23	33	16.7%	11	-68.6%
Nov-23	38	10.7%	18	-55.5%
Dec-23	43	11.0%	29	-40.5%
Jan-24	51	40.2%	25	-51.7%
Feb-24	60	24.8%	23	-19.7%
Mar-24	47	-9.7%	29	-3.5%
12-month Avg	39	29.2%	21	-22.9%

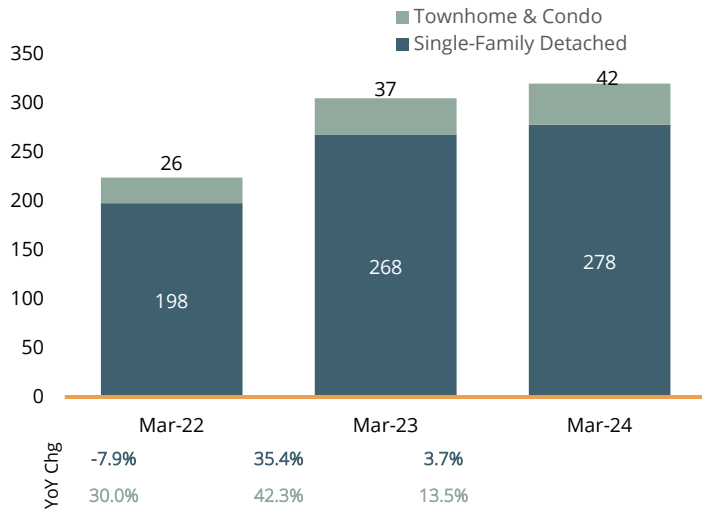
## Historical Average Days on Market



# Active Listings

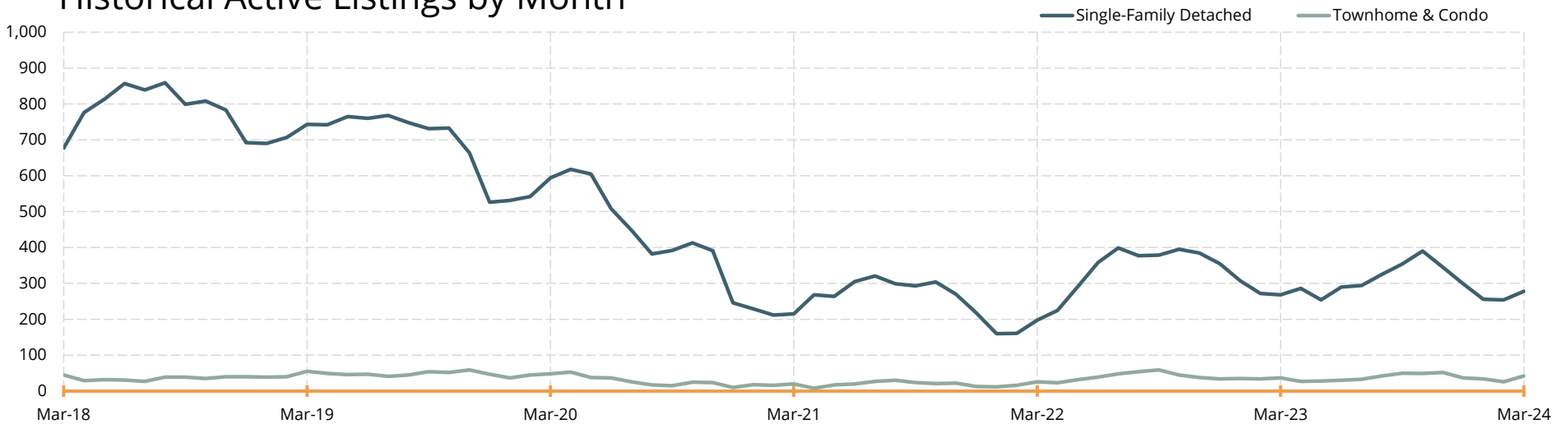


## March



Month	Single-Family Detached		Townhomes & Condos	
	Count	YoY Chg	Count	YoY Chg
Apr-23	286	27.1%	27	17.4%
May-23	254	-12.7%	28	-12.5%
Jun-23	290	-19.0%	30	-23.1%
Jul-23	294	-26.3%	33	-31.3%
Aug-23	325	-13.8%	42	-22.2%
Sep-23	354	-6.6%	50	-15.3%
Oct-23	390	-1.3%	49	8.9%
Nov-23	345	-10.4%	52	36.8%
Dec-23	299	-15.8%	37	8.8%
Jan-24	256	-16.9%	34	-2.9%
Feb-24	254	-6.6%	26	-23.5%
Mar-24	278	3.7%	42	13.5%
12-month Avg	302	-9.6%	38	-5.9%

## Historical Active Listings by Month



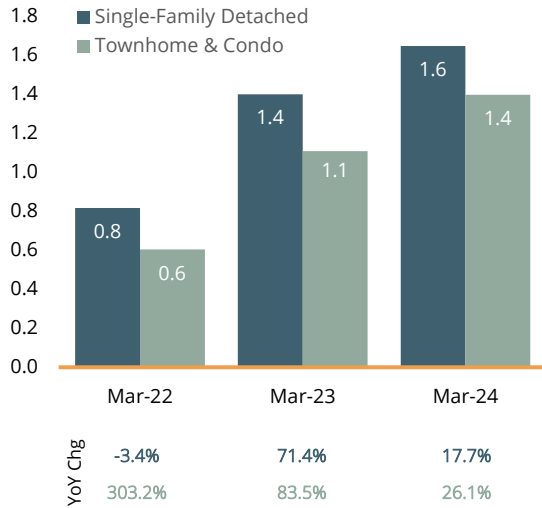
Source: Virginia REALTORS®, data accessed Apr 15, 2024



# Months of Supply

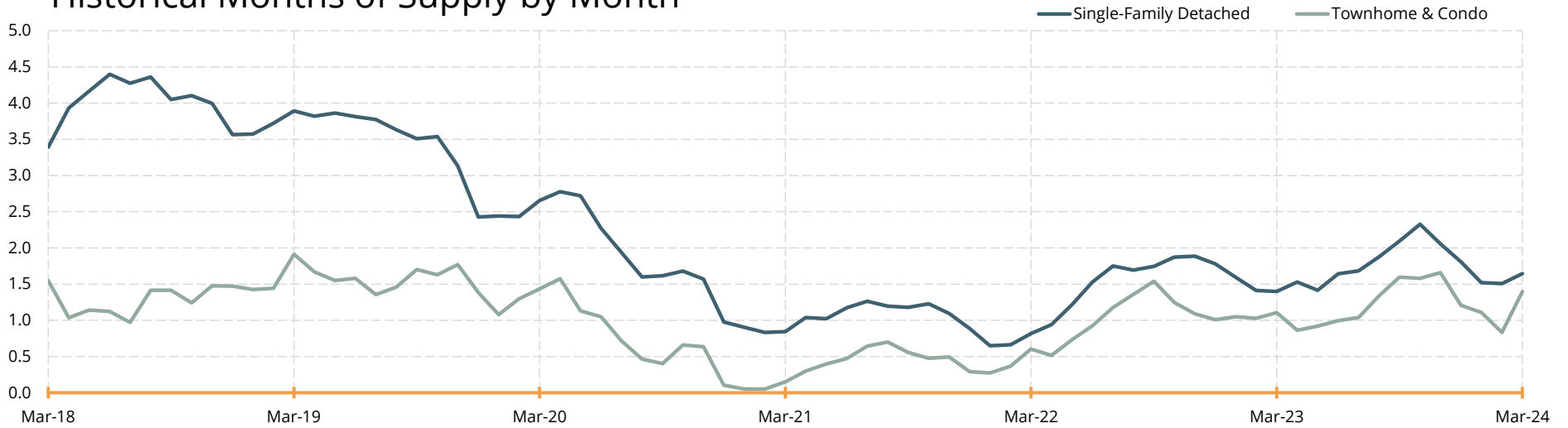


## March



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Apr-23	1.5	62.5%	0.9	67.2%
May-23	1.4	16.3%	0.9	25.9%
Jun-23	1.6	7.6%	1.0	7.5%
Jul-23	1.7	-3.8%	1.0	-11.8%
Aug-23	1.9	10.8%	1.3	-1.3%
Sep-23	2.1	19.9%	1.6	3.7%
Oct-23	2.3	24.3%	1.6	26.7%
Nov-23	2.1	9.0%	1.7	52.1%
Dec-23	1.8	1.4%	1.2	19.5%
Jan-24	1.5	-4.7%	1.1	5.6%
Feb-24	1.5	6.7%	0.8	-18.8%
Mar-24	1.6	17.7%	1.4	26.1%
12-month Avg	1.8	12.1%	1.2	13.8%

## Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed Apr 15, 2024

# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Clarke County	20	<b>17</b>	-15.0%	18	<b>12</b>	-33.3%	\$554,995	<b>\$452,500</b>	-18.5%	17	<b>15</b>	-11.8%	1.0	<b>1.0</b>	-1.0%
Frederick County	153	<b>216</b>	41.2%	120	<b>133</b>	10.8%	\$408,270	<b>\$435,000</b>	6.5%	194	<b>191</b>	-1.5%	1.6	<b>1.7</b>	6.5%
Warren County	70	<b>87</b>	24.3%	55	<b>42</b>	-23.6%	\$340,000	<b>\$410,000</b>	20.6%	74	<b>85</b>	14.9%	1.3	<b>1.9</b>	49.1%
Winchester	31	<b>37</b>	19.4%	25	<b>24</b>	-4.0%	\$369,900	<b>\$318,000</b>	-14.0%	20	<b>29</b>	45.0%	0.8	<b>1.2</b>	54.4%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Clarke County	55	<b>42</b>	-23.6%	30	<b>34</b>	13.3%	\$588,000	<b>\$467,500</b>	-20.5%	17	<b>15</b>	-11.8%
Frederick County	400	<b>459</b>	14.8%	263	<b>316</b>	20.2%	\$395,000	<b>\$419,615</b>	6.2%	194	<b>191</b>	-1.5%
Warren County	180	<b>201</b>	11.7%	131	<b>109</b>	-16.8%	\$334,900	<b>\$386,000</b>	15.3%	74	<b>85</b>	14.9%
Winchester	71	<b>91</b>	28.2%	62	<b>64</b>	3.2%	\$324,500	<b>\$359,900</b>	10.9%	20	<b>29</b>	45.0%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Clarke County	16	<b>17</b>	6.3%	16	<b>12</b>	-25.0%	\$594,990	<b>\$452,500</b>	-23.9%	17	<b>15</b>	-11.8%	1.0	<b>0.98</b>	-0.3%
Frederick County	131	<b>173</b>	32.1%	96	<b>110</b>	14.6%	\$449,450	<b>\$469,995</b>	4.6%	168	<b>163</b>	-3.0%	1.7	<b>1.8</b>	3.8%
Warren County	65	<b>80</b>	23.1%	47	<b>41</b>	-12.8%	\$347,000	<b>\$410,000</b>	18.2%	72	<b>82</b>	13.9%	1.3	<b>2.0</b>	46.7%
Winchester	21	<b>27</b>	28.6%	22	<b>23</b>	4.5%	\$369,950	<b>\$316,000</b>	-14.6%	11	<b>18</b>	63.6%	0.5	<b>0.9</b>	82.1%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Clarke County	48	<b>42</b>	-12.5%	27	<b>34</b>	25.9%	\$594,990	<b>\$467,500</b>	-21.4%	17	<b>15</b>	-11.8%
Frederick County	317	<b>370</b>	16.7%	211	<b>253</b>	19.9%	\$419,900	<b>\$447,500</b>	6.6%	168	<b>163</b>	-3.0%
Warren County	166	<b>192</b>	15.7%	120	<b>105</b>	-12.5%	\$337,000	<b>\$388,500</b>	15.3%	72	<b>82</b>	13.9%
Winchester	55	<b>75</b>	36.4%	54	<b>61</b>	13.0%	\$325,000	<b>\$354,450</b>	9.1%	11	<b>18</b>	63.6%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Clarke County	7	<b>0</b>	-100.0%	3	<b>0</b>	-100.0%	\$240,000	<b>\$0</b>	-100.0%	0	<b>0</b>	n/a
Frederick County	83	<b>89</b>	7.2%	52	<b>63</b>	21.2%	\$325,000	<b>\$315,000</b>	-3.1%	26	<b>28</b>	7.7%
Warren County	14	<b>9</b>	-35.7%	11	<b>4</b>	-63.6%	\$285,000	<b>\$337,500</b>	18.4%	2	<b>3</b>	50.0%
Winchester	16	<b>16</b>	0.0%	8	<b>3</b>	-62.5%	\$266,500	<b>\$404,990</b>	52.0%	9	<b>11</b>	22.2%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Clarke County	4	<b>0</b>	-100.0%	2	<b>0</b>	-100.0%	\$236,450	<b>\$0</b>	-100.0%	0	<b>0</b>	N/A	0.0	<b>0.0</b>	n/a
Frederick County	22	<b>43</b>	95.5%	24	<b>23</b>	-4.2%	\$297,500	<b>\$300,000</b>	0.8%	26	<b>28</b>	7.7%	1.0	<b>1.2</b>	21.3%
Warren County	5	<b>7</b>	40.0%	8	<b>1</b>	-87.5%	\$297,500	<b>\$387,000</b>	30.1%	2	<b>3</b>	50.0%	0.5	<b>1.1</b>	116.2%
Winchester	10	<b>10</b>	0.0%	3	<b>1</b>	-66.7%	\$322,900	<b>\$404,990</b>	25.4%	9	<b>11</b>	22.2%	3.1	<b>3.0</b>	-2.8%



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@viriniarealtors.org](mailto:rspensieri@viriniarealtors.org)

804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

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.