



JUNE  
2025

# BRARBLUE RIDGE

## MARKET INDICATORS REPORT

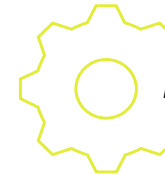
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# BRAR Market Indicators Report



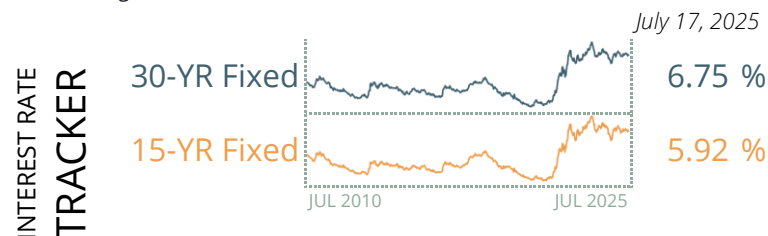
## Key Market Trends: June 2025

- Home sales activity in the BRAR market has increased for two consecutive months year-over-year.** In June, the BRAR area reported 283 sales, which is 25 more than a year ago, reflecting a 9.7% increase. Frederick County saw 168 sales in June, an increase of 18 sales compared to the previous year, amounting to a 12% rise in activity. Warren County also experienced a notable increase, adding 17 more sales than in June of last year, marking a significant 32.7% increase. However, both Clarke County (-27.3%) and Winchester (-11.8%) reported declines in sales activity compared to last June.
- The demand for housing in the BRAR market continues to rise as pending sales activity increased for four consecutive months.** In June, there were 277 pending sales across the BRAR area, which is 17 more than the previous year, climbing up 6.5%. Clarke County had 23 pending sales, reflecting a 43.8% increase, or seven more than this time last year. Pending sales also grew in Frederick County, with 154 pending sales, 10% more or 14 additional pending transactions compared to last June. Conversely, both Warren County (-3.0%) and Winchester (-5.3%) reported two fewer pending sales than the prior year.
- Home prices have risen across all areas of the BRAR market.** As of June, the median sales price in the BRAR region stood at \$450,000, which is a 7.8% increase from the previous year, or an additional \$32,640. Winchester's median sales price was \$407,500 in June, representing a \$7,000 or a 1.7% increase from a year earlier. Frederick County (+9.1%) and Warren County (+8.4%) experienced the most notable price gains compared to last year. Clarke County saw its median sales price rise to \$612,000, up \$21,500 from last June (+3.6%).
- Inventory has increased in all areas of the BRAR region.** By the end of June, there were 511 active listings in the BRAR area, reflecting a 14.3% increase from last year, which translates to 64 more listings. Warren County recorded 130 active listings at the end of June, 10 more listings than last year, representing an 8.3% rise. Frederick County also saw a 13% increase in the number of active listings compared to the previous year, with 34 more listings.



### BRAR Market Dashboard

YoY Chg	Jun-25	Indicator
▲ 9.7%	283	Sales
▲ 6.5%	277	Pending Sales
▲ 2.4%	388	New Listings
▲ 8.5%	\$449,999	Median List Price
▲ 7.8%	\$450,000	Median Sales Price
▲ 7.7%	\$222	Median Price Per Square Foot
▲ 16.1%	\$138.2	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 20.7%	39	Average Days on Market
▲ 14.3%	511	Active Listings
▲ 4.0%	2.3	Months of Supply



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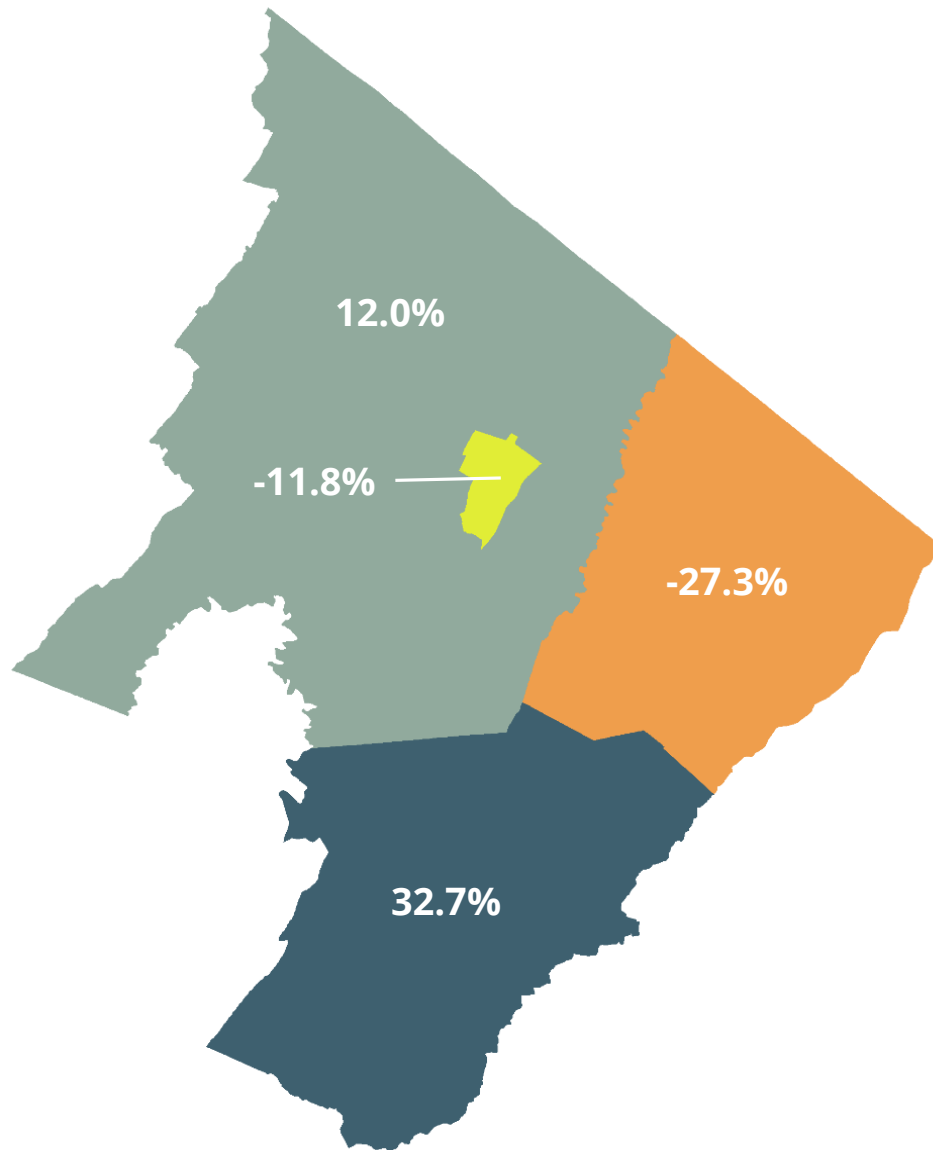
**Consumers Should Consult with a REALTOR®.** Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

**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



Jurisdiction	Total Sales		
	Jun-24	Jun-25	% Chg
Clarke County	22	16	-27.3%
Frederick County	150	168	12.0%
Warren County	52	69	32.7%
Winchester	34	30	-11.8%
<b>BRAR</b>	<b>258</b>	<b>283</b>	<b>9.7%</b>

# Total Market Overview



Key Metrics	2-year Trends		Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23	Jun-25						
Sales			258	<b>283</b>	9.7%	1,276	<b>1,286</b>	0.8%
Pending Sales			260	<b>277</b>	6.5%	1,431	<b>1,461</b>	2.1%
New Listings			379	<b>388</b>	2.4%	1,945	<b>2,072</b>	6.5%
Median List Price			\$414,750	<b>\$449,999</b>	8.5%	\$415,000	<b>\$425,000</b>	2.4%
Median Sales Price			\$417,361	<b>\$450,000</b>	7.8%	\$412,500	<b>\$425,000</b>	3.0%
Median Price Per Square Foot			\$206	<b>\$222</b>	7.7%	\$210	<b>\$215</b>	2.4%
Sold Dollar Volume (in millions)			\$119.0	<b>\$138.2</b>	16.1%	\$572.6	<b>\$610.8</b>	6.7%
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			32	<b>39</b>	20.7%	38	<b>37</b>	-0.5%
Active Listings			447	<b>511</b>	14.3%	n/a	<b>n/a</b>	n/a
Months of Supply			2.2	<b>2.3</b>	4.0%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23Jun-25						
Sales		215	<b>242</b>	12.6%	1,087	<b>1,065</b>	-2.0%
Pending Sales		226	<b>240</b>	6.2%	1,226	<b>1,226</b>	0.0%
New Listings		331	<b>341</b>	3.0%	1,675	<b>1,740</b>	3.9%
Median List Price		\$445,000	<b>\$479,990</b>	7.9%	\$437,500	<b>\$450,000</b>	2.9%
Median Sales Price		\$439,990	<b>\$479,995</b>	9.1%	\$434,990	<b>\$450,115</b>	3.5%
Median Price Per Square Foot		\$214	<b>\$229</b>	6.7%	\$216	<b>\$220</b>	1.7%
Sold Dollar Volume (in millions)		\$104.9	<b>\$124.1</b>	18.3%	\$511.9	<b>\$534.7</b>	4.5%
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		32	<b>42</b>	29.7%	39	<b>39</b>	0.2%
Active Listings		388	<b>435</b>	12.1%	n/a	<b>n/a</b>	n/a
Months of Supply		2.2	<b>2.3</b>	3.5%	n/a	<b>n/a</b>	n/a

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

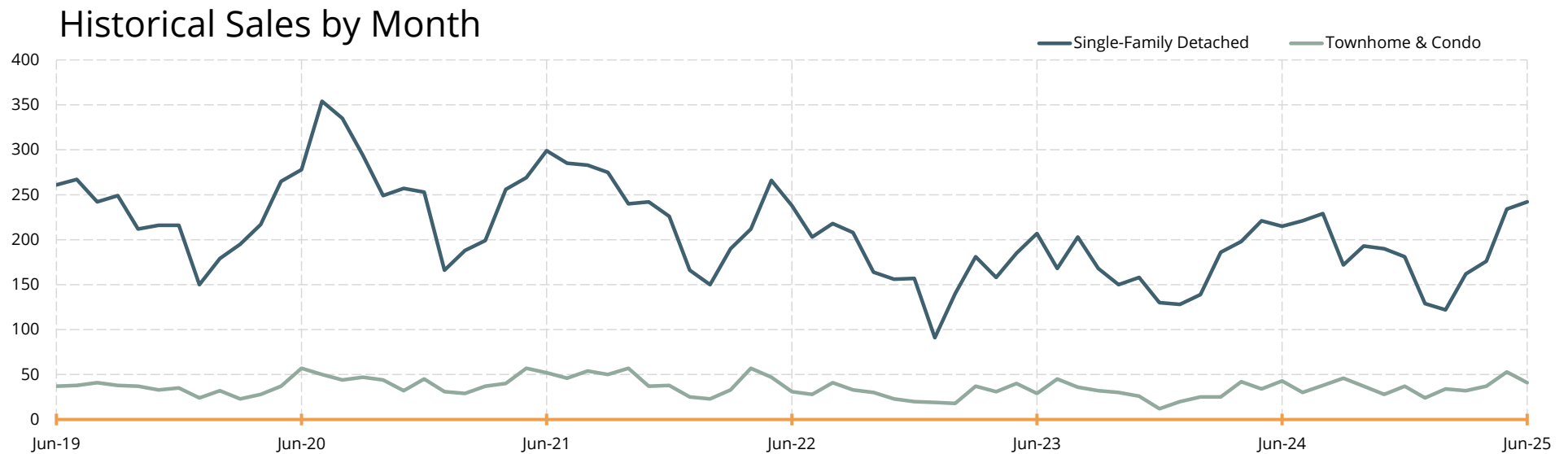
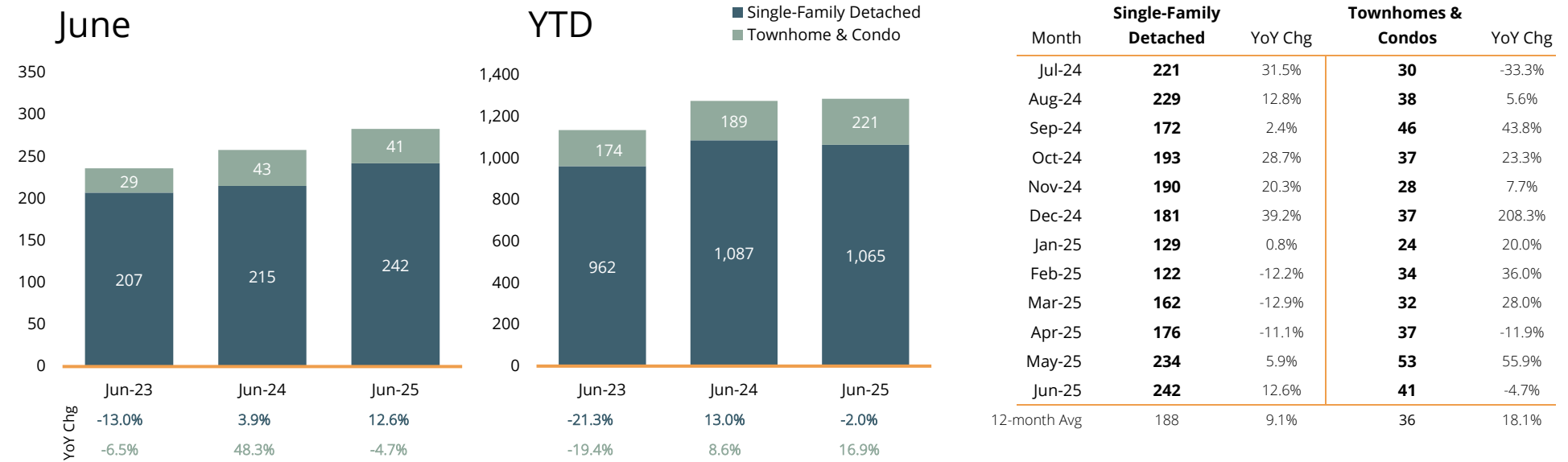
# Townhome & Condo Market Overview



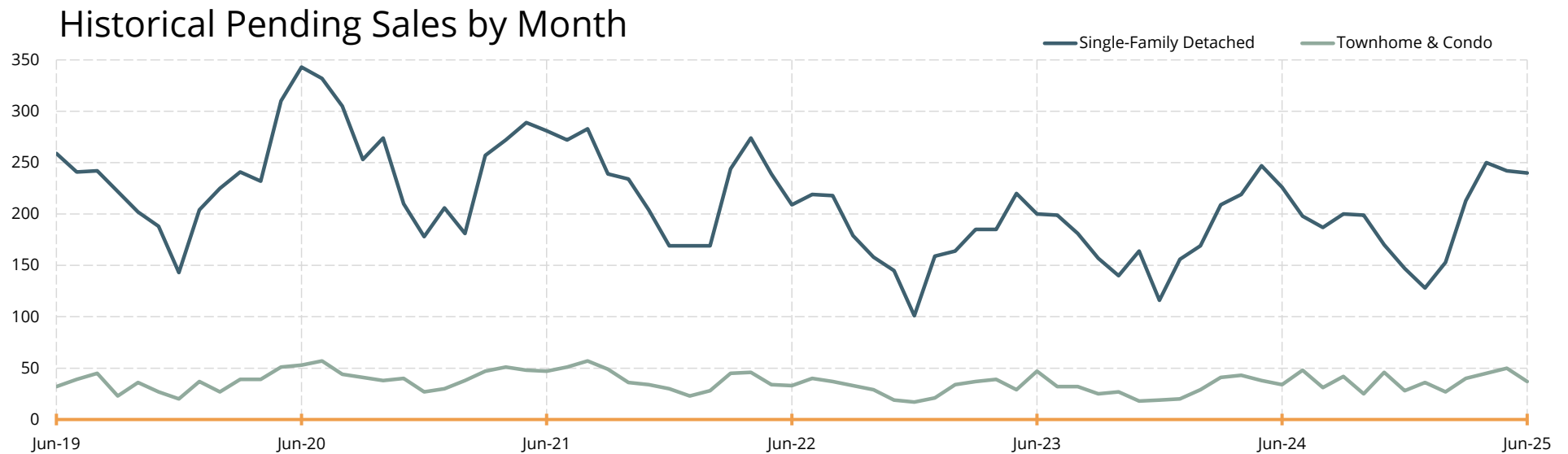
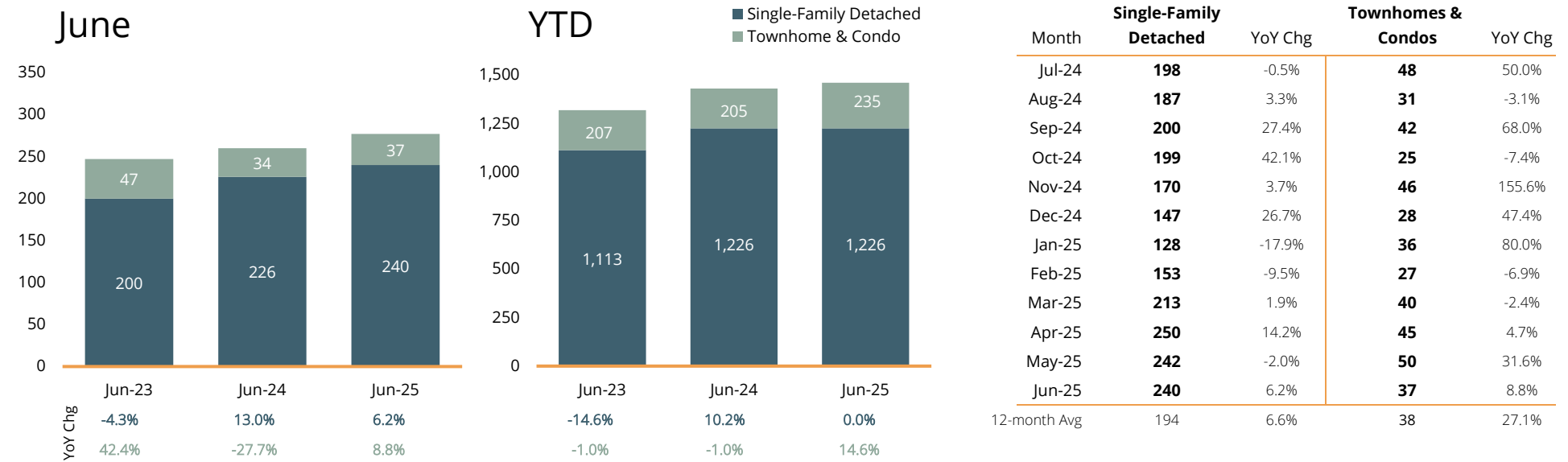
Key Metrics	2-year Trends	Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23		Jun-25				
Sales		43	<b>41</b>	-4.7%	189	<b>221</b>	16.9%
Pending Sales		34	<b>37</b>	8.8%	205	<b>235</b>	14.6%
New Listings		48	<b>47</b>	-2.1%	270	<b>332</b>	23.0%
Median List Price		\$340,000	<b>\$360,000</b>	5.9%	\$334,000	<b>\$349,999</b>	4.8%
Median Sales Price		\$335,000	<b>\$350,000</b>	4.5%	\$331,080	<b>\$350,000</b>	5.7%
Median Price Per Square Foot		\$199	<b>\$200</b>	0.4%	\$198	<b>\$204</b>	2.6%
Sold Dollar Volume (in millions)		\$14.1	<b>\$14.1</b>	0.3%	\$60.7	<b>\$76.0</b>	25.2%
Median Sold/Ask Price Ratio		100.0%	<b>99.1%</b>	-0.9%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market		31	<b>20</b>	-34.9%	30	<b>30</b>	-0.7%
Active Listings		59	<b>76</b>	28.8%	N/A	<b>N/A</b>	N/A
Months of Supply		1.9	<b>2.0</b>	8.7%	N/A	<b>N/A</b>	N/A

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

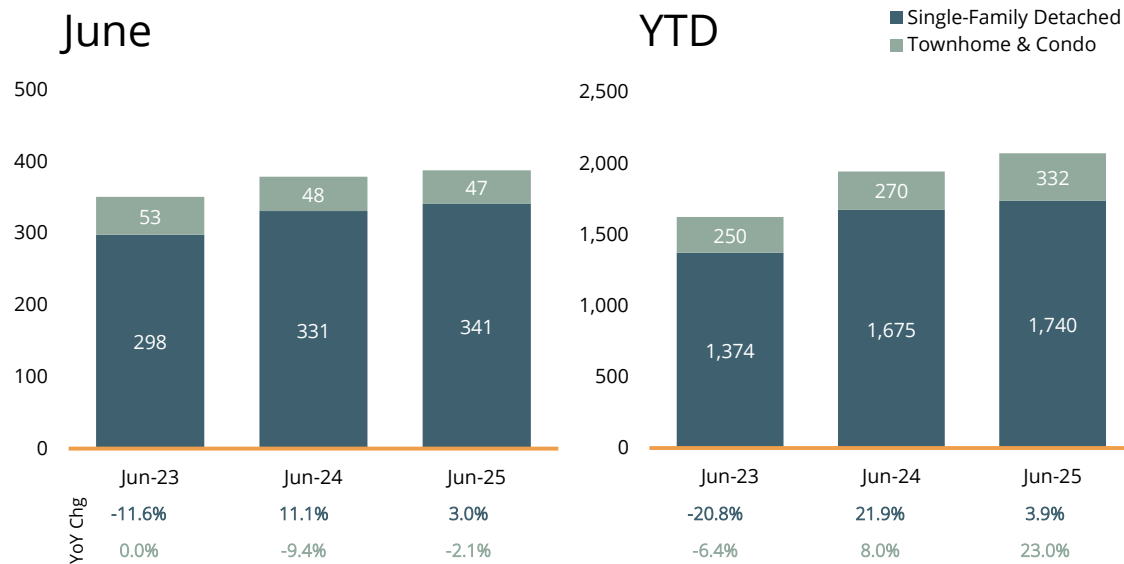
# Sales



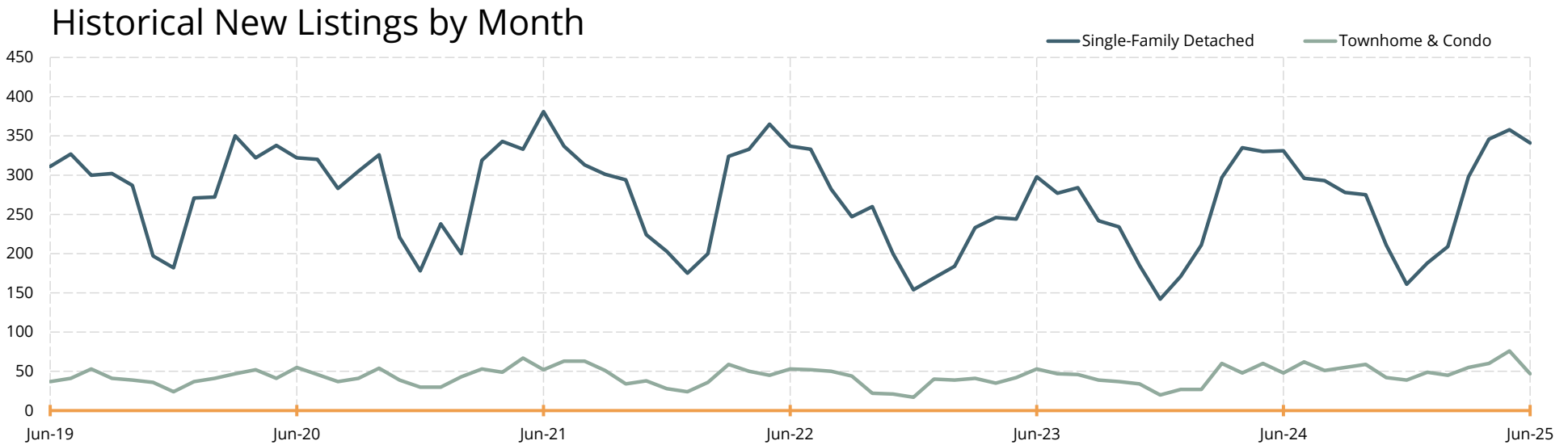
# Pending Sales



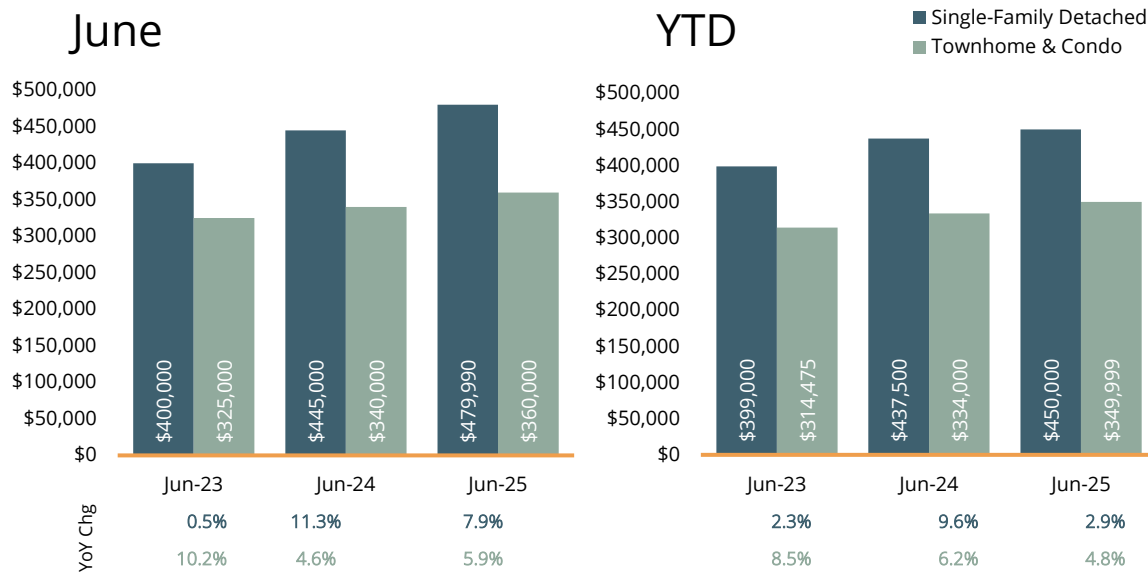
# New Listings



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	296	6.9%	62	31.9%
Aug-24	293	3.2%	51	10.9%
Sep-24	278	14.9%	55	41.0%
Oct-24	275	17.5%	59	59.5%
Nov-24	211	14.1%	42	23.5%
Dec-24	161	13.4%	39	95.0%
Jan-25	188	9.9%	49	81.5%
Feb-25	209	-0.9%	45	66.7%
Mar-25	298	0.3%	55	-8.3%
Apr-25	346	3.3%	60	25.0%
May-25	358	8.5%	76	26.7%
Jun-25	341	3.0%	47	-2.1%
12-month Avg	271	7.1%	53	29.8%

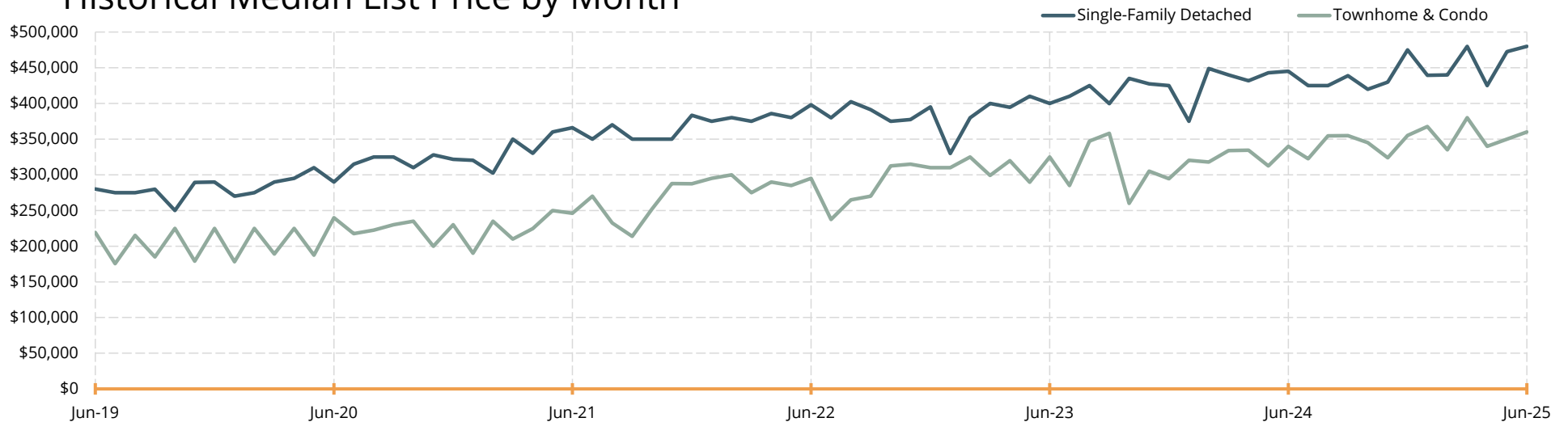


# Median List Price

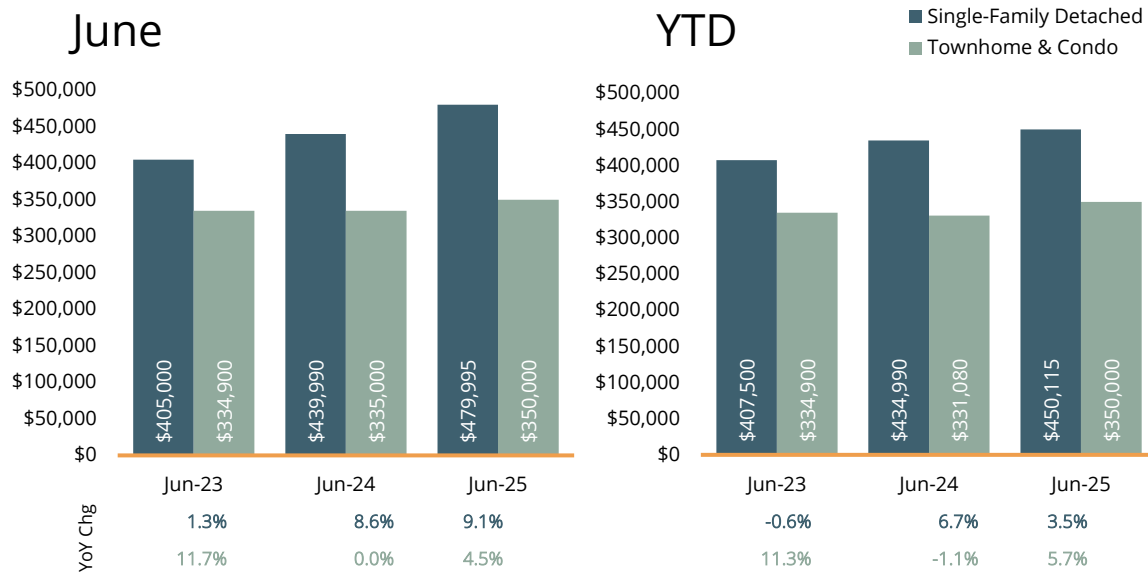


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	\$424,964	3.7%	\$322,450	13.1%
Aug-24	\$425,000	0.0%	\$354,495	2.1%
Sep-24	\$438,758	9.8%	\$354,950	-0.8%
Oct-24	\$419,900	-3.4%	\$344,990	32.7%
Nov-24	\$430,000	0.6%	\$323,943	6.2%
Dec-24	\$474,999	11.8%	\$355,000	20.5%
Jan-25	\$439,500	17.2%	\$367,500	14.7%
Feb-25	\$439,900	-2.0%	\$335,000	5.3%
Mar-25	\$479,950	9.1%	\$379,990	13.8%
Apr-25	\$424,950	-1.6%	\$340,000	1.6%
May-25	\$472,495	6.7%	\$349,900	12.0%
Jun-25	\$479,990	7.9%	\$360,000	5.9%
12-month Avg	\$445,867	4.8%	\$349,018	10.0%

## Historical Median List Price by Month

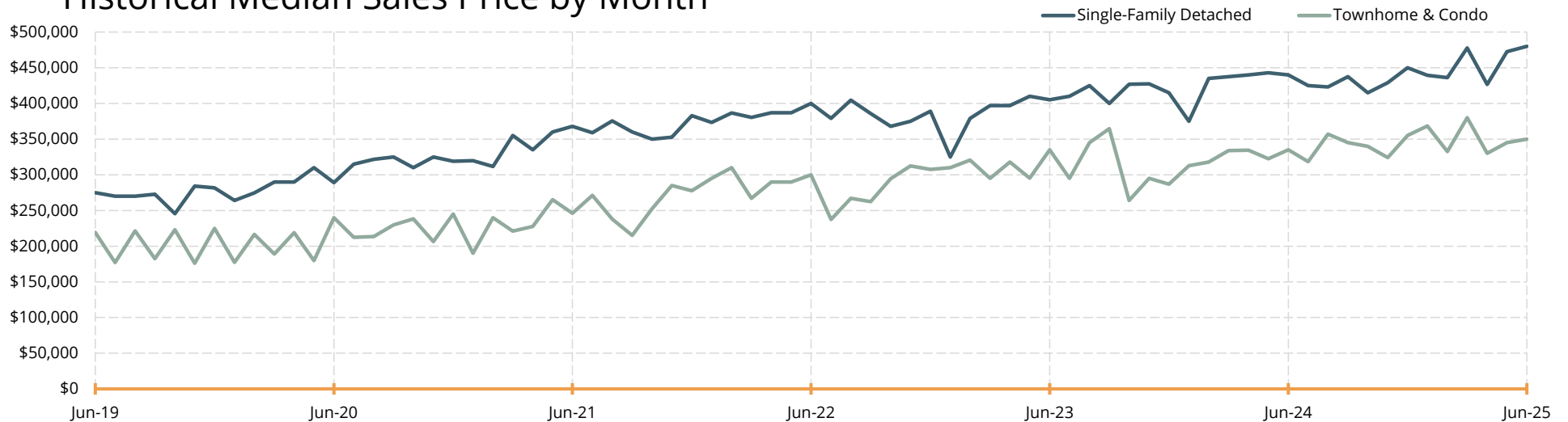


# Median Sales Price

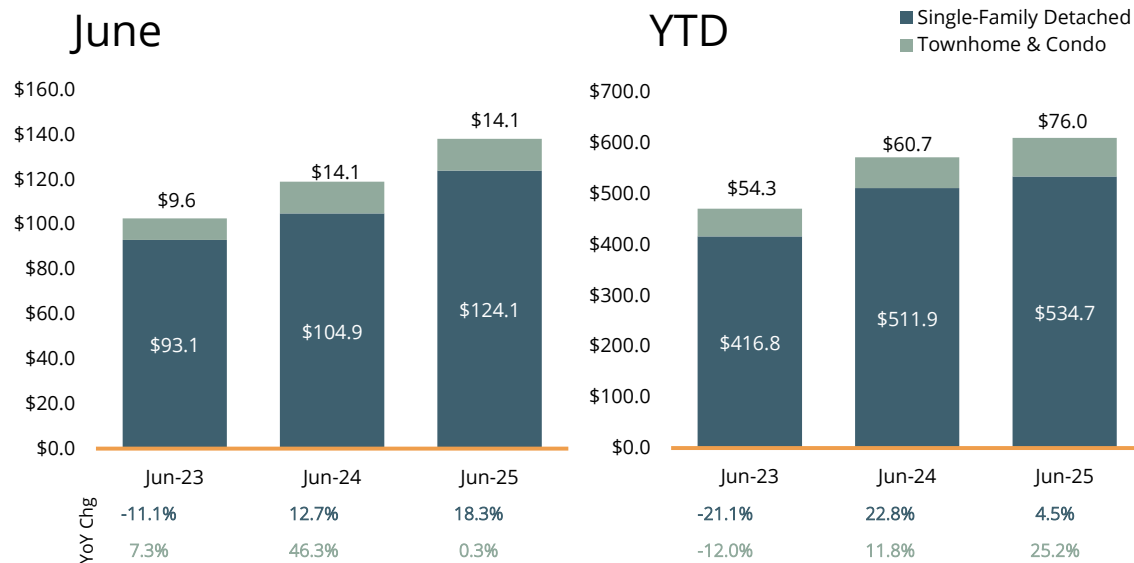


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	\$425,000	3.6%	\$318,500	8.0%
Aug-24	\$423,000	-0.4%	\$357,000	3.5%
Sep-24	\$437,495	9.4%	\$345,093	-5.4%
Oct-24	\$415,000	-2.8%	\$340,000	28.8%
Nov-24	\$429,000	0.4%	\$323,993	9.8%
Dec-24	\$450,000	8.4%	\$355,000	23.7%
Jan-25	\$439,500	17.2%	\$368,450	17.8%
Feb-25	\$436,000	0.2%	\$332,500	4.6%
Mar-25	\$477,675	9.2%	\$379,990	13.8%
Apr-25	\$426,500	-3.1%	\$330,000	-1.3%
May-25	\$472,495	6.7%	\$345,000	7.0%
Jun-25	\$479,995	9.1%	\$350,000	4.5%
12-month Avg	\$442,638	4.7%	\$345,460	8.9%

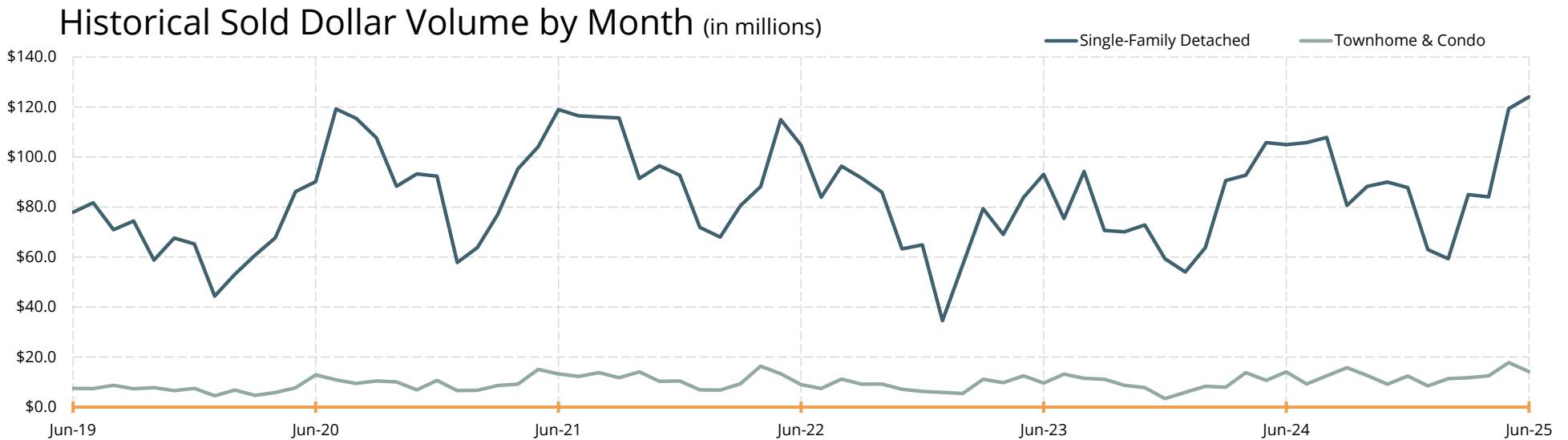
## Historical Median Sales Price by Month



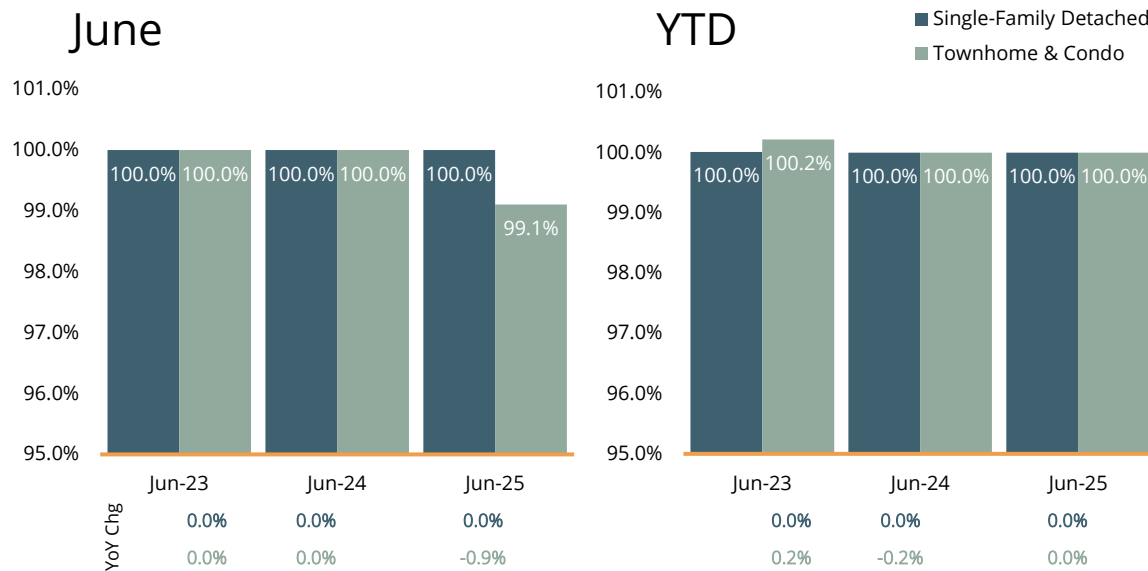
# Sold Dollar Volume (in millions)



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	\$105.8	40.3%	\$9.3	-29.8%
Aug-24	\$107.8	14.4%	\$12.5	8.5%
Sep-24	\$80.7	14.2%	\$15.7	41.0%
Oct-24	\$88.2	25.8%	\$12.7	45.1%
Nov-24	\$90.0	23.5%	\$9.2	16.9%
Dec-24	\$87.8	47.9%	\$12.4	264.3%
Jan-25	\$63.0	16.6%	\$8.5	43.8%
Feb-25	\$59.3	-7.0%	\$11.3	35.9%
Mar-25	\$85.0	-6.2%	\$11.8	47.7%
Apr-25	\$84.0	-9.4%	\$12.5	-8.9%
May-25	\$119.4	12.8%	\$17.8	66.6%
Jun-25	\$124.1	18.3%	\$14.1	0.3%
12-month Avg	\$91.3	14.7%	\$12.3	26.8%

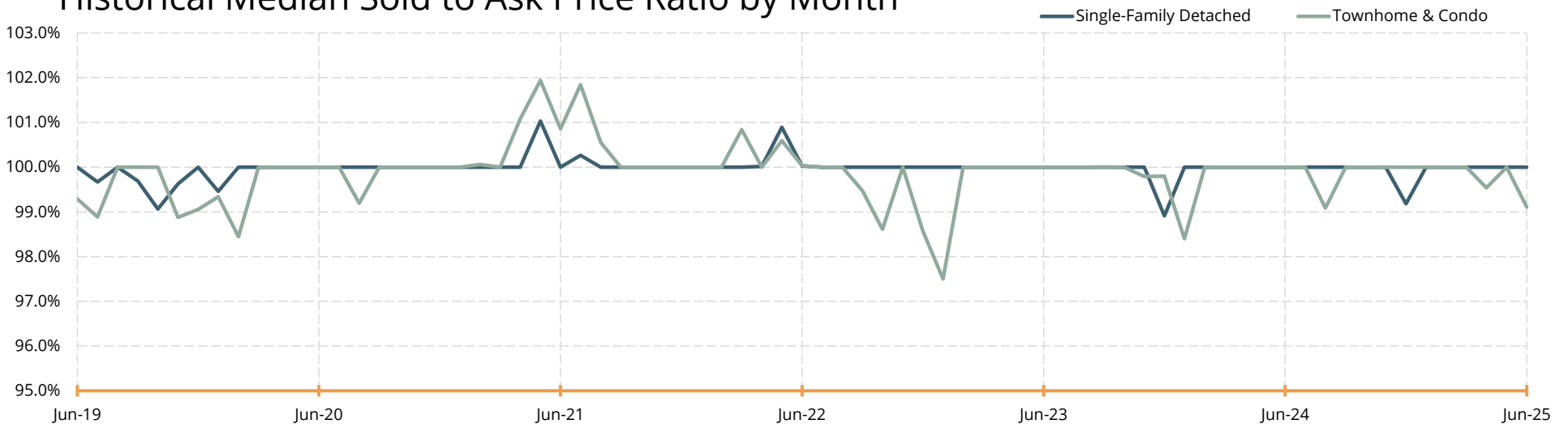


# Median Sold to Ask Price Ratio

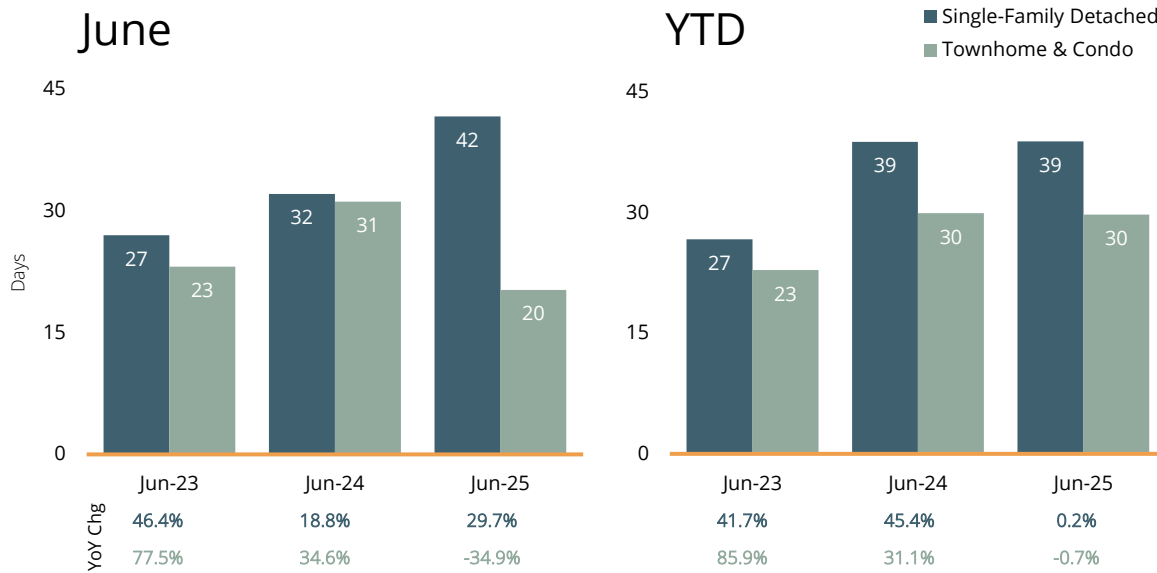


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	100.0%	0.0%	100.0%	0.0%
Aug-24	100.0%	0.0%	99.1%	-0.9%
Sep-24	100.0%	0.0%	100.0%	0.0%
Oct-24	100.0%	0.0%	100.0%	0.0%
Nov-24	100.0%	0.0%	100.0%	0.2%
Dec-24	99.2%	0.3%	100.0%	0.2%
Jan-25	100.0%	0.0%	100.0%	1.6%
Feb-25	100.0%	0.0%	100.0%	0.0%
Mar-25	100.0%	0.0%	100.0%	0.0%
Apr-25	100.0%	0.0%	99.5%	-0.5%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	99.1%	-0.9%
12-month Avg	99.9%	0.0%	99.8%	0.0%

## Historical Median Sold to Ask Price Ratio by Month



# Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	35	2.5%	30	127.0%
Aug-24	28	-14.4%	26	43.9%
Sep-24	31	-2.8%	21	5.9%
Oct-24	36	7.2%	40	247.0%
Nov-24	41	8.7%	23	27.1%
Dec-24	50	16.3%	60	105.3%
Jan-25	37	-28.2%	30	20.4%
Feb-25	52	-13.4%	31	35.0%
Mar-25	44	-6.0%	31	4.6%
Apr-25	31	10.6%	30	12.7%
May-25	33	18.4%	37	-12.5%
Jun-25	42	29.7%	20	-34.9%
12-month Avg	38	0.1%	32	31.8%

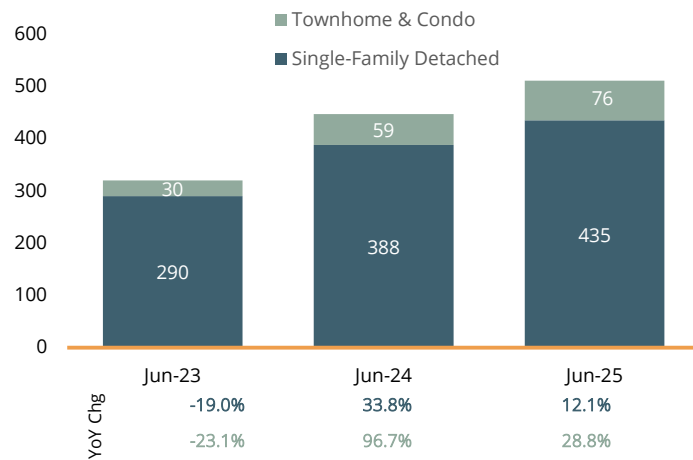
## Historical Average Days on Market



# Active Listings

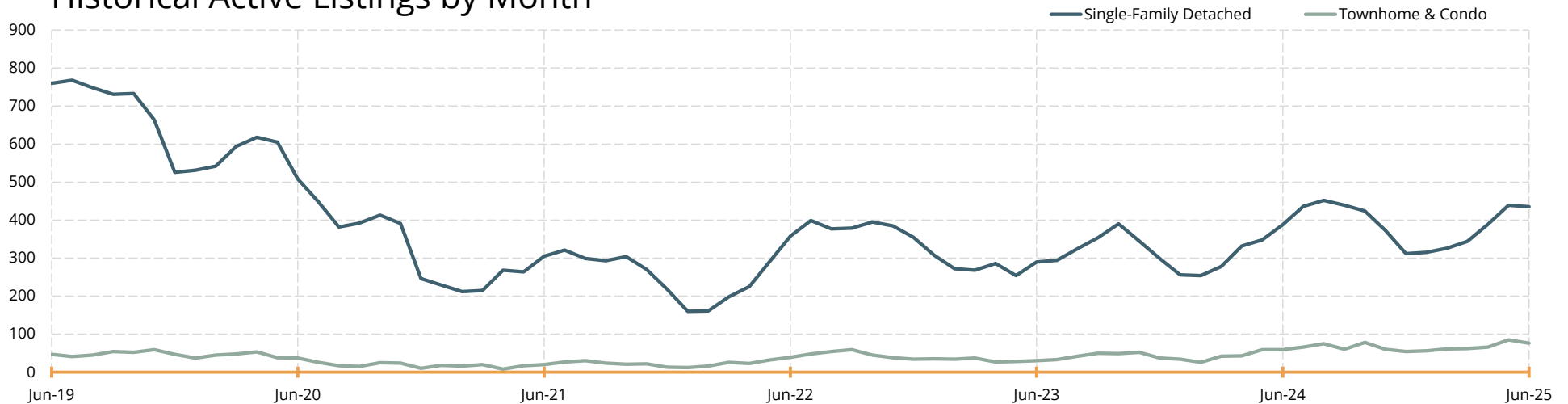


## June



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	436	48.3%	66	100.0%
Aug-24	452	39.1%	75	78.6%
Sep-24	439	24.0%	60	20.0%
Oct-24	424	8.7%	78	59.2%
Nov-24	373	8.1%	60	15.4%
Dec-24	312	4.3%	54	45.9%
Jan-25	315	23.0%	56	64.7%
Feb-25	326	28.3%	61	134.6%
Mar-25	344	23.7%	62	47.6%
Apr-25	389	17.2%	66	53.5%
May-25	439	26.1%	85	44.1%
Jun-25	435	12.1%	76	28.8%
12-month Avg	390	21.3%	67	51.9%

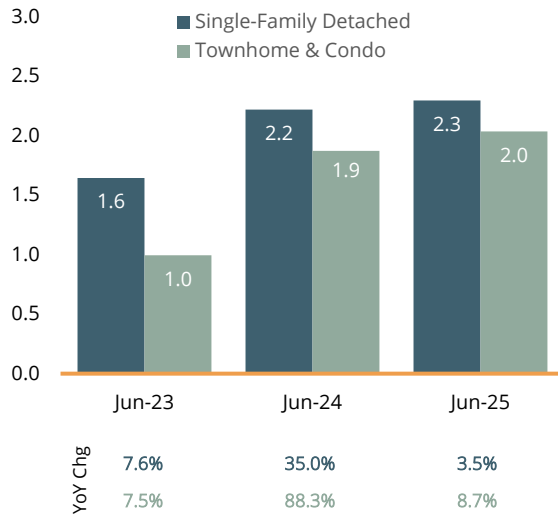
## Historical Active Listings by Month



# Months of Supply

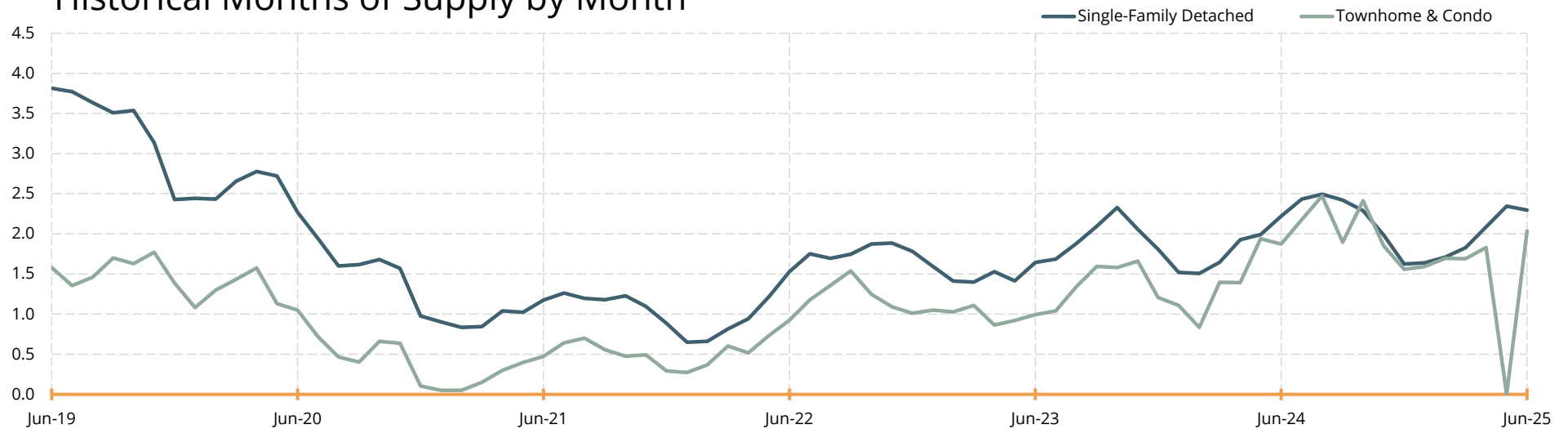


## June



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jul-24	2.4	44.4%	2.2	109.3%
Aug-24	2.5	32.8%	2.5	84.5%
Sep-24	2.4	15.5%	1.9	18.7%
Oct-24	2.3	-1.7%	2.4	52.6%
Nov-24	2.0	-3.5%	1.9	11.5%
Dec-24	1.6	-10.1%	1.6	29.1%
Jan-25	1.6	7.8%	1.6	43.6%
Feb-25	1.7	13.3%	1.7	103.1%
Mar-25	1.8	10.9%	1.7	21.1%
Apr-25	2.1	8.2%	1.8	31.5%
May-25	2.3	17.8%	0.0	-100.0%
Jun-25	2.3	3.5%	2.0	8.7%
12-month Avg	2.1	11.0%	1.8	25.0%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Clarke County	20	<b>34</b>	70.0%	22	<b>16</b>	-27.3%	\$590,500	<b>\$612,000</b>	3.6%	23	<b>31</b>	34.8%	1.5	<b>2.4</b>	59.6%
Frederick County	217	<b>197</b>	-9.2%	150	<b>168</b>	12.0%	\$421,500	<b>\$459,995</b>	9.1%	261	<b>295</b>	13.0%	2.2	<b>2.2</b>	1.5%
Warren County	100	<b>105</b>	5.0%	52	<b>69</b>	32.7%	\$385,750	<b>\$418,000</b>	8.4%	120	<b>130</b>	8.3%	2.6	<b>2.5</b>	-3.1%
Winchester	42	<b>52</b>	23.8%	34	<b>30</b>	-11.8%	\$400,500	<b>\$407,500</b>	1.7%	43	<b>55</b>	27.9%	1.7	<b>1.9</b>	11.9%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Clarke County	119	<b>136</b>	14.3%	86	<b>69</b>	-19.8%	\$532,500	<b>\$645,000</b>	21.1%	23	<b>31</b>	34.8%
Frederick County	1,092	<b>1,211</b>	10.9%	756	<b>774</b>	2.4%	\$425,795	<b>\$440,690</b>	3.5%	261	<b>295</b>	13.0%
Warren County	491	<b>480</b>	-2.2%	276	<b>281</b>	1.8%	\$384,000	<b>\$399,900</b>	4.1%	120	<b>130</b>	8.3%
Winchester	243	<b>245</b>	0.8%	158	<b>162</b>	2.5%	\$375,000	<b>\$391,749</b>	4.5%	43	<b>55</b>	27.9%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Clarke County	19	<b>34</b>	78.9%	22	<b>14</b>	-36.4%	\$590,500	<b>\$650,000</b>	10.1%	23	<b>31</b>	34.8%	1.6	<b>2.55</b>	63.4%
Frederick County	179	<b>159</b>	-11.2%	117	<b>134</b>	14.5%	\$462,490	<b>\$492,499</b>	6.5%	222	<b>233</b>	5.0%	2.3	<b>2.2</b>	-4.2%
Warren County	94	<b>101</b>	7.4%	47	<b>68</b>	44.7%	\$399,900	<b>\$419,000</b>	4.8%	111	<b>123</b>	10.8%	2.6	<b>2.6</b>	-1.1%
Winchester	39	<b>47</b>	20.5%	29	<b>26</b>	-10.3%	\$401,000	<b>\$429,450</b>	7.1%	32	<b>48</b>	50.0%	1.5	<b>2.0</b>	32.4%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Clarke County	117	<b>134</b>	14.5%	85	<b>67</b>	-21.2%	\$540,000	<b>\$650,000</b>	20.4%	23	<b>31</b>	34.8%
Frederick County	898	<b>946</b>	5.3%	612	<b>604</b>	-1.3%	\$459,800	<b>\$481,000</b>	4.6%	222	<b>233</b>	5.0%
Warren County	463	<b>445</b>	-3.9%	258	<b>263</b>	1.9%	\$387,000	<b>\$400,000</b>	3.4%	111	<b>123</b>	10.8%
Winchester	197	<b>215</b>	9.1%	132	<b>131</b>	-0.8%	\$380,000	<b>\$399,000</b>	5.0%	32	<b>48</b>	50.0%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Clarke County	1	<b>0</b>	-100.0%	0	<b>2</b>	n/a	\$0	<b>\$283,700</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Frederick County	38	<b>38</b>	0.0%	33	<b>34</b>	3.0%	\$345,000	<b>\$352,495</b>	2.2%	39	<b>62</b>	59.0%	1.6	<b>2.2</b>	33.8%
Warren County	6	<b>4</b>	-33.3%	5	<b>1</b>	-80.0%	\$226,200	<b>\$384,900</b>	70.2%	9	<b>7</b>	-22.2%	3.1	<b>2.2</b>	-28.4%
Winchester	3	<b>5</b>	66.7%	5	<b>4</b>	-20.0%	\$389,990	<b>\$350,000</b>	-10.3%	11	<b>7</b>	-36.4%	2.5	<b>1.3</b>	-46.5%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Clarke County	2	<b>2</b>	0.0%	1	<b>2</b>	100.0%	\$255,000	<b>\$283,700</b>	11.3%	0	<b>0</b>	n/a
Frederick County	194	<b>265</b>	36.6%	144	<b>170</b>	18.1%	\$332,500	<b>\$349,500</b>	5.1%	39	<b>62</b>	59.0%
Warren County	28	<b>35</b>	25.0%	18	<b>18</b>	0.0%	\$243,500	<b>\$297,200</b>	22.1%	9	<b>7</b>	-22.2%
Winchester	46	<b>30</b>	-34.8%	26	<b>31</b>	19.2%	\$355,000	<b>\$388,551</b>	9.5%	11	<b>7</b>	-36.4%



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.

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