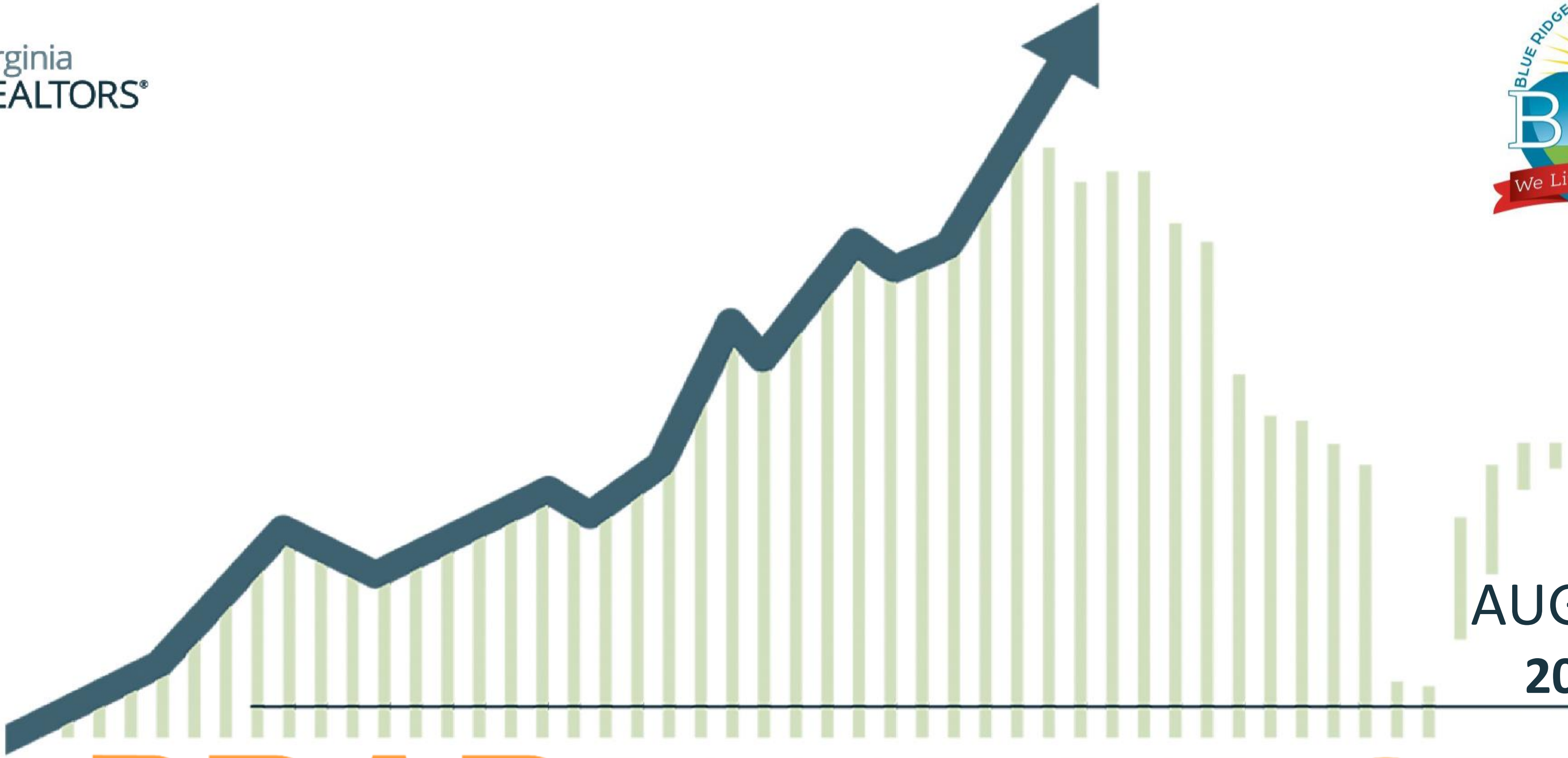


AUGUST

2025

BRAR BLUE RIDGE

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY

VIRGINIA REALTORS®

BRAR Market Indicators Report

Key Market Trends: **August 2025**

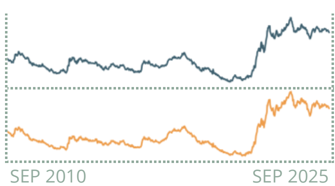
- **There were fewer home sales in most areas of the BRAR area.** In August, the BRAR footprint reported 213 closed sales, down 20.2% compared to the previous year, which is 54 fewer sales. Winchester had 31 in August, a 22.5% drop from a year ago, which is nine fewer sales. Sales activity also declined in Warren County (-23.0%) and Frederick County (-21.1%) compared to last August. However, Clarke County recorded one additional sale from the prior year, up 7.1%.
- **Pending sales rose year-over-year in all areas of the BRAR market.** There were 261 pending sales across the BRAR area in August, increasing 19.7% over the last year (+43 pending sales). Frederick County reported 167 pending transactions in August, up 16.8% or 24 more than the year before. Both Winchester (+3.8%) and Clarke County (+9.1%) had one more pending sale than in August of last year.
- **Home prices continue to rise year-over-year throughout the BRAR region.** As of August, the median sales price in the BRAR footprint reached $425,000, a 6.3% gain compared to the previous year, reflecting a $25,000 price jump. Clarke County's median sales price was $600,000 this month, up 48.1% or $195,000 from last year. The median sales price stood at $390,000 in Warren County (+1.6%) and Winchester (+9.9%) in August.
- **Inventory fell for the first time in over a year.** By the end of August, the BRAR market had 518 active listings, which is nine fewer than a year ago (-1.7%). The sharpest decline in listings occurred in Warren County (-17.5%) and Clarke County (-12.5%) compared to the end of last August. However, Frederick County had 307 active listings at the end of August, an 8.9% increase from the previous year.

September 18, 2025

INTEREST RATE TRACKER

30-YR Fixed 6.26 %

15-YR Fixed 5.41 %



BRAR Market Dashboard

YoY Chg	Aug-25	Indicator
▼ -20.2%	213	Sales
▲ 19.7%	261	Pending Sales
▲ 6.7%	367	New Listings
▲ 7.3%	$439,900	Median List Price
▲ 6.3%	$425,000	Median Sales Price
▲ 6.1%	$227	Median Price Per Square Foot
▼ -19.0%	$97.4	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 39.6%	39	Average Days on Market
▼ -1.7%	518	Active Listings
▼ -6.9%	2.3	Months of Supply

Sources: Virginia REALTORS®, data accessed September 15, 2025, Freddie Mac

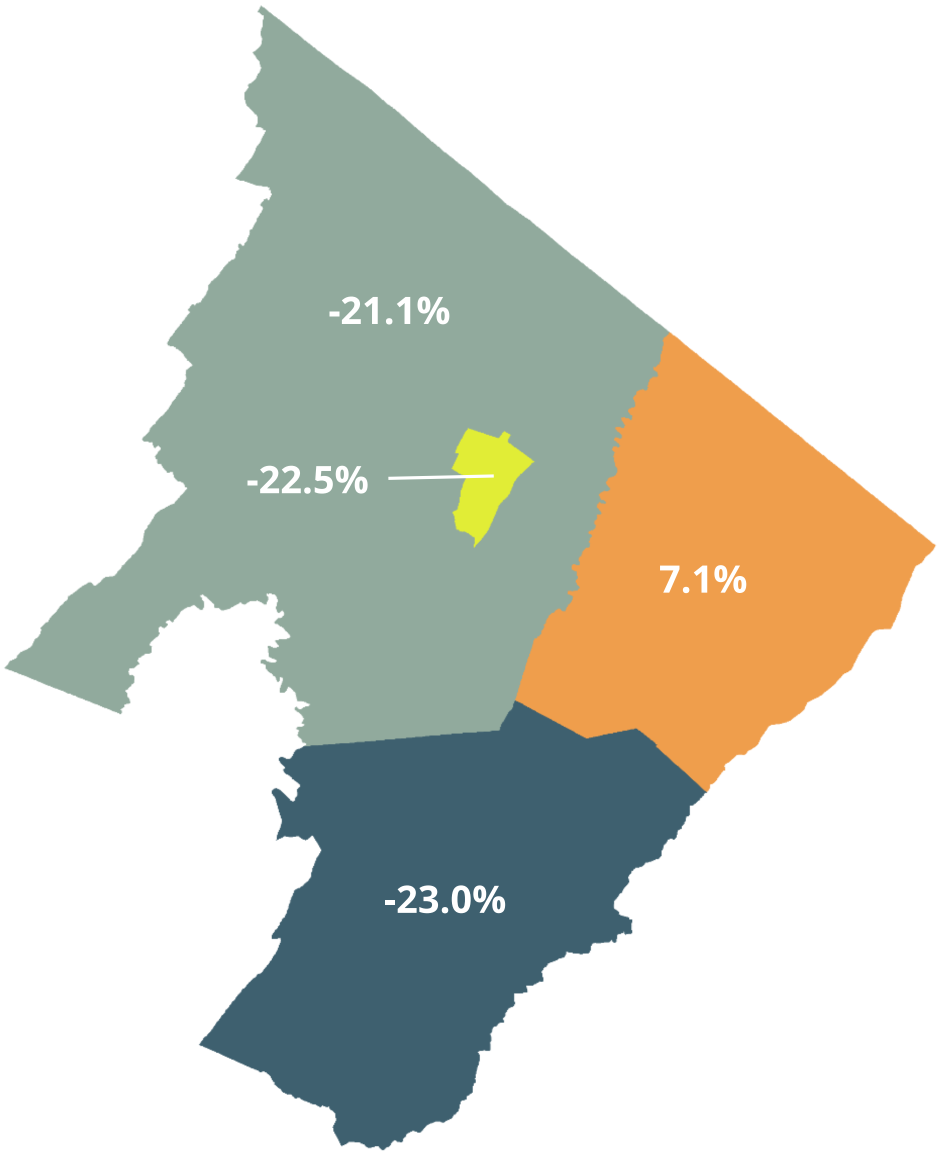
Report Index

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

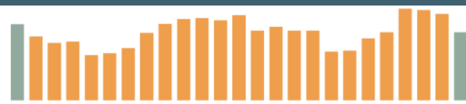
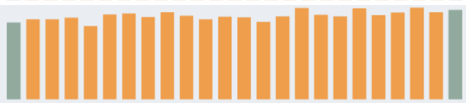
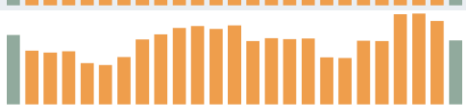
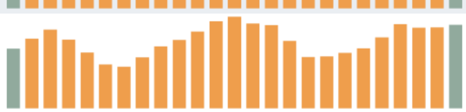


Total Sales

Jurisdiction	Aug-24	Aug-25	% Chg
Clarke County	14	15	7.1%
Frederick County	152	120	-21.1%
Warren County	61	47	-23.0%
Winchester	40	31	-22.5%
BRAR	**267**	**213**	**-20.2%**

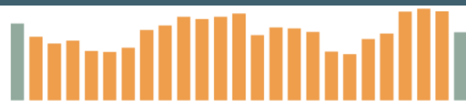
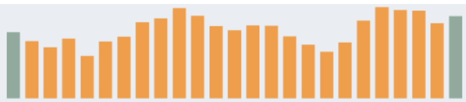
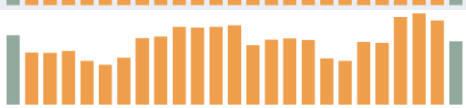
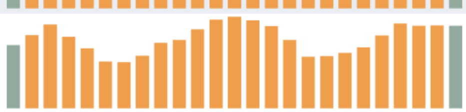
Source: Virginia REALTORS®, data accessed September 15, 2025

Total Market Overview

Key Metrics	2-year Trends (Aug-23 – Aug-25)	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales		267	**213**	-20.2%	1,794	**1,770**	-1.3%
Pending Sales		218	**261**	19.7%	1,895	**1,971**	4.0%
New Listings		344	**367**	6.7%	2,647	**2,792**	5.5%
Median List Price		$410,000	**$439,900**	7.3%	$410,000	**$425,000**	3.7%
Median Sales Price		$400,000	**$425,000**	6.3%	$410,000	**$425,000**	3.7%
Median Price Per Square Foot		$214	**$227**	6.1%	$212	**$218**	3.2%
Sold Dollar Volume (in millions)		$120.4	**$97.4**	-19.0%	$808.1	**$835.1**	3.3%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		28	**39**	39.6%	36	**37**	3.2%
Active Listings		527	**518**	-1.7%	n/a	**n/a**	n/a
Months of Supply		2.5	**2.3**	-6.9%	n/a	**n/a**	n/a

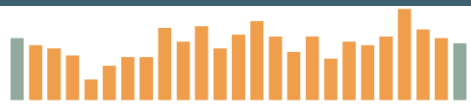
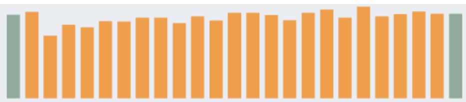
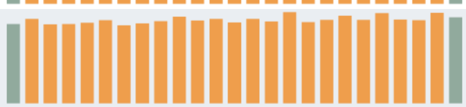
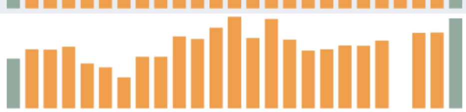
Source: Virginia REALTORS®, data accessed September 15, 2025

Single-Family Detached Market Overview

Key Metrics	2-year Trends Aug-23 Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales		229	**180**	-21.4%	1,537	**1,480**	-3.7%
Pending Sales		187	**225**	20.3%	1,611	**1,657**	2.9%
New Listings		293	**298**	1.7%	2,264	**2,331**	3.0%
Median List Price		$425,000	**$462,495**	8.8%	$435,000	**$454,900**	4.6%
Median Sales Price		$423,000	**$450,768**	6.6%	$430,000	**$450,000**	4.7%
Median Price Per Square Foot		$218	**$227**	4.4%	$216	**$222**	2.6%
Sold Dollar Volume (in millions)		$107.8	**$85.9**	-20.4%	$725.5	**$735.0**	1.3%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		28	**38**	35.8%	37	**38**	2.5%
Active Listings		452	**427**	-5.5%	n/a	**n/a**	n/a
Months of Supply		2.5	**2.3**	-7.9%	n/a	**n/a**	n/a

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

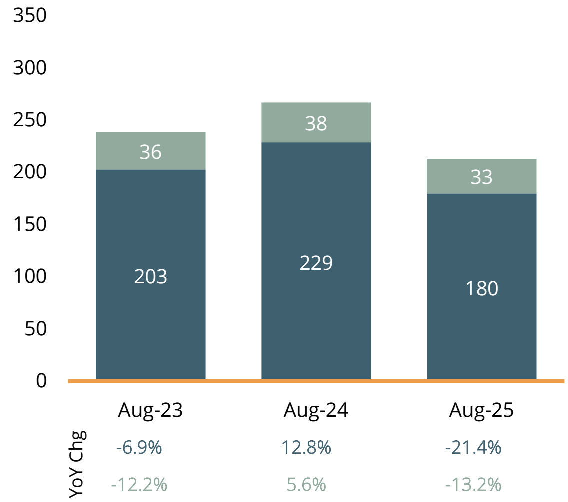
Townhome & Condo Market Overview

Key Metrics	2-year Trends Aug-23 … Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales		38	**33**	-13.2%	257	**290**	12.8%
Pending Sales		31	**36**	16.1%	284	**314**	10.6%
New Listings		51	**69**	35.3%	383	**461**	20.4%
Median List Price		$354,495	**$350,000**	-1.3%	$335,000	**$349,995**	4.5%
Median Sales Price		$357,000	**$350,000**	-2.0%	$334,440	**$350,000**	4.7%
Median Price Per Square Foot		$194	**$207**	6.6%	$199	**$204**	2.5%
Sold Dollar Volume (in millions)		$12.5	**$11.6**	-7.5%	$82.5	**$100.0**	21.2%
Median Sold/Ask Price Ratio		99.1%	**98.6%**	-0.5%	100.0%	**100.0%**	0.0%
Average Days on Market		26	**43**	62.7%	29	**32**	11.3%
Active Listings		75	**91**	21.3%	N/A	**N/A**	N/A
Months of Supply		2.5	**2.4**	-1.6%	N/A	**N/A**	N/A

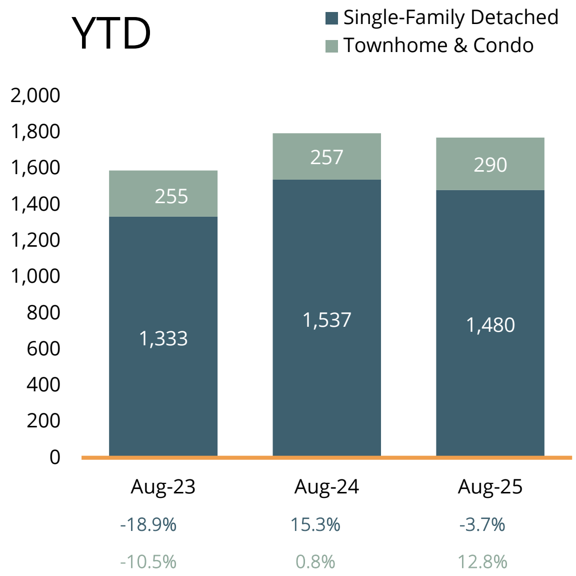
Source: Virginia REALTORS®, data accessed September 15, 2025

Sales

August

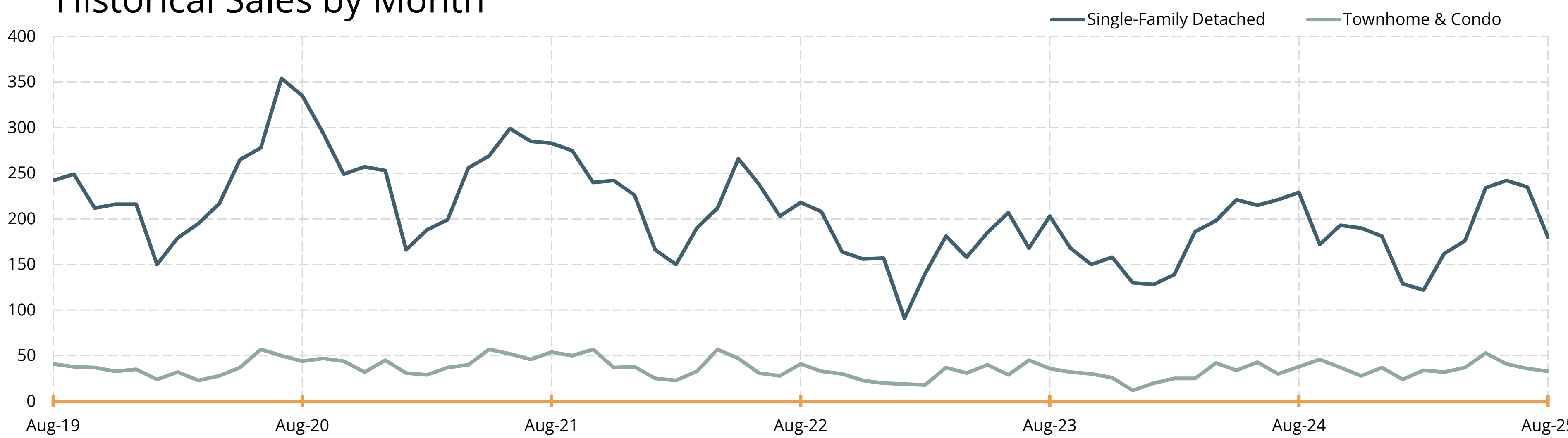


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	**172**	2.4%	**46**	43.8%
Oct-24	**193**	28.7%	**37**	23.3%
Nov-24	**190**	20.3%	**28**	7.7%
Dec-24	**181**	39.2%	**37**	208.3%
Jan-25	**129**	0.8%	**24**	20.0%
Feb-25	**122**	-12.2%	**34**	36.0%
Mar-25	**162**	-12.9%	**32**	28.0%
Apr-25	**176**	-11.1%	**37**	-11.9%
May-25	**234**	5.9%	**53**	55.9%
Jun-25	**242**	12.6%	**41**	-4.7%
Jul-25	**235**	6.3%	**36**	20.0%
Aug-25	**180**	-21.4%	**33**	-13.2%
12-month Avg	185	3.4%	37	22.7%

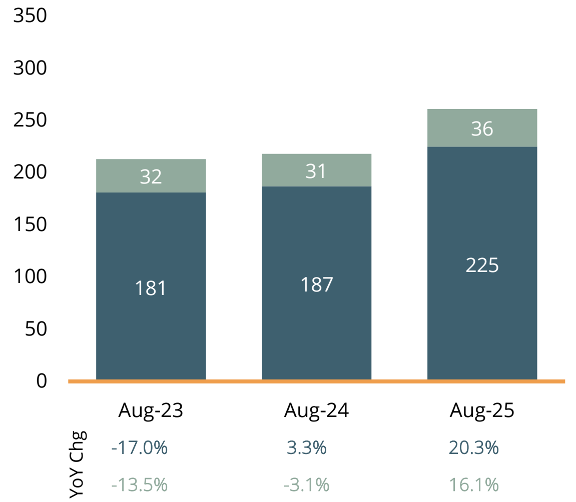
Historical Sales by Month



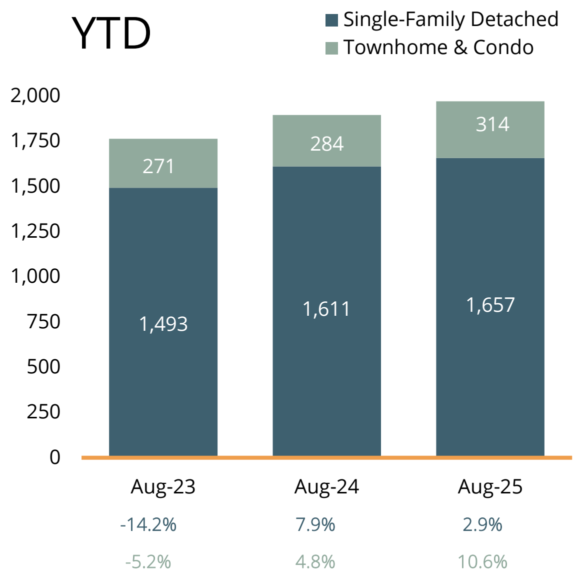
Source: Virginia REALTORS®, data accessed September 15, 2025

Pending Sales

August

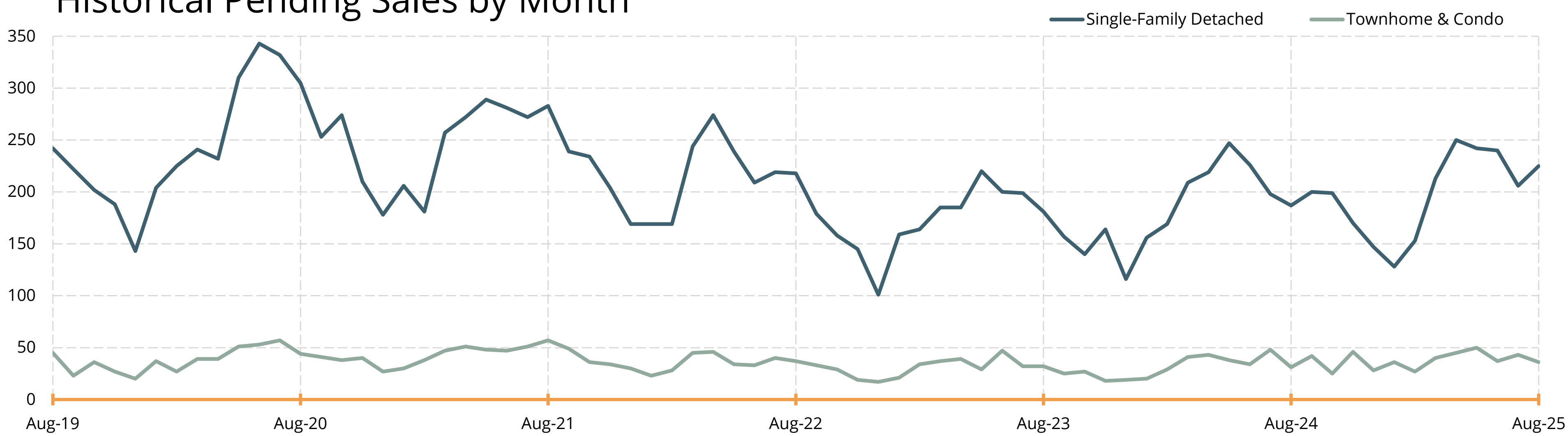


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	**200**	27.4%	**42**	68.0%
Oct-24	**199**	42.1%	**25**	-7.4%
Nov-24	**170**	3.7%	**46**	155.6%
Dec-24	**147**	26.7%	**28**	47.4%
Jan-25	**128**	-17.9%	**36**	80.0%
Feb-25	**153**	-9.5%	**27**	-6.9%
Mar-25	**213**	1.9%	**40**	-2.4%
Apr-25	**250**	14.2%	**45**	4.7%
May-25	**242**	-2.0%	**50**	31.6%
Jun-25	**240**	6.2%	**37**	8.8%
Jul-25	**206**	4.0%	**43**	-10.4%
Aug-25	**225**	20.3%	**36**	16.1%
12-month Avg	198	8.5%	38	22.0%

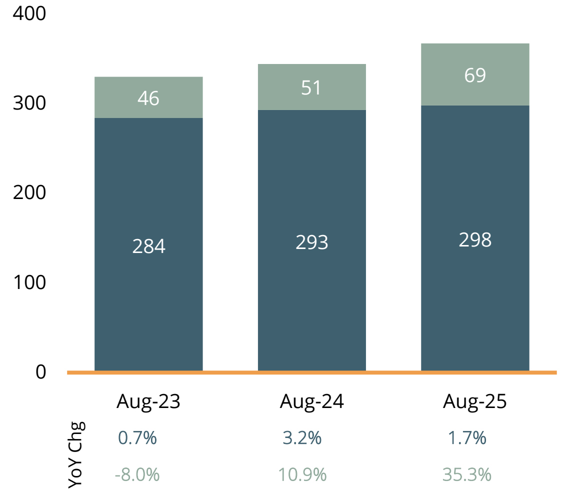
Historical Pending Sales by Month



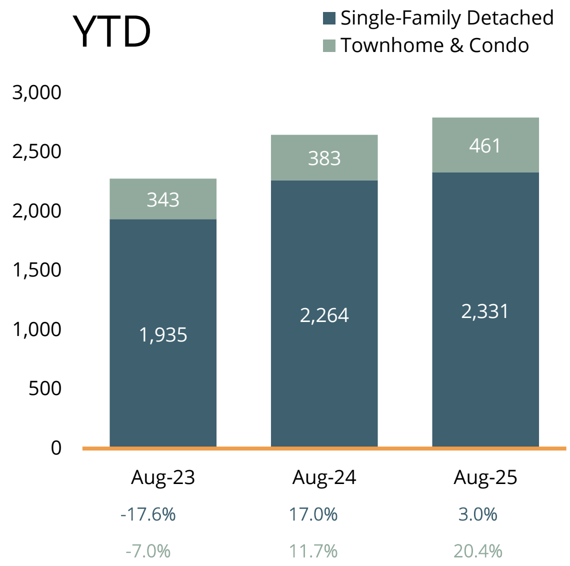
Source: Virginia REALTORS®, data accessed September 15, 2025

New Listings

August

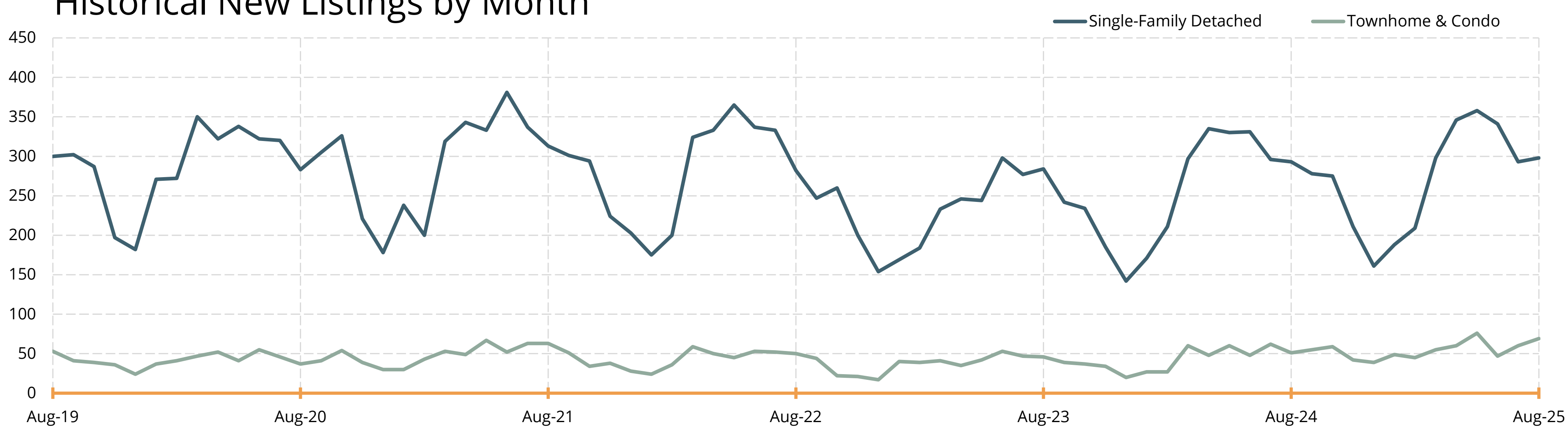


YTD



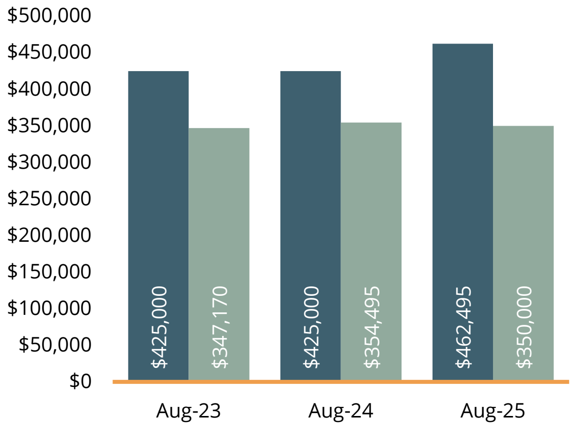
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	**278**	14.9%	**55**	41.0%
Oct-24	**275**	17.5%	**59**	59.5%
Nov-24	**211**	14.1%	**42**	23.5%
Dec-24	**161**	13.4%	**39**	95.0%
Jan-25	**188**	9.9%	**49**	81.5%
Feb-25	**209**	-0.9%	**45**	66.7%
Mar-25	**298**	0.3%	**55**	-8.3%
Apr-25	**346**	3.3%	**60**	25.0%
May-25	**358**	8.5%	**76**	26.7%
Jun-25	**341**	3.0%	**47**	-2.1%
Jul-25	**293**	-1.0%	**60**	-3.2%
Aug-25	**298**	1.7%	**69**	35.3%
12-month Avg	271	6.2%	55	27.9%

Historical New Listings by Month



Median List Price

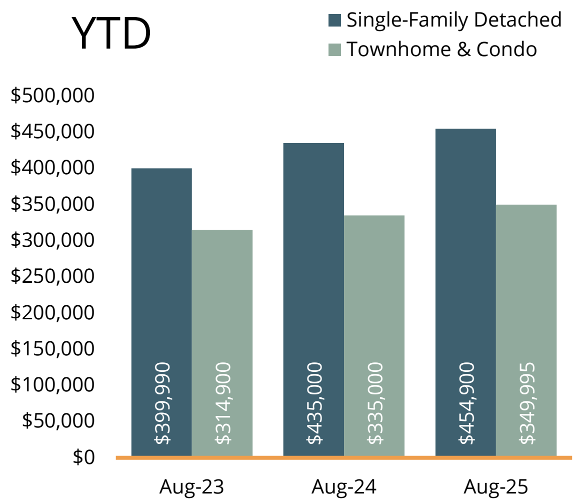
August



YoY Chg

	Aug-23	Aug-24	Aug-25
Single-Family Detached	5.6%	0.0%	8.8%
Townhome & Condo	31.1%	2.1%	-1.3%

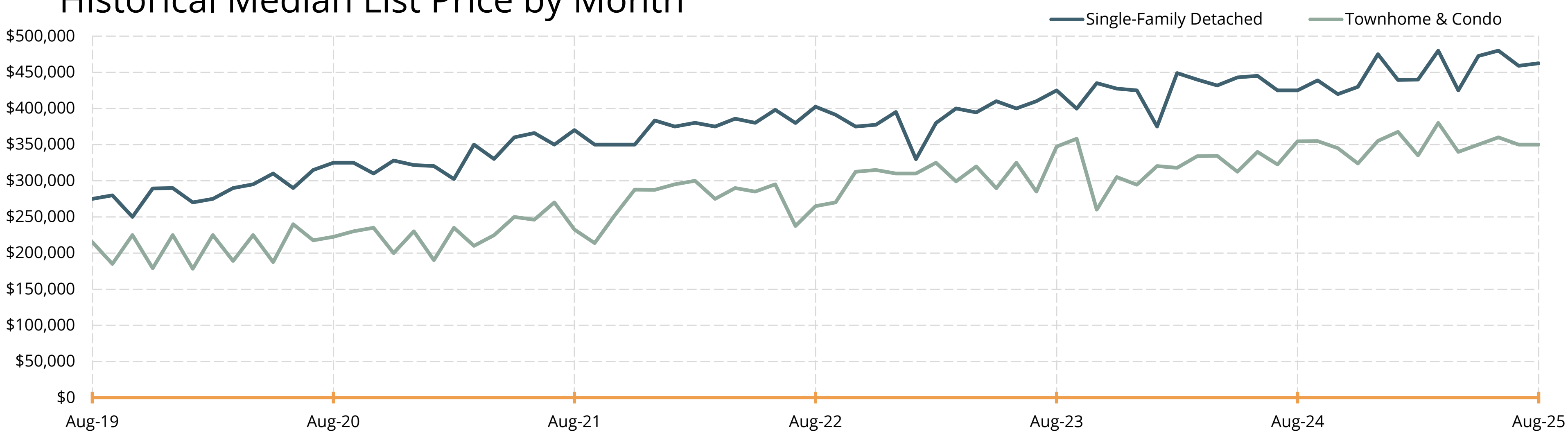
YTD



	Aug-23	Aug-24	Aug-25
Single-Family Detached	2.6%	8.8%	4.6%
Townhome & Condo	8.6%	6.4%	4.5%

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-25	**$459,000**	8.0%	**$349,945**	8.5%
Aug-25	**$462,495**	8.8%	**$350,000**	-1.3%
12-month Avg	$451,828	5.9%	$350,935	9.3%

Historical Median List Price by Month

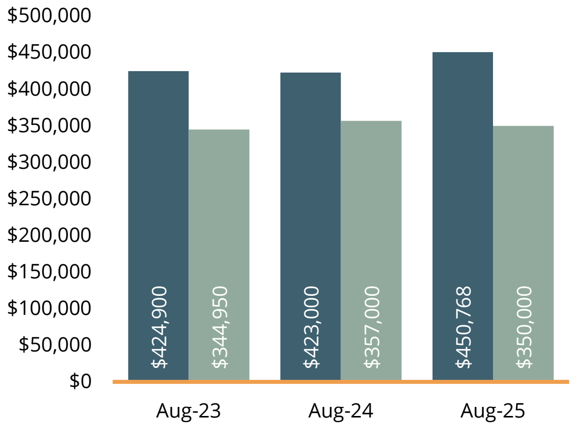


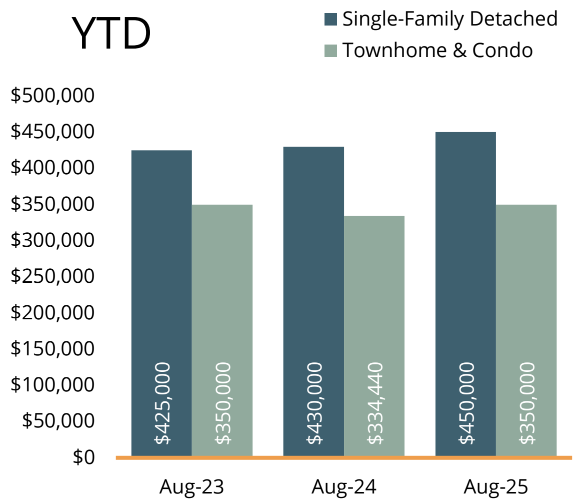
Source: Virginia REALTORS®, data accessed September 15, 2025

Median Sales Price

August

YTD

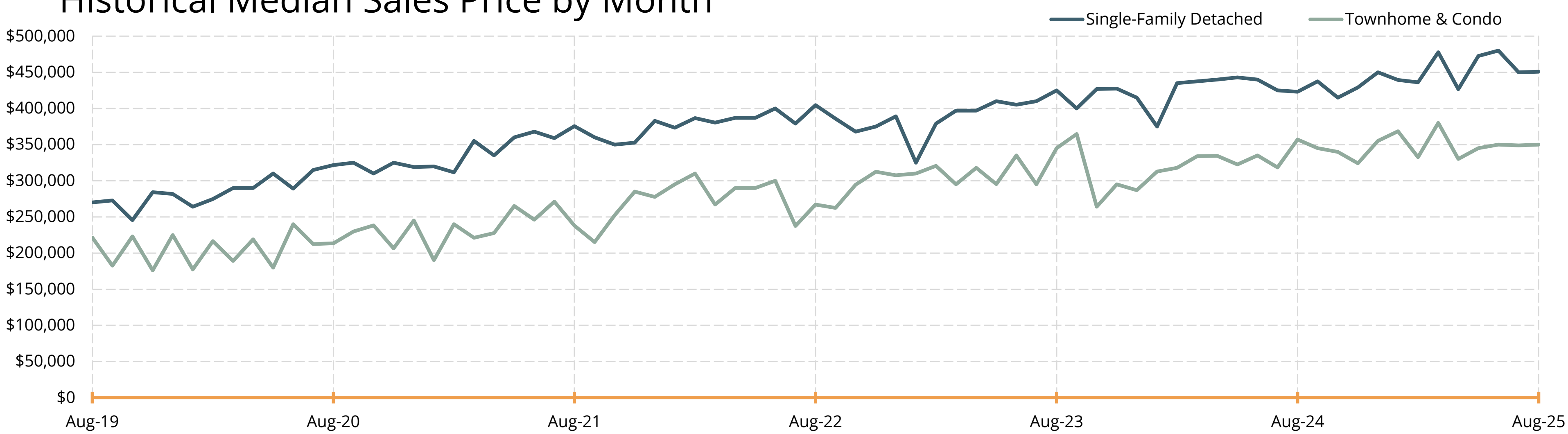




YoY Chg	Aug-23	Aug-24	Aug-25	Aug-23	Aug-24	Aug-25
	5.0%	-0.4%	6.6%	5.1%	1.2%	4.7%
	29.2%	3.5%	-2.0%	31.1%	-4.4%	4.7%

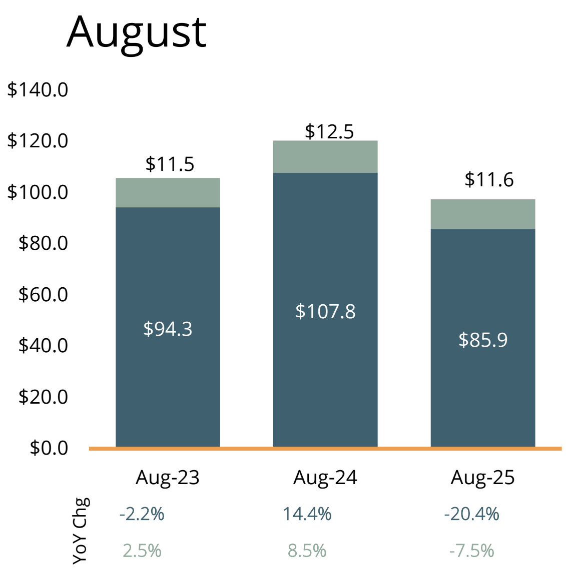
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Sep-24	**$437,495**	9.4%	**$345,093**	-5.4%
Oct-24	**$415,000**	-2.8%	**$340,000**	28.8%
Nov-24	**$429,000**	0.4%	**$323,993**	9.8%
Dec-24	**$450,000**	8.4%	**$355,000**	23.7%
Jan-25	**$439,500**	17.2%	**$368,450**	17.8%
Feb-25	**$436,000**	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%
Jul-25	**$450,000**	5.9%	**$348,745**	9.5%
Aug-25	**$450,768**	6.6%	**$350,000**	-2.0%
12-month Avg	$447,036	5.4%	$347,398	8.5%

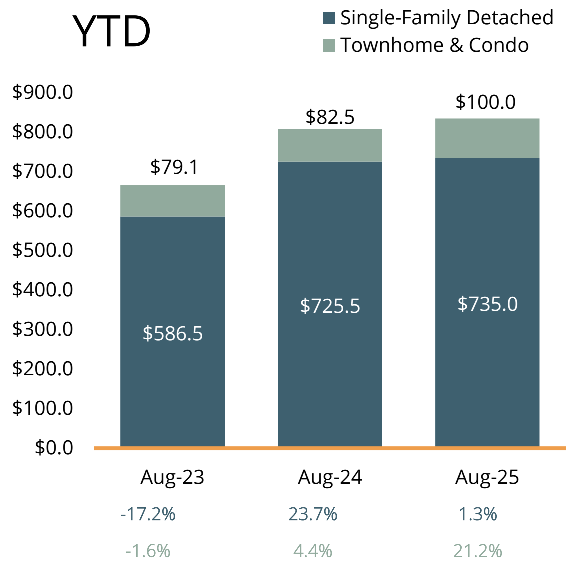
Historical Median Sales Price by Month



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

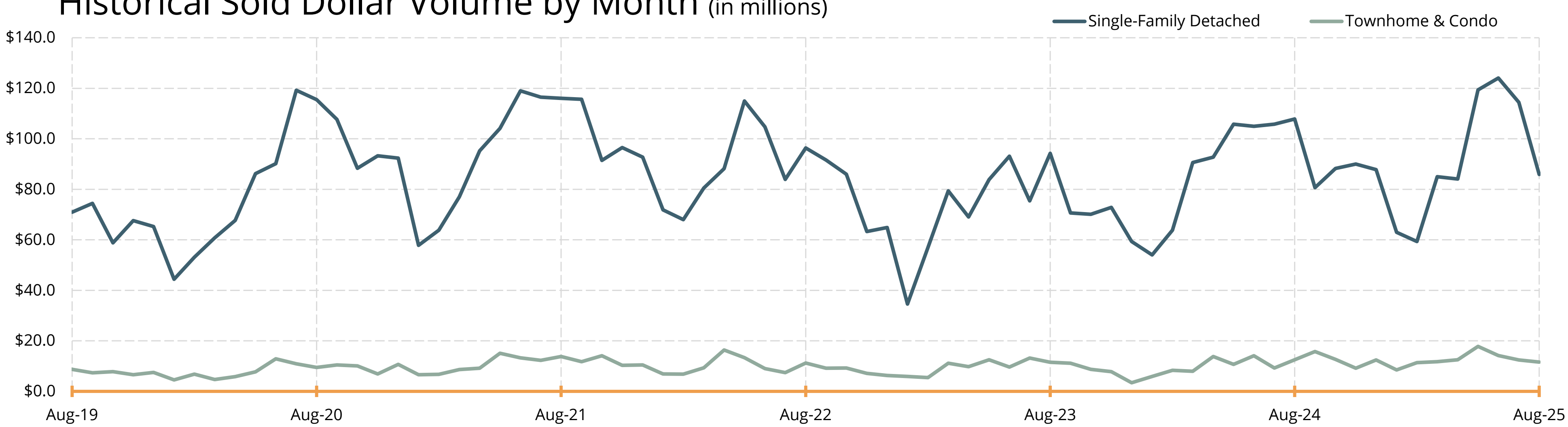
Sold Dollar Volume (in millions)





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-25	**$114.4**	8.1%	**$12.4**	33.9%
Aug-25	**$85.9**	-20.4%	**$11.6**	-7.5%
12-month Avg	$90.1	8.3%	$12.5	32.0%

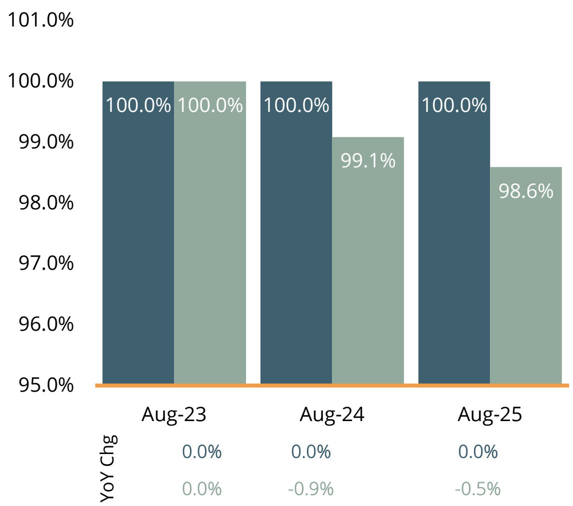
Historical Sold Dollar Volume by Month (in millions)



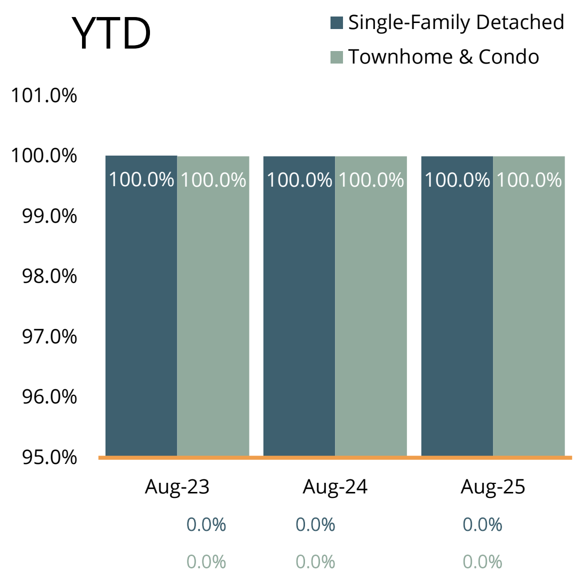
Source: Virginia REALTORS®, data accessed September 15, 2025

Median Sold to Ask Price Ratio

August

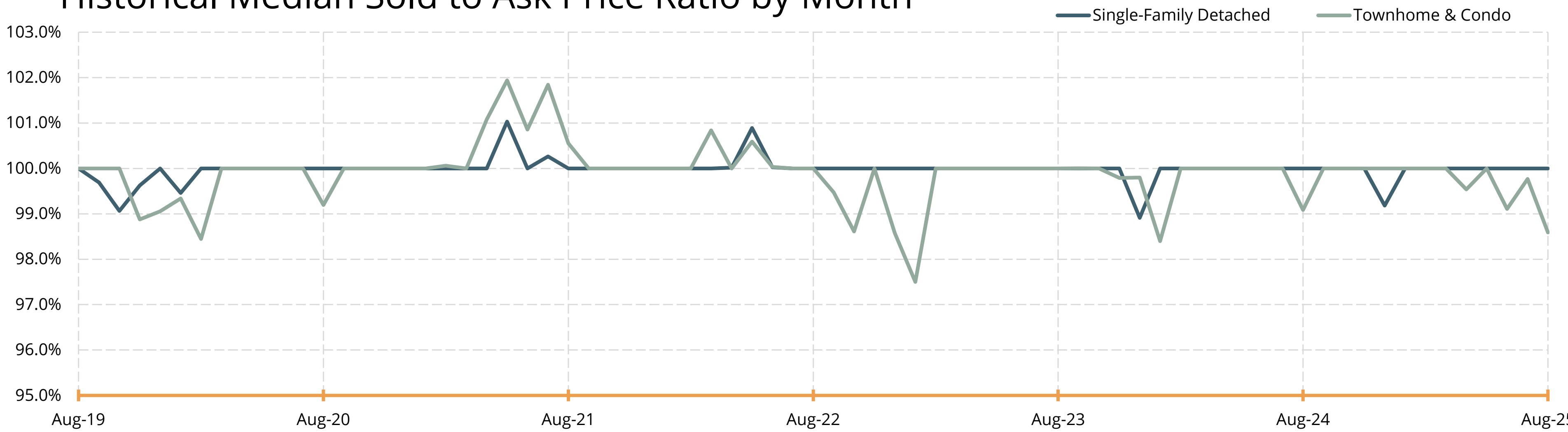


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-25	**100.0%**	0.0%	**99.8%**	-0.2%
Aug-25	**100.0%**	0.0%	**98.6%**	-0.5%
12-month Avg	99.9%	0.0%	99.8%	0.0%

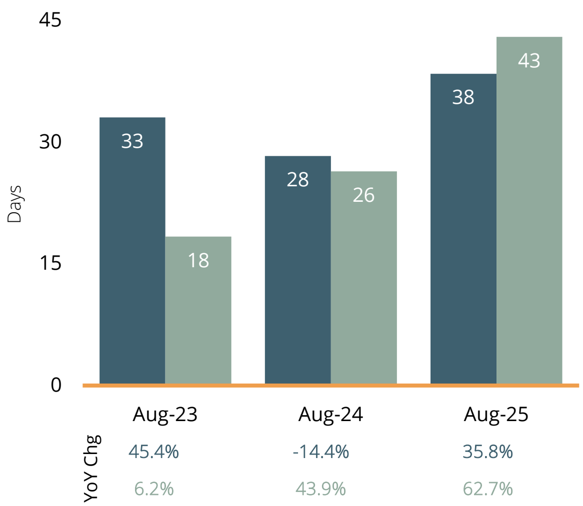
Historical Median Sold to Ask Price Ratio by Month



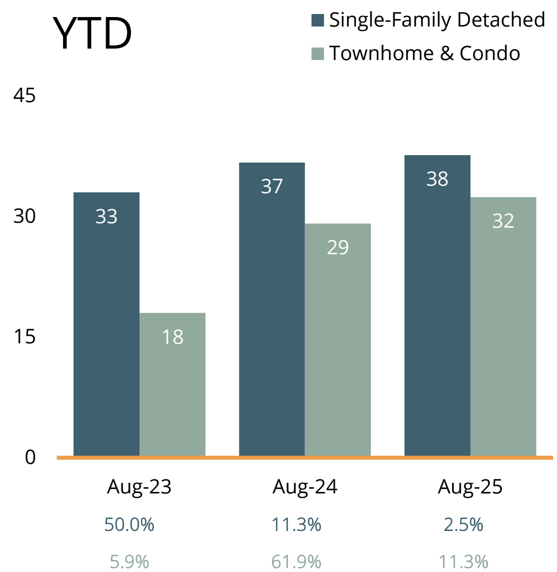
Source: Virginia REALTORS®, data accessed September 15, 2025

Average Days on Market

August

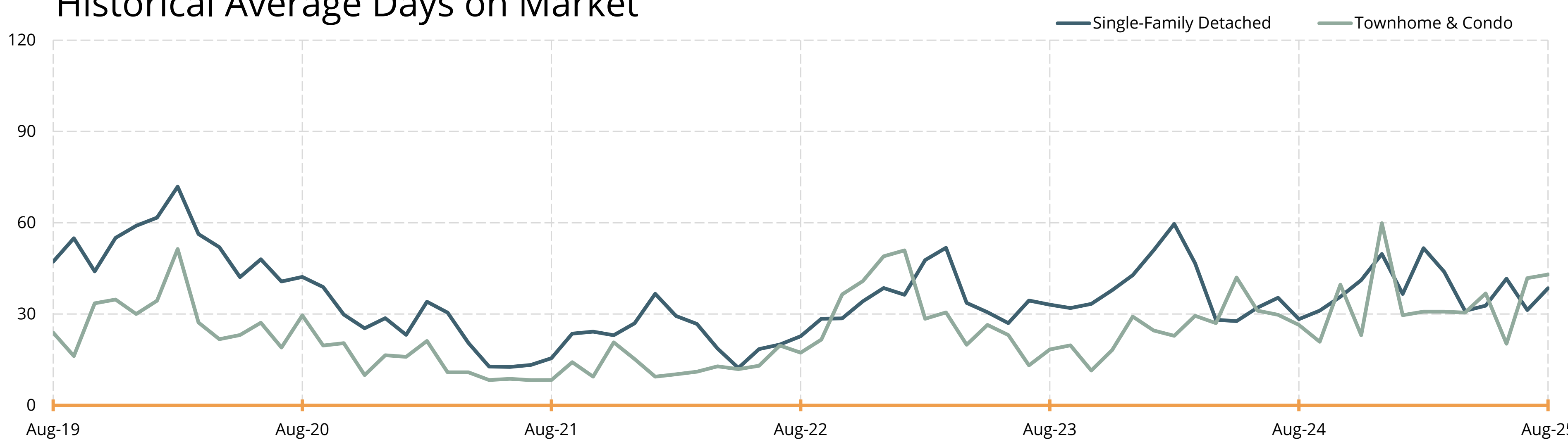


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-25	**31**	-11.3%	**42**	40.4%
Aug-25	**38**	35.8%	**43**	62.7%
12-month Avg	39	2.3%	34	30.6%

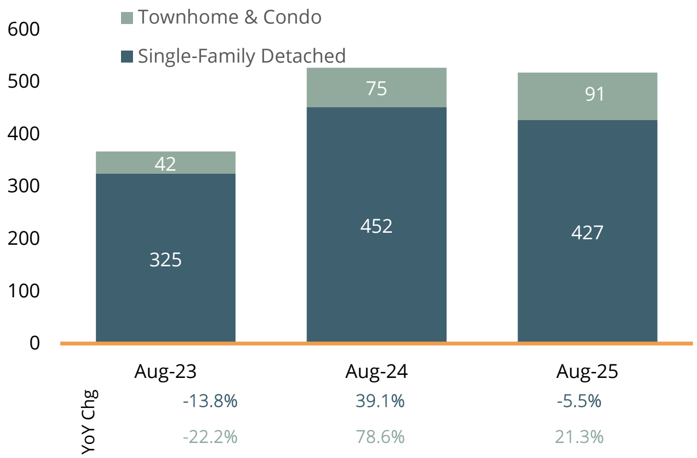
Historical Average Days on Market



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

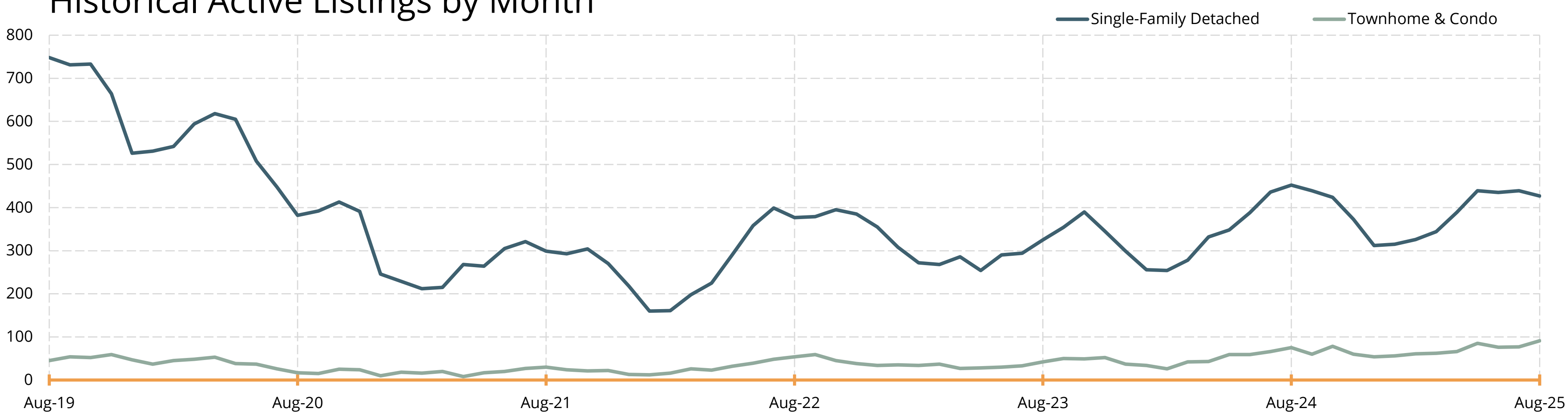
Active Listings

August



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-25	**439**	0.7%	**77**	16.7%
Aug-25	**427**	-5.5%	**91**	21.3%
12-month Avg	389	12.8%	69	39.5%

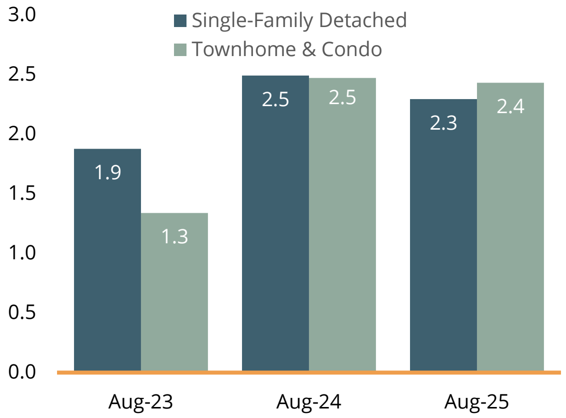
Historical Active Listings by Month



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

Months of Supply

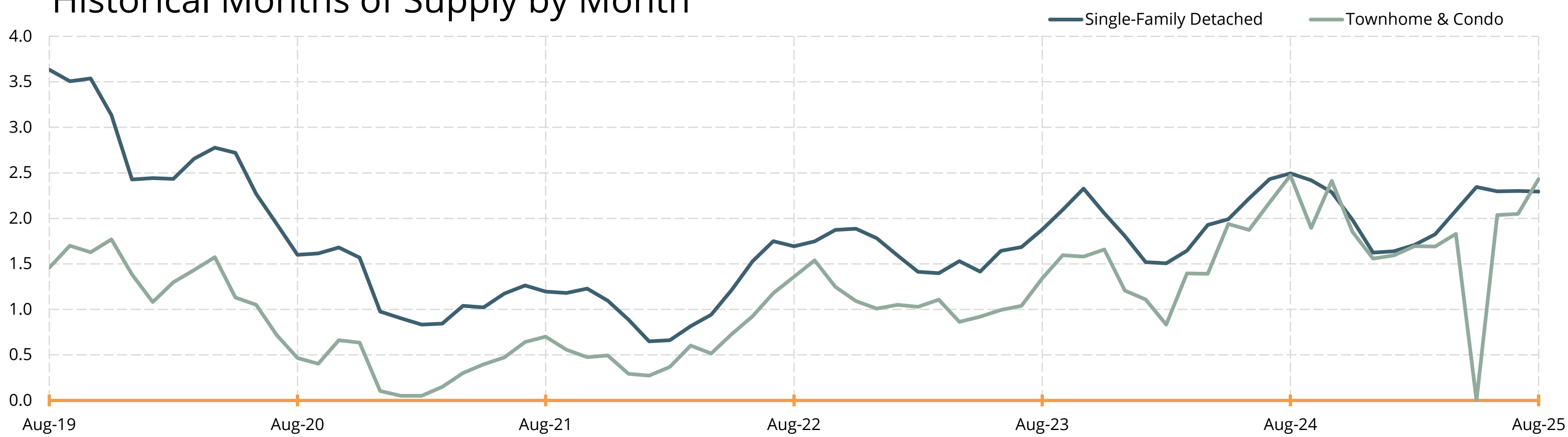
August



YoY Chg	Aug-23	Aug-24	Aug-25
Single-Family Detached	10.8%	32.8%	-7.9%
Townhome & Condo	-1.3%	84.5%	-1.6%

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jul-25	**2.3**	-5.4%	**2.0**	-5.8%
Aug-25	**2.3**	-7.9%	**2.4**	-1.6%
12-month Avg	2.1	3.3%	1.8	9.4%

Historical Months of Supply by Month



Area Overview - Total Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Clarke County	20	**15**	-25.0%	14	**15**	7.1%	$405,000	**$600,000**	48.1%	32	**28**	-12.5%	2.1	**2.1**	0.6%
Frederick County	194	**235**	21.1%	152	**120**	-21.1%	$429,950	**$445,450**	3.6%	282	**307**	8.9%	2.3	**2.3**	-1.0%
Warren County	86	**79**	-8.1%	61	**47**	-23.0%	$384,000	**$390,000**	1.6%	154	**127**	-17.5%	3.2	**2.6**	-18.9%
Winchester	44	**38**	-13.6%	40	**31**	-22.5%	$355,000	**$390,000**	9.9%	59	**56**	-5.1%	2.2	**2.0**	-8.5%

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

Area Overview - Total Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Clarke County	157	**178**	13.4%	114	**106**	-7.0%	$507,500	**$599,500**	18.1%	32	**28**	-12.5%
Frederick County	1,498	**1,650**	10.1%	1,039	**1,043**	0.4%	$429,020	**$445,000**	3.7%	282	**307**	8.9%
Warren County	661	**644**	-2.6%	408	**391**	-4.2%	$384,500	**$395,000**	2.7%	154	**127**	-17.5%
Winchester	331	**320**	-3.3%	233	**230**	-1.3%	$367,500	**$391,297**	6.5%	59	**56**	-5.1%

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

Area Overview - Single Family Detached Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Clarke County	19	**15**	-21.1%	14	**15**	7.1%	$405,000	**$600,000**	48.1%	30	**27**	-10.0%	2.0	**2.08**	3.8%
Frederick County	156	**180**	15.4%	128	**94**	-26.6%	$459,500	**$473,750**	3.1%	235	**237**	0.9%	2.4	**2.3**	-4.2%
Warren County	82	**69**	-15.9%	54	**44**	-18.5%	$385,000	**$392,000**	1.8%	145	**116**	-20.0%	3.2	**2.5**	-21.9%
Winchester	36	**34**	-5.6%	33	**27**	-18.2%	$353,000	**$400,000**	13.3%	42	**47**	11.9%	1.9	**2.1**	9.9%

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

Area Overview - Single Family Detached Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Clarke County	151	**175**	15.9%	112	**104**	-7.1%	$532,500	**$600,000**	12.7%	30	**27**	-10.0%
Frederick County	1,223	**1,286**	5.2%	849	**820**	-3.4%	$460,000	**$480,000**	4.3%	235	**237**	0.9%
Warren County	621	**592**	-4.7%	380	**367**	-3.4%	$387,000	**$400,000**	3.4%	145	**116**	-20.0%
Winchester	269	**278**	3.3%	196	**189**	-3.6%	$375,000	**$400,000**	6.7%	42	**47**	11.9%

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

Area Overview - Townhome & Condo Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Clarke County	1	**0**	-100.0%	0	**0**	n/a	$0	**$0**	n/a	2	**1**	n/a	6.0	**3.0**	n/a
Frederick County	38	**55**	44.7%	24	**26**	8.3%	$352,500	**$357,450**	1.4%	47	**70**	48.9%	2.1	**2.4**	14.2%
Warren County	4	**10**	150.0%	7	**3**	-57.1%	$260,000	**$342,100**	31.6%	9	**11**	22.2%	2.9	**3.9**	33.0%
Winchester	8	**4**	-50.0%	7	**4**	-42.9%	$366,000	**$312,200**	-14.7%	17	**9**	-47.1%	3.6	**1.7**	-52.8%

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

Area Overview - Townhome & Condo Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Clarke County	6	**3**	-50.0%	2	**2**	0.0%	$264,900	**$283,700**	7.1%	2	**1**	n/a
Frederick County	275	**364**	32.4%	190	**223**	17.4%	$335,875	**$350,000**	4.2%	47	**70**	48.9%
Warren County	40	**52**	30.0%	28	**24**	-14.3%	$255,000	**$297,200**	16.5%	9	**11**	22.2%
Winchester	62	**42**	-32.3%	37	**41**	10.8%	$355,000	**$375,000**	5.6%	17	**9**	-47.1%

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

Virginia REALTORS®

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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804-622-7954

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.