

JANUARY
2026

BRAR BLUE RIDGE

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



BRAR Market Indicators Report



Key Market Trends: January 2026

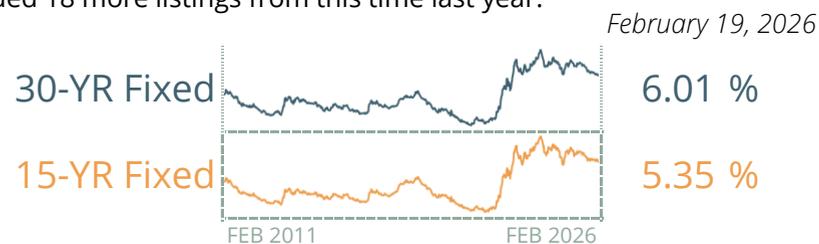
- The BRAR market experienced a decline in activity for a fourth straight month.** There were 149 sales completed in the BRAR market in January, four fewer than last year, marking a 2.6% decrease. Winchester recorded 15 home sales in January, down 28.6% or six fewer than the year before. Both Clarke County (+11.1%) and Warren County (+2.4%) added one more sale compared to last January.
- Pending sales activity rose for the first time in five months, showing signs of more sales in the future.** In January, there were 194 pending sales across the region, 30 more than last year, an increase of 18.3%. Frederick County had 113 pending sales in January, 10 more than the prior year (+9.7%). Clarke County (+50.0%) and Warren County (+56.7%) also recorded notable rises in pending sales activity compared to the prior year.
- The median sales price fell to its lowest in two years.** As of January, the median sales price in the BRAR market was \$399,990, a decrease of 2.4% or \$10,010 from a year ago. Winchester's median sales price was \$376,250 in January, reflecting a \$13,650 drop compared to the prior year (-3.5%). Frederick County experienced its median sales price decline for two consecutive months, with sales prices trending down 6.4% compared to last January (-\$27,750). Conversely, Warren County (+2.0%) and Clarke County (+0.8%) saw home prices increase slightly year-over-year.
- The housing stock rose throughout the BRAR region.** There were 470 active listings throughout the BRAR market at the end of January, 74 more than the previous year, showing an 18.7% increase. Both Clarke County (+112.5%) and Winchester (+52.9%) added 18 more listings from this time last year.



BRAR Market Dashboard

YoY Chg	Jan-26	Indicator
▼ -2.6%	149	Sales
▲ 18.3%	194	Pending Sales
▲ 33.3%	316	New Listings
▼ -2.2%	\$409,900	Median List Price
▼ -2.4%	\$399,990	Median Sales Price
▲ 1.1%	\$208	Median Price Per Square Foot
▼ -0.6%	\$71.0	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 44.3%	51	Average Days on Market
▲ 18.7%	470	Active Listings
▲ 30.6%	2.1	Months of Supply

INTEREST RATE TRACKER



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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.

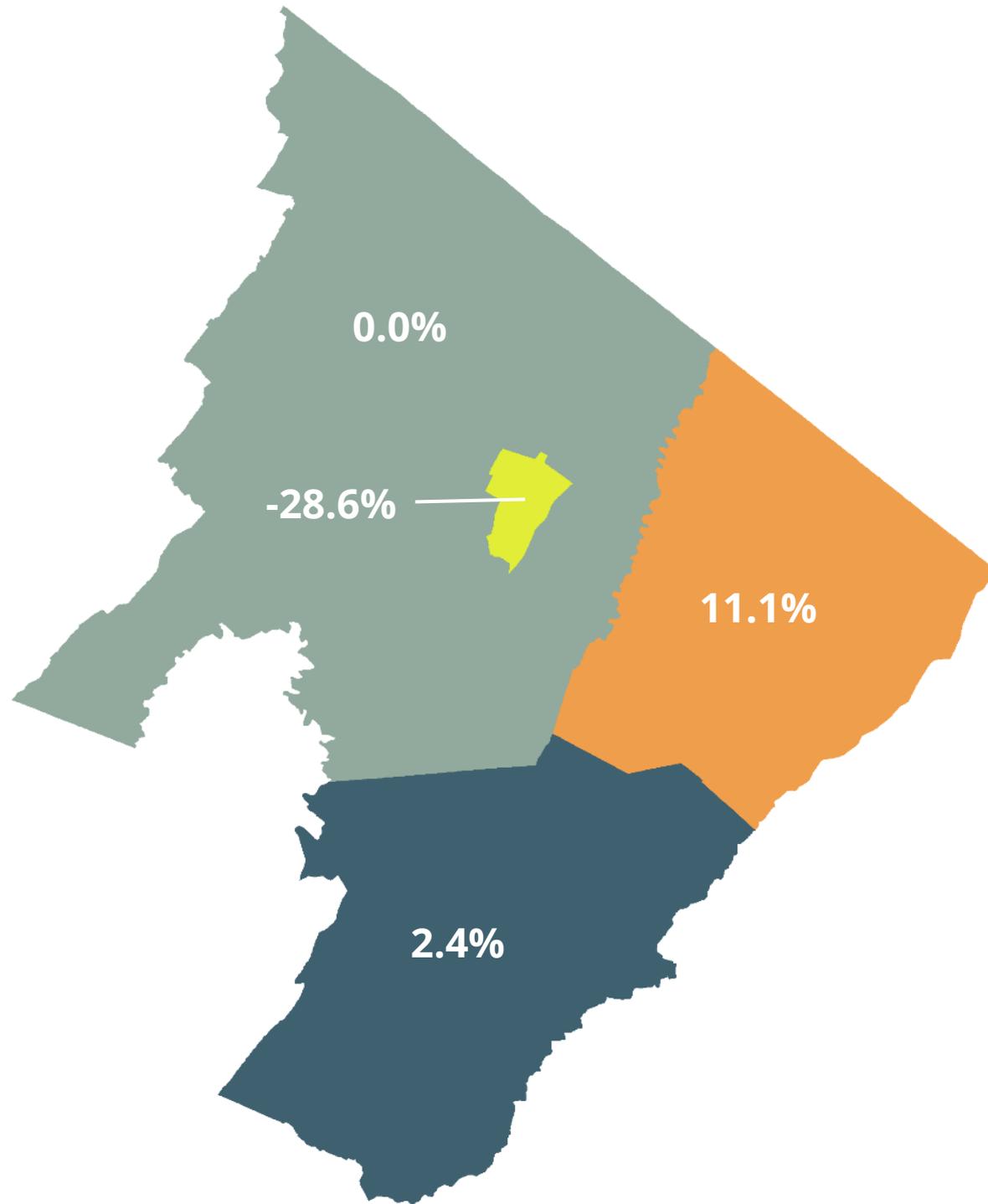
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - BRAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jan-25	Jan-26	% Chg
Clarke County	9	10	11.1%
Frederick County	82	82	0.0%
Warren County	41	42	2.4%
Winchester	21	15	-28.6%
BRAR	153	149	-2.6%

Total Market Overview



Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			153	149	-2.6%	153	149	-2.6%
Pending Sales			164	194	18.3%	164	194	18.3%
New Listings			237	316	33.3%	237	316	33.3%
Median List Price			\$419,000	\$409,900	-2.2%	\$409,999	\$409,900	0.0%
Median Sales Price			\$410,000	\$399,990	-2.4%	\$410,000	\$399,990	-2.4%
Median Price Per Square Foot			\$206	\$208	1.1%	\$206	\$208	1.0%
Sold Dollar Volume (in millions)			\$71.4	\$71.0	-0.6%	\$71.4	\$71.0	-0.6%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			35	51	44.3%	35	51	46.1%
Active Listings			396	470	18.7%	n/a	n/a	n/a
Months of Supply			1.6	2.1	30.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed February 15, 2026

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			129	124	-3.9%	129	124	-3.9%
Pending Sales			128	164	28.1%	128	164	28.1%
New Listings			188	258	37.2%	188	258	37.2%
Median List Price			\$439,500	\$422,400	-3.9%	\$439,500	\$422,400	-3.9%
Median Sales Price			\$439,500	\$419,500	-4.6%	\$439,500	\$419,500	-4.6%
Median Price Per Square Foot			\$208	\$208	0.1%	\$208	\$208	0.1%
Sold Dollar Volume (in millions)			\$63.0	\$62.4	-1.0%	\$63.0	\$62.4	-1.0%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			37	51	40.0%	37	51	40.0%
Active Listings			333	381	14.4%	n/a	n/a	n/a
Months of Supply			1.6	2.1	27.2%	n/a	n/a	n/a

Townhome & Condo Market Overview

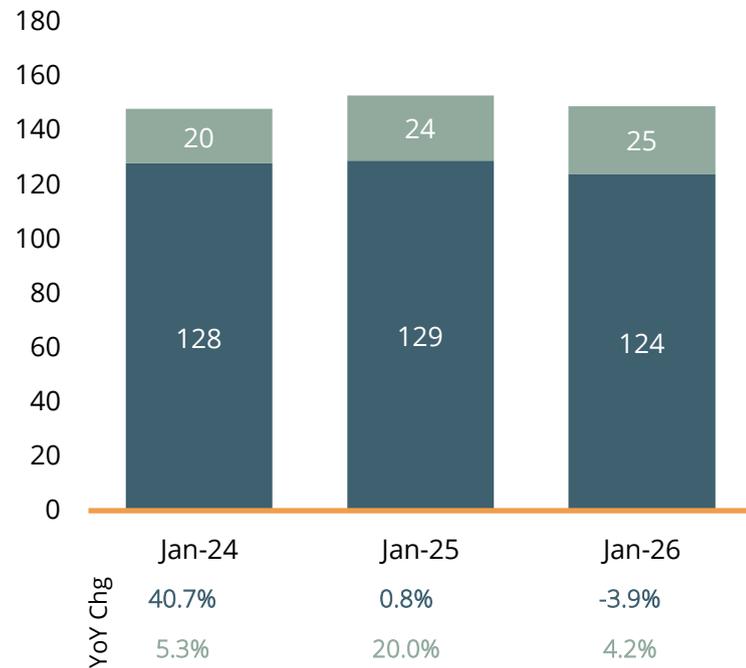


Key Metrics	2-year Trends		Jan-25	Jan-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jan-24	Jan-26						
Sales			24	25	4.2%	24	25	4.2%
Pending Sales			36	30	-16.7%	36	30	-16.7%
New Listings			49	58	18.4%	49	58	18.4%
Median List Price			\$367,500	\$374,990	2.0%	\$367,500	\$374,990	2.0%
Median Sales Price			\$368,450	\$372,000	1.0%	\$368,450	\$372,000	1.0%
Median Price Per Square Foot			\$201	\$203	0.8%	\$202	\$203	0.1%
Sold Dollar Volume (in millions)			\$8.5	\$8.6	2.2%	\$8.5	\$8.6	2.2%
Median Sold/Ask Price Ratio			100.0%	99.1%	-0.9%	100.0%	99.1%	-0.9%
Average Days on Market			30	51	73.1%	27	51	87.0%
Active Listings			63	89	41.3%	n/a	n/a	n/a
Months of Supply			2.2	2.3	7.7%	n/a	n/a	n/a

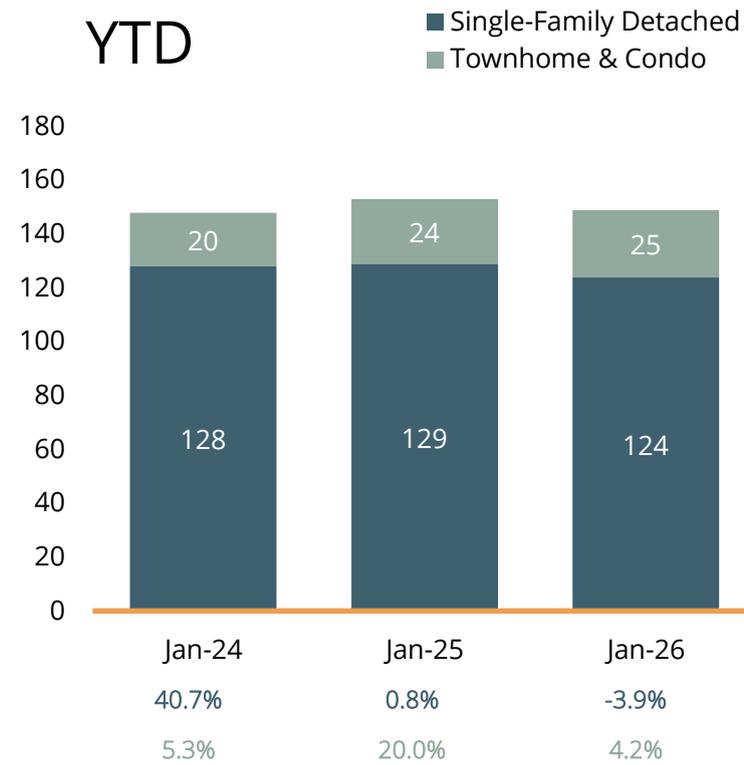
Sales



January



YTD



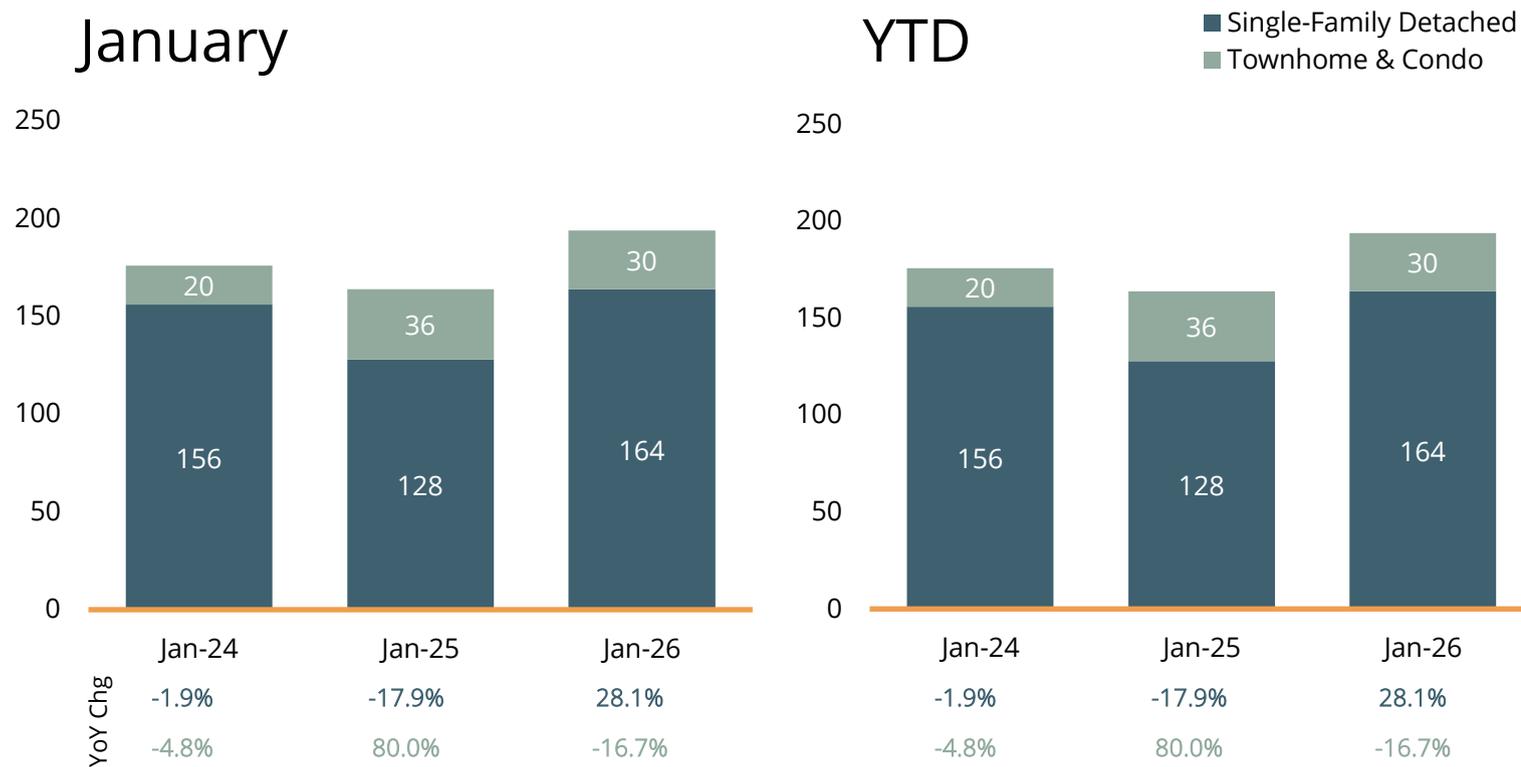
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	122	-12.2%	34	36.0%
Mar-25	162	-12.9%	32	28.0%
Apr-25	176	-11.1%	37	-11.9%
May-25	234	5.9%	53	55.9%
Jun-25	242	12.6%	41	-4.7%
Jul-25	235	6.3%	36	20.0%
Aug-25	180	-21.4%	33	-13.2%
Sep-25	215	25.0%	38	-17.4%
Oct-25	182	-5.7%	47	27.0%
Nov-25	167	-12.1%	23	-17.9%
Dec-25	135	-25.4%	42	13.5%
Jan-26	124	-3.9%	25	4.2%
12-month Avg	181	-4.4%	37	7.8%

Historical Sales by Month



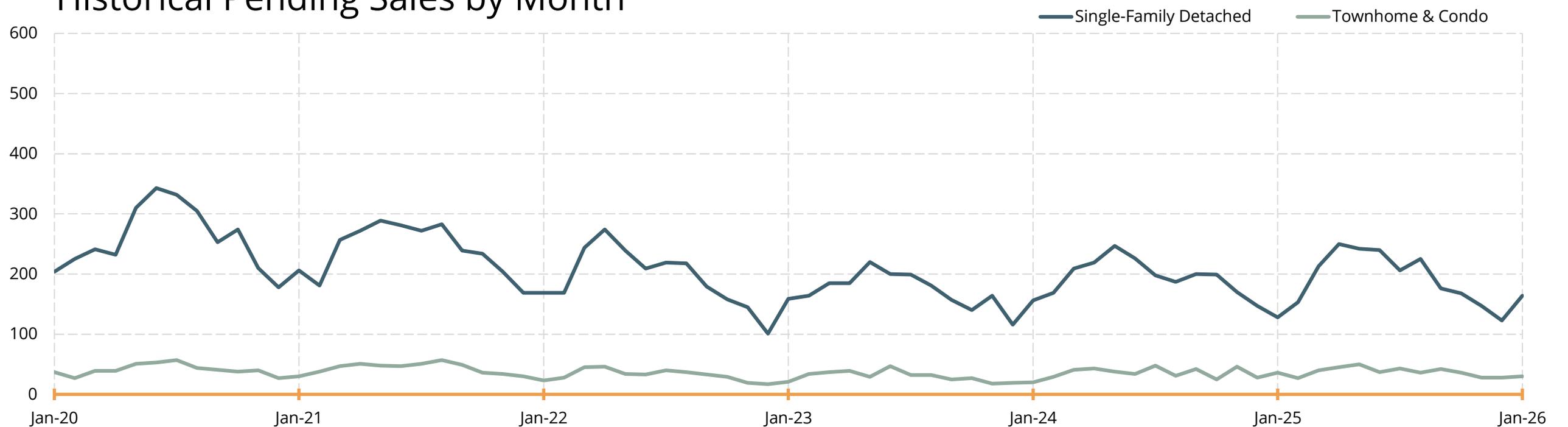
Source: Virginia REALTORS®, data accessed February 15, 2026

Pending Sales



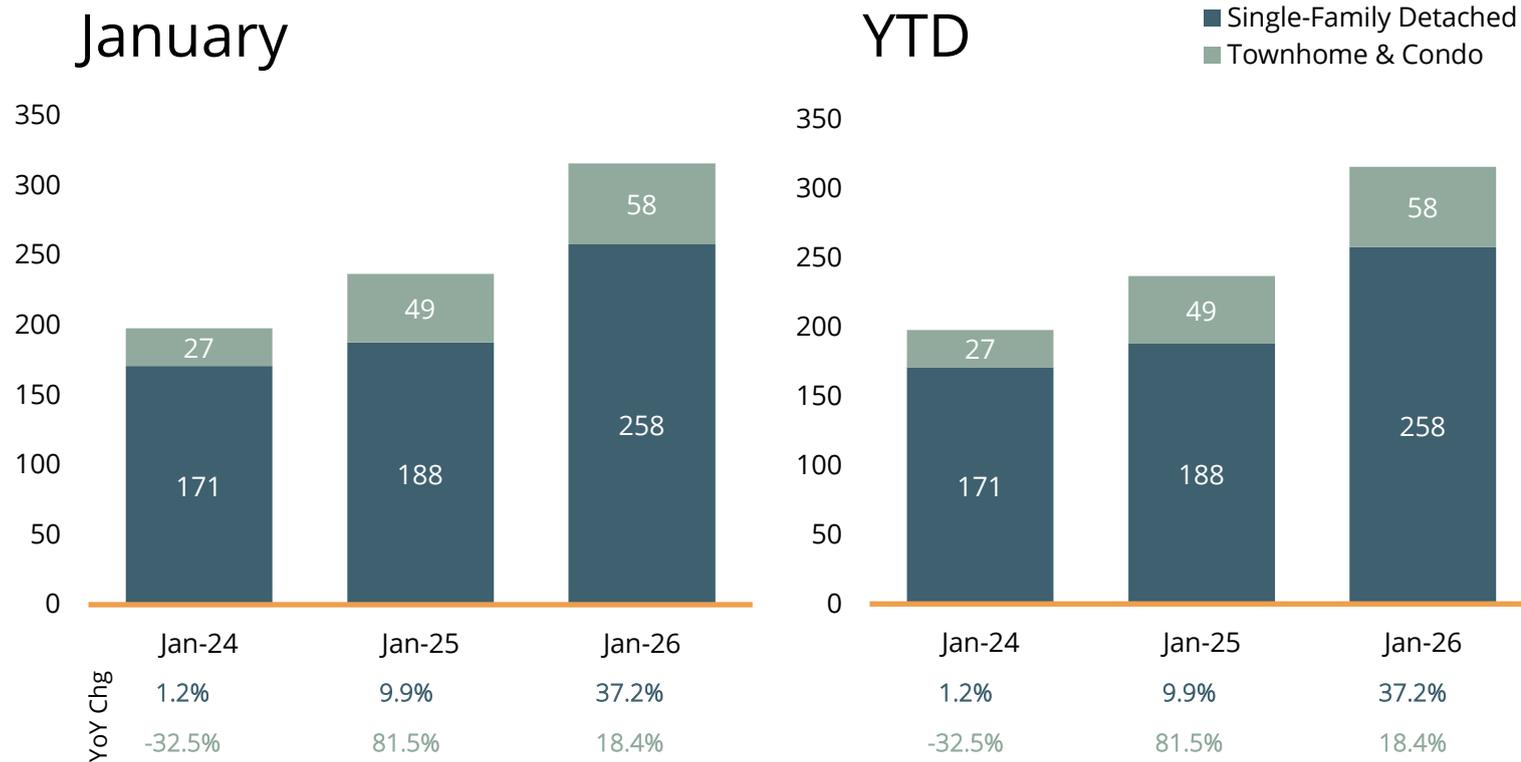
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	153	-9.5%	27	-6.9%
Mar-25	213	1.9%	40	-2.4%
Apr-25	250	14.2%	45	4.7%
May-25	242	-2.0%	50	31.6%
Jun-25	240	6.2%	37	8.8%
Jul-25	206	4.0%	43	-10.4%
Aug-25	225	20.3%	36	16.1%
Sep-25	176	-12.0%	42	0.0%
Oct-25	168	-15.6%	36	44.0%
Nov-25	147	-13.5%	28	-39.1%
Dec-25	123	-16.3%	28	0.0%
Jan-26	164	28.1%	30	-16.7%
12-month Avg	192	0.3%	37	0.2%

Historical Pending Sales by Month



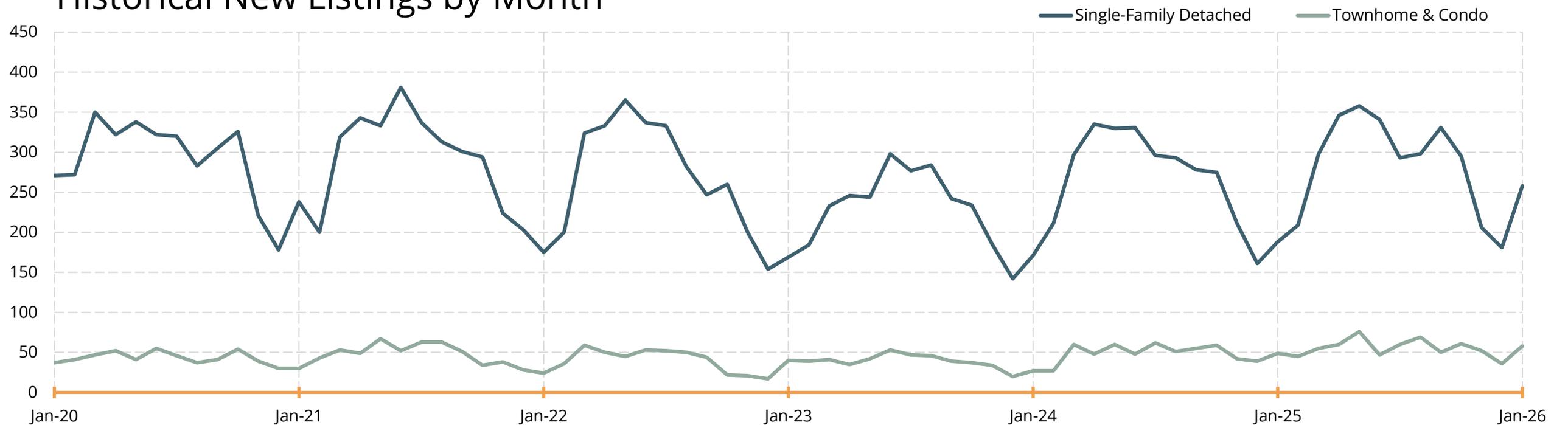
Source: Virginia REALTORS®, data accessed February 15, 2026

New Listings



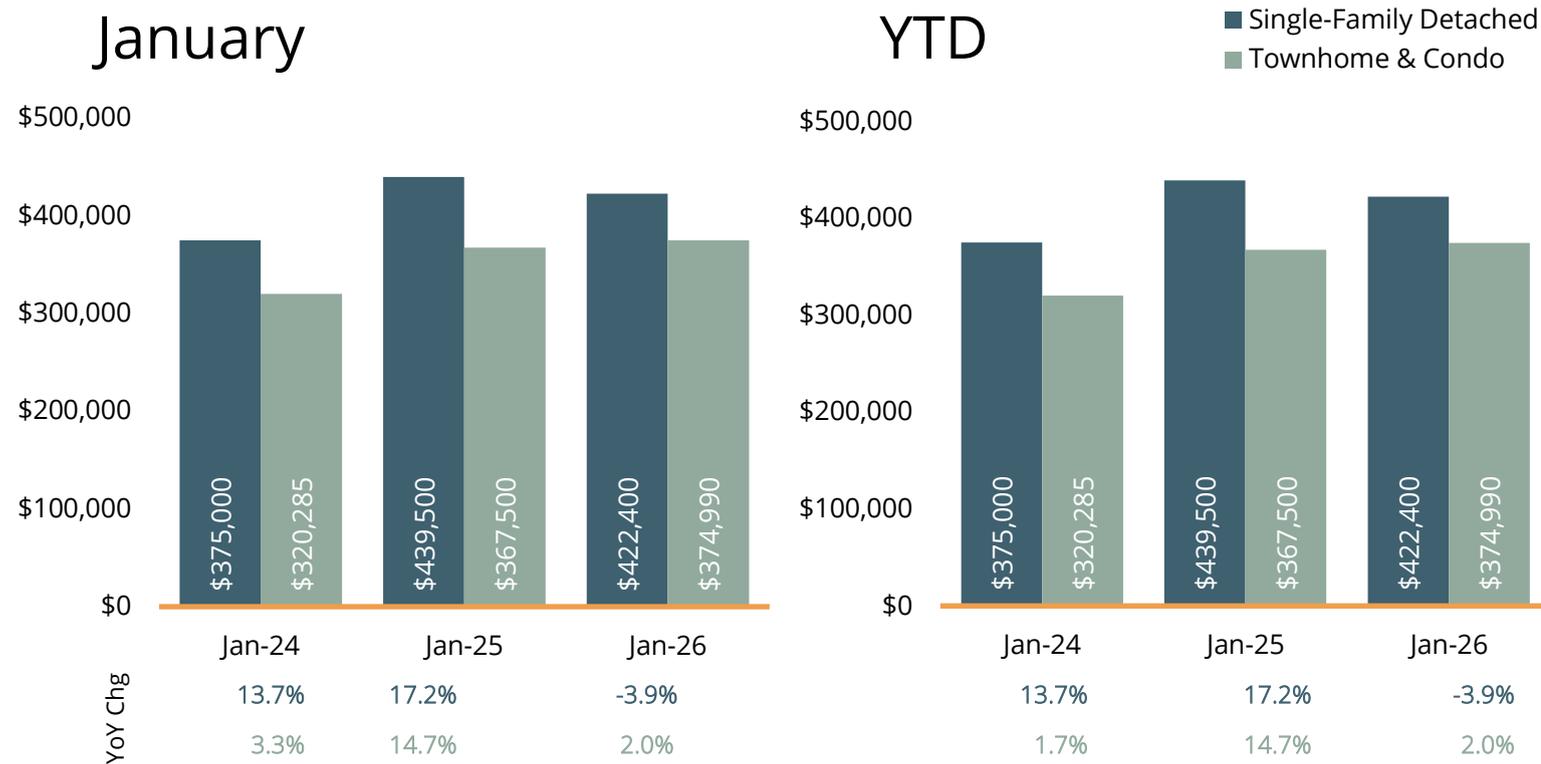
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	209	-0.9%	45	66.7%
Mar-25	298	0.3%	55	-8.3%
Apr-25	346	3.3%	60	25.0%
May-25	358	8.5%	76	26.7%
Jun-25	341	3.0%	47	-2.1%
Jul-25	293	-1.0%	60	-3.2%
Aug-25	298	1.7%	69	35.3%
Sep-25	331	19.1%	50	-9.1%
Oct-25	295	7.3%	61	3.4%
Nov-25	206	-2.4%	52	23.8%
Dec-25	181	12.4%	36	-7.7%
Jan-26	258	37.2%	58	18.4%
12-month Avg	285	6.5%	56	11.5%

Historical New Listings by Month



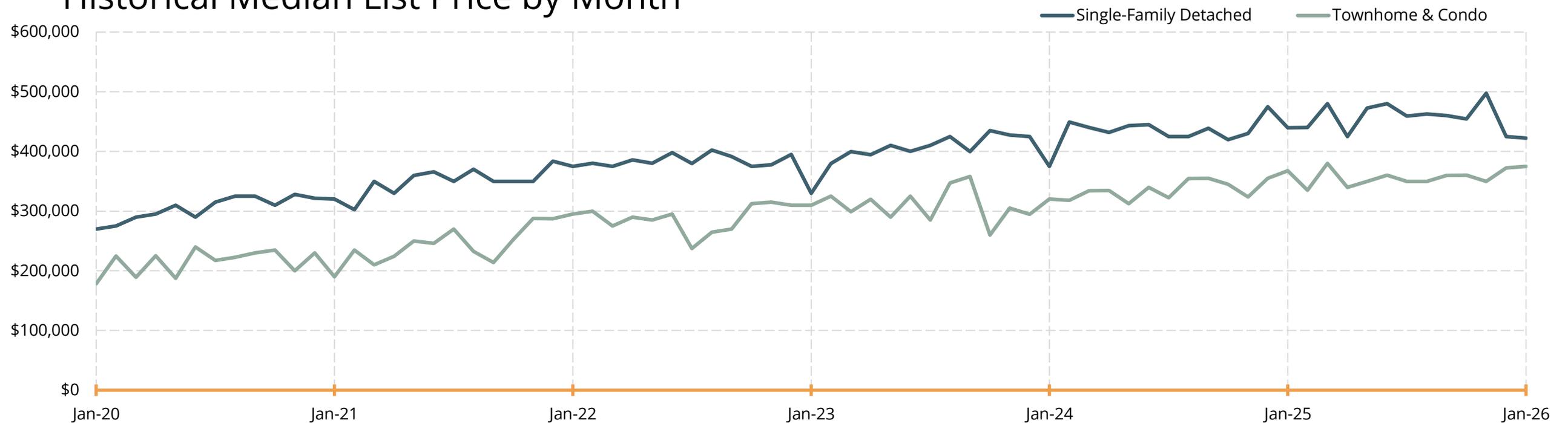
Source: Virginia REALTORS®, data accessed February 15, 2026

Median List Price



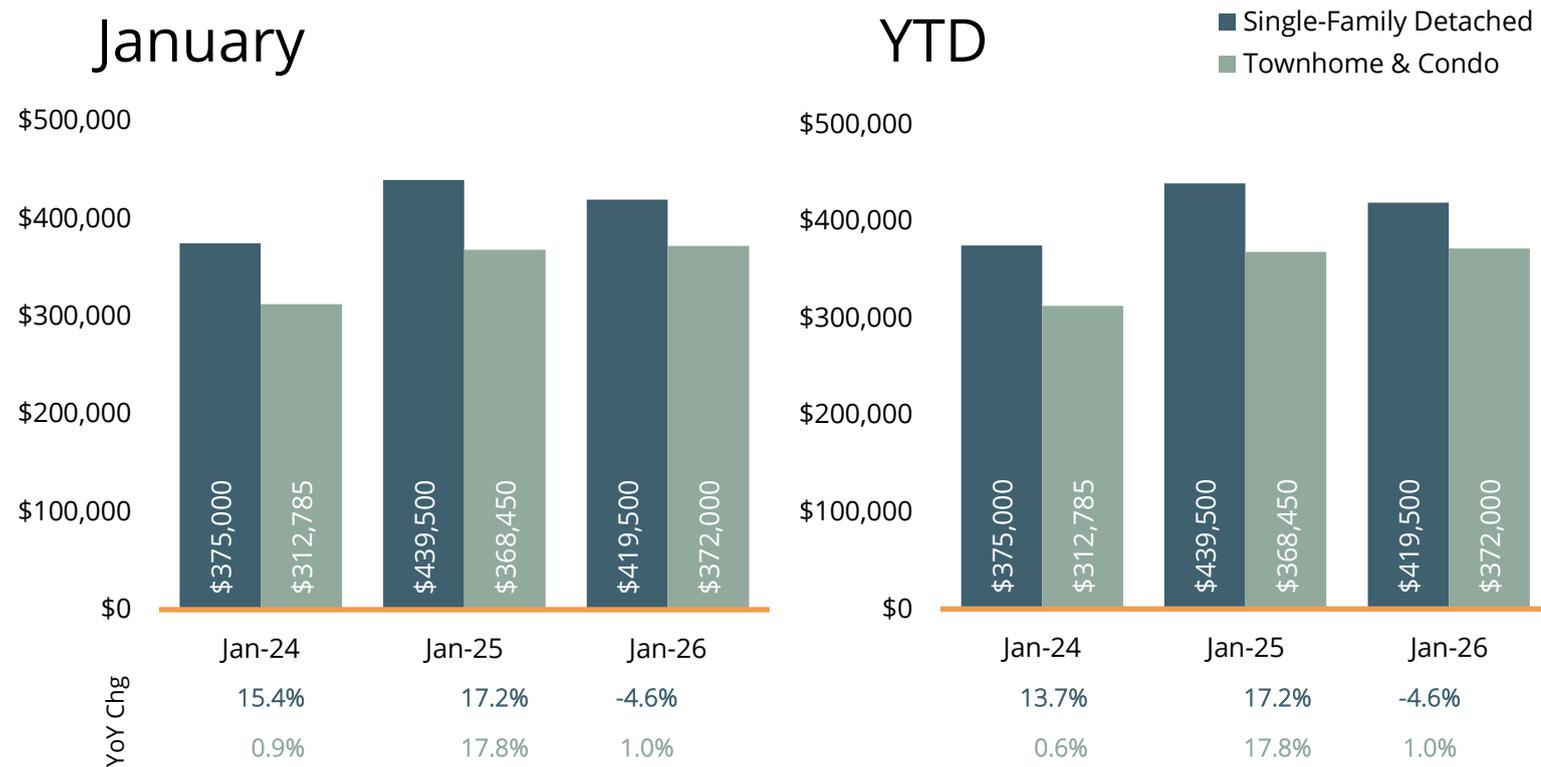
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-25	\$439,900	-2.0%	\$335,000	5.3%
Mar-25	\$479,950	9.1%	\$379,990	13.8%
Apr-25	\$424,950	-1.6%	\$340,000	1.6%
May-25	\$472,495	6.7%	\$349,900	12.0%
Jun-25	\$479,990	7.9%	\$360,000	5.9%
Jul-25	\$459,000	8.0%	\$349,945	8.5%
Aug-25	\$462,495	8.8%	\$350,000	-1.3%
Sep-25	\$460,000	4.8%	\$359,795	1.4%
Oct-25	\$454,500	8.2%	\$360,000	4.4%
Nov-25	\$497,500	15.7%	\$349,990	8.0%
Dec-25	\$425,000	-10.5%	\$372,445	4.9%
Jan-26	\$422,400	-3.9%	\$374,990	2.0%
12-month Avg	\$456,515	4.1%	\$356,838	5.4%

Historical Median List Price by Month



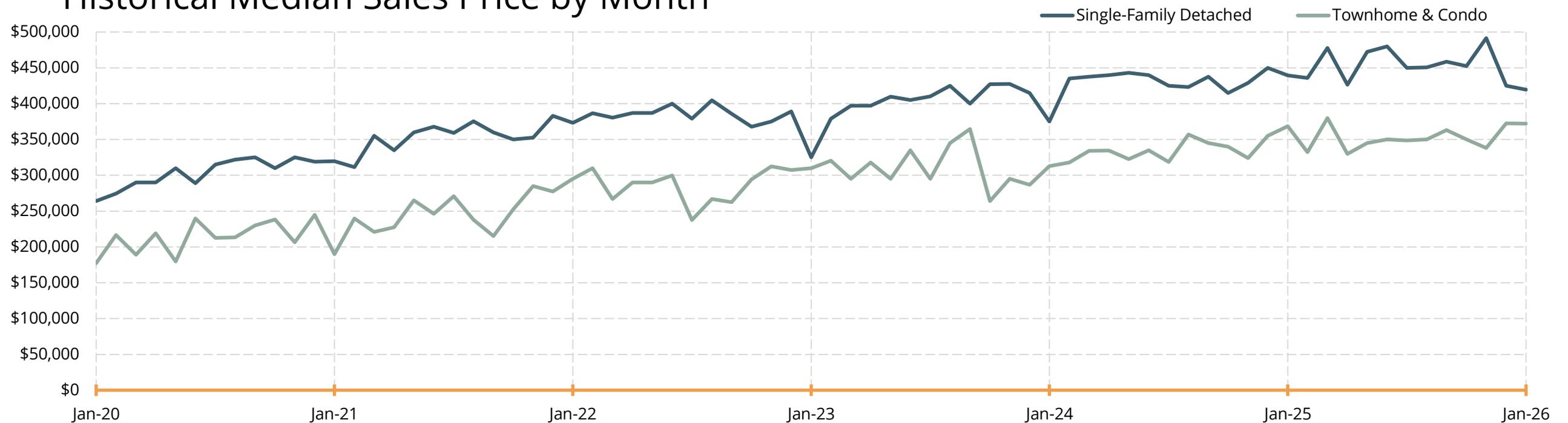
Source: Virginia REALTORS®, data accessed February 15, 2026

Median Sales Price



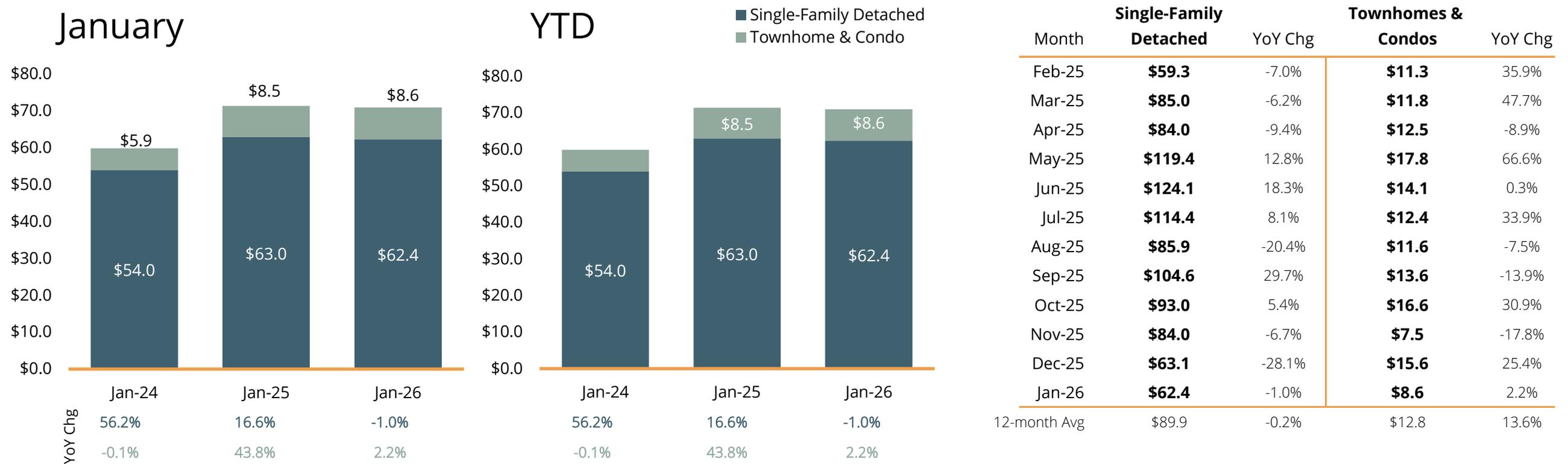
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	\$436,000	0.2%	\$332,500	4.6%
Mar-25	\$477,675	9.2%	\$379,990	13.8%
Apr-25	\$426,500	-3.1%	\$330,000	-1.3%
May-25	\$472,495	6.7%	\$345,000	7.0%
Jun-25	\$479,995	9.1%	\$350,000	4.5%
Jul-25	\$450,000	5.9%	\$348,745	9.5%
Aug-25	\$450,768	6.6%	\$350,000	-2.0%
Sep-25	\$458,668	4.8%	\$362,945	5.2%
Oct-25	\$452,450	9.0%	\$350,000	2.9%
Nov-25	\$491,522	14.6%	\$338,000	4.3%
Dec-25	\$425,000	-5.6%	\$372,445	4.9%
Jan-26	\$419,500	-4.6%	\$372,000	1.0%
12-month Avg	\$453,381	4.3%	\$352,635	4.4%

Historical Median Sales Price by Month

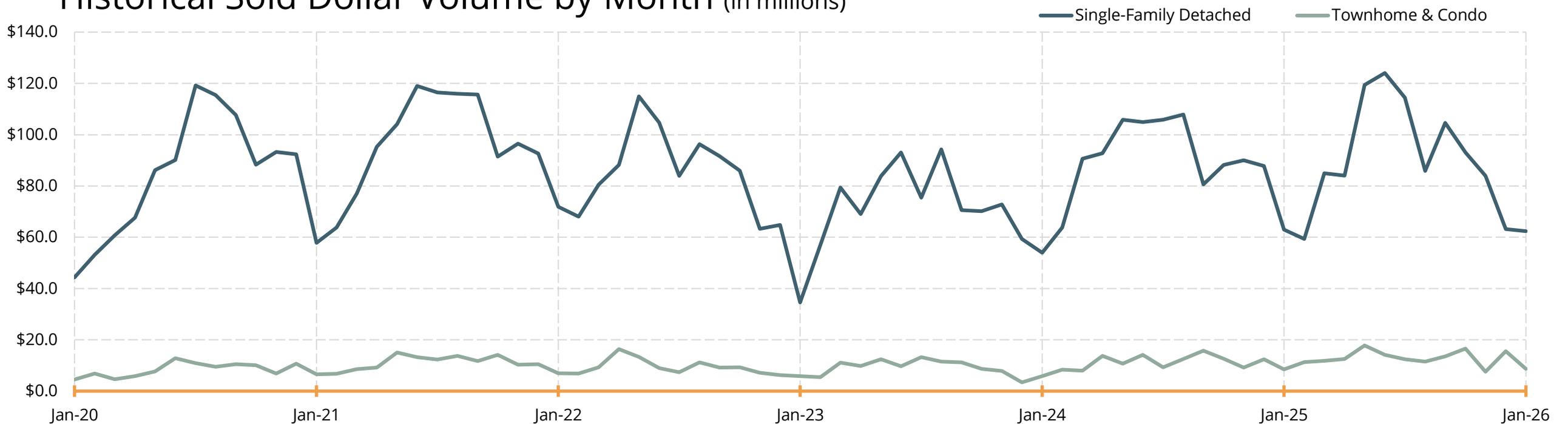


Source: Virginia REALTORS®, data accessed February 15, 2026

Sold Dollar Volume (in millions)

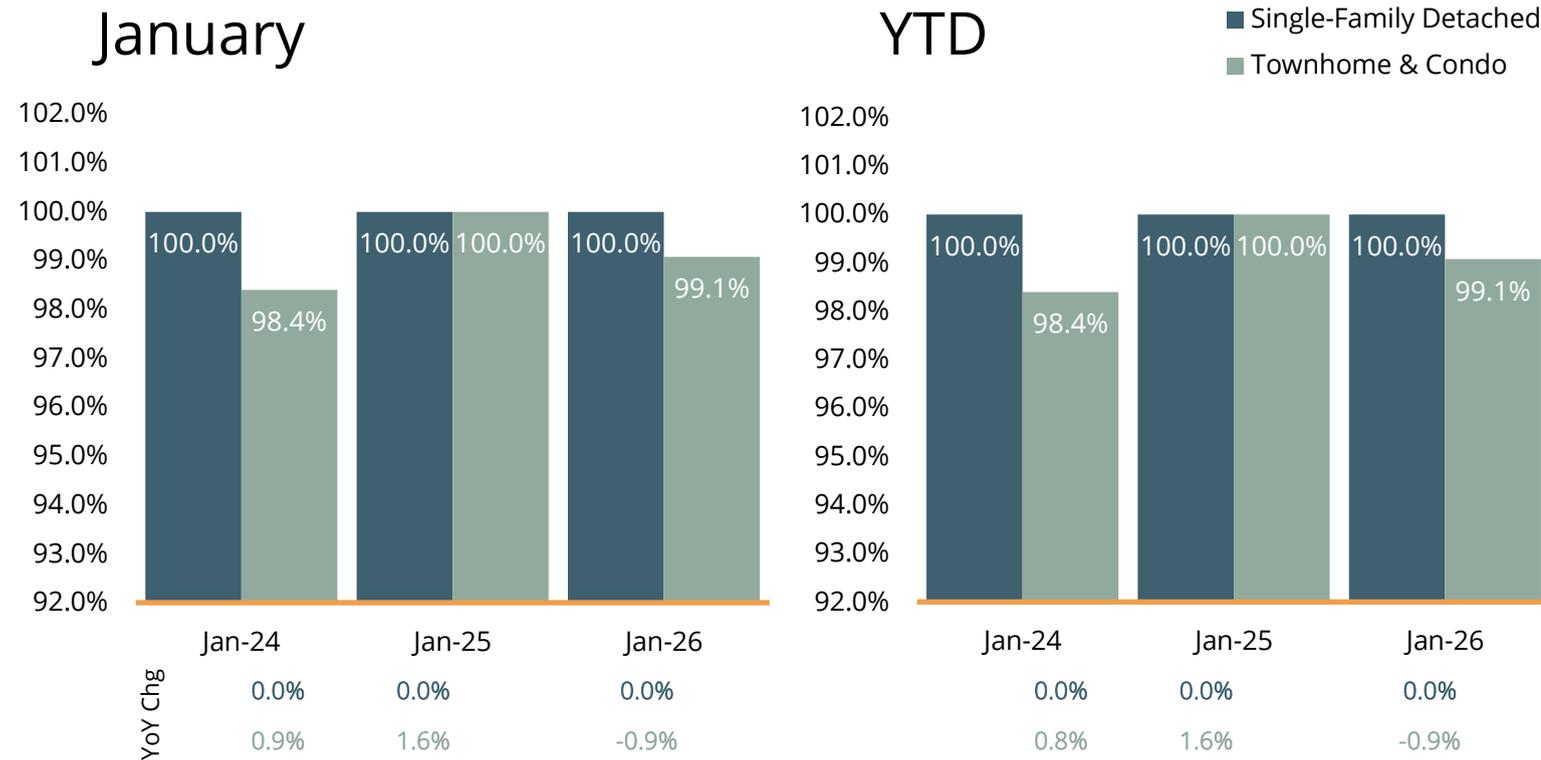


Historical Sold Dollar Volume by Month (in millions)



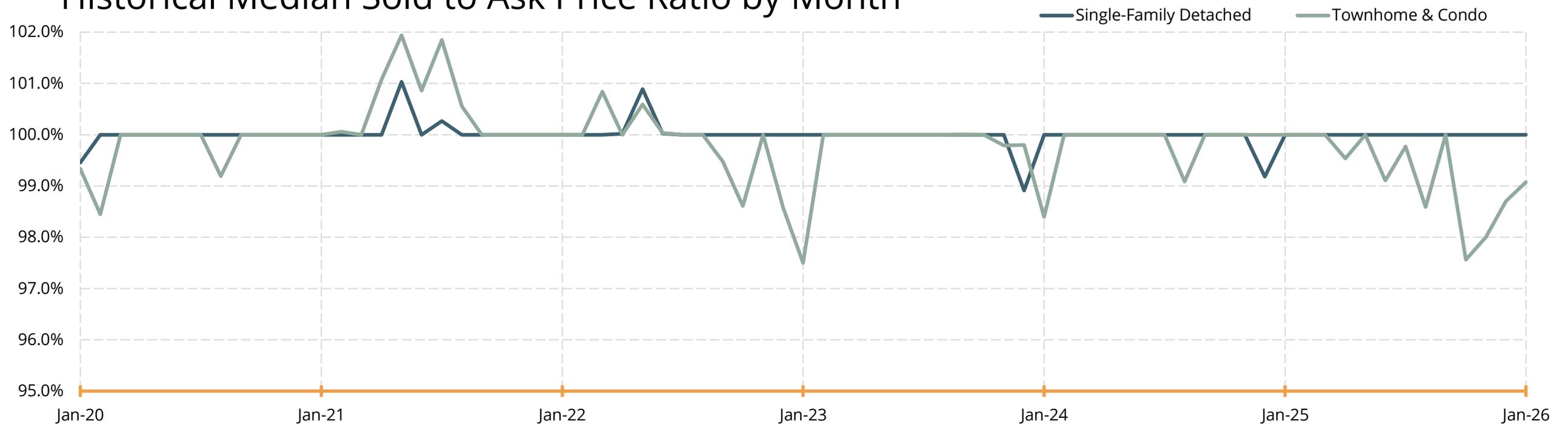
Source: Virginia REALTORS®, data accessed February 15, 2026

Median Sold to Ask Price Ratio

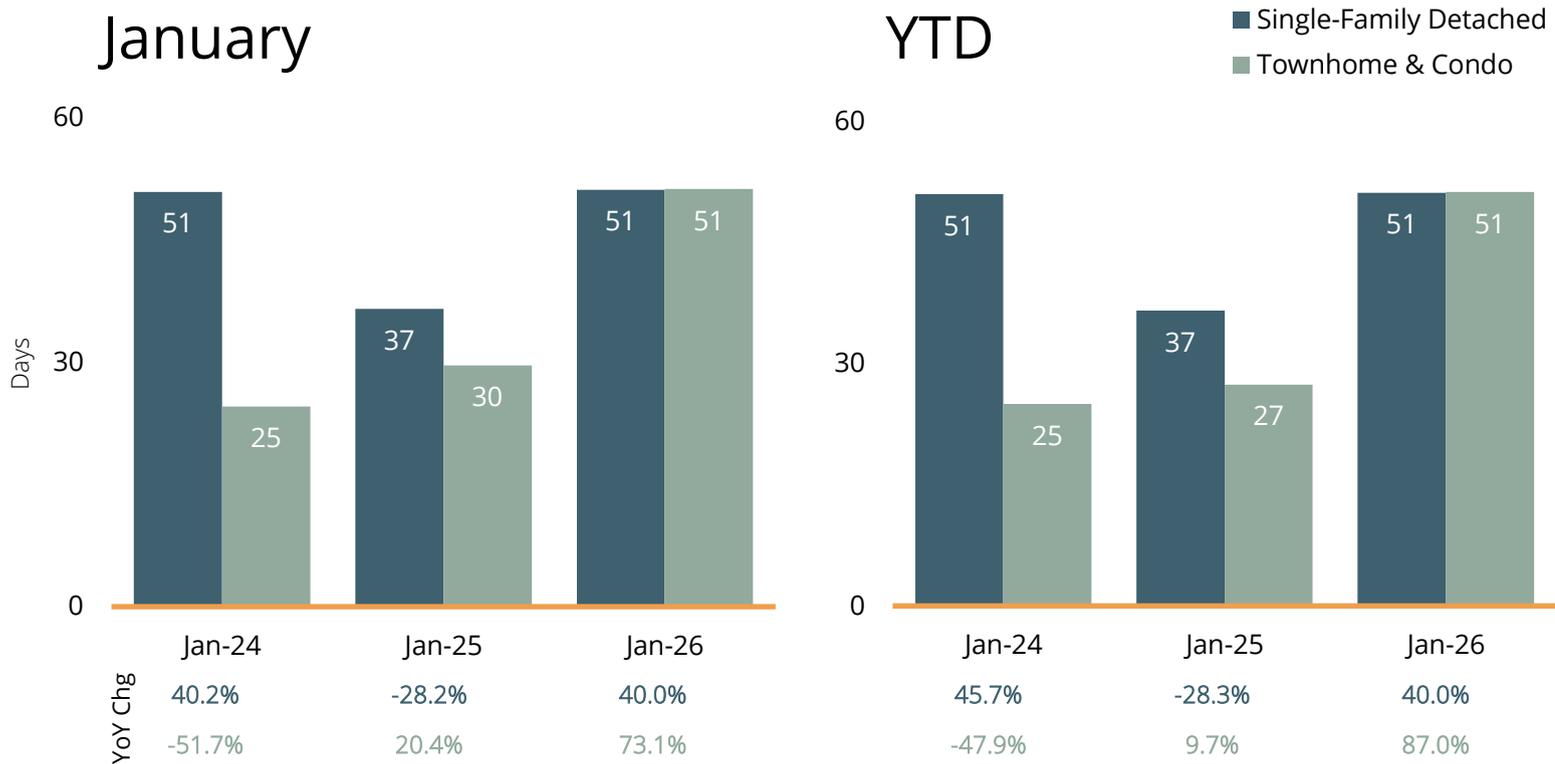


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Feb-25	100.0%	0.0%	100.0%	0.0%
Mar-25	100.0%	0.0%	100.0%	0.0%
Apr-25	100.0%	0.0%	99.5%	-0.5%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	99.1%	-0.9%
Jul-25	100.0%	0.0%	99.8%	-0.2%
Aug-25	100.0%	0.0%	98.6%	-0.5%
Sep-25	100.0%	0.0%	100.0%	0.0%
Oct-25	100.0%	0.0%	97.6%	-2.4%
Nov-25	100.0%	0.0%	98.0%	-2.0%
Dec-25	100.0%	0.8%	98.7%	-1.3%
Jan-26	100.0%	0.0%	99.1%	-0.9%
12-month Avg	100.0%	0.1%	99.2%	-0.7%

Historical Median Sold to Ask Price Ratio by Month

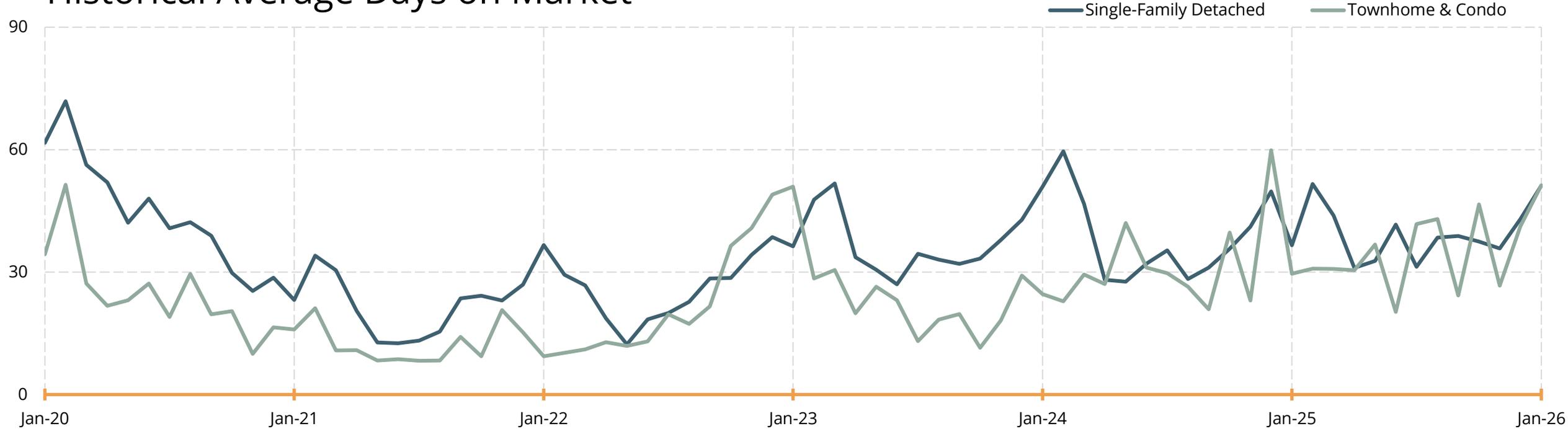


Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Sep-25	39	24.8%	24	16.1%
Oct-25	37	5.0%	47	17.4%
Nov-25	36	-13.0%	27	15.5%
Dec-25	43	-13.6%	41	-31.1%
Jan-26	51	40.0%	51	73.1%
12-month Avg	40	5.5%	35	11.0%

Historical Average Days on Market

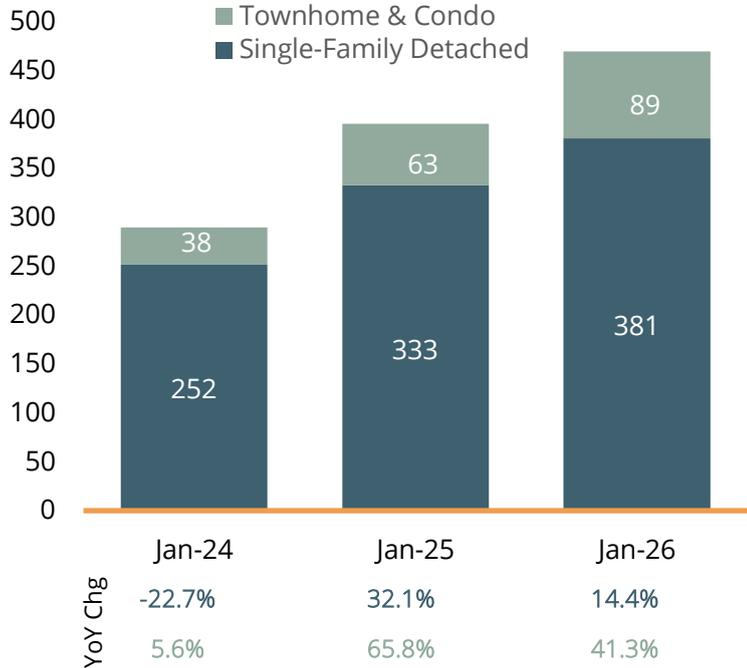


Source: Virginia REALTORS®, data accessed February 15, 2026

Active Listings

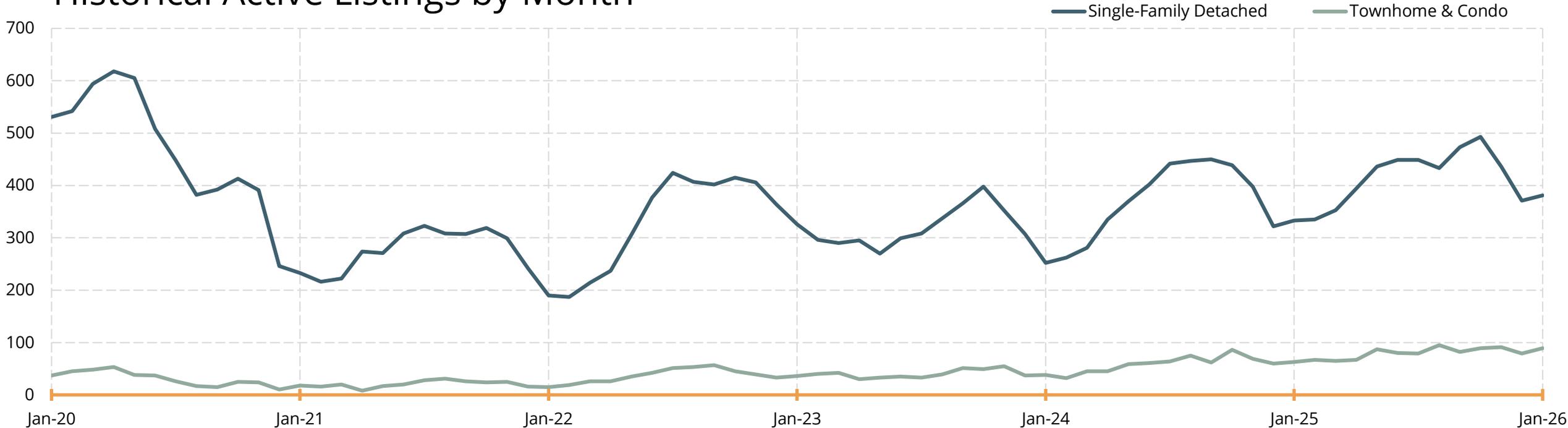


January



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	335	27.9%	67	109.4%
Mar-25	353	25.6%	65	44.4%
Apr-25	394	17.6%	67	48.9%
May-25	436	17.8%	87	47.5%
Jun-25	449	11.7%	80	31.1%
Jul-25	449	1.6%	79	23.4%
Aug-25	433	-3.1%	95	26.7%
Sep-25	473	5.1%	82	32.3%
Oct-25	493	12.3%	89	3.5%
Nov-25	436	9.5%	91	31.9%
Dec-25	371	15.2%	79	31.7%
Jan-26	381	14.4%	89	41.3%
12-month Avg	417	11.6%	81	34.5%

Historical Active Listings by Month

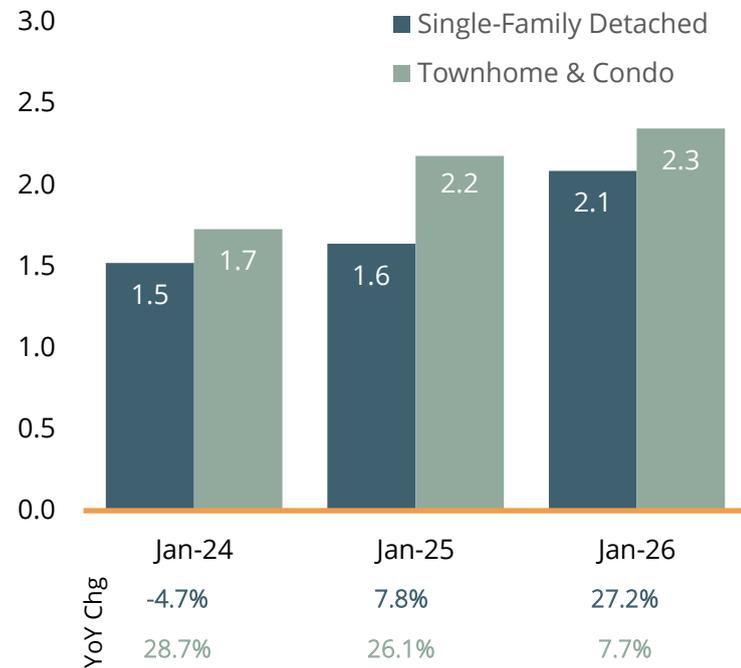


Source: Virginia REALTORS®, data accessed February 15, 2026

Months of Supply

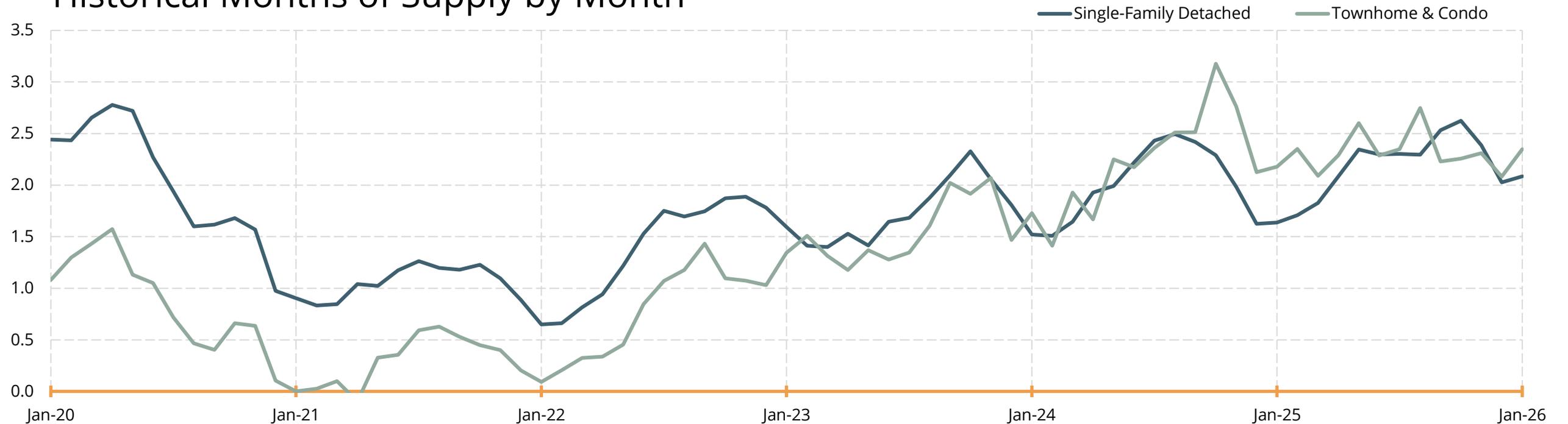


January



Month	Single-Family Detached		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Feb-25	1.7	13.3%	2.4	66.5%
Mar-25	1.8	10.9%	2.1	8.4%
Apr-25	2.1	8.2%	2.3	37.2%
May-25	2.3	17.8%	2.6	15.6%
Jun-25	2.3	3.5%	2.3	5.3%
Jul-25	2.3	-5.4%	2.3	-0.5%
Aug-25	2.3	-7.9%	2.7	9.5%
Sep-25	2.5	4.7%	2.2	-11.3%
Oct-25	2.6	14.6%	2.3	-28.9%
Nov-25	2.4	20.3%	2.3	-16.4%
Dec-25	2.0	24.8%	2.1	-1.9%
Jan-26	2.1	27.2%	2.3	7.7%
12-month Avg	2.2	9.7%	2.3	3.3%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed February 15, 2026

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Clarke County	7	17	142.9%	9	10	11.1%	\$655,000	\$660,000	0.8%	16	34	112.5%	1.0	2.5	148.9%
Frederick County	158	184	16.5%	82	82	0.0%	\$434,750	\$407,000	-6.4%	237	274	15.6%	1.8	2.1	16.6%
Warren County	46	79	71.7%	41	42	2.4%	\$380,000	\$387,450	2.0%	109	110	0.9%	1.8	2.3	23.7%
Winchester	26	36	38.5%	21	15	-28.6%	\$389,900	\$376,250	-3.5%	34	52	52.9%	0.9	1.9	123.4%

Source: Virginia REALTORS®, data accessed February 15, 2026

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Clarke County	12	17	41.7%	9	10	11.1%	\$655,000	\$660,000	0.8%	14	34	142.9%
Frederick County	175	184	5.1%	82	82	0.0%	\$430,000	\$407,000	-5.3%	237	274	15.6%
Warren County	50	79	58.0%	41	42	2.4%	\$380,000	\$387,450	2.0%	95	110	15.8%
Winchester	17	36	111.8%	21	15	-28.6%	\$389,900	\$376,250	-3.5%	25	52	108.0%

Source: Virginia REALTORS®, data accessed February 15, 2026

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Clarke County	7	17	142.9%	9	10	11.1%	\$655,000	\$660,000	0.8%	15	34	126.7%	1.1	2.6	131.0%
Frederick County	121	141	16.5%	61	64	4.9%	\$505,000	\$434,750	-13.9%	195	205	5.1%	1.8	2.0	8.5%
Warren County	40	73	82.5%	41	37	-9.8%	\$380,000	\$395,000	3.9%	102	105	2.9%	2.1	2.4	13.5%
Winchester	20	27	35.0%	18	13	-27.8%	\$385,950	\$376,250	-2.5%	21	37	76.2%	0.9	1.7	87.4%

Source: Virginia REALTORS®, data accessed February 15, 2026

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Clarke County	7	17	142.9%	9	10	11.1%	\$655,000	\$660,000	0.8%	15	34	126.7%
Frederick County	121	141	16.5%	61	64	4.9%	\$505,000	\$434,750	-13.9%	195	205	5.1%
Warren County	40	73	82.5%	41	37	-9.8%	\$380,000	\$395,000	3.9%	102	105	2.9%
Winchester	20	27	35.0%	18	13	-27.8%	\$385,950	\$376,250	-2.5%	21	37	76.2%

Source: Virginia REALTORS®, data accessed February 15, 2026

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Clarke County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	1	0	n/a	0.0	0.0	n/a
Frederick County	37	43	16.2%	21	18	-14.3%	\$353,000	\$374,995	6.2%	42	69	64.3%	1.6	2.4	51.9%
Warren County	6	6	n/a	0	5	n/a	\$0	\$275,000	n/a	7	5	-28.6%	2.4	1.2	-50.0%
Winchester	6	9	50.0%	3	2	-33.3%	\$389,937	\$385,995	-1.0%	13	15	15.4%	2.4	3.2	29.6%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg	Jan-25	Jan-26	% chg
Clarke County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	1	0	-100.0%
Frederick County	37	43	16.2%	21	18	-14.3%	\$353,000	\$374,995	6.2%	42	69	64.3%
Warren County	6	6	0.0%	0	5	n/a	\$0	\$275,000	n/a	7	5	-28.6%
Winchester	6	9	50.0%	3	2	-33.3%	\$389,937	\$385,995	-1.0%	13	15	15.4%



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.

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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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.