

FEBRUARY  
**2026**

# **BRAR** BLUE RIDGE

## MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

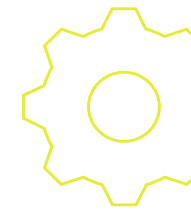


# BRAR Market Indicators Report



## Key Market Trends: February 2026

- Sales activity rose after four consecutive months of decline.** In February, there were 180 sales in the BRAR region, 24 more than the previous year, up 15.4%. Frederick County recorded 106 sales in February, three more than last year (+2.9%). Warren County (+48.0%) and Clarke County (+150.0%) saw notable rises in activity compared to last February. The number of sales remained the same as last year, with 22 sales in Winchester.
- Activity rose for the second consecutive month in the BRAR market.** There were 209 pending sales across the region this month, up 16.1% or 29 more than last year. Winchester had 30 pending sales in February, 13 more than a year ago, marking a 76.5% increase. Clarke County (+166.7%) and Warren County (+25.7%) also reported more pending sales than the year before.
- The BRAR region saw the median sales price inch up from last February.** The median sales price reached \$407,500 in February, which is 0.2% higher than last year (+\$924). Warren County's median sales price was \$385,000 in February, up 8.1% or \$29,000 compared to a year earlier. Frederick County (+0.6%) and Winchester (+2.2%) saw a slight increase in prices compared to a year ago.
- Most areas added more active listings compared to last year.** At the end of February, the BRAR market recorded 452 active listings, which is 50 more than a year ago (+12.4%). Clarke County (+133.3%) and Winchester (+66.7%) added 20 more listings than this time last year. Warren County saw listing levels drop 4.7% from the end of last February, which is five fewer listings.



BRAR Market Dashboard

YoY Chg	Feb-26	Indicator
▲ 15.4%	180	Sales
▲ 16.1%	209	Pending Sales
▲ 11.8%	284	New Listings
▲ 3.1%	\$424,995	Median List Price
▲ 0.2%	\$407,500	Median Sales Price
▼ -4.0%	\$212	Median Price Per Square Foot
▲ 23.6%	\$87.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 23.7%	58	Average Days on Market
▲ 12.4%	452	Active Listings
▲ 14.2%	2.0	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.

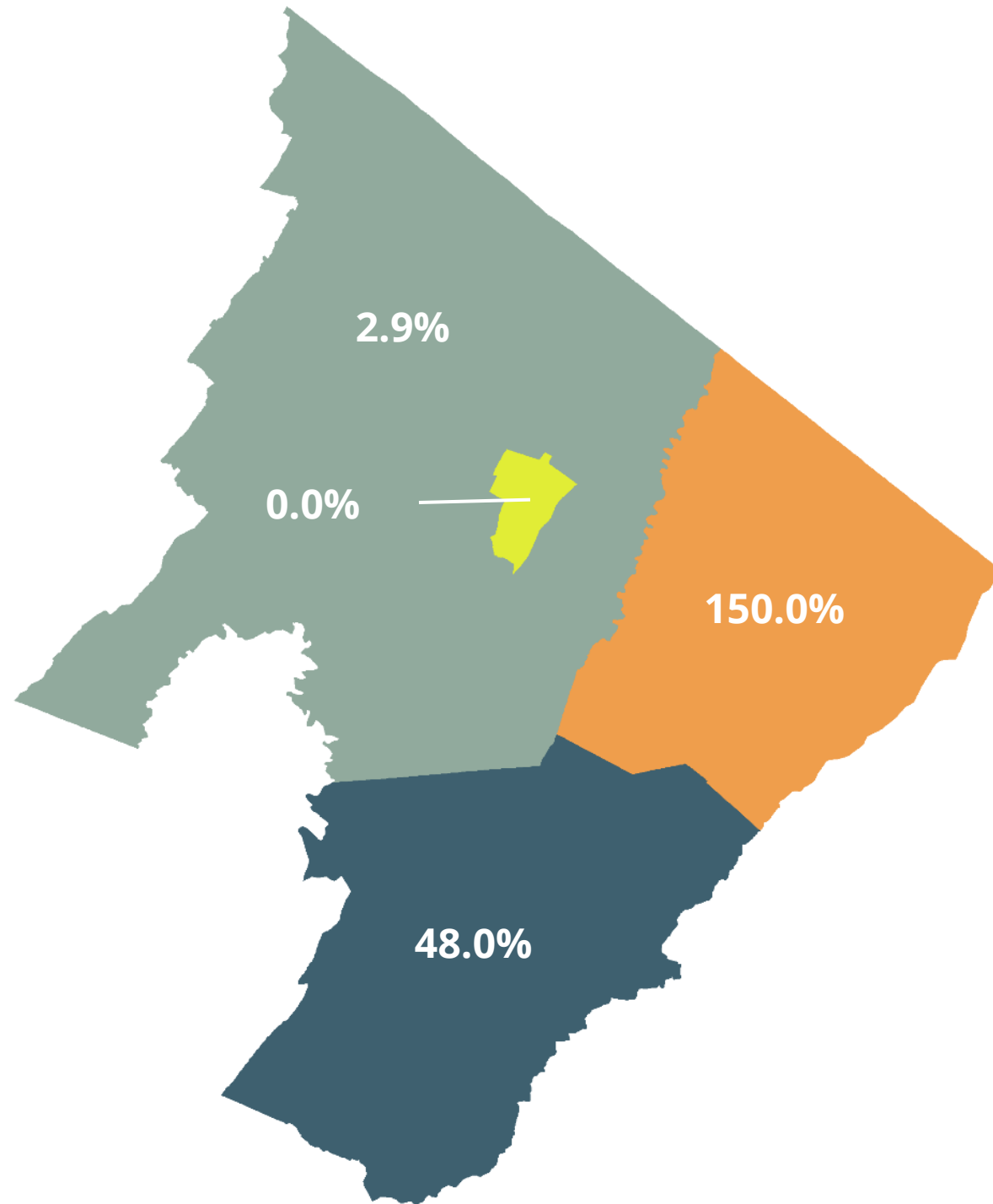
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

## Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



# Market Activity - BRAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Feb-25	Feb-26	% Chg
Clarke County	6	15	150.0%
Frederick County	103	106	2.9%
Warren County	25	37	48.0%
Winchester	22	22	0.0%
<b>BRAR</b>	<b>156</b>	<b>180</b>	<b>15.4%</b>

# Total Market Overview



Key Metrics	2-year Trends		Feb-25	Feb-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Feb-24	Feb-26						
Sales			156	<b>180</b>	15.4%	309	<b>329</b>	6.5%
Pending Sales			180	<b>209</b>	16.1%	344	<b>403</b>	17.2%
New Listings			254	<b>284</b>	11.8%	491	<b>600</b>	22.2%
Median List Price			\$412,400	<b>\$424,995</b>	3.1%	\$409,950	<b>\$415,000</b>	1.2%
Median Sales Price			\$406,577	<b>\$407,500</b>	0.2%	\$408,577	<b>\$405,000</b>	-0.9%
Median Price Per Square Foot			\$220	<b>\$212</b>	-4.0%	\$212	<b>\$210</b>	-1.0%
Sold Dollar Volume (in millions)			\$70.6	<b>\$87.3</b>	23.6%	\$142.1	<b>\$158.3</b>	11.4%
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			47	<b>58</b>	23.7%	41	<b>55</b>	33.0%
Active Listings			402	<b>452</b>	12.4%	n/a	<b>n/a</b>	n/a
Months of Supply			1.8	<b>2.0</b>	14.2%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Feb-25	Feb-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Feb-24	Feb-26						
Sales			122	<b>148</b>	21.3%	251	<b>272</b>	8.4%
Pending Sales			153	<b>158</b>	3.3%	281	<b>322</b>	14.6%
New Listings			209	<b>235</b>	12.4%	397	<b>493</b>	24.2%
Median List Price			\$439,900	<b>\$467,450</b>	6.3%	\$439,900	<b>\$445,350</b>	1.2%
Median Sales Price			\$436,000	<b>\$461,500</b>	5.8%	\$439,000	<b>\$439,750</b>	0.2%
Median Price Per Square Foot			\$227	<b>\$218</b>	-3.9%	\$213	<b>\$217</b>	1.9%
Sold Dollar Volume (in millions)			\$59.3	<b>\$76.2</b>	28.5%	\$122.3	<b>\$138.6</b>	13.3%
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			52	<b>57</b>	10.4%	44	<b>54</b>	22.8%
Active Listings			335	<b>381</b>	13.7%	n/a	<b>n/a</b>	n/a
Months of Supply			1.7	<b>2.1</b>	20.7%	n/a	<b>n/a</b>	n/a

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

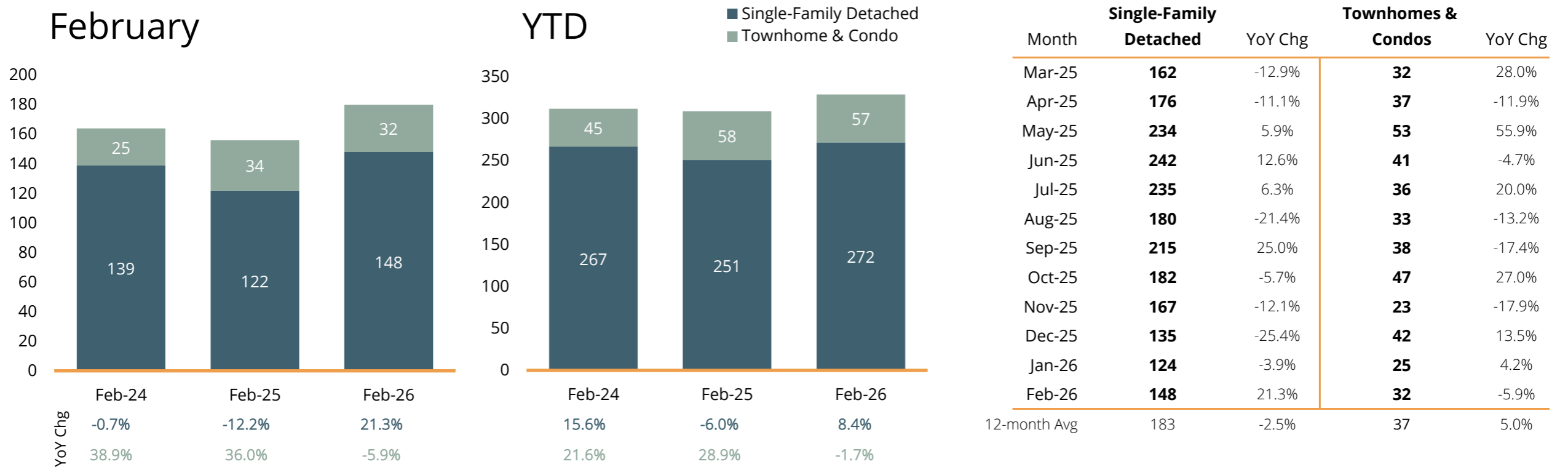
# Townhome & Condo Market Overview



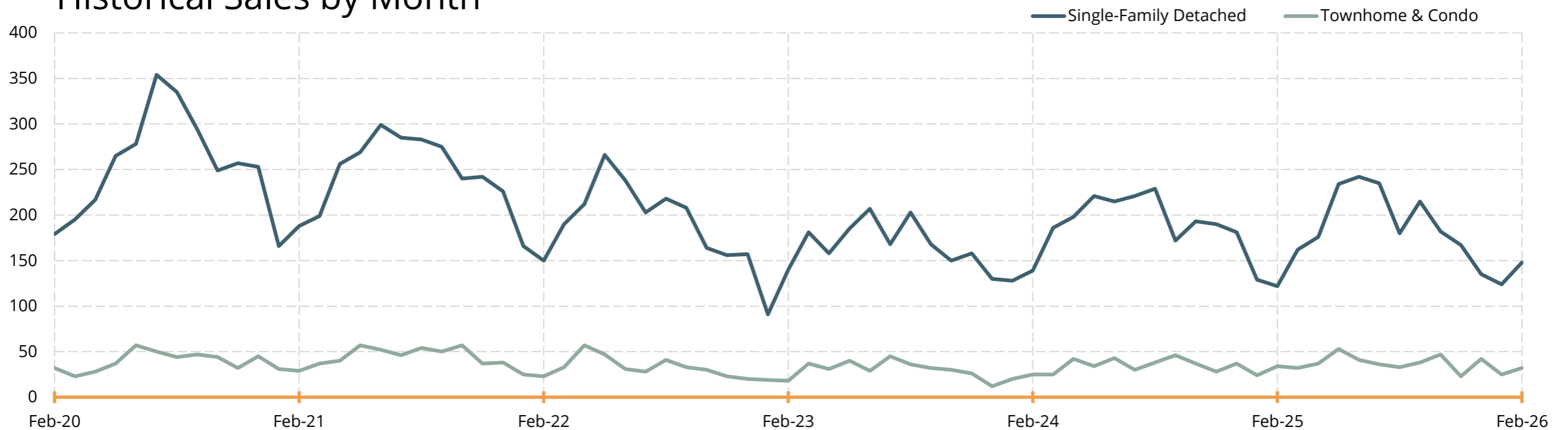
Key Metrics	2-year Trends		Feb-25	Feb-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Feb-24	Feb-26						
Sales			34	<b>32</b>	-5.9%	58	<b>57</b>	-1.7%
Pending Sales			27	<b>51</b>	88.9%	63	<b>81</b>	28.6%
New Listings			45	<b>49</b>	8.9%	94	<b>107</b>	13.8%
Median List Price			\$335,000	<b>\$359,500</b>	7.3%	\$349,900	<b>\$360,000</b>	2.9%
Median Sales Price			\$332,500	<b>\$354,500</b>	6.6%	\$345,000	<b>\$359,000</b>	4.1%
Median Price Per Square Foot			\$211	<b>\$206</b>	-2.2%	\$204	<b>\$205</b>	0.2%
Sold Dollar Volume (in millions)			\$11.3	<b>\$11.1</b>	-2.4%	\$19.8	<b>\$19.7</b>	-0.4%
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			31	<b>64</b>	108.2%	30	<b>59</b>	97.6%
Active Listings			67	<b>71</b>	6.0%	n/a	<b>n/a</b>	n/a
Months of Supply			2.4	<b>1.9</b>	-19.8%	n/a	<b>n/a</b>	n/a

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

# Sales

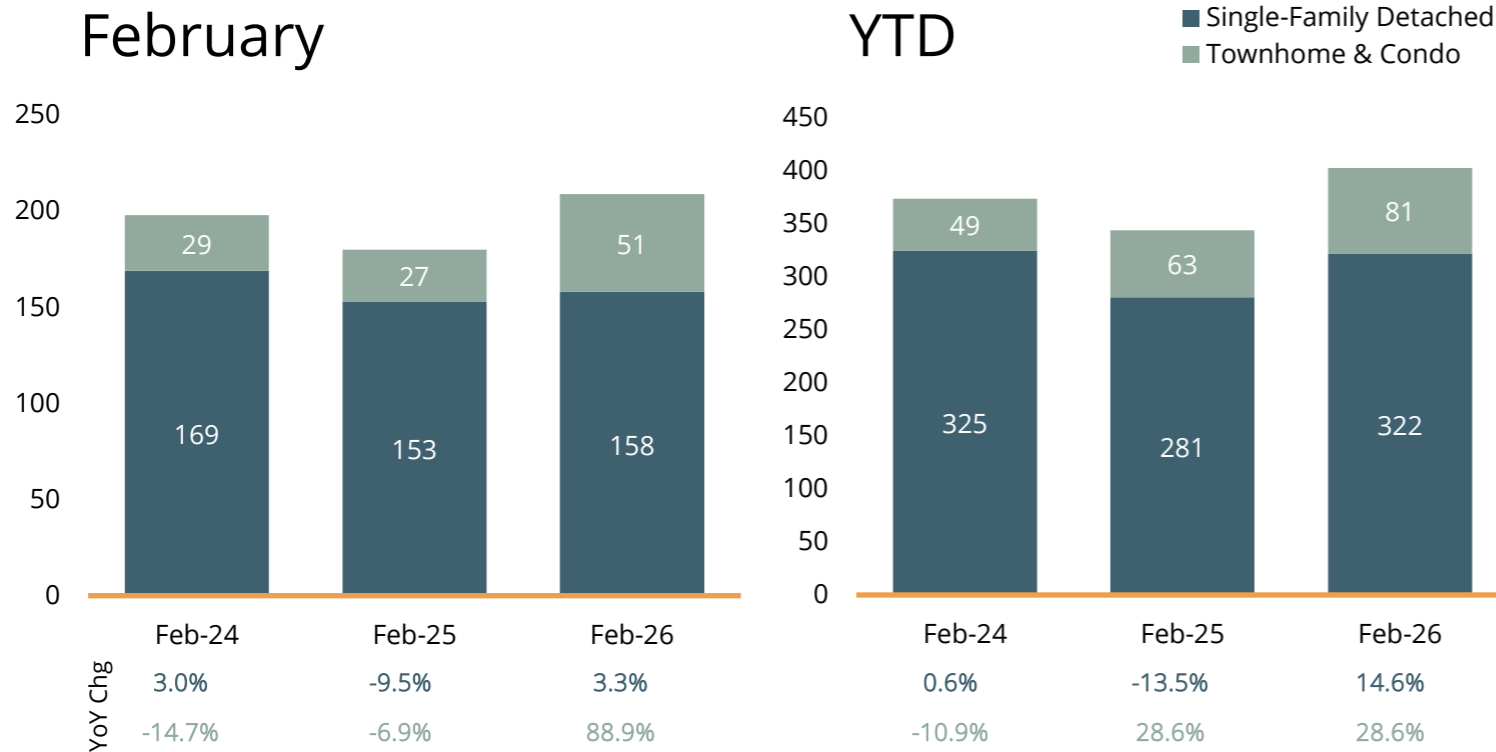


## Historical Sales by Month



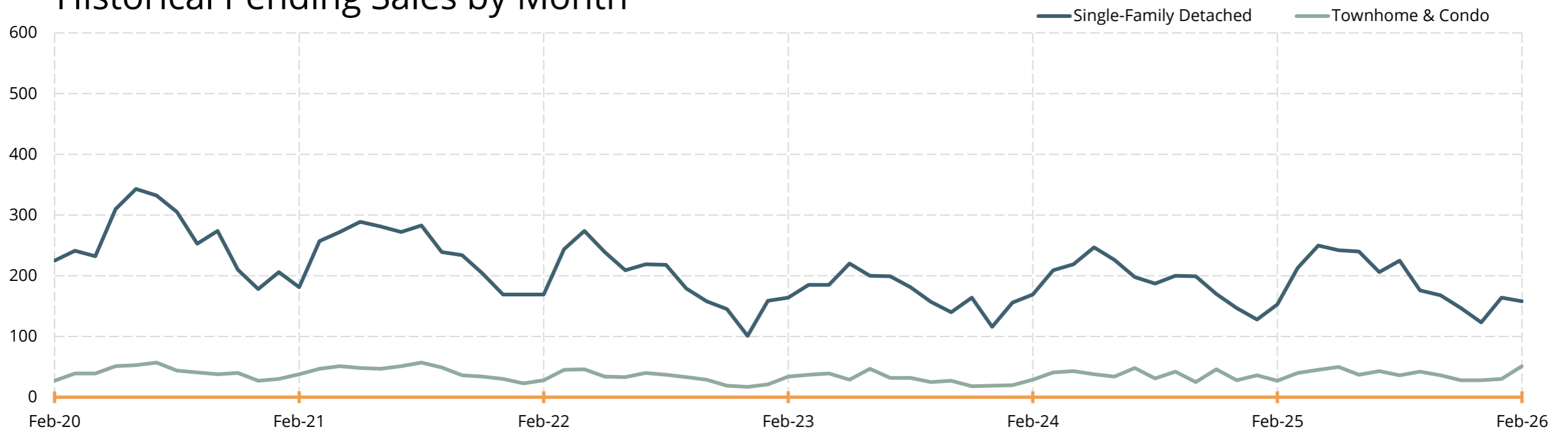
Source: Virginia REALTORS®, data accessed March 15, 2026

# Pending Sales

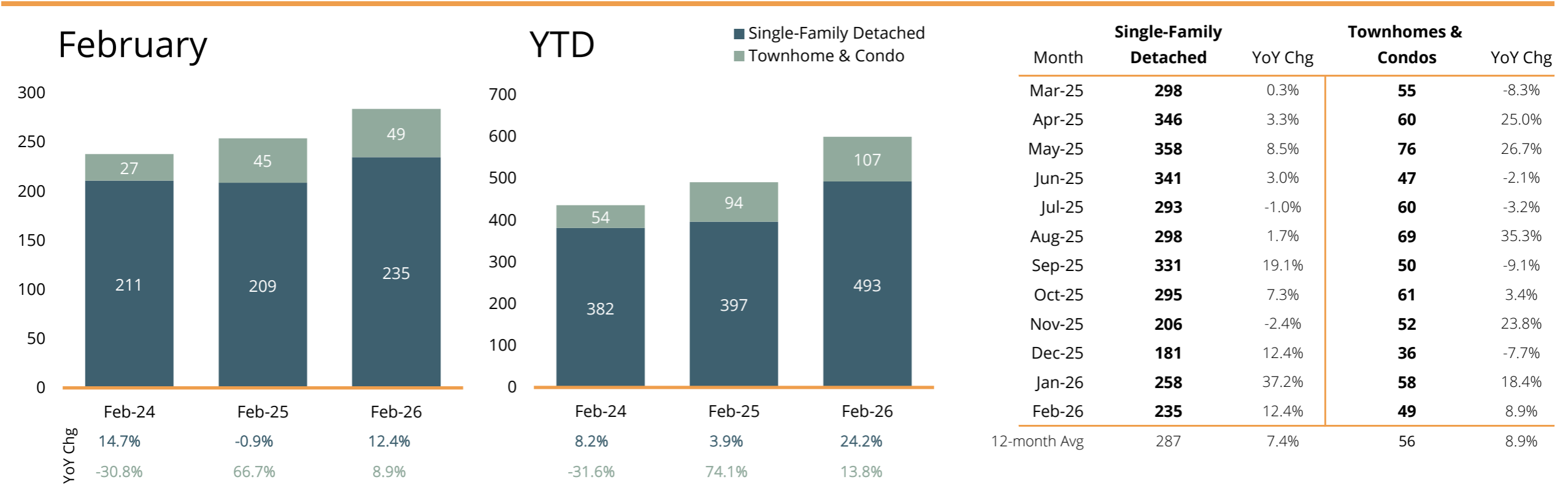


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-25	213	1.9%	40	-2.4%
Apr-25	250	14.2%	45	4.7%
May-25	242	-2.0%	50	31.6%
Jun-25	240	6.2%	37	8.8%
Jul-25	206	4.0%	43	-10.4%
Aug-25	225	20.3%	36	16.1%
Sep-25	176	-12.0%	42	0.0%
Oct-25	168	-15.6%	36	44.0%
Nov-25	147	-13.5%	28	-39.1%
Dec-25	123	-16.3%	28	0.0%
Jan-26	164	28.1%	30	-16.7%
Feb-26	158	3.3%	51	88.9%
12-month Avg	193	1.3%	39	6.2%

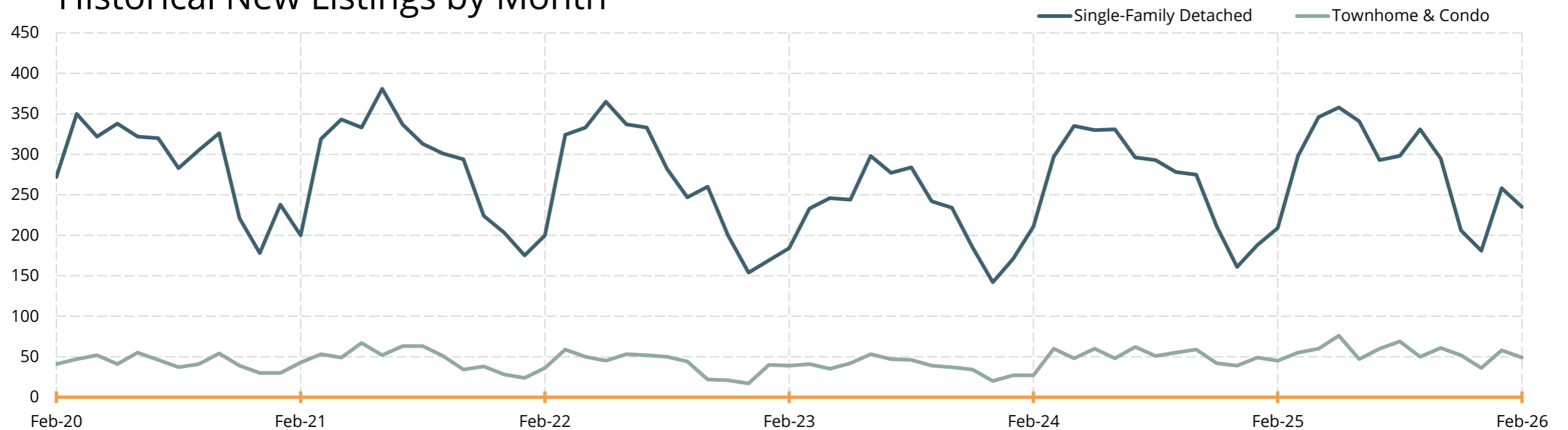
## Historical Pending Sales by Month



# New Listings

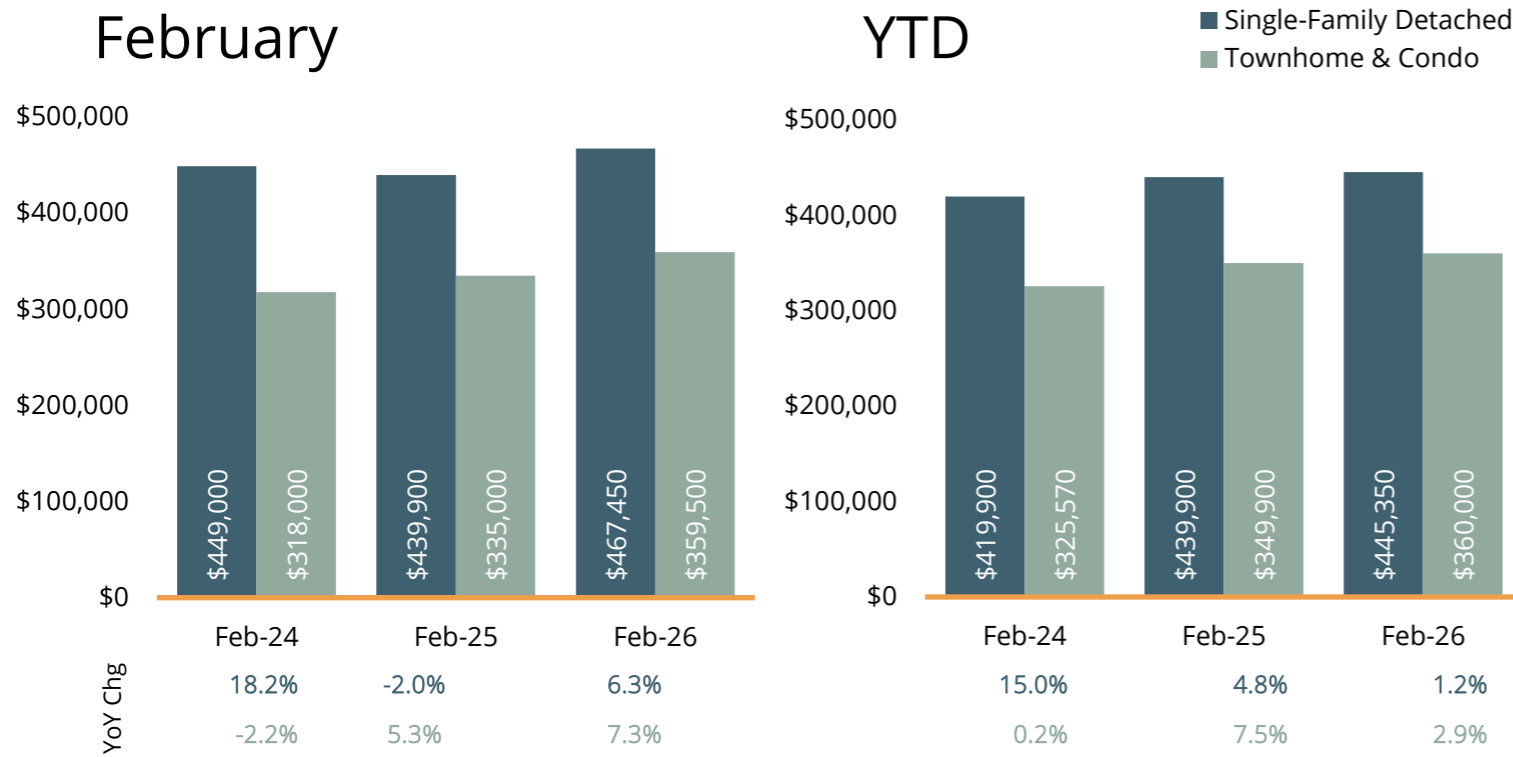


## Historical New Listings by Month



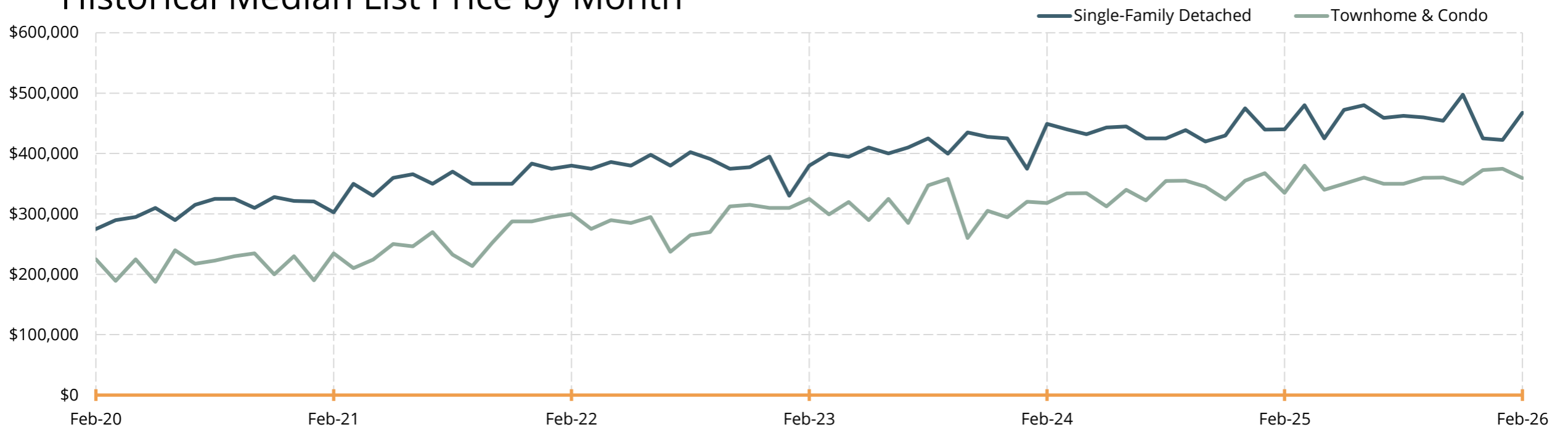
Source: Virginia REALTORS®, data accessed March 15, 2026

# Median List Price



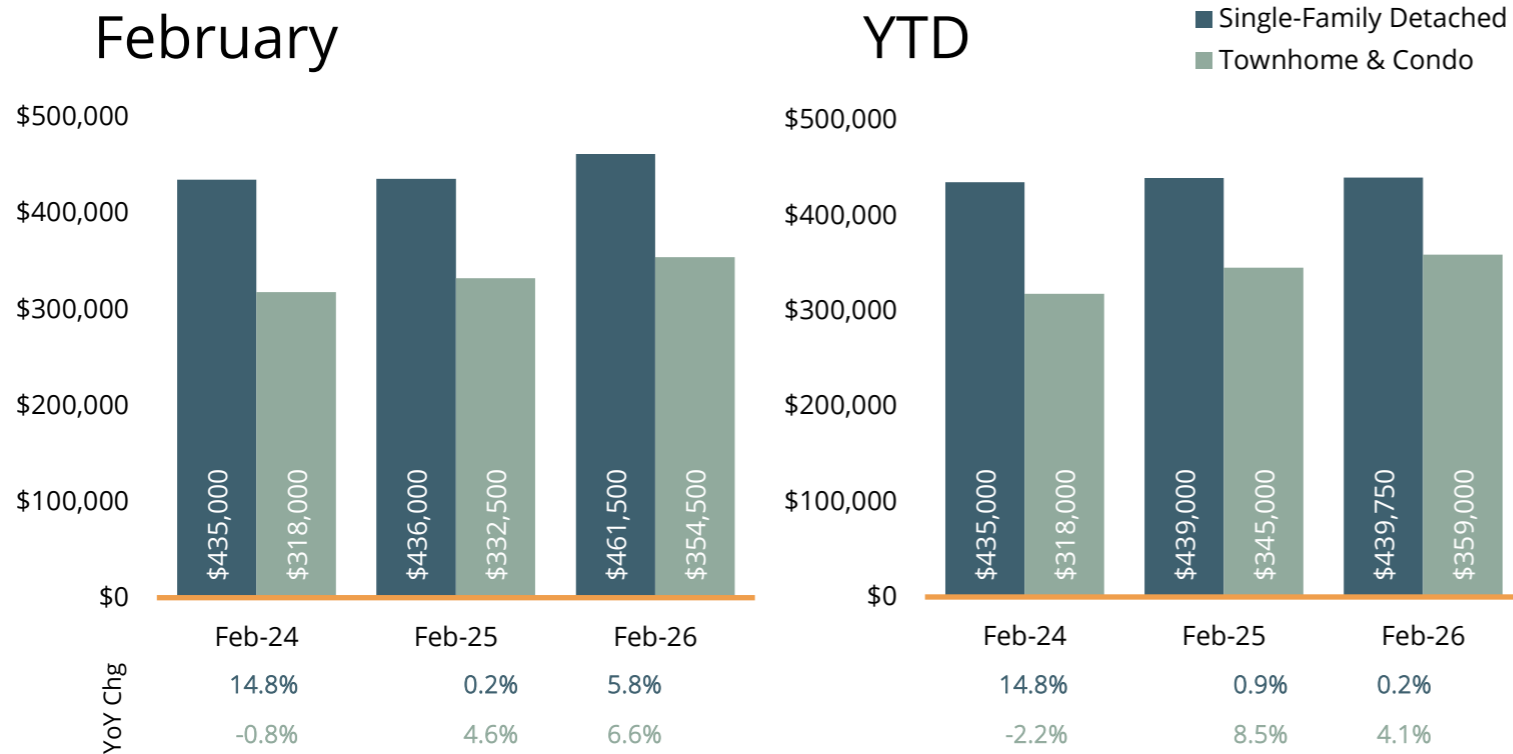
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-25	<b>\$479,950</b>	9.1%	<b>\$379,990</b>	13.8%
Apr-25	<b>\$424,950</b>	-1.6%	<b>\$340,000</b>	1.6%
May-25	<b>\$472,495</b>	6.7%	<b>\$349,900</b>	12.0%
Jun-25	<b>\$479,990</b>	7.9%	<b>\$360,000</b>	5.9%
Jul-25	<b>\$459,000</b>	8.0%	<b>\$349,945</b>	8.5%
Aug-25	<b>\$462,495</b>	8.8%	<b>\$350,000</b>	-1.3%
Sep-25	<b>\$460,000</b>	4.8%	<b>\$359,795</b>	1.4%
Oct-25	<b>\$454,500</b>	8.2%	<b>\$360,000</b>	4.4%
Nov-25	<b>\$497,500</b>	15.7%	<b>\$349,990</b>	8.0%
Dec-25	<b>\$425,000</b>	-10.5%	<b>\$372,445</b>	4.9%
Jan-26	<b>\$422,400</b>	-3.9%	<b>\$374,990</b>	2.0%
Feb-26	<b>\$467,450</b>	6.3%	<b>\$359,500</b>	7.3%
12-month Avg	\$458,811	4.8%	\$358,880	5.6%

## Historical Median List Price by Month



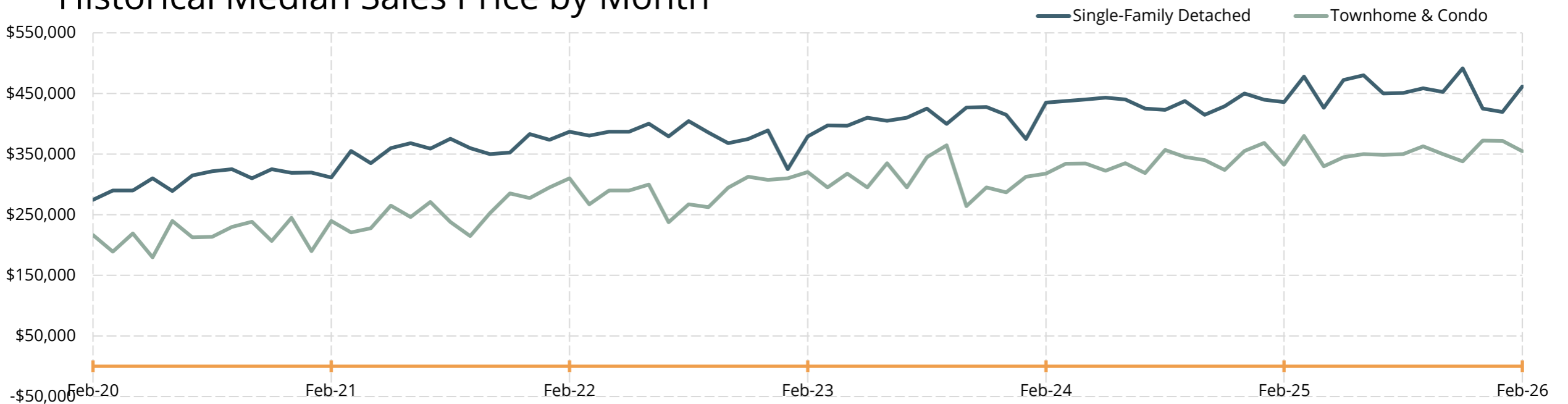
Source: Virginia REALTORS®, data accessed March 15, 2026

# Median Sales Price



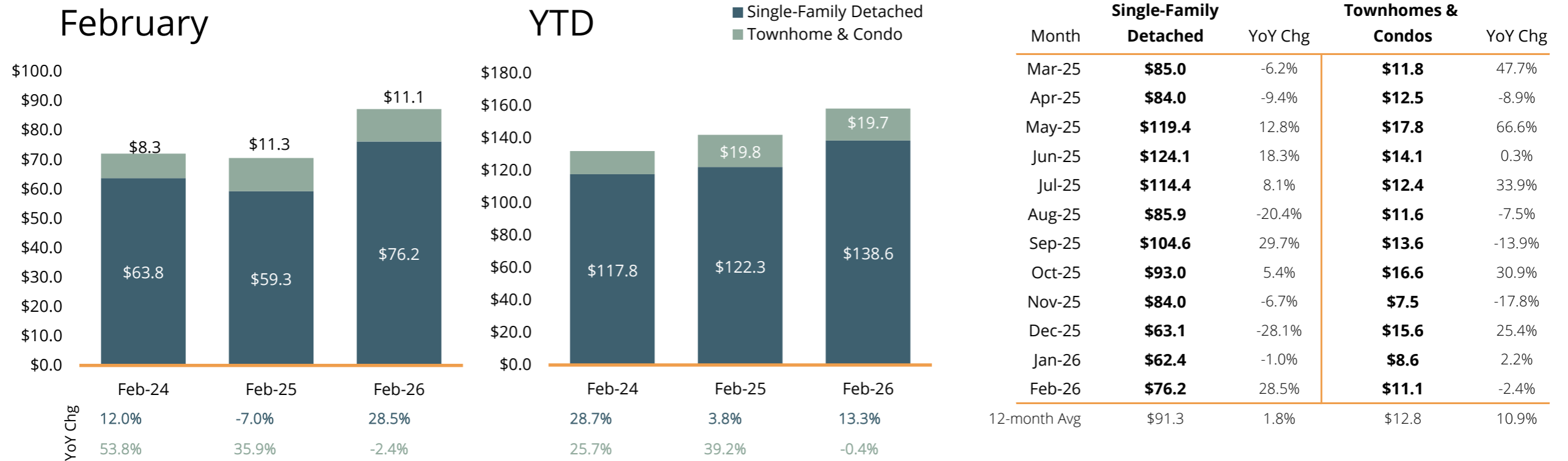
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-25	<b>\$477,675</b>	9.2%	<b>\$379,990</b>	13.8%
Apr-25	<b>\$426,500</b>	-3.1%	<b>\$330,000</b>	-1.3%
May-25	<b>\$472,495</b>	6.7%	<b>\$345,000</b>	7.0%
Jun-25	<b>\$479,995</b>	9.1%	<b>\$350,000</b>	4.5%
Jul-25	<b>\$450,000</b>	5.9%	<b>\$348,745</b>	9.5%
Aug-25	<b>\$450,768</b>	6.6%	<b>\$350,000</b>	-2.0%
Sep-25	<b>\$458,668</b>	4.8%	<b>\$362,945</b>	5.2%
Oct-25	<b>\$452,450</b>	9.0%	<b>\$350,000</b>	2.9%
Nov-25	<b>\$491,522</b>	14.6%	<b>\$338,000</b>	4.3%
Dec-25	<b>\$425,000</b>	-5.6%	<b>\$372,445</b>	4.9%
Jan-26	<b>\$419,500</b>	-4.6%	<b>\$372,000</b>	1.0%
Feb-26	<b>\$461,500</b>	5.8%	<b>\$354,500</b>	6.6%
12-month Avg	\$455,506	4.8%	\$354,469	4.6%

## Historical Median Sales Price by Month

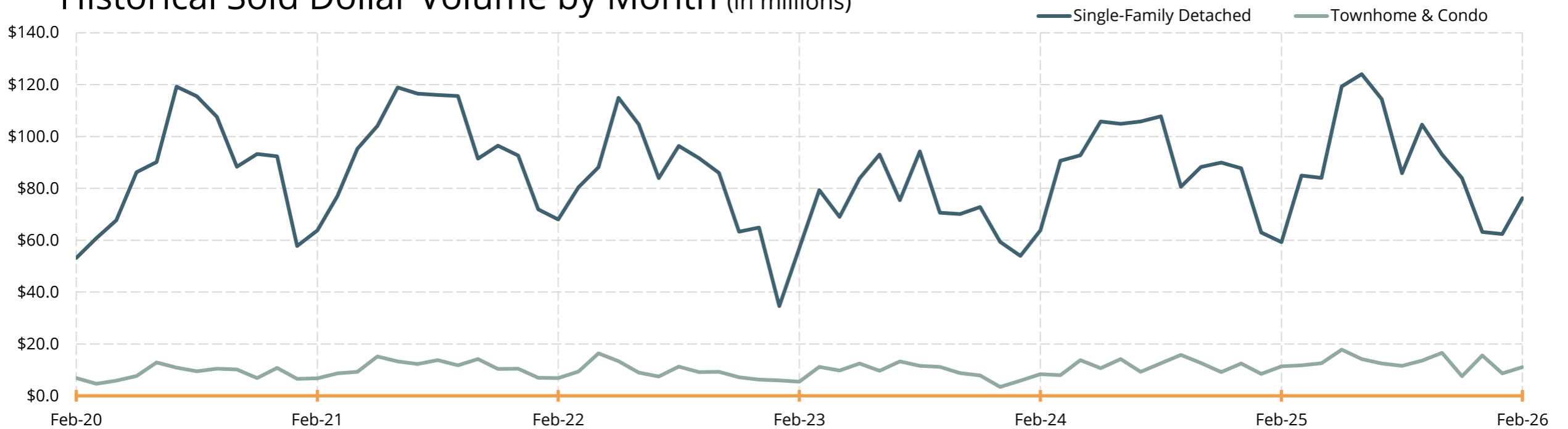


Source: Virginia REALTORS®, data accessed March 15, 2026

# Sold Dollar Volume (in millions)

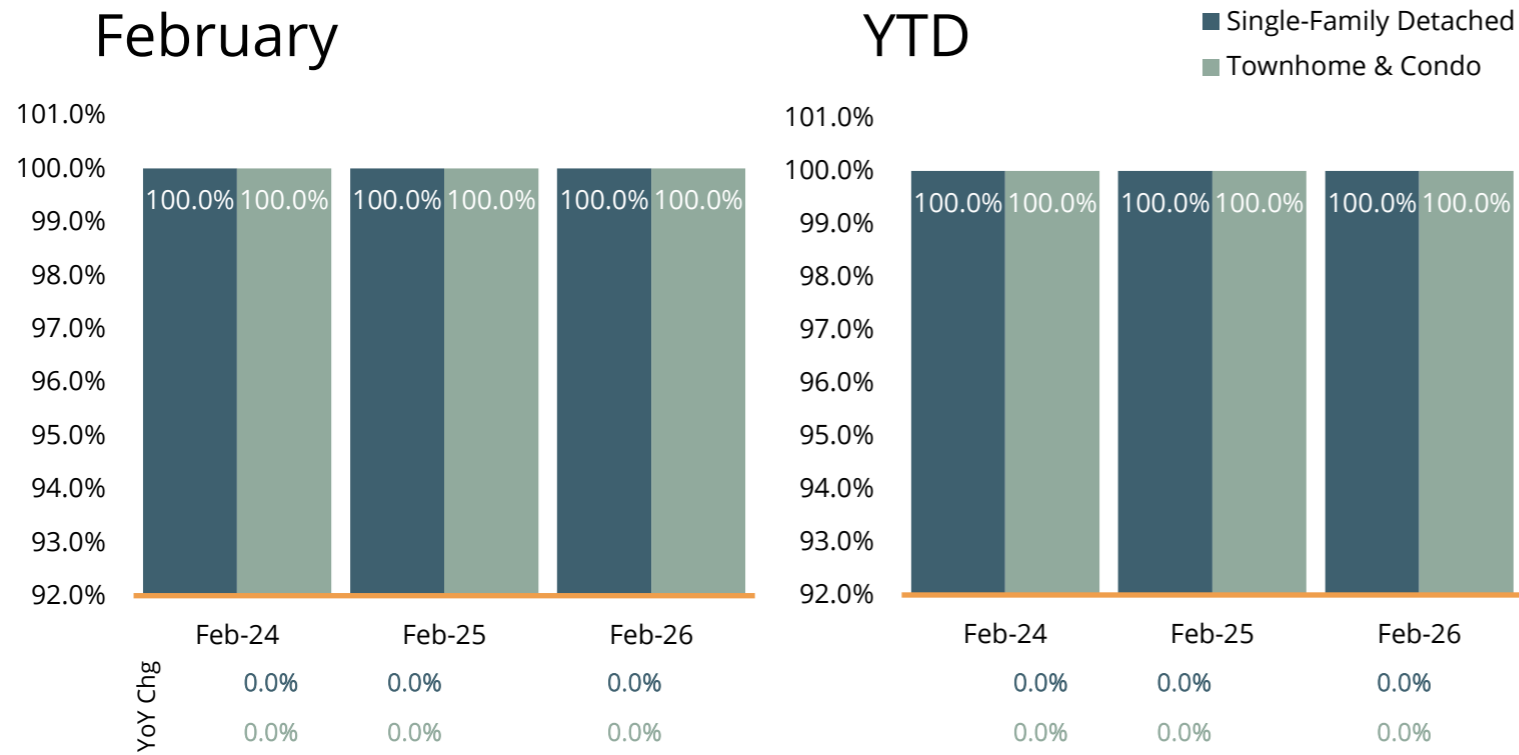


## Historical Sold Dollar Volume by Month (in millions)



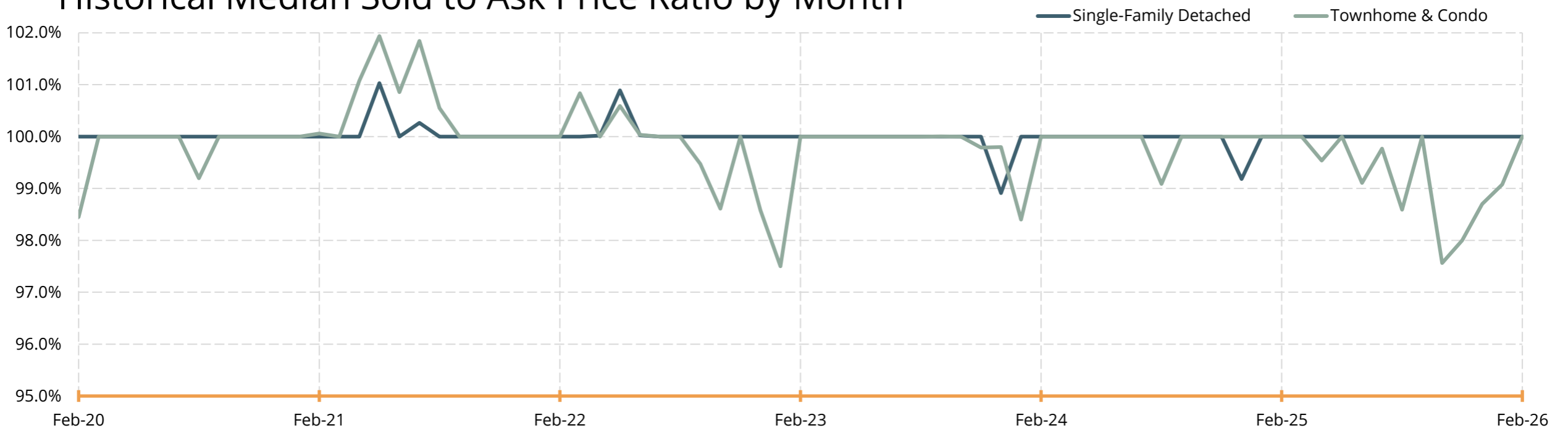
Source: Virginia REALTORS®, data accessed March 15, 2026

# Median Sold to Ask Price Ratio

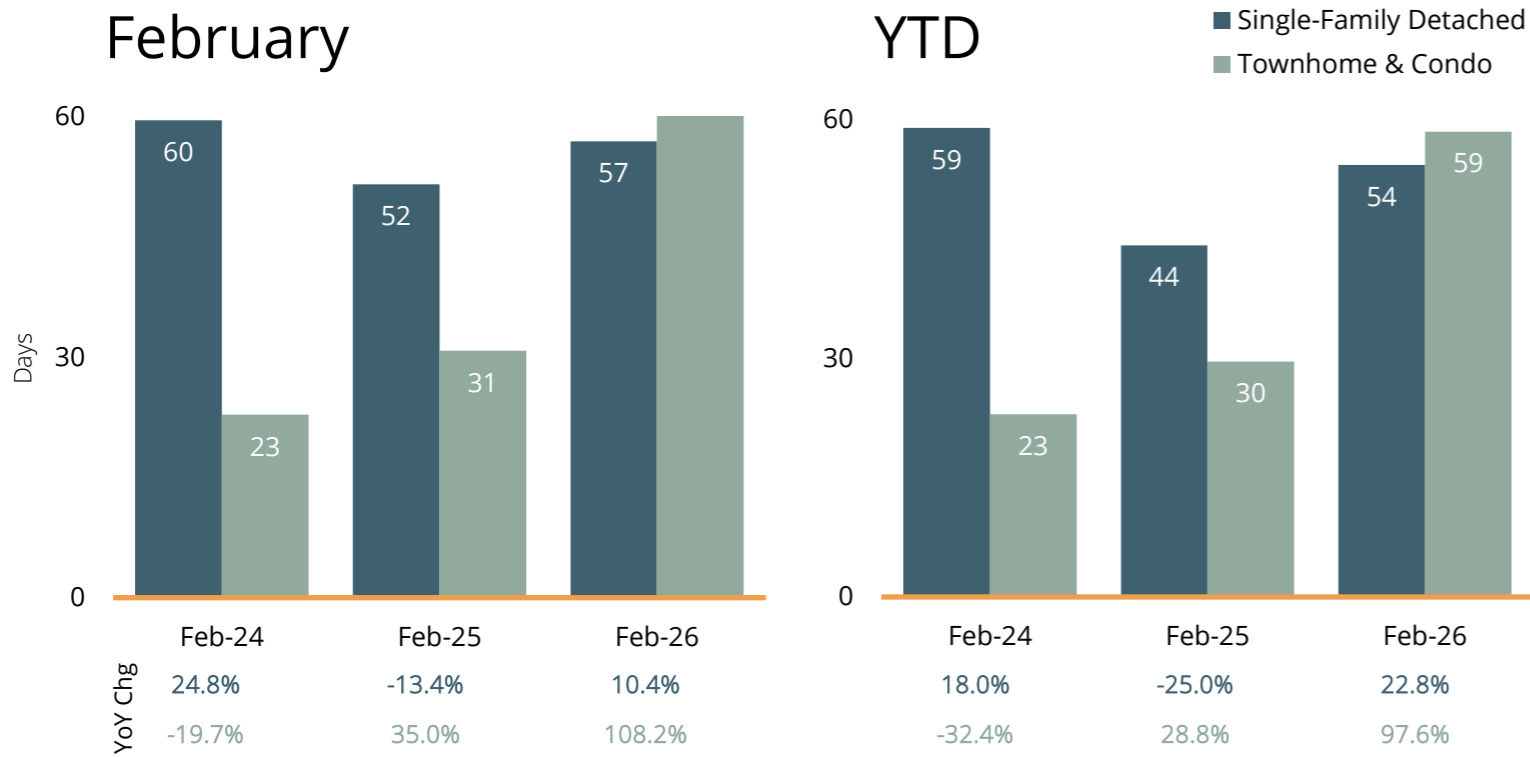


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Mar-25	100.0%	0.0%	100.0%	0.0%
Apr-25	100.0%	0.0%	99.5%	-0.5%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	99.1%	-0.9%
Jul-25	100.0%	0.0%	99.8%	-0.2%
Aug-25	100.0%	0.0%	98.6%	-0.5%
Sep-25	100.0%	0.0%	100.0%	0.0%
Oct-25	100.0%	0.0%	97.6%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

## Historical Median Sold to Ask Price Ratio by Month

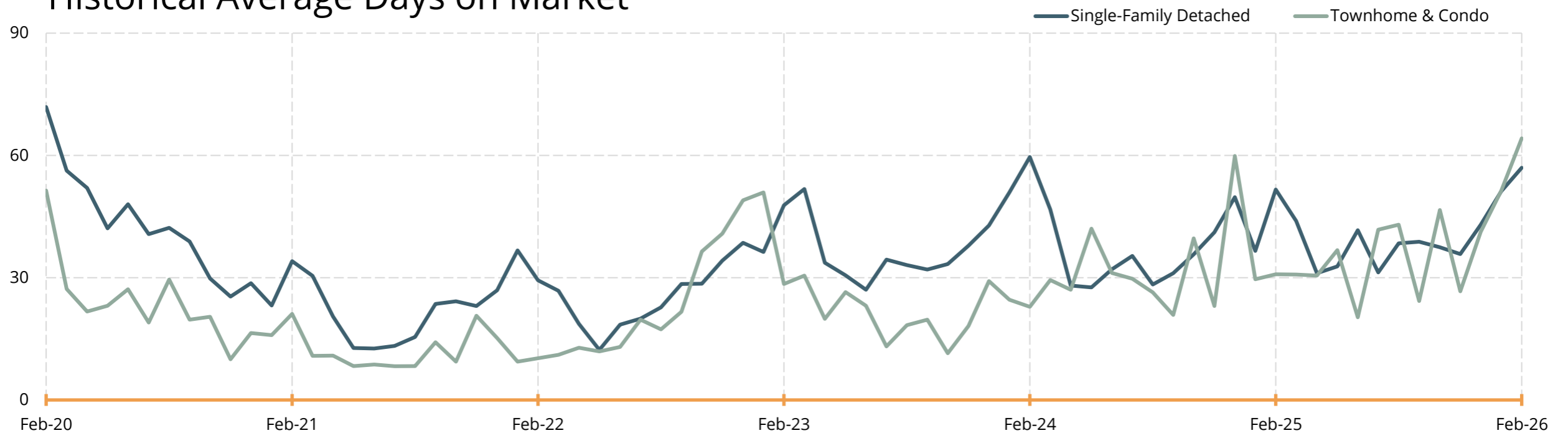


# Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-26	57	10.4%	64	108.2%
12-month Avg	40	8.6%	38	17.3%

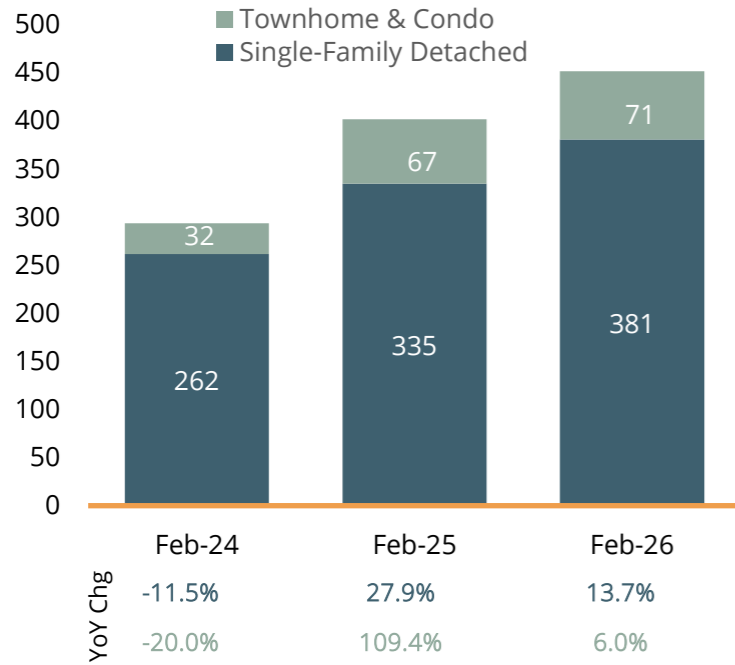
## Historical Average Days on Market



# Active Listings

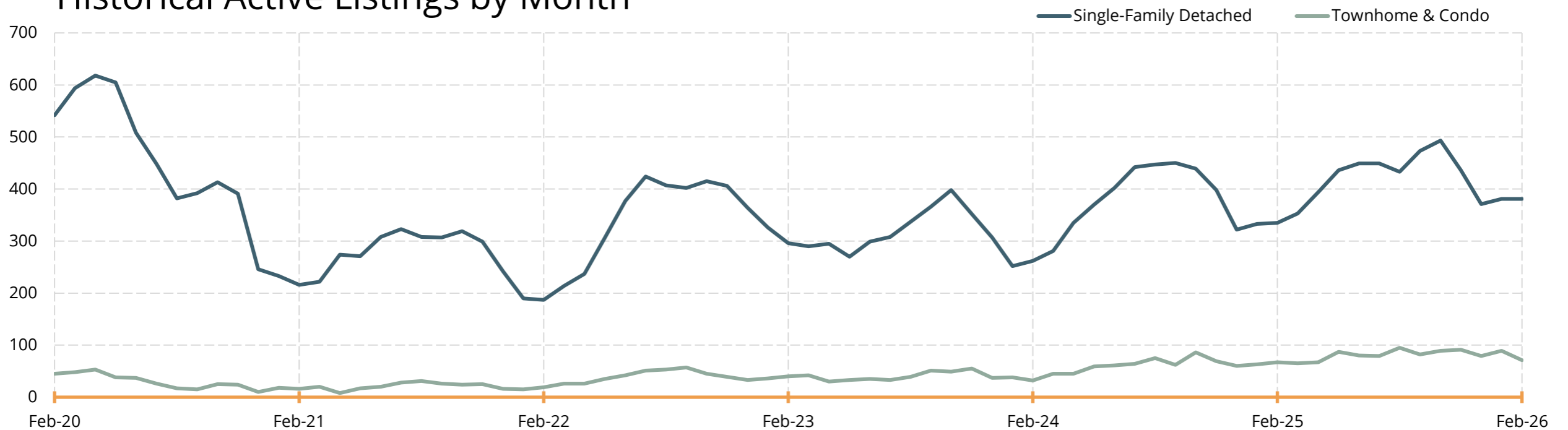


## February



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Mar-25	<b>353</b>	25.6%	<b>65</b>	44.4%
Apr-25	<b>394</b>	17.6%	<b>67</b>	48.9%
May-25	<b>436</b>	17.8%	<b>87</b>	47.5%
Jun-25	<b>449</b>	11.7%	<b>80</b>	31.1%
Jul-25	<b>449</b>	1.6%	<b>79</b>	23.4%
Aug-25	<b>433</b>	-3.1%	<b>95</b>	26.7%
Sep-25	<b>473</b>	5.1%	<b>82</b>	32.3%
Oct-25	<b>493</b>	12.3%	<b>89</b>	3.5%
Nov-25	<b>436</b>	9.5%	<b>91</b>	31.9%
Dec-25	<b>371</b>	15.2%	<b>79</b>	31.7%
Jan-26	<b>381</b>	14.4%	<b>89</b>	41.3%
Feb-26	<b>381</b>	13.7%	<b>71</b>	6.0%
12-month Avg	421	10.9%	81	28.8%

## Historical Active Listings by Month

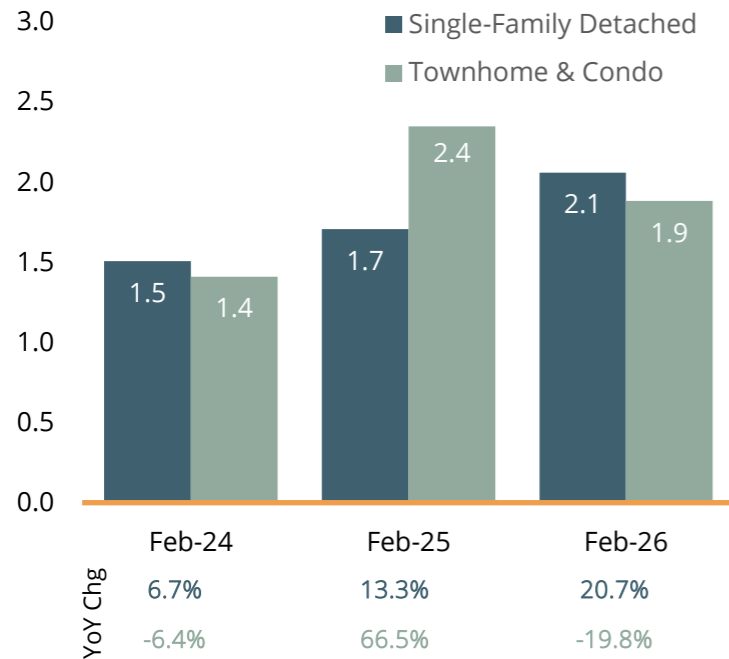


Source: Virginia REALTORS®, data accessed March 15, 2026

# Months of Supply

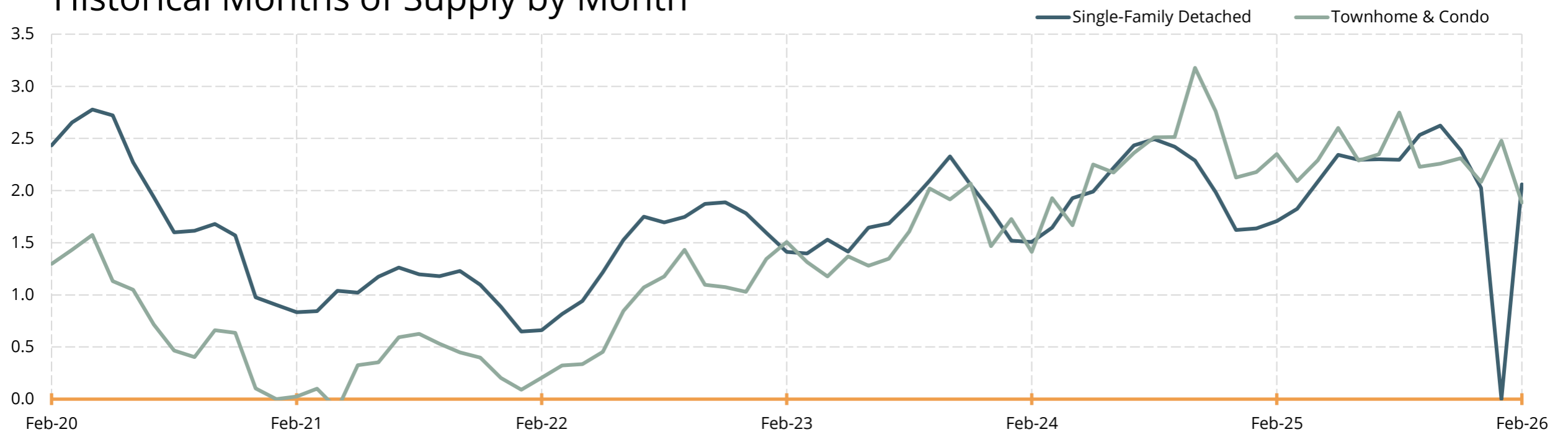


## February



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Mar-25	<b>1.8</b>	10.9%	<b>2.1</b>	8.4%
Apr-25	<b>2.1</b>	8.2%	<b>2.3</b>	37.2%
May-25	<b>2.3</b>	17.8%	<b>2.6</b>	15.6%
Jun-25	<b>2.3</b>	3.5%	<b>2.3</b>	5.3%
Jul-25	<b>2.3</b>	-5.4%	<b>2.3</b>	-0.5%
Aug-25	<b>2.3</b>	-7.9%	<b>2.7</b>	9.5%
Sep-25	<b>2.5</b>	4.7%	<b>2.2</b>	-11.3%
Oct-25	<b>2.6</b>	14.6%	<b>2.3</b>	-28.9%
Nov-25	<b>2.4</b>	20.3%	<b>2.3</b>	-16.4%
Dec-25	<b>2.0</b>	24.8%	<b>2.1</b>	-1.9%
Jan-26	<b>0.0</b>	-100.0%	<b>2.5</b>	13.8%
Feb-26	<b>2.1</b>	20.7%	<b>1.9</b>	-19.8%
12-month Avg	2.1	1.7%	2.3	-1.4%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg
Clarke County	12	<b>21</b>	75.0%	6	<b>15</b>	150.0%	\$668,775	<b>\$641,000</b>	-4.2%	15	<b>35</b>	133.3%	1.1	<b>2.5</b>	121.1%
Frederick County	175	<b>154</b>	-12.0%	103	<b>106</b>	2.9%	\$418,000	<b>\$420,500</b>	0.6%	250	<b>265</b>	6.0%	1.9	<b>2.0</b>	7.5%
Warren County	50	<b>68</b>	36.0%	25	<b>37</b>	48.0%	\$356,000	<b>\$385,000</b>	8.1%	107	<b>102</b>	-4.7%	2.1	<b>2.1</b>	-2.0%
Winchester	17	<b>41</b>	141.2%	22	<b>22</b>	0.0%	\$372,000	<b>\$380,000</b>	2.2%	30	<b>50</b>	66.7%	1.0	<b>1.8</b>	77.4%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg
Clarke County	19	<b>38</b>	100.0%	15	<b>25</b>	66.7%	\$655,000	<b>\$641,000</b>	-2.1%	15	<b>35</b>	133.3%
Frederick County	333	<b>338</b>	1.5%	185	<b>188</b>	1.6%	\$419,990	<b>\$412,495</b>	-1.8%	250	<b>265</b>	6.0%
Warren County	96	<b>147</b>	53.1%	66	<b>79</b>	19.7%	\$377,500	<b>\$385,000</b>	2.0%	107	<b>102</b>	-4.7%
Winchester	43	<b>77</b>	79.1%	43	<b>37</b>	-14.0%	\$385,000	<b>\$376,250</b>	-2.3%	30	<b>50</b>	66.7%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg
Clarke County	12	<b>21</b>	75.0%	6	<b>15</b>	150.0%	\$668,775	<b>\$641,000</b>	-4.2%	15	<b>35</b>	133.3%	1.1	<b>2.5</b>	119.4%
Frederick County	139	<b>119</b>	-14.4%	74	<b>86</b>	16.2%	\$449,250	<b>\$477,495</b>	6.3%	208	<b>210</b>	1.0%	2.0	<b>2.0</b>	3.6%
Warren County	43	<b>62</b>	44.2%	24	<b>34</b>	41.7%	\$367,500	<b>\$398,950</b>	8.6%	94	<b>99</b>	5.3%	2.0	<b>2.2</b>	11.7%
Winchester	15	<b>33</b>	120.0%	18	<b>13</b>	-27.8%	\$372,000	<b>\$436,000</b>	17.2%	18	<b>37</b>	105.6%	0.8	<b>1.7</b>	118.8%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg
Clarke County	19	<b>38</b>	100.0%	15	<b>25</b>	66.7%	\$655,000	<b>\$641,000</b>	-2.1%	15	<b>35</b>	133.3%
Frederick County	260	<b>260</b>	0.0%	135	<b>150</b>	11.1%	\$454,900	<b>\$460,450</b>	1.2%	208	<b>210</b>	1.0%
Warren County	83	<b>135</b>	62.7%	65	<b>71</b>	9.2%	\$379,000	<b>\$395,000</b>	4.2%	94	<b>99</b>	5.3%
Winchester	35	<b>60</b>	71.4%	36	<b>26</b>	-27.8%	\$378,000	<b>\$400,000</b>	5.8%	18	<b>37</b>	105.6%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg
Clarke County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Frederick County	36	<b>35</b>	-2.8%	29	<b>20</b>	-31.0%	\$330,000	<b>\$354,500</b>	7.4%	42	<b>55</b>	31.0%	1.6	<b>2.0</b>	27.4%
Warren County	7	<b>6</b>	-14.3%	1	<b>3</b>	n/a	\$231,000	<b>\$349,900</b>	n/a	13	<b>3</b>	-76.9%	4.3	<b>0.7</b>	-84.0%
Winchester	2	<b>8</b>	300.0%	4	<b>9</b>	125.0%	\$384,077	<b>\$360,000</b>	-6.3%	12	<b>13</b>	8.3%	2.2	<b>2.5</b>	15.3%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg	Feb-25	Feb-26	% chg
Clarke County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a
Frederick County	73	<b>78</b>	6.8%	50	<b>38</b>	-24.0%	\$335,000	<b>\$359,500</b>	7.3%	42	<b>55</b>	31.0%
Warren County	13	<b>12</b>	-7.7%	1	<b>8</b>	n/a	\$231,000	<b>\$309,750</b>	n/a	13	<b>3</b>	-76.9%
Winchester	8	<b>17</b>	112.5%	7	<b>11</b>	57.1%	\$389,937	<b>\$365,000</b>	-6.4%	12	<b>13</b>	8.3%



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

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