

MARCH  
**2026**

# BRAR BLUE RIDGE

## MARKET INDICATORS REPORT

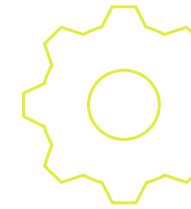
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# BRAR Market Indicators Report



## Key Market Trends: March 2026

- Sales activity continues to climb for the second straight month.** Regionwide, there were 209 closed sales in March, which is 15 more than last year, a 7.7% increase. Warren County accounted for 43 sales this month, adding two more from last March (+4.9%). Winchester (+52.2%) and Clarke County (+71.4%) saw notable rises in activity compared to the year before.
- Most parts of the BRAR region saw a rise in pending sales.** In March, there were 258 pending sales in the BRAR market, five more than the previous year (+2.0%). At 140, Frederick County experienced a decline in activity for a second straight month, with a 6.7% decrease, or 10 fewer pending transactions than a year earlier. Clarke County had 23 pending sales in March, up 64.3% or nine more than last year.
- Regionwide, the median sales price saw a considerable decrease.** The BRAR's median sales price reached \$399,990, a 10.5% decrease from a year ago, reflecting a \$47,000 difference. In Winchester, homes sold for a median price of \$379,990 in March, a 5.2% decrease from last year, down \$20,993. Compared to last March, home prices also slid down in Warren County (+6.6%) and Frederick County (-12.0%). However, listings in Clarke County closed 4.9% higher than last year, which is an additional \$32,000.
- Listing levels continue to rise in the region.** There were 489 active listings throughout the BRAR market in March, up 17.0% or 71 more listings than the year prior. Clarke County reported 31 active listings by the end of March, eight more than last year (+34.8%). The number of listings also rose in Frederick County (+16.0), Winchester (+31.3%), and Warren County (+11.2%).



BRAR Market Dashboard

YoY Chg	Mar-26	Indicator
▲ 7.7%	209	Sales
▲ 2.0%	258	Pending Sales
▲ 12.7%	398	New Listings
▼ -10.5%	\$400,000	Median List Price
▼ -10.5%	\$399,990	Median Sales Price
▼ -0.3%	\$210	Median Price Per Square Foot
▲ 3.4%	\$100.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 26.4%	53	Average Days on Market
▲ 17.0%	489	Active Listings
▲ 22.4%	2.2	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.**

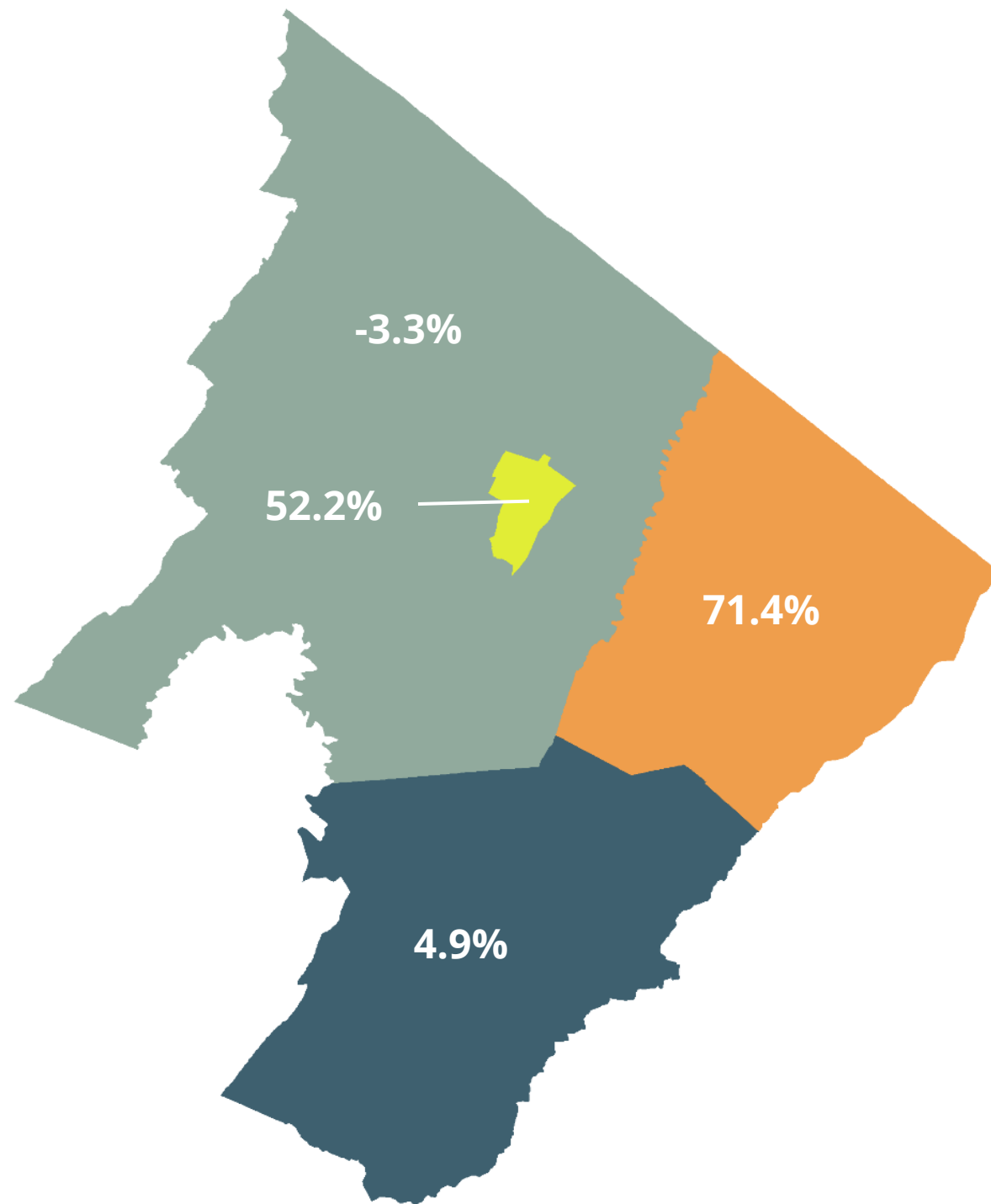
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - BRAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Mar-25	Mar-26	% Chg
Clarke County	7	12	71.4%
Frederick County	123	119	-3.3%
Warren County	41	43	4.9%
Winchester	23	35	52.2%
<b>BRAR</b>	<b>194</b>	<b>209</b>	<b>7.7%</b>

# Total Market Overview



Key Metrics	2-year Trends		Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24	Mar-26						
Sales			194	<b>209</b>	7.7%	309	<b>329</b>	6.5%
Pending Sales			253	<b>258</b>	2.0%	344	<b>403</b>	17.2%
New Listings			353	<b>398</b>	12.7%	491	<b>600</b>	22.2%
Median List Price			\$446,950	<b>\$400,000</b>	-10.5%	\$409,950	<b>\$415,000</b>	1.2%
Median Sales Price			\$447,000	<b>\$399,990</b>	-10.5%	\$408,577	<b>\$405,000</b>	-0.9%
Median Price Per Square Foot			\$211	<b>\$210</b>	-0.3%	\$212	<b>\$210</b>	-1.0%
Sold Dollar Volume (in millions)			\$96.8	<b>\$100.1</b>	3.4%	\$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			42	<b>53</b>	26.4%	41	<b>55</b>	33.0%
Active Listings			418	<b>489</b>	17.0%	n/a	<b>n/a</b>	n/a
Months of Supply			1.8	<b>2.2</b>	22.4%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24	Mar-26						
Sales			162	<b>164</b>	1.2%	251	<b>272</b>	8.4%
Pending Sales			213	<b>210</b>	-1.4%	281	<b>322</b>	14.6%
New Listings			298	<b>330</b>	10.7%	397	<b>493</b>	24.2%
Median List Price			\$479,950	<b>\$444,450</b>	-7.4%	\$439,900	<b>\$445,350</b>	1.2%
Median Sales Price			\$477,675	<b>\$430,000</b>	-10.0%	\$439,000	<b>\$439,750</b>	0.2%
Median Price Per Square Foot			\$220	<b>\$214</b>	-3.0%	\$213	<b>\$217</b>	1.9%
Sold Dollar Volume (in millions)			\$85.0	<b>\$84.5</b>	-0.6%	\$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			44	<b>53</b>	21.7%	44	<b>54</b>	22.8%
Active Listings			353	<b>413</b>	17.0%	n/a	<b>n/a</b>	n/a
Months of Supply			1.8	<b>2.2</b>	22.2%	n/a	<b>n/a</b>	n/a

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

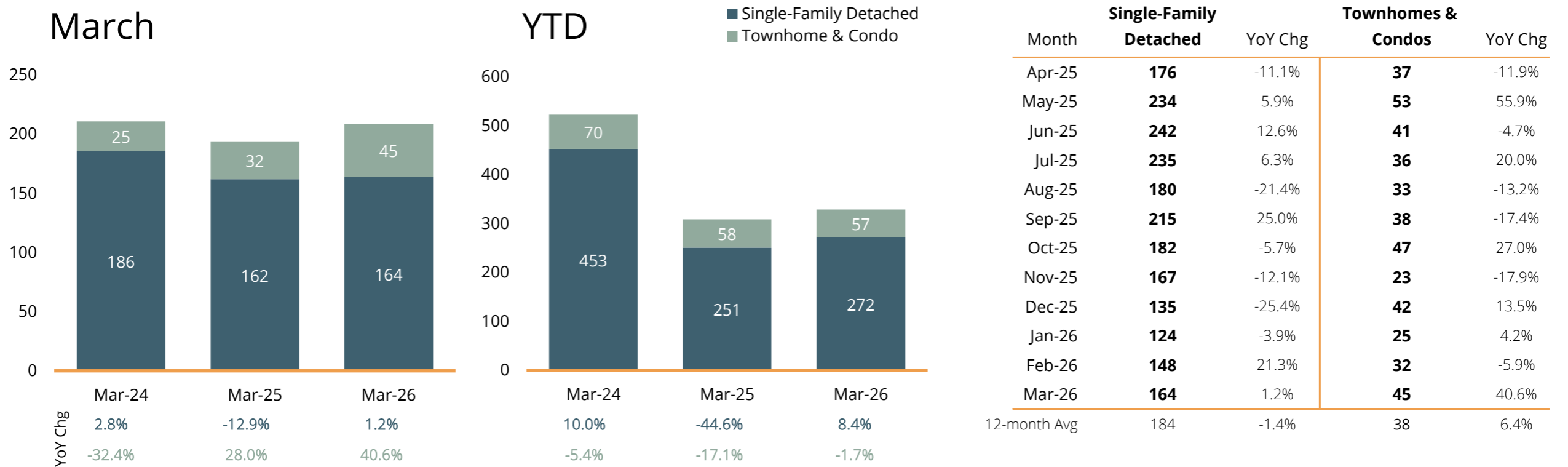
# Townhome & Condo Market Overview



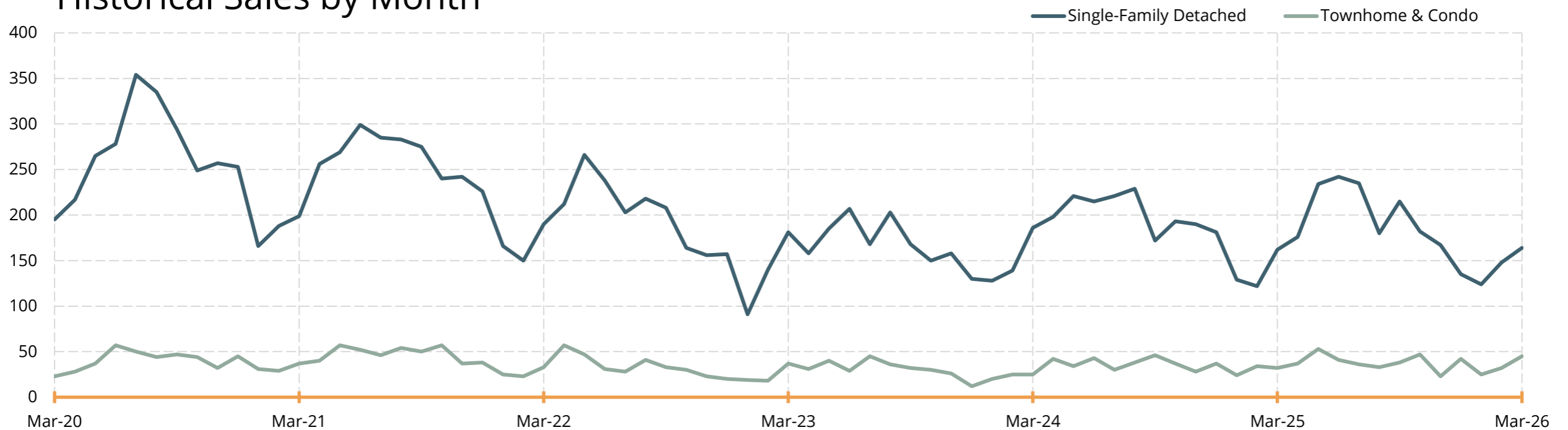
Key Metrics	2-year Trends		Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24	Mar-26						
Sales			32	<b>45</b>	40.6%	58	<b>57</b>	-1.7%
Pending Sales			40	<b>48</b>	20.0%	63	<b>81</b>	28.6%
New Listings			55	<b>68</b>	23.6%	94	<b>107</b>	13.8%
Median List Price			\$379,990	<b>\$375,000</b>	-1.3%	\$349,900	<b>\$360,000</b>	2.9%
Median Sales Price			\$379,990	<b>\$374,000</b>	-1.6%	\$345,000	<b>\$359,000</b>	4.1%
Median Price Per Square Foot			\$201	<b>\$201</b>	0.0%	\$204	<b>\$205</b>	0.2%
Sold Dollar Volume (in millions)			\$11.8	<b>\$15.6</b>	32.2%	\$19.8	<b>\$19.7</b>	-0.4%
Median Sold/Ask Price Ratio			100.0%	<b>99.3%</b>	-0.7%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			31	<b>50</b>	63.8%	30	<b>59</b>	97.6%
Active Listings			65	<b>76</b>	16.9%	n/a	<b>n/a</b>	n/a
Months of Supply			2.1	<b>2.0</b>	-6.4%	n/a	<b>n/a</b>	n/a

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

# Sales

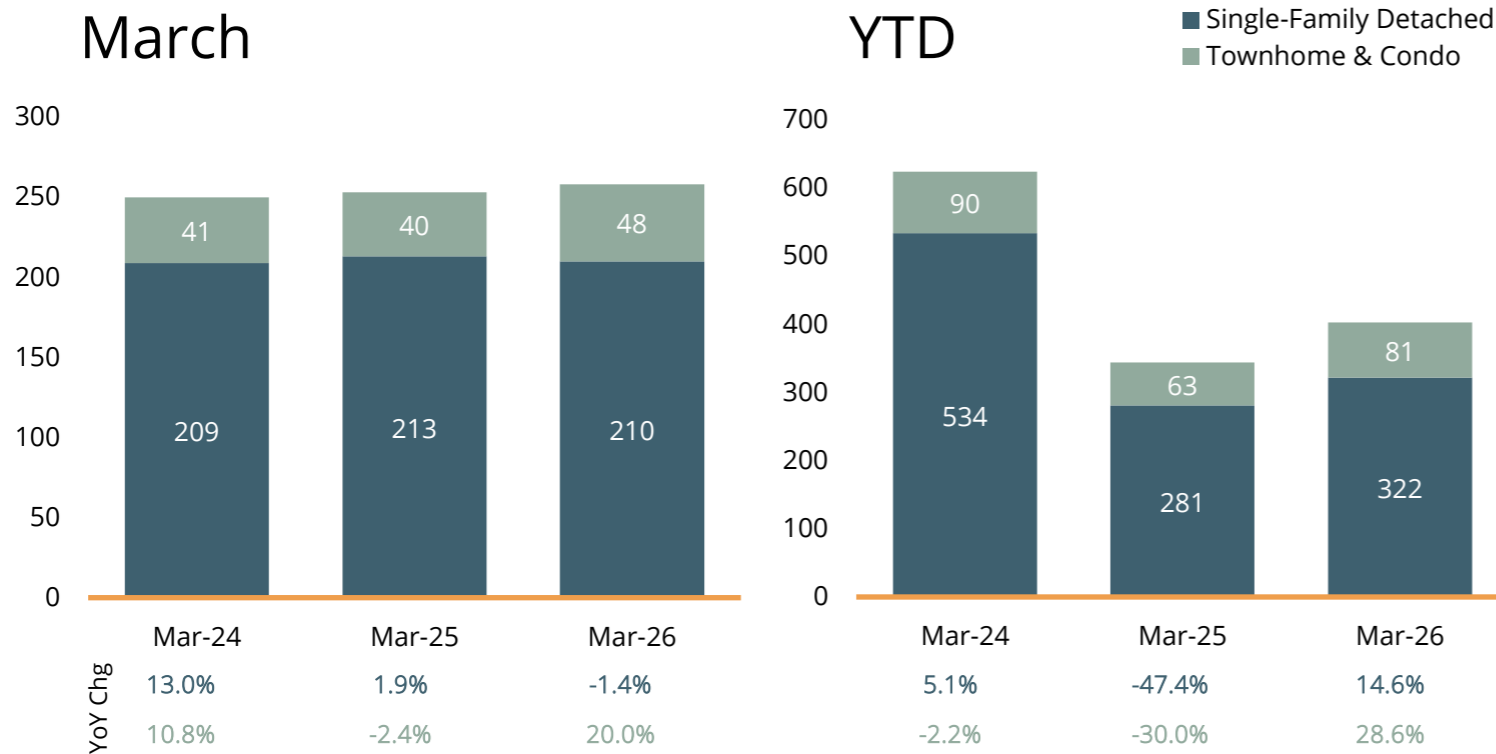


## Historical Sales by Month



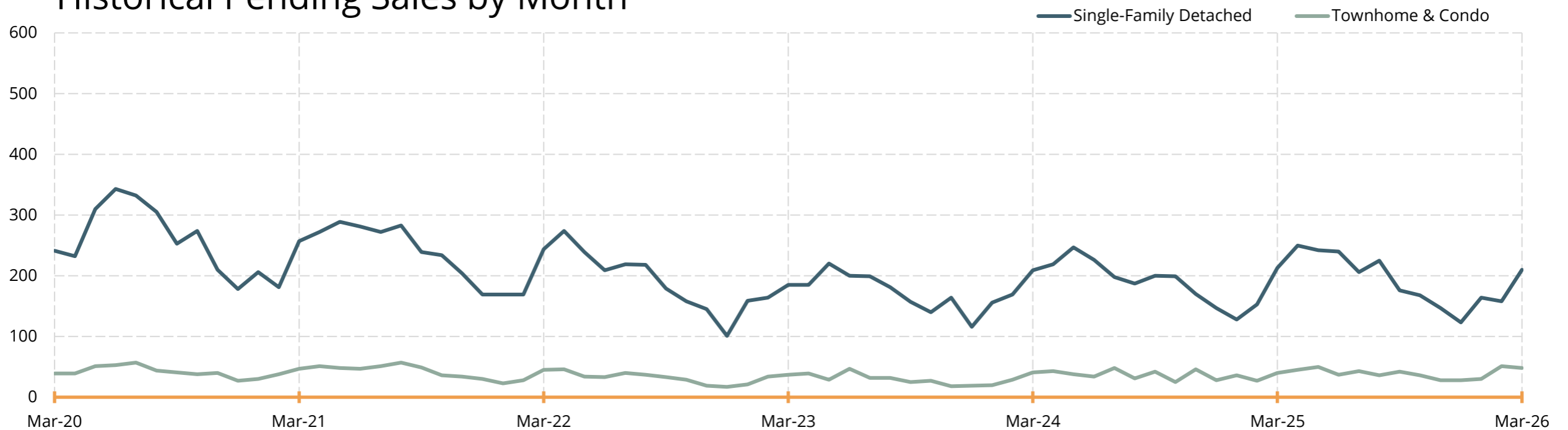
Source: Virginia REALTORS®, data accessed April 15, 2026

# Pending Sales



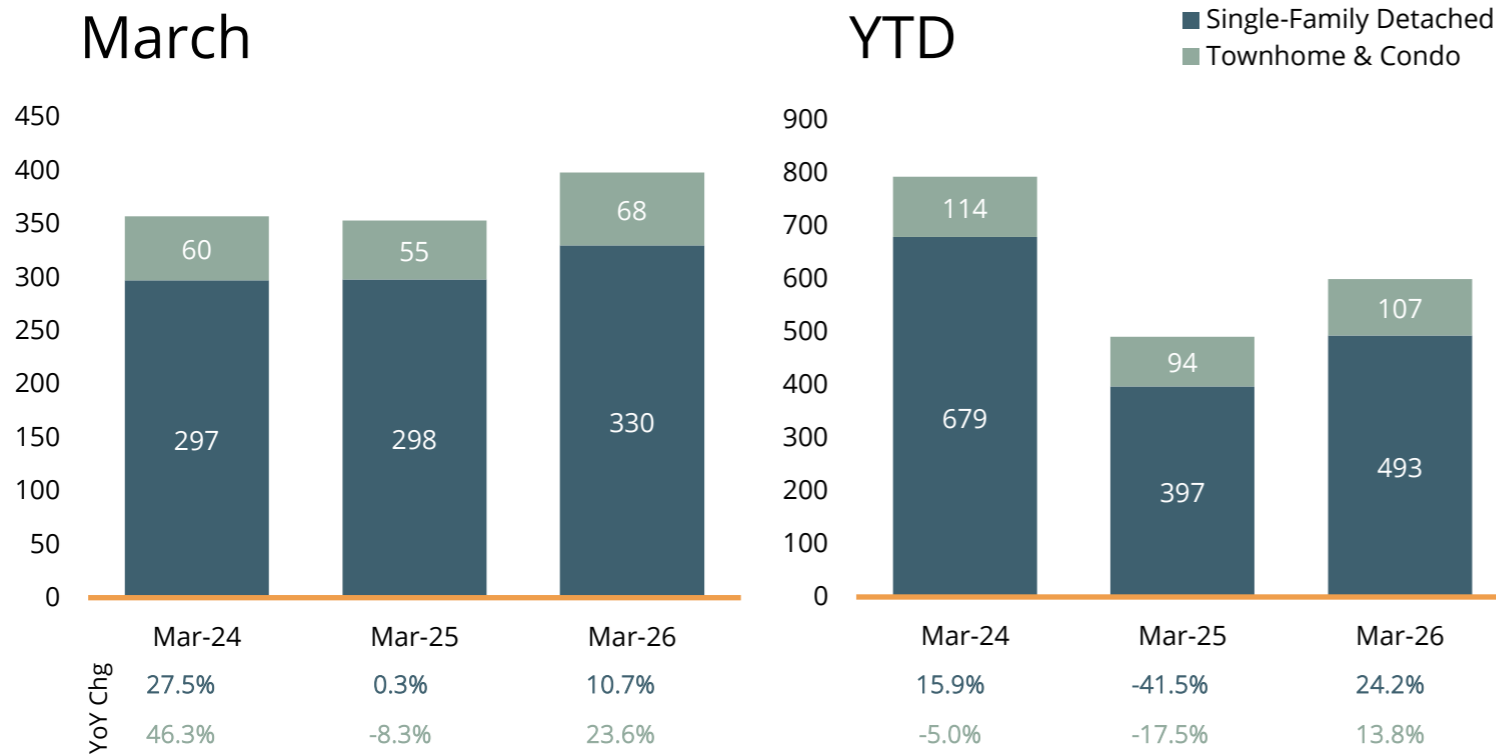
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-25	250	14.2%	45	4.7%
May-25	242	-2.0%	50	31.6%
Jun-25	240	6.2%	37	8.8%
Jul-25	206	4.0%	43	-10.4%
Aug-25	225	20.3%	36	16.1%
Sep-25	176	-12.0%	42	0.0%
Oct-25	168	-15.6%	36	44.0%
Nov-25	147	-13.5%	28	-39.1%
Dec-25	123	-16.3%	28	0.0%
Jan-26	164	28.1%	30	-16.7%
Feb-26	158	3.3%	51	88.9%
Mar-26	210	-1.4%	48	20.0%
12-month Avg	192	1.0%	40	8.2%

## Historical Pending Sales by Month



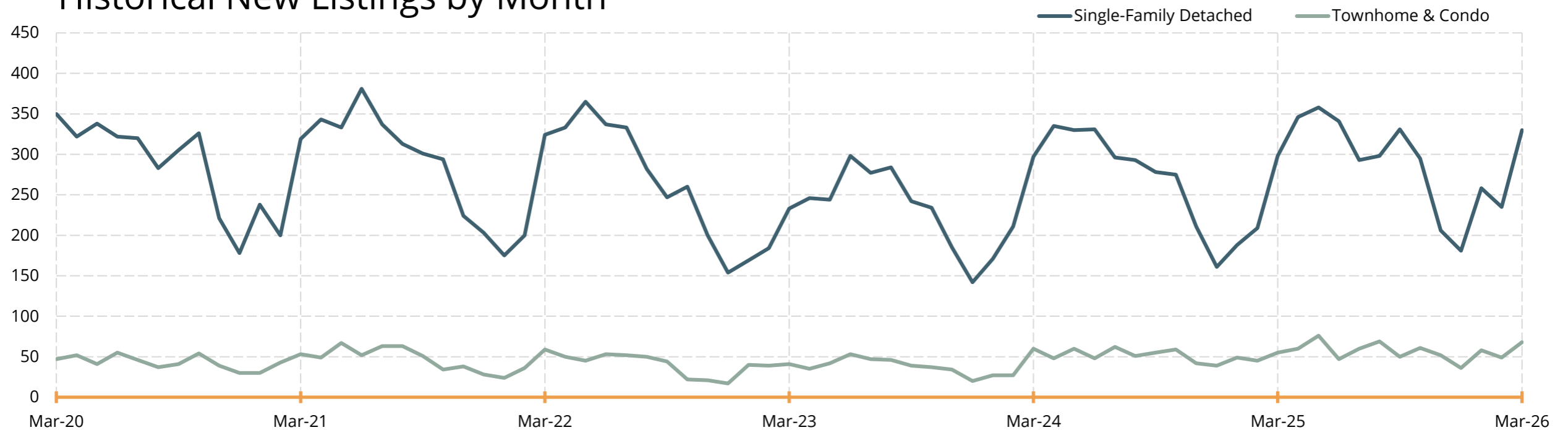
Source: Virginia REALTORS®, data accessed April 15, 2026

# New Listings



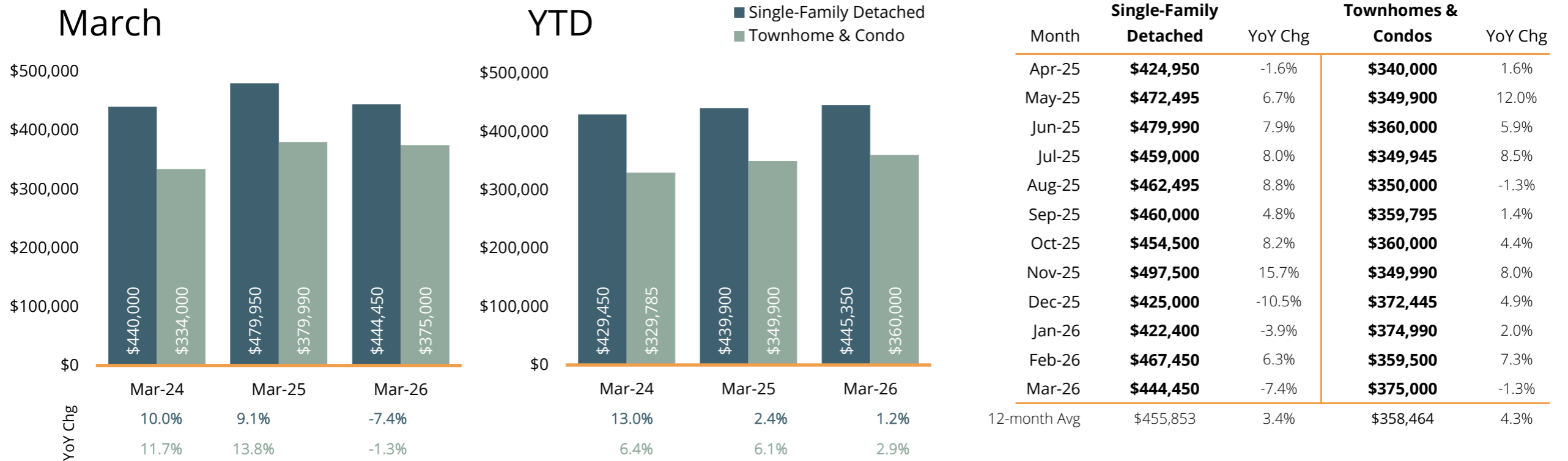
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-25	346	3.3%	60	25.0%
May-25	358	8.5%	76	26.7%
Jun-25	341	3.0%	47	-2.1%
Jul-25	293	-1.0%	60	-3.2%
Aug-25	298	1.7%	69	35.3%
Sep-25	331	19.1%	50	-9.1%
Oct-25	295	7.3%	61	3.4%
Nov-25	206	-2.4%	52	23.8%
Dec-25	181	12.4%	36	-7.7%
Jan-26	258	37.2%	58	18.4%
Feb-26	235	12.4%	49	8.9%
Mar-26	330	10.7%	68	23.6%
12-month Avg	289	8.3%	57	11.9%

## Historical New Listings by Month

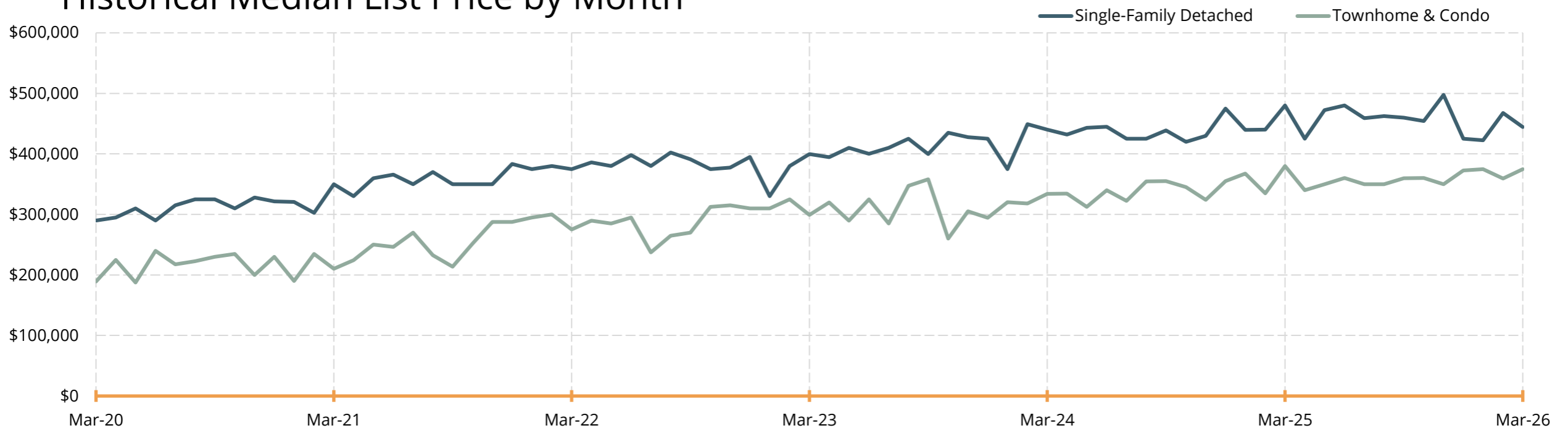


Source: Virginia REALTORS®, data accessed April 15, 2026

# Median List Price

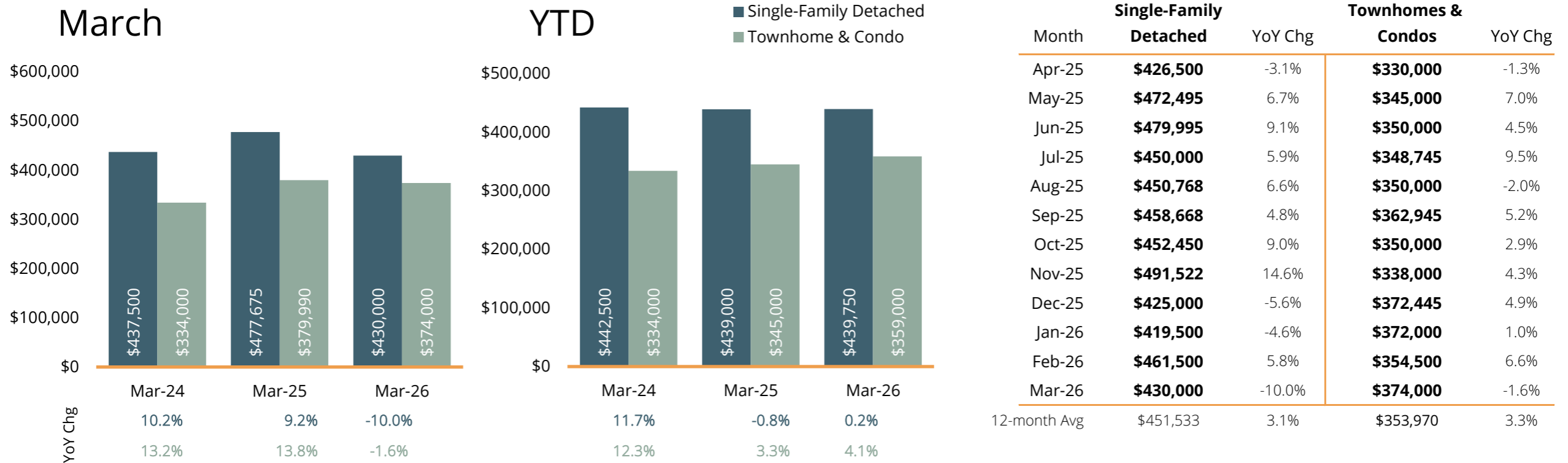


## Historical Median List Price by Month

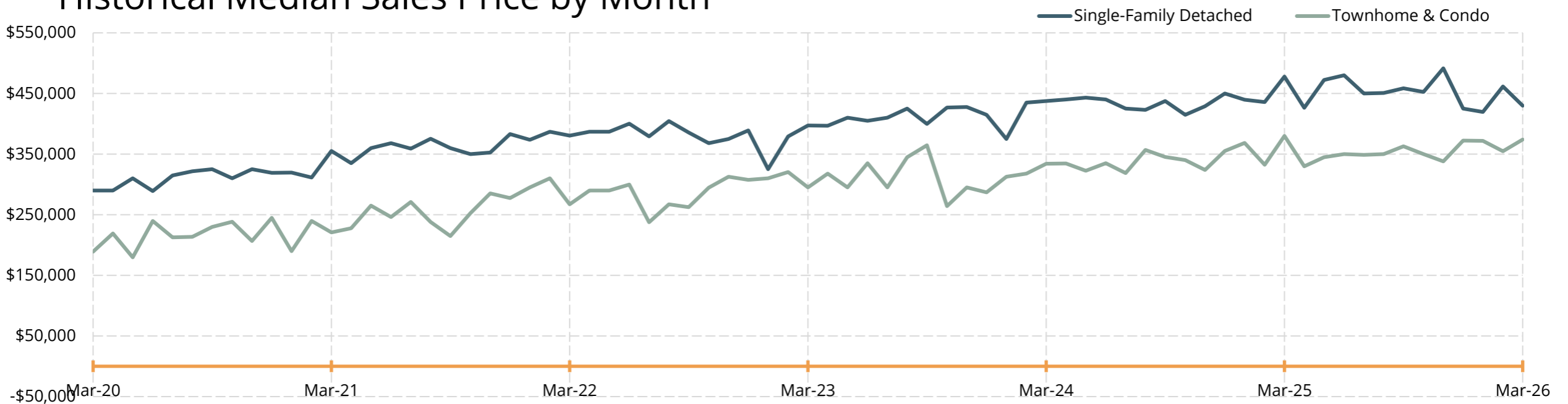


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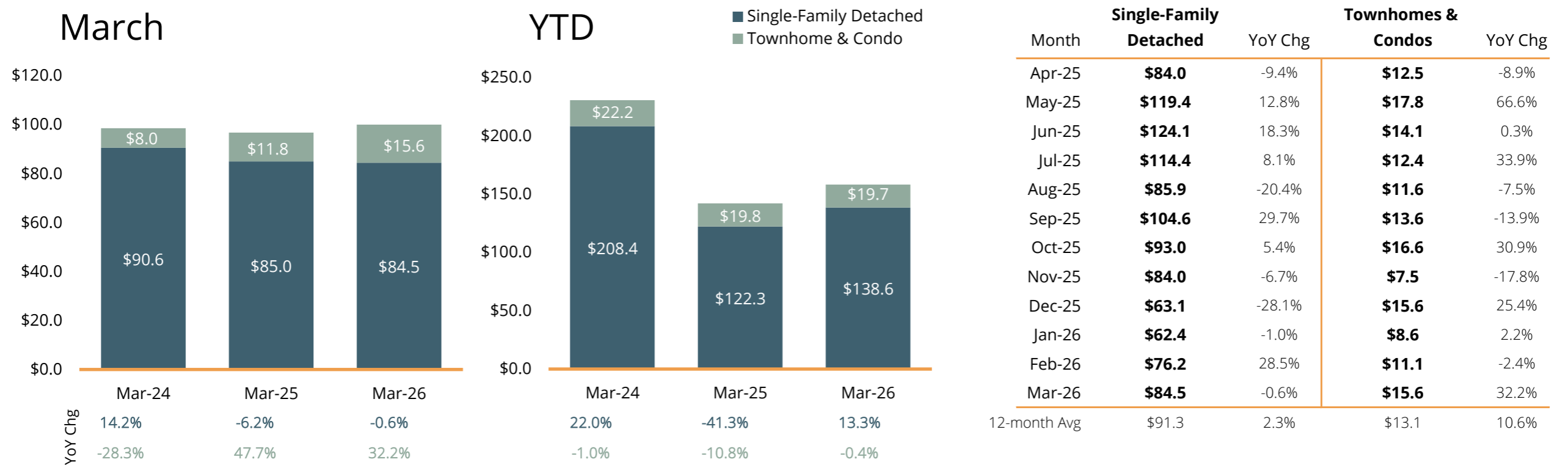
# Median Sales Price



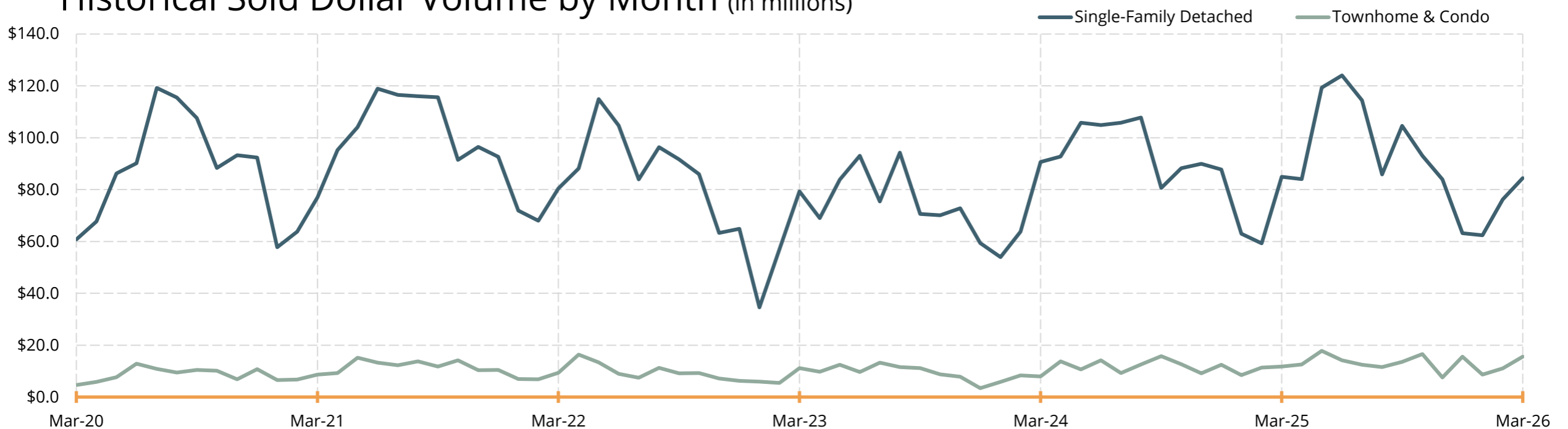
## Historical Median Sales Price by Month



# Sold Dollar Volume (in millions)

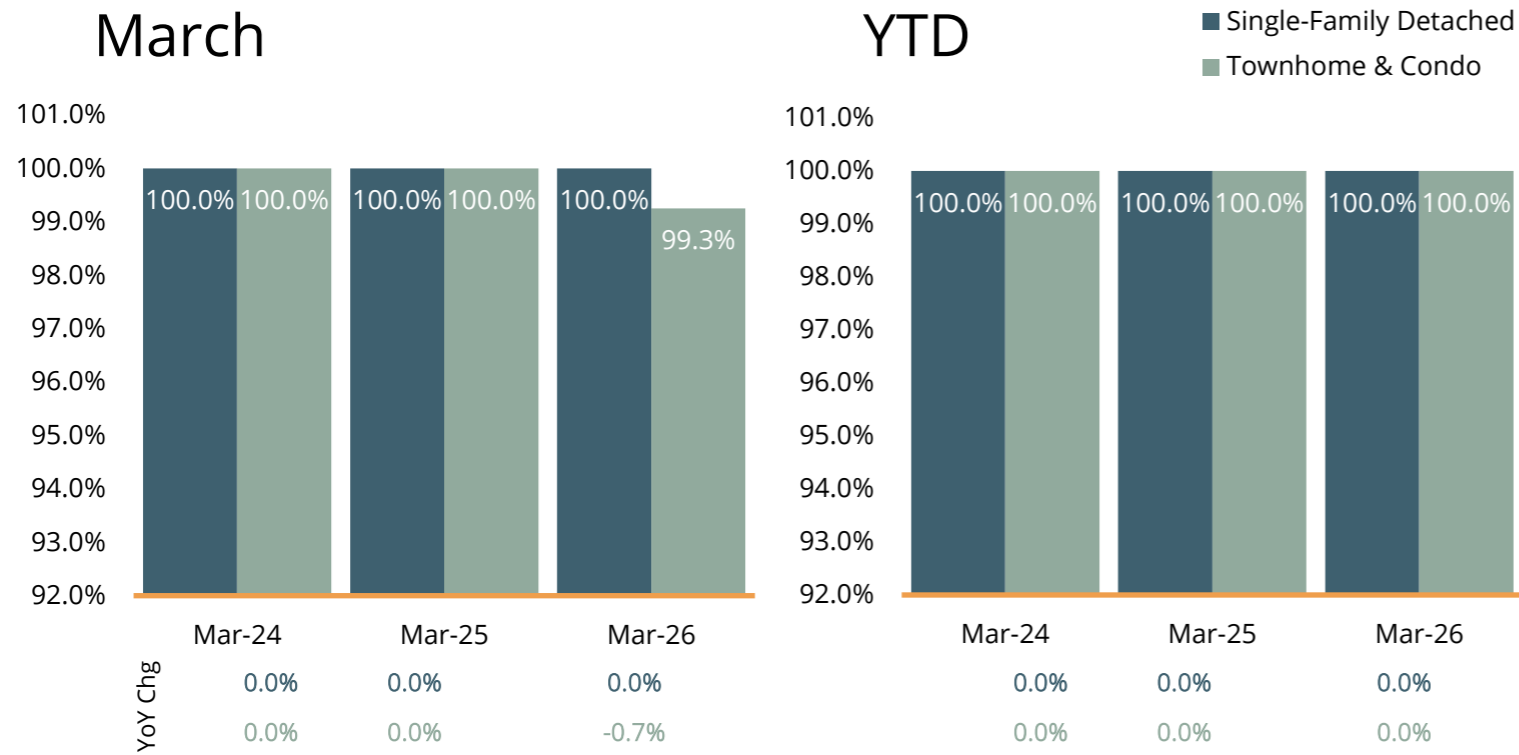


## Historical Sold Dollar Volume by Month (in millions)



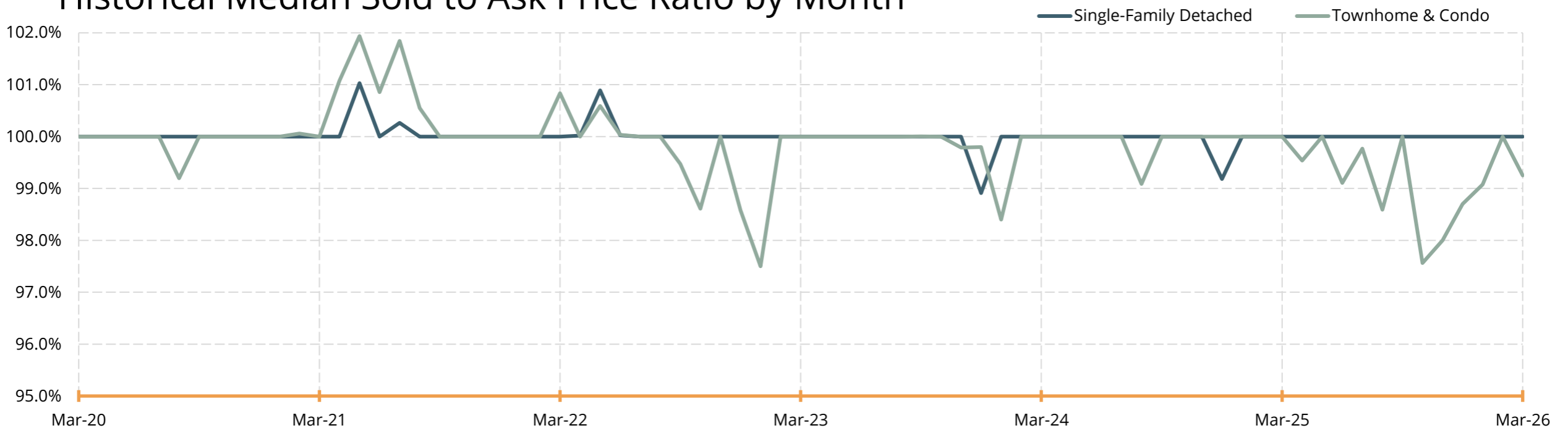
Source: Virginia REALTORS®, data accessed April 15, 2026

# Median Sold to Ask Price Ratio



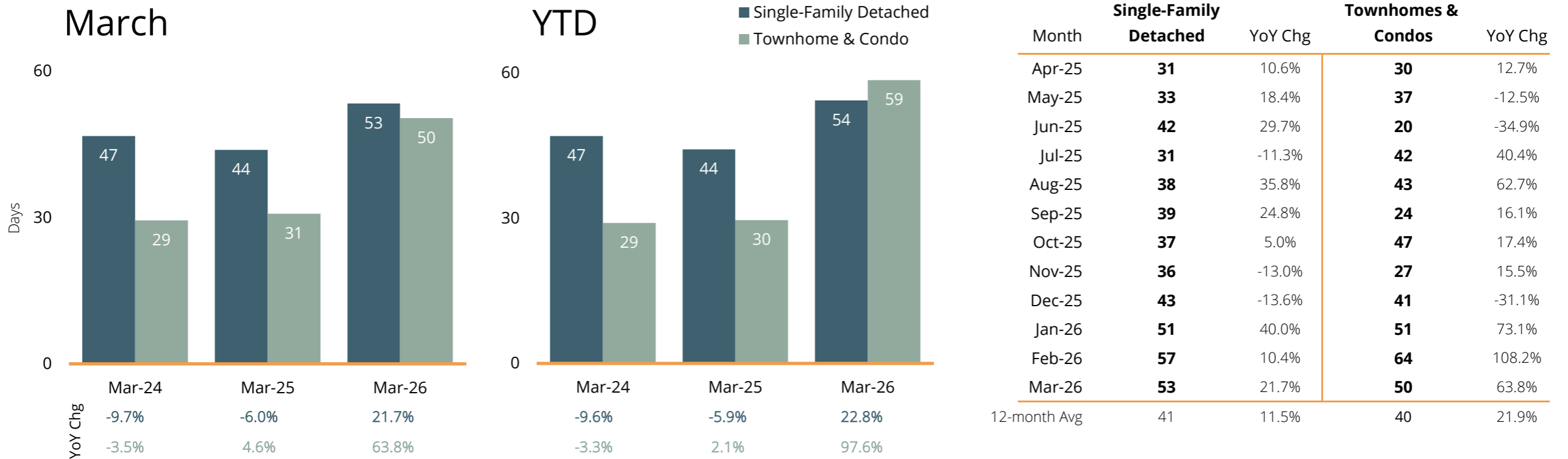
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-25	100.0%	0.0%	99.5%	-0.5%
May-25	100.0%	0.0%	100.0%	0.0%
Jun-25	100.0%	0.0%	99.1%	-0.9%
Jul-25	100.0%	0.0%	99.8%	-0.2%
Aug-25	100.0%	0.0%	98.6%	-0.5%
Sep-25	100.0%	0.0%	100.0%	0.0%
Oct-25	100.0%	0.0%	97.6%	-2.4%
Nov-25	100.0%	0.0%	98.0%	-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%
Mar-26	100.0%	0.0%	99.3%	-0.7%
12-month Avg	100.0%	0.1%	99.1%	-0.8%

## Historical Median Sold to Ask Price Ratio by Month



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

# Average Days on Market



## Historical Average Days on Market

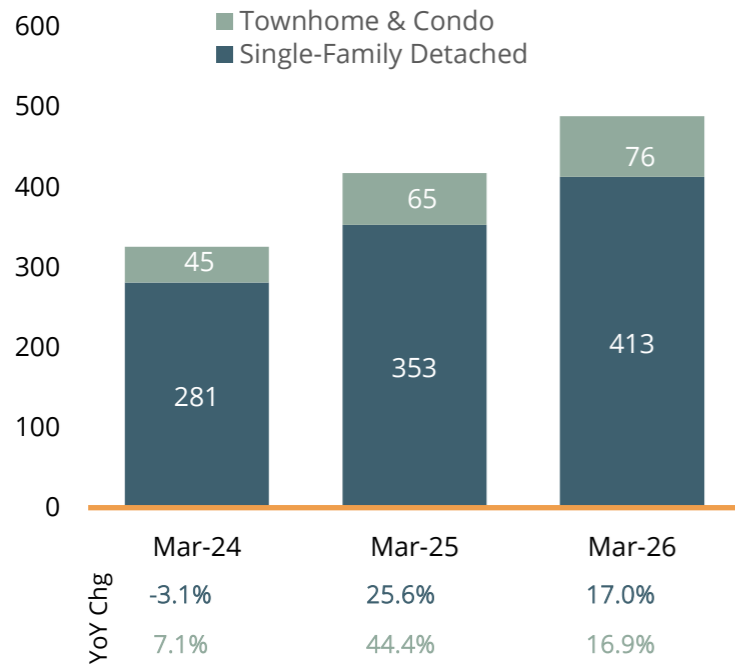


Source: Virginia REALTORS®, data accessed April 15, 2026

# Active Listings

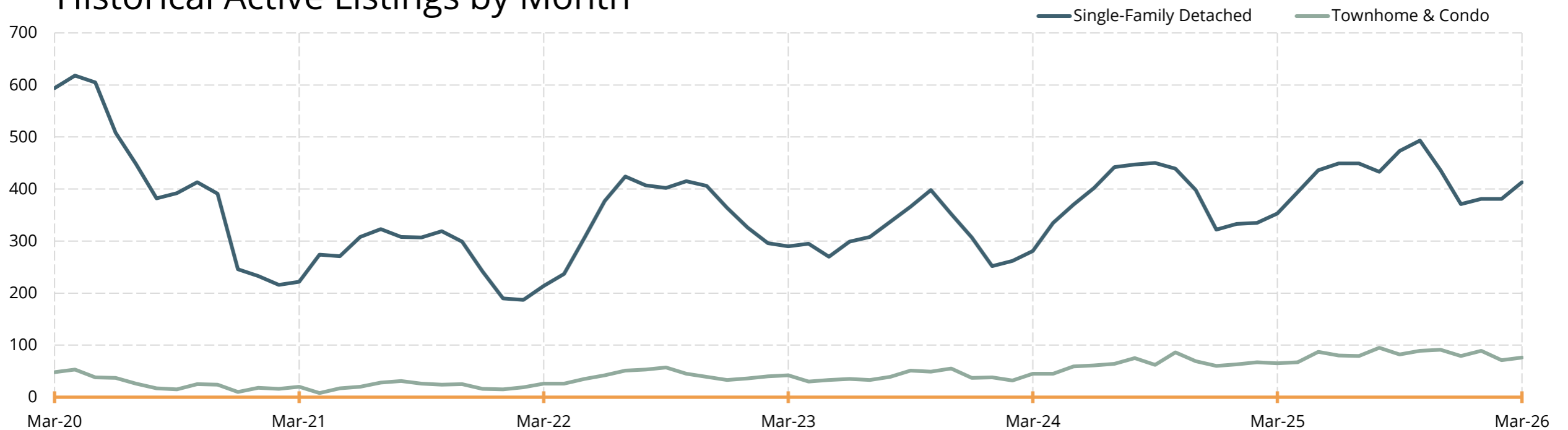


## March



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Mar-26	<b>413</b>	17.0%	<b>76</b>	16.9%
12-month Avg	426	10.4%	82	26.9%

## Historical Active Listings by Month

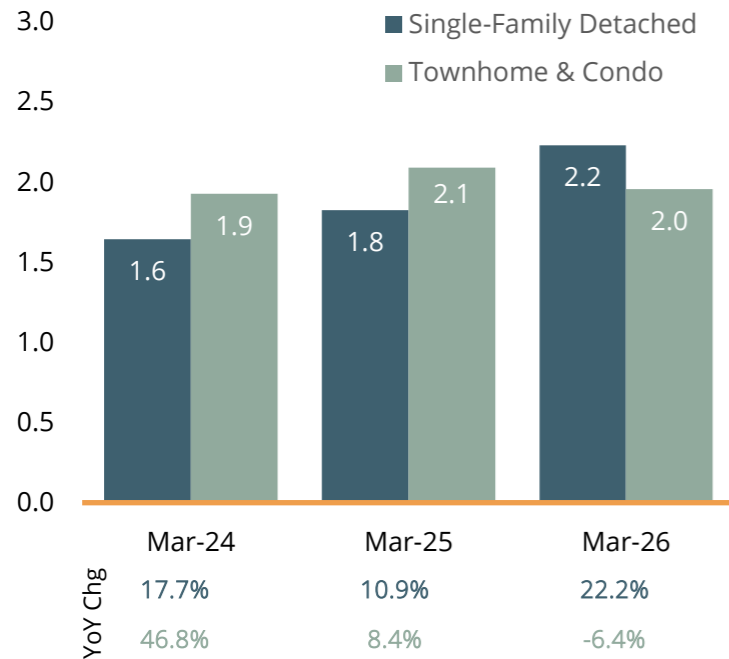


Source: Virginia REALTORS®, data accessed April 15, 2026

# Months of Supply

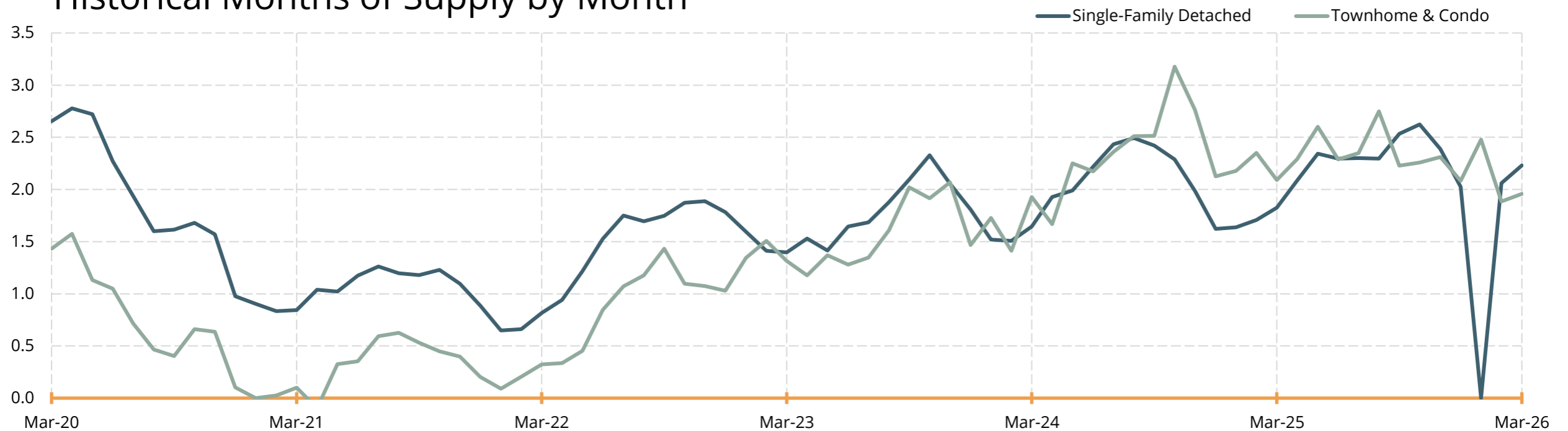


## March



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Mar-26	<b>2.2</b>	22.2%	<b>2.0</b>	-6.4%
12-month Avg	2.1	2.6%	2.3	-2.4%

## Historical Months of Supply by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Clarke County	26	<b>26</b>	0.0%	7	<b>12</b>	71.4%	\$650,000	<b>\$682,000</b>	4.9%	23	<b>31</b>	34.8%	1.8	<b>2.1</b>	20.2%
Frederick County	202	<b>223</b>	10.4%	123	<b>119</b>	-3.3%	\$460,000	<b>\$405,000</b>	-12.0%	256	<b>297</b>	16.0%	1.9	<b>2.3</b>	17.2%
Warren County	84	<b>105</b>	25.0%	41	<b>43</b>	4.9%	\$425,000	<b>\$396,999</b>	-6.6%	107	<b>119</b>	11.2%	2.1	<b>2.4</b>	13.1%
Winchester	41	<b>44</b>	7.3%	23	<b>35</b>	52.2%	\$400,983	<b>\$379,990</b>	-5.2%	32	<b>42</b>	31.3%	1.1	<b>1.5</b>	33.6%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-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		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Clarke County	26	<b>25</b>	-3.8%	7	<b>12</b>	71.4%	\$650,000	<b>\$682,000</b>	4.9%	23	<b>30</b>	30.4%	1.8	<b>2.1</b>	15.3%
Frederick County	159	<b>168</b>	5.7%	97	<b>87</b>	-10.3%	\$500,000	<b>\$470,000</b>	-6.0%	212	<b>234</b>	10.4%	2.0	<b>2.3</b>	12.8%
Warren County	74	<b>102</b>	37.8%	40	<b>38</b>	-5.0%	\$430,000	<b>\$412,500</b>	-4.1%	96	<b>119</b>	24.0%	2.0	<b>2.6</b>	30.8%
Winchester	39	<b>35</b>	-10.3%	18	<b>27</b>	50.0%	\$412,500	<b>\$380,000</b>	-7.9%	22	<b>30</b>	36.4%	1.0	<b>1.3</b>	37.4%

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

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-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%

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

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Clarke County	0	<b>1</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>1</b>	n/a	0.0	<b>3.0</b>	n/a
Frederick County	43	<b>55</b>	27.9%	26	<b>32</b>	23.1%	\$371,940	<b>\$357,500</b>	-3.9%	44	<b>63</b>	43.2%	1.6	<b>2.2</b>	38.5%
Warren County	10	<b>3</b>	-70.0%	1	<b>5</b>	400.0%	\$350,000	<b>\$385,000</b>	n/a	11	<b>0</b>	-100.0%	3.7	<b>0.0</b>	-100.0%
Winchester	2	<b>9</b>	350.0%	5	<b>8</b>	60.0%	\$394,861	<b>\$368,990</b>	-6.6%	10	<b>12</b>	20.0%	1.7	<b>2.2</b>	27.3%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-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>	700.0%	\$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

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.