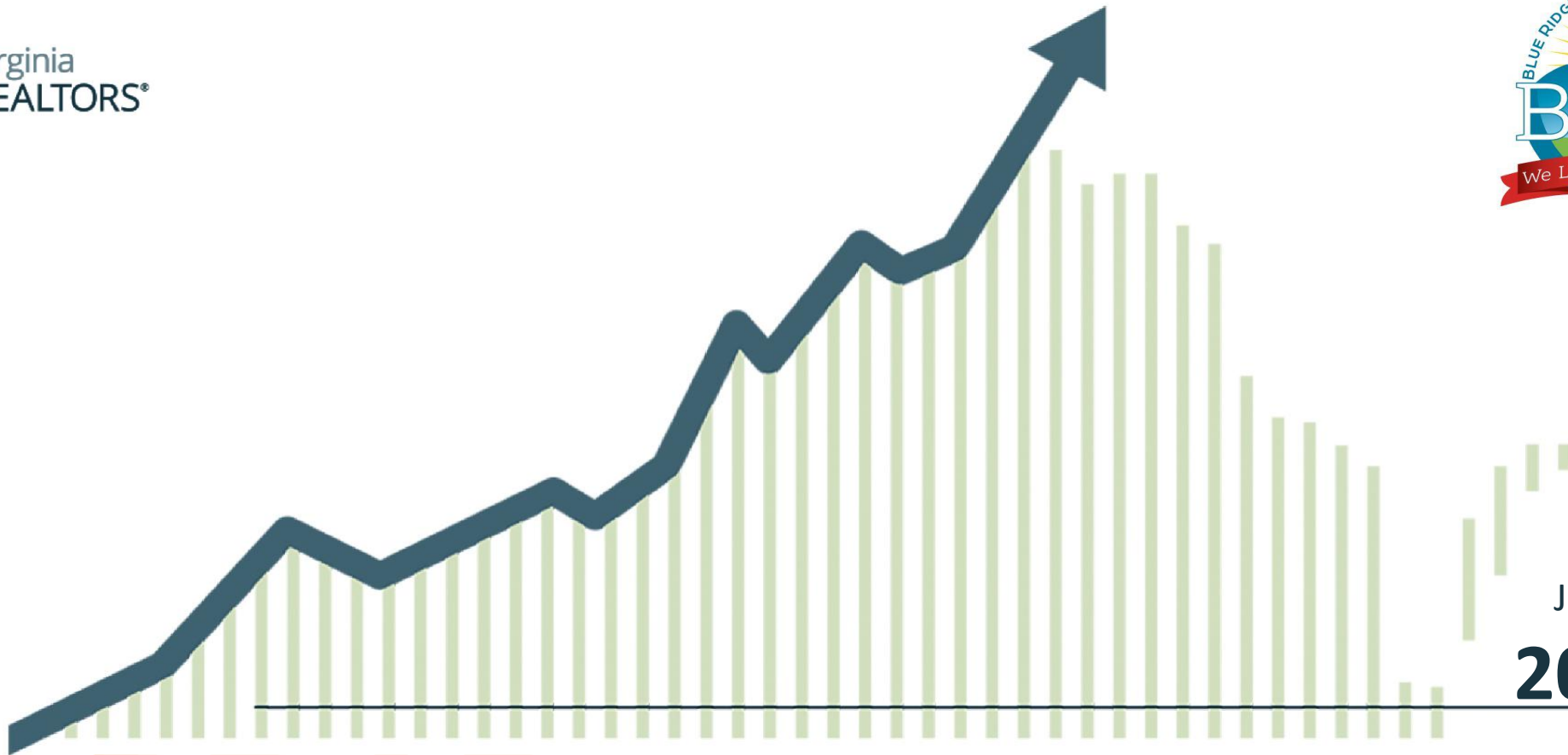
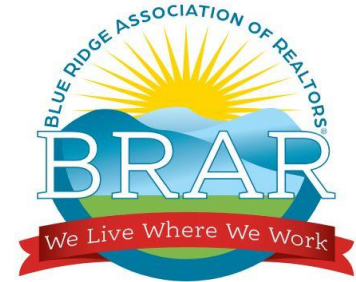




JULY
2026

BRARBLUE RIDGE

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

BRAR Market Indicators Report



Key Market Trends: July 2026

- Sales activity in the BRAR market has declined all summer compared to last year.** The region reported 252 sales in July, down 7.0% or 19 fewer sales than a year ago. The biggest year-over-year declines occurred in Winchester (-29.7%) and Clarke County (-36.4%). Frederick County gained four more sales than last July (+2.7%); meanwhile, Warren County had four fewer sales(-6.3%).
- For the third straight month, pending sales fell in most parts of the region.** There were 230 pending sales in the BRAR market in July, 19 fewer than a year earlier, marking a 7.6% decline. At 128, pending sales in Frederick County continued to decline, with activity down 11.1% from the previous year. Winchester experienced a 14.3% uptick in pending sales compared to the prior year, adding four more pending sales.
- Overall, the median sales price rose even though some areas continue to see a decline.** The BRAR's median sales price stood at \$439,950 in July, reflecting a 3.5% year-over-year gain, which is an additional \$14,950. Homes in Clarke County closed at a median of \$532,450 in July, up 7.0% or \$34,950 from the previous year. Both Winchester (-6.1%) and Frederick County (-2.4%) have seen home prices dip for three consecutive months compared to a year ago.
- Inventory continues its upward momentum regionwide.** The BRAR region saw 686 active listings at the end of July, a 30% rise from last year, showing 158 more listings. Warren County (172 listings), Clarke County (50 listings), and Frederick County (393 listings) recorded the most month-end listings since 2020.

INTEREST RATE
TRACKER



BRAR Market Dashboard

YoY Chg	Jul-26	Indicator
▼ -7.0%	252	Sales
▼ -7.6%	230	Pending Sales
▲ 17.6%	415	New Listings
▲ 2.3%	\$439,950	Median List Price
▲ 3.5%	\$439,950	Median Sales Price
▼ -8.4%	\$207	Median Price Per Square Foot
▼ -2.3%	\$124.0	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 13.0%	37	Average Days on Market
▲ 29.9%	686	Active Listings
▲ 35.8%	3.1	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.

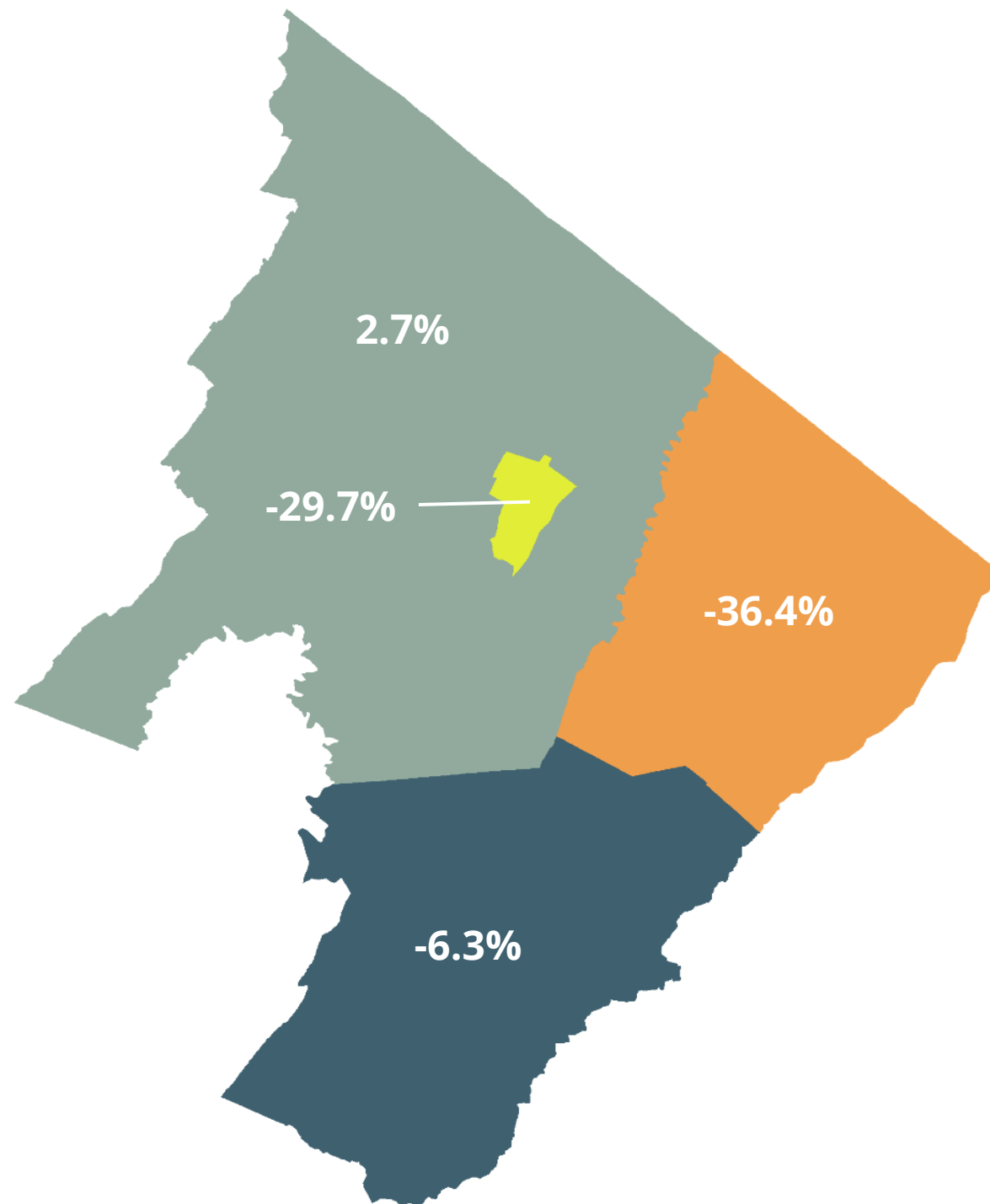
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - BRAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Jul-25	Jul-26	% Chg
Clarke County	22	14	-36.4%
Frederick County	149	153	2.7%
Warren County	63	59	-6.3%
Winchester	37	26	-29.7%
BRAR	271	252	-7.0%

Total Market Overview



Key Metrics	2-year Trends	Jul-25	Jul-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jul-24Jul-26						
Sales		271	252	-7.0%	1,557	1,525	-2.1%
Pending Sales		249	230	-7.6%	1,710	1,672	-2.2%
New Listings		353	415	17.6%	2,365	2,651	12.1%
Median List Price		\$429,900	\$439,950	2.3%	\$425,000	\$425,000	0.0%
Median Sales Price		\$425,000	\$439,950	3.5%	\$425,000	\$421,520	-0.8%
Median Price Per Square Foot		\$226	\$207	-8.4%	\$217	\$212	-2.4%
Sold Dollar Volume (in millions)		\$126.8	\$124.0	-2.3%	\$737.6	\$732.9	-0.6%
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market		33	37	13.0%	36	40	11.3%
Active Listings		528	686	29.9%	n/a	n/a	n/a
Months of Supply		2.3	3.1	35.8%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jul-25	Jul-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jul-24Jul-26						
Sales		235	216	-8.1%	1,300	1,266	-2.6%
Pending Sales		206	193	-6.3%	1,432	1,390	-2.9%
New Listings		293	347	18.4%	2,033	2,272	11.8%
Median List Price		\$459,000	\$484,945	5.7%	\$450,990	\$454,900	0.9%
Median Sales Price		\$450,000	\$475,750	5.7%	\$450,000	\$454,995	1.1%
Median Price Per Square Foot		\$227	\$211	-7.0%	\$220	\$217	-1.3%
Sold Dollar Volume (in millions)		\$114.4	\$111.8	-2.3%	\$649.1	\$641.8	-1.1%
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market		31	39	24.5%	37	40	7.8%
Active Listings		449	577	28.5%	n/a	n/a	n/a
Months of Supply		2.3	3.2	38.4%	n/a	n/a	n/a

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

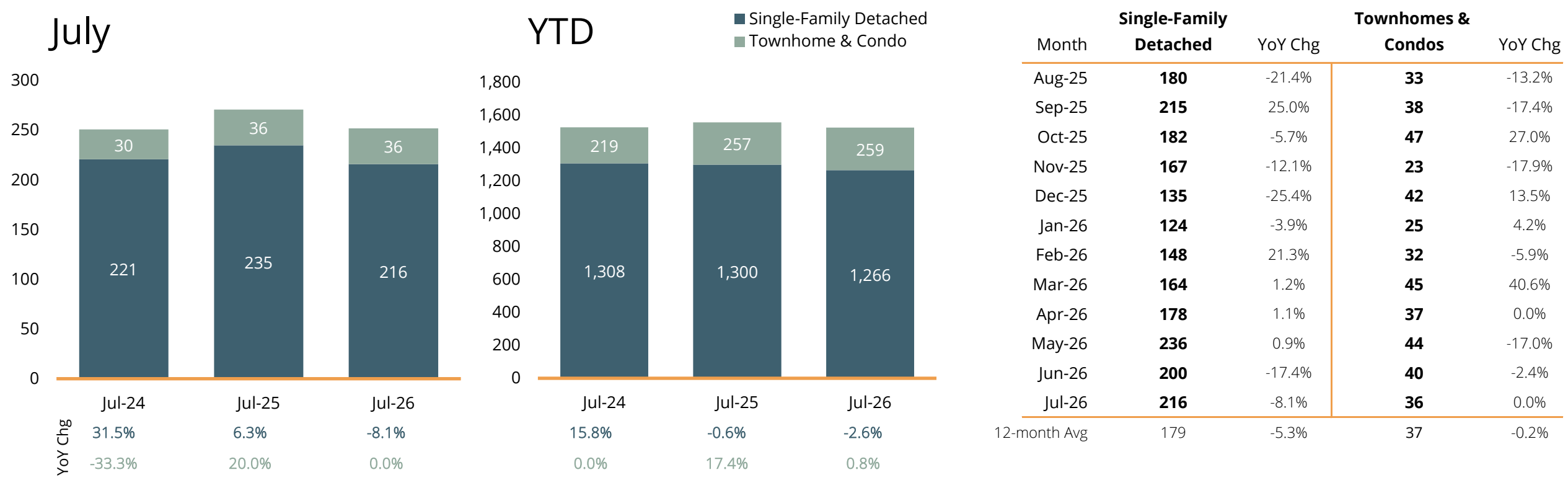
Townhome & Condo Market Overview



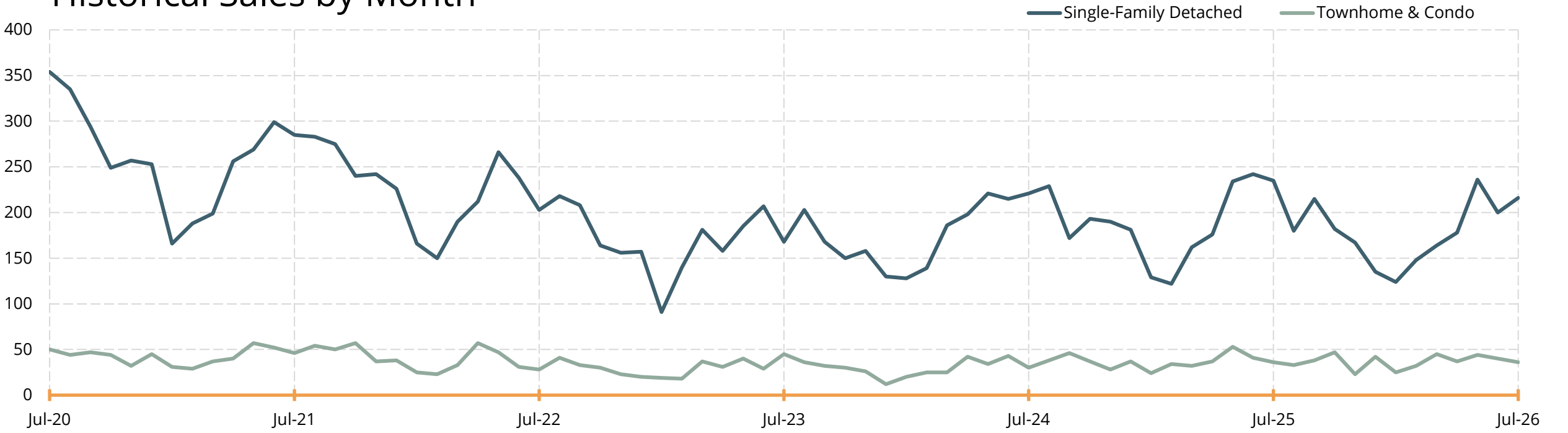
Key Metrics	2-year Trends	Jul-25	Jul-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jul-24		Jul-26				
Sales		36	36	0.0%	257	259	0.8%
Pending Sales		43	37	-14.0%	278	282	1.4%
New Listings		60	68	13.3%	332	379	14.2%
Median List Price		\$349,945	\$359,990	2.9%	\$350,000	\$369,990	5.7%
Median Sales Price		\$348,745	\$354,995	1.8%	\$350,000	\$367,390	5.0%
Median Price Per Square Foot		\$217	\$194	-10.7%	\$204	\$204	0.2%
Sold Dollar Volume (in millions)		\$12.4	\$12.2	-1.9%	\$88.5	\$91.1	3.0%
Median Sold/Ask Price Ratio		99.8%	100.0%	0.2%	100.0%	100.0%	0.0%
Average Days on Market		42	26	-39.0%	31	41	31.4%
Active Listings		79	109	38.0%	n/a	n/a	n/a
Months of Supply		2.3	2.9	22.7%	n/a	n/a	n/a

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

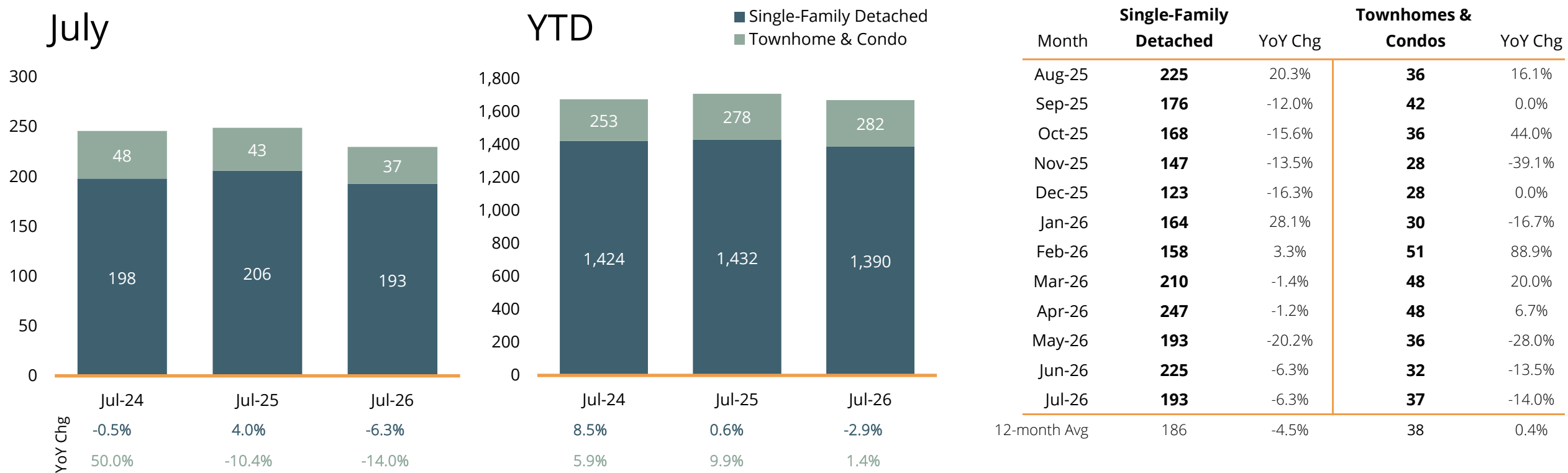
Sales



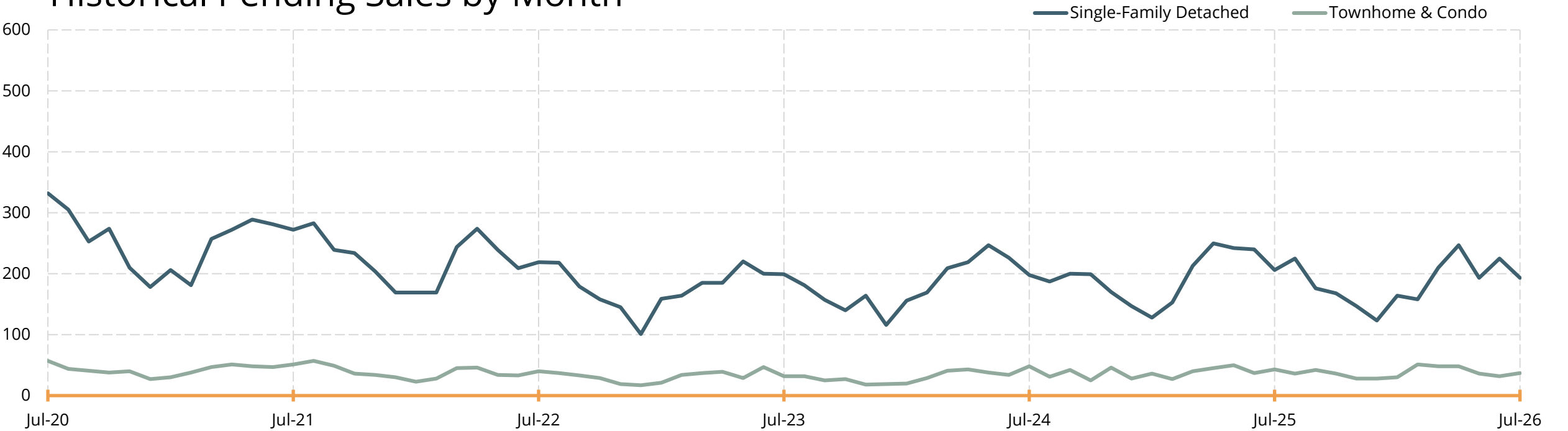
Historical Sales by Month



Pending Sales

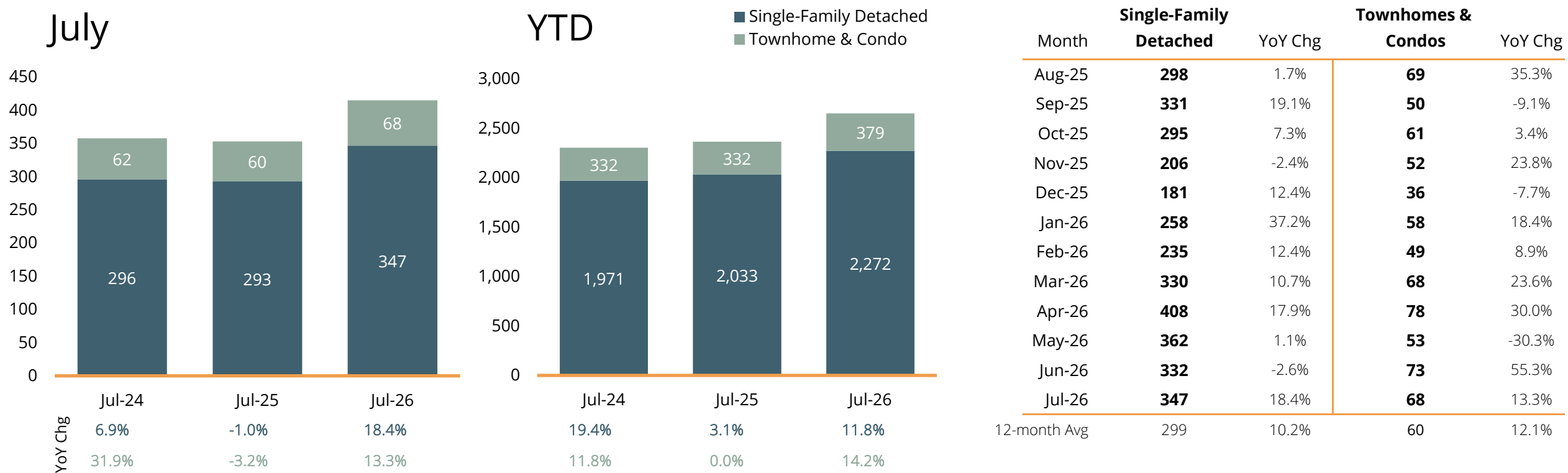


Historical Pending Sales by Month

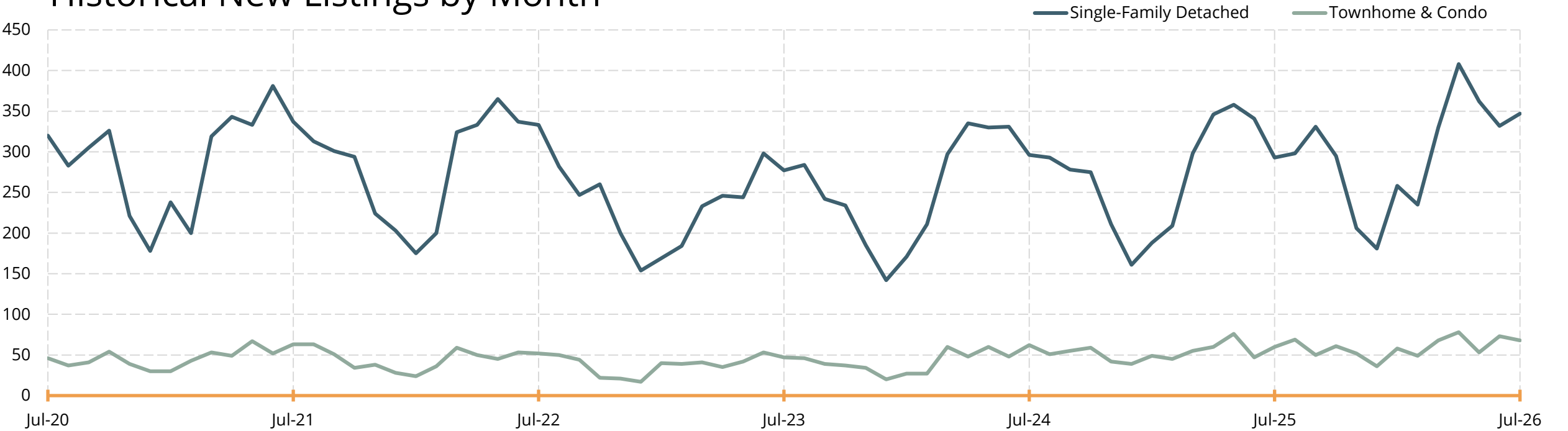


Source: Virginia REALTORS®, data accessed August 15, 2026

New Listings

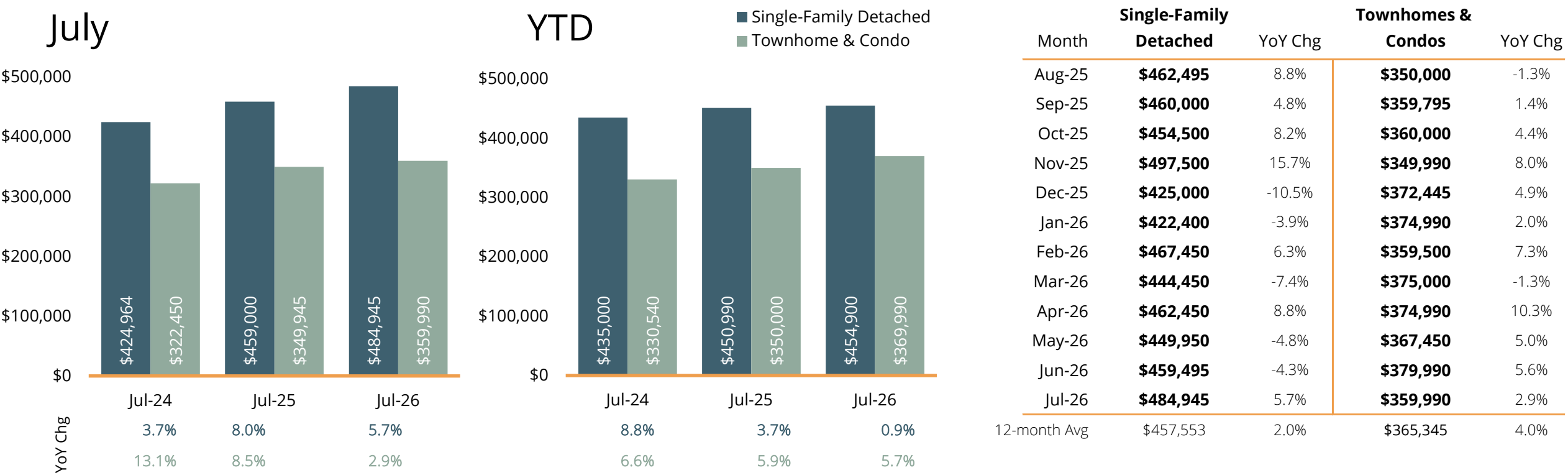


Historical New Listings by Month

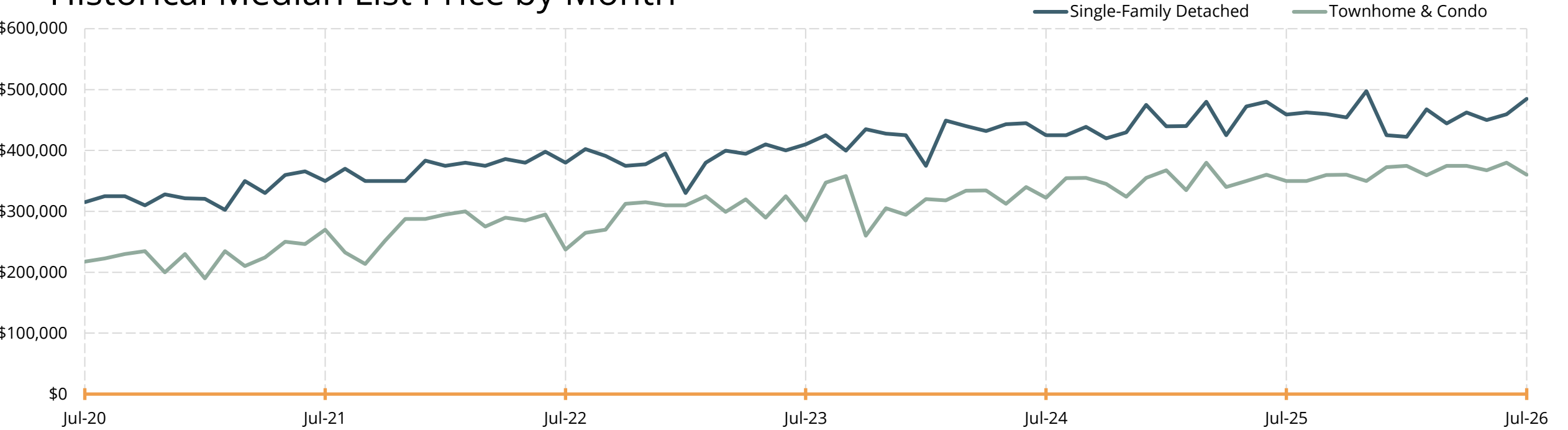


Source: Virginia REALTORS®, data accessed August 15, 2026

Median List Price

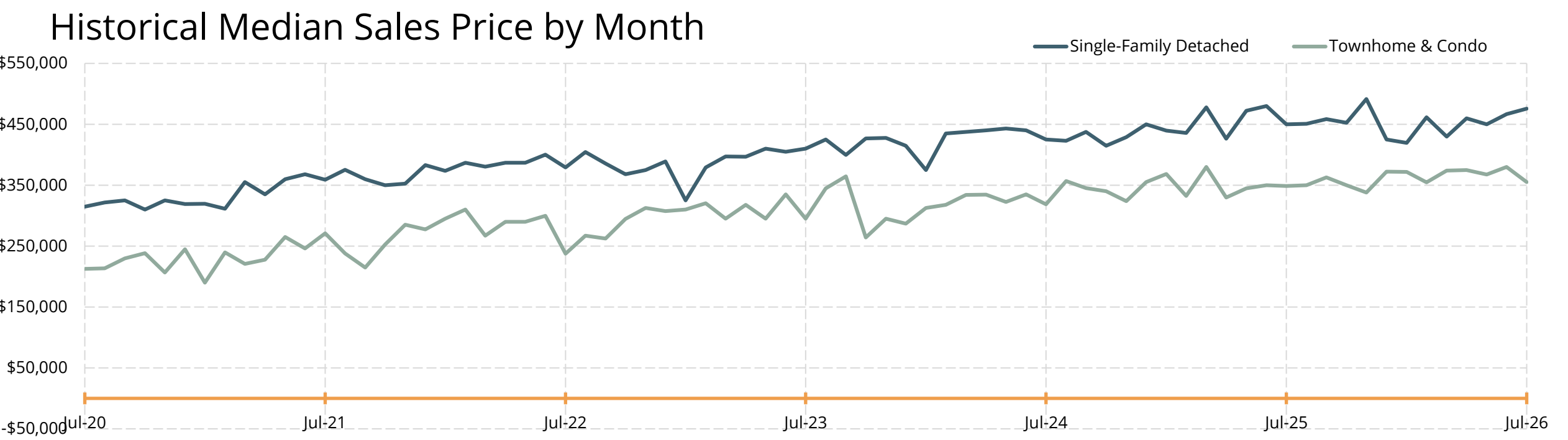
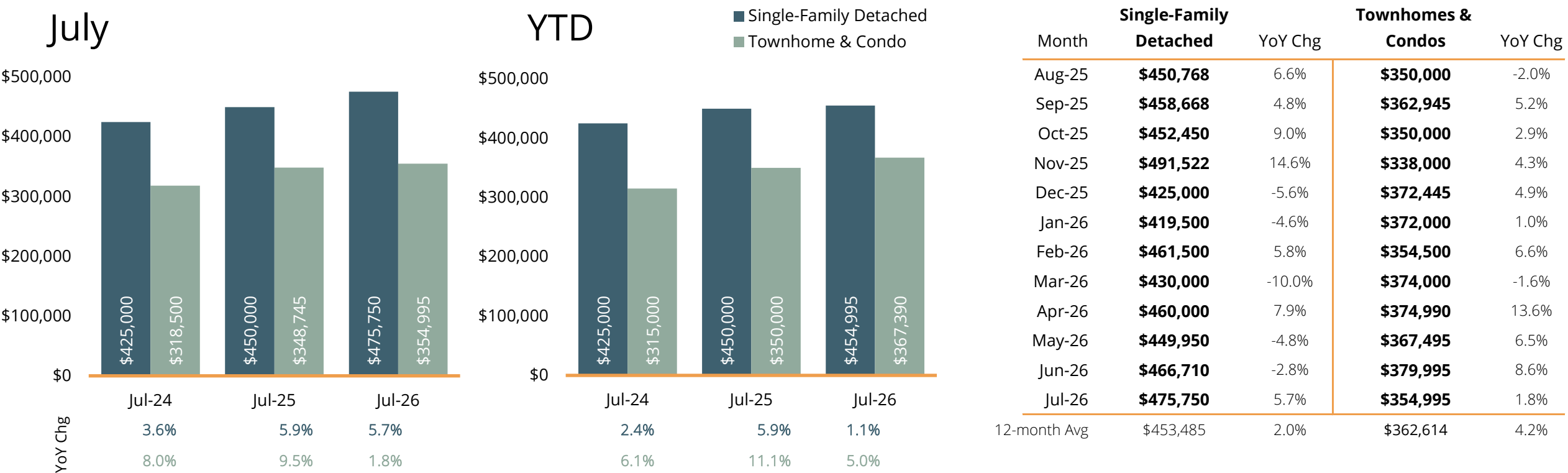


Historical Median List Price by Month

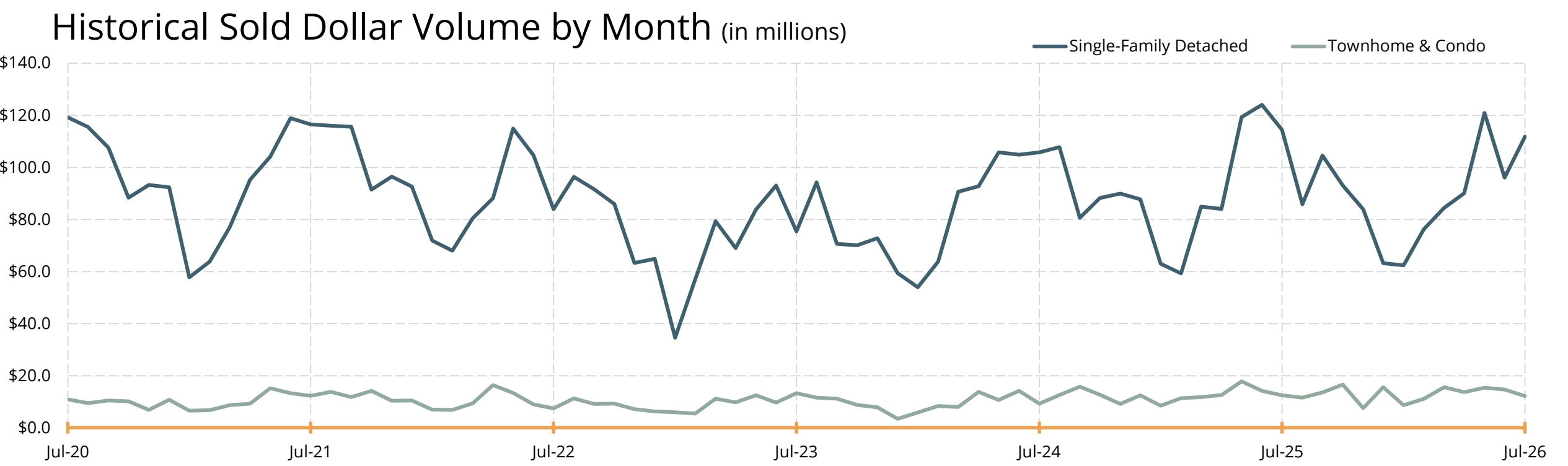
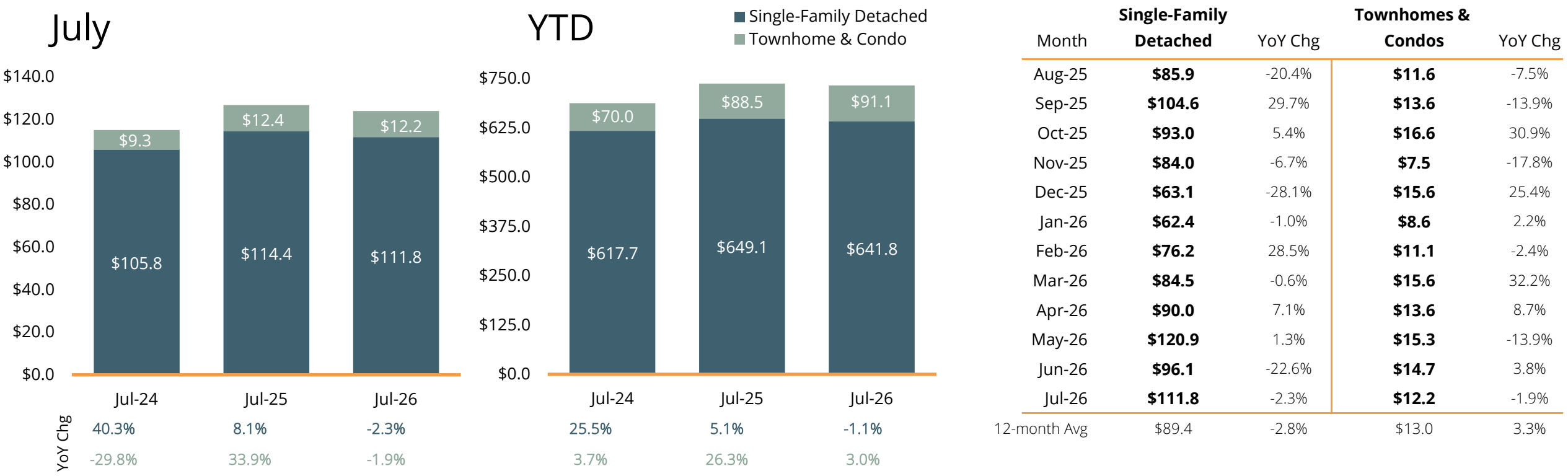


Source: Virginia REALTORS®, data accessed August 15, 2026

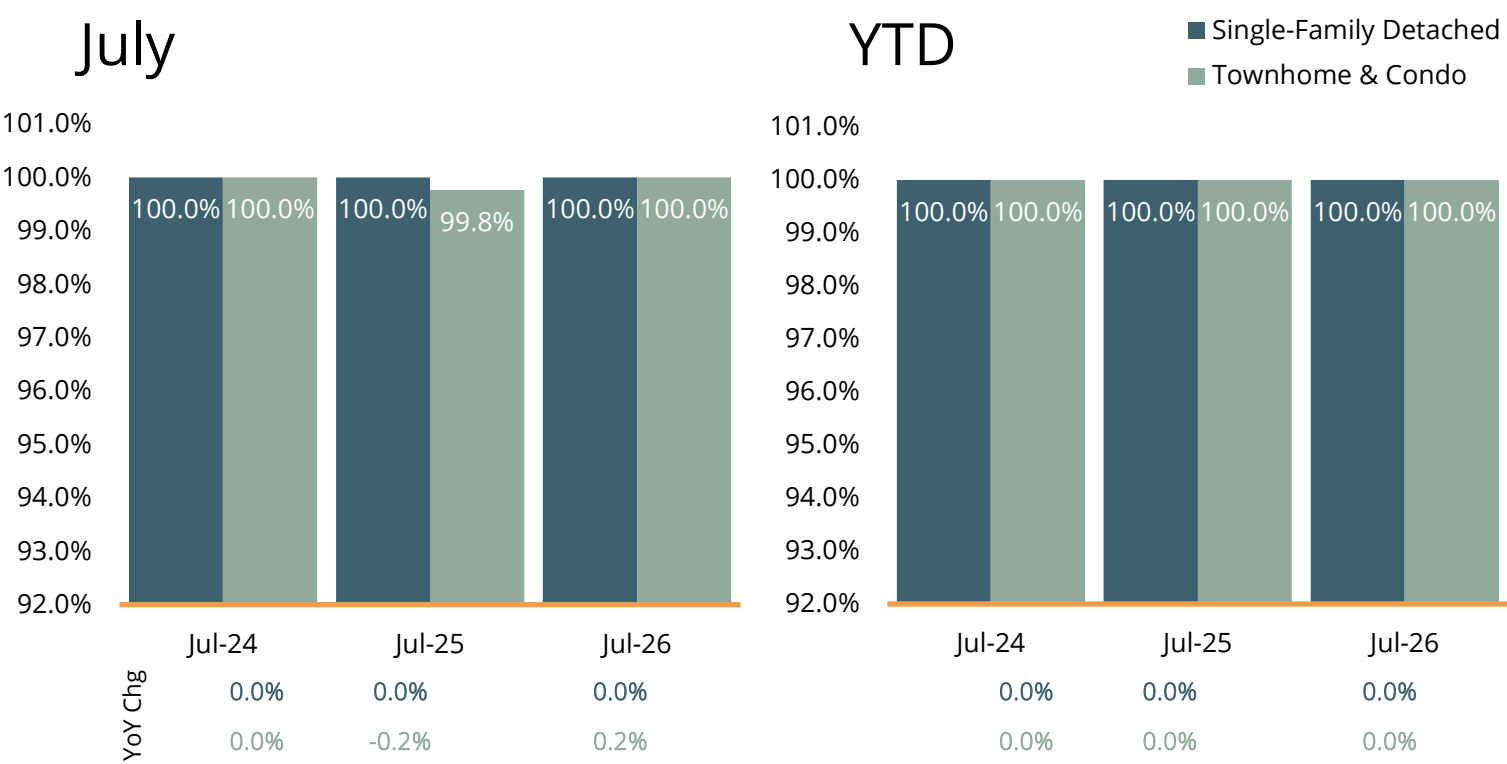
Median Sales Price



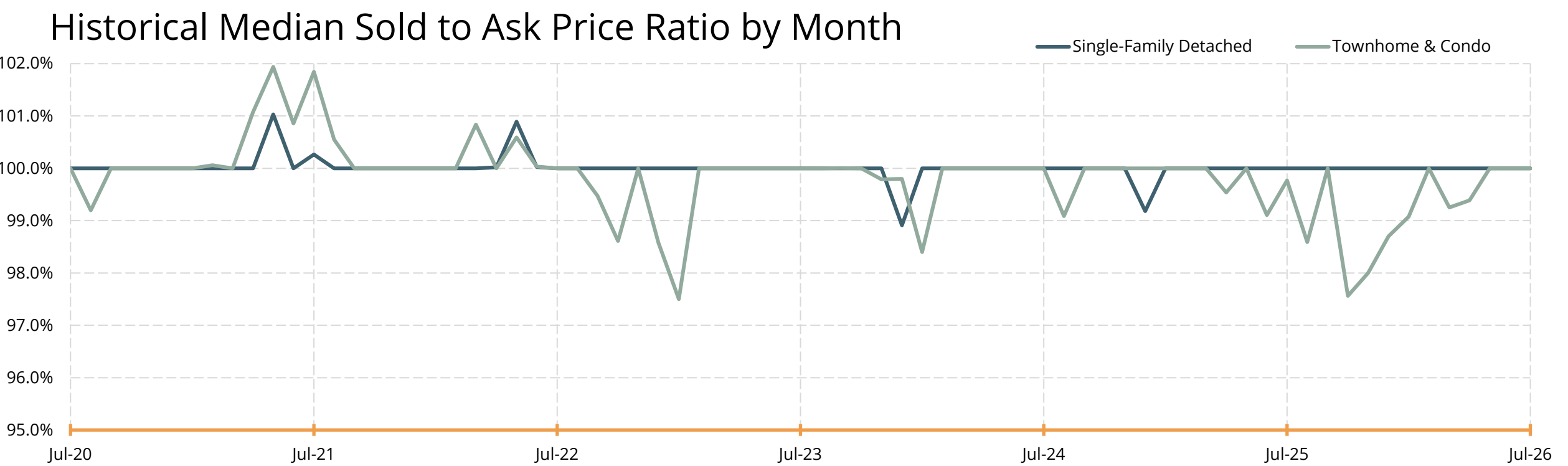
Sold Dollar Volume (in millions)



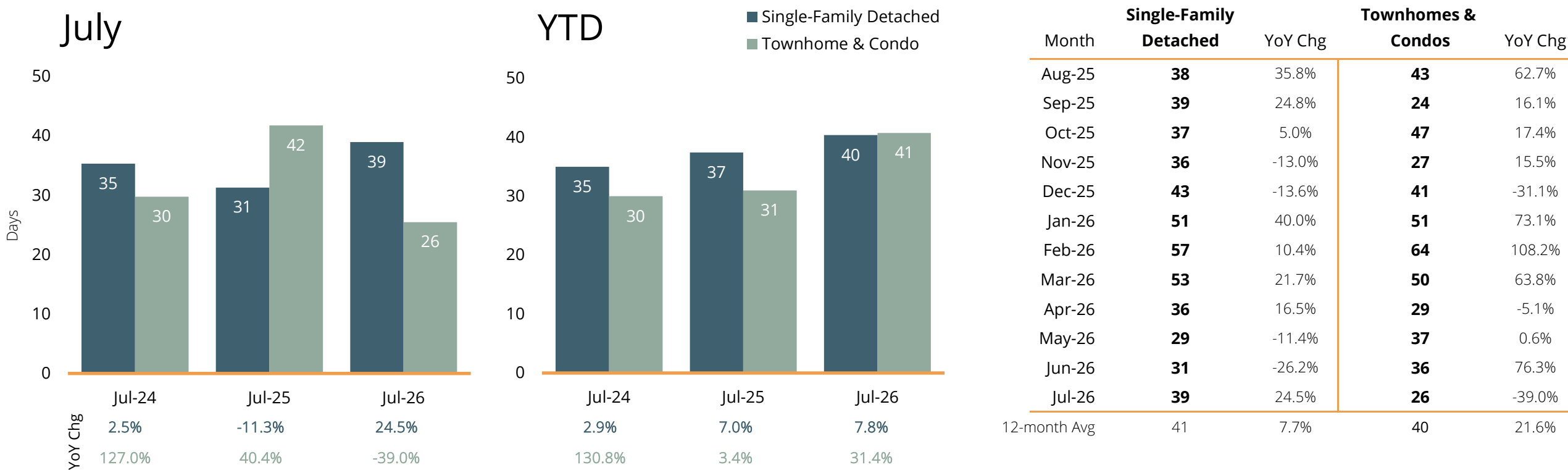
Median Sold to Ask Price Ratio



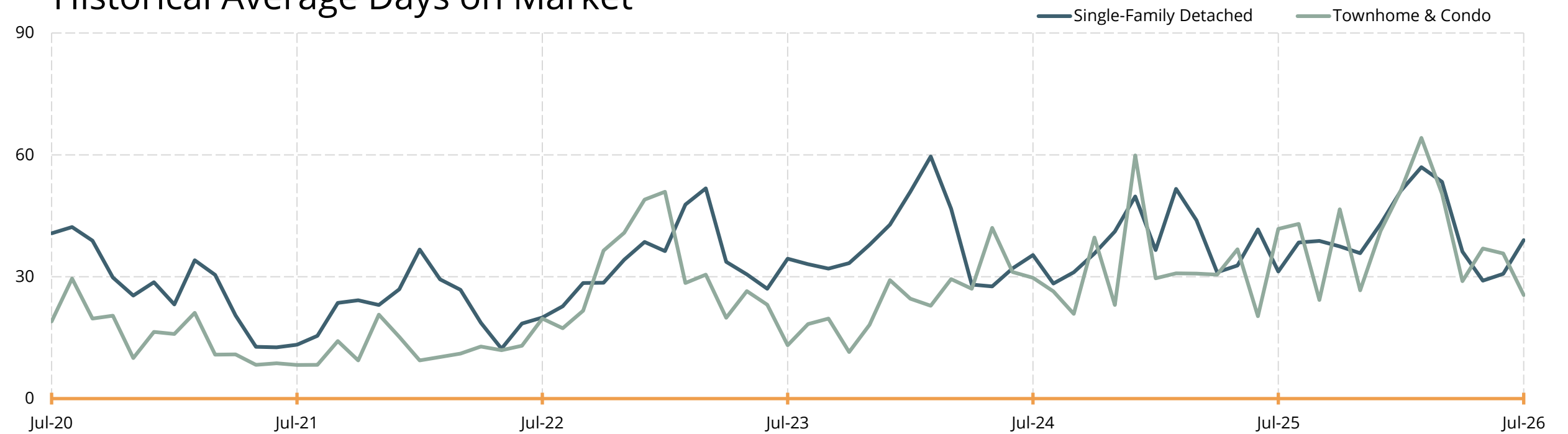
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-25	100.0%	0.0%	98.6%	-0.5%
Sep-25	100.0%	0.0%	100.0%	0.0%
Oct-25	100.0%	0.0%	97.6%	-2.4%
Nov-25	100.0%	0.0%	98.0%	-2.0%
Dec-25	100.0%	0.8%	98.7%	-1.3%
Jan-26	100.0%	0.0%	99.1%	-0.9%
Feb-26	100.0%	0.0%	100.0%	0.0%
Mar-26	100.0%	0.0%	99.3%	-0.7%
Apr-26	100.0%	0.0%	99.4%	-0.1%
May-26	100.0%	0.0%	100.0%	0.0%
Jun-26	100.0%	0.0%	100.0%	0.9%
Jul-26	100.0%	0.0%	100.0%	0.2%
12-month Avg	100.0%	0.1%	99.2%	-0.6%



Average Days on Market



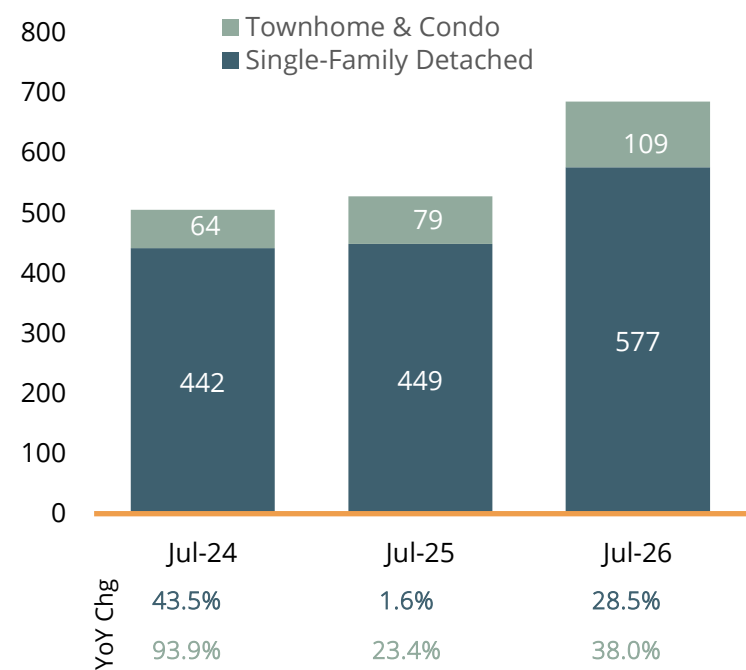
Historical Average Days on Market



Active Listings

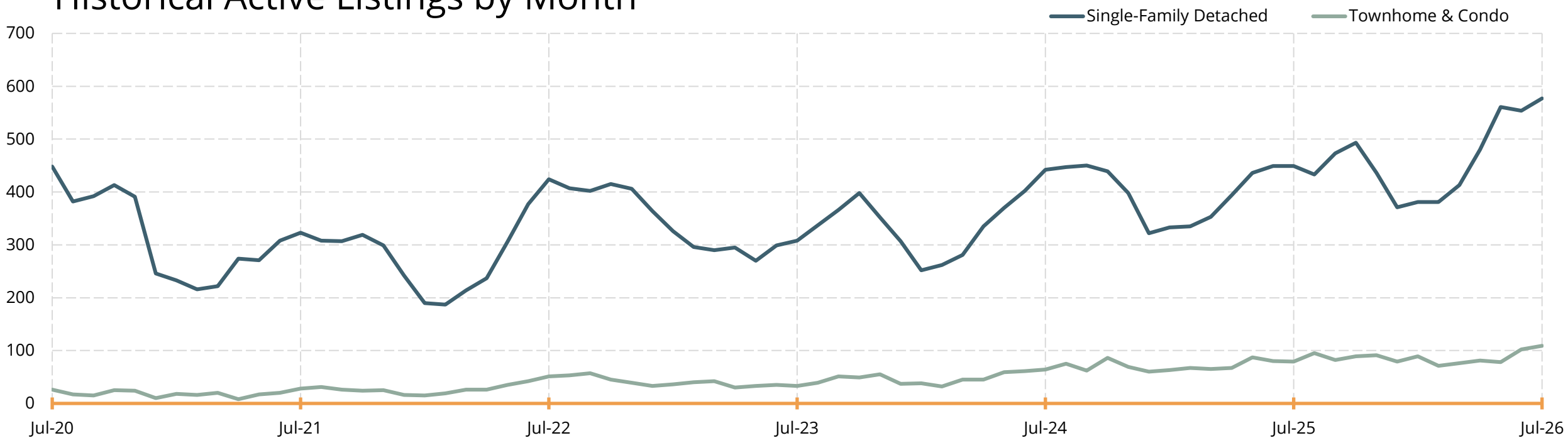


July



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Feb-26	381	13.7%	71	6.0%
Mar-26	413	17.0%	76	16.9%
Apr-26	480	21.8%	81	20.9%
May-26	561	28.7%	78	-10.3%
Jun-26	554	23.4%	102	27.5%
Jul-26	577	28.5%	109	38.0%
12-month Avg	463	15.6%	87	21.2%

Historical Active Listings by Month

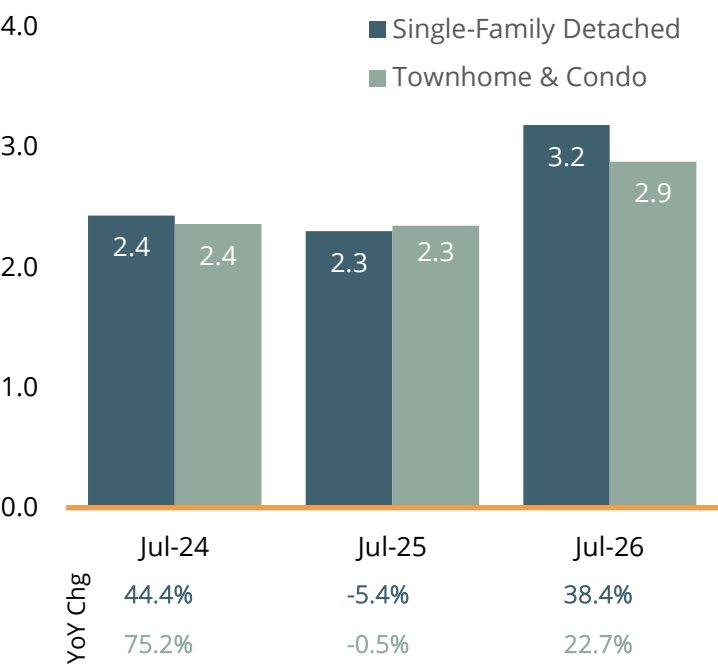


Source: Virginia REALTORS®, data accessed August 15, 2026

Months of Supply

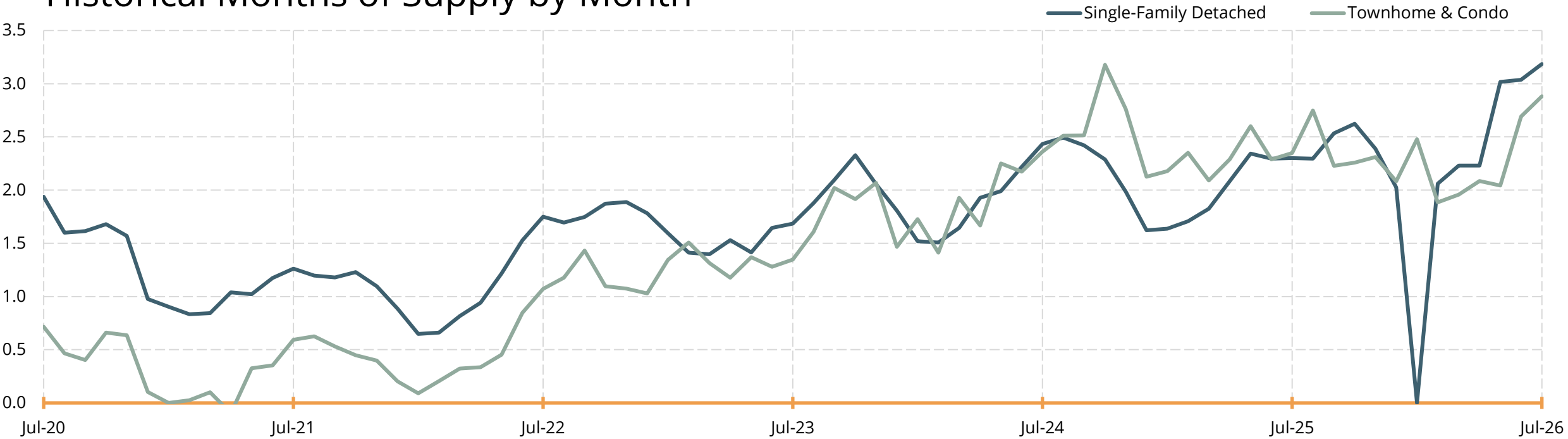


July



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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	0.0	-100.0%	2.5	13.8%
Feb-26	2.1	20.7%	1.9	-19.8%
Mar-26	2.2	22.2%	2.0	-6.4%
Apr-26	2.2	7.0%	2.1	-8.9%
May-26	3.0	28.7%	2.0	-21.5%
Jun-26	3.0	32.2%	2.7	17.6%
Jul-26	3.2	38.4%	2.9	22.7%
12-month Avg	2.3	10.5%	2.3	-5.4%

Historical Months of Supply by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Clarke County	27	32	18.5%	22	14	-36.4%	\$497,500	\$532,450	7.0%	34	50	47.1%	2.6	3.2	23.1%
Frederick County	204	233	14.2%	149	153	2.7%	\$450,000	\$438,990	-2.4%	295	393	33.2%	2.2	3.1	43.2%
Warren County	85	107	25.9%	63	59	-6.3%	\$395,000	\$445,000	12.7%	144	172	19.4%	2.9	3.4	18.1%
Winchester	37	43	16.2%	37	26	-29.7%	\$399,500	\$374,945	-6.1%	55	71	29.1%	1.9	2.7	44.0%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Clarke County	163	188	15.3%	91	119	30.8%	\$599,000	\$577,500	-3.6%	34	50	47.1%
Frederick County	1,415	1,520	7.4%	923	860	-6.8%	\$445,000	\$425,000	-4.5%	295	393	33.2%
Warren County	565	679	20.2%	344	367	6.7%	\$399,450	\$411,500	3.0%	144	172	19.4%
Winchester	282	332	17.7%	199	179	-10.1%	\$392,201	\$374,995	-4.4%	55	71	29.1%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Clarke County	26	31	19.2%	22	14	-36.4%	\$497,500	\$532,450	7.0%	34	49	44.1%	2.6	3.2	20.1%
Frederick County	160	182	13.8%	122	121	-0.8%	\$481,490	\$505,000	4.9%	237	310	30.8%	2.2	3.2	44.0%
Warren County	78	101	29.5%	60	56	-6.7%	\$399,500	\$445,000	11.4%	134	162	20.9%	2.8	3.4	21.1%
Winchester	29	33	13.8%	31	25	-19.4%	\$424,000	\$374,900	-11.6%	44	56	27.3%	1.9	2.6	39.2%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Clarke County	160	184	15.0%	89	118	32.6%	\$600,000	\$582,500	-2.9%	34	49	44.1%
Frederick County	1,106	1,175	6.2%	726	658	-9.4%	\$481,000	\$477,000	-0.8%	237	310	30.8%
Warren County	523	639	22.2%	323	345	6.8%	\$400,000	\$421,500	5.4%	134	162	20.9%
Winchester	244	274	12.3%	162	145	-10.5%	\$400,500	\$380,000	-5.1%	44	56	27.3%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Clarke County	1	1	n/a	0	0	n/a	\$0	\$0	n/a	0	1	n/a	3.0	3.0	0.0%
Frederick County	44	51	15.9%	27	32	18.5%	\$350,000	\$354,995	1.4%	58	83	43.1%	2.0	2.9	41.5%
Warren County	7	6	-14.3%	3	3	0.0%	\$265,000	\$330,000	24.5%	10	10	0.0%	3.2	2.6	-17.4%
Winchester	8	10	25.0%	6	1	-83.3%	\$320,000	\$374,990	17.2%	11	15	36.4%	2.0	3.3	66.1%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Clarke County	2	3	50.0%	2	1	-50.0%	\$283,700	\$244,500	-13.8%	0	1	n/a
Frederick County	265	294	10.9%	197	202	2.5%	\$350,000	\$367,390	5.0%	58	83	43.1%
Warren County	35	34	-2.9%	21	22	4.8%	\$296,000	\$339,950	14.8%	10	10	0.0%
Winchester	30	48	60.0%	37	34	-8.1%	\$383,343	\$369,990	-3.5%	11	15	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.

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.

All inquiries regarding this report may be directed to:

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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.