

BTVAR BRISTOL

HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

BTVAR Home Sales Report

Fourth Quarter 2025

Bristol Tennessee/Virginia Association of REALTORS®

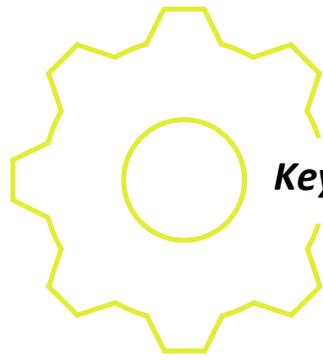
Market Report Key Takeaways

Economic Conditions

- There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals, but down about 800 jobs from the start of 2025.
- The unemployment rate in Virginia jumped to 3.9% in November (not seasonally adjusted), up 2.9% last November. In the BTVAR footprint, the unemployment rate was 4.7%, up from 3.7% last November.
- Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022.

Housing Market Conditions

- Home sales in the BTVAR region rose in the fourth quarter. There were 164 sales regionwide, 9 more than a year ago, a 6% increase.
- The quarterly median price in the BTVAR footprint fell for the second time in 2025. The regionwide median price was \$165,000 in the fourth quarter, about \$24,000 lower than a year ago (-13%).
- Inventory continues to expand in the BTVAR housing market. There were 280 active listings in the region at the end of the fourth quarter, a 20% increase from last year.



Key Trends Dashboard, BTVAR

Economy



4.7%

Is the Nov-2025 **unemployment rate** in the BTVAR footprint, which is up from Nov-2024



6.06%

Is the **30-year fixed-rate mortgage rate** during the second week of January 2026, which is down from 7.04% a year ago

Housing Market



9

More **home sales** in the BTVAR footprint in Q4-2025 compared to last year.



-13%

Percent change in **median sales price** in the BTVAR region in Q4-2025 compared to a year ago.



-\$1.4

Million dollars less in total **sold volume** in the BTVAR footprint in Q4-2025 compared to last year.



20%

Percent change in **active listings** at the end of Q4-2025 in the BTVAR market compared to a year ago

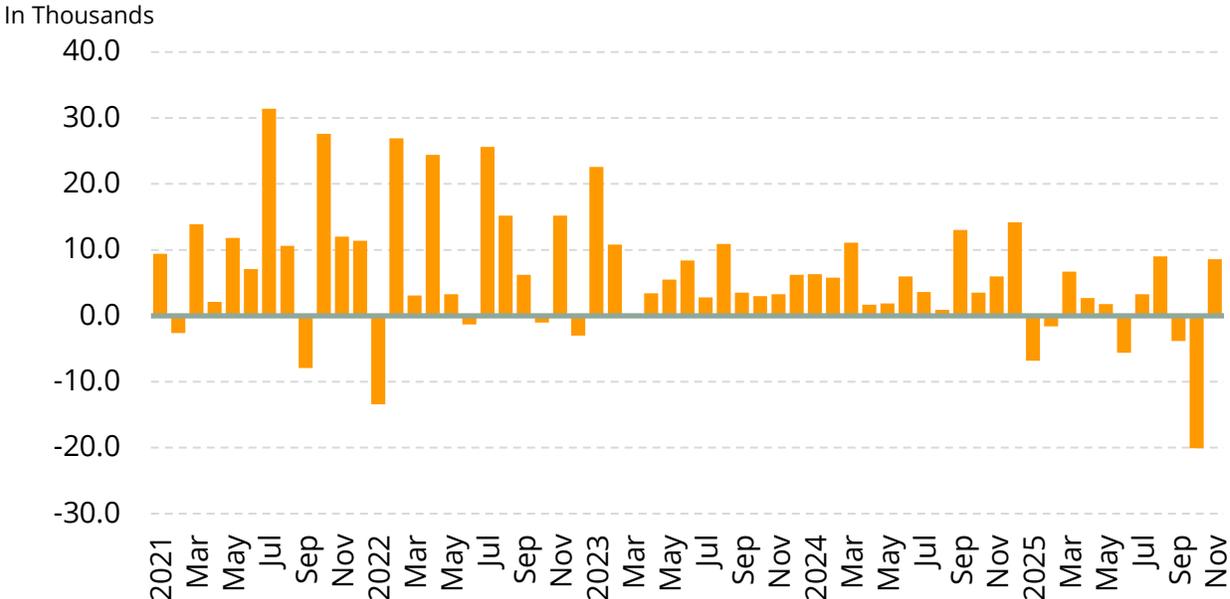
Economic Overview

The job market continues to show signs of slowing down nationally and here in Virginia the scope of the federal cuts are coming more into focus as the data comes in. The unemployment rate is creeping up slowly and inflation remains above the target level. Mortgage rates continue to drift down and reached a new 3+ year low to start 2026.

Jobs

There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals. There was a big drop in October 2025, about 20,000 fewer jobs than September 2025, and much of this likely reflects the deferred resignations in the federal government sector going into effect October 1st. The sectors with the largest gains in November were Transportation & Warehousing (+2,500 jobs), Professional & Technical Services (+2,400 jobs), and Administrative & Waste Services (+2,000 jobs). Private Education Services shed about 600 jobs, and the Federal Government sector had about 200 fewer jobs in November compared to October 2025. Most of the additional jobs were in Northern Virginia (+5,900 jobs, +0.4%). The Roanoke region (+500 jobs, +0.3%), and the Charlottesville area (+300 jobs, +0.2%) also had some growth. Hampton Roads (-500 jobs, -0.1%), and the Staunton region (-100 jobs, -0.1%), were the only metro areas to shed jobs in November.

Figure 1
Virginia Month-to-Month Change in Jobs

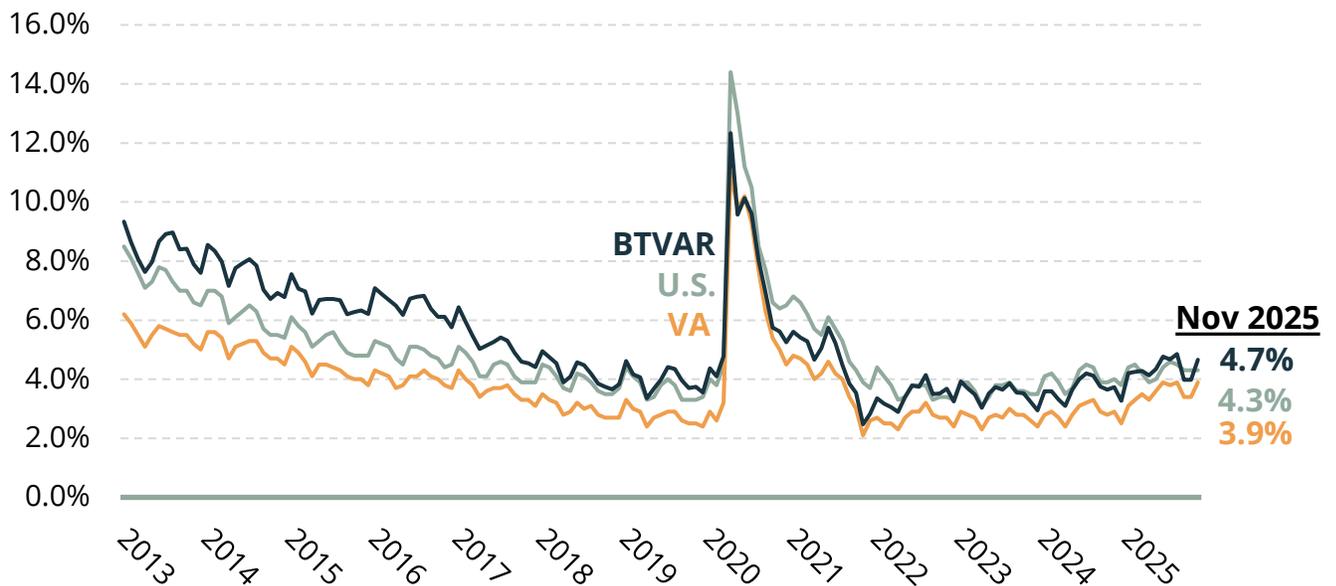


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Unemployment

Unemployment levels continue to rise. In November the statewide unemployment rate was 3.9%. This time last year it was 2.9%. Nationwide, the unemployment rate was 4.3% in November, up from 4.0%. In the BTVAR footprint, the unemployment rate was 4.7%, up from 3.7% last November.

Figure 2
Unemployment Rate

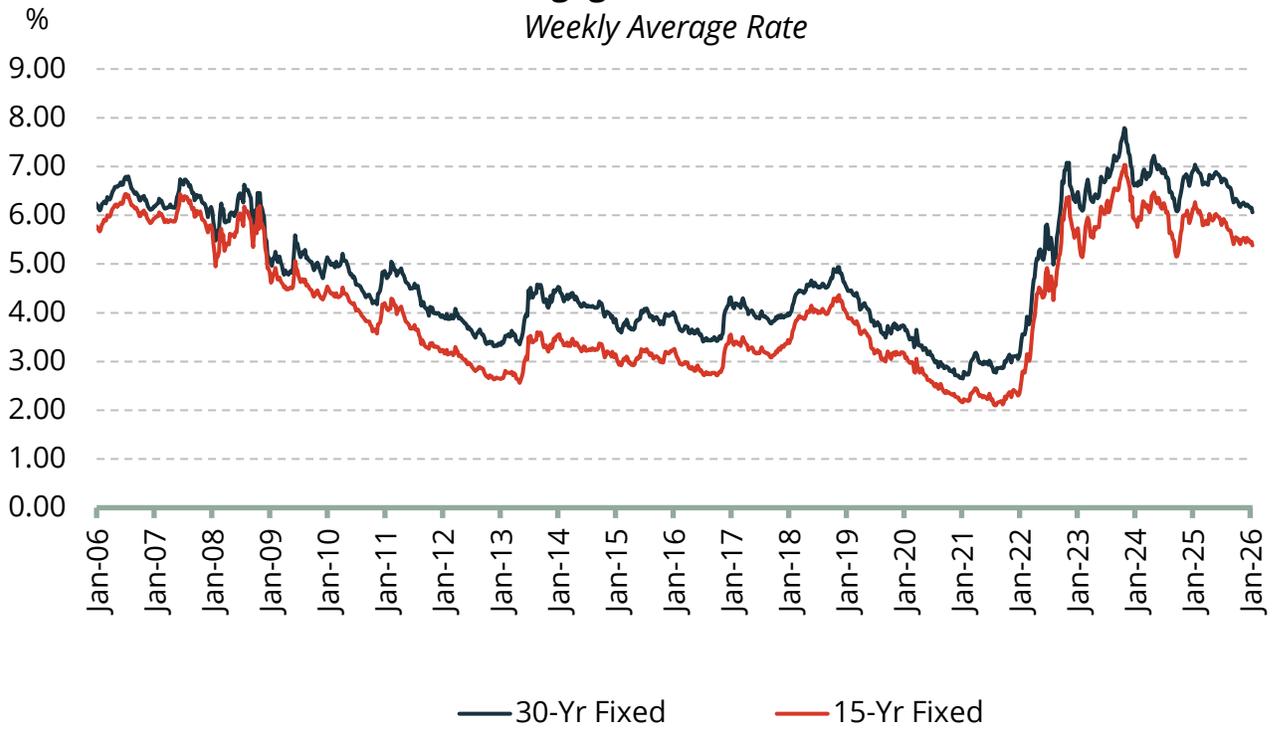


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

Mortgage Rates

Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022. At this time last year, the average rate hit 7%, so the 1 percentage point drop in mortgage rates from the start of last year will likely lead to more activity in the housing market as the 2026 market gets underway.

Figure 3
Mortgage Interest Rates
Weekly Average Rate



Source: Freddie Mac

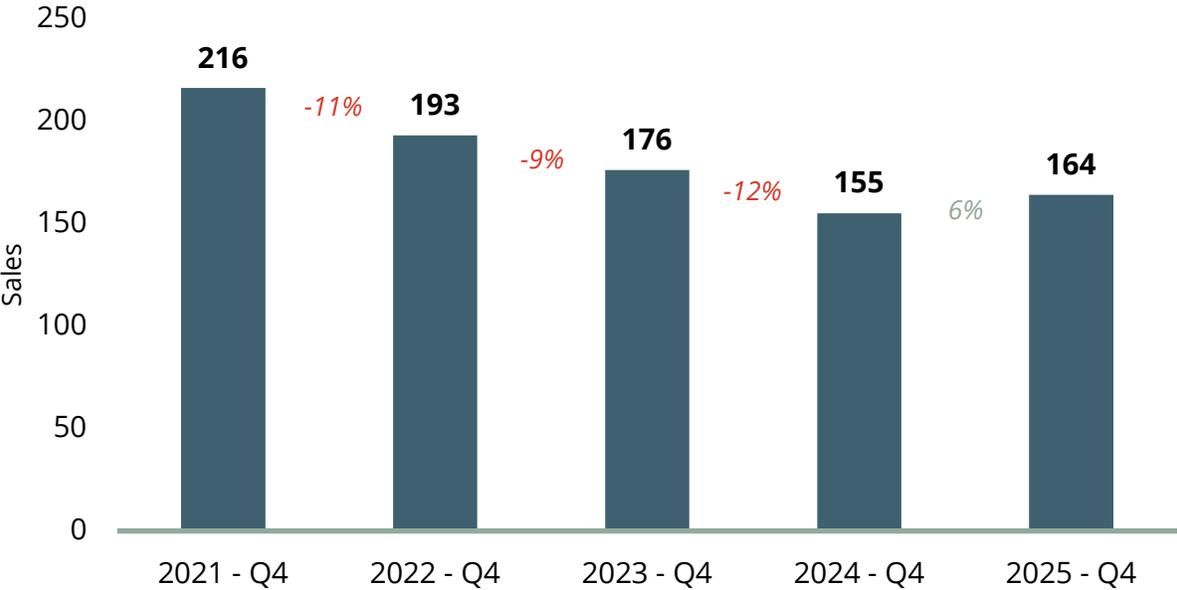
Housing Market Overview

The BTVAR market cooled in the fourth quarter of the year. Higher listing activity led to more inventory for buyers this quarter. Sold dollar volume levels dipped as additional supply put downward pressure on home prices. Sales activity grew at a moderate pace in the region. The days on market was longer in the fourth quarter of this year compared to last year.

Sales

Sales increased in the final quarter of 2025. The total number of sales came to 164 in the BTVAR area, increasing by 6%, which is nine more sales than the year before. Activity went up in October and November but fell in December. There was an uptick in sales activity in Lee County this quarter, as Scott County experienced a dip in home sales. Across the state, sales went up 2% from the previous year.

Figure 4
Fourth Quarter Home Sales, BTVAR
2021-2025



Sources: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Total Home Sales*

Bristol: In the fourth quarter, there were 55 transactions in Bristol City, one less than the year before (-2%).

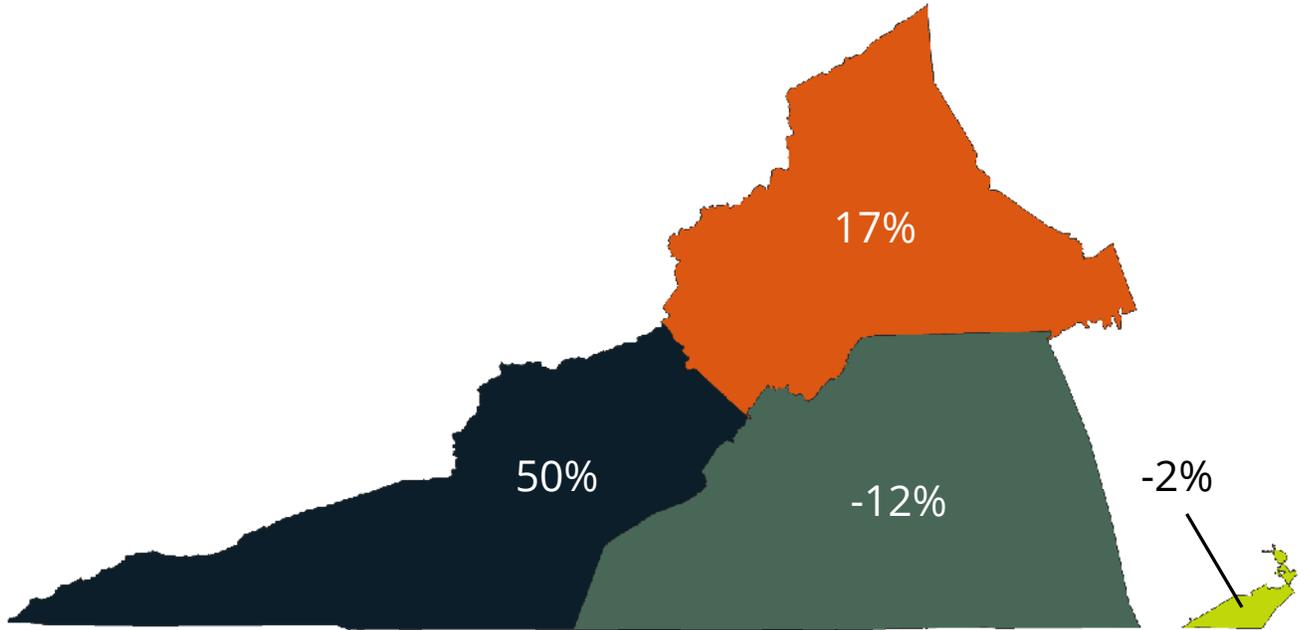
Lee County: Lee County reported 24 sales in the fourth quarter, a 50% increase from last year, adding eight more sales.

Scott County: The total sales in Scott County amounted to 36 in the fourth quarter, a 12% decrease or five fewer sales compared to the previous year.

Wise County: In Wise County, 49 sales were completed within the fourth quarter, seven more than a year earlier, marking a 17% increase.

Figure 5
Change in Sales by Jurisdiction
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Fourth Quarter 2024 to Fourth Quarter 2025



<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>
Bristol	56	55	-2%
Lee County	16	24	50%
Scott County	41	36	-12%
Wise County	42	49	17%

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

Sales Prices

After increasing in the two previous quarters, prices fell in the BTVAR footprint this quarter. Homes prices dropped 13% bringing the median costs to \$165,000 in the fourth quarter, \$24,000 less than a year ago. Lee County was the only market to experience an increase in sales price. The median home price in Virginia was \$425,000, 2.4% higher than a year earlier.

Figure 6
Fourth Quarter Median Sales Price, BTVAR
2021-2025



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



Local Snapshot – *Median Sales Price*

Bristol: The median sales price in Bristol was \$207,000 in the fourth quarter, a 7% decline from a year ago, reflecting a \$16,501 drop.

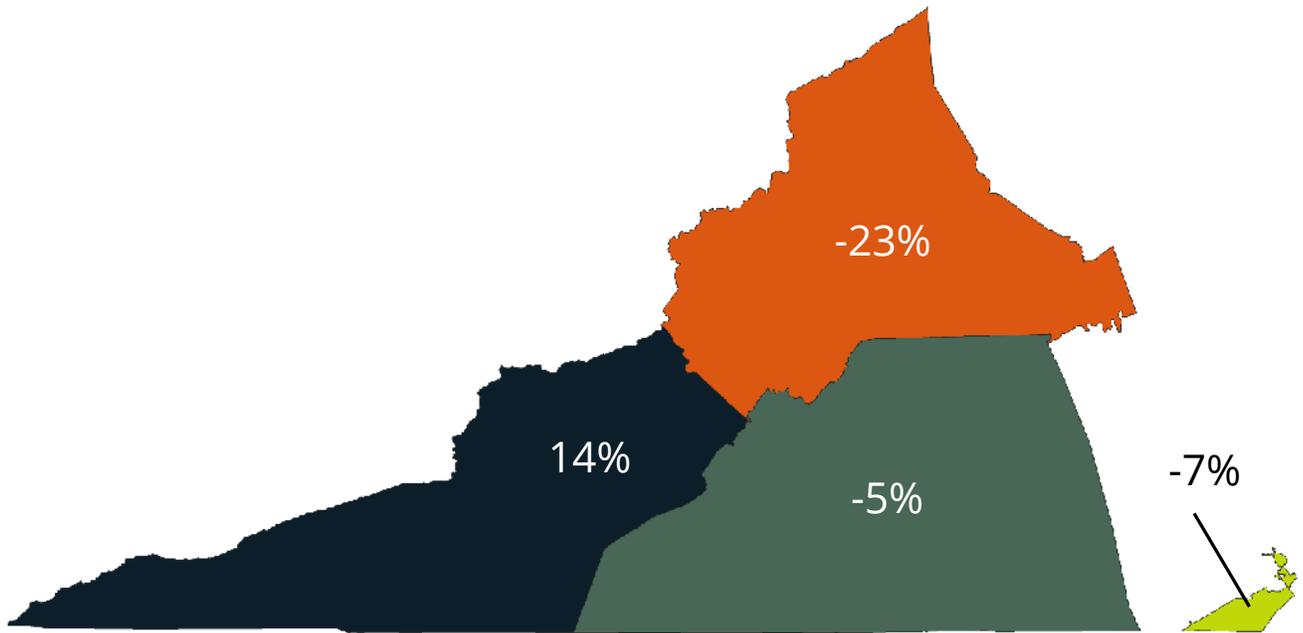
Lee County: At \$156,750, the median price of a home in Lee County rose 14% year-over-year, reflecting a \$19,250 increase.

Scott County: Scott County's median sales price was \$185,000 in the fourth quarter, down 5% or \$10,000 from the prior year.

Wise County: In the fourth quarter, homes in Wise County sold for a median of \$140,000, which is \$41,000 lower than last year, marking a 23% decrease.

Figure 7
Change in Median Sales Price by Jurisdiction
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Fourth Quarter 2024 to Fourth Quarter 2025



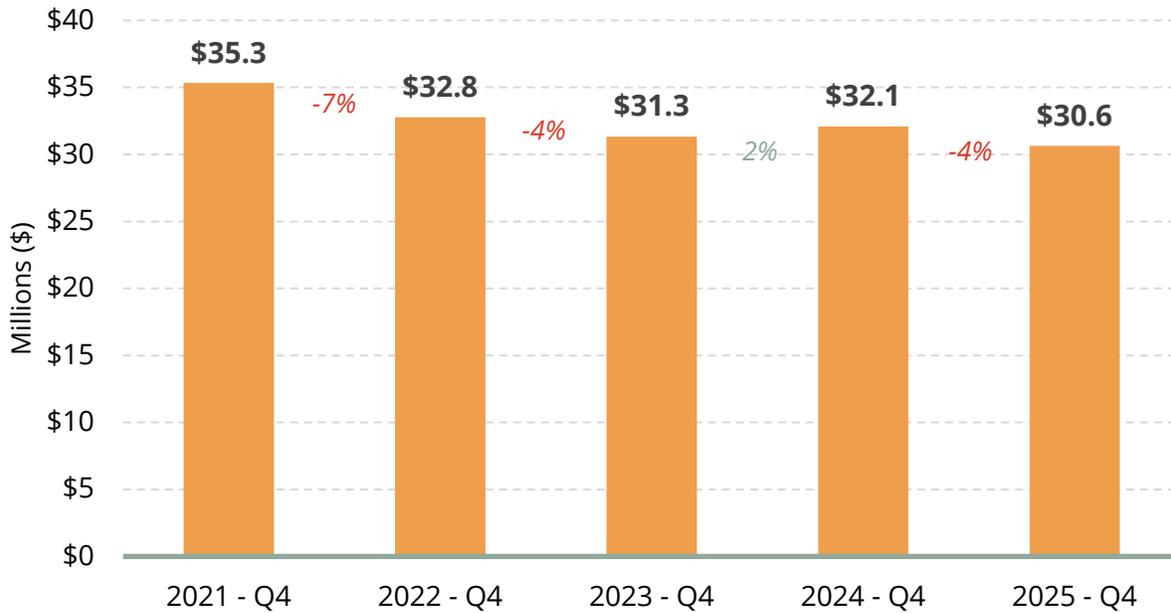
<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>
Bristol	\$223,501	\$207,000	-7%
Lee County	\$137,500	\$156,750	14%
Scott County	\$195,000	\$185,000	-5%
Wise County	\$181,000	\$140,000	-23%

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

Sold Volume

The BTVAR footprint had less sold dollar volume due to a decrease in sales price. There was \$30.6 million of total volume in the fourth quarter, 4% less than last year, a \$1.4 million reduction in volume. Scott County and Bristol saw the sharpest drop in sold volume levels this quarter. Higher sales activity and prices led to more sold dollar volume in Lee County. Virginia had \$13.3 billion of total volume in this quarter, up 4.7% from the year before.

Figure 8
Fourth Quarter Sold Dollar Volume (Millions), BTVAR
2021-2025



Sources: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Sold Dollar Volume*

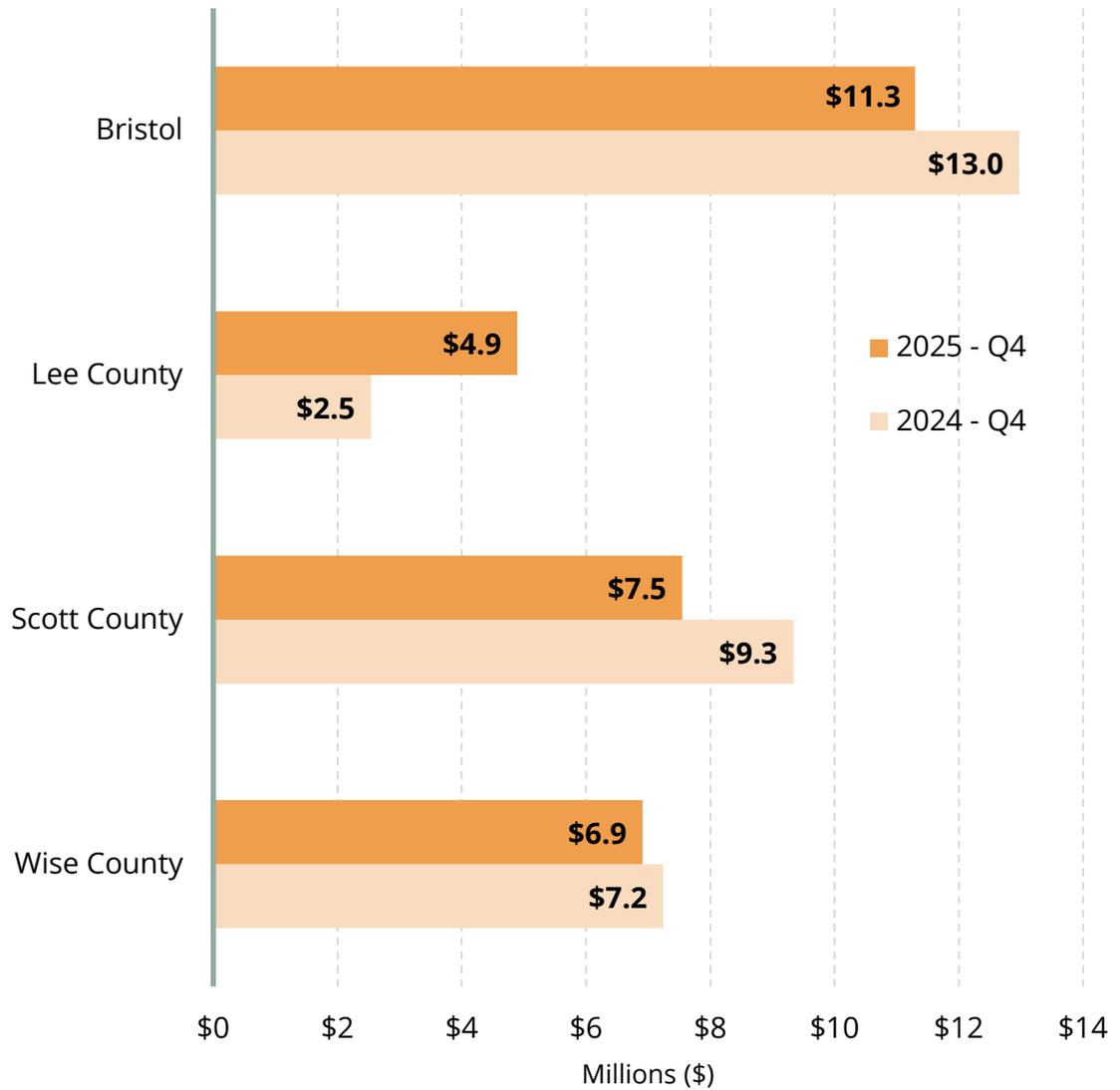
Bristol: The city experienced a decrease in sold volume due to lower home prices and sales activity. There was approximately \$11.3 million in sold volume in the fourth quarter, a \$1.7 million decrease from last year (-13%).

Lee County: Sold volume levels rose year-over-year as activity and prices increased sharply. Lee County had around \$4.9 million in sold volume in the fourth quarter, a 93% rise compared to a year ago, translating to a \$2.4 million gain.

Scott County: Sold volume fell for a second consecutive quarter as prices and sales activity decreased year-over-year. In the fourth quarter, Scott County accumulated nearly \$7.5 million in sold volume, down 19% or \$1.8 million from the previous year.

Wise County: Even though sales activity rose year-over-year, lower home prices caused a slight dip in sold volume. There was roughly \$6.9 million gained from sales in the fourth quarter, a 5% drop from a year earlier, reflecting a \$331,000 decrease.

Figure 9
Fourth Quarter Sold Dollar Volume, BTVAR Jurisdictions
2024 and 2025

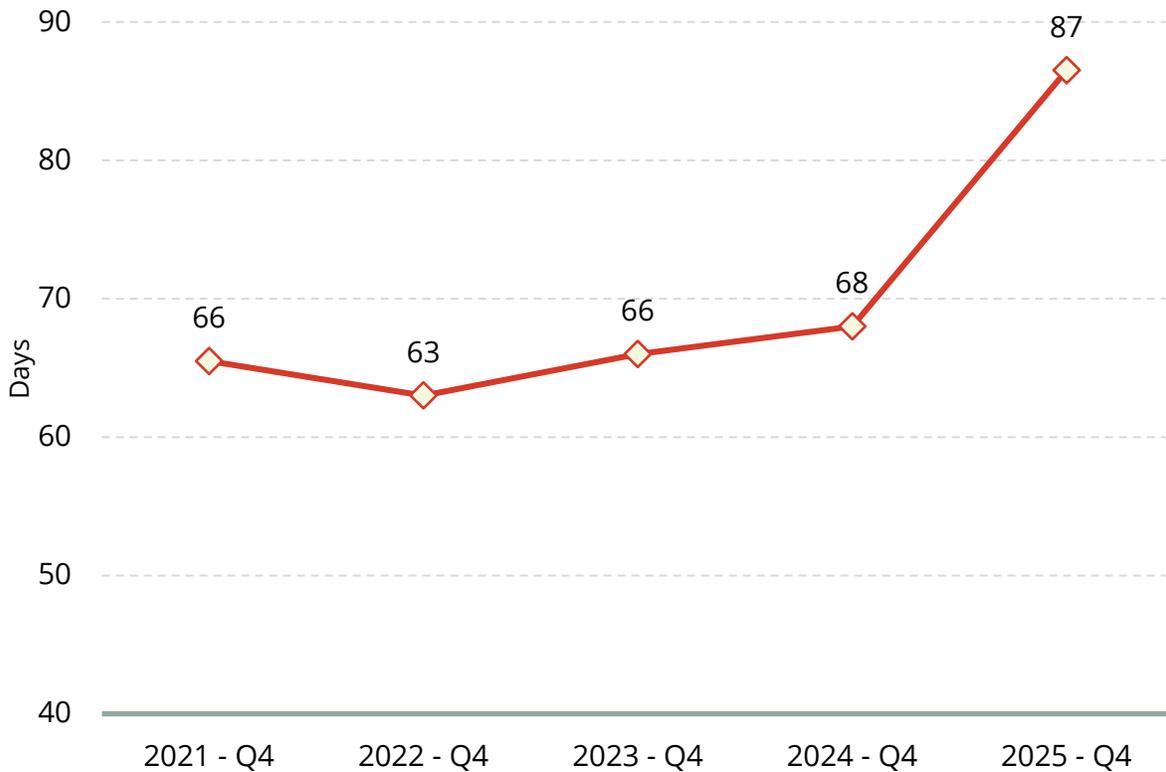


Sources: Virginia REALTORS®, data accessed January 15, 2026

Days on Market

For homes in the BTVAR region, the days on market was higher compared to the same time last year. At 87 days, the median days on market was 19 days longer in the fourth quarter of 2025. Homes sold in Lee County had a shorter days on market than homes sold in Wise County (96 days). The median days on market was 21 days in Virginia, five days longer than the previous year.

Figure 10
Fourth Quarter Median Days on Market, BTVAR
2021-2025



Sources: Virginia REALTORS®, data accessed January 15, 2026



Local Snapshot – *Median Days on Market*

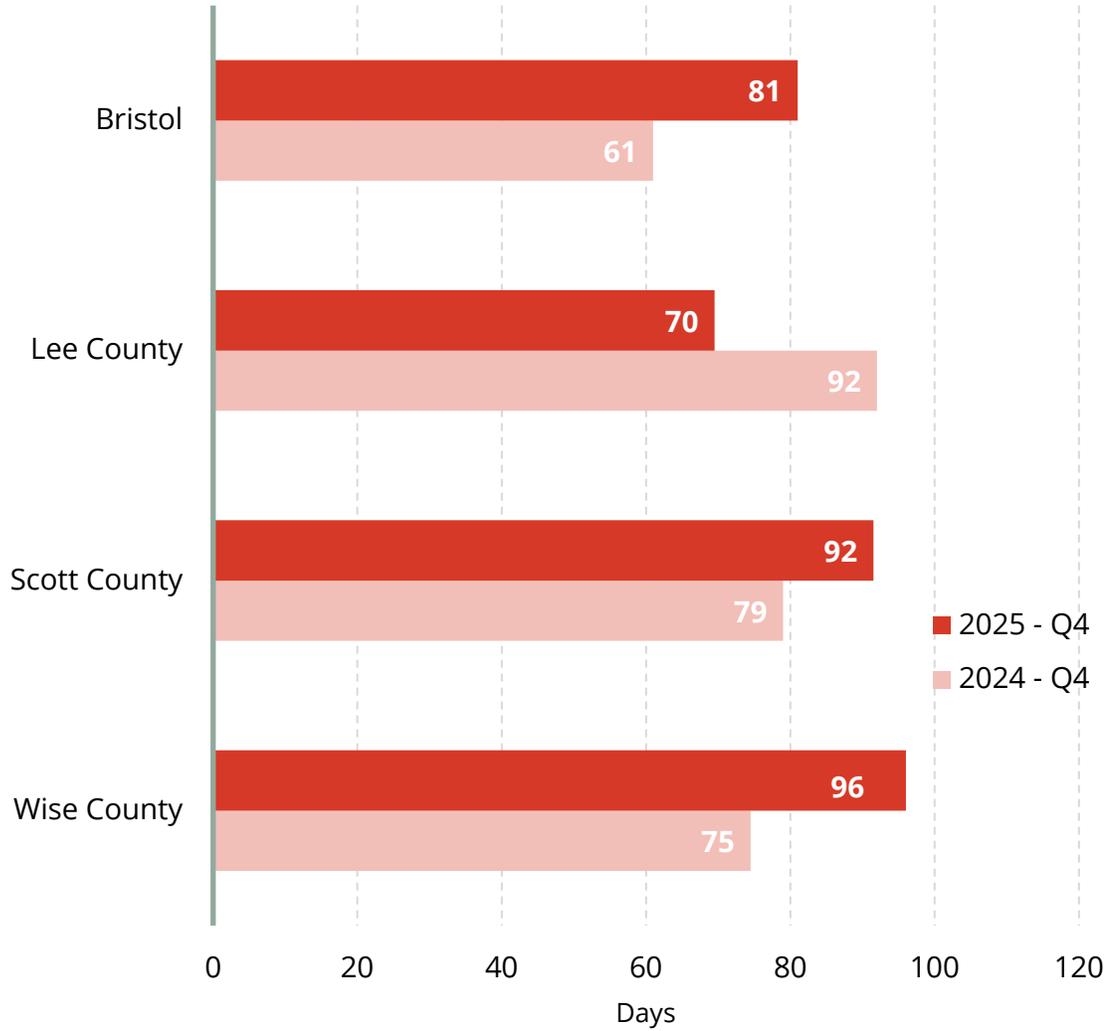
Bristol: Homes in Bristol City sold in a median of 81 days in the fourth quarter, about three weeks (+20 days) longer than the previous year.

Lee County: With a median of 70 days, listings took a little over three weeks (-23 days) to close in the fourth quarter compared to last year.

Scott County: Scott County saw homes closing in about three months (92 days) during the fourth quarter, which is 13 days longer than the year prior.

Wise County: Listings in Wise County stayed on the market for a median of 96 days in the fourth quarter, which is 22 days longer than a year ago.

Figure 11
Fourth Quarter Median Days on Market, BTVAR Jurisdictions
2024 and 2025



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

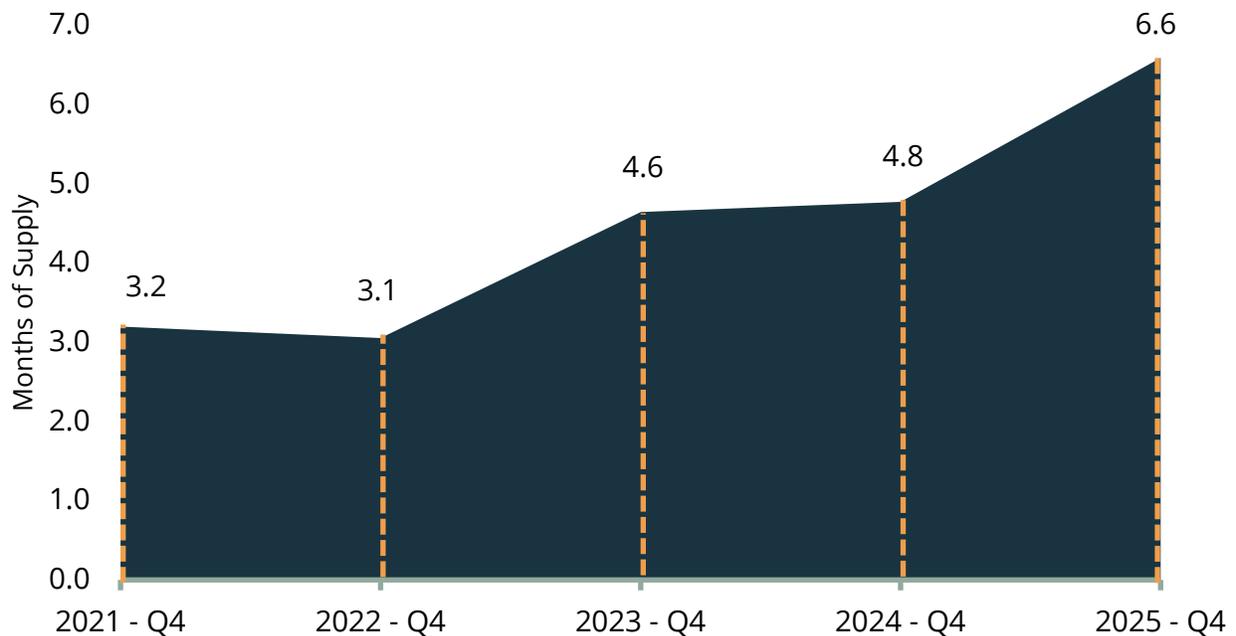
Inventory

Supply expanded as listings continued to climb across the BTVAR footprint. There were 280 active listings at the end of the fourth quarter, 46 more listings than last year, rising 20%. Listings grew for the fourth straight quarter in Bristol and Wise County.

The fourth quarter ended with 19,631 listings in Virginia, increasing by 14.3%, which is 2,450 additional listings.

Regionwide, supply went from 4.8 months to 6.6 months in the fourth quarter. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. At the state level, there was 2.2 months of supply this quarter, up from 2.0 months a year earlier.

Figure 12
End of Fourth Quarter Months Supply, BTVAR
2021-2025



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



Local Snapshot – *Active Listings*

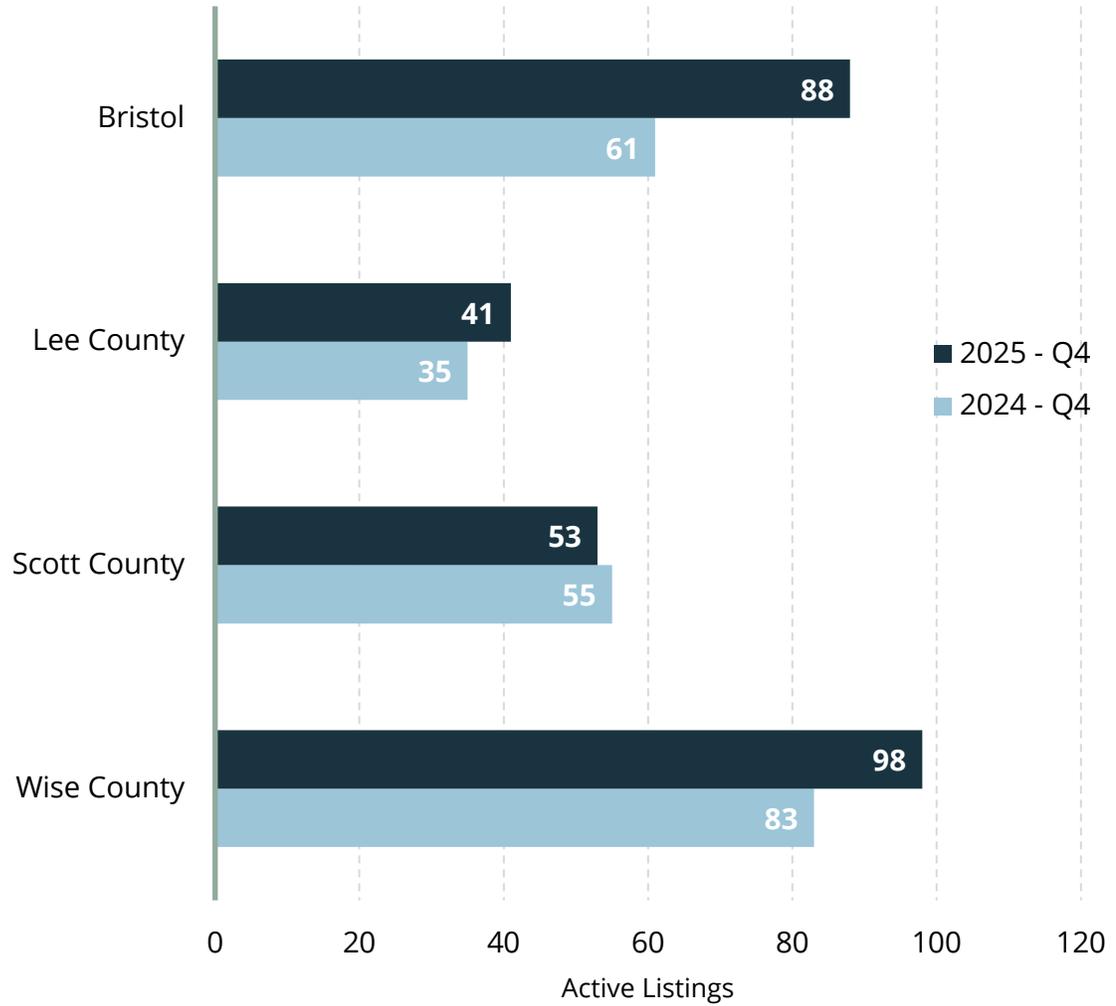
Bristol: The total number of listings reached 88 at the end of the fourth quarter, 27 more than last year, up 44%.

Lee County: Lee County reported 41 active listings at the end of the fourth quarter, a 17% rise compared to the prior year, six additional listings.

Scott County: In Scott County, there were 53 active listings at the end of the quarter, two fewer than the year before (-4%).

Wise County: At the end of the fourth quarter, Wise County had 98 active listings, up 18% or 15 more listings than the previous year.

Figure 13
End of Fourth Quarter Active Listings, BTVAR Jurisdictions
2024 and 2025



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



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:

Robin Spensieri
Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

Data and analysis provided by the Virginia REALTORS® Research Team:

Ryan Price
Virginia REALTORS® Chief Economist
rprice@virginiarealtors.org

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.