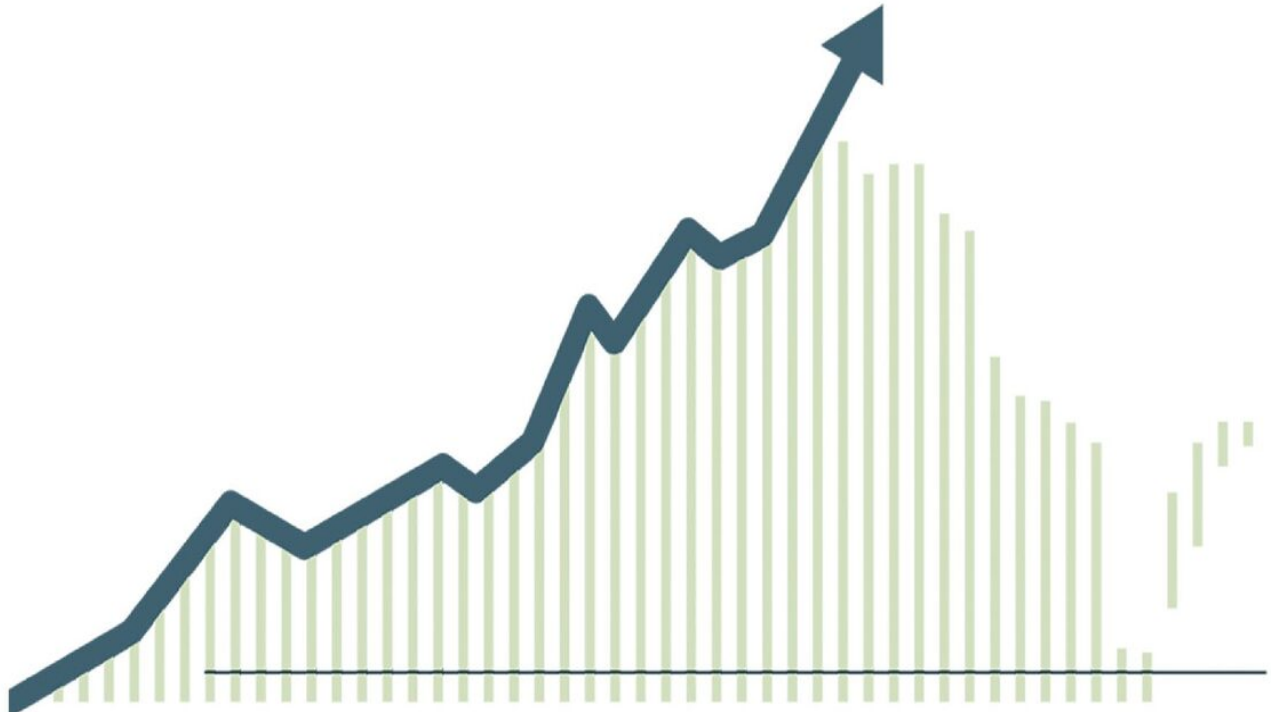




Bristol Tennessee/Virginia Association of REALTORS®



BTVAR BRISTOL

HOUSING MARKET REPORT

Q1-2026

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



Regional Market Dashboard

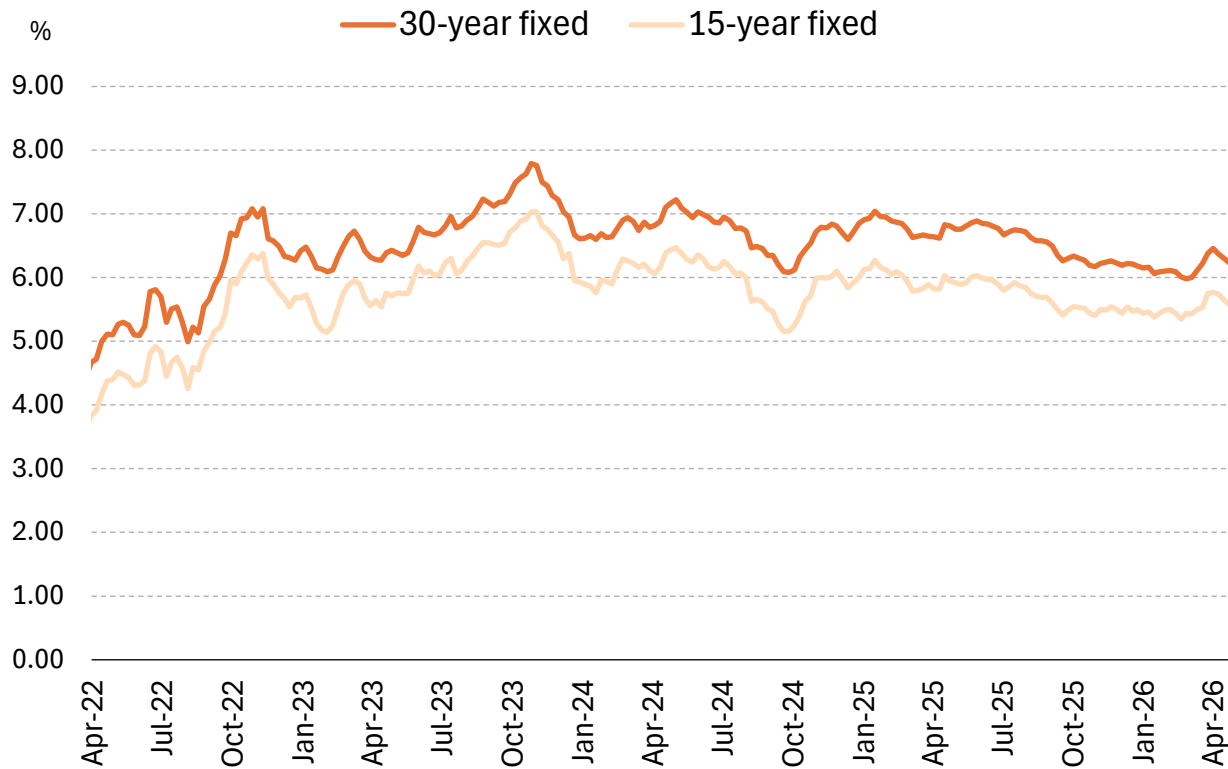
<i>BTVAR Footprint</i>	2026 - Q1	2025 - Q1	Change
CLOSED SALES	141	136	3.7%
PENDING SALES	169	152	11.2%
MEDIAN SOLD PRICE	\$181,200	\$165,000	9.8%
SOLD DOLLAR VOLUME	\$28.0	\$27.6	1.2%
AVG. SOLD/LIST PRICE RATIO	93.0%	93.1%	-0.2% (PERCENTAGE POINTS)
MEDIAN DAYS ON MARKET	92	87	6 (DAYS)
ACTIVE LISTINGS	284	328	-13.4%
MONTHS OF SUPPLY	5.1	6.0	-0.9 (MONTHS)

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



Mortgage Rate Tracker

Weekly Average	April 23, 2026	1 month ago	1 year ago
30-YEAR FIXED MORTGAGE	6.23%	6.22%	6.83%
15-YEAR FIXED MORTGAGE	5.58%	5.54%	6.03%



Source: Freddie Mac

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HOUSING MARKET CONDITIONS



1ST QUARTER

2026

Q1-2026 BTVAR

REGIONAL MARKET SUMMARY

Market Activity: There was a lot of variability within the local markets this quarter. Regionwide, sales rose 4% in the BTVAR footprint, bringing the total to 141 closed sales in the region, five more than a year ago, representing the third consecutive quarter of growth. There was no change in the number of sales in Lee County and a modest one sale dip in Scott County, which may suggest a pullback in those markets. Wise County experienced a jump in sales activity (+43%) but sales fell for the seventh straight quarter in Bristol (-12%). Pending sales (new contracts) also increased this quarter with Wise County (+53%) and Scott County (+29%) outpacing the other local markets this quarter.

Price Trends: The median home price rose across much of the BTVAR footprint this quarter. After declining at the end of 2025, prices jumped 10% in the first quarter of 2026 with the median price of a home at \$181,200 in the region, \$16,200 higher than the year before. Most local markets experienced price growth, with Bristol City having a double-digit gain in the median sales price (+12%) this quarter. Lee County was the only area where median home price growth declined (-4%).

Inventory Conditions: The inventory of active listings dipped this quarter in the area. In the BTVAR market, there were 284 listings at the end of the first quarter, 44 fewer than the previous year, a 13% decrease. All local markets had fewer listings, indicating that a pull back in seller activity this quarter. The largest percentage decline occurred in Lee County (-24%). Listing levels in Bristol fell slightly (-3%) compared to the first quarter last year. Overall there was about 5.1 months of supply in the BTVAR market, which is 0.9 months less than a year ago.

Outlook: Market conditions in the region are pointing towards choppy spring market in 2026. Some local markets have momentum, while others had a slower first quarter. The pace of the spring market will be largely dependent on the direction of rates, and the availability of listings. Price points continue to trend higher in the region which is likely to be a factor heading into the late-spring market.

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REGIONAL MARKET SNAPSHOTS

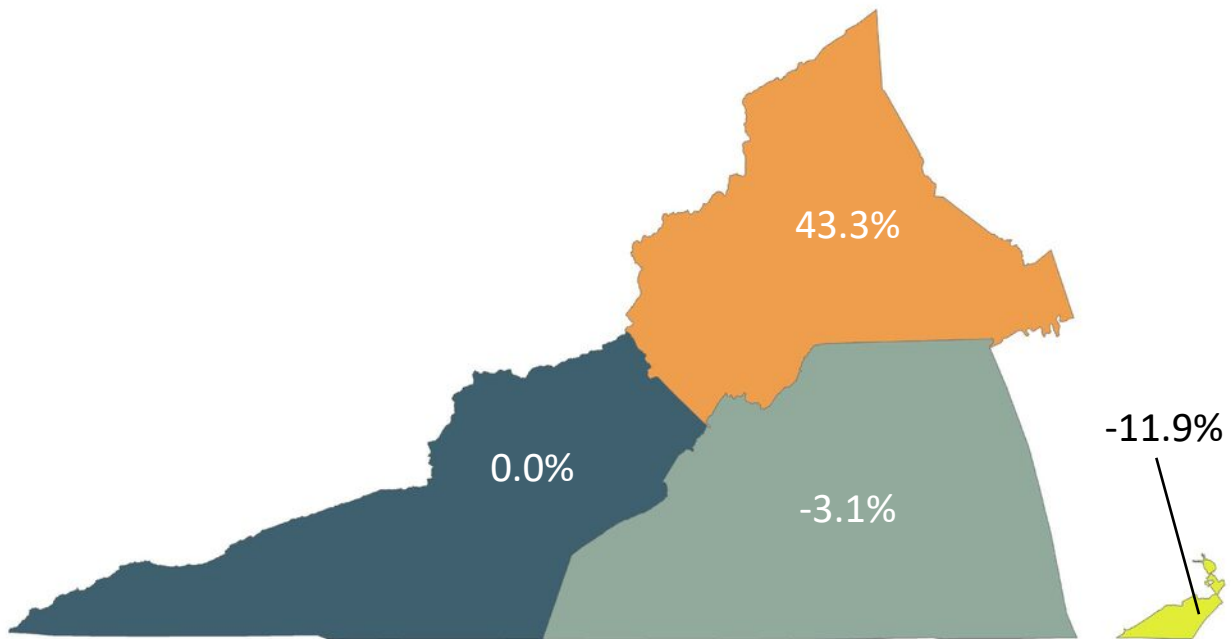


1ST QUARTER

2026

CLOSED SALES

% change from prior year

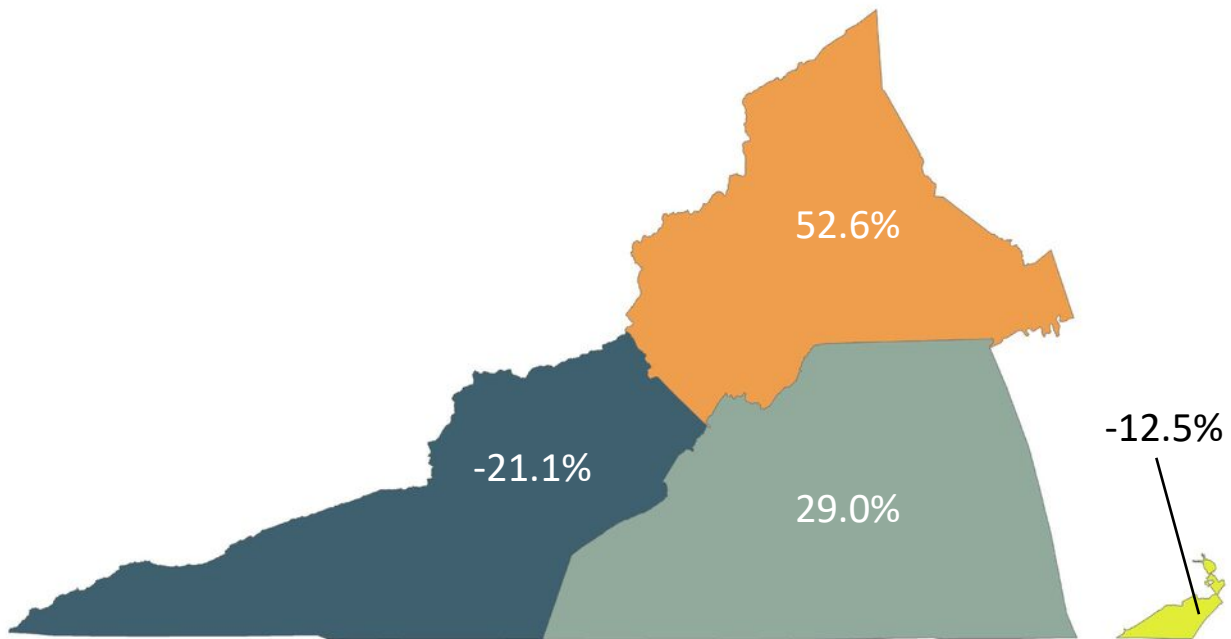


<i>Local Market</i>	2026 - Q1	2025 - Q1	% Change
Bristol	52	59	-11.9%
Lee County	15	15	0.0%
Scott County	31	32	-3.1%
Wise County	43	30	43.3%

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

PENDING SALES

% change from prior year

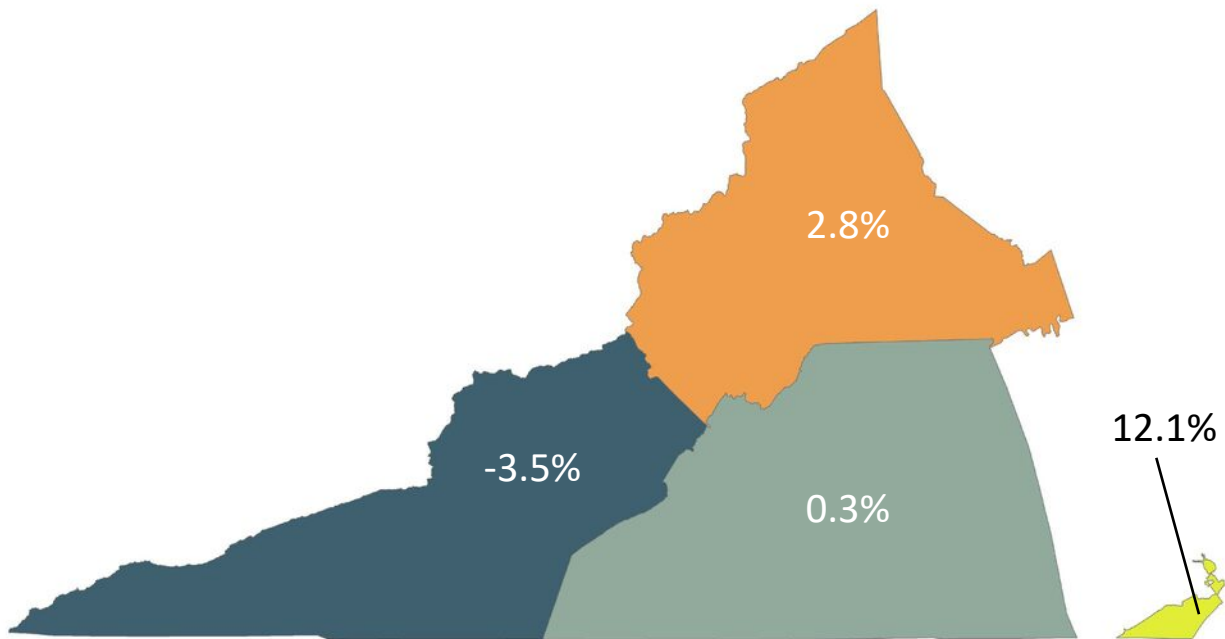


<i>Local Market</i>	2026 - Q1	2025 - Q1	% Change
Bristol	56	64	-12.5%
Lee County	15	19	-21.1%
Scott County	40	31	29.0%
Wise County	58	38	52.6%

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

MEDIAN SOLD PRICE

% change from prior year



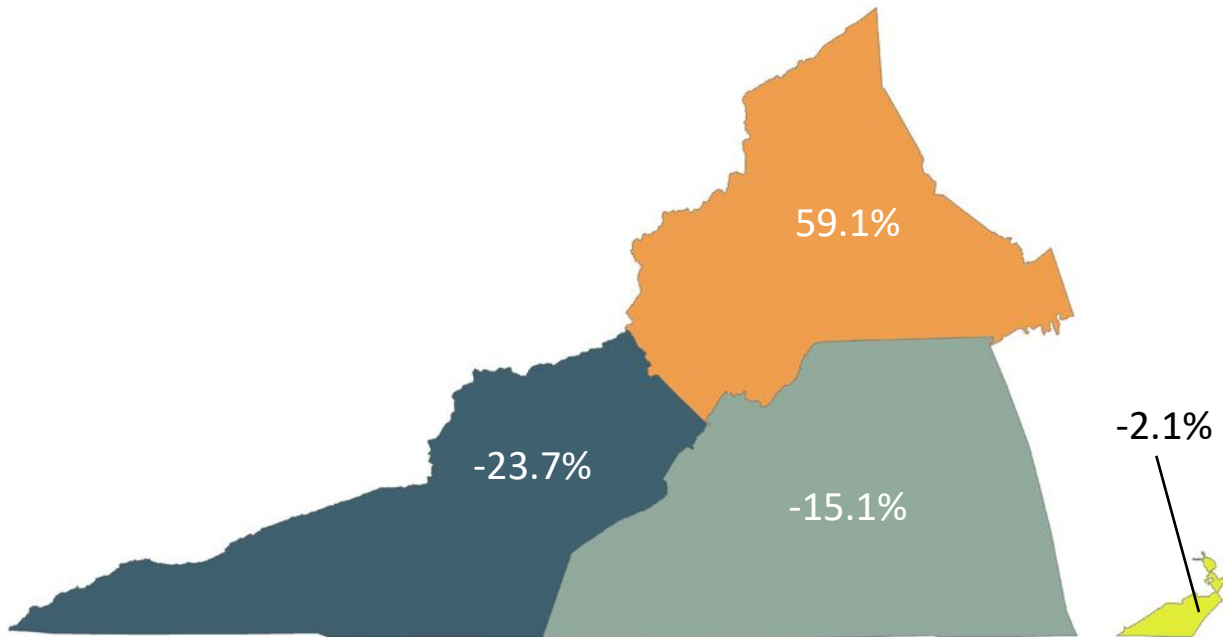
<i>Local Market</i>	2026 - Q1	2025 - Q1	% Change
Bristol	\$203,500	\$181,500	12.1%
Lee County	\$137,000	\$142,000	-3.5%
Scott County	\$189,000	\$188,500	0.3%
Wise County	\$138,300	\$134,500	2.8%

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

BTVAR Regional Market Snapshot

SOLD DOLLAR VOLUME (in millions)

% change from prior year

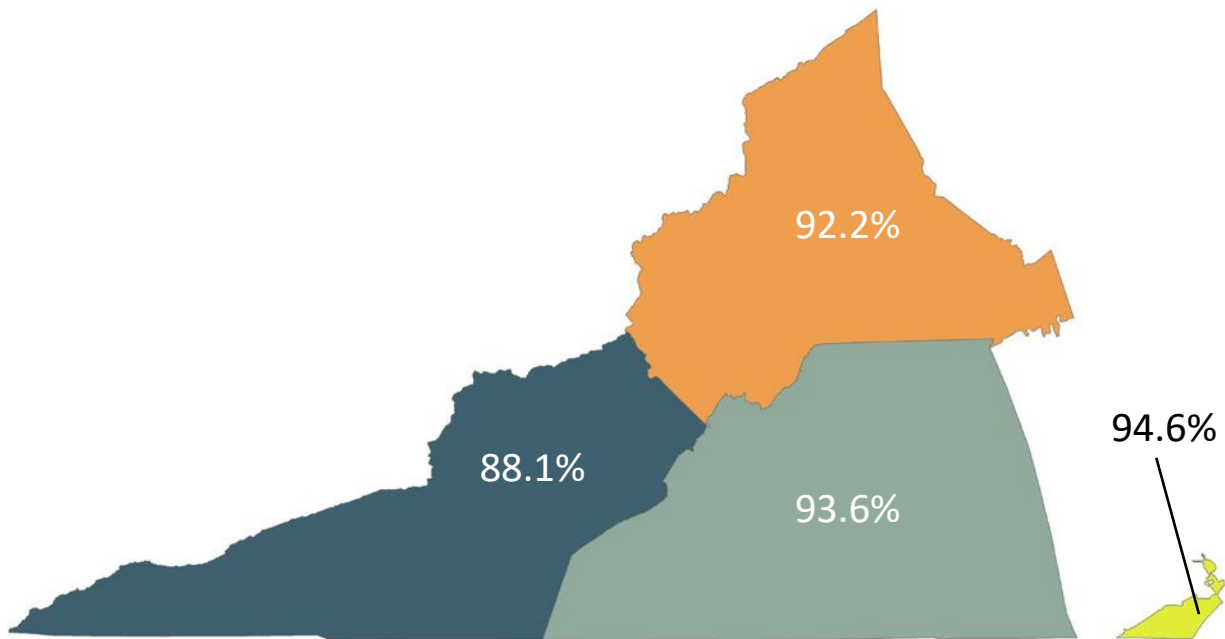


<i>Local Market</i>	2026 - Q1	2025 - Q1	% Change
Bristol	\$11.1	\$11.3	-2.1%
Lee County	\$2.0	\$2.6	-23.7%
Scott County	\$7.9	\$9.3	-15.1%
Wise County	\$7.0	\$4.4	59.1%

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

AVERAGE SOLD-TO-LIST PRICE RATIO

Q1-2026 avg. sold-to-list price ratio

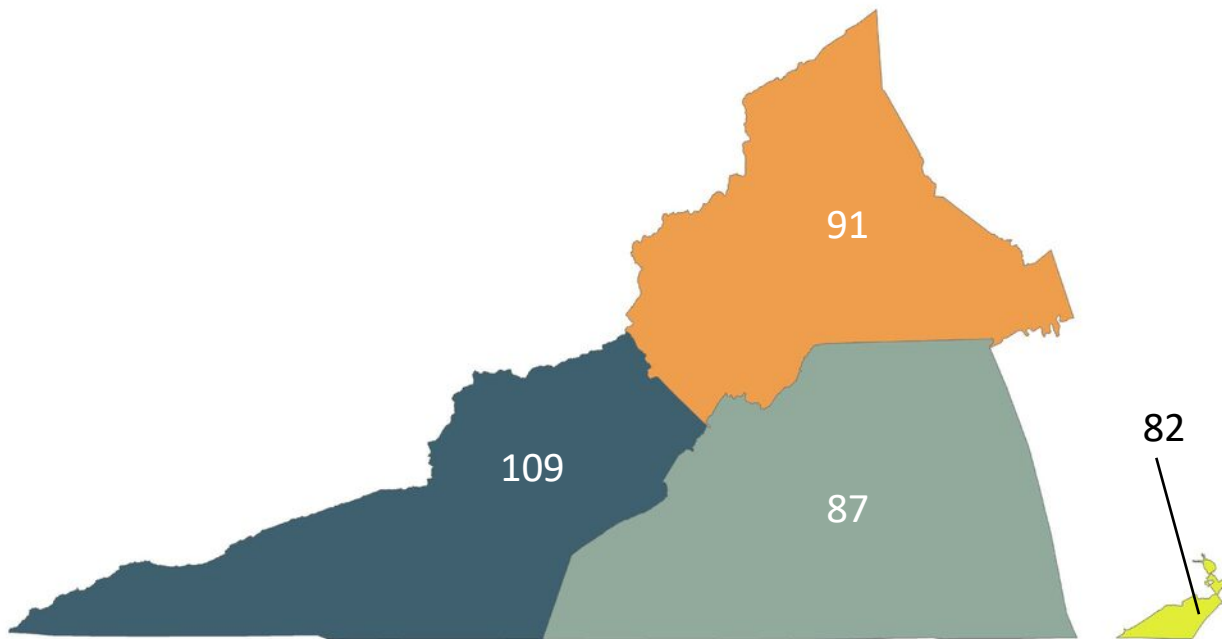


<i>Local Market</i>	2026 - Q1	<i>2025 - Q1</i>	<i>Pct. Point Change</i>
Bristol	94.6%	96.0%	-1.4%
Lee County	88.1%	93.0%	-4.9%
Scott County	93.6%	91.8%	1.8%
Wise County	92.2%	89.0%	3.2%

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

MEDIAN DAYS ON MARKET

Q1-2026 median days on market

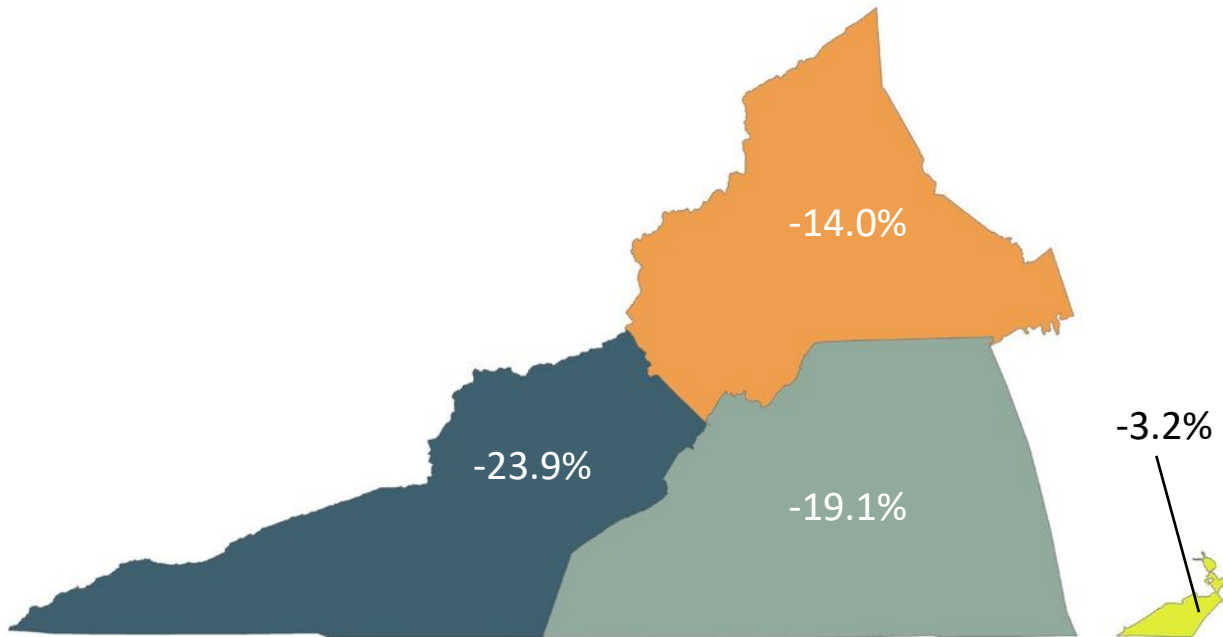


<i>Local Market</i>	2026 - Q1	<i>2025 - Q1</i>	<i>Change in Days</i>
Bristol	82	51	31
Lee County	109	136	-27
Scott County	87	112	-25
Wise County	91	102	-11

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

ACTIVE LISTINGS

% change from prior year

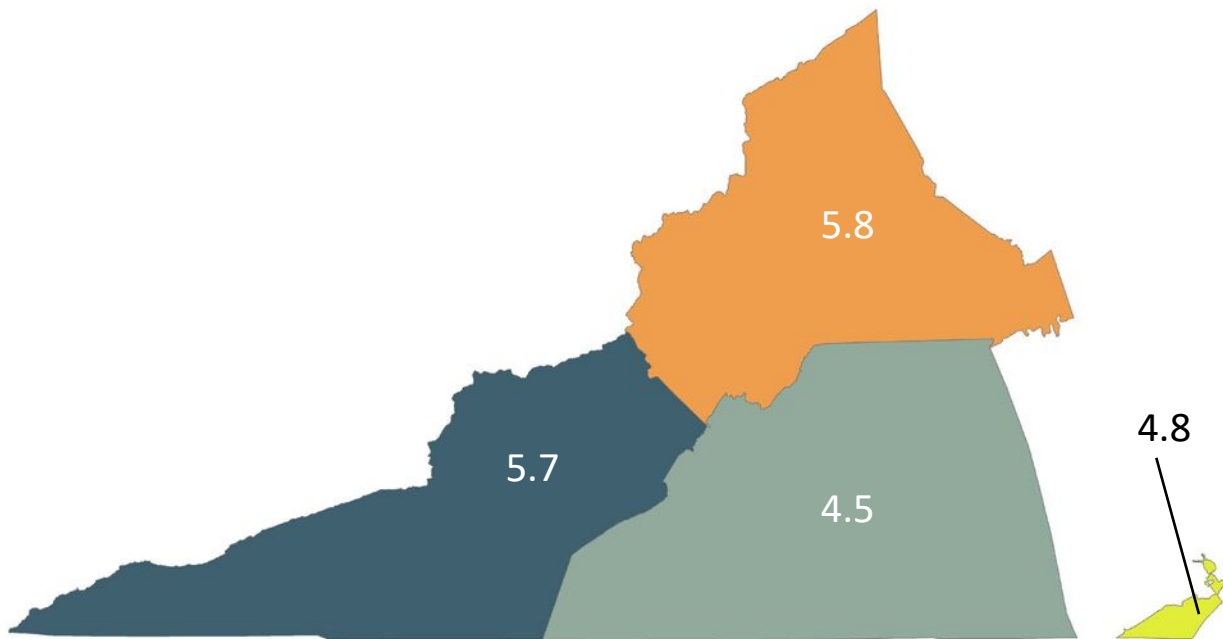


<i>Local Market</i>	2026 - Q1	2025 - Q1	% Change
Bristol	90	93	-3.2%
Lee County	35	46	-23.9%
Scott County	55	68	-19.1%
Wise County	104	121	-14.0%

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

MONTHS OF SUPPLY

Q1-2026 months of supply



<i>Local Market</i>	2026 - Q1	<i>2025 - Q1</i>	<i>Change in Months</i>
Bristol	4.8	4.7	0.1
Lee County	5.7	7.1	-1.4
Scott County	4.5	5.2	-0.7
Wise County	5.8	8.0	-2.2

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

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LOCAL MARKET DASHBOARDS



1ST QUARTER

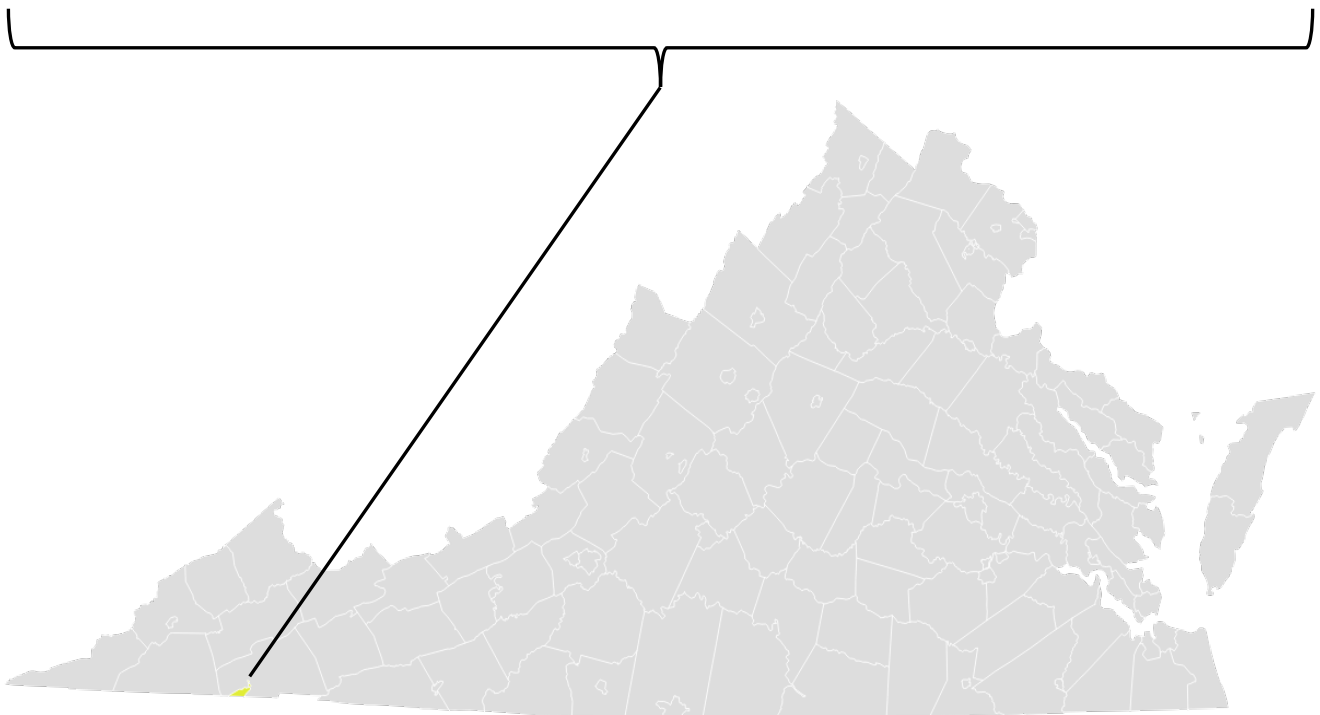
2026

1ST QUARTER 2026 BRISTOL

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

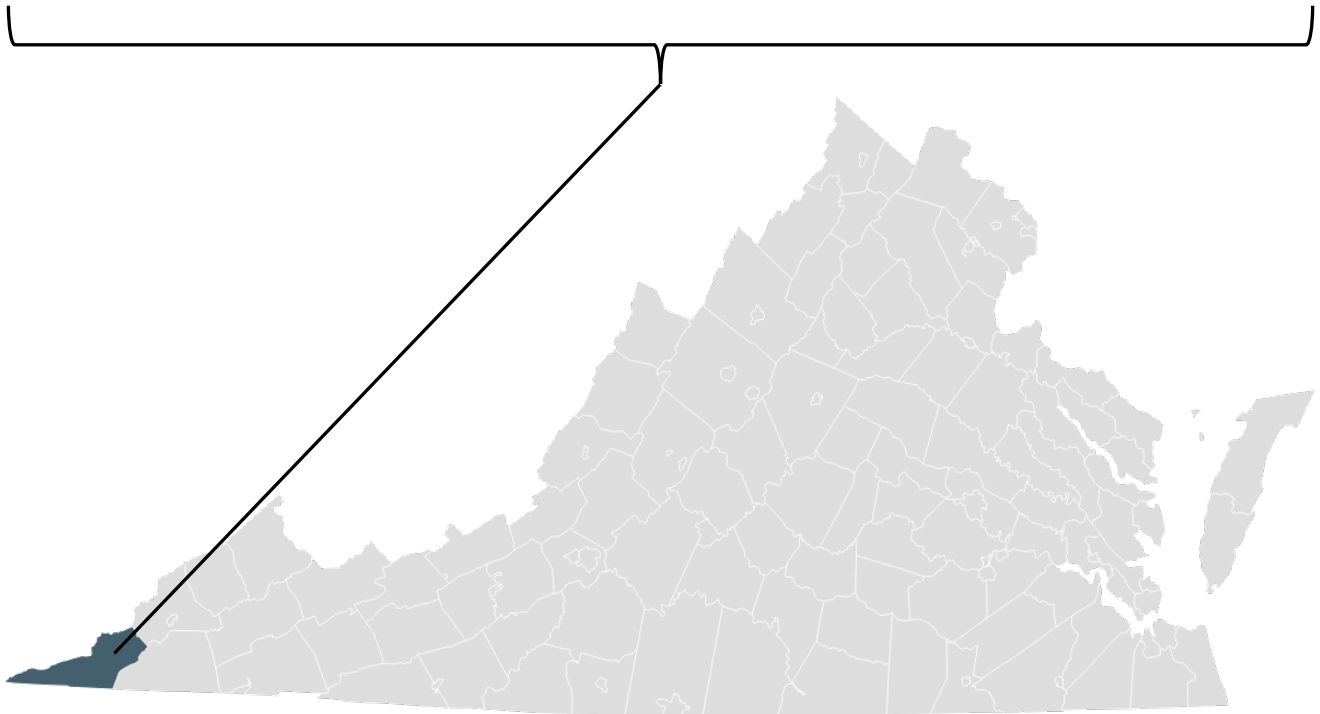
INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	52	59	-11.9%	52	56	-7.1%
PENDING SALES	56	64	-12.5%	56	64	-12.5%
MEDIAN SOLD PRICE (\$)	203,500	181,500	12.1%	203,500	181,500	12.1%
SOLD VOLUME (\$ in Millions)	11.1	11.3	-2.1%	11.1	11.3	-2.1%
AVG. SOLD/LIST RATIO	94.6%	96.0%	-1.4%	94.6%	96.0%	-1.4%
MEDIAN DAYS ON MARKET	82	51	31	82	51	31
ACTIVE LISTINGS	90	93	-3.2%	90	93	-3.2%
MONTHS OF SUPPLY	4.8	4.7	0.1	4.8	4.7	0.1



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

1ST QUARTER 2026 LEE COUNTY

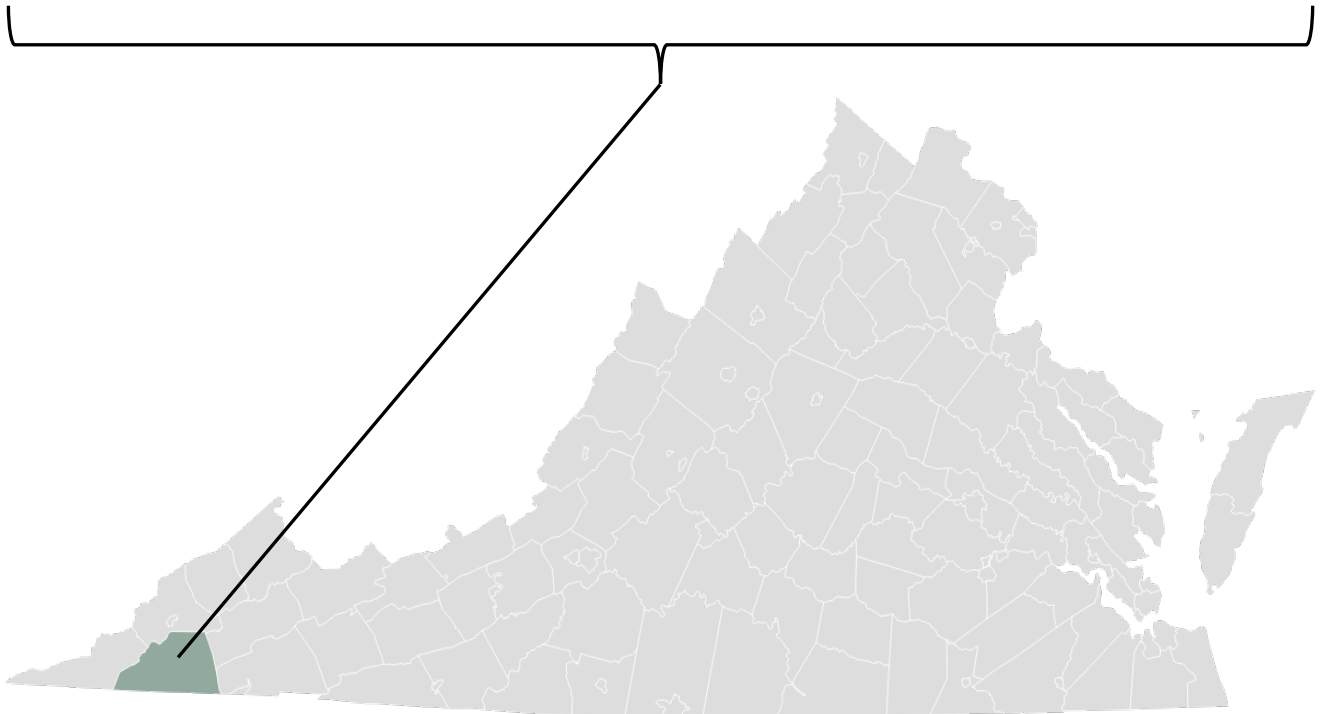
INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	15	15	0.0%	15	15	0.0%
PENDING SALES	15	19	-21.1%	15	19	-21.1%
MEDIAN SOLD PRICE (\$)	137,000	142,000	-3.5%	137,000	142,000	-3.5%
SOLD VOLUME (\$ in Millions)	2.0	2.6	-23.7%	2.0	2.6	-23.7%
AVG. SOLD/LIST RATIO	88.1%	93.0%	-4.9%	88.1%	93.0%	-4.9%
MEDIAN DAYS ON MARKET	109	136	-27	109	136	-27
ACTIVE LISTINGS	35	46	-23.9%	35	46	-23.9%
MONTHS OF SUPPLY	5.7	7.1	-1.4	5.7	7.1	-1.4



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

1ST QUARTER 2026 SCOTT COUNTY

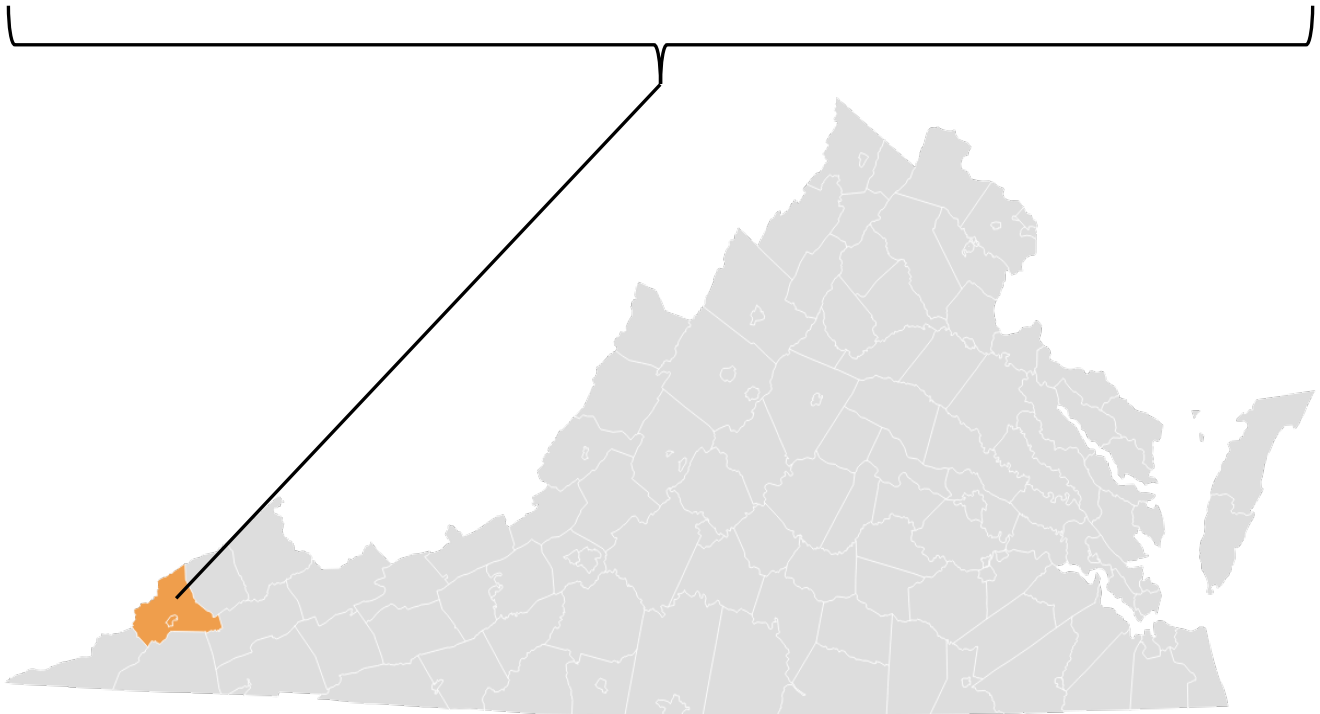
INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	31	32	-3.1%	31	31	0.0%
PENDING SALES	40	31	29.0%	40	31	29.0%
MEDIAN SOLD PRICE (\$)	189,000	188,500	0.3%	189,000	188,500	0.3%
SOLD VOLUME (\$ in Millions)	7.9	9.3	-15.1%	7.9	9.3	-15.1%
AVG. SOLD/LIST RATIO	93.6%	91.8%	1.8%	93.6%	91.8%	1.8%
MEDIAN DAYS ON MARKET	87	112	-25	87	112	-25
ACTIVE LISTINGS	55	68	-19.1%	55	68	-19.1%
MONTHS OF SUPPLY	4.5	5.2	-0.7	4.5	5.2	-0.7



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

1ST QUARTER 2026 WISE COUNTY

INDICATOR	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	43	30	43.3%	43	30	43.3%
PENDING SALES	58	38	52.6%	58	38	52.6%
MEDIAN SOLD PRICE (\$)	138,300	134,500	2.8%	138,300	134,500	2.8%
SOLD VOLUME (\$ in Millions)	7.0	4.4	59.1%	7.0	4.4	59.1%
AVG. SOLD/LIST RATIO	92.2%	89.0%	3.2%	92.2%	89.0%	3.2%
MEDIAN DAYS ON MARKET	91	102	-11	91	102	-11
ACTIVE LISTINGS	104	121	-14.0%	104	121	-14.0%
MONTHS OF SUPPLY	5.8	8.0	-2.2	5.8	8.0	-2.2



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

BTVAR

HISTORICAL MARKET DATA



1ST QUARTER

2020 - 2026

1ST QUARTER HISTORICAL MARKET DATA

CLOSED SALES		2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
BTVAR		94	106	116	86	130	136	141
Bristol		53	54	63	53	59	59	52
Lee County		15	11	16	9	15	15	15
Scott County		22	38	35	24	32	32	31
Wise County		4	3	2	0	24	30	43
PENDING SALES		2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
BTVAR		141	206	197	172	183	152	169
Bristol		51	72	62	66	65	64	56
Lee County		18	14	24	18	23	19	15
Scott County		26	52	46	41	33	31	40
Wise County		46	68	65	47	62	38	58

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

1ST QUARTER HISTORICAL MARKET DATA

MEDIAN SOLD PRICE (\$)	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
BTVAR	89,950	143,250	146,000	145,700	173,000	165,000	181,200
Bristol	94,000	149,950	155,000	155,000	185,900	181,500	203,500
Lee County	65,000	67,000	108,443	111,000	95,000	142,000	137,000
Scott County	86,000	168,750	152,000	114,500	175,000	188,500	189,000
Wise County	90,750	125,000	135,000	144,000	126,000	134,500	138,300
SOLD DOLLAR VOLUME (\$ in millions)							
	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
BTVAR	14.0	23.1	26.9	20.8	28.2	27.6	28.0
Bristol	6.0	7.9	10.4	8.8	11.9	11.3	11.1
Lee County	1.0	1.2	2.1	1.4	2.4	2.6	2.0
Scott County	2.6	6.5	5.8	3.5	6.2	9.3	7.9
Wise County	4.4	7.5	8.7	7.1	7.6	4.4	7.0

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

1ST QUARTER HISTORICAL MARKET DATA

AVG SOLD/LIST RATIO	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
BTVAR	92.5%	95.0%	94.8%	95.1%	94.1%	93.1%	93.0%
Bristol	94.9%	97.1%	95.4%	96.4%	96.0%	96.0%	94.6%
Lee County	88.5%	87.9%	97.3%	93.0%	97.2%	93.0%	88.1%
Scott County	92.8%	98.4%	96.7%	93.2%	93.7%	91.8%	93.6%
Wise County	91.0%	91.6%	92.5%	95.0%	91.4%	89.0%	92.2%
MEDIAN DOM (DAYS)							
MEDIAN DOM (DAYS)	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
BTVAR	134	97	68	54	72	87	92
Bristol	95	49	53	37	46	51	82
Lee County	155	171	70	54	103	136	109
Scott County	178	90	66	54	80	112	87
Wise County	153	142	96	82	79	102	91

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

1ST QUARTER HISTORICAL MARKET DATA

ACTIVE LISTINGS (end of quarter)	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
BTVAR	423	291	222	259	279	328	284
Bristol	83	62	40	58	76	93	90
Lee County	50	34	30	44	52	46	35
Scott County	90	55	44	50	60	68	55
Wise County	200	140	108	107	91	121	104
MONTHS OF SUPPLY	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
BTVAR	7.6	4.8	3.0	4.0	4.8	6.0	5.1
Bristol	3.7	2.8	1.4	2.4	3.7	4.7	4.8
Lee County	12.8	7.0	4.8	7.4	8.8	7.1	5.7
Scott County	7.9	4.1	2.9	4.3	5.0	5.2	4.5
Wise County	11.1	6.9	4.4	4.5	4.6	8.0	5.8

Source: Virginia REALTORS®, data accessed April 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.

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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.