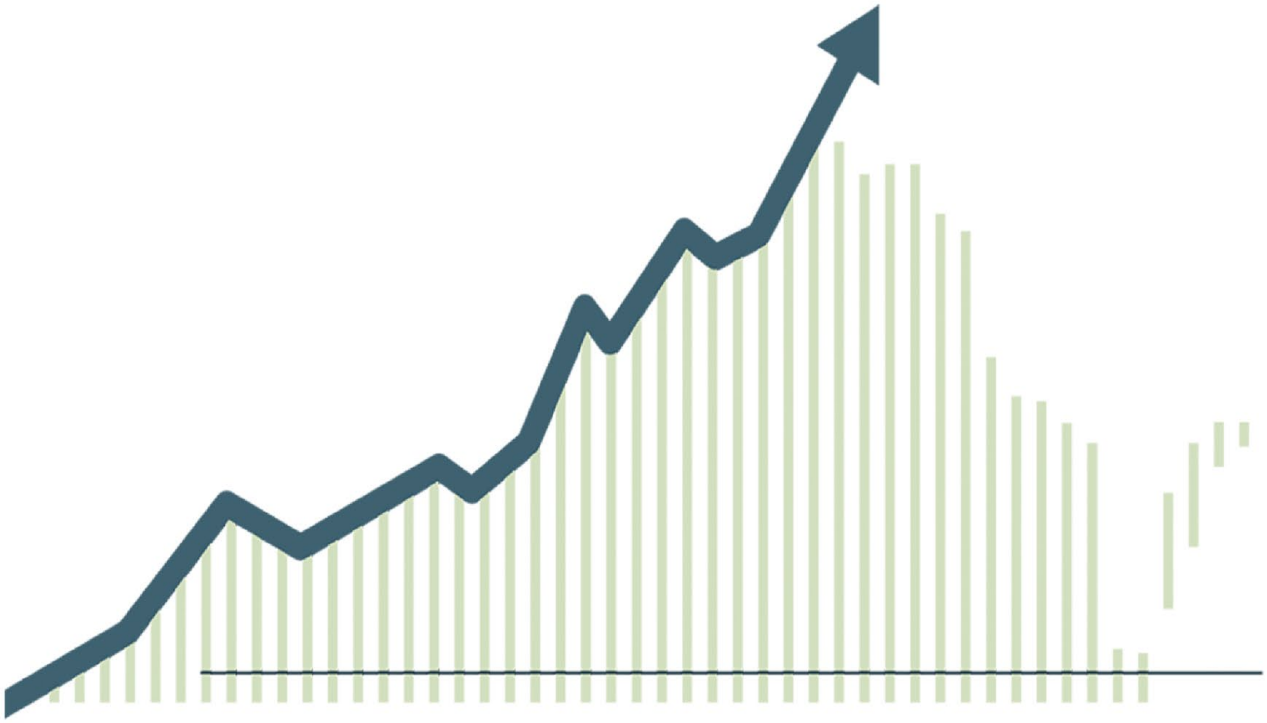
Virginia REALTORS®

Greater Augusta Association of REALTORS®



GAAR GREATER AUGUSTA

HOUSING MARKET REPORT

Q3-2026

CUSTOM REPORT PREPARED BY

VIRGINIA REALTORS®



GAAR

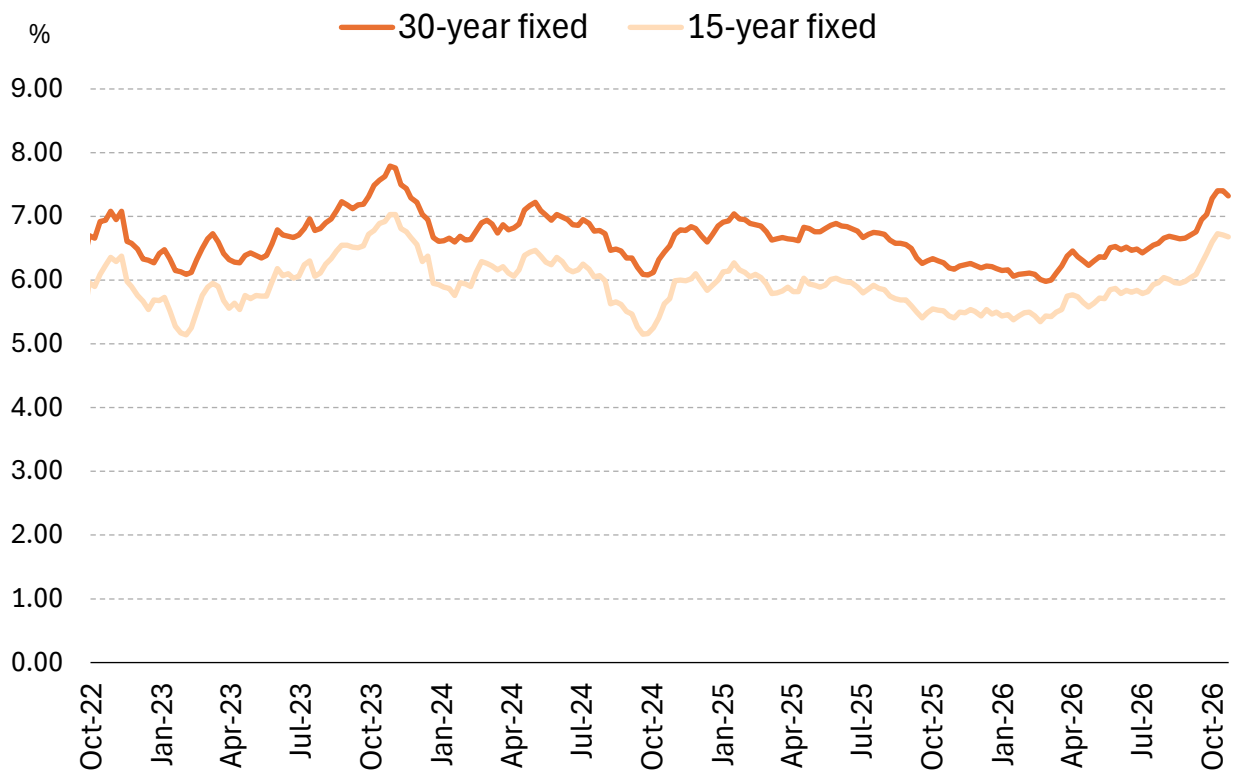
Regional Market Dashboard

GAAR Footprint	*2026 - Q3*	*2025 - Q3*	*Change*
CLOSED SALES	**396**	396	*0.0%*
PENDING SALES	**447**	443	*0.9%*
MEDIAN SOLD PRICE	**$350,000**	$330,000	*6.1%*
SOLD DOLLAR VOLUME	**$154.4**	$140.3	*10.1%*
AVG. SOLD/LIST PRICE RATIO	**99.3%**	99.4%	*-0.1%* (PERCENTAGE POINTS)
MEDIAN DAYS ON MARKET	**12**	9	*3* (DAYS)
ACTIVE LISTINGS	**437**	359	*21.7%*
MONTHS OF SUPPLY	**3.5**	2.5	*1.1* (MONTHS)

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

Mortgage Rate Tracker

Weekly Average	***October 22, 2026***	*1 month ago*	*1 year ago*
30-YEAR FIXED MORTGAGE	**7.32%**	7.03%	6.19%
15-YEAR FIXED MORTGAGE	**6.68%**	6.42%	5.44%



Source: Freddie Mac

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Greater Augusta Region

HOUSING MARKET CONDITIONS



3RD QUARTER

2026

Q3-2026 GAAR

REGIONAL MARKET SUMMARY

Market Activity: Regional activity was somewhat stagnant compared to a year ago. Sales remained unchanged while pending sales rose slightly throughout the footprint. In the third quarter, the GAAR market closed with 396 sales. Home sales decreased 4% year-over-year in Waynesboro County (-5 sales) and Staunton (-4 sales). Meanwhile, Augusta County completed 196 sales in the third quarter, nine more than last year (+5%). The quarter ended with 447 pending sales, just four more than the previous year (+1%).

Price Trends: One area pushed up the median sales price across the GAAR market in the third quarter. Homes sold for a median price of $350,000, up $20,000 (6%) from the same quarter last year. Augusta County recorded its third consecutive quarterly year-over-year increase, with the median rising $43,990 (+12%) to $400,525. In contrast, median home prices declined 2% year over year in Staunton (-$6,323) and Waynesboro (-$7,445). On average, sellers received 99.3% of their list price during the quarter.

Inventory Conditions: Inventory and supply rose considerably across the region, but supply remained insufficient to balance the market. The GAAR footprint had 437 active listings at the end of the third quarter, up 22% or 78 more listings than a year earlier. Staunton (+57%) and Waynesboro (+22%) saw the largest increases in listings compared with the same quarter last year. Months of supply rose 42% year over year to 3.5, the largest increase in three years. Homes continued to sell quickly, with a median of 12 days on the market, although that figure was three days higher than a year ago.

Outlook: A higher interest rate environment along with overall economic uncertainty are likely to dampen market conditions to close out 2026. Listing growth has been consistently strong in the GAAR region over the past couple of years, and if this trend holds, buyers in the market will have more options to choose from and less competition.

GAAR

REGIONAL MARKET SNAPSHOTS

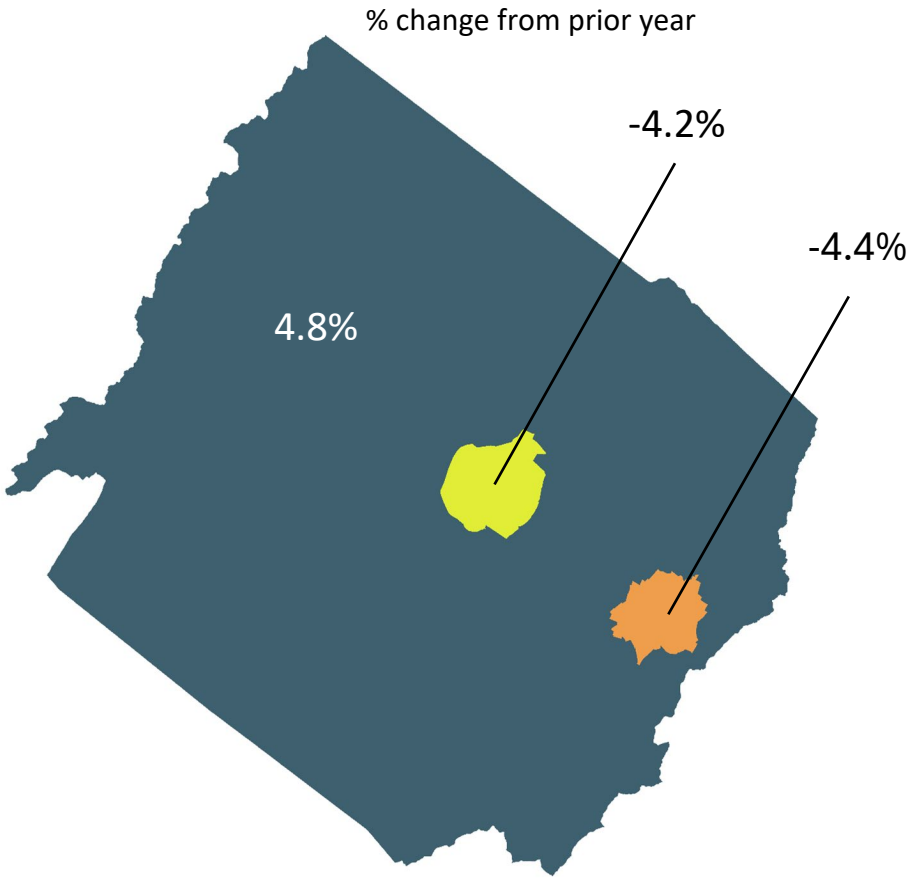


3RD QUARTER

2026

GAAR Regional Market Snapshot

CLOSED SALES

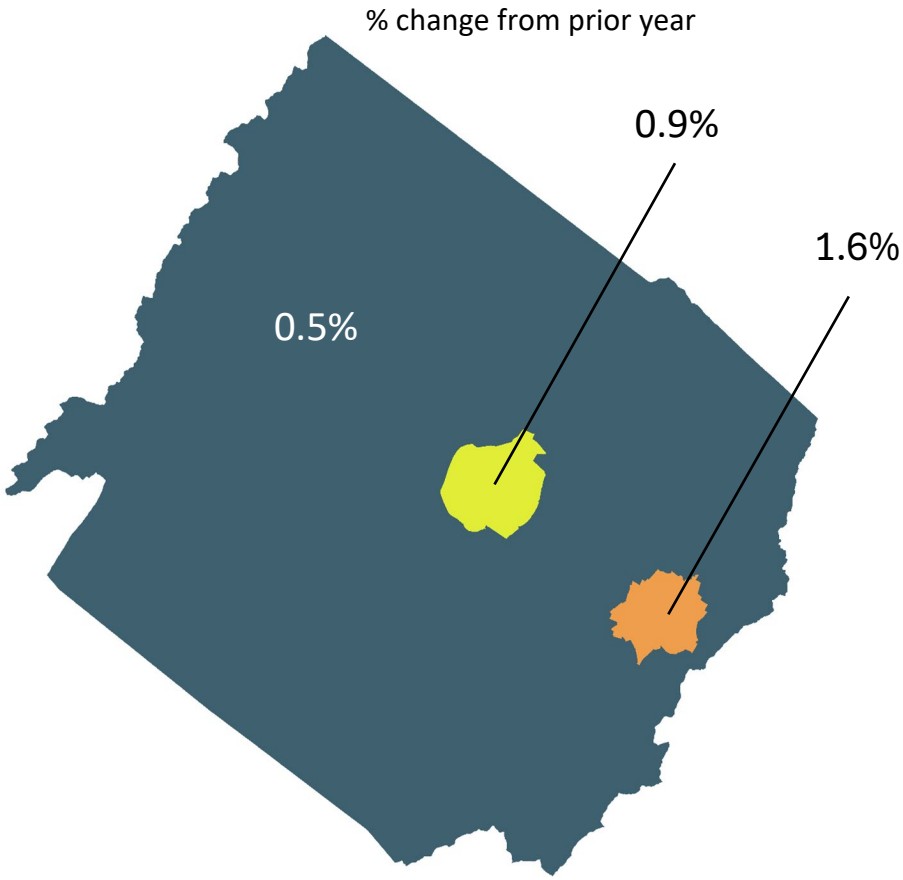


Local Market	***2026 - Q3***	*2025 - Q3*	*% Change*
Augusta County	**196**	187	4.8%
Staunton	**92**	96	-4.2%
Waynesboro	**108**	113	-4.4%

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

GAAR Regional Market Snapshot

PENDING SALES

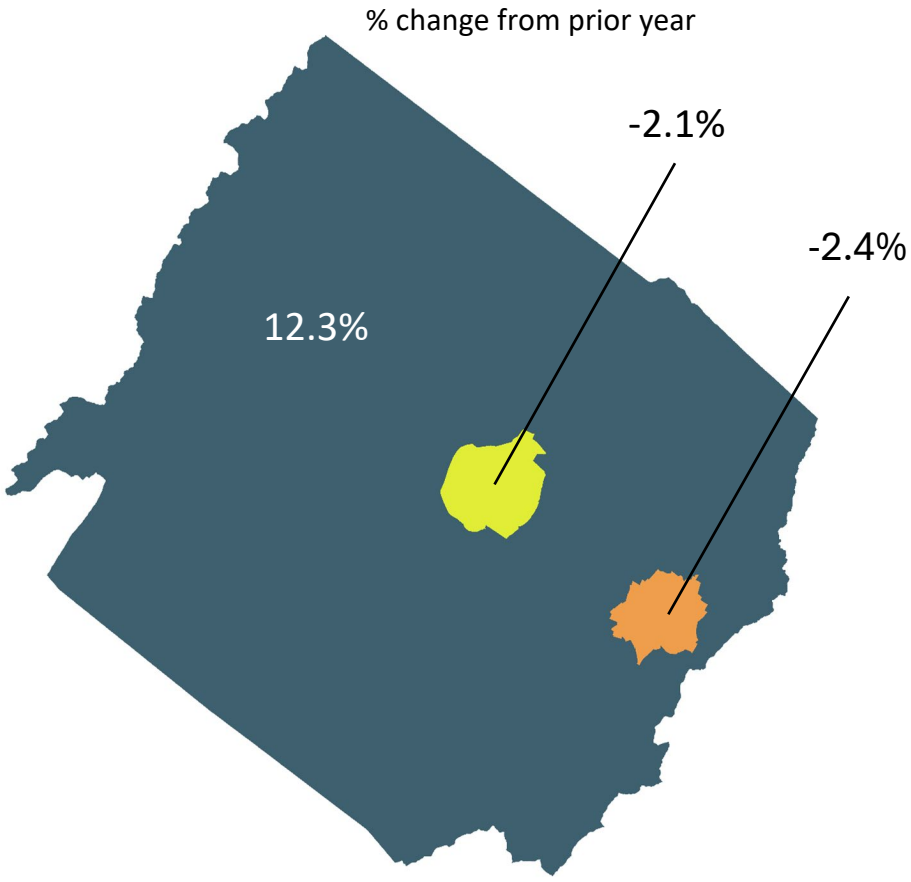


Local Market	***2026 - Q3***	*2025 - Q3*	*% Change*
Augusta County	**201**	200	0.5%
Staunton	**115**	114	0.9%
Waynesboro	**131**	129	1.6%

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

GAAR Regional Market Snapshot

MEDIAN SOLD PRICE

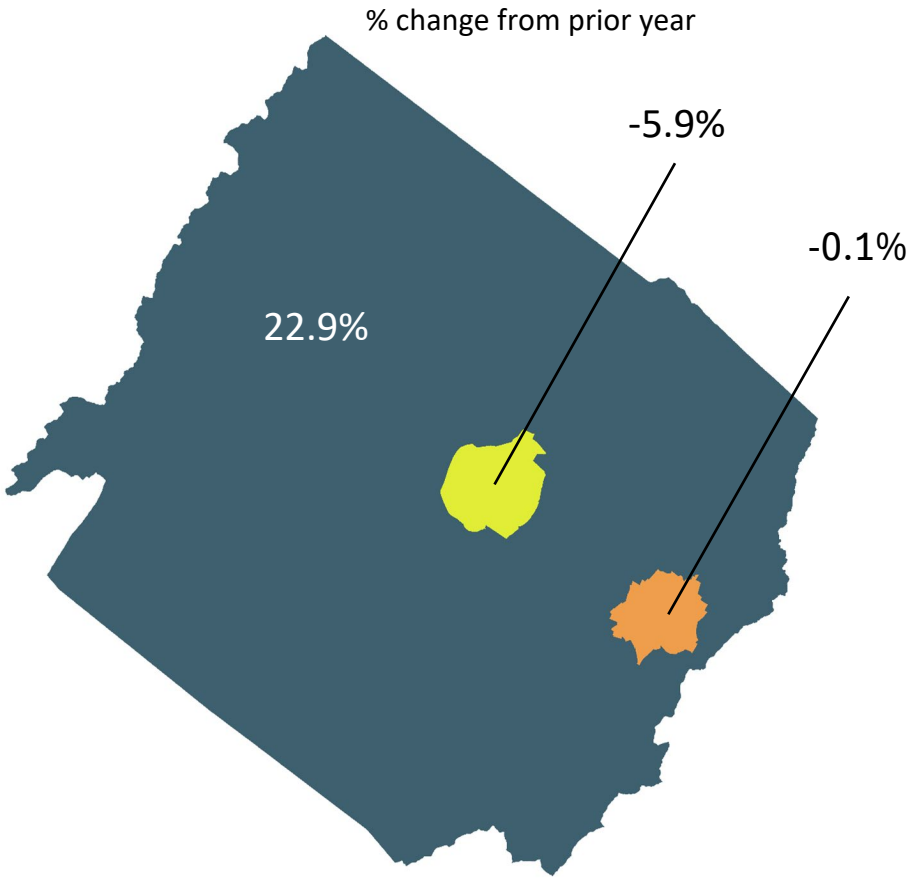


Local Market	***2026 - Q3***	*2025 - Q3*	*% Change*
Augusta County	**$400,525**	$356,535	12.3%
Staunton	**$295,000**	$301,323	-2.1%
Waynesboro	**$303,990**	$311,435	-2.4%

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

GAAR Regional Market Snapshot

SOLD DOLLAR VOLUME (in millions)

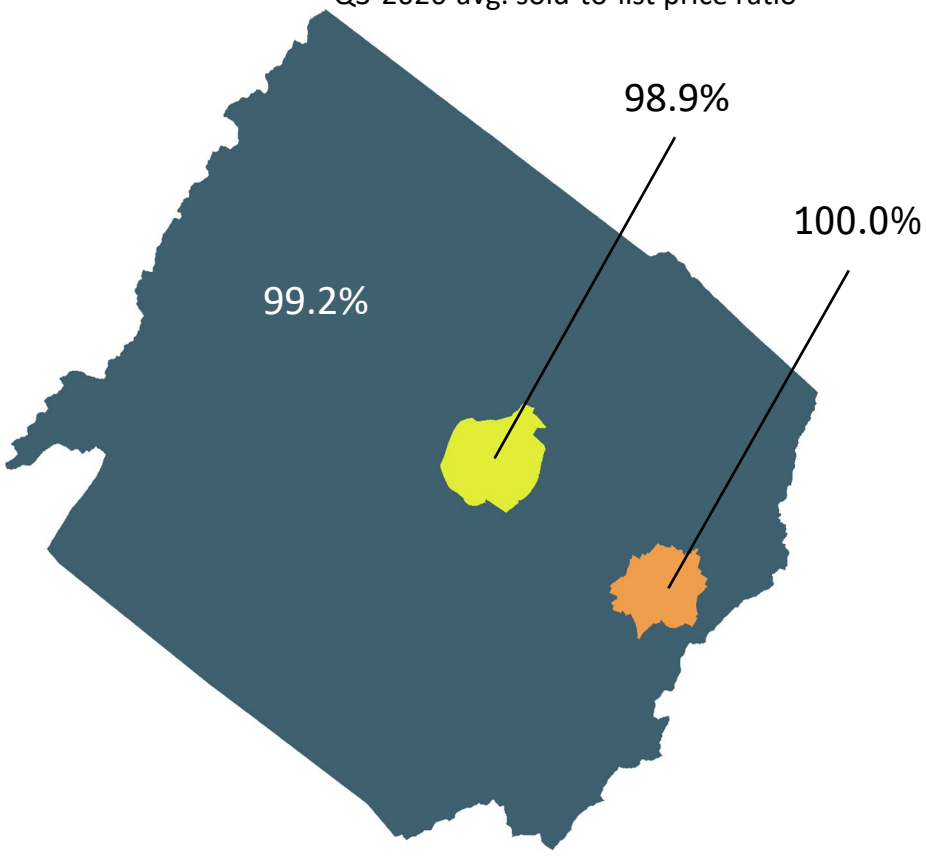


Local Market	***2026 - Q3***	*2025 - Q3*	*% Change*
Augusta County	**$86.3**	$70.2	22.9%
Staunton	**$30.1**	$32.0	-5.9%
Waynesboro	**$38.0**	$38.1	-0.1%

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

AVERAGE SOLD-TO-LIST PRICE RATIO

Q3-2026 avg. sold-to-list price ratio



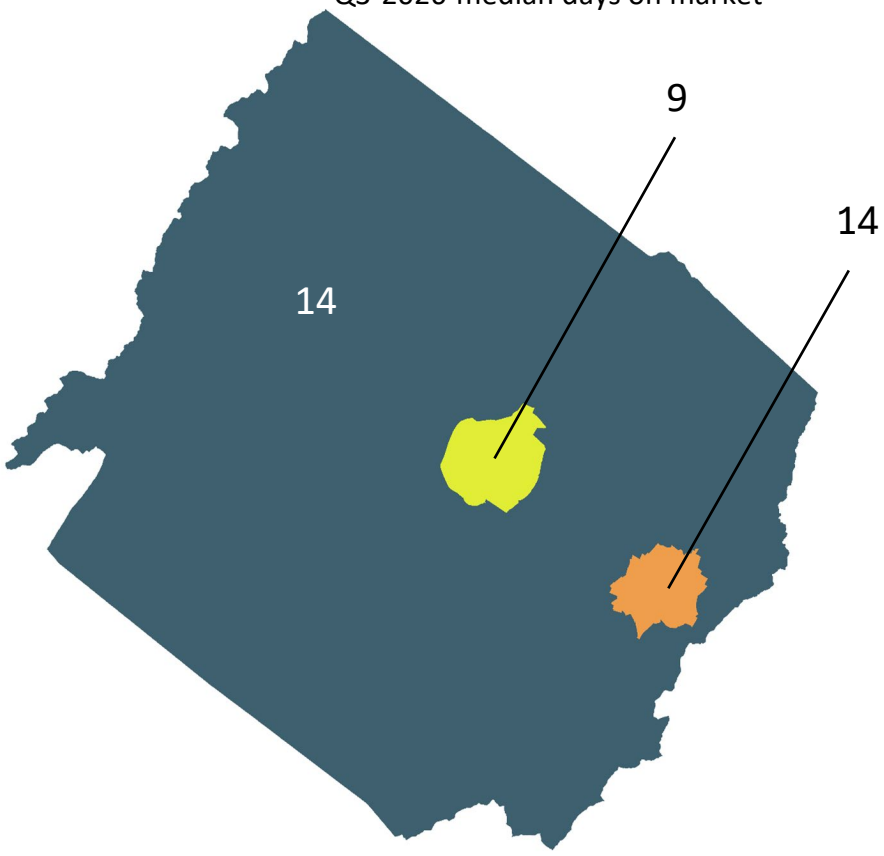
Local Market	***2026 - Q3***	*2025 - Q3*	*Pct. Point Change*
Augusta County	**99.2%**	98.8%	0.4%
Staunton	**98.9%**	99.5%	-0.6%
Waynesboro	**100.0%**	100.4%	-0.4%

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

GAAR Regional Market Snapshot

MEDIAN DAYS ON MARKET

Q3-2026 median days on market

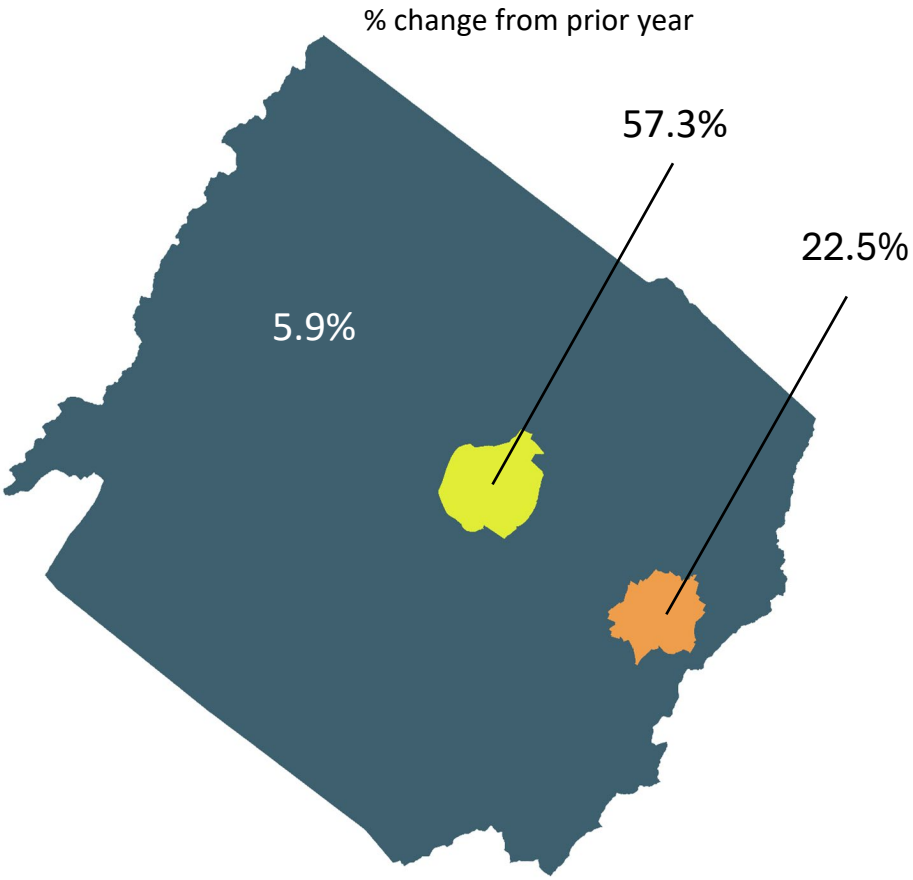


Local Market	***2026 - Q3***	*2025 - Q3*	*Change in Days*
Augusta County	**14**	8	6
Staunton	**9**	8	1
Waynesboro	**14**	11	3

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

GAAR Regional Market Snapshot

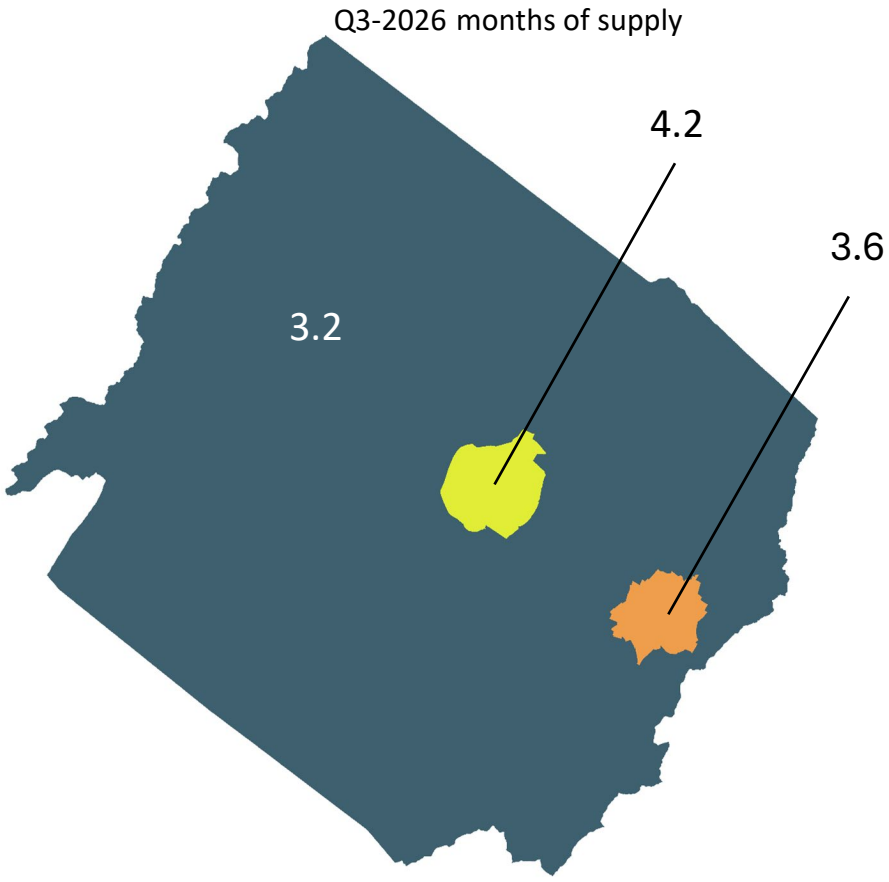
ACTIVE LISTINGS



Local Market	***2026 - Q3***	*2025 - Q3*	*% Change*
Augusta County	**199**	188	5.9%
Staunton	**129**	82	57.3%
Waynesboro	**109**	89	22.5%

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

MONTHS OF SUPPLY



Local Market	***2026 - Q3***	*2025 - Q3*	*Change in Months*
Augusta County	**3.2**	2.7	0.5
Staunton	**4.2**	2.3	1.8
Waynesboro	**3.6**	2.3	1.4

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

GAAR

LOCAL MARKET DASHBOARDS

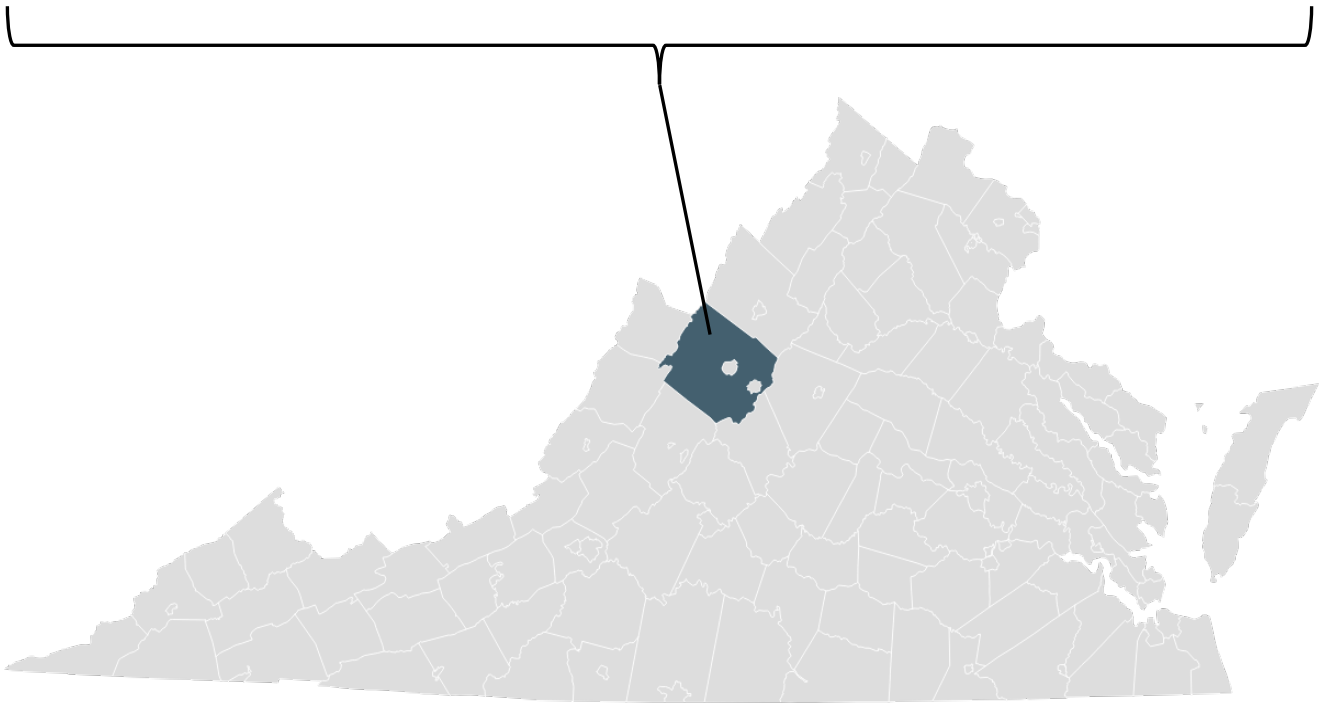


3RD QUARTER

2026

3RD QUARTER 2026 AUGUSTA COUNTY

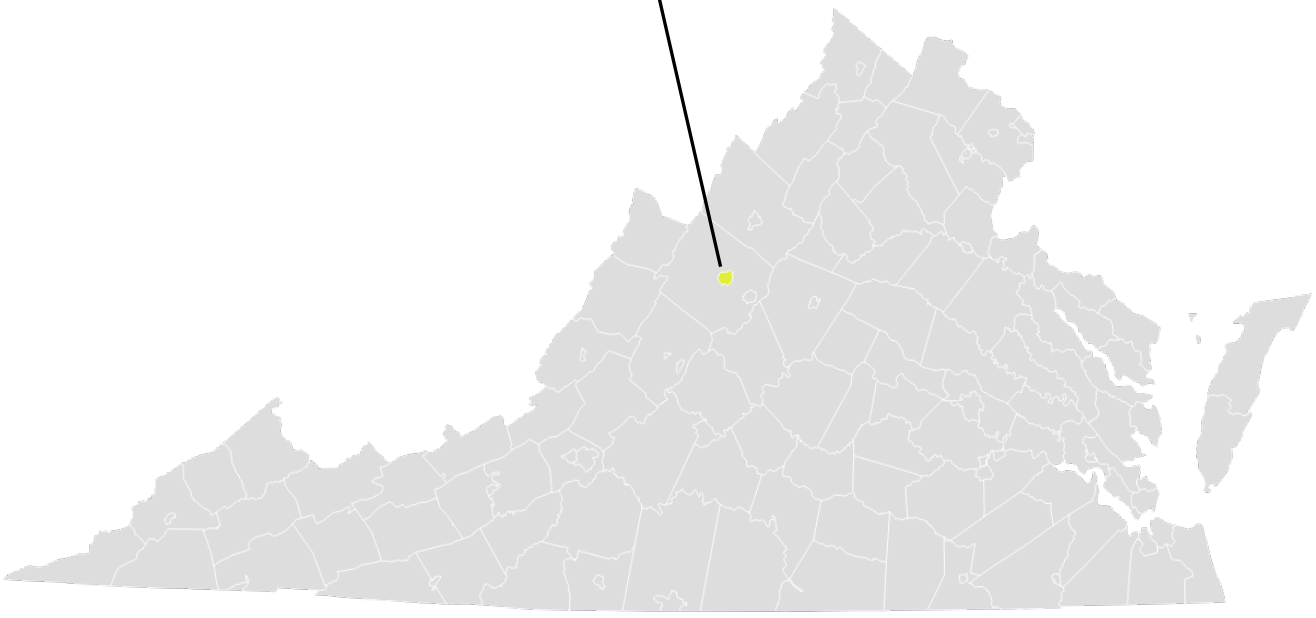
	CURRENT CONDITIONS			*YEAR-TO-DATE CONDITIONS*		
INDICATOR	***2026 - Q3***	*2025 - Q3*	*Chg*	***2026 YTD***	*2025 YTD*	*Chg*
CLOSED SALES	**196**	187	4.8%	**546**	634	-13.9%
PENDING SALES	**201**	200	0.5%	**604**	656	-7.9%
MEDIAN SOLD PRICE ($)	**400,525**	356,535	12.3%	**395,000**	352,500	12.1%
SOLD VOLUME ($ in Millions)	**86.3**	70.2	22.9%	**238.1**	244.6	-2.7%
AVG. SOLD/LIST RATIO	**99.2%**	98.8%	0.4%	**99.1%**	99.2%	-0.1%
MEDIAN DAYS ON MARKET	**14**	8	6	**10**	9	1
ACTIVE LISTINGS	**199**	188	5.9%	**n/a**	n/a	n/a
MONTHS OF SUPPLY	**3.2**	2.7	0.5	**n/a**	n/a	n/a



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

3RD QUARTER 2026 STAUNTON

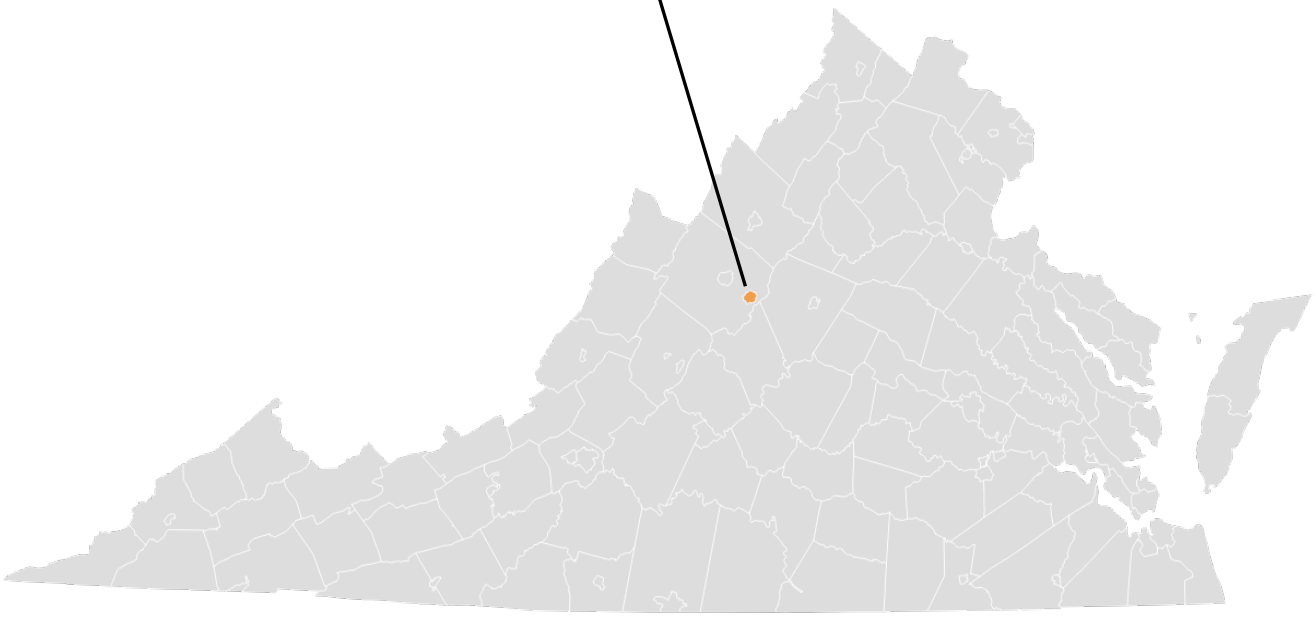
	CURRENT CONDITIONS			*YEAR-TO-DATE CONDITIONS*		
INDICATOR	***2026 - Q3***	*2025 - Q3*	*Chg*	***2026 YTD***	*2025 YTD*	*Chg*
CLOSED SALES	**92**	96	-4.2%	**276**	280	-1.4%
PENDING SALES	**115**	114	0.9%	**340**	325	4.6%
MEDIAN SOLD PRICE ($)	**295,000**	301,323	-2.1%	**296,000**	289,900	2.1%
SOLD VOLUME ($ in Millions)	**30.1**	32.0	-5.9%	**90.9**	89.8	1.1%
AVG. SOLD/LIST RATIO	**98.9%**	99.5%	-0.6%	**99.4%**	99.8%	-0.4%
MEDIAN DAYS ON MARKET	**9**	8	1	**9**	10	-1
ACTIVE LISTINGS	**129**	82	57.3%	**n/a**	n/a	n/a
MONTHS OF SUPPLY	**4.2**	2.3	1.8	**n/a**	n/a	n/a



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

3RD QUARTER 2026 WAYNESBORO

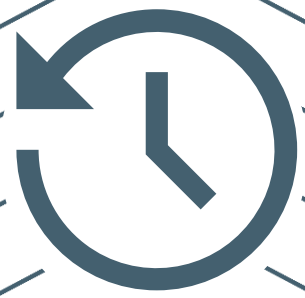
	CURRENT CONDITIONS			YEAR-TO-DATE CONDITIONS		
INDICATOR	***2026 - Q3***	*2025 - Q3*	*Chg*	***2026 YTD***	*2025 YTD*	*Chg*
CLOSED SALES	**108**	113	-4.4%	**313**	316	-0.9%
PENDING SALES	**131**	129	1.6%	**379**	337	12.5%
MEDIAN SOLD PRICE ($)	**303,990**	311,435	-2.4%	**308,000**	303,900	1.3%
SOLD VOLUME ($ in Millions)	**38.0**	38.1	-0.1%	**106.4**	104.2	2.2%
AVG. SOLD/LIST RATIO	**100.0%**	100.4%	-0.4%	**99.8%**	100.1%	-0.3%
MEDIAN DAYS ON MARKET	**14**	11	3	**15**	11	4
ACTIVE LISTINGS	**109**	89	22.5%	**n/a**	n/a	n/a
MONTHS OF SUPPLY	**3.6**	2.3	1.4	**n/a**	n/a	n/a



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

GAAR

HISTORICAL MARKET DATA



3RD QUARTER

2020 - 2026

3RD QUARTER HISTORICAL MARKET DATA

CLOSED SALES	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**521**	**523**	**470**	**381**	**415**	**396**	**396**
Augusta County	275	265	242	192	198	187	196
Staunton	118	127	131	83	106	96	92
Waynesboro	128	131	97	106	111	113	108

PENDING SALES	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**549**	**498**	**443**	**373**	**460**	**443**	**447**
Augusta County	309	274	222	182	245	200	201
Staunton	119	109	123	97	115	114	115
Waynesboro	121	115	98	94	100	129	131

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

3RD QUARTER HISTORICAL MARKET DATA

MEDIAN SOLD PRICE ($)	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**242,500**	**260,500**	**291,900**	**314,000**	**319,000**	**330,000**	**350,000**
Augusta County	259,250	285,000	325,000	360,000	342,500	356,535	400,525
Staunton	220,000	225,000	230,000	260,000	299,000	301,323	295,000
Waynesboro	240,000	246,500	260,000	292,500	285,750	311,435	303,990

SOLD DOLLAR VOLUME ($ in millions)	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**135.7**	**153.2**	**155.8**	**135.4**	**145.3**	**140.3**	**154.4**
Augusta County	77.6	88.7	91.8	78.1	76.8	70.2	86.3
Staunton	27.1	30.3	36.4	23.5	34.2	32.0	30.1
Waynesboro	31.0	34.1	27.7	33.8	34.2	38.1	38.0

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

3RD QUARTER HISTORICAL MARKET DATA

AVG SOLD/LIST RATIO	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**98.9%**	**101.4%**	**100.7%**	**100.3%**	**100.7%**	**99.4%**	**99.3%**
Augusta County	98.9%	101.3%	100.6%	100.2%	101.5%	98.8%	99.2%
Staunton	98.6%	101.2%	100.6%	100.1%	99.6%	99.5%	98.9%
Waynesboro	99.4%	102.0%	101.0%	100.7%	100.3%	100.4%	100.0%

MEDIAN DOM (DAYS)	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**7**	**5**	**7**	**6**	**8**	**9**	**12**
Augusta County	6	6	7	6	7	8	14
Staunton	8	5	7	8	9	8	9
Waynesboro	7	5	8	6	8	11	14

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

3RD QUARTER HISTORICAL MARKET DATA

ACTIVE LISTINGS (end of quarter)	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**220**	**209**	**220**	**254**	**280**	**359**	**437**
Augusta County	127	104	118	131	154	188	199
Staunton	58	65	64	72	49	82	129
Waynesboro	35	40	38	51	77	89	109

MONTHS OF SUPPLY	2020 - Q3	2021 - Q3	2022 - Q3	2023 - Q3	2024 - Q3	2025 - Q3	2026 - Q3
GAAR	**1.5**	**1.2**	**1.3**	**2.0**	**2.2**	**2.5**	**3.5**
Augusta County	1.7	1.2	1.4	2.3	2.7	2.7	3.2
Staunton	1.6	1.2	1.2	1.8	1.6	2.3	4.2
Waynesboro	0.9	1.2	1.1	1.8	2.0	2.3	3.6

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

Virginia REALTORS®

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.