

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: July 2025

- › **Sales activity slowed down in July after briefly picking up in June.** Home sales decreased 12.1%, leading to 340 closed sales this month, 47 fewer sales than the previous year. Most local markets saw a drop-off in sales with Louisa County (-30.1%) and Charlottesville (-26%) seeing the biggest declines. Albemarle County was the only local area where sales activity grew (+3.4%).
- › **For the second consecutive month, pending sales outpaced last year in the region.** In July, there were 349 pending sales across the region, up 11.1% from the same time last year, which is 35 additional pending sales. Pending sales went up the most in Greene County with 27 more pending sales (+128.6%) and Albemarle County with 20 additional pending sales (+19.6%). Activity remained unchanged in Charlottesville.
- › **The median sales price in the CAAR footprint dipped this month, largest \$ drop in more than six years.** Regionwide, prices were down \$10,000 with the median home price at \$450,000 in July, 2.2% less than a year ago. This reflects the sharpest \$ decrease in the median price (year-over-year) since March 2019. Several local markets in the region had a lower median price compared to last July including Albemarle County (-2.4%), Charlottesville (-4.7%), and Greene County (-13.1%).
- › **The inventory of active listings is surging in the CAAR market.** There were 1,084 active listings on the market at the end of July, an influx of 281 listings from a year ago (+35%). Active listings grew in all local markets with Louisa County (+99 listings), Albemarle County (+50 listings), and Charlottesville (+47 listings) seeing the largest influx of listings.

INTEREST RATE
TRACKER

30-YR Fixed
15-YR Fixed



August 14, 2025

6.58 %

5.71 %



CAAR Market Dashboard

YoY Chg	Jul-25	Indicator
▼ -12.1%	340	Sales
▲ 11.1%	349	Pending Sales
▲ 22.8%	550	New Listings
▼ -3.7%	\$450,000	Median List Price
▼ -2.2%	\$450,000	Median Sales Price
▲ 4.0%	\$265	Median Price Per Square Foot
▼ -9.3%	\$195.3	Sold Dollar Volume (in millions)
▼ -0.5%	99.5%	Median Sold/Ask Price Ratio
▲ 36.4%	15	Median Days on Market
▲ 35.0%	1,084	Active Listings
▲ 36.4%	3.6	Months of Supply
▼ -23.4%	59	New Construction Sales

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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.

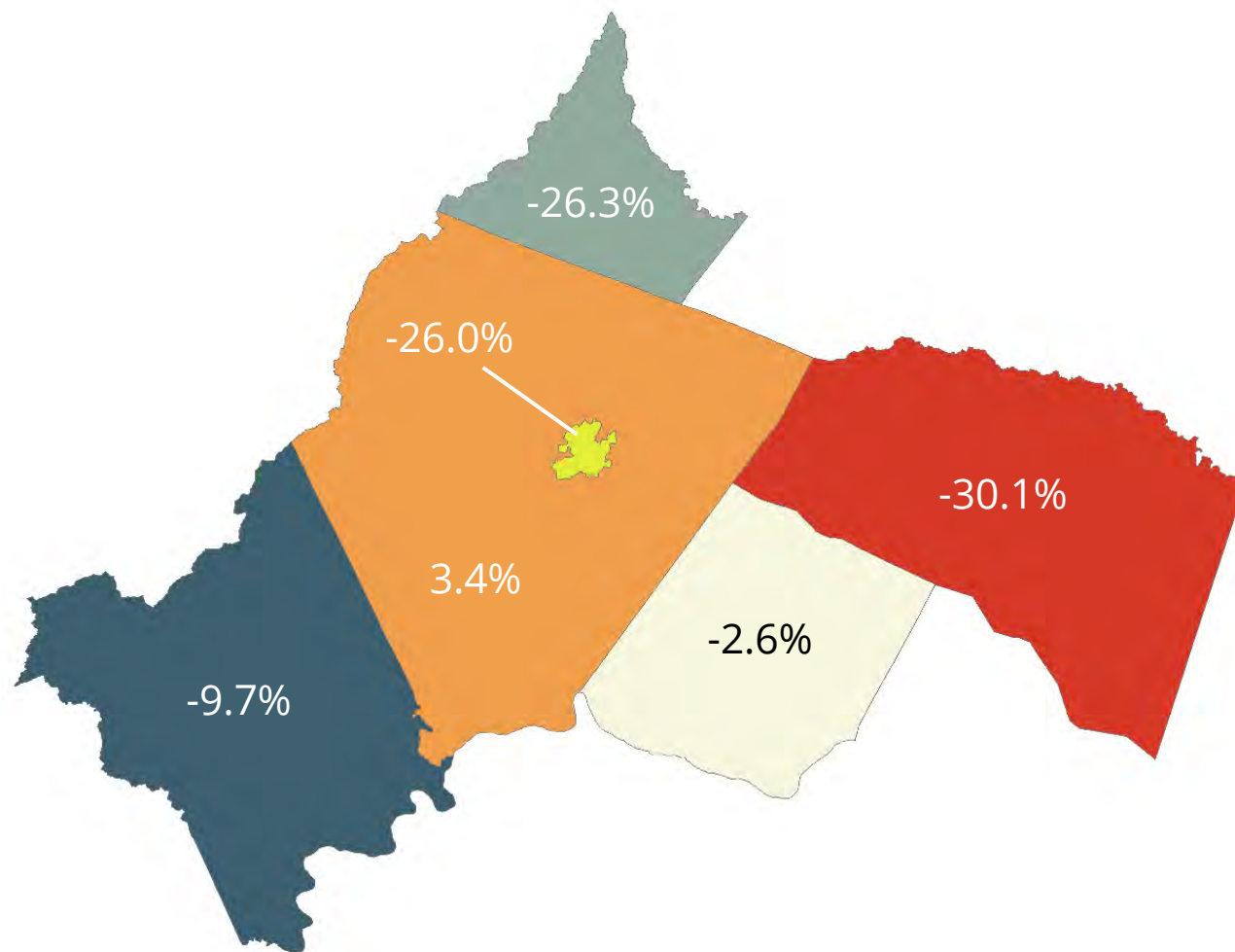
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

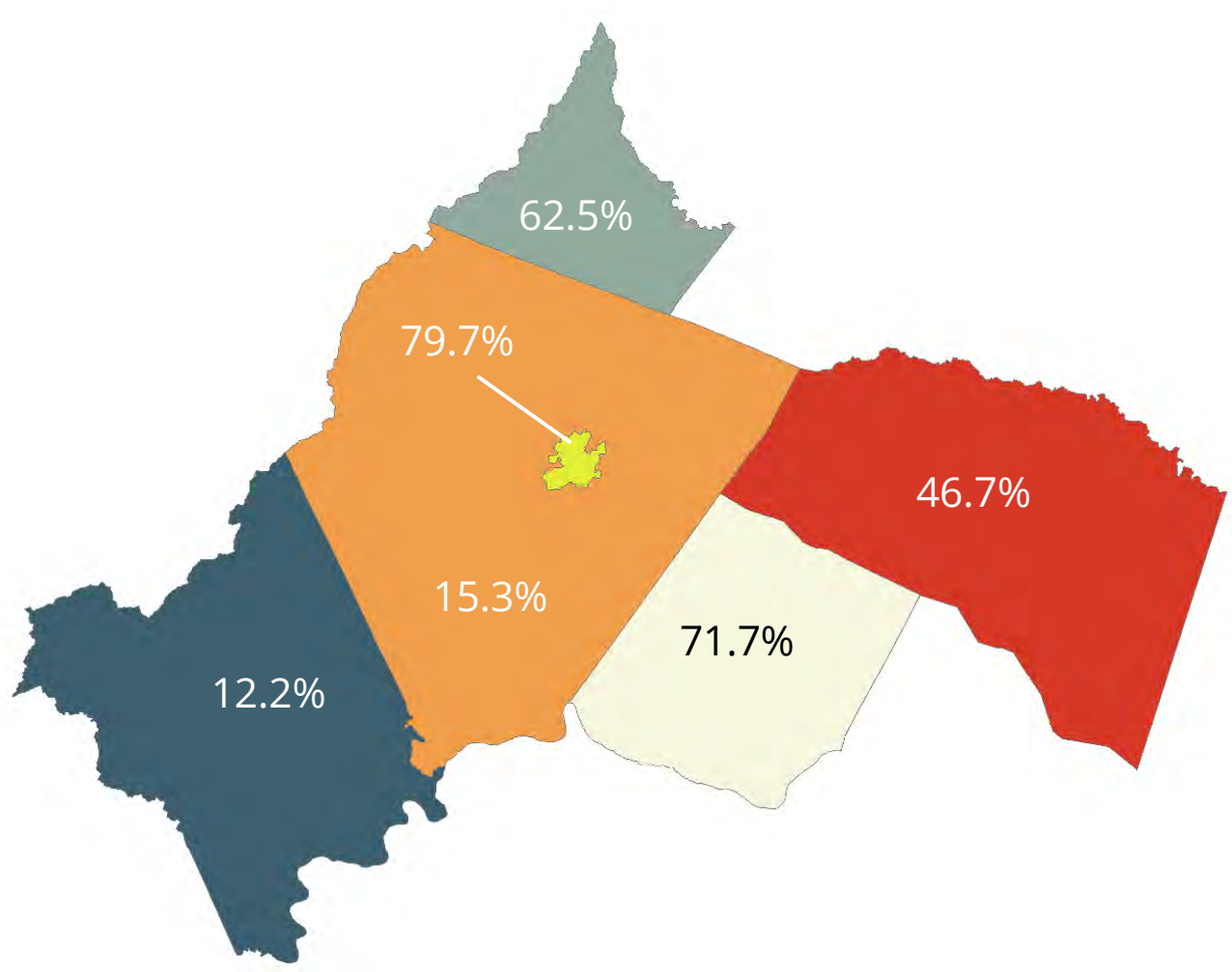


Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	Jul-24	Jul-25	% Chg
Albemarle County	147	152	3.4%
Charlottesville	50	37	-26.0%
Fluvanna County	38	37	-2.6%
Greene County	38	28	-26.3%
Louisa County	83	58	-30.1%
Nelson County	31	28	-9.7%
CAAR	387	340	-12.1%

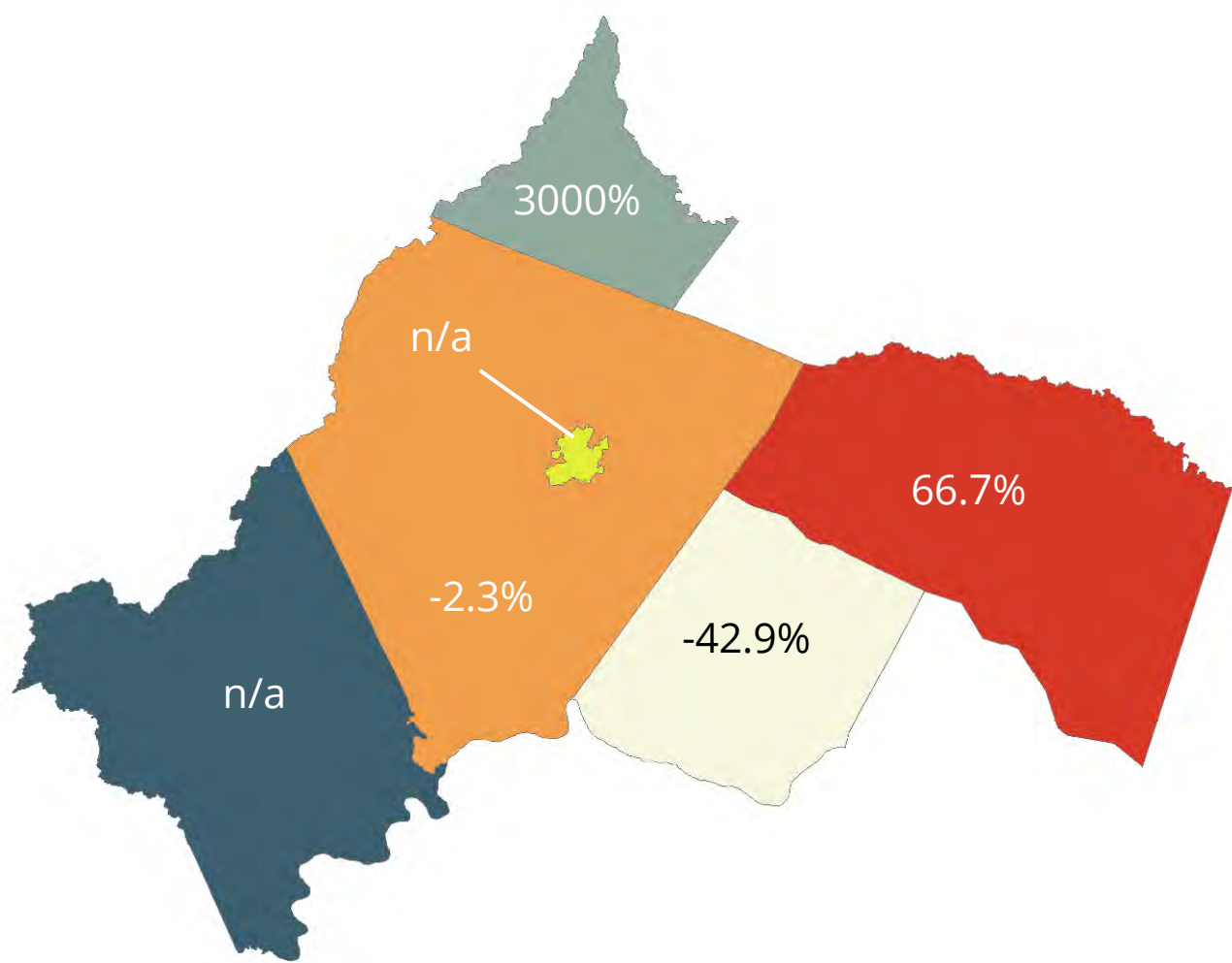
Active Listings: Total Inventory (includes proposed listings)



Jurisdiction	Active Listings		
	Jul-24	Jul-25	% Chg
Albemarle County	326	376	15.3%
Charlottesville	59	106	79.7%
Fluvanna County	60	103	71.7%
Greene County	48	78	62.5%
Louisa County	212	311	46.7%
Nelson County	98	110	12.2%
CAAR	803	1084	35.0%

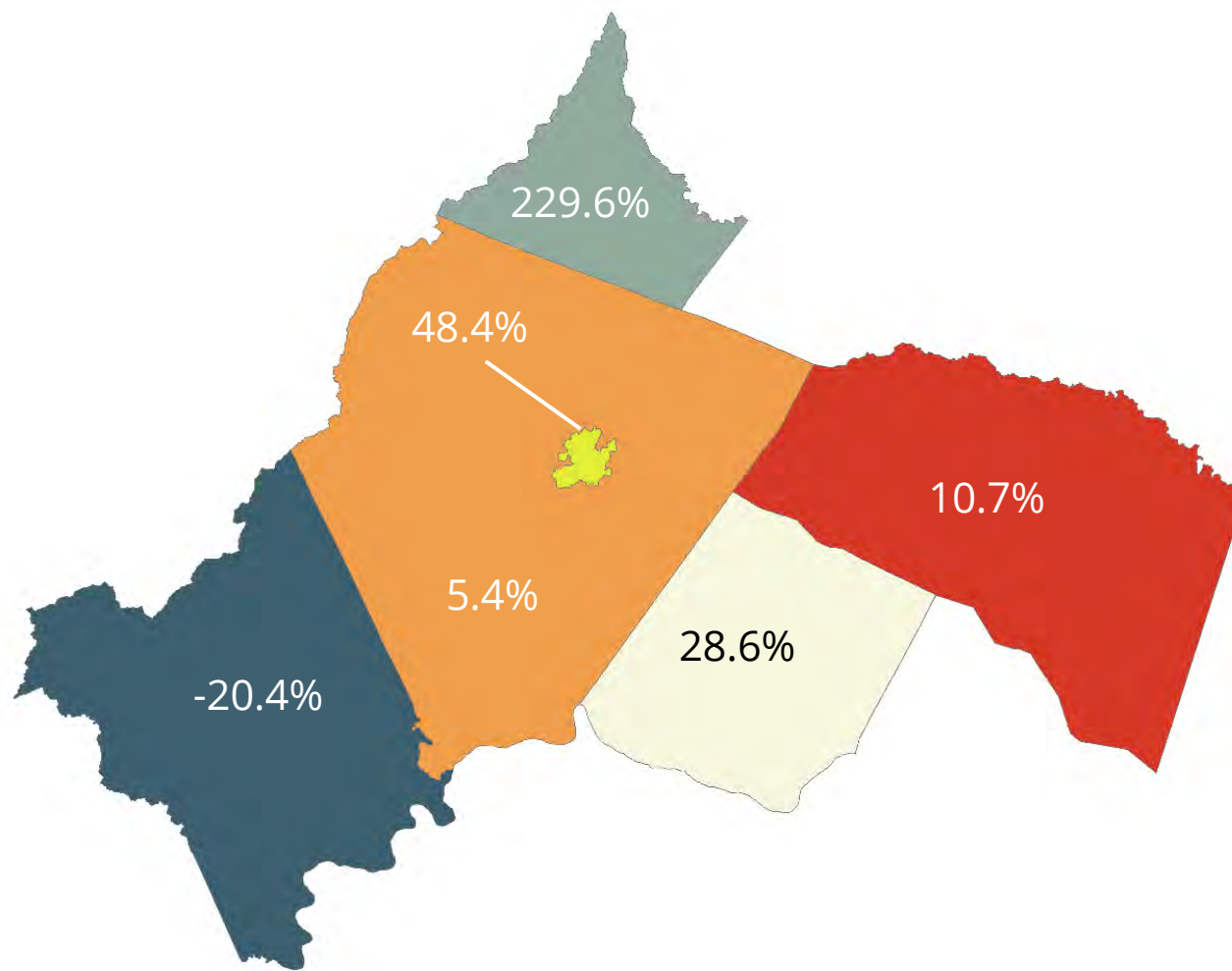
Source: Virginia REALTORS®, data accessed August 15, 2025

Active Listings: Proposed Listings



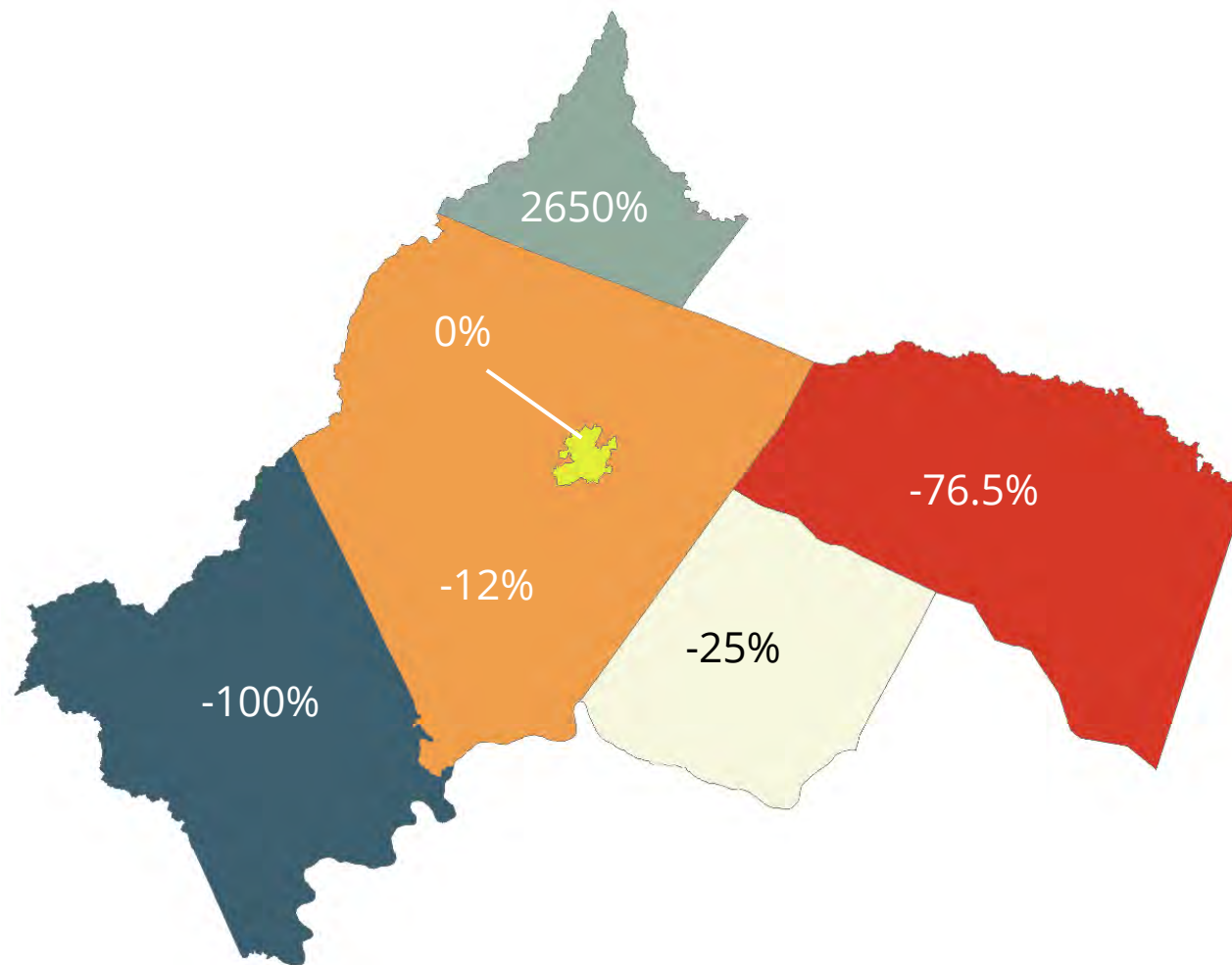
Jurisdiction	Active Listings		
	Jul-24	Jul-25	% Chg
Albemarle County	86	84	-2.3%
Charlottesville	0	2	n/a
Fluvanna County	14	8	-42.9%
Greene County	1	31	3000.0%
Louisa County	12	20	66.7%
Nelson County	0	0	n/a
CAAR	113	145	28.3%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		
	Total Inventory		
	Jul-24	Jul-25	% Chg
Albemarle County	168	177	5.4%
Charlottesville	31	46	48.4%
Fluvanna County	42	54	28.6%
Greene County	27	89	229.6%
Louisa County	131	145	10.7%
Nelson County	49	39	-20.4%
CAAR	448	550	22.8%

New Listings: Proposed Listings



Jurisdiction	New Listings		
	Jul-24	Jul-25	% Chg
Albemarle County	25	22	-12.0%
Charlottesville	1	1	0.0%
Fluvanna County	4	3	-25.0%
Greene County	2	55	2650.0%
Louisa County	17	4	-76.5%
Nelson County	3	0	-100.0%
CAAR	52	85	63.5%

Total Market Overview



Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23Jul-25						
Sales		387	340	-12.1%	2,181	2,122	-2.7%
Pending Sales		314	349	11.1%	2,486	2,443	-1.7%
New Listings		448	550	22.8%	3,323	3,674	10.6%
Median List Price		\$467,059	\$450,000	-3.7%	\$450,000	\$474,000	5.3%
Median Sales Price		\$460,000	\$450,000	-2.2%	\$450,000	\$469,500	4.3%
Median Price Per Square Foot		\$255	\$265	4.0%	\$250	\$268	7.1%
Sold Dollar Volume (in millions)		\$215.4	\$195.3	-9.3%	\$1,240.5	\$1,272.1	2.6%
Median Sold/Ask Price Ratio		100.0%	99.5%	-0.5%	100.0%	100.0%	0.0%
Median Days on Market		11	15	36.4%	9	12	33.3%
Active Listings		803	1,084	35.0%	n/a	n/a	n/a
Months of Supply		2.6	3.6	36.4%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed August 15, 2025

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25				
Sales		361	299	-17.2%	2,019	1,946	-3.6%
Pending Sales		291	314	7.9%	2,304	2,249	-2.4%
New Listings		419	518	23.6%	3,103	3,397	9.5%
Median List Price		\$474,900	\$475,000	0.0%	\$469,000	\$485,000	3.4%
Median Sales Price		\$466,250	\$476,000	2.1%	\$465,988	\$480,000	3.0%
Median Price Per Square Foot		\$255	\$266	4.3%	\$250	\$267	6.8%
Sold Dollar Volume (in millions)		\$203.9	\$183.2	-10.2%	\$1,183.9	\$1,211.2	2.3%
Median Sold/Ask Price Ratio		100.0%	99.9%	-0.1%	100.0%	100.0%	0.0%
Median Days on Market		11	12	9.1%	9	11	22.2%
Active Listings		760	1,015	33.6%	n/a	n/a	n/a
Months of Supply		2.7	3.7	35.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed August 15, 2025

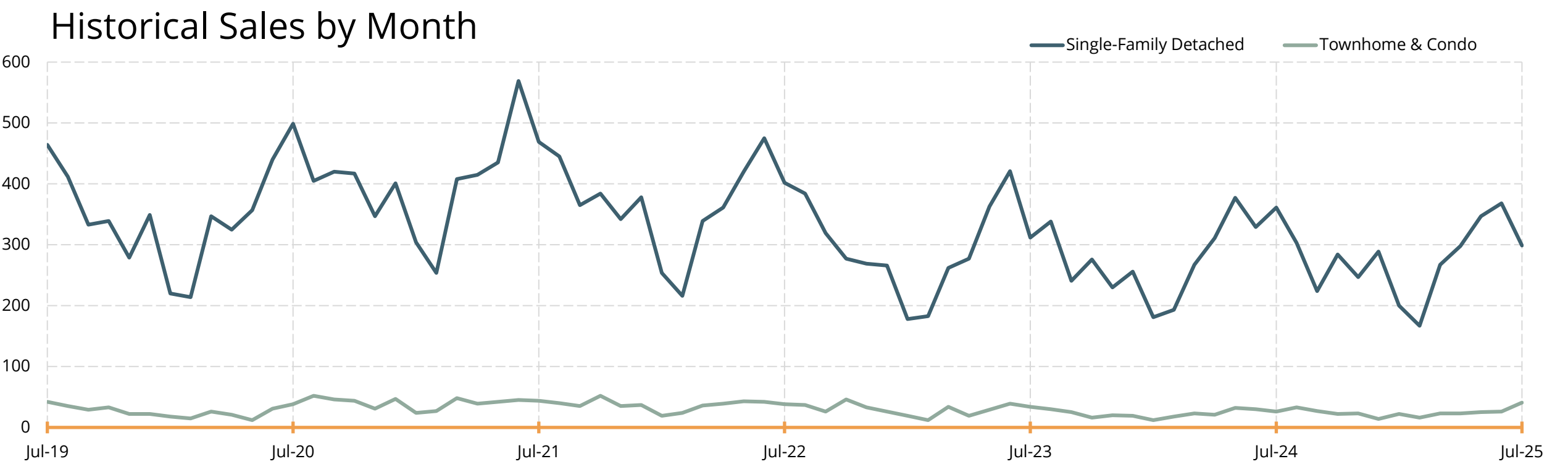
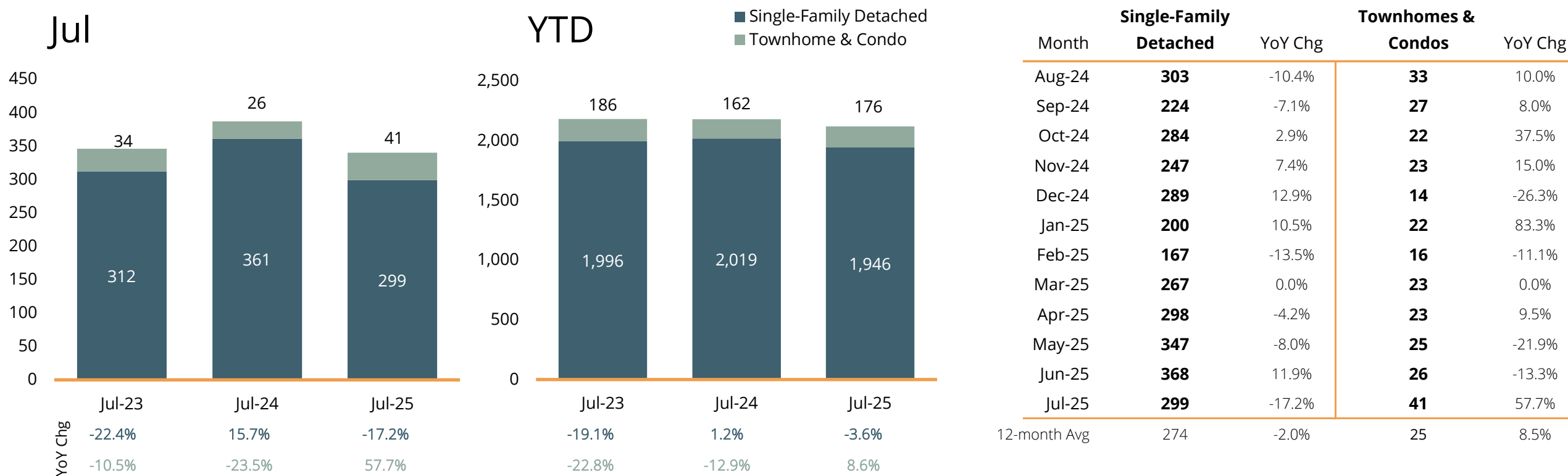
Townhome & Condo Market Overview



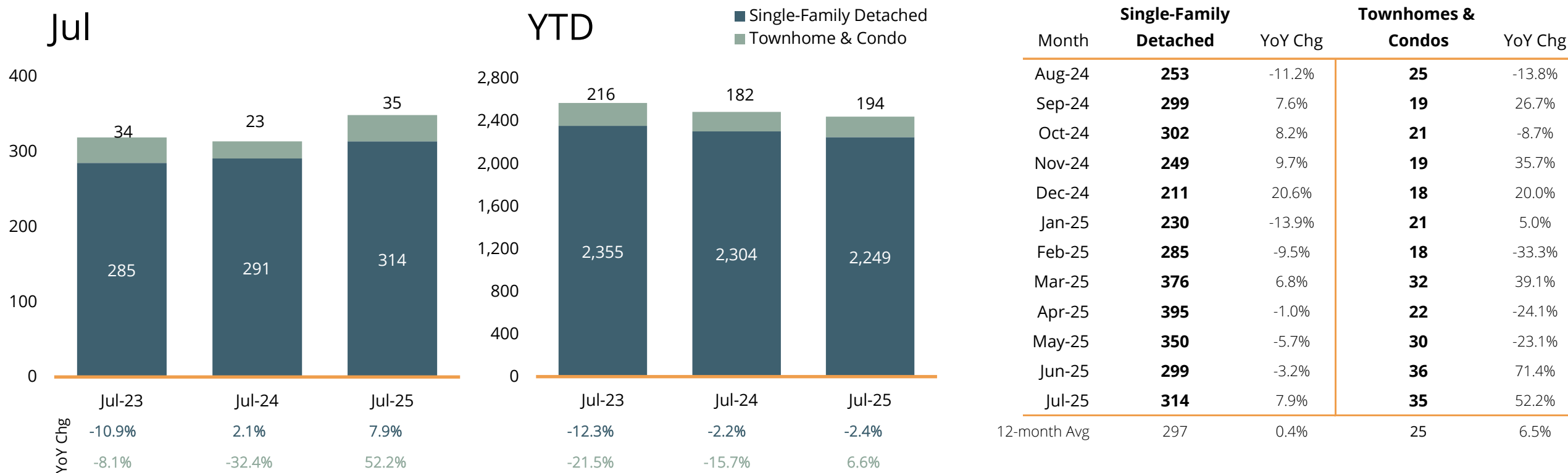
Key Metrics	2-year Trends	Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23		Jul-25				
Sales		26	41	57.7%	162	176	8.6%
Pending Sales		23	35	52.2%	182	194	6.6%
New Listings		29	32	10.3%	220	277	25.9%
Median List Price		\$291,750	\$260,000	-10.9%	\$272,500	\$297,000	9.0%
Median Sales Price		\$290,100	\$260,000	-10.4%	\$267,500	\$286,500	7.1%
Median Price Per Square Foot		\$259	\$249	-4.0%	\$250	\$279	11.7%
Sold Dollar Volume (in millions)		\$11.4	\$12.1	6.0%	\$56.5	\$61.0	7.9%
Median Sold/Ask Price Ratio		99.0%	96.5%	-2.6%	99.4%	98.0%	-1.4%
Median Days on Market		5	41	811.1%	9	20	122.2%
Active Listings		43	69	60.5%	n/a	n/a	n/a
Months of Supply		1.8	2.8	52.4%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed August 15, 2025

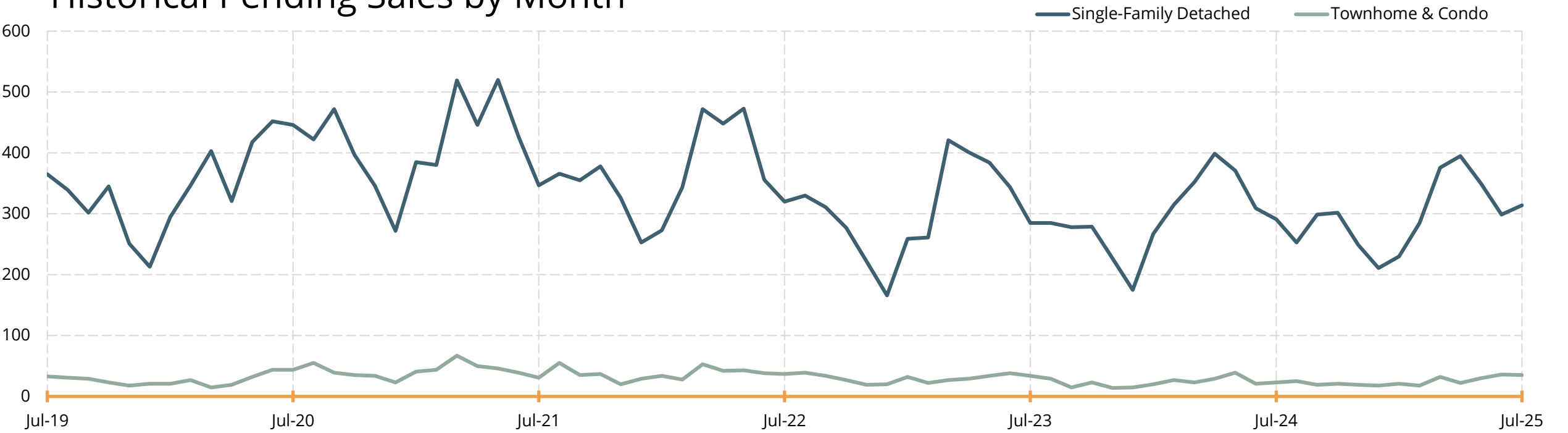
Sales



Pending Sales

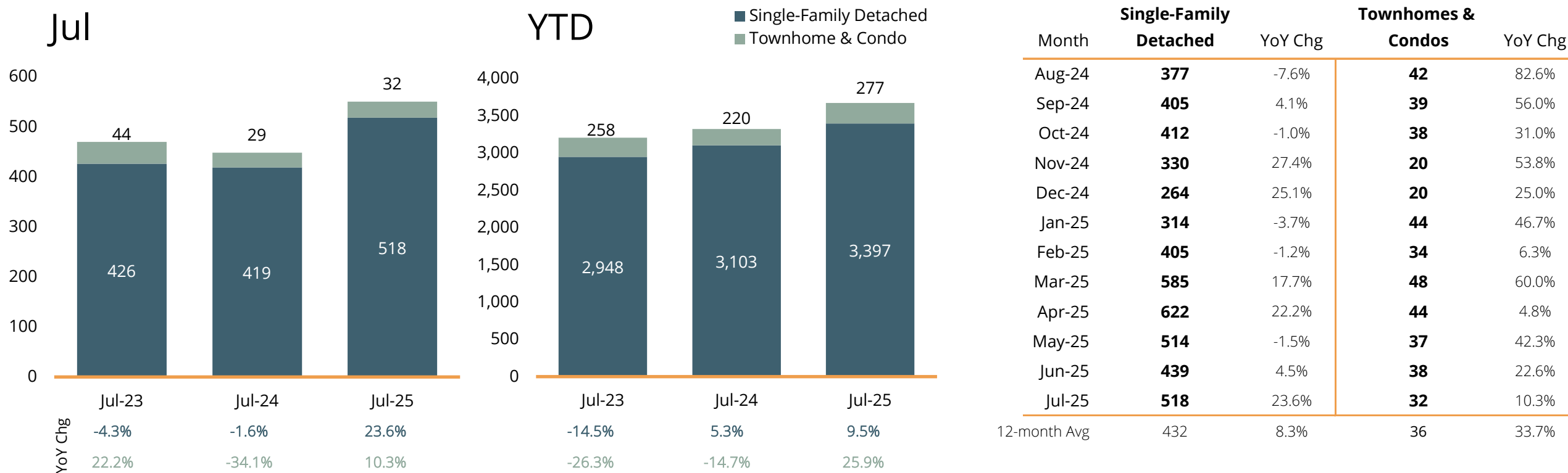


Historical Pending Sales by Month

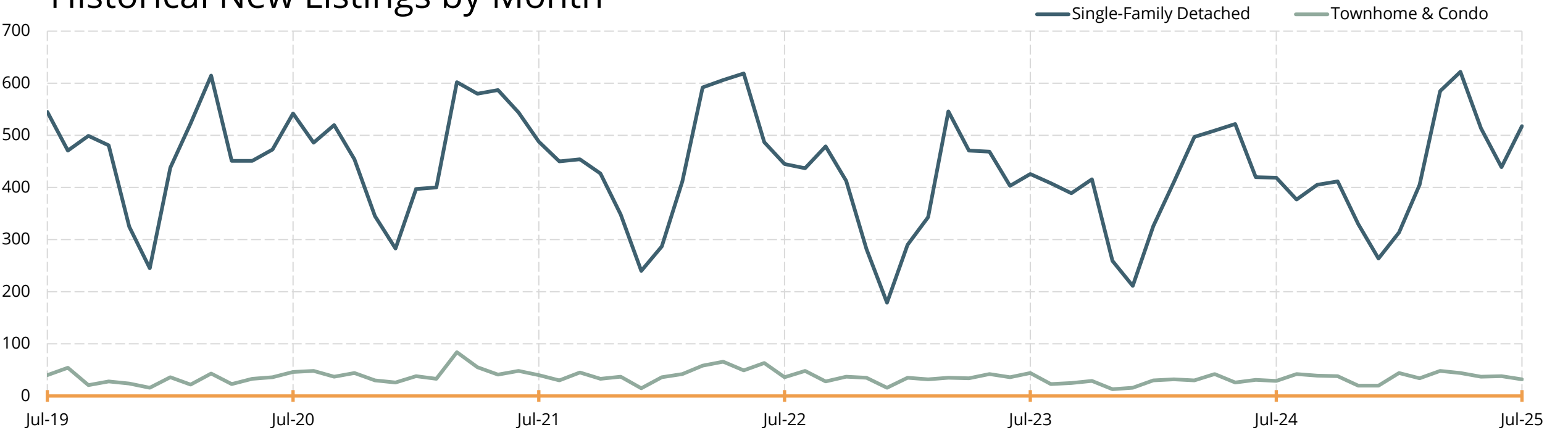


Source: Virginia REALTORS®, data accessed August 15, 2025

New Listings

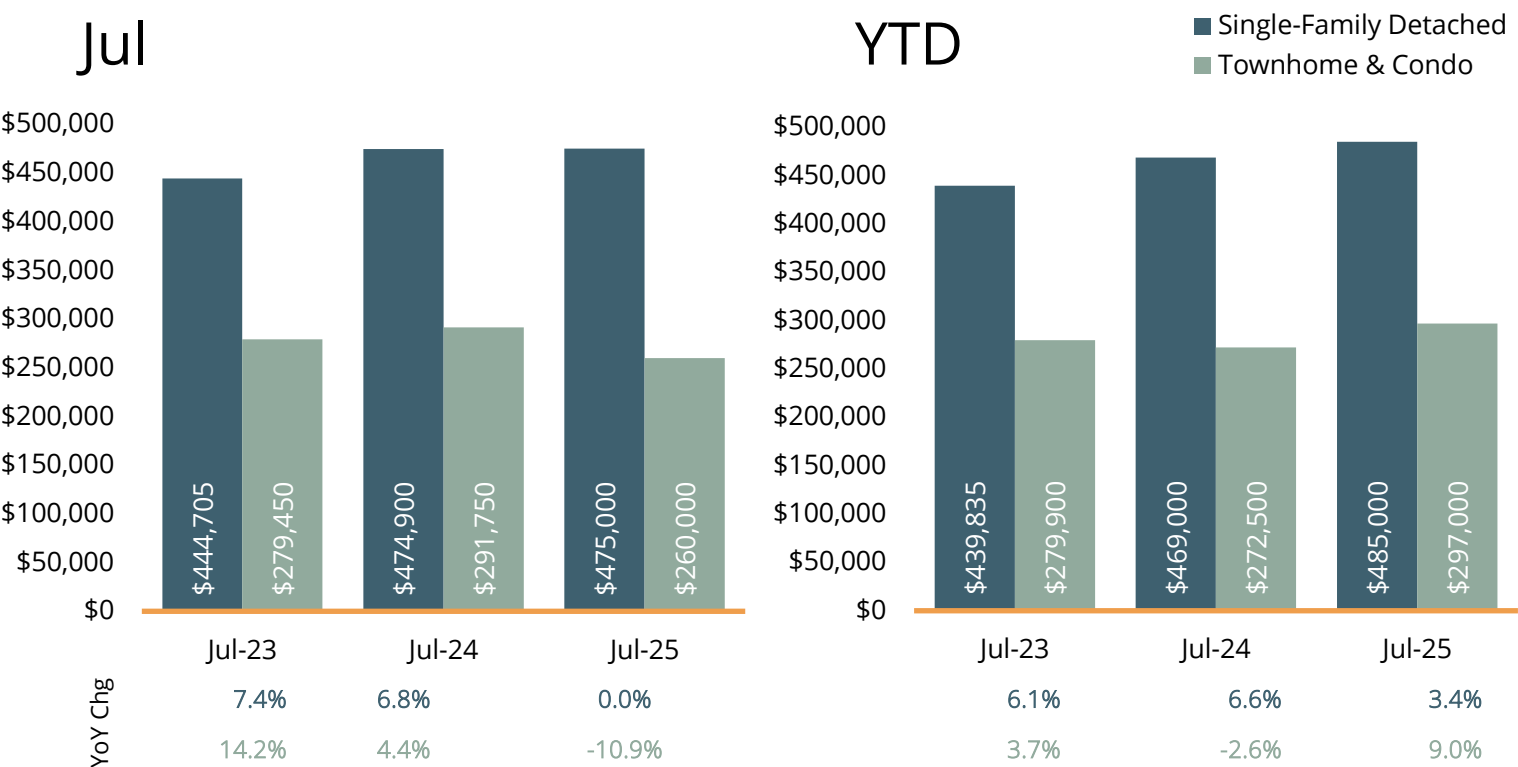


Historical New Listings by Month



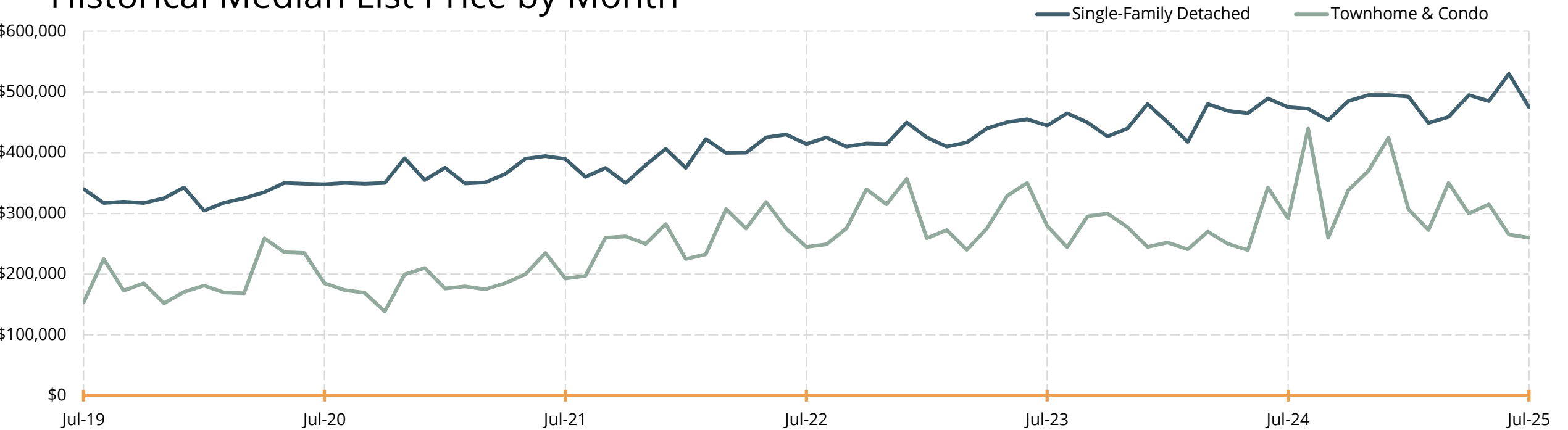
Source: Virginia REALTORS®, data accessed August 15, 2025

Median List Price



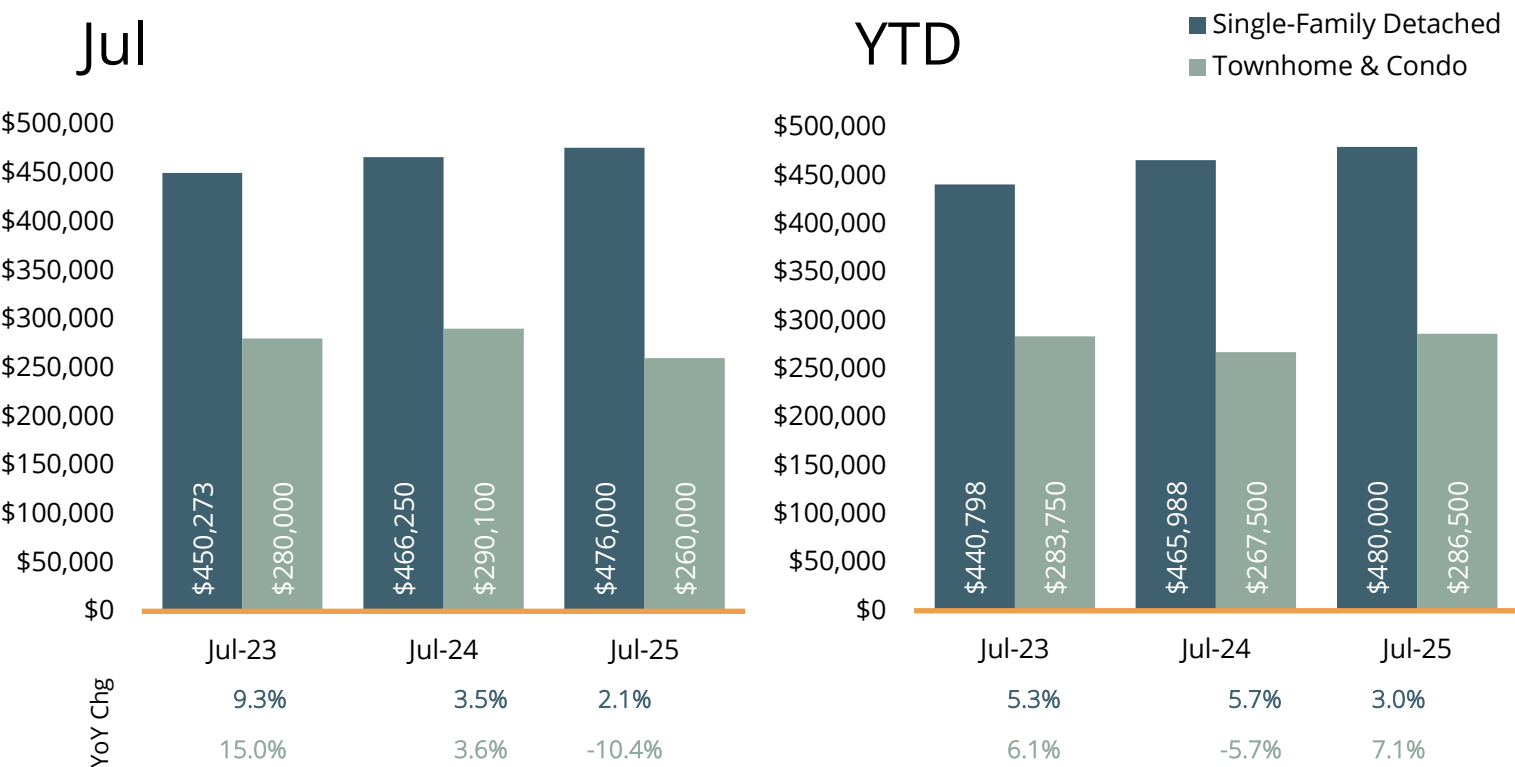
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	\$472,460	1.6%	\$439,500	79.8%
Sep-24	\$453,615	0.8%	\$260,000	-11.9%
Oct-24	\$485,000	13.6%	\$337,950	12.7%
Nov-24	\$495,000	12.5%	\$370,000	33.4%
Dec-24	\$494,633	3.0%	\$424,500	73.3%
Jan-25	\$492,448	9.4%	\$306,750	21.7%
Feb-25	\$449,000	7.5%	\$272,450	13.0%
Mar-25	\$458,694	-4.4%	\$349,999	29.6%
Apr-25	\$495,000	5.5%	\$300,000	20.0%
May-25	\$485,000	4.3%	\$315,000	31.4%
Jun-25	\$529,950	8.4%	\$264,988	-22.7%
Jul-25	\$475,000	0.0%	\$260,000	-10.9%
12-month Avg	\$482,150	5.1%	\$325,095	20.1%

Historical Median List Price by Month



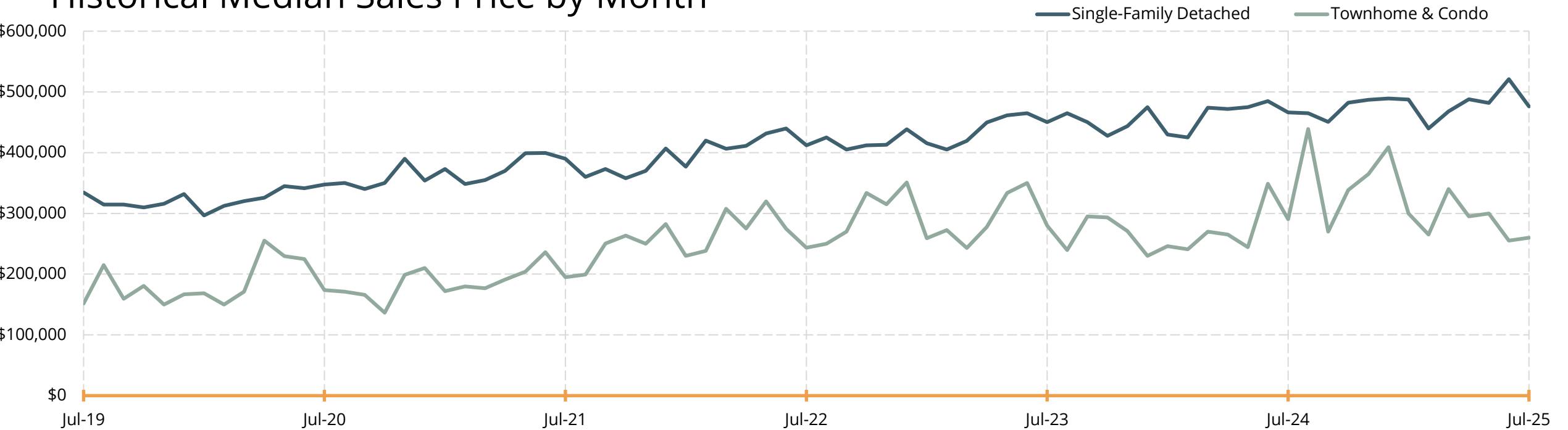
Source: Virginia REALTORS®, data accessed August 15, 2025

Median Sales Price



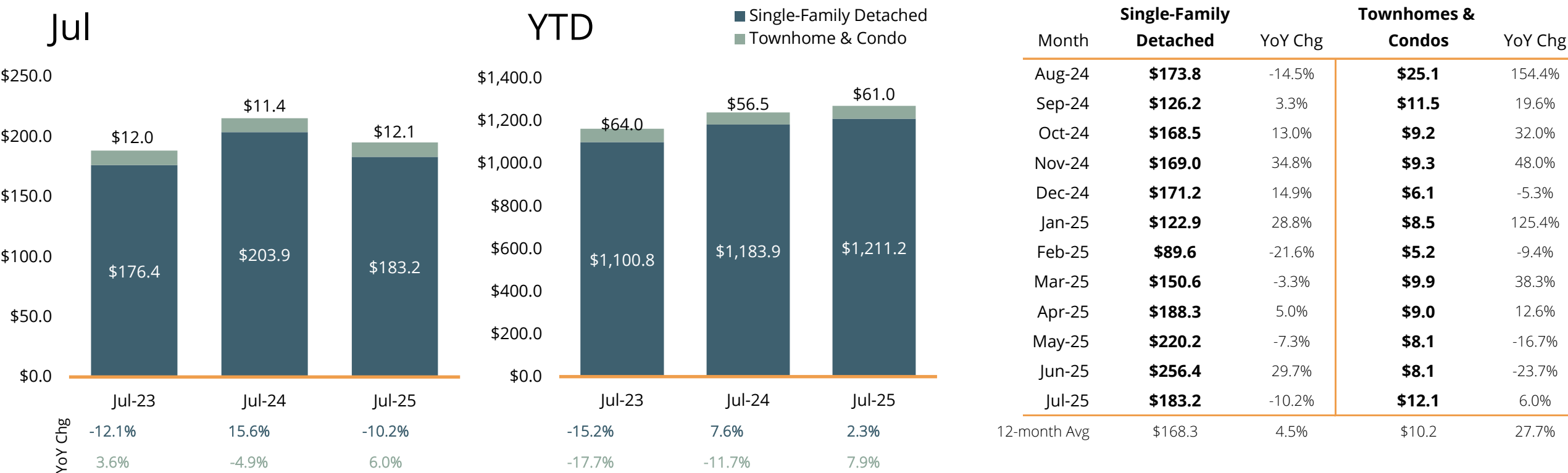
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	\$465,000	0.0%	\$439,000	83.3%
Sep-24	\$450,500	0.1%	\$270,000	-8.5%
Oct-24	\$482,276	12.8%	\$338,450	15.3%
Nov-24	\$487,000	9.7%	\$365,000	34.7%
Dec-24	\$489,000	3.0%	\$409,000	77.8%
Jan-25	\$487,500	13.4%	\$300,000	21.8%
Feb-25	\$440,000	3.5%	\$265,000	10.0%
Mar-25	\$468,000	-1.3%	\$340,000	25.9%
Apr-25	\$488,000	3.4%	\$295,000	11.3%
May-25	\$481,713	1.4%	\$300,000	22.7%
Jun-25	\$521,000	7.4%	\$255,000	-26.9%
Jul-25	\$476,000	2.1%	\$260,000	-10.4%
12-month Avg	\$477,999	4.5%	\$319,704	18.6%

Historical Median Sales Price by Month

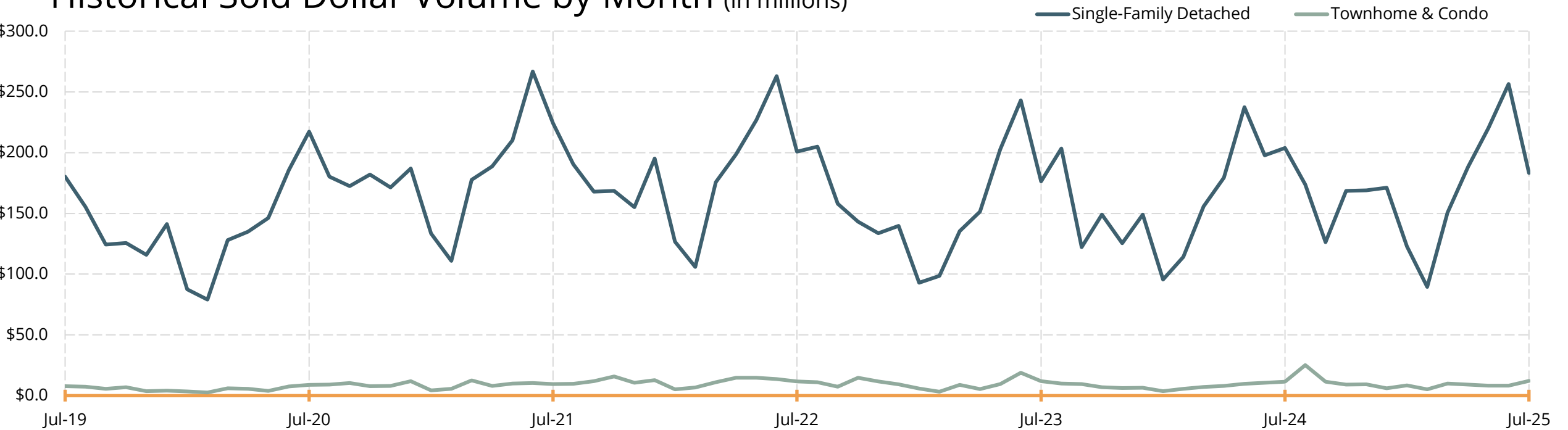


Source: Virginia REALTORS®, data accessed August 15, 2025

Sold Dollar Volume (in millions)

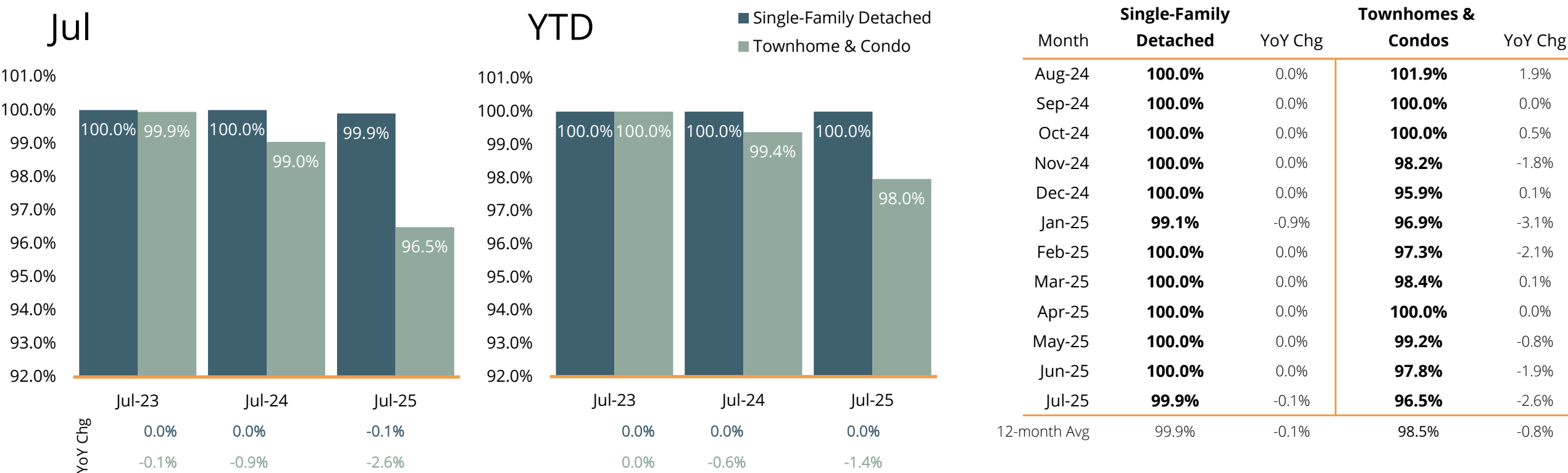


Historical Sold Dollar Volume by Month (in millions)

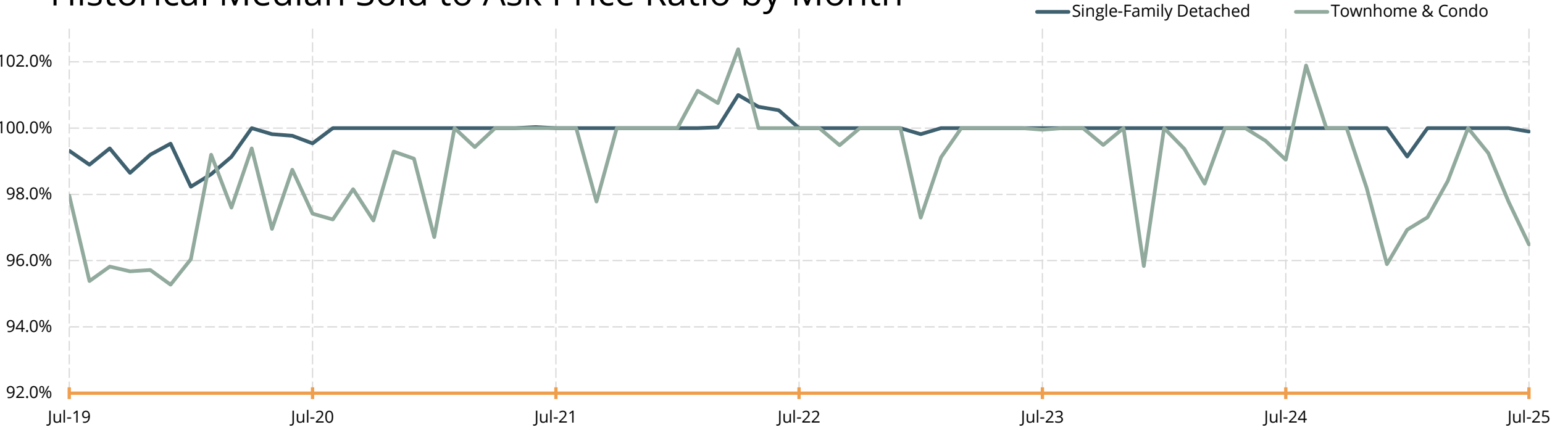


Source: Virginia REALTORS®, data accessed August 15, 2025

Median Sold to Ask Price Ratio

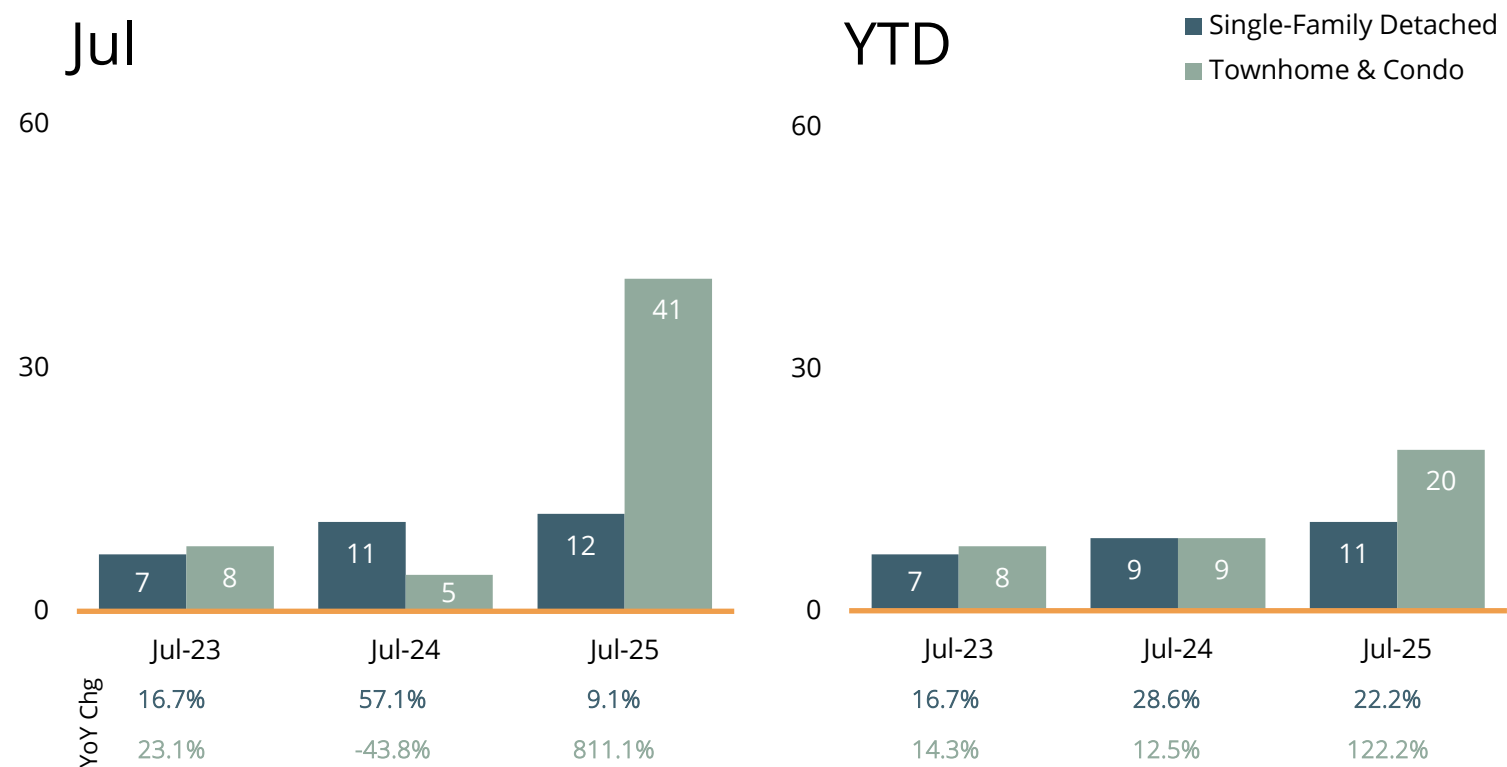


Historical Median Sold to Ask Price Ratio by Month



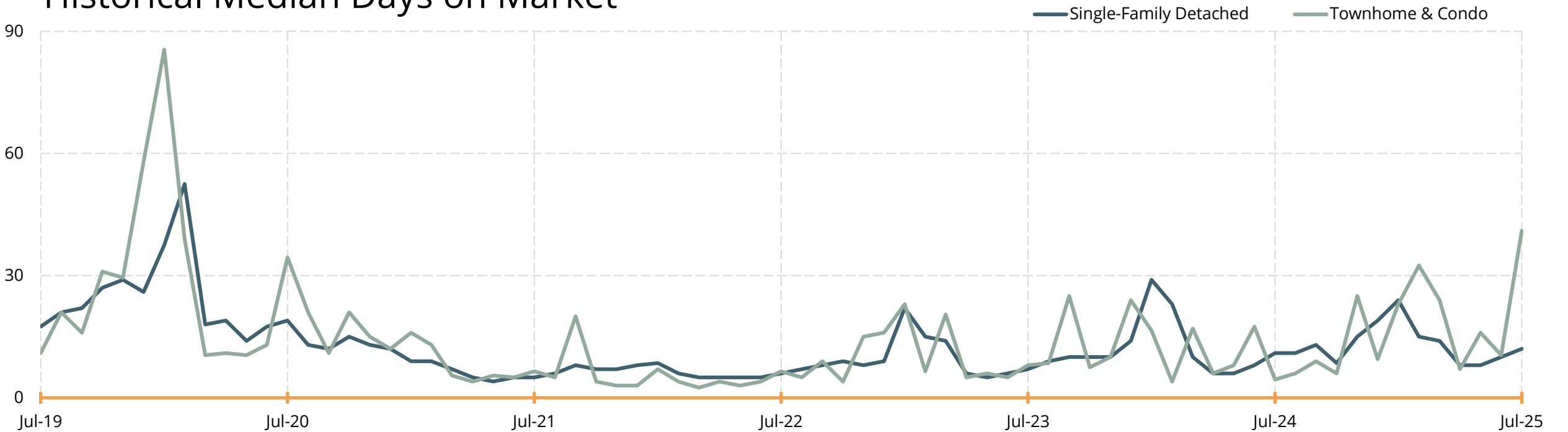
Source: Virginia REALTORS®, data accessed August 15, 2025

Median Days on Market



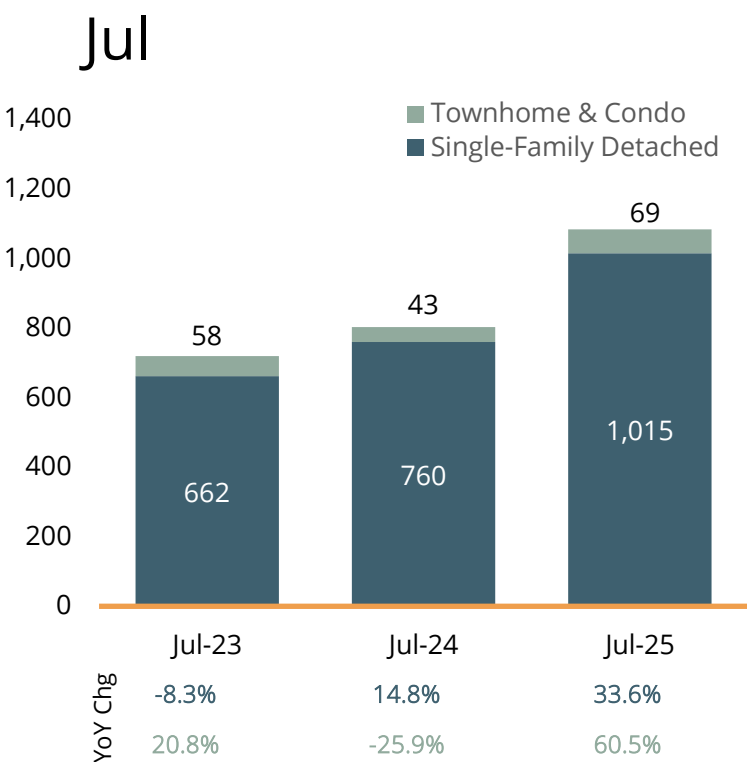
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	11	22.2%	6	-29.4%
Sep-24	13	30.0%	9	-64.0%
Oct-24	9	-15.0%	6	-20.0%
Nov-24	15	50.0%	25	150.0%
Dec-24	19	35.7%	10	-60.4%
Jan-25	24	-17.2%	23	39.4%
Feb-25	15	-34.8%	33	712.5%
Mar-25	14	40.0%	24	41.2%
Apr-25	8	33.3%	7	16.7%
May-25	8	33.3%	16	100.0%
Jun-25	10	25.0%	11	-40.0%
Jul-25	12	9.1%	41	811.1%
12-month Avg	13	7.9%	17	41.1%

Historical Median Days on Market



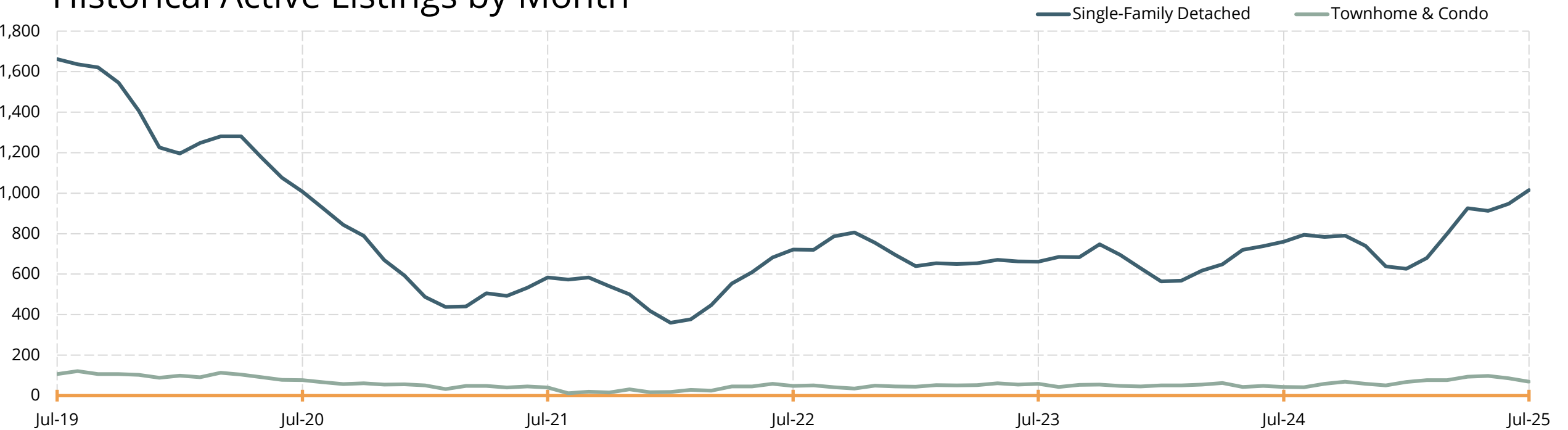
Source: Virginia REALTORS®, data accessed August 15, 2025

Active Listings



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	794	15.9%	41	-4.7%
Sep-24	784	14.6%	58	9.4%
Oct-24	790	5.6%	69	25.5%
Nov-24	739	6.2%	58	20.8%
Dec-24	638	1.4%	51	13.3%
Jan-25	626	11.0%	68	33.3%
Feb-25	680	19.7%	76	49.0%
Mar-25	799	29.5%	76	38.2%
Apr-25	926	42.7%	94	51.6%
May-25	912	26.7%	98	127.9%
Jun-25	948	28.5%	86	79.2%
Jul-25	1,015	33.6%	69	60.5%
12-month Avg	804	19.8%	70	41.4%

Historical Active Listings by Month

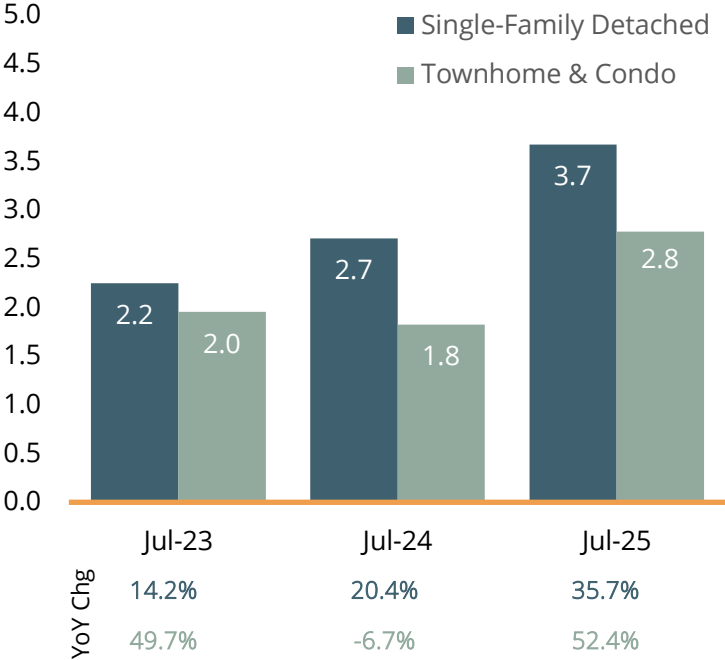


Source: Virginia REALTORS®, data accessed August 15, 2025

Months of Supply

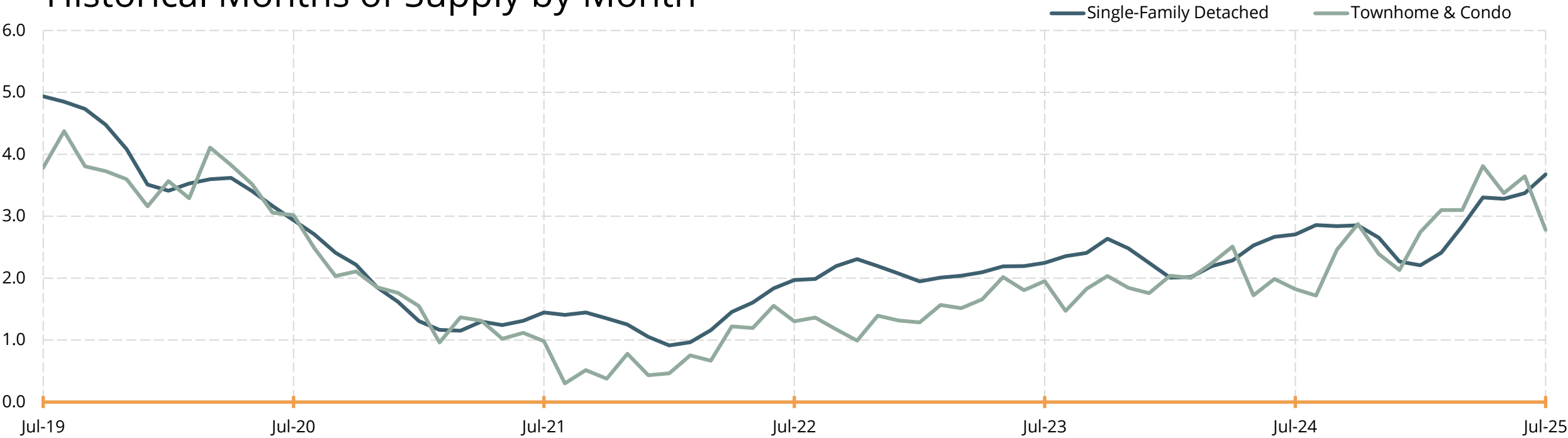


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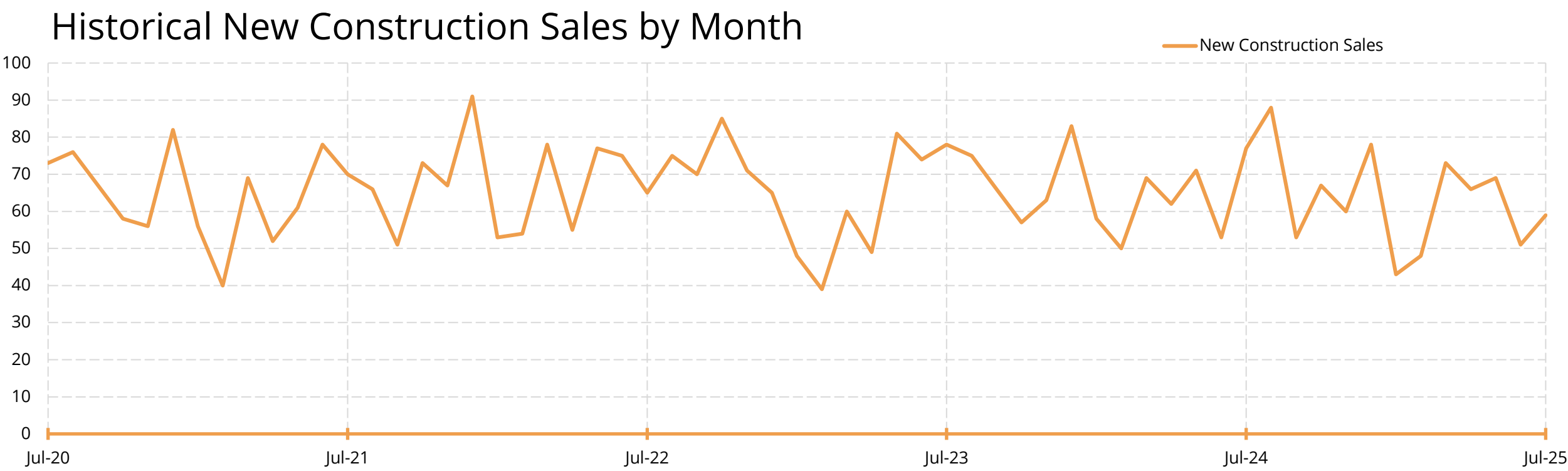
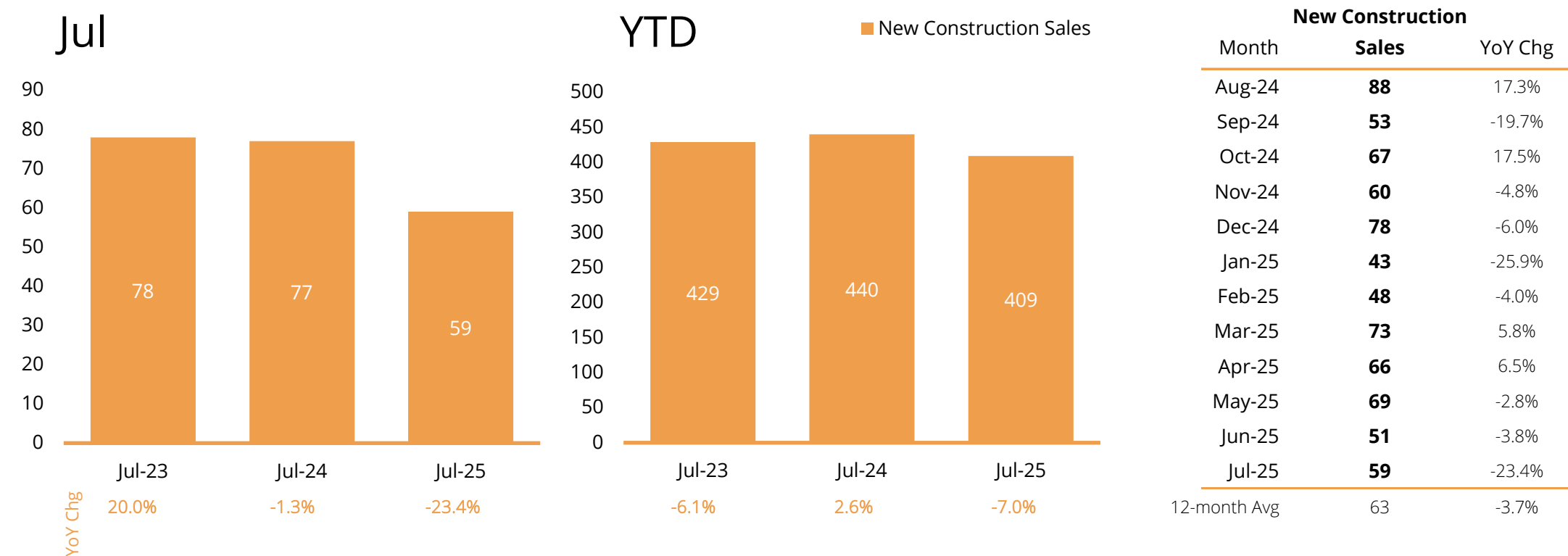
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-24	2.9	21.3%	1.7	16.7%
Sep-24	2.8	17.9%	2.5	34.6%
Oct-24	2.9	8.3%	2.9	41.1%
Nov-24	2.7	7.1%	2.4	29.6%
Dec-24	2.3	1.0%	2.1	21.2%
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
12-month Avg	2.9	21.1%	2.8	46.6%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed August 15, 2025

New Construction Sales



Source: Virginia REALTORS®, data accessed August 15, 2025

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Albemarle County	168	177	5.4%	147	152	3.4%	\$532,113	\$519,200	-2.4%	326	376	15.3%	2.6	3.0	15.3%
Charlottesville	31	46	48.4%	50	37	-26.0%	\$535,000	\$510,000	-4.7%	59	106	79.7%	1.8	3.3	87.7%
Fluvanna County	42	54	28.6%	38	37	-2.6%	\$354,500	\$376,000	6.1%	60	103	71.7%	1.9	3.1	63.6%
Greene County	27	89	229.6%	38	28	-26.3%	\$459,640	\$399,450	-13.1%	48	78	62.5%	2.4	3.4	46.4%
Louisa County	131	145	10.7%	83	58	-30.1%	\$379,950	\$417,500	9.9%	212	311	46.7%	3.2	5.2	65.0%
Nelson County	49	39	-20.4%	31	28	-9.7%	\$400,000	\$414,000	3.5%	98	110	12.2%	4.0	4.2	4.4%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Albemarle County	1,469	1,409	-4.1%	908	881	-3.0%	\$530,000	\$549,900	3.8%	326	376	15.3%
Charlottesville	340	415	22.1%	258	246	-4.7%	\$520,000	\$500,000	-3.8%	59	106	79.7%
Fluvanna County	316	356	12.7%	227	250	10.1%	\$350,000	\$378,050	8.0%	60	103	71.7%
Greene County	232	397	71.1%	161	167	3.7%	\$400,000	\$429,000	7.3%	48	78	62.5%
Louisa County	716	825	15.2%	475	411	-13.5%	\$389,500	\$410,000	5.3%	212	311	46.7%
Nelson County	250	272	8.8%	152	167	9.9%	\$399,000	\$430,000	7.8%	98	110	12.2%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Albemarle County	157	168	7.0%	134	127	-5.2%	\$551,000	\$569,000	3.3%	313	360	15.0%	2.7	3.1	16.8%
Charlottesville	27	37	37.0%	42	29	-31.0%	\$562,500	\$560,000	-0.4%	50	87	74.0%	1.8	3.2	74.5%
Fluvanna County	42	54	28.6%	38	37	-2.6%	\$354,500	\$376,000	6.1%	60	103	71.7%	1.9	3.1	64.4%
Greene County	27	89	229.6%	38	28	-26.3%	\$459,640	\$399,450	-13.1%	48	78	62.5%	2.4	3.4	45.8%
Louisa County	130	144	10.8%	83	58	-30.1%	\$379,950	\$417,500	9.9%	210	310	47.6%	3.2	5.3	64.3%
Nelson County	36	26	-27.8%	26	20	-23.1%	\$417,500	\$442,500	6.0%	79	77	-2.5%	4.4	4.2	-4.3%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Albemarle County	1,380	1,291	-6.4%	841	799	-5.0%	\$550,000	\$570,000	3.6%	313	360	15.0%
Charlottesville	282	347	23.0%	208	205	-1.4%	\$557,500	\$543,500	-2.5%	50	87	74.0%
Fluvanna County	315	355	12.7%	226	249	10.2%	\$350,000	\$378,050	8.0%	60	103	71.7%
Greene County	232	397	71.1%	161	167	3.7%	\$400,000	\$429,000	7.3%	48	78	62.5%
Louisa County	711	821	15.5%	470	409	-13.0%	\$389,000	\$410,000	5.4%	210	310	47.6%
Nelson County	183	186	1.6%	113	117	3.5%	\$489,500	\$485,000	-0.9%	79	77	-2.5%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Albemarle County	11	9	-18.2%	13	25	92.3%	\$257,000	\$235,000	-8.6%	13	16	23%	1.3	1.4	4%
Charlottesville	4	9	125.0%	8	8	0.0%	\$369,950	\$345,000	-6.7%	9	19	111.1%	1.5	4.0	170.4%
Fluvanna County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Louisa County	1	1	0.0%	0	0	n/a	\$0	\$0	n/a	2	1	-50.0%	1.6	2.0	25.0%
Nelson County	13	13	0.0%	5	8	60.0%	\$380,000	\$272,750	-28.2%	19	33	73.7%	3.0	4.2	40.8%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg	Jul-24	Jul-25	% chg
Albemarle County	89	118	32.6%	67	82	22.4%	\$240,000	\$277,500	15.6%	13	16	23.1%
Charlottesville	58	68	17.2%	50	41	-18.0%	\$320,250	\$306,000	-4.4%	9	19	111.1%
Fluvanna County	1	1	0.0%	1	1	0.0%	\$345,000	\$293,288	-15.0%	0	0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	5	4	-20.0%	5	2	-60.0%	\$655,000	\$537,500	-17.9%	2	1	-50.0%
Nelson County	67	86	28.4%	39	50	28.2%	\$237,500	\$263,250	10.8%	19	33	73.7%



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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