

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

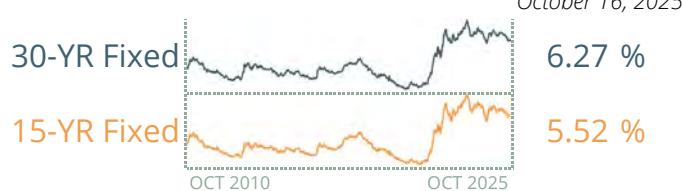
CAAR Market Indicators Report



Key Market Trends: September 2025

- › **Sales activity jumped across the CAAR market this month.** Home sales increased 16.3%, bringing the total sales count to 292 in the area, 41 more sales than the year before. There was double-digit growth in Greene County with 17 additional sales (+85.0%) and Charlottesville which had 12 more home sales (+52.2%). Louisa County was the only market where activity fell, ending the month with five fewer sales (-8.2%). Albemarle County had 7 more sales than last September (+7%).
- › **Pending sales grew for the fourth consecutive month in the CAAR area.** Regionwide, there were 353 pending sales this month, up 11% from the previous year, an additional 35 pending sales. In Greene County pending sales rose for the third straight month with 19 more than last year (+95.0%). Fluvanna County (-22.0%) and Louisa County (-11.4%) experienced a dip in pending sales with both having nine fewer than the year before. Both Charlottesville (+25.7) and Albemarle County (+9.3%) also had more pending sales than a year ago.
- › **The median home price increased this month after falling for the last two months.** At \$449,995, the regionwide median sales price was 3.4% higher than a year earlier, a \$14,995 price gain. Charlottesville experienced a \$187,300 reduction in sales price with the median cost at \$456,000 in September, down 29.1% from a year ago. Prices surged in areas such as Albemarle County with a \$102,550 jump in median price (+18.4%) and Nelson County (+13.4%).
- › **Supply expanded as the number of active listings surged in the CAAR footprint.** September ended with 1,128 listings on the market, up 34.0% or 286 listings from the same time a year ago. Listings were on the rise in Albemarle County with 108 more listings compared to last September (+34.3%) and Louisa County with 88 additional listings (+41.9%). Nelson County had 10 fewer listings than the year before (-9.8%).

INTEREST RATE TRACKER



CAAR Market Dashboard

| YoY Chg | Sep-25 | Indicator |
|---------|-----------|----------------------------------|
| ▲ 16.3% | 292 | Sales |
| ▲ 11.0% | 353 | Pending Sales |
| ▲ 22.7% | 545 | New Listings |
| ▲ 0.2% | \$449,950 | Median List Price |
| ▲ 3.4% | \$449,995 | Median Sales Price |
| ▲ 4.3% | \$268 | Median Price Per Square Foot |
| ▲ 31.6% | \$181.2 | Sold Dollar Volume (in millions) |
| — 0.0% | 100.0% | Median Sold/Ask Price Ratio |
| ▲ 42.3% | 19 | Median Days on Market |
| ▲ 34.0% | 1,128 | Active Listings |
| ▲ 31.2% | 3.7 | Months of Supply |
| ▲ 32.1% | 70 | 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.

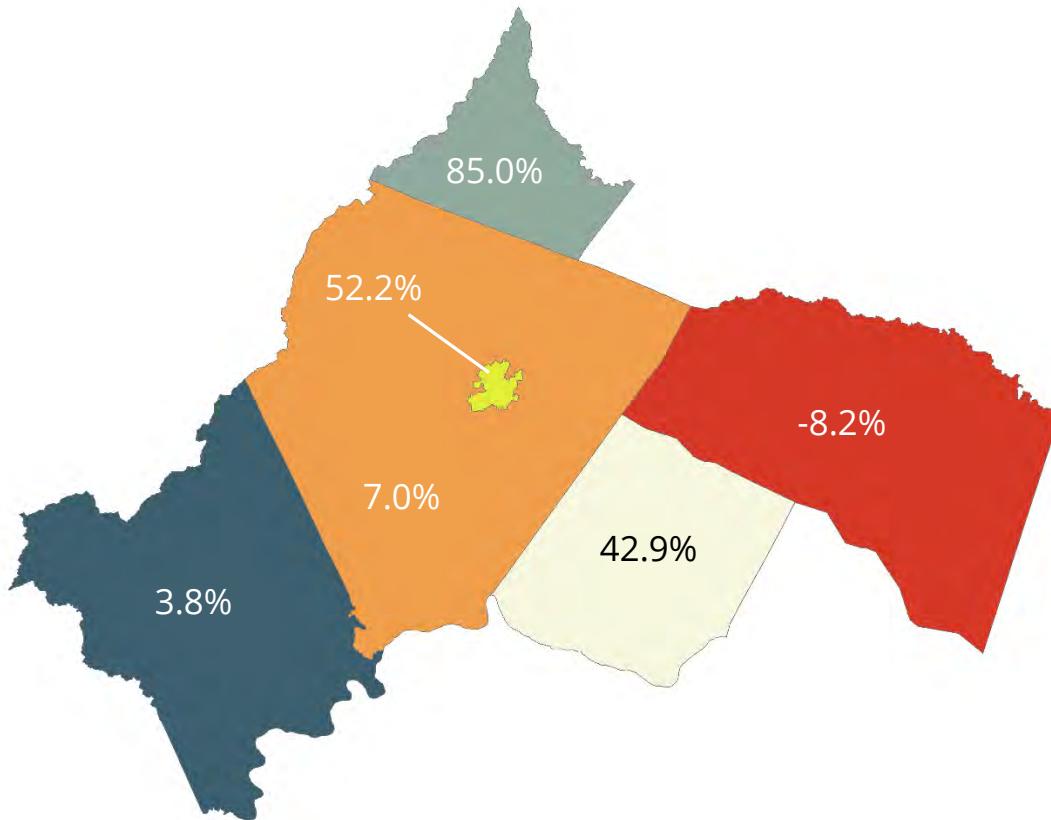
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

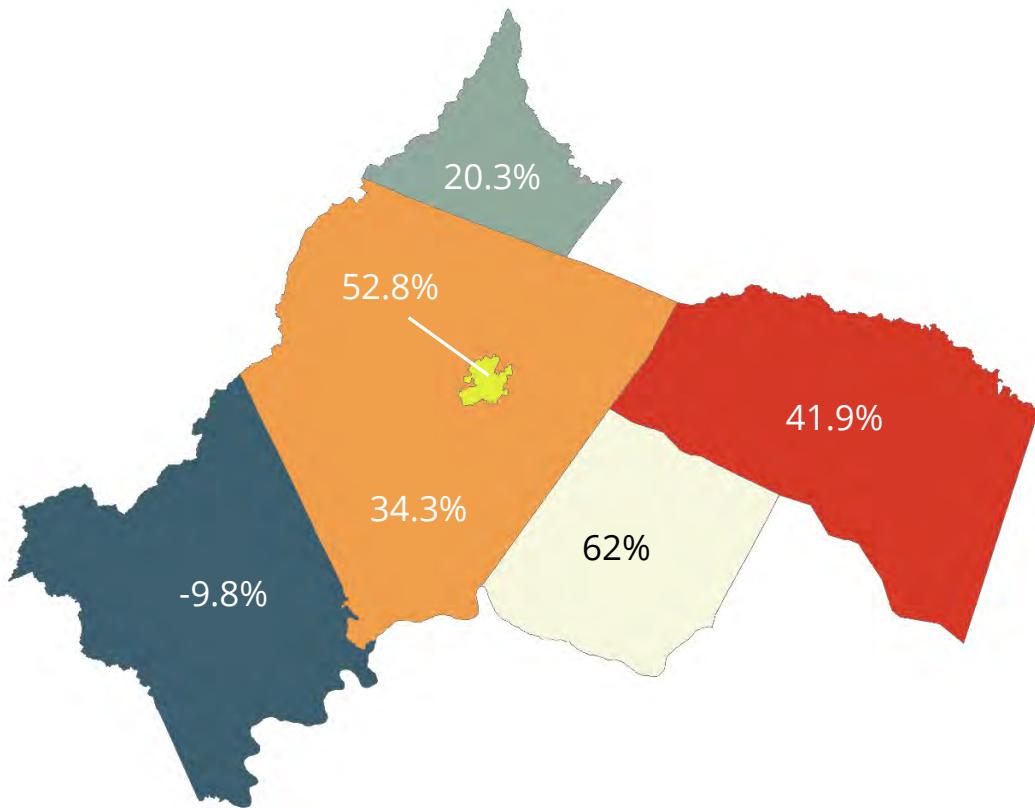


Market Activity - CAAR Footprint



| Jurisdiction | Sep-24 | Sep-25 | % Chg |
|------------------|------------|------------|--------------|
| Albemarle County | 100 | 107 | 7.0% |
| Charlottesville | 23 | 35 | 52.2% |
| Fluvanna County | 21 | 30 | 42.9% |
| Greene County | 20 | 37 | 85.0% |
| Louisa County | 61 | 56 | -8.2% |
| Nelson County | 26 | 27 | 3.8% |
| CAAR | 251 | 292 | 16.3% |

Active Listings: Total Inventory (includes proposed listings)

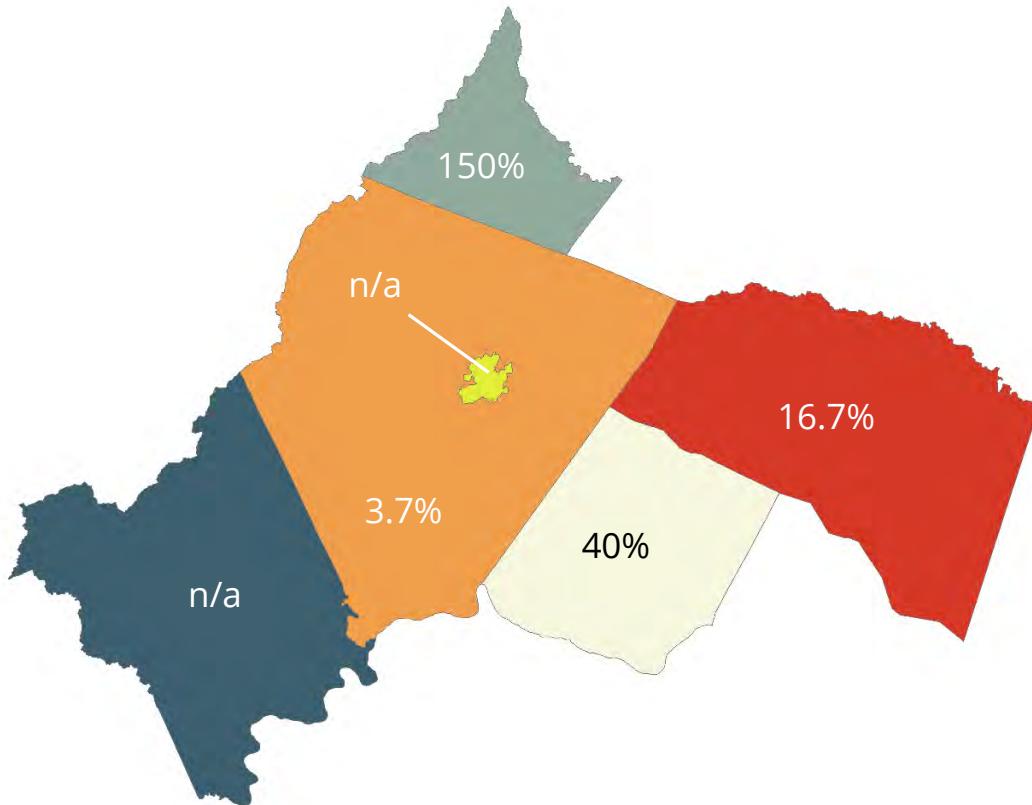


Active Listings

Total Inventory

| Jurisdiction | Sep-24 | Sep-25 | % Chg |
|------------------|------------|--------------|--------------|
| Albemarle County | 315 | 423 | 34.3% |
| Charlottesville | 72 | 110 | 52.8% |
| Fluvanna County | 79 | 128 | 62.0% |
| Greene County | 64 | 77 | 20.3% |
| Louisa County | 210 | 298 | 41.9% |
| Nelson County | 102 | 92 | -9.8% |
| CAAR | 842 | 1,128 | 34.0% |

Active Listings: Proposed Listings

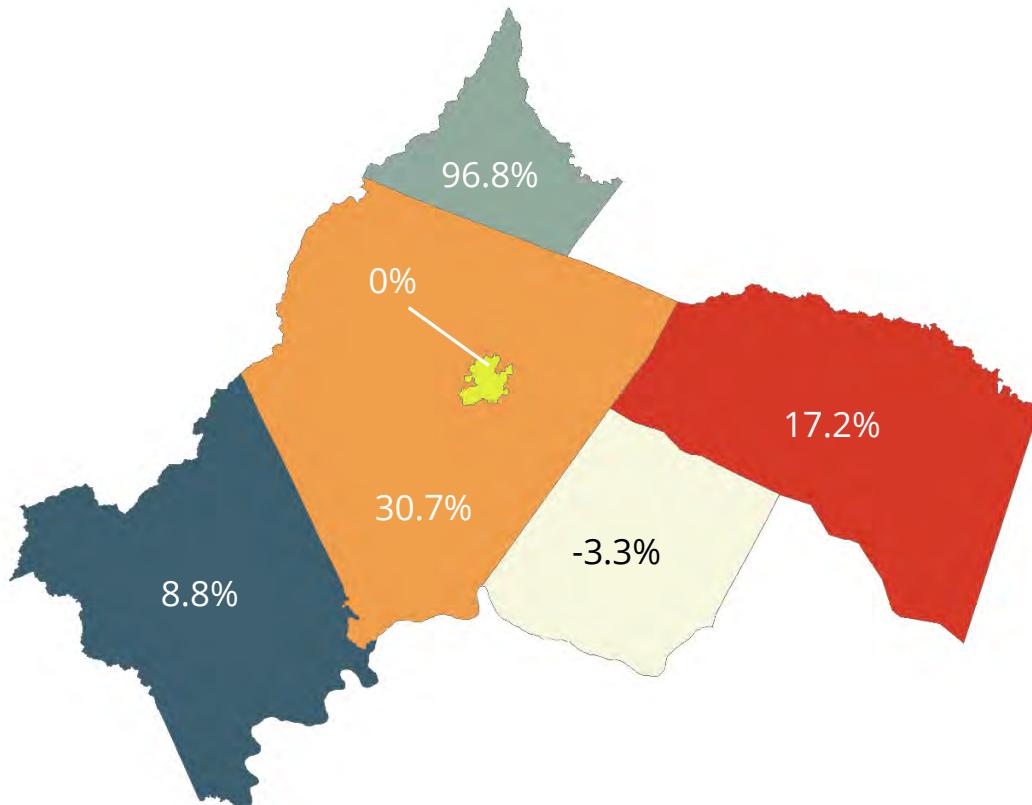


Active Listings

Proposed Listings

| Jurisdiction | Sep-24 | Sep-25 | % Chg |
|------------------|------------|------------|--------------|
| Albemarle County | 81 | 84 | 3.7% |
| Charlottesville | 0 | 3 | n/a |
| Fluvanna County | 10 | 14 | 40.0% |
| Greene County | 12 | 30 | 150.0% |
| Louisa County | 18 | 21 | 16.7% |
| Nelson County | 0 | 0 | n/a |
| CAAR | 121 | 152 | 25.6% |

New Listings: Total Inventory (includes proposed listings)

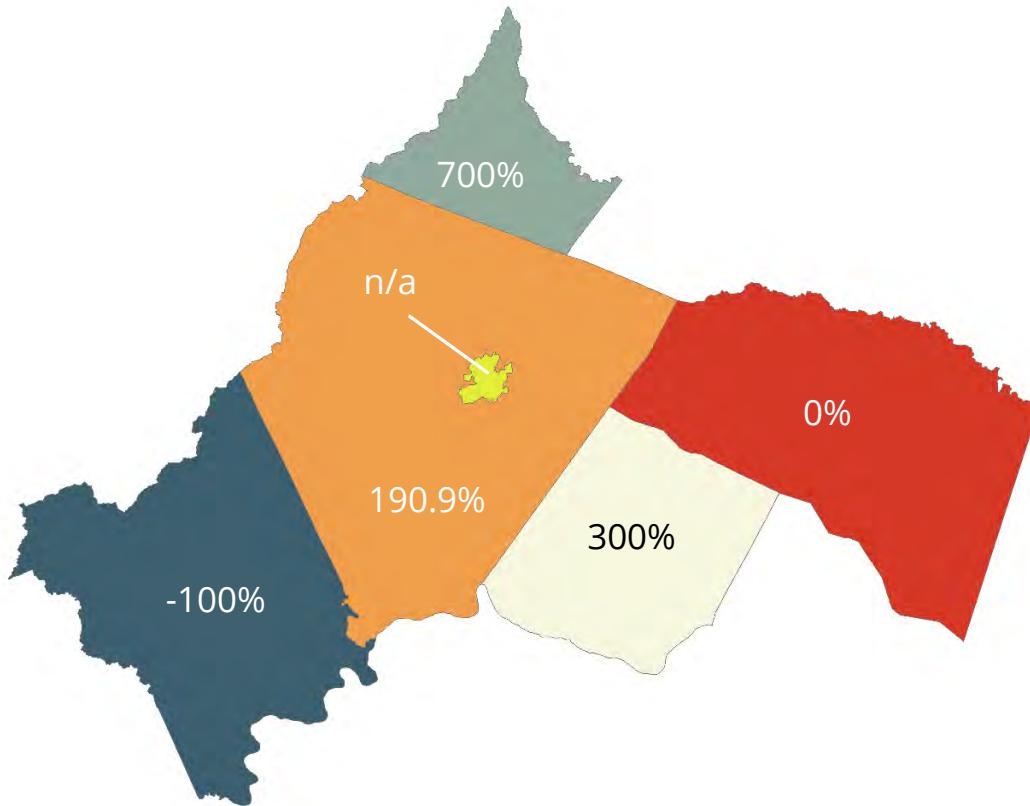


New Listings

Total Inventory

| Jurisdiction | Sep-24 | Sep-25 | % Chg |
|------------------|------------|------------|--------------|
| Albemarle County | 176 | 230 | 30.7% |
| Charlottesville | 50 | 50 | 0.0% |
| Fluvanna County | 60 | 58 | -3.3% |
| Greene County | 31 | 61 | 96.8% |
| Louisa County | 93 | 109 | 17.2% |
| Nelson County | 34 | 37 | 8.8% |
| CAAR | 444 | 545 | 22.7% |

New Listings: Proposed Listings



New Listings
Proposed Listings

| Jurisdiction | Sep-24 | Sep-25 | % Chg |
|------------------|-----------|-----------|---------------|
| Albemarle County | 11 | 32 | 190.9% |
| Charlottesville | 0 | 1 | n/a |
| Fluvanna County | 1 | 4 | 300.0% |
| Greene County | 2 | 16 | 700.0% |
| Louisa County | 4 | 4 | 0.0% |
| Nelson County | 3 | 0 | -100.0% |
| CAAR | 21 | 57 | 171.4% |

Total Market Overview



| Key Metrics | 2-year Trends | | | Sep-24 | Sep-25 | YoY Chg | 2024 YTD | 2025 YTD | YoY Chg |
|----------------------------------|---|-----------|------------------|--------|-----------|------------------|----------|----------|---------|
| | Sep-23 | Sep-24 | Sep-25 | | | | | | |
| Sales |  | 251 | 292 | 16.3% | 2,768 | 2,772 | 0.1% | | |
| Pending Sales |  | 318 | 353 | 11.0% | 3,082 | 3,113 | 1.0% | | |
| New Listings |  | 444 | 545 | 22.7% | 4,186 | 4,759 | 13.7% | | |
| Median List Price |  | \$449,000 | \$449,950 | 0.2% | \$450,000 | \$468,985 | 4.2% | | |
| Median Sales Price |  | \$435,000 | \$449,995 | 3.4% | \$450,000 | \$465,000 | 3.3% | | |
| Median Price Per Square Foot |  | \$257 | \$268 | 4.3% | \$253 | \$267 | 5.5% | | |
| Sold Dollar Volume (in millions) |  | \$137.7 | \$181.2 | 31.6% | \$1,577.2 | \$1,659.3 | 5.2% | | |
| Median Sold/Ask Price Ratio |  | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% | | |
| Median Days on Market |  | 13 | 19 | 42.3% | 10 | 13 | 30.0% | | |
| Active Listings |  | 842 | 1,128 | 34.0% | n/a | n/a | n/a | | |
| Months of Supply |  | 2.8 | 3.7 | 31.2% | n/a | n/a | n/a | | |

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

Single-Family Detached Market Overview



| Key Metrics | 2-year Trends | | | Sep-24 | Sep-25 | YoY Chg | 2024 YTD | 2025 YTD | YoY Chg |
|----------------------------------|---------------|-----------|------------------|--------|-----------|------------------|----------|----------|---------|
| | Sep-23 | Sep-24 | Sep-25 | | | | | | |
| Sales | | 224 | 260 | 16.1% | 2,546 | 2,534 | -0.5% | | |
| Pending Sales | | 299 | 328 | 9.7% | 2,856 | 2,874 | 0.6% | | |
| New Listings | | 405 | 503 | 24.2% | 3,885 | 4,408 | 13.5% | | |
| Median List Price | | \$453,615 | \$449,950 | -0.8% | \$469,000 | \$475,840 | 1.5% | | |
| Median Sales Price | | \$450,500 | \$449,995 | -0.1% | \$464,950 | \$475,000 | 2.2% | | |
| Median Price Per Square Foot | | \$256 | \$264 | 3.2% | \$252 | \$265 | 5.3% | | |
| Sold Dollar Volume (in millions) | | \$126.2 | \$153.8 | 21.9% | \$1,484.0 | \$1,559.3 | 5.1% | | |
| Median Sold/Ask Price Ratio | | 100.0% | 99.9% | -0.1% | 100.0% | 100.0% | 0.0% | | |
| Median Days on Market | | 13 | 18 | 38.5% | 10 | 12 | 20.0% | | |
| Active Listings | | 784 | 1,055 | 34.6% | n/a | n/a | n/a | | |
| Months of Supply | | 2.8 | 3.8 | 32.3% | n/a | n/a | n/a | | |

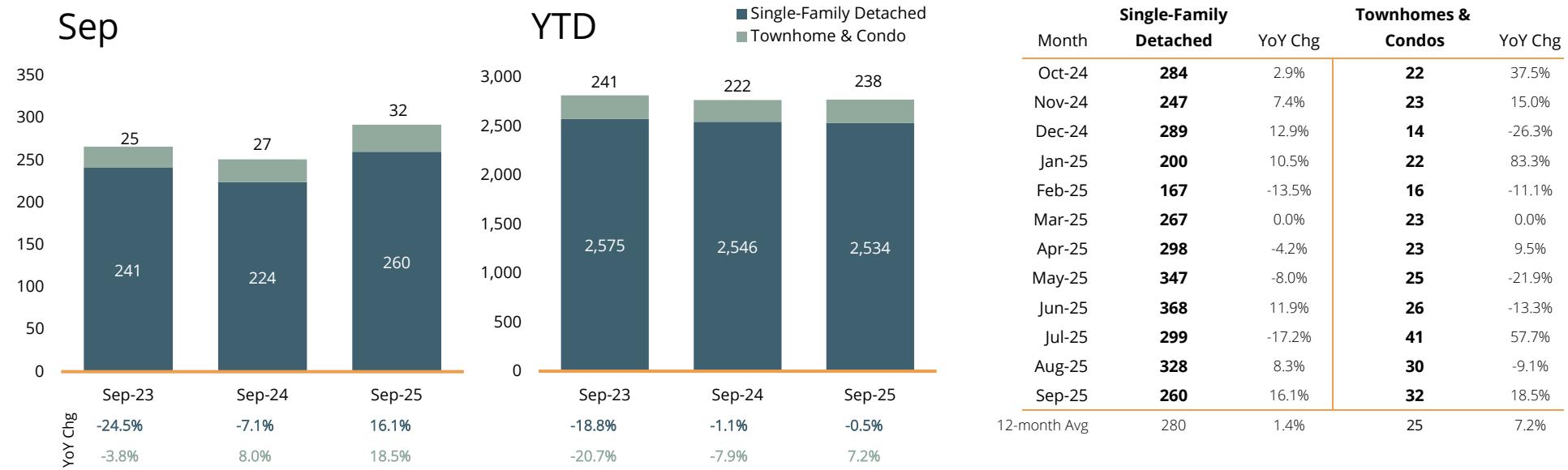
Townhome & Condo Market Overview



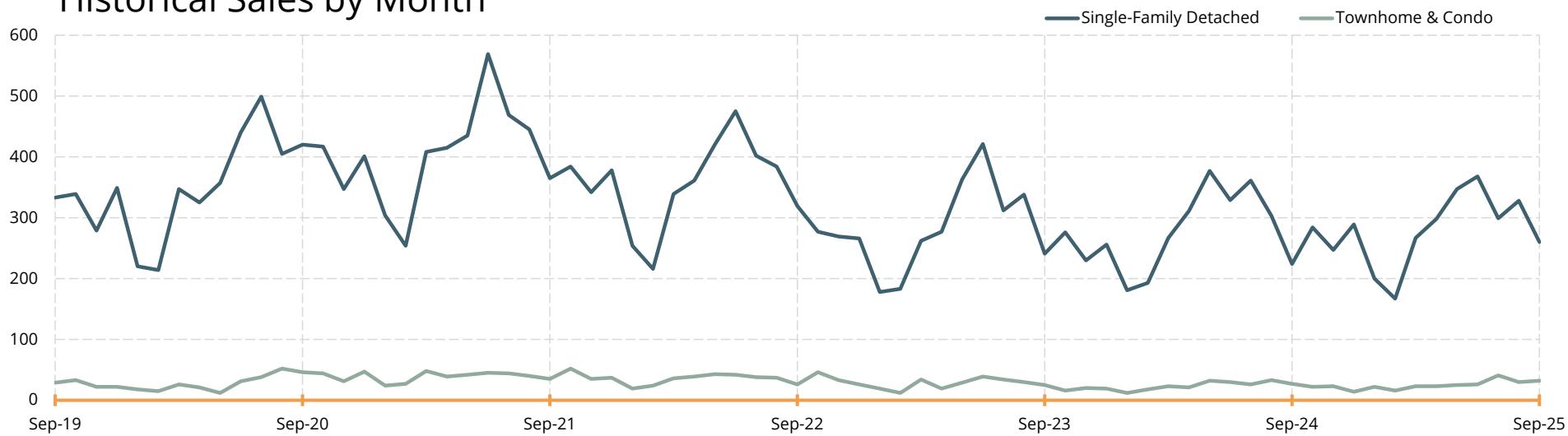
| Key Metrics | 2-year Trends | | | Sep-24 | Sep-25 | YoY Chg | 2024 YTD | 2025 YTD | YoY Chg |
|----------------------------------|---|-----------|------------------|--------|-----------|------------------|----------|----------|---------|
| | Sep-23 | Sep-24 | Sep-25 | | | | | | |
| Sales |  | 27 | 32 | 18.5% | 222 | 238 | 7.2% | | |
| Pending Sales |  | 19 | 25 | 31.6% | 226 | 239 | 5.8% | | |
| New Listings |  | 39 | 42 | 7.7% | 301 | 351 | 16.6% | | |
| Median List Price |  | \$260,000 | \$439,450 | 69.0% | \$275,000 | \$299,995 | 9.1% | | |
| Median Sales Price |  | \$270,000 | \$433,500 | 60.6% | \$275,000 | \$293,144 | 6.6% | | |
| Median Price Per Square Foot |  | \$276 | \$315 | 14.3% | \$262 | \$279 | 6.4% | | |
| Sold Dollar Volume (in millions) |  | \$11.5 | \$27.4 | 137.6% | \$93.2 | \$100.0 | 7.3% | | |
| Median Sold/Ask Price Ratio |  | 100.0% | 100.7% | 0.7% | 100.0% | 98.4% | -1.6% | | |
| Median Days on Market |  | 9 | 24 | 166.7% | 8 | 23 | 187.5% | | |
| Active Listings |  | 58 | 73 | 25.9% | n/a | n/a | n/a | | |
| Months of Supply |  | 2.5 | 2.9 | 18.3% | n/a | n/a | n/a | | |

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

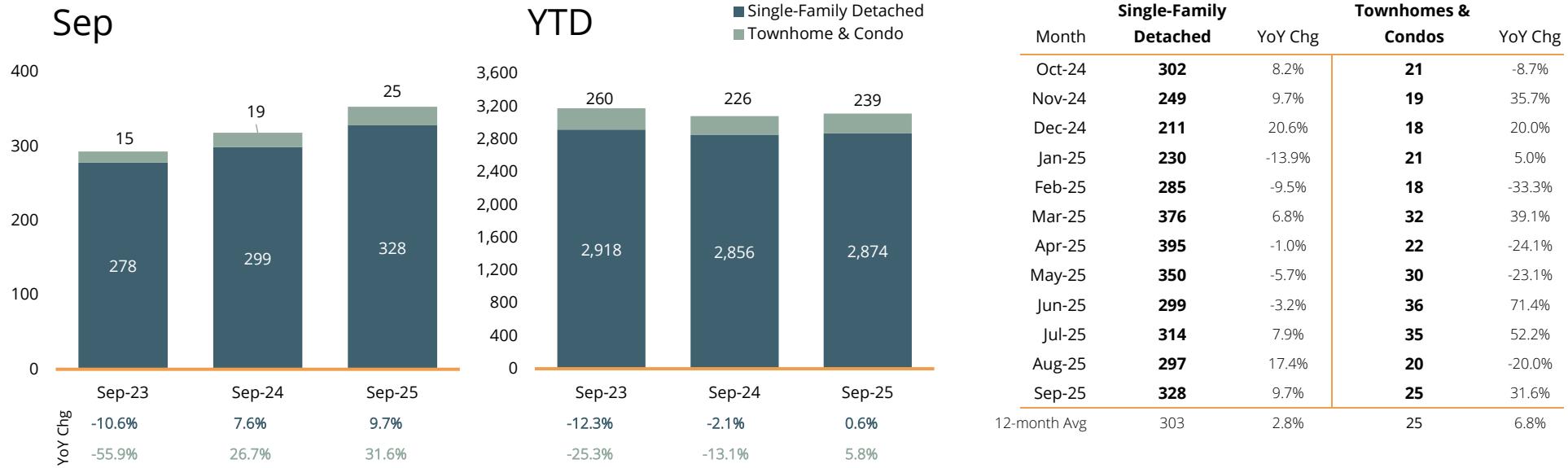
Sales



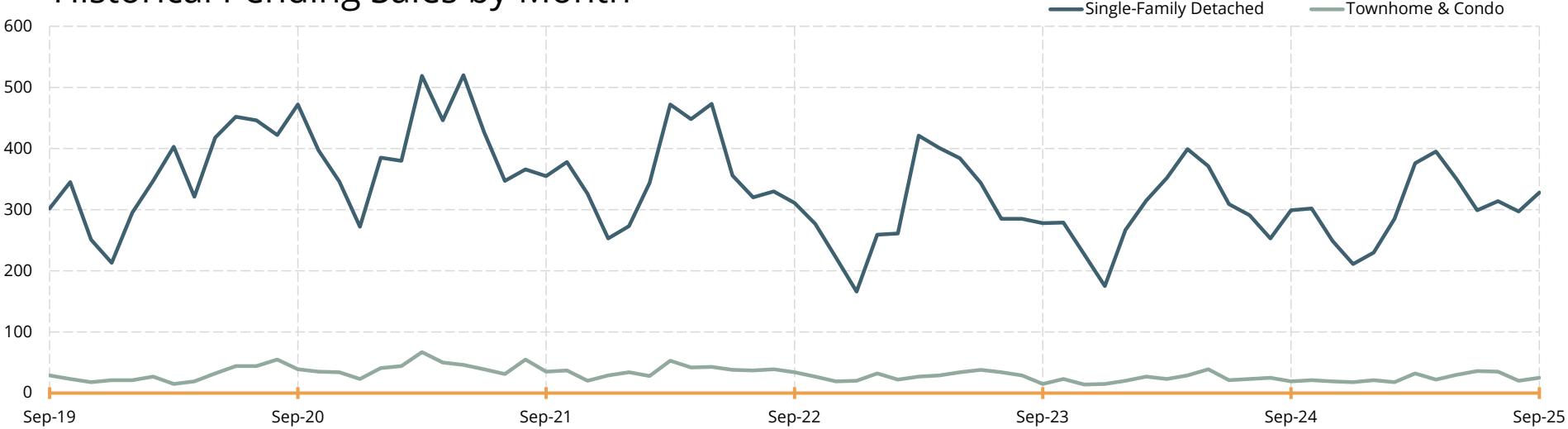
Historical Sales by Month



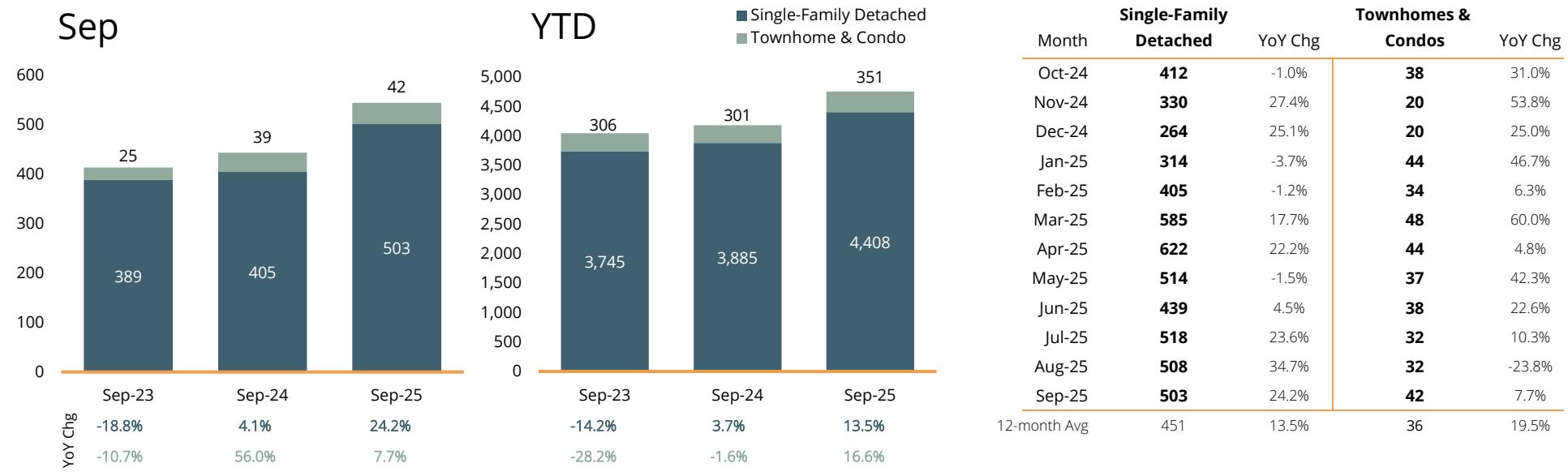
Pending Sales



Historical Pending Sales by Month



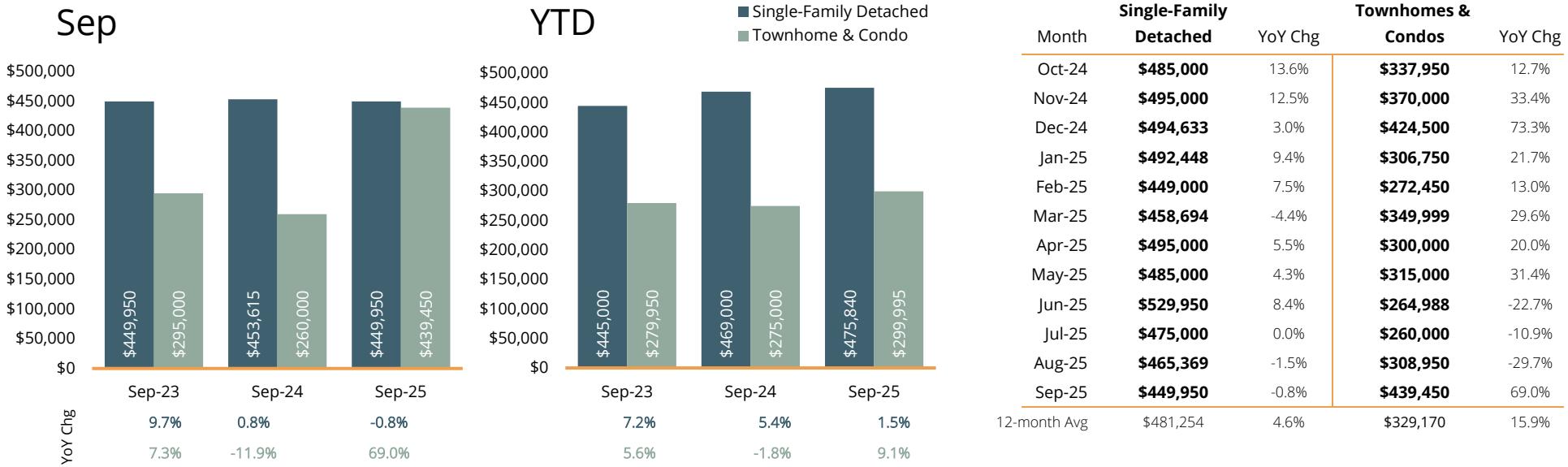
New Listings



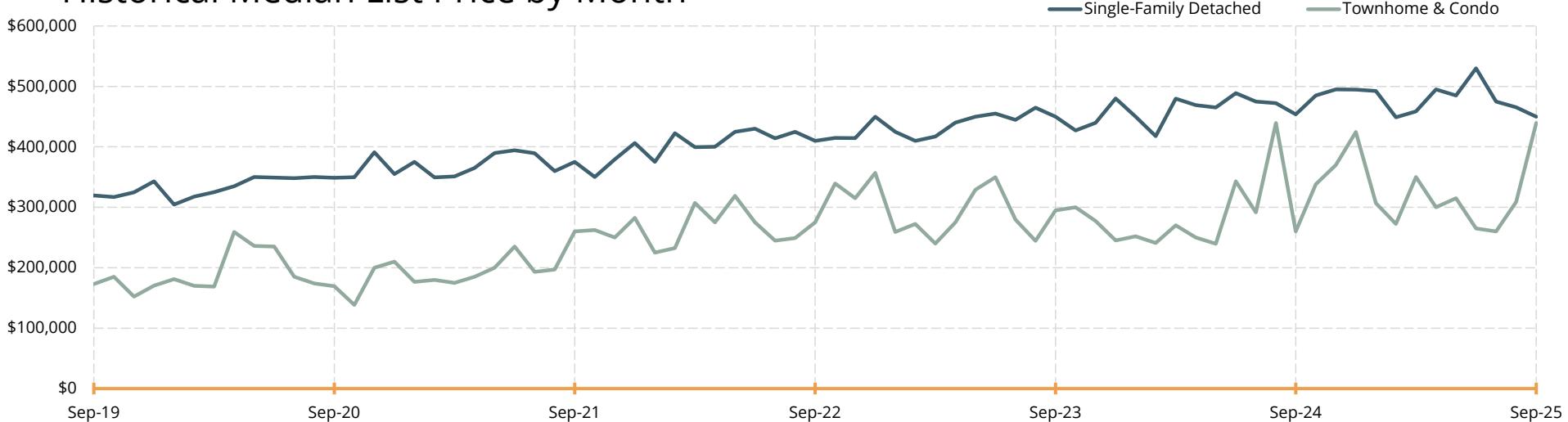
Historical New Listings by Month



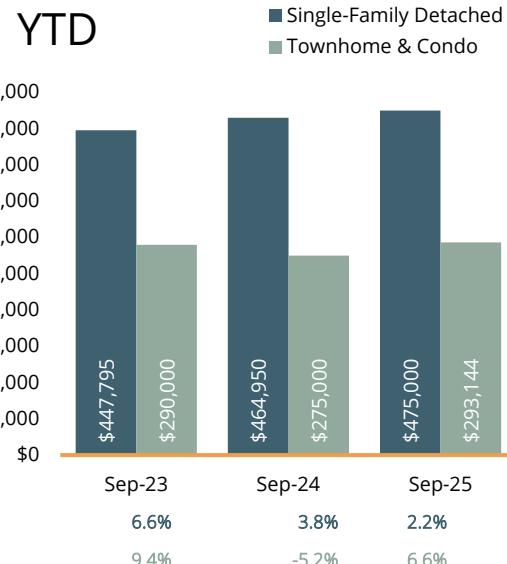
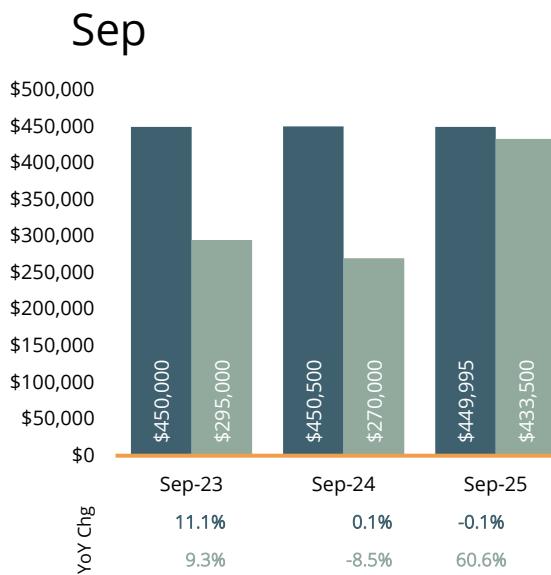
Median List Price



Historical Median List Price by Month

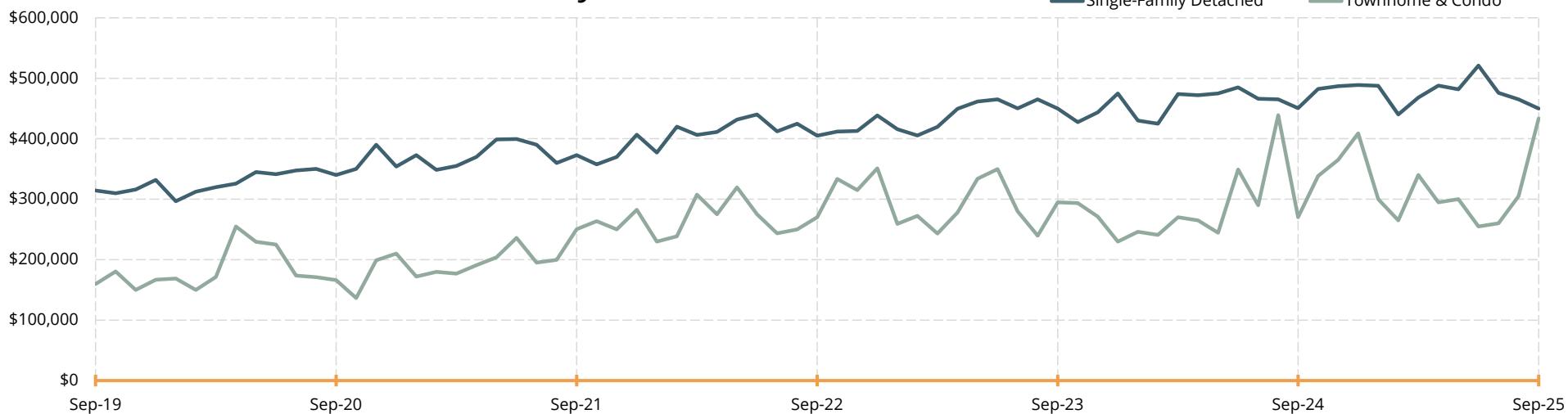


Median Sales Price

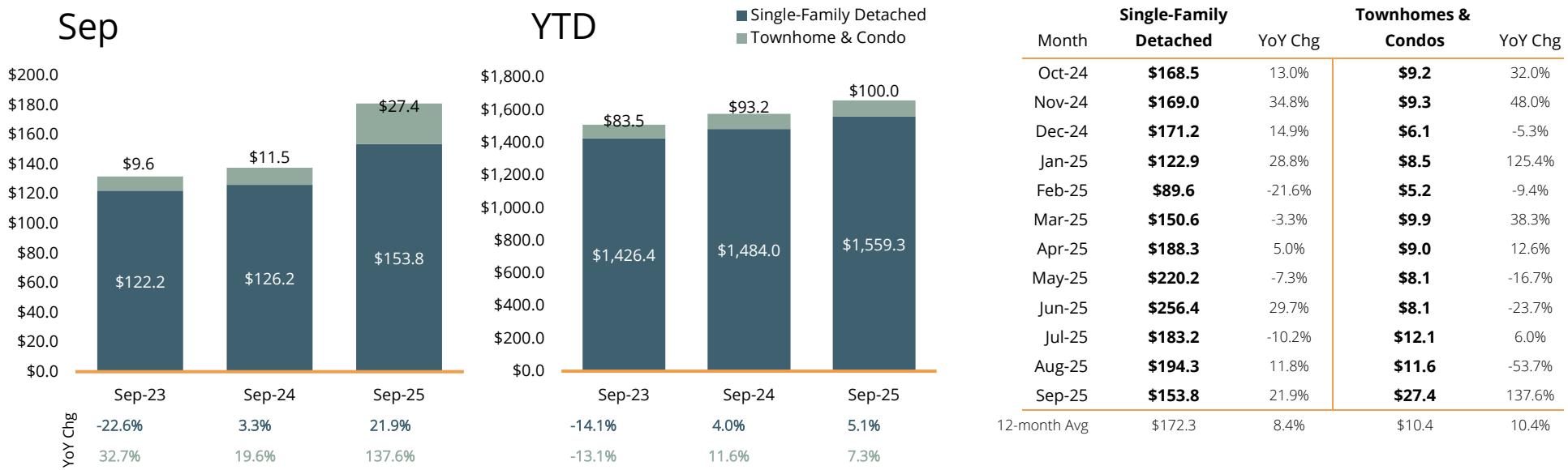


| Month | Single-Family | | Townhomes & Condos | |
|--------------|------------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Oct-24 | \$482,276 | 12.8% | \$338,450 | 15.3% |
| Nov-24 | \$487,000 | 9.7% | \$365,000 | 34.7% |
| Dec-24 | \$489,000 | 3.0% | \$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% |
| Aug-25 | \$465,000 | 0.0% | \$305,000 | -30.5% |
| Sep-25 | \$449,995 | -0.1% | \$433,500 | 60.6% |
| 2-month Avg. | \$477,957 | 4.5% | \$322,163 | 13.4% |

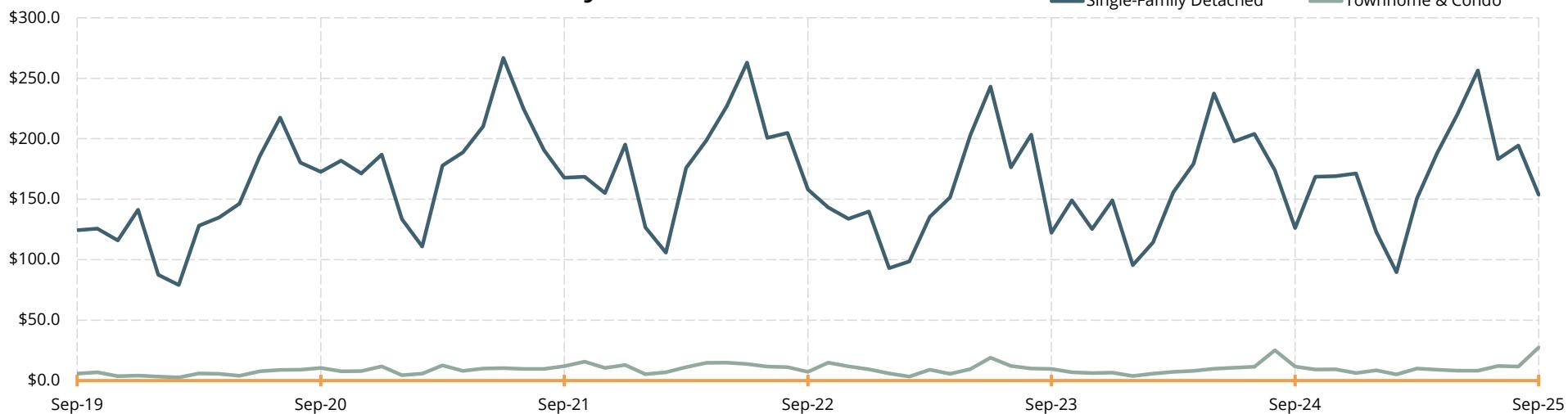
Historical Median Sales Price by Month



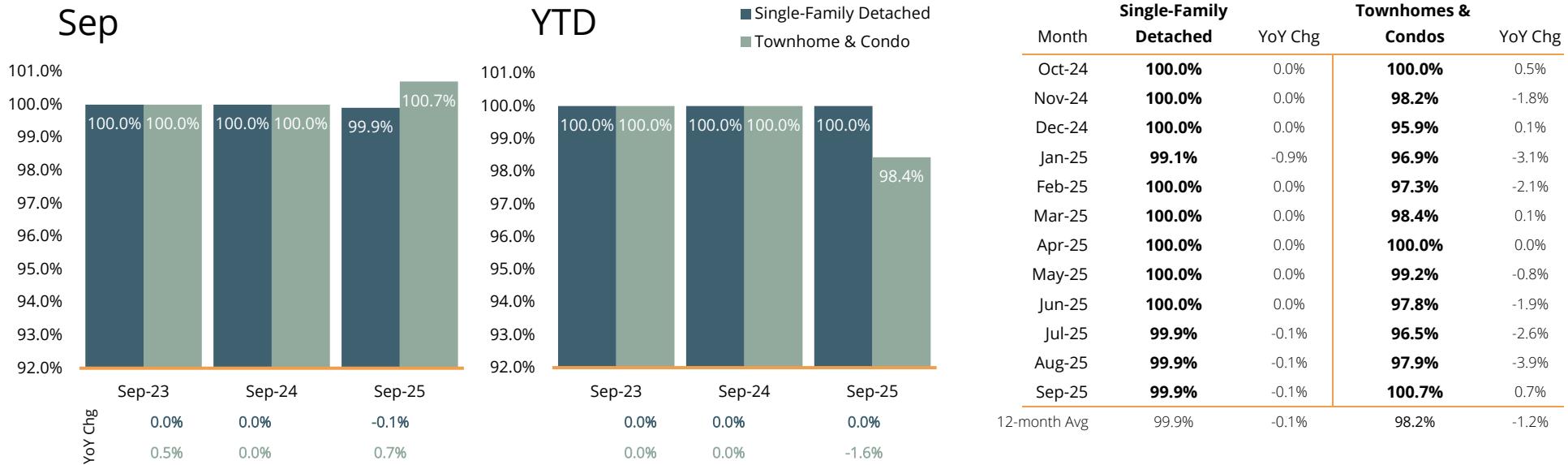
Sold Dollar Volume (in millions)



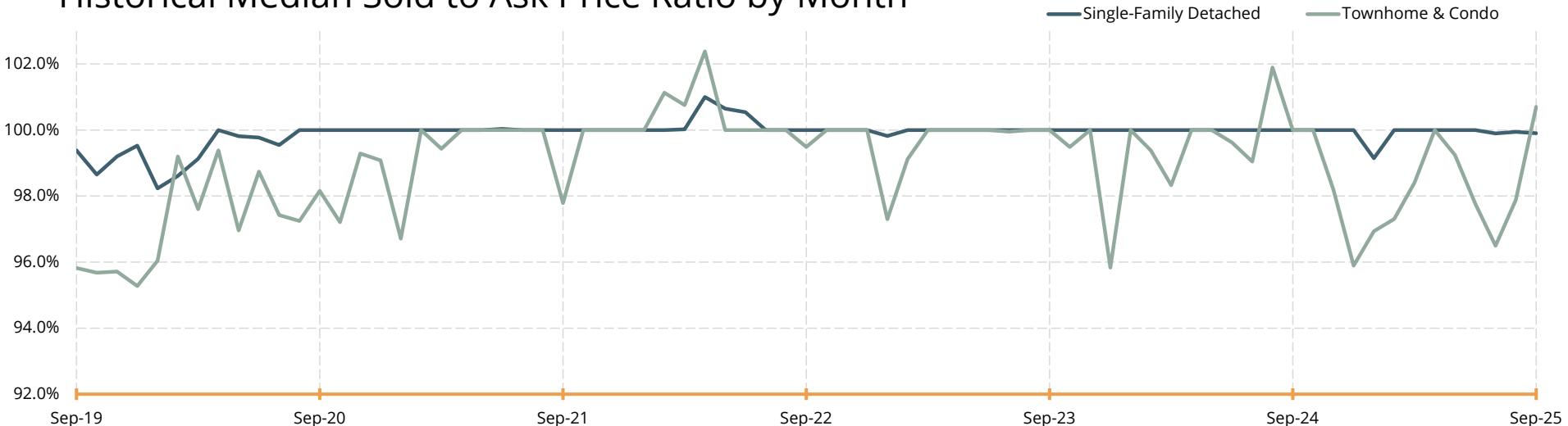
Historical Sold Dollar Volume by Month (in millions)



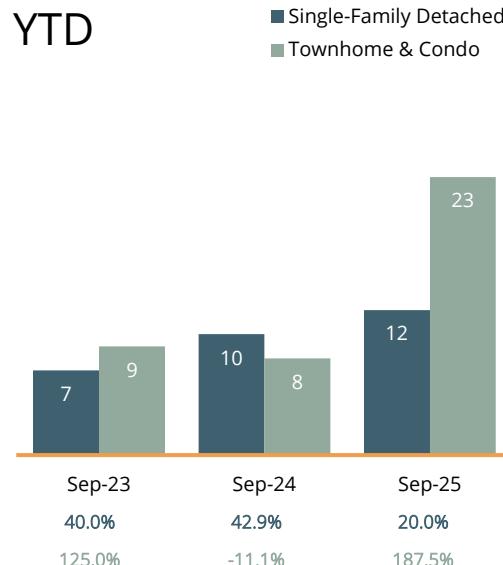
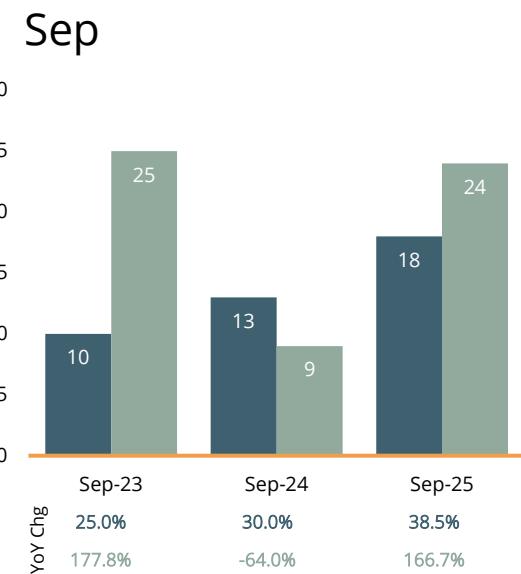
Median Sold to Ask Price Ratio



Historical Median Sold to Ask Price Ratio by Month

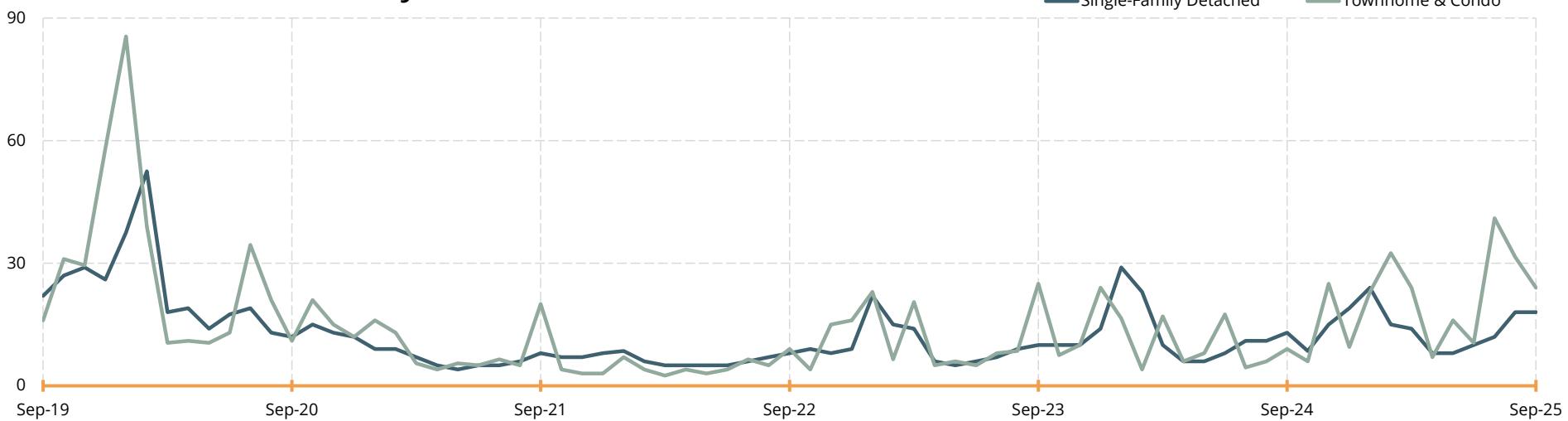


Median Days on Market



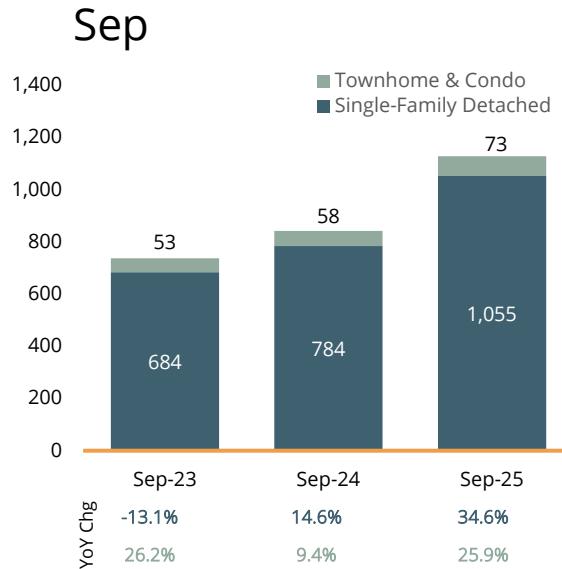
| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Oct-24 | 9 | -15.0% | 6 | -20.0% |
| Nov-24 | 15 | 50.0% | 25 | 150.0% |
| Dec-24 | 19 | 35.7% | 10 | -60.4% |
| Jan-25 | 24 | -17.2% | 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% |
| Aug-25 | 18 | 63.6% | 32 | 425.0% |
| Sep-25 | 18 | 38.5% | 24 | 166.7% |
| 12-month Avg | 14 | 12.3% | 21 | 92.3% |

Historical Median Days on Market



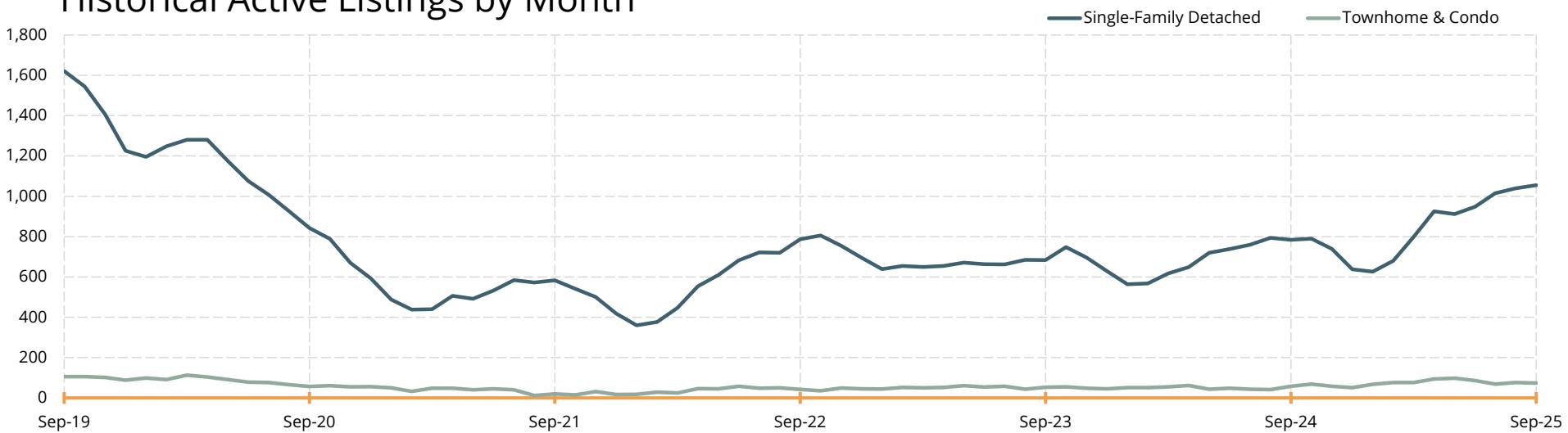
Source: Virginia REALTORS®, data accessed October 15, 2025

Active Listings

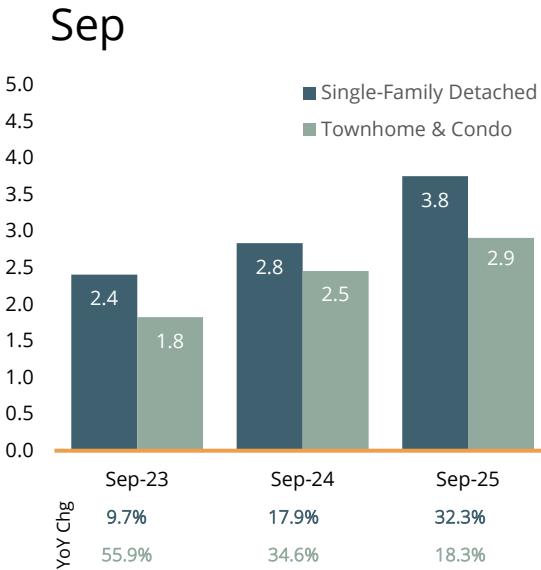


| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | |
|--------------|---------------------------|---------|-----------------------|---------|
| | | | Condos | YoY Chg |
| Oct-24 | 790 | 5.6% | 69 | 25.5% |
| Nov-24 | 739 | 6.2% | 58 | 20.8% |
| Dec-24 | 638 | 1.4% | 51 | 13.3% |
| Jan-25 | 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% |
| Aug-25 | 1,040 | 31.0% | 76 | 85.4% |
| Sep-25 | 1,055 | 34.6% | 73 | 25.9% |
| 12-month Avg | 847 | 23.0% | 75 | 49.0% |

Historical Active Listings by Month

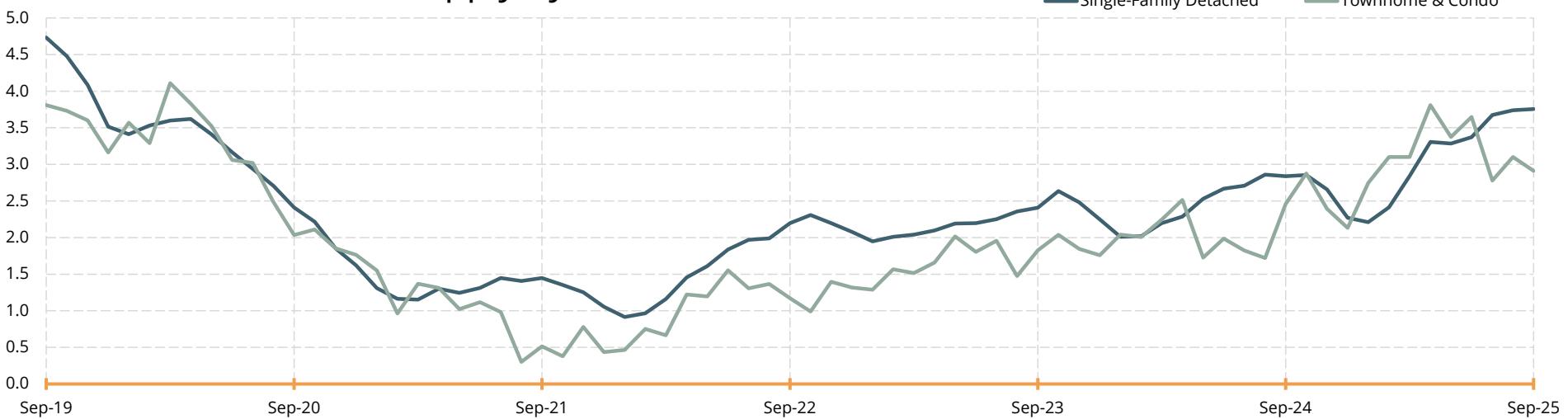


Months of Supply



| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | |
|--------------|---------------------------|---------|-----------------------|---------|
| | | | Condos | YoY Chg |
| 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% |
| Aug-25 | 3.7 | 30.7% | 3.1 | 80.3% |
| Sep-25 | 3.8 | 32.3% | 2.9 | 18.3% |
| 12-month Avg | 3.0 | 23.4% | 3.0 | 48.9% |

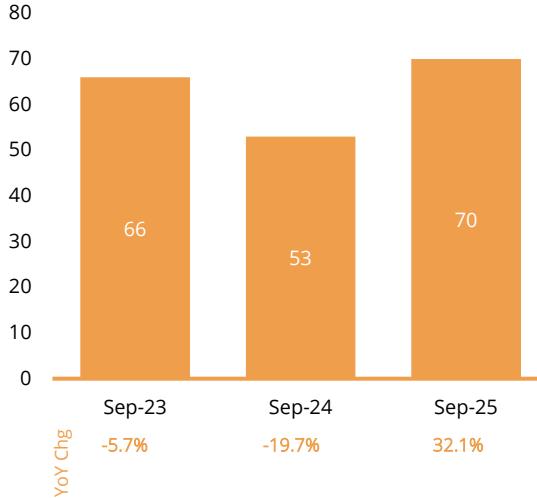
Historical Months of Supply by Month



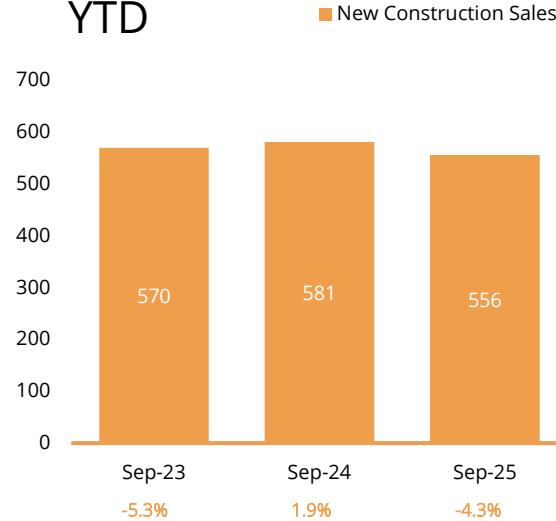
New Construction Sales



Sep



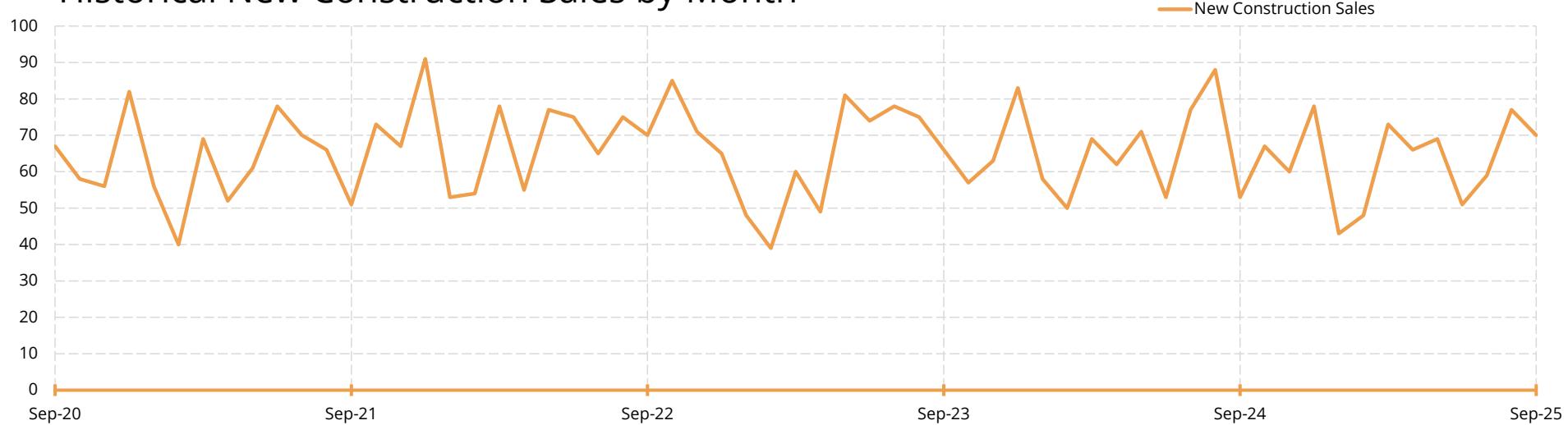
YTD



New Construction Sales

| Month | Sales | YoY Chg |
|--------------|-------|---------|
| Oct-24 | 67 | 17.5% |
| Nov-24 | 60 | -4.8% |
| Dec-24 | 78 | -6.0% |
| Jan-25 | 43 | -25.9% |
| Feb-25 | 48 | -4.0% |
| Mar-25 | 73 | 5.8% |
| Apr-25 | 66 | 6.5% |
| May-25 | 69 | -2.8% |
| Jun-25 | 51 | -3.8% |
| Jul-25 | 59 | -23.4% |
| Aug-25 | 77 | -12.5% |
| Sep-25 | 70 | 32.1% |
| 12-month Avg | 63 | -2.9% |

Historical New Construction Sales by Month



Area Overview - Total Market



| | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|-------|--------|------------|-------|--------------------|------------------|--------|-----------------|------------|-------|---------------|------------|--------|
| Geography | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg |
| Albemarle County | 176 | 230 | 30.7% | 100 | 107 | 7.0% | \$557,450 | \$660,000 | 18.4% | 315 | 423 | 34.3% | 2.5 | 3.4 | 34.9% |
| Charlottesville | 50 | 50 | 0.0% | 23 | 35 | 52.2% | \$643,300 | \$456,000 | -29.1% | 72 | 110 | 52.8% | 2.3 | 3.3 | 48.5% |
| Fluvanna County | 60 | 58 | -3.3% | 21 | 30 | 42.9% | \$340,000 | \$369,045 | 8.5% | 79 | 128 | 62.0% | 2.6 | 3.7 | 41.1% |
| Greene County | 31 | 61 | 96.8% | 20 | 37 | 85.0% | \$420,000 | \$405,300 | -3.5% | 64 | 77 | 20.3% | 3.0 | 3.0 | -0.1% |
| Louisa County | 93 | 109 | 17.2% | 61 | 56 | -8.2% | \$395,000 | \$404,250 | 2.3% | 210 | 298 | 41.9% | 3.2 | 4.9 | 52.5% |
| Nelson County | 34 | 37 | 8.8% | 26 | 27 | 3.8% | \$343,000 | \$389,000 | 13.4% | 102 | 92 | -9.8% | 4.2 | 3.5 | -15.3% |

Area Overview - Total Market YTD



| | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|--------------|-------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|-------|
| Geography | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg |
| Albemarle County | 1,804 | 1,807 | 0.2% | 1,164 | 1,124 | -3.4% | \$535,206 | \$550,000 | 2.8% | 315 | 423 | 34.3% |
| Charlottesville | 425 | 518 | 21.9% | 305 | 307 | 0.7% | \$527,500 | \$494,000 | -6.4% | 72 | 110 | 52.8% |
| Fluvanna County | 414 | 467 | 12.8% | 289 | 326 | 12.8% | \$350,000 | \$376,200 | 7.5% | 79 | 128 | 62.0% |
| Greene County | 293 | 567 | 93.5% | 203 | 245 | 20.7% | \$405,000 | \$425,475 | 5.1% | 64 | 77 | 20.3% |
| Louisa County | 920 | 1,054 | 14.6% | 597 | 546 | -8.5% | \$391,250 | \$410,000 | 4.8% | 210 | 298 | 41.9% |
| Nelson County | 330 | 346 | 4.8% | 210 | 224 | 6.7% | \$387,500 | \$428,000 | 10.5% | 102 | 92 | -9.8% |

Area Overview - Single Family Detached Market



| | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|-------|--------|-----------|-------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
| Geography | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg |
| Albemarle County | 157 | 208 | 32.5% | 88 | 85 | -3.4% | \$585,000 | \$599,000 | 2.4% | 293 | 399 | 36.2% | 2.5 | 3.5 | 39.1% |
| Charlottesville | 42 | 43 | 2.4% | 19 | 33 | 73.7% | \$649,950 | \$465,000 | -28.5% | 62 | 89 | 43.5% | 2.4 | 3.2 | 32.5% |
| Fluvanna County | 58 | 58 | 0.0% | 21 | 30 | 42.9% | \$340,000 | \$369,045 | 8.5% | 78 | 128 | 64.1% | 2.6 | 3.7 | 43.5% |
| Greene County | 31 | 61 | 96.8% | 20 | 37 | 85.0% | \$420,000 | \$405,300 | -3.5% | 64 | 77 | 20.3% | 3.0 | 3.0 | -0.5% |
| Louisa County | 93 | 109 | 17.2% | 60 | 55 | -8.3% | \$390,000 | \$399,000 | 2.3% | 210 | 298 | 41.9% | 3.3 | 5.0 | 52.6% |
| Nelson County | 24 | 24 | 0.0% | 16 | 20 | 25.0% | \$476,388 | \$445,000 | -6.6% | 77 | 64 | -16.9% | 4.3 | 3.4 | -20.2% |

Area Overview - Single Family Detached Market YTD



| | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|--------------|-------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|--------|
| Geography | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg |
| Albemarle County | 1,673 | 1,650 | -1.4% | 1,066 | 1,006 | -5.6% | \$550,750 | \$570,000 | 3.5% | 293 | 399 | 36.2% |
| Charlottesville | 356 | 438 | 23.0% | 247 | 258 | 4.5% | \$575,000 | \$525,000 | -8.7% | 62 | 89 | 43.5% |
| Fluvanna County | 411 | 466 | 13.4% | 288 | 325 | 12.8% | \$350,000 | \$377,145 | 7.8% | 78 | 128 | 64.1% |
| Greene County | 293 | 567 | 93.5% | 203 | 245 | 20.7% | \$405,000 | \$425,475 | 5.1% | 64 | 77 | 20.3% |
| Louisa County | 915 | 1,050 | 14.8% | 591 | 541 | -8.5% | \$389,925 | \$410,000 | 5.1% | 210 | 298 | 41.9% |
| Nelson County | 237 | 237 | 0.0% | 151 | 159 | 5.3% | \$483,750 | \$487,000 | 0.7% | 77 | 64 | -16.9% |

Area Overview - Townhome & Condo Market



| | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|-----------|---------|--------|-----------|--------|--------------------|--------------------|--------|-----------------|-----------|---------|---------------|------------|---------|
| Geography | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg |
| Albemarle County | 19 | 22 | 15.8% | 12 | 22 | 83.3% | \$267,999 | \$1,251,333 | 366.9% | 22 | 24 | 9% | 2.2 | 2.0 | -8% |
| Charlottesville | 8 | 7 | -12.5% | 4 | 2 | -50.0% | \$355,000 | \$345,950 | -2.5% | 10 | 21 | 110.0% | 1.7 | 4.4 | 165.3% |
| Fluvanna County | 2 | 0 | -100.0% | 0 | 0 | n/a | \$0 | \$0 | n/a | 1 | 0 | -100.0% | 12.0 | 0.0 | -100.0% |
| 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 | 0 | 0 | n/a | 1 | 1 | 0% | \$645,000 | \$586,000 | -9% | 0 | 0 | n/a | 0.0 | 0.0 | n/a |
| Nelson County | 10 | 13 | 30.0% | 10 | 7 | -30.0% | \$237,450 | \$220,000 | -7.3% | 25 | 28 | 12.0% | 3.8 | 3.8 | -0.6% |

Area Overview - Townhome & Condo Market YTD



| | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|------------|--------|-----------|------------|--------|------------------------|------------------|--------|---------------------|-----------|---------|
| Geography | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg | Sep-24 | Sep-25 | % chg |
| Albemarle County | 131 | 157 | 19.8% | 98 | 118 | 20.4% | \$259,000 | \$293,500 | 13.3% | 22 | 24 | 9.1% |
| Charlottesville | 69 | 80 | 15.9% | 58 | 49 | -15.5% | \$347,450 | \$314,000 | -9.6% | 10 | 21 | 110.0% |
| Fluvanna County | 3 | 1 | -66.7% | 1 | 1 | 0.0% | \$345,000 | \$293,288 | -15.0% | 1 | 0 | -100.0% |
| Greene County | 0 | 0 | n/a | 0 | 0 | n/a | \$0 | \$0 | n/a | 0 | 0 | n/a |
| Louisa County | 5 | 4 | -20.0% | 6 | 5 | -16.7% | \$650,000 | \$610,000 | -6.2% | 0 | 0 | n/a |
| Nelson County | 93 | 109 | 17.2% | 59 | 65 | 10.2% | \$236,250 | \$250,000 | 5.8% | 25 | 28 | 12.0% |



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