

AUGUST
2025

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report

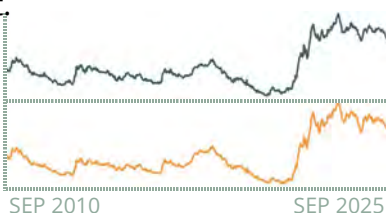


Key Market Trends: August 2025

- After falling last month, sales increased in the CAAR region in August.** There were 358 total transactions in August, up 6.5% from the previous year, which is 22 additional sales. Activity was higher in areas such as Greene County with 19 additional sales (+86.4%) and Louisa County with 18 more home sales than last year (+29.5%). Albemarle County had the biggest drop in sales with 20 fewer than a year ago (-12.8%).
- Pending sales continued to rise across the CAAR market.** At 317, the number of pending sales grew 14% in the month of August, 39 more than the same time a year ago. Fluvanna County saw a significant increase in pending sales this month after declining in the last three months (+29 pending sales). Greene County (+20 pending sales) and Louisa County (+15 pending sales) also experienced an uptick in activity. The only local market where pending sales fell from a year ago was Albemarle County (-35 pending sales).
- Regionwide median sales price dipped again, second decrease in a row.** Homes sold at a median price of \$450,000 in the CAAR footprint, \$15,000 less than the year prior, decreasing by 3.2%. In Nelson County, prices surged for the sixth straight month, with a median home price of \$470,000 this month, \$151,775 more than last August, a 47.7% gain. Sale prices were lower in Charlottesville (-16.1%) and Albemarle County (-5.2%) this month compared to last August.
- Active listings continued to climb in the CAAR footprint.** The number of active listings rose 33.7% leading to 1,116 total listings on the market, 281 more than the previous year. All local markets experienced an increase in listings with Albemarle County (+97 listings) and Louisa County (+67 listings) seeing the biggest listings gains compared to last August.

INTEREST RATE
TRACKER

30-YR Fixed
15-YR Fixed



6.26 %

5.41 %



CAAR Market Dashboard

YoY Chg	Aug-25	Indicator
▲ 6.5%	358	Sales
▲ 14.0%	317	Pending Sales
▲ 28.9%	540	New Listings
▼ -4.5%	\$450,000	Median List Price
▼ -3.2%	\$450,000	Median Sales Price
▼ -0.6%	\$259	Median Price Per Square Foot
▲ 3.5%	\$205.9	Sold Dollar Volume (in millions)
▼ -0.2%	99.8%	Median Sold/Ask Price Ratio
▲ 100.0%	20	Median Days on Market
▲ 33.7%	1,116	Active Listings
▲ 33.1%	3.7	Months of Supply
▼ -12.5%	77	New Construction Sales

Report Index



Market Activity: CAAR Footprint	4
Active Listings: Total Inventory	5
Active Listings: Proposed Listings	6
New Listings: Total Inventory	7
New Listings: Proposed Listings	8
Total Market Overview	9
Single-Family Detached Market Overview	10
Townhome & Condo Market Overview	11
Sales	12
Pending Sales	13
New Listings	14
Median List Price	15
Median Sales Price	16
Sold Dollar Volume	17
Median Sold to Ask Price Ratio	18
Median Days on Market	19
Active Listings	20
Months of Supply	21
New Construction Sales	22
Area Overview - Total Market	23
Area Overview - Total Market YTD	24
Area Overview - Single-Family Detached Market	25
Area Overview - Single-Family Detached Market YTD	26
Area Overview - Townhome & Condo Market	27
Area Overview - Townhome & Condo Market YTD	28

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.

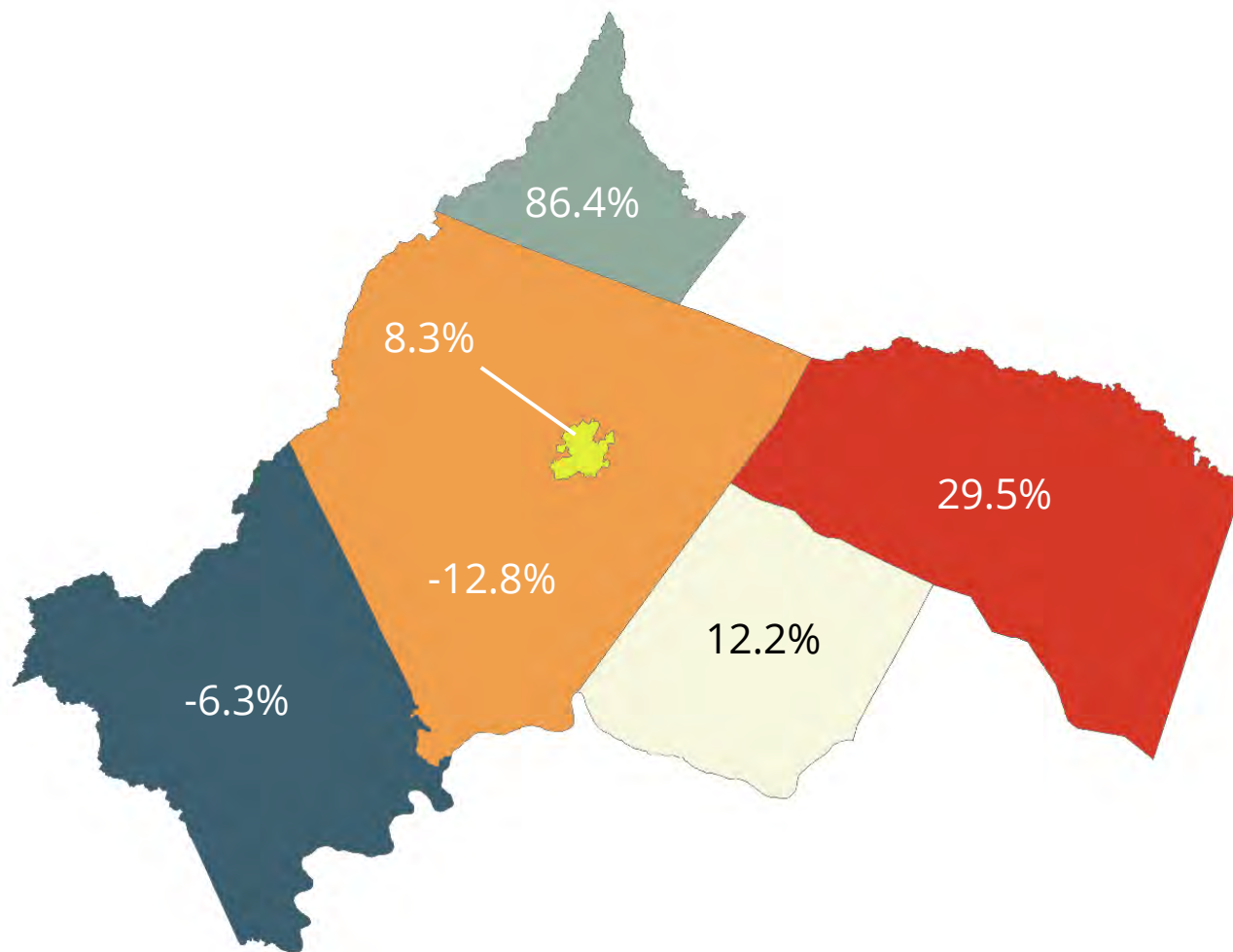
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

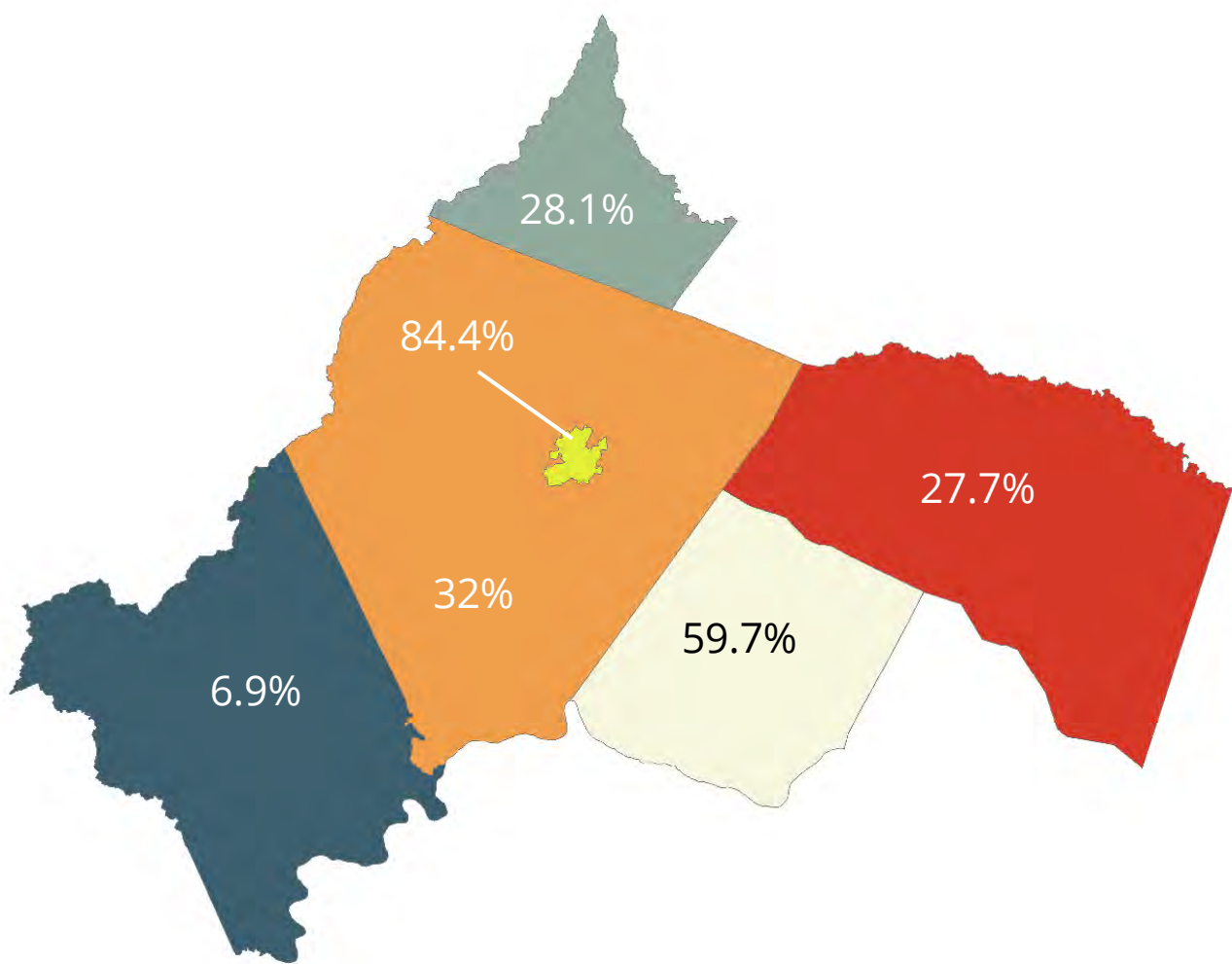


Market Activity - CAAR Footprint



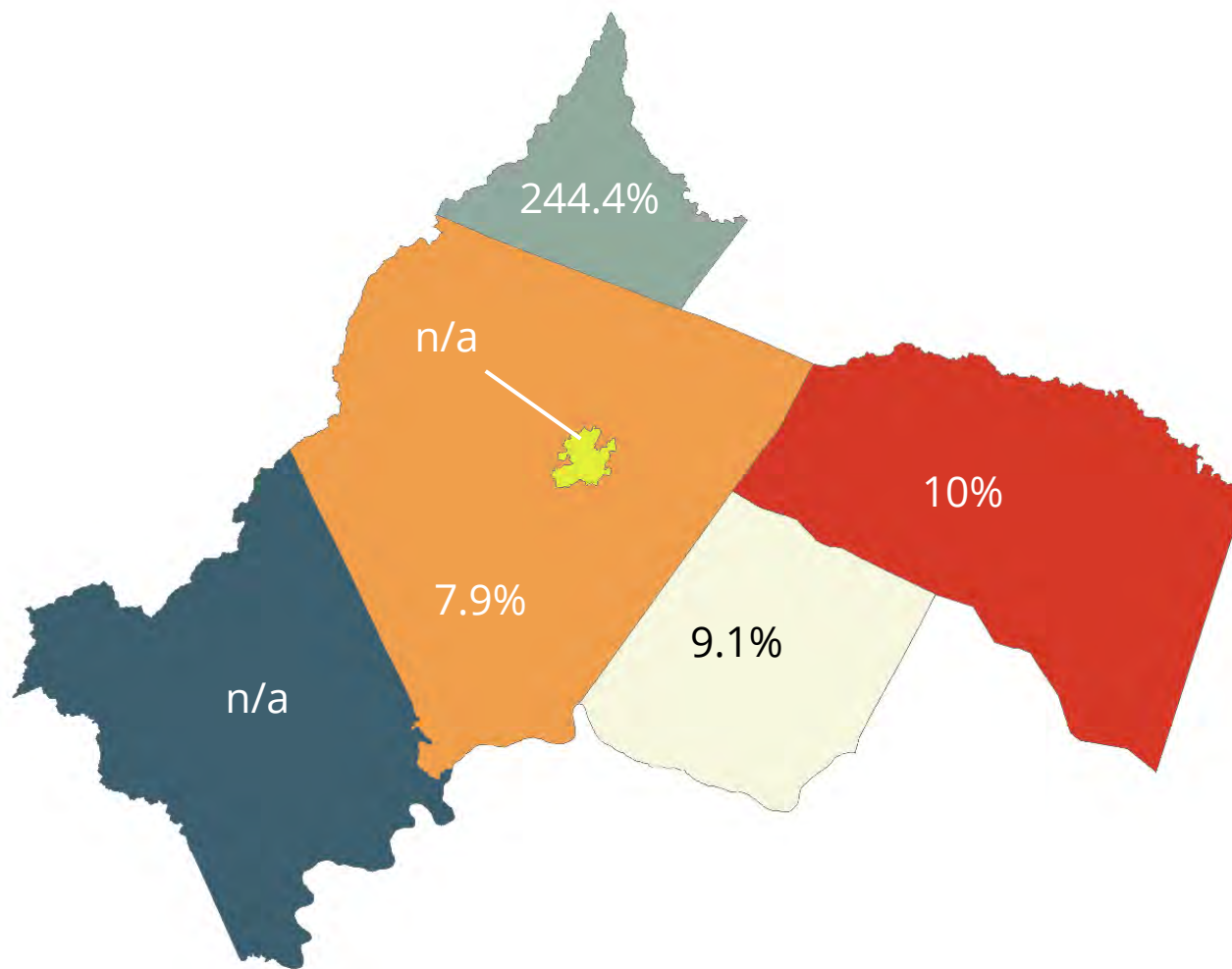
Jurisdiction	Total Sales		
	Aug-24	Aug-25	% Chg
Albemarle County	156	136	-12.8%
Charlottesville	24	26	8.3%
Fluvanna County	41	46	12.2%
Greene County	22	41	86.4%
Louisa County	61	79	29.5%
Nelson County	32	30	-6.3%
CAAR	336	358	6.5%

Active Listings: Total Inventory (includes proposed listings)



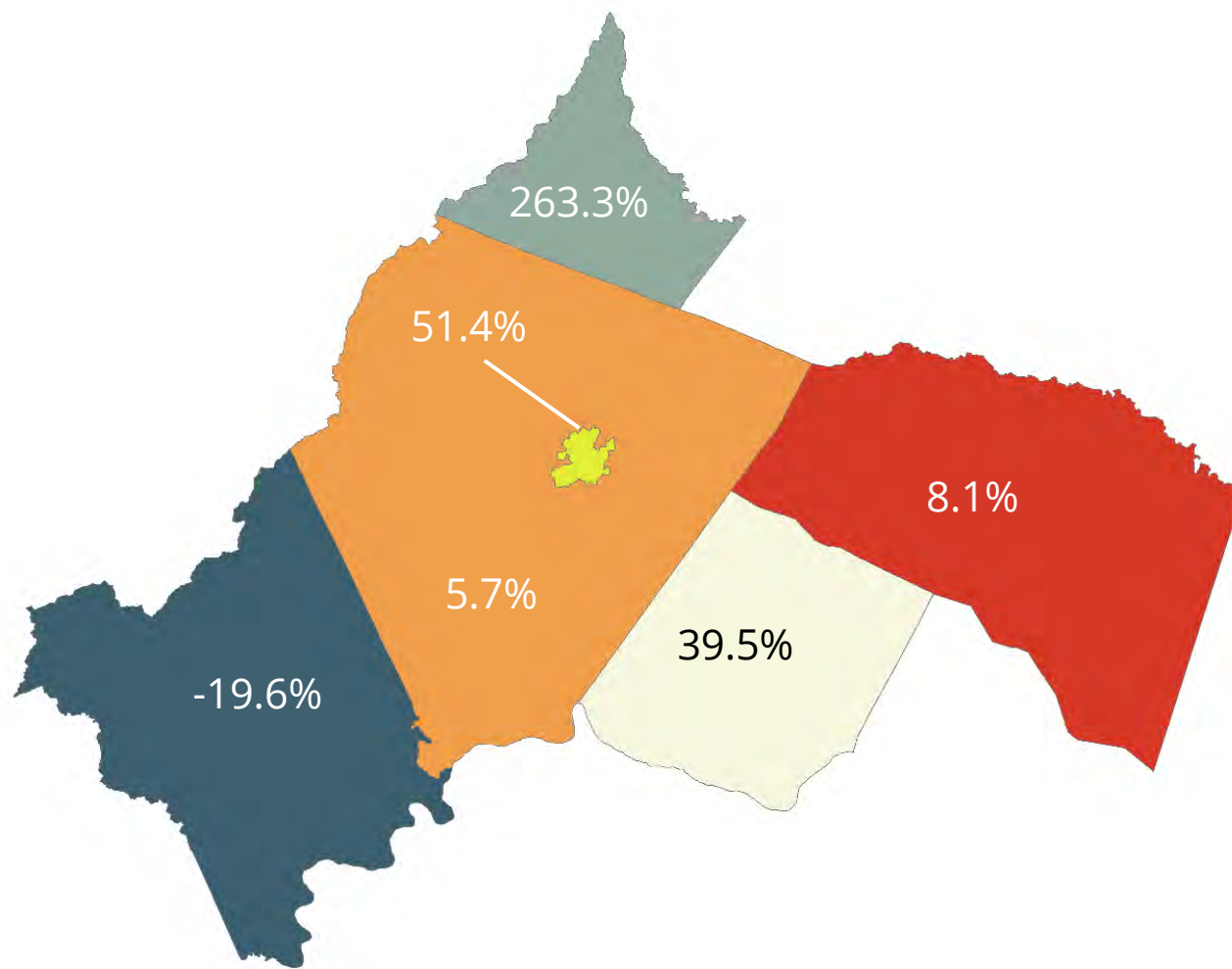
Jurisdiction	Active Listings		
	Aug-24	Aug-25	% Chg
Albemarle County	303	400	32.0%
Charlottesville	64	118	84.4%
Fluvanna County	67	107	59.7%
Greene County	57	73	28.1%
Louisa County	242	309	27.7%
Nelson County	102	109	6.9%
CAAR	835	1,116	33.7%

Active Listings: Proposed Listings



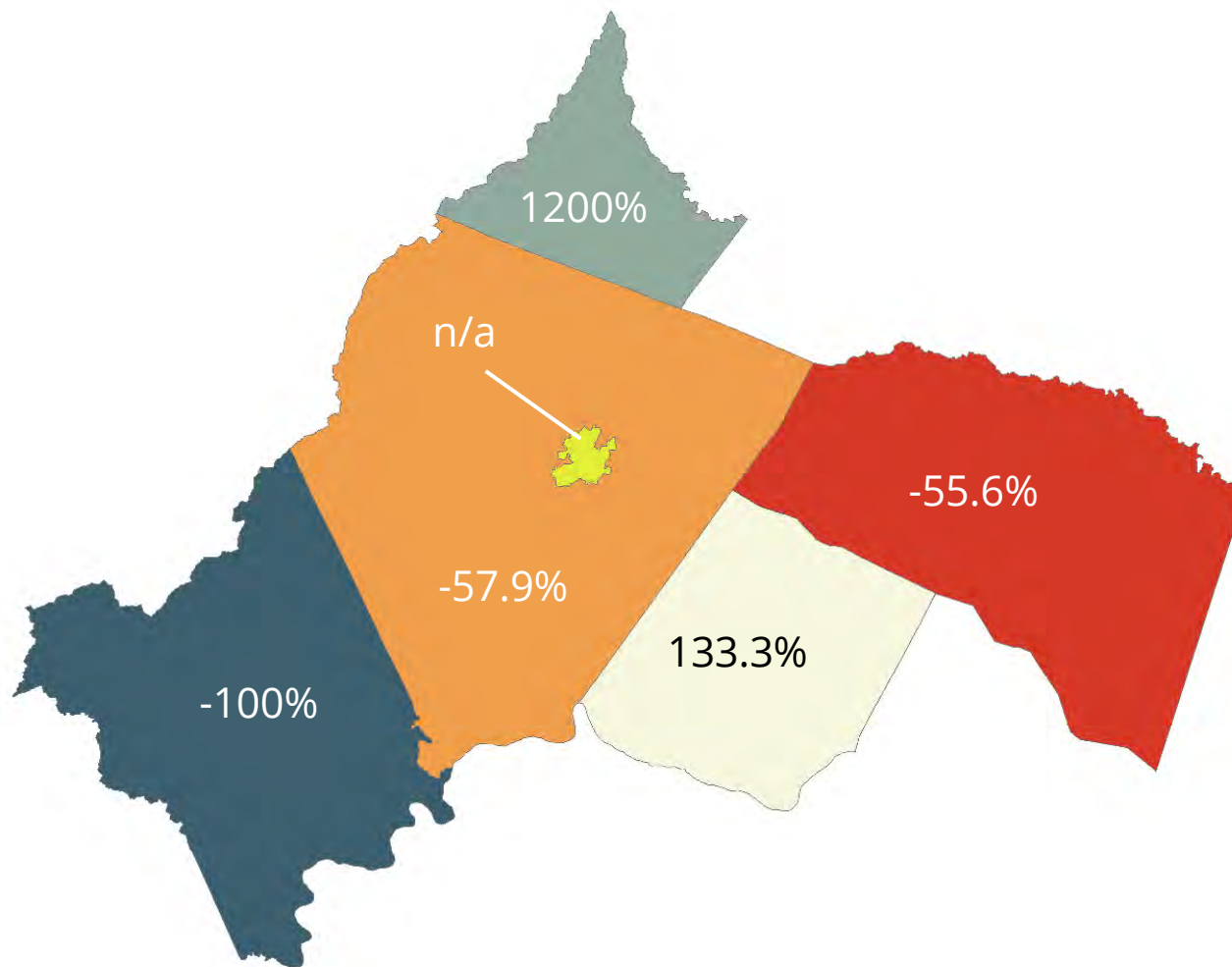
Jurisdiction	Active Listings		% Chg
	Aug-24	Aug-25	
Albemarle County	76	82	7.9%
Charlottesville	0	2	n/a
Fluvanna County	11	12	9.1%
Greene County	9	31	244.4%
Louisa County	20	22	10.0%
Nelson County	0	0	n/a
CAAR	116	149	28.4%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Aug-24	Aug-25	
Albemarle County	159	168	5.7%
Charlottesville	35	53	51.4%
Fluvanna County	38	53	39.5%
Greene County	30	109	263.3%
Louisa County	111	120	8.1%
Nelson County	46	37	-19.6%
CAAR	419	540	28.9%

New Listings: Proposed Listings



New Listings			
Proposed Listings			
<i>Jurisdiction</i>	Aug-24	Aug-25	% Chg
Albemarle County	19	8	-57.9%
Charlottesville	0	0	n/a
Fluvanna County	3	7	133.3%
Greene County	1	13	1200.0%
Louisa County	18	8	-55.6%
Nelson County	1	0	-100.0%
CAAR	42	36	-14.3%

Total Market Overview



Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				336	358	6.5%	2,517	2,480	-1.5%
Pending Sales				278	317	14.0%	2,764	2,760	-0.1%
New Listings				419	540	28.9%	3,742	4,214	12.6%
Median List Price				\$471,230	\$450,000	-4.5%	\$450,900	\$471,375	4.5%
Median Sales Price				\$465,000	\$450,000	-3.2%	\$451,600	\$466,740	3.4%
Median Price Per Square Foot				\$261	\$259	-0.6%	\$252	\$267	5.7%
Sold Dollar Volume (in millions)				\$199.0	\$205.9	3.5%	\$1,439.4	\$1,478.1	2.7%
Median Sold/Ask Price Ratio				100.0%	99.8%	-0.2%	100.0%	100.0%	0.0%
Median Days on Market				10	20	100.0%	9	13	44.4%
Active Listings				835	1,116	33.7%	n/a	n/a	n/a
Months of Supply				2.8	3.7	33.1%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				303	328	8.3%	2,322	2,274	-2.1%
Pending Sales				253	297	17.4%	2,557	2,546	-0.4%
New Listings				377	508	34.7%	3,480	3,905	12.2%
Median List Price				\$472,460	\$465,369	-1.5%	\$469,071	\$480,550	2.4%
Median Sales Price				\$465,000	\$465,000	0.0%	\$465,000	\$479,992	3.2%
Median Price Per Square Foot				\$258	\$257	-0.4%	\$251	\$266	5.7%
Sold Dollar Volume (in millions)				\$173.8	\$194.3	11.8%	\$1,357.8	\$1,405.5	3.5%
Median Sold/Ask Price Ratio				100.0%	99.9%	-0.1%	100.0%	100.0%	0.0%
Median Days on Market				11	18	63.6%	9	12	33.3%
Active Listings				794	1,040	31.0%	n/a	n/a	n/a
Months of Supply				2.9	3.7	30.7%	n/a	n/a	n/a

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

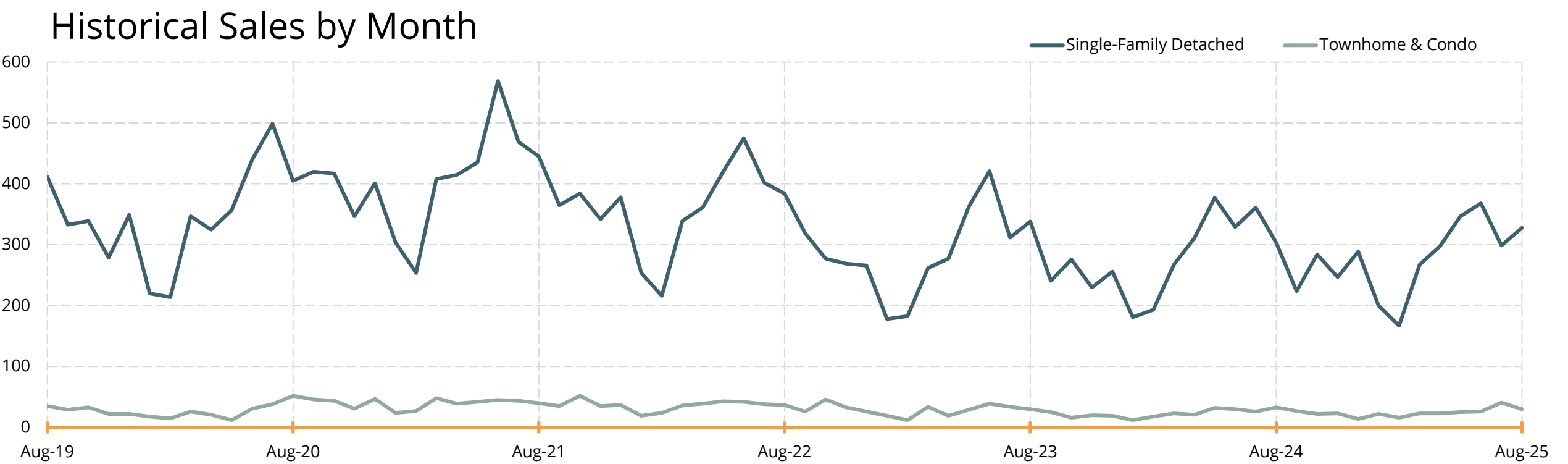
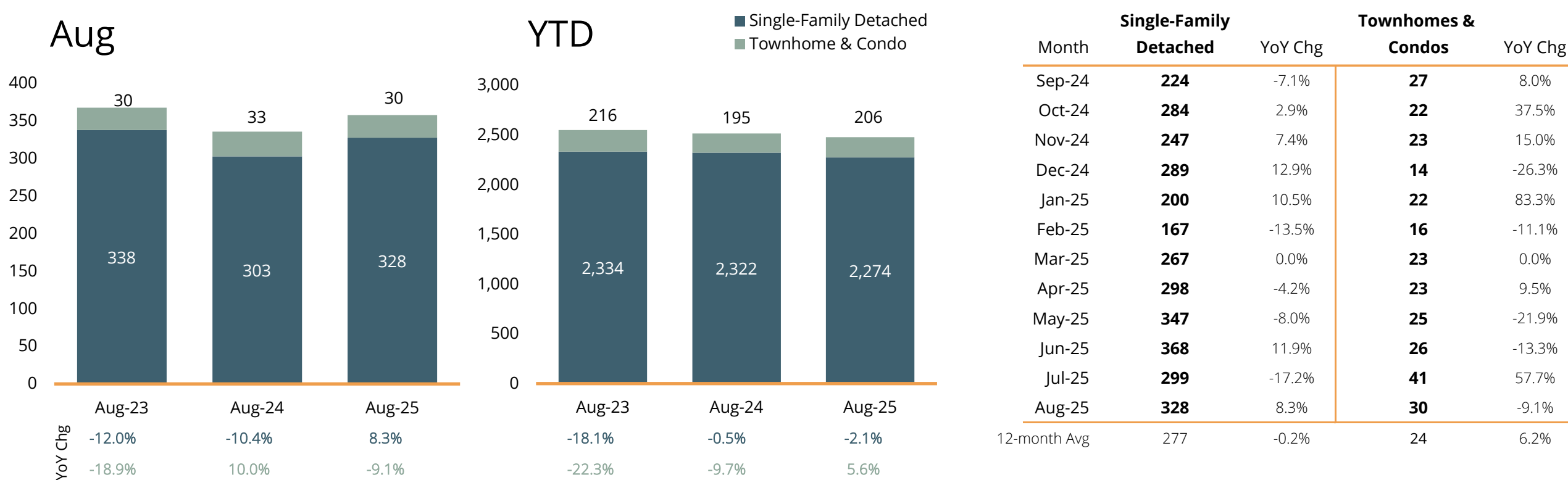
Townhome & Condo Market Overview



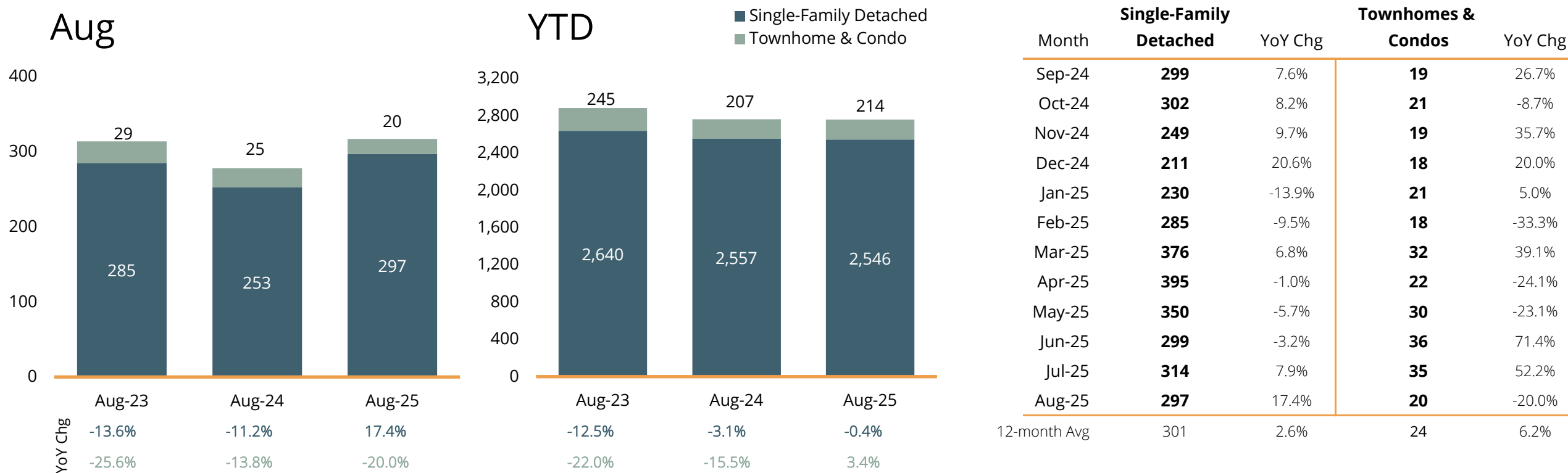
Key Metrics	Aug-23	2-year Trends	Aug-25	Aug-24	Aug-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				33	30	-9.1%	195	206	5.6%
Pending Sales				25	20	-20.0%	207	214	3.4%
New Listings				42	32	-23.8%	262	309	17.9%
Median List Price				\$439,500	\$308,950	-29.7%	\$280,950	\$298,450	6.2%
Median Sales Price				\$439,000	\$305,000	-30.5%	\$277,500	\$289,450	4.3%
Median Price Per Square Foot				\$469	\$275	-41.3%	\$260	\$277	6.6%
Sold Dollar Volume (in millions)				\$25.1	\$11.6	-53.7%	\$81.7	\$72.6	-11.1%
Median Sold/Ask Price Ratio				101.9%	97.9%	-3.9%	100.0%	98.0%	-2.0%
Median Days on Market				6	32	425.0%	8	23	187.5%
Active Listings				41	76	85.4%	n/a	n/a	n/a
Months of Supply				1.7	3.1	80.3%	n/a	n/a	n/a

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

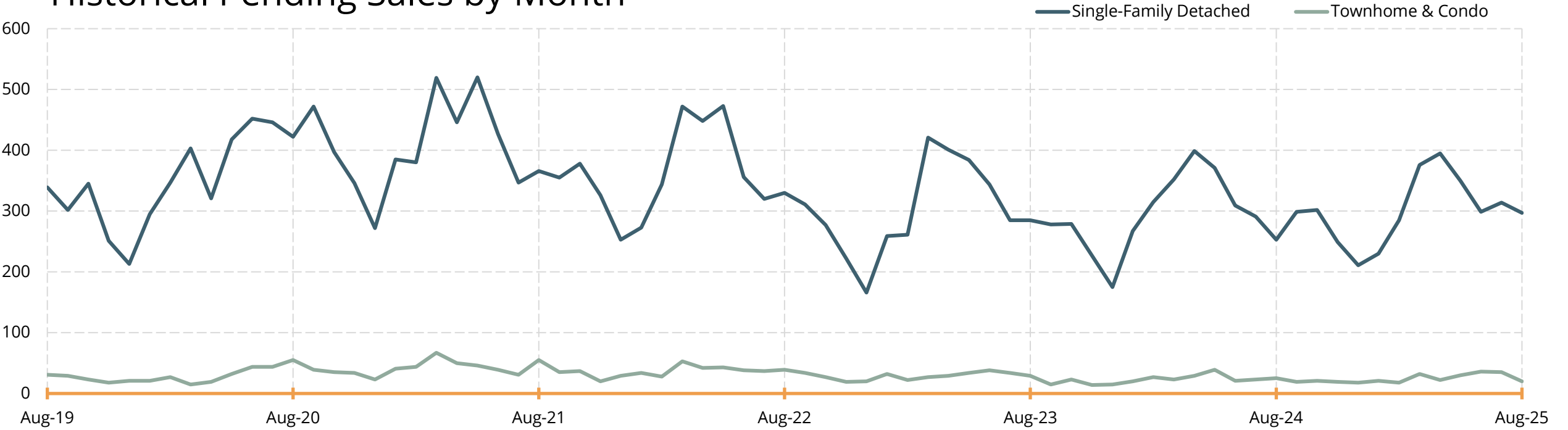
Sales



Pending Sales

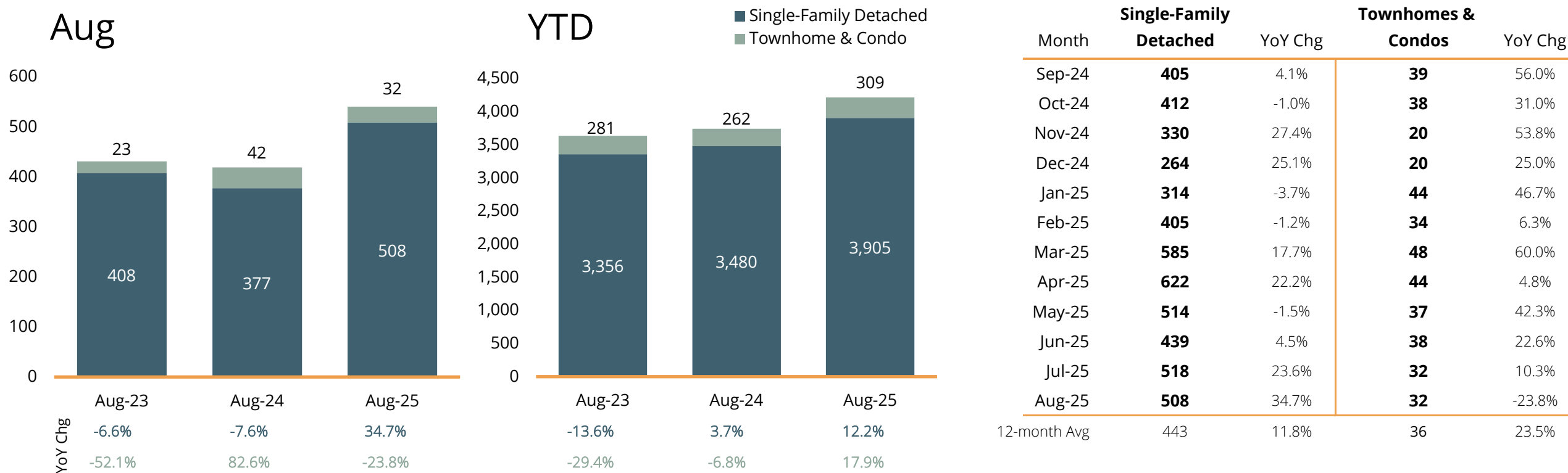


Historical Pending Sales by Month

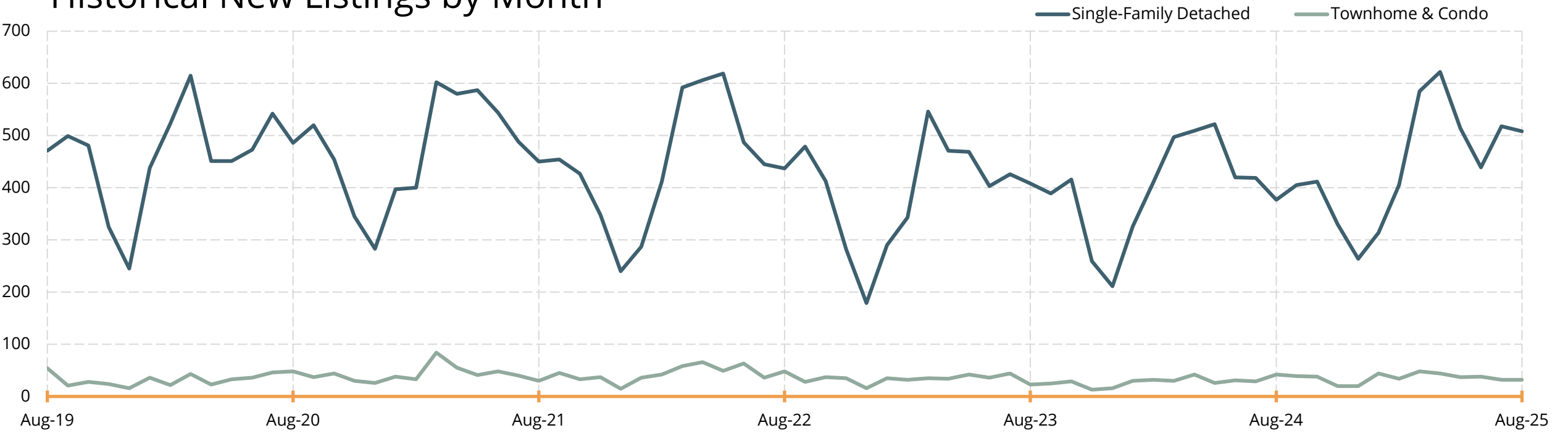


Source: Virginia REALTORS®, data accessed September 15, 2025

New Listings

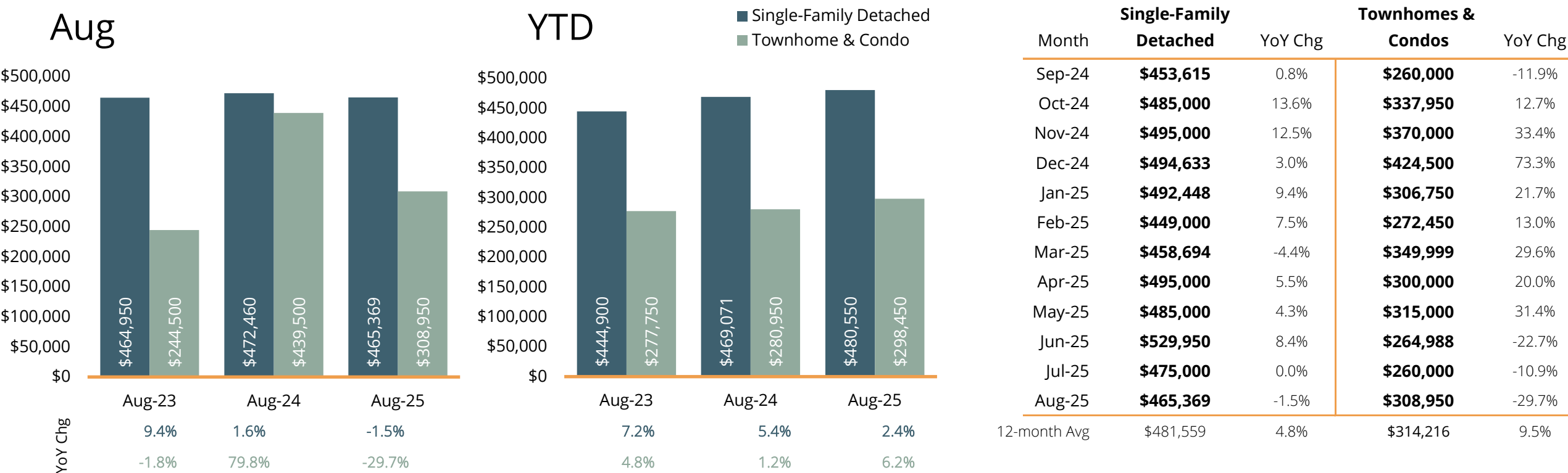


Historical New Listings by Month

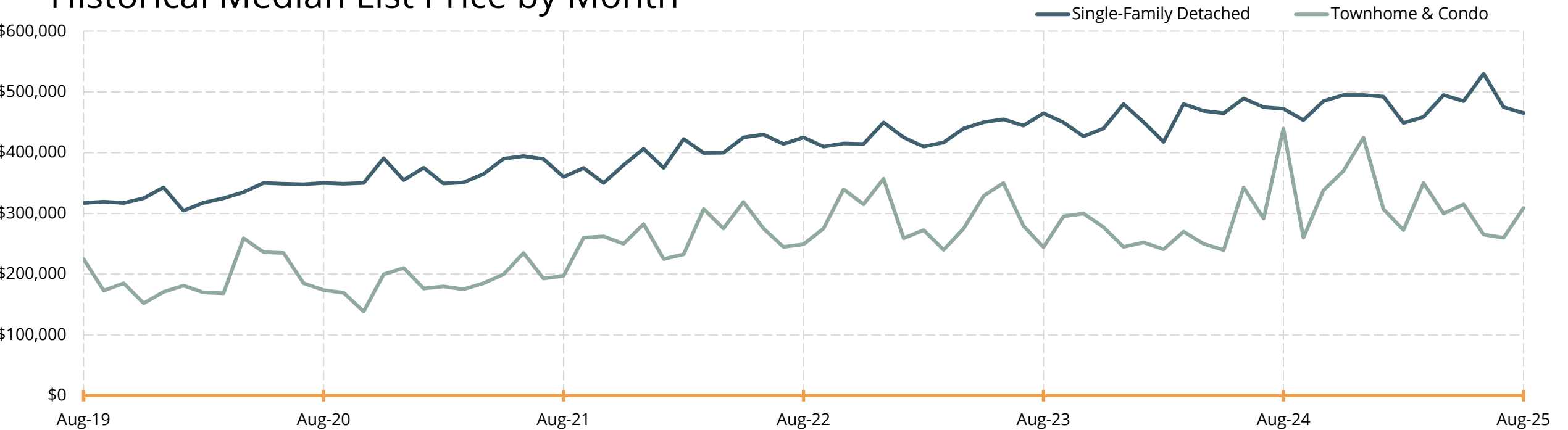


Source: Virginia REALTORS®, data accessed September 15, 2025

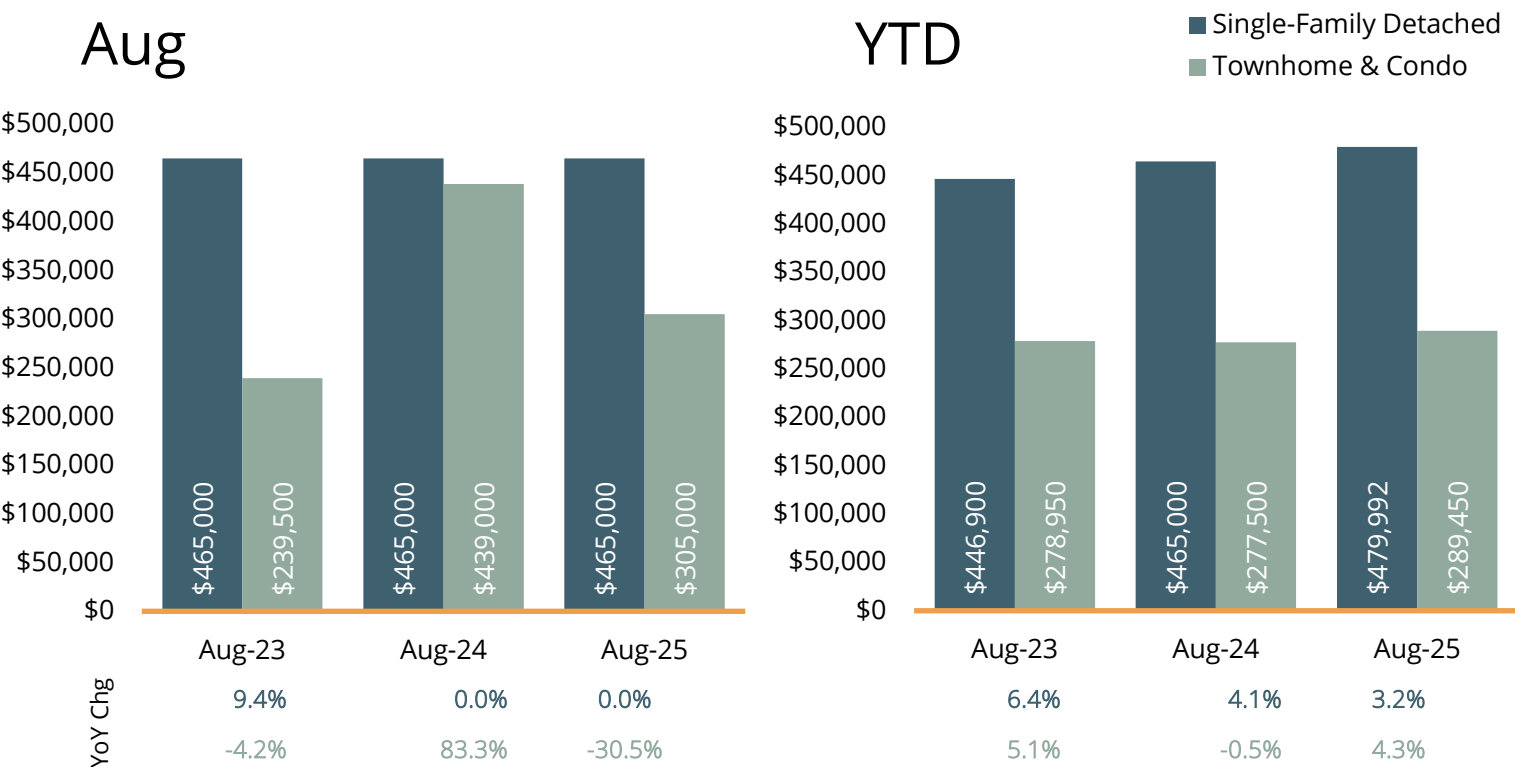
Median List Price



Historical Median List Price by Month

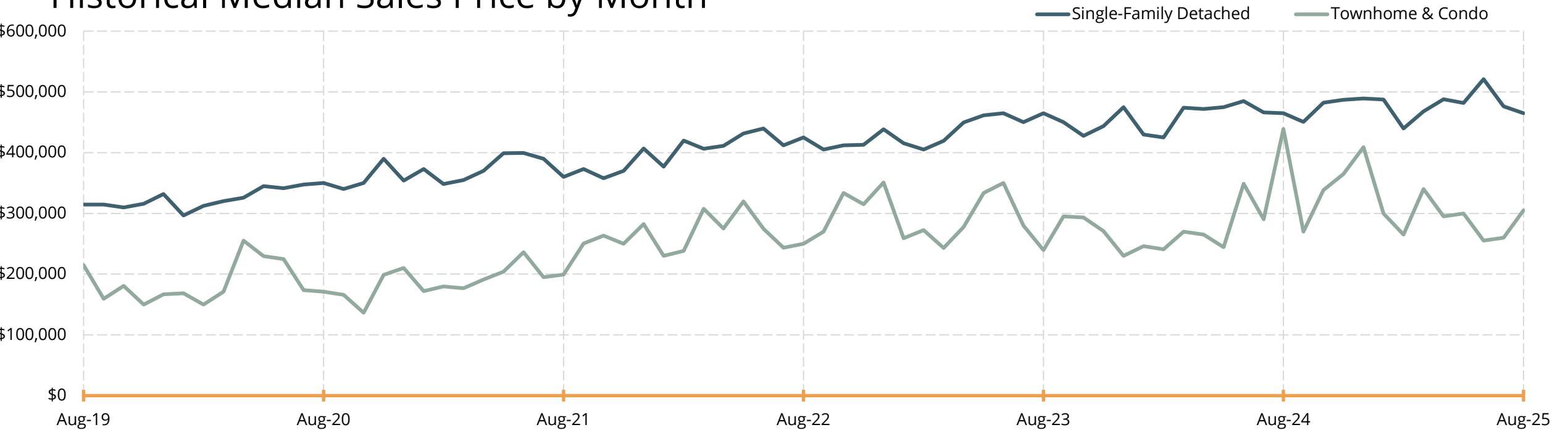


Median Sales Price



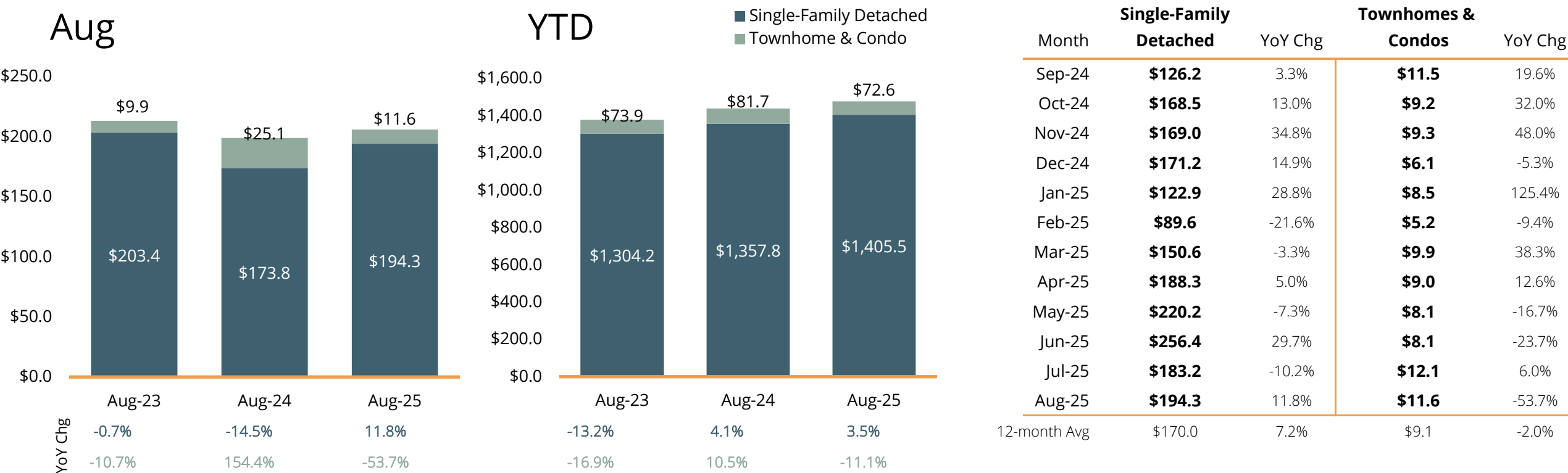
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	\$450,500	0.1%	\$270,000	-8.5%
Oct-24	\$482,276	12.8%	\$338,450	15.3%
Nov-24	\$487,000	9.7%	\$365,000	34.7%
Dec-24	\$489,000	3.0%	\$409,000	77.8%
Jan-25	\$487,500	13.4%	\$300,000	21.8%
Feb-25	\$440,000	3.5%	\$265,000	10.0%
Mar-25	\$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%
Aug-25	\$465,000	0.0%	\$305,000	-30.5%
12-month Avg	\$477,999	4.5%	\$308,538	7.8%

Historical Median Sales Price by Month

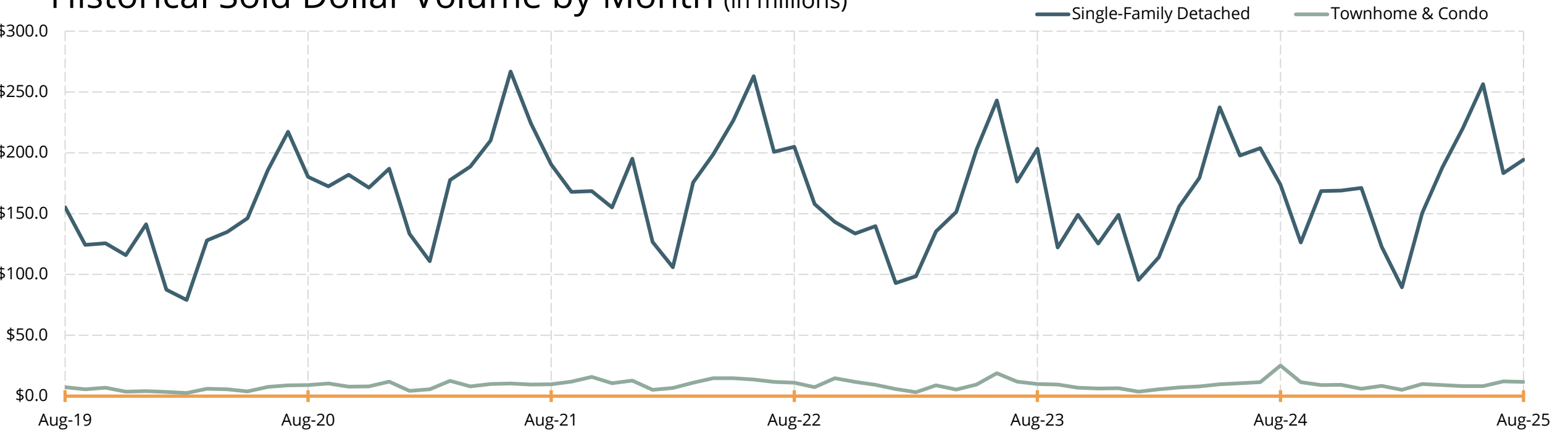


Source: Virginia REALTORS®, data accessed September 15, 2025

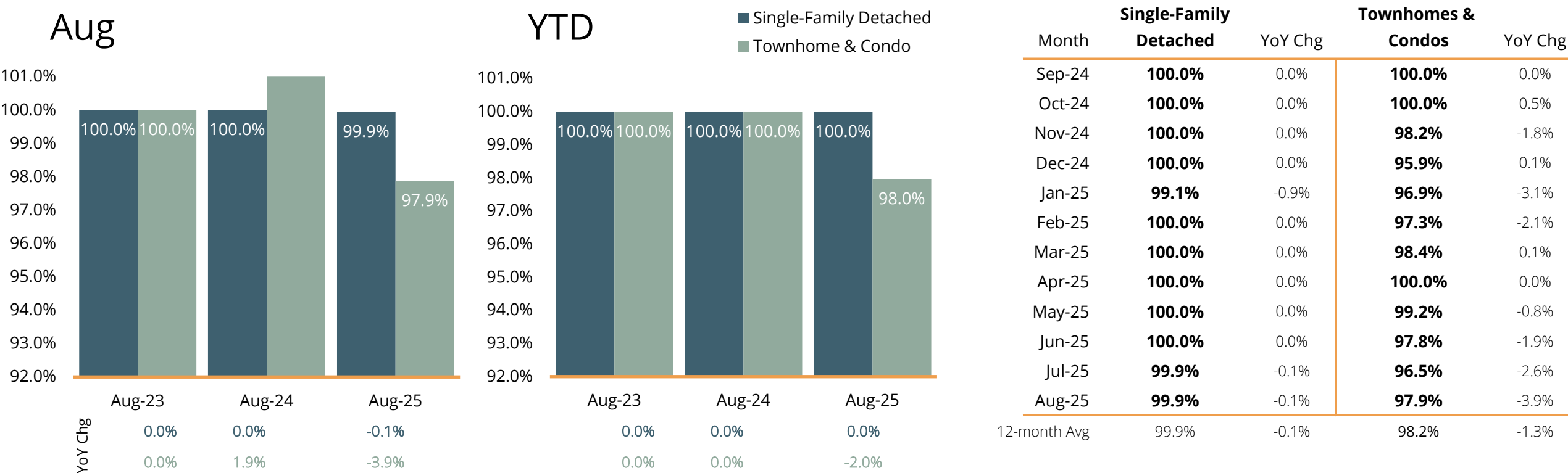
Sold Dollar Volume (in millions)



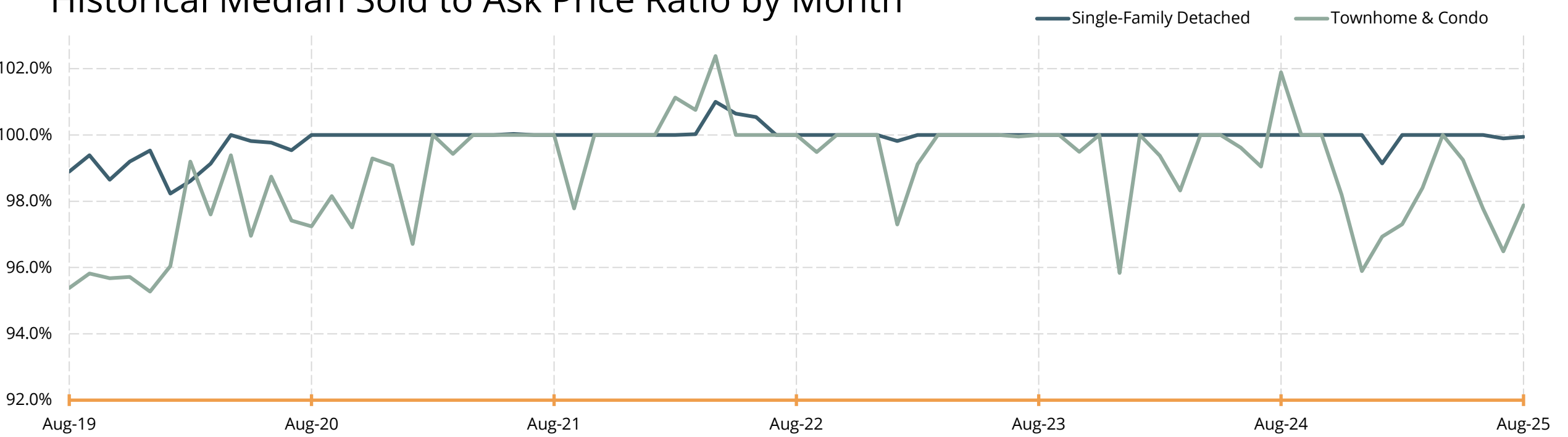
Historical Sold Dollar Volume by Month (in millions)



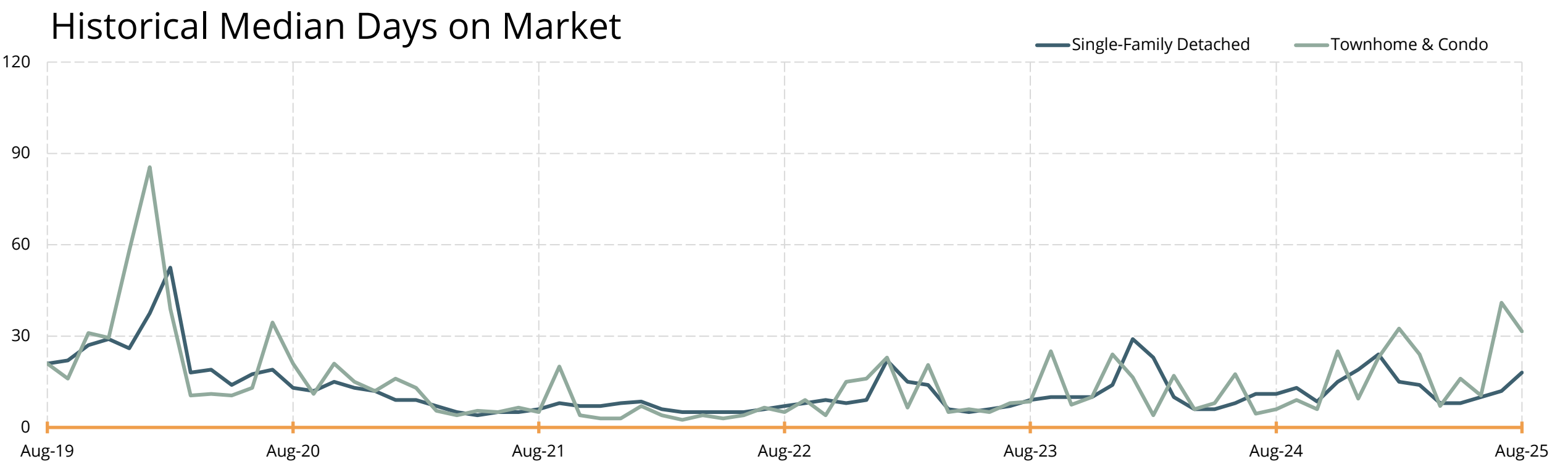
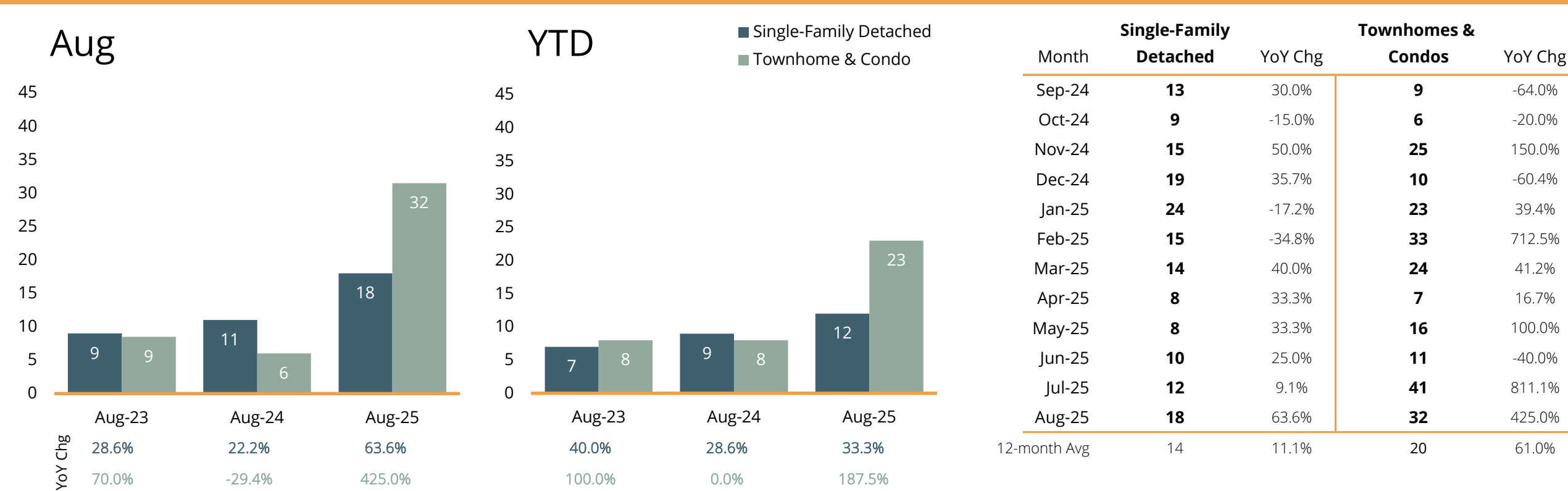
Median Sold to Ask Price Ratio



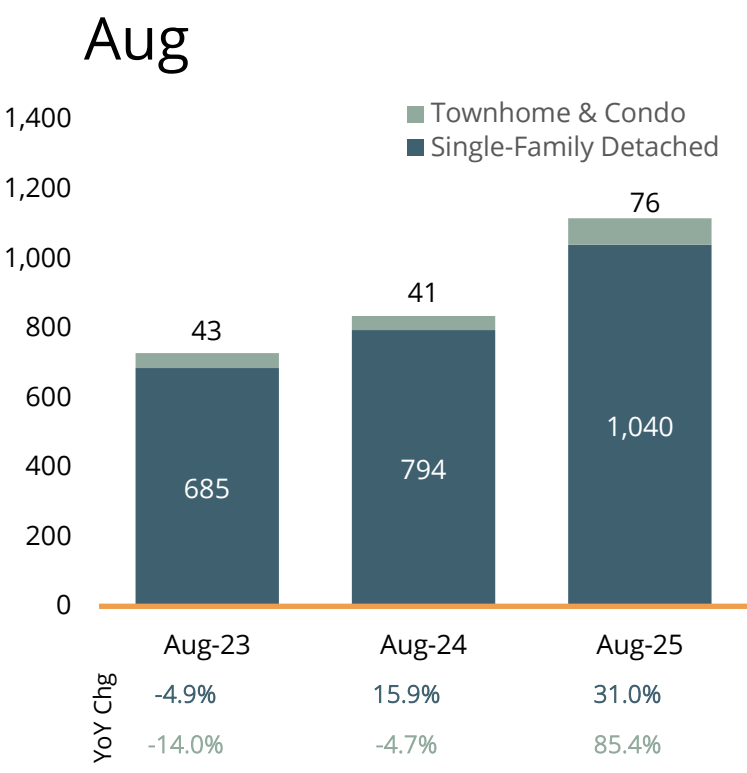
Historical Median Sold to Ask Price Ratio by Month



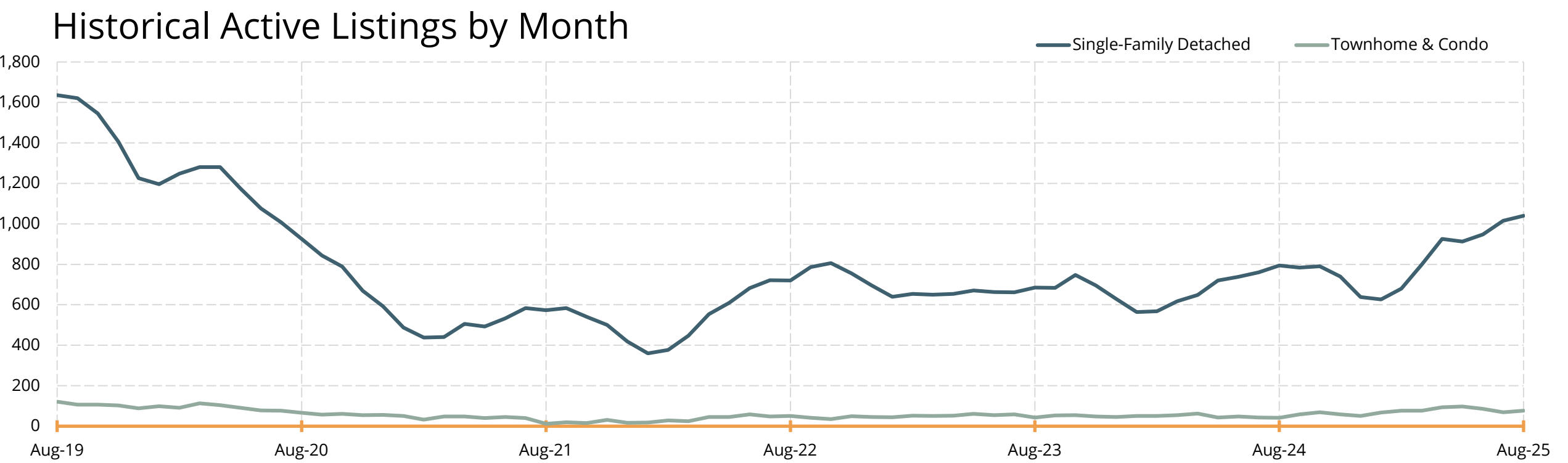
Median Days on Market



Active Listings



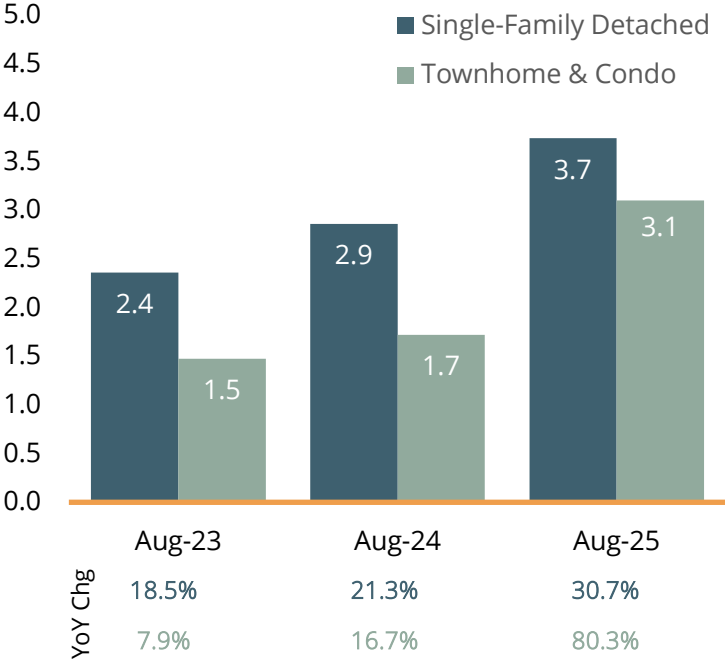
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	784	14.6%	58	9.4%
Oct-24	790	5.6%	69	25.5%
Nov-24	739	6.2%	58	20.8%
Dec-24	638	1.4%	51	13.3%
Jan-25	626	11.0%	68	33.3%
Feb-25	680	19.7%	76	49.0%
Mar-25	799	29.5%	76	38.2%
Apr-25	926	42.7%	94	51.6%
May-25	912	26.7%	98	127.9%
Jun-25	948	28.5%	86	79.2%
Jul-25	1,015	33.6%	69	60.5%
Aug-25	1,040	31.0%	76	85.4%
12-month Avg	825	21.2%	73	47.7%



Months of Supply

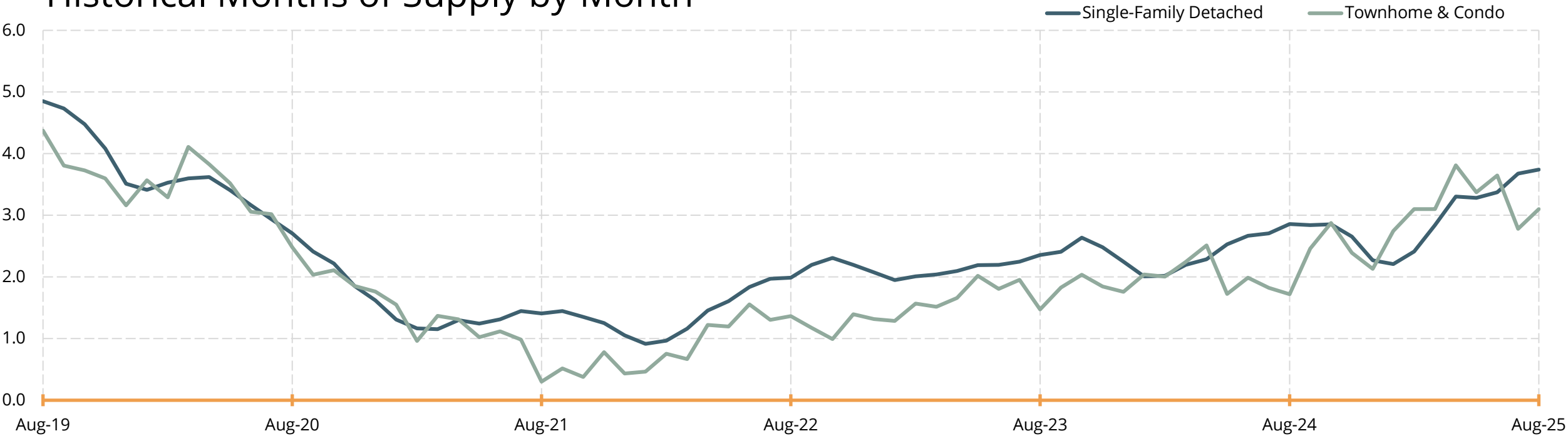


Aug



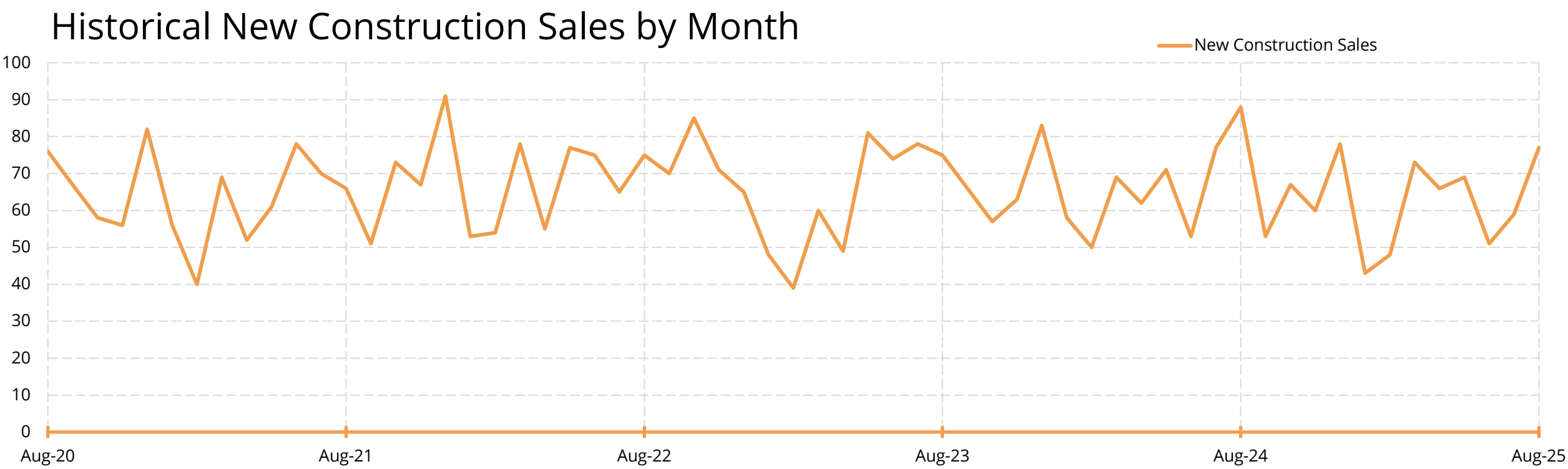
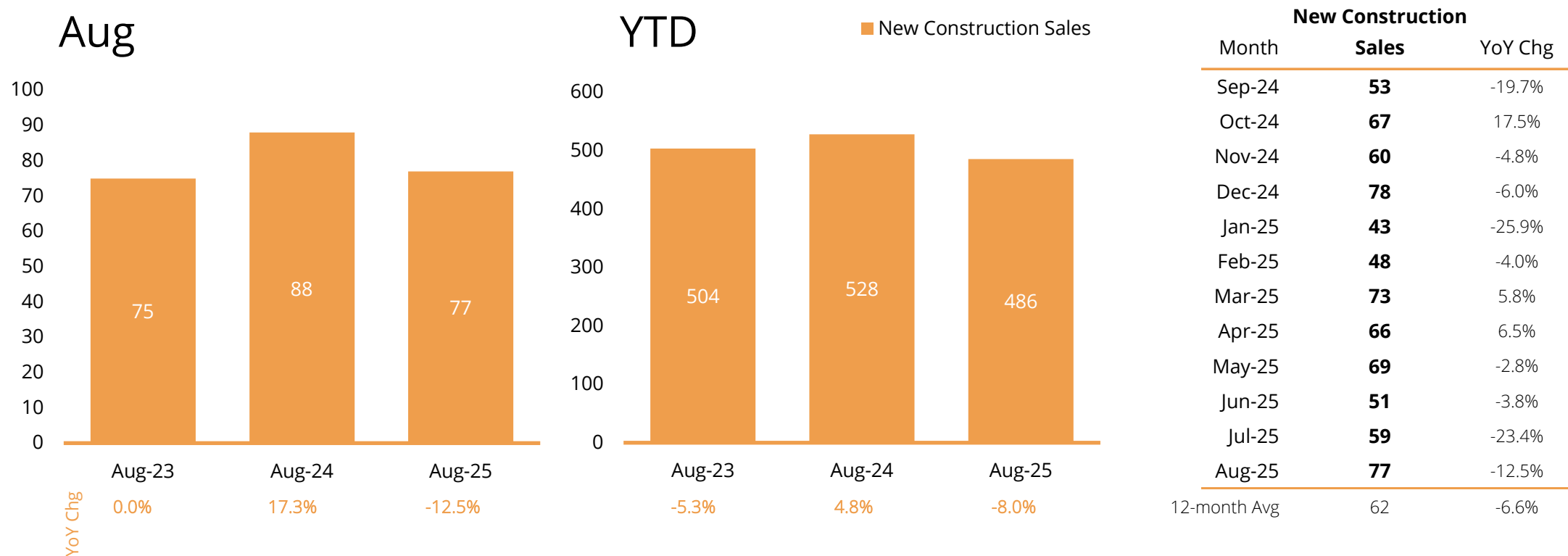
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Sep-24	2.8	17.9%	2.5	34.6%
Oct-24	2.9	8.3%	2.9	41.1%
Nov-24	2.7	7.1%	2.4	29.6%
Dec-24	2.3	1.0%	2.1	21.2%
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
Aug-25	3.7	30.7%	3.1	80.3%
12-month Avg	3.0	22.1%	3.0	51.0%

Historical Months of Supply by Month



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

New Construction Sales



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Albemarle County	159	168	5.7%	156	136	-12.8%	\$574,515	\$544,678	-5.2%	303	400	32.0%	2.4	3.2	33.5%
Charlottesville	35	53	51.4%	24	26	8.3%	\$587,500	\$492,750	-16.1%	64	118	84.4%	2.0	3.7	82.9%
Fluvanna County	38	53	39.5%	41	46	12.2%	\$365,000	\$374,530	2.6%	67	107	59.7%	2.1	3.1	51.1%
Greene County	30	109	263.3%	22	41	86.4%	\$399,250	\$428,980	7.4%	57	73	28.1%	2.8	3.0	8.7%
Louisa County	111	120	8.1%	61	79	29.5%	\$419,900	\$425,000	1.2%	242	309	27.7%	3.7	5.1	36.4%
Nelson County	46	37	-19.6%	32	30	-6.3%	\$318,225	\$470,000	47.7%	102	109	6.9%	4.1	4.2	2.8%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Albemarle County	1,628	1,577	-3.1%	1,064	1,017	-4.4%	\$535,206	\$546,000	2.0%	303	400	32.0%
Charlottesville	375	468	24.8%	282	272	-3.5%	\$522,000	\$500,000	-4.2%	64	118	84.4%
Fluvanna County	354	409	15.5%	268	296	10.4%	\$350,000	\$376,200	7.5%	67	107	59.7%
Greene County	262	506	93.1%	183	208	13.7%	\$400,000	\$428,993	7.2%	57	73	28.1%
Louisa County	827	945	14.3%	536	490	-8.6%	\$390,000	\$410,000	5.1%	242	309	27.7%
Nelson County	296	309	4.4%	184	197	7.1%	\$387,500	\$435,000	12.3%	102	109	6.9%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Albemarle County	136	151	11.0%	137	122	-10.9%	\$569,900	\$558,677	-2.0%	291	377	29.6%	2.5	3.3	32.4%
Charlottesville	32	48	50.0%	20	20	0.0%	\$540,000	\$492,750	-8.8%	58	96	65.5%	2.2	3.6	58.4%
Fluvanna County	38	53	39.5%	41	46	12.2%	\$365,000	\$374,530	2.6%	67	107	59.7%	2.1	3.2	51.8%
Greene County	30	109	263.3%	22	41	86.4%	\$399,250	\$428,980	7.4%	57	73	28.1%	2.8	3.0	8.3%
Louisa County	111	120	8.1%	61	77	26.2%	\$419,900	\$418,297	-0.4%	241	309	28.2%	3.8	5.1	35.9%
Nelson County	30	27	-10.0%	22	22	0.0%	\$452,500	\$537,500	18.8%	80	78	-2.5%	4.4	4.3	-2.5%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Albemarle County	1,516	1,442	-4.9%	978	921	-5.8%	\$550,000	\$570,000	3.6%	291	377	29.6%
Charlottesville	314	395	25.8%	228	225	-1.3%	\$550,000	\$535,650	-2.6%	58	96	65.5%
Fluvanna County	353	408	15.6%	267	295	10.5%	\$350,000	\$377,630	7.9%	67	107	59.7%
Greene County	262	506	93.1%	183	208	13.7%	\$400,000	\$428,993	7.2%	57	73	28.1%
Louisa County	822	941	14.5%	531	486	-8.5%	\$389,925	\$410,000	5.1%	241	309	28.2%
Nelson County	213	213	0.0%	135	139	3.0%	\$489,500	\$490,000	0.1%	80	78	-2.5%

Area Overview - Townhome & Condo Market



New Listings				Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Albemarle County	23	17	-26.1%	19	14	-26.3%	\$1,162,214	\$253,500	-78.2%	12	23	92%	1.2	2.1	73%
Charlottesville	3	5	66.7%	4	6	50.0%	\$717,500	\$488,750	-31.9%	6	22	266.7%	1.0	4.5	335.0%
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	0	0	n/a	0	2	n/a	\$0	\$657,500	n/a	1	0	-100.0%	0.8	0.0	-100.0%
Nelson County	16	10	-37.5%	10	8	-20.0%	\$212,500	\$283,500	33.4%	22	31	40.9%	3.3	4.0	22.5%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg	Aug-24	Aug-25	% chg
Albemarle County	112	135	20.5%	86	96	11.6%	\$258,500	\$273,750	5.9%	12	23	91.7%
Charlottesville	61	73	19.7%	54	47	-13.0%	\$347,450	\$314,000	-9.6%	6	22	266.7%
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	4	-20.0%	\$655,000	\$630,000	-3.8%	1	0	-100.0%
Nelson County	83	96	15.7%	49	58	18.4%	\$236,250	\$263,250	11.4%	22	31	40.9%



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 Virginia REALTORS® Research Team

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.