

# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# CAAR Market Indicators Report



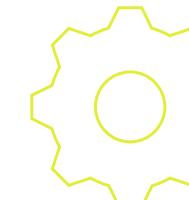
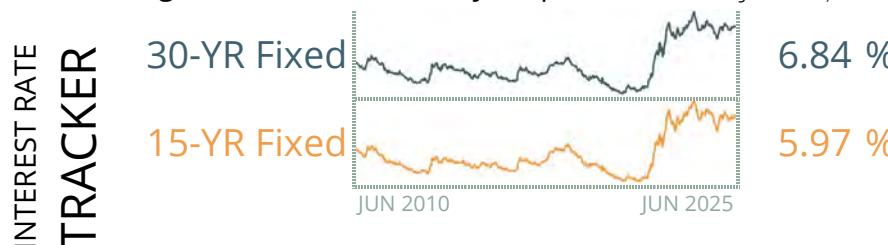
## Key Market Trends: May 2025

**In the CAAR market, sales activity continued to decrease.** Activity fell by 9.0% in May with 372 total sales in the area, 37 fewer sales than last year. Sales dropped for the fourth consecutive month in Albemarle County with 26 fewer home sales (-14.2%) and Louisa County down 25 sales from the previous year (-29.1%). Sales went up in Charlottesville this month with nine additional sales (+19.6%).

**There was a decline in pending sales this month in the region.** Across the CAAR footprint, there were 30 fewer pending sales bringing the total number to 380 in May, down 7.3% from last year. Louisa County had the biggest decrease in activity with 35 fewer pending sales than a year earlier (-38.0%). The two markets with the sharpest increase in pending sales were Charlottesville with eight additional pending sales (+17.8%) and Nelson County with five more pending sales than the year before (+19.2%).

**Sale prices grew for the second straight month in the CAAR area.** In May, the median home price was \$468,200, up 3.2% or \$14,560 from the year prior. Several markets experienced an uptick in price with Albemarle County (+\$52,000), Louisa County (+\$49,795), and Greene County (+\$35,493) seeing the biggest gains this month. At \$485,000, the median sales price in Charlottesville dipped 0.4%, which is \$1,750 less than the previous year.

**Listings surged across the CAAR footprint.** There were 1,010 listings at the end of May, 247 more listings compared to the same time last year, a 32.4% rise in listing activity. Louisa County (+57.4%) and Albemarle County (+26.9%) experienced a double-digit increase in listings this month. Nelson County was the only local market where listings decreased from the year prior (-5.7%). *June 12, 2025*



*CAAR Market Dashboard*

YoY Chg	May-25	Indicator
▼ -9.0%	372	Sales
▼ -9.3%	372	Pending Sales
▲ 1.8%	558	New Listings
▲ 4.7%	\$471,000	Median List Price
▲ 3.2%	\$468,200	Median Sales Price
▲ 7.5%	\$274	Median Price Per Square Foot
▼ -7.7%	\$228.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ 41.7%	9	Median Days on Market
▲ 32.4%	1,010	Active Listings
▲ 35.7%	3.3	Months of Supply
▼ -2.8%	69	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.**

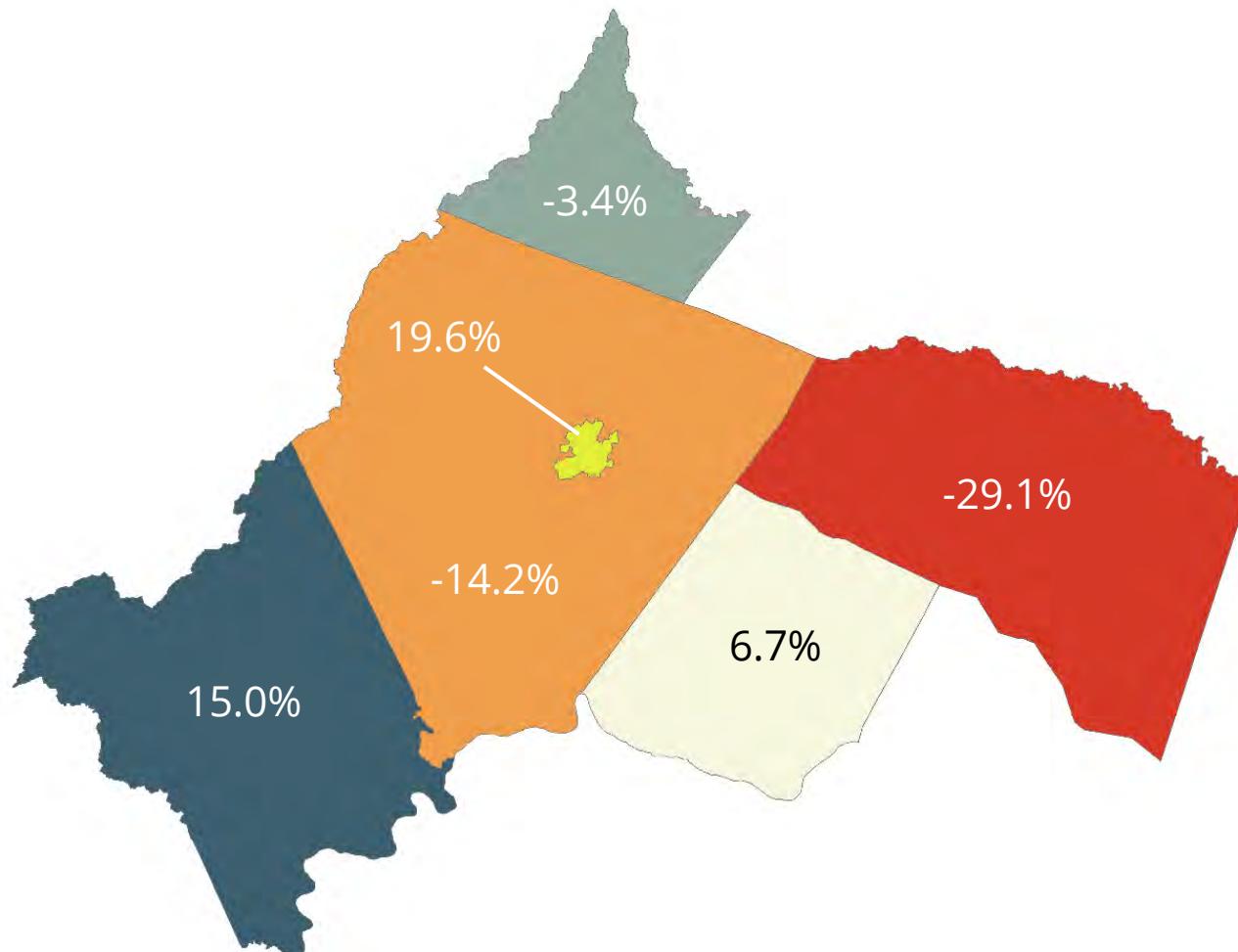
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

**Are You Ready to Buy or Sell Real Estate?**

Contact an experienced REALTOR®.



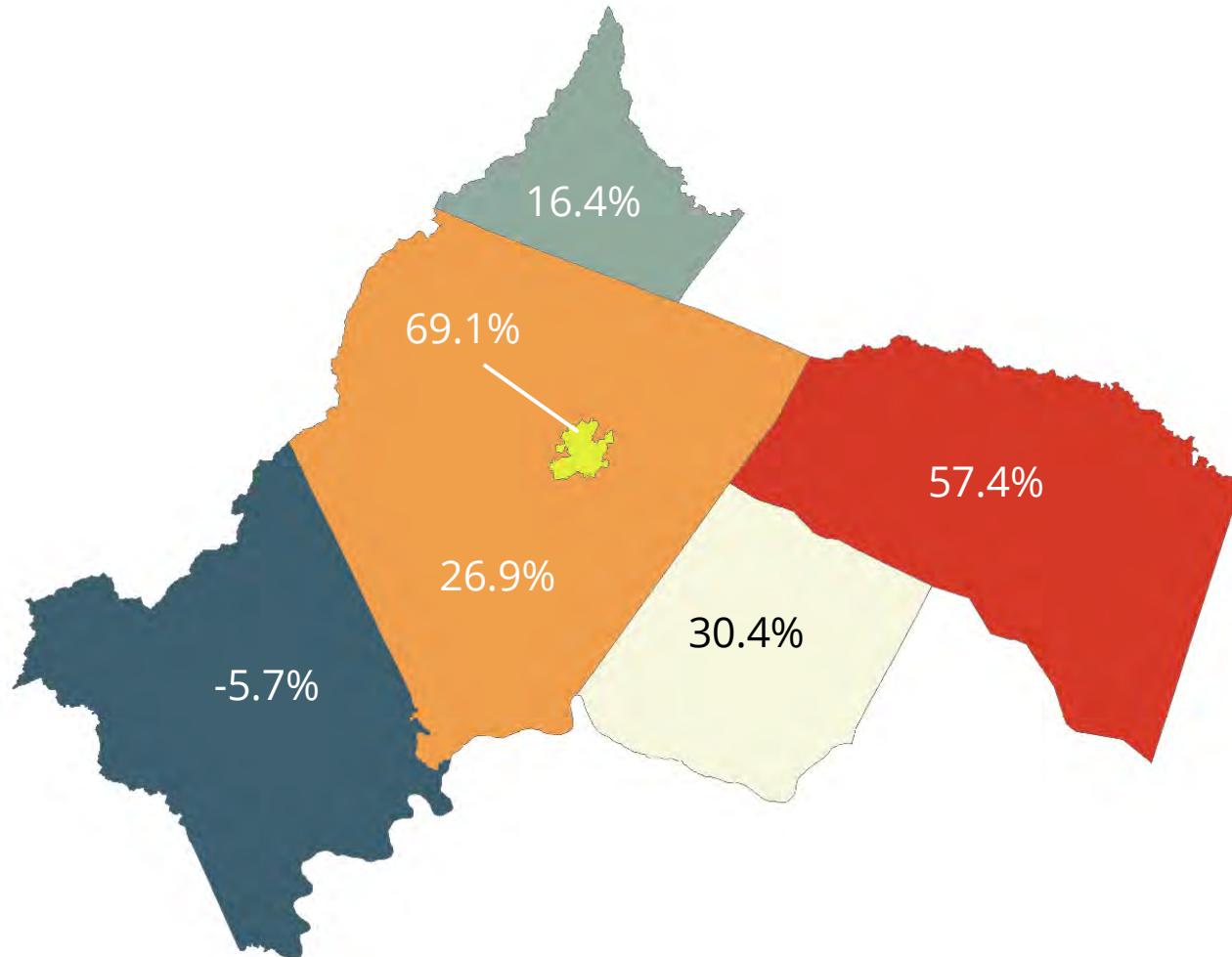
# Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	May-24	May-25	% Chg
Albemarle County	183	157	-14.2%
Charlottesville	46	55	19.6%
Fluvanna County	45	48	6.7%
Greene County	29	28	-3.4%
Louisa County	86	61	-29.1%
Nelson County	20	23	15.0%
<b>CAAR</b>	<b>409</b>	<b>372</b>	<b>-9.0%</b>

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

# Active Listings: Total Inventory (includes proposed listings)

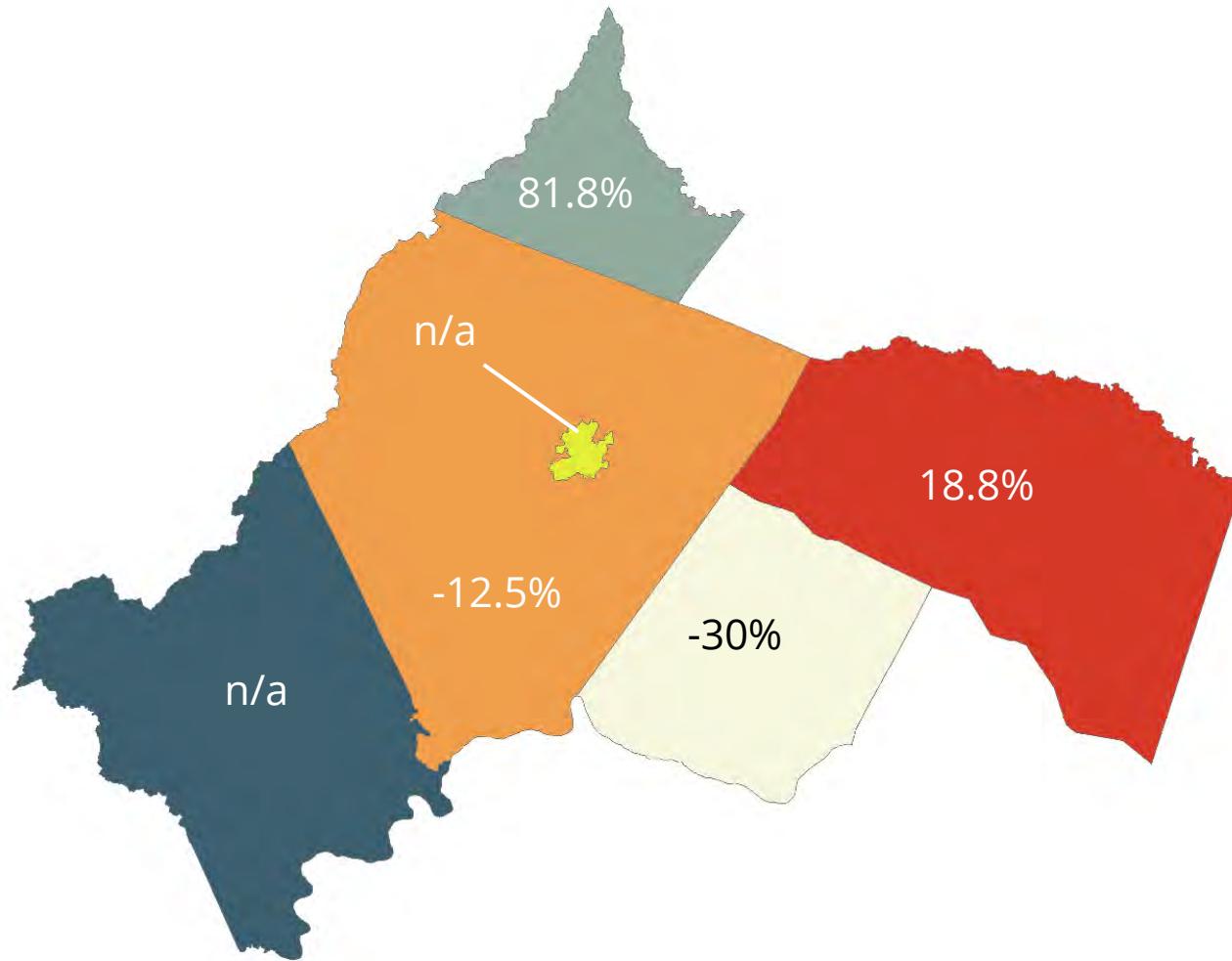


Active Listings

Total Inventory

Jurisdiction	May-24	May-25	% Chg
Albemarle County	290	368	26.9%
Charlottesville	68	115	69.1%
Fluvanna County	69	90	30.4%
Greene County	61	71	16.4%
Louisa County	169	266	57.4%
Nelson County	106	100	-5.7%
<b>CAAR</b>	<b>763</b>	<b>1010</b>	<b>32.4%</b>

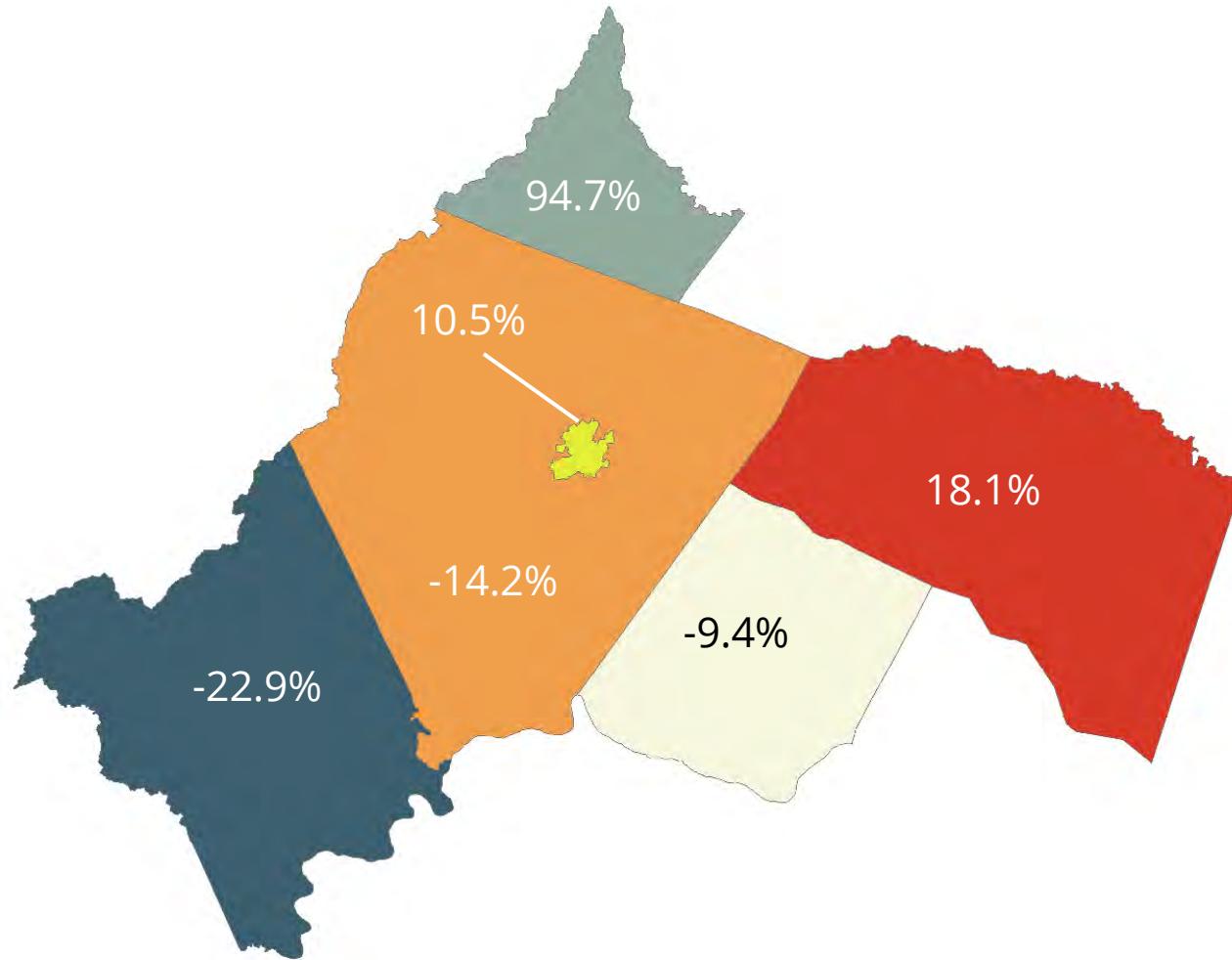
# Active Listings: Proposed Listings



Active Listings  
Proposed Listings

Jurisdiction	May-24	May-25	% Chg
Albemarle County	88	77	-12.5%
Charlottesville	0	2	n/a
Fluvanna County	10	7	-30.0%
Greene County	11	20	81.8%
Louisa County	16	19	18.8%
Nelson County	0	3	n/a
<b>CAAR</b>	<b>125</b>	<b>128</b>	<b>2.4%</b>

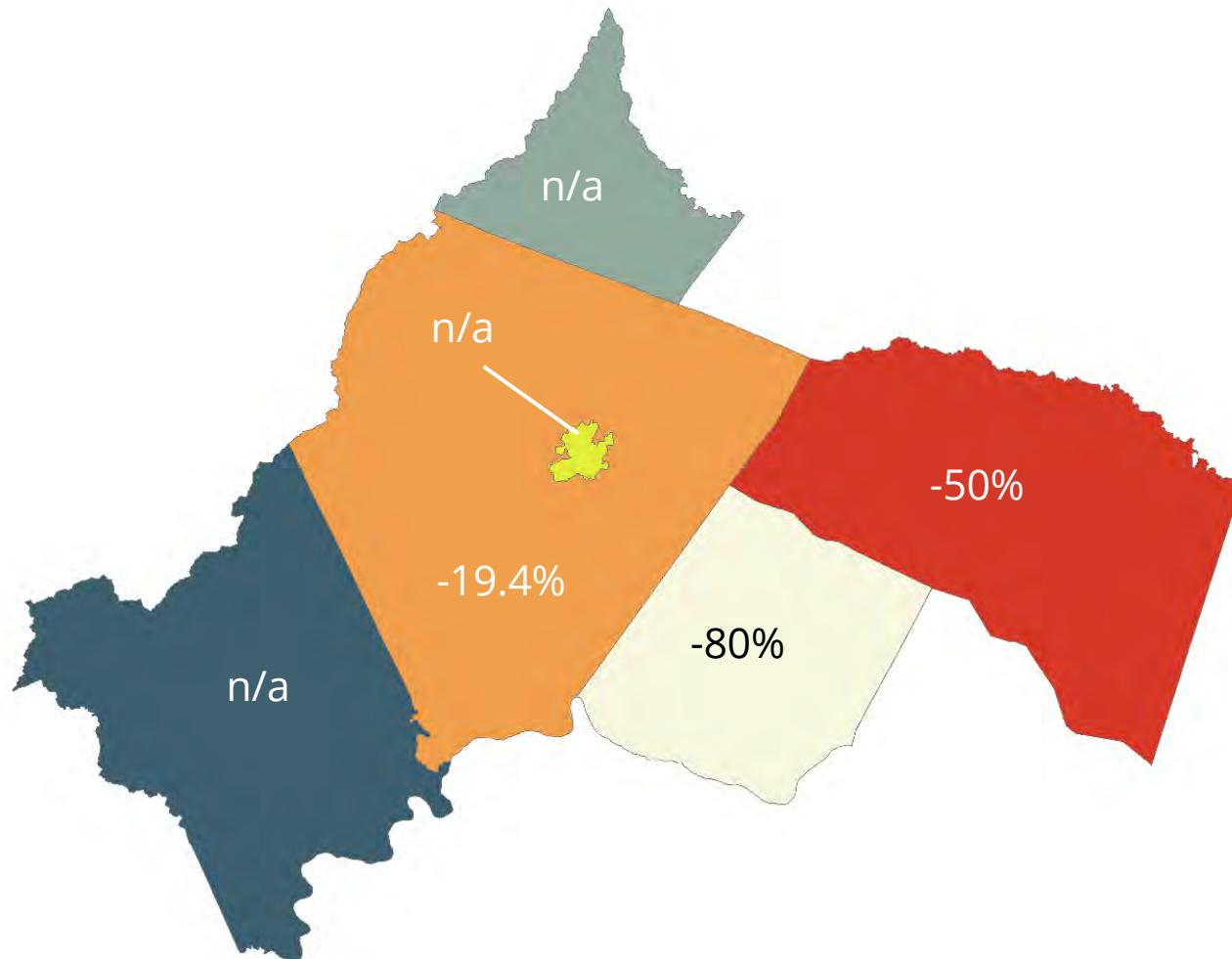
# New Listings: Total Inventory (includes proposed listings)



New Listings  
Total Inventory

Jurisdiction	May-24	May-25	% Chg
Albemarle County	247	212	-14.2%
Charlottesville	57	63	10.5%
Fluvanna County	53	48	-9.4%
Greene County	38	74	94.7%
Louisa County	105	124	18.1%
Nelson County	48	37	-22.9%
<b>CAAR</b>	<b>548</b>	<b>558</b>	<b>1.8%</b>

# New Listings: Proposed Listings



New Listings  
Proposed Listings

Jurisdiction	May-24	May-25	% Chg
Albemarle County	36	29	-19.4%
Charlottesville	0	6	n/a
Fluvanna County	5	1	-80.0%
Greene County	7	37	n/a
Louisa County	8	4	-50.0%
Nelson County	0	0	n/a
<b>CAAR</b>	<b>56</b>	<b>77</b>	<b>37.5%</b>

# Total Market Overview



Key Metrics	2-year Trends			May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	May-23	May-24	May-25						
Sales		409	<b>372</b>	-9.0%	1,435	<b>1,388</b>	-3.3%		
Pending Sales		410	<b>372</b>	-9.3%	1,842	<b>1,759</b>	-4.5%		
New Listings		548	<b>558</b>	1.8%	2,424	<b>2,647</b>	9.2%		
Median List Price		\$449,900	<b>\$471,000</b>	4.7%	\$445,000	<b>\$465,000</b>	4.5%		
Median Sales Price		\$453,640	<b>\$468,200</b>	3.2%	\$443,696	<b>\$464,774</b>	4.8%		
Median Price Per Square Foot		\$255	<b>\$274</b>	7.5%	\$247	<b>\$265</b>	7.3%		
Sold Dollar Volume (in millions)		\$247.3	<b>\$228.3</b>	-7.7%	\$816.7	<b>\$812.3</b>	-0.5%		
Median Sold/Ask Price Ratio		100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%		
Median Days on Market		6	<b>9</b>	41.7%	9	<b>12</b>	33.3%		
Active Listings		763	<b>1,010</b>	32.4%	n/a	<b>n/a</b>	n/a		
Months of Supply		2.5	<b>3.3</b>	35.7%	n/a	<b>n/a</b>	n/a		

# Single-Family Detached Market Overview



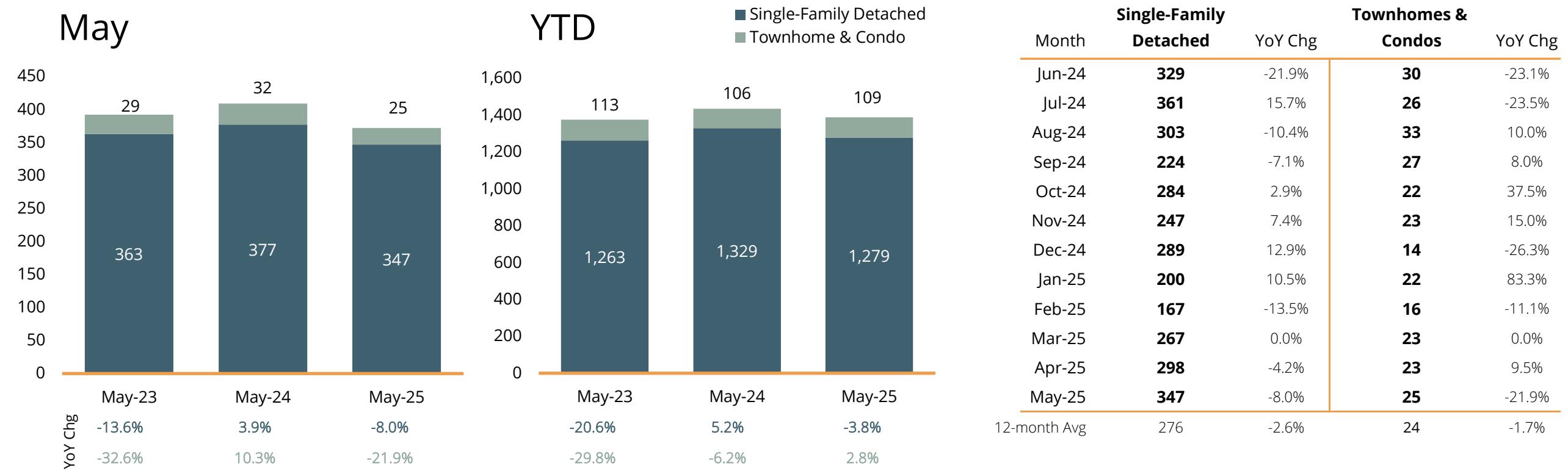
Key Metrics	2-year Trends			May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	May-23	May-24	May-25						
Sales		377	<b>347</b>	-8.0%	1,329	<b>1,279</b>	-3.8%		
Pending Sales		371	<b>350</b>	-5.7%	1,704	<b>1,636</b>	-4.0%		
New Listings		522	<b>514</b>	-1.5%	2,264	<b>2,440</b>	7.8%		
Median List Price		\$465,000	<b>\$485,000</b>	4.3%	\$459,000	<b>\$475,000</b>	3.5%		
Median Sales Price		\$475,000	<b>\$481,713</b>	1.4%	\$455,000	<b>\$474,990</b>	4.4%		
Median Price Per Square Foot		\$258	<b>\$273</b>	5.7%	\$247	<b>\$264</b>	6.6%		
Sold Dollar Volume (in millions)		\$237.5	<b>\$220.2</b>	-7.3%	\$782.3	<b>\$771.5</b>	-1.4%		
Median Sold/Ask Price Ratio		100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%		
Median Days on Market		6	<b>8</b>	33.3%	10	<b>12</b>	26.3%		
Active Listings		720	<b>912</b>	26.7%	n/a	<b>n/a</b>	n/a		
Months of Supply		2.5	<b>3.3</b>	29.7%	n/a	<b>n/a</b>	n/a		

# Townhome & Condo Market Overview

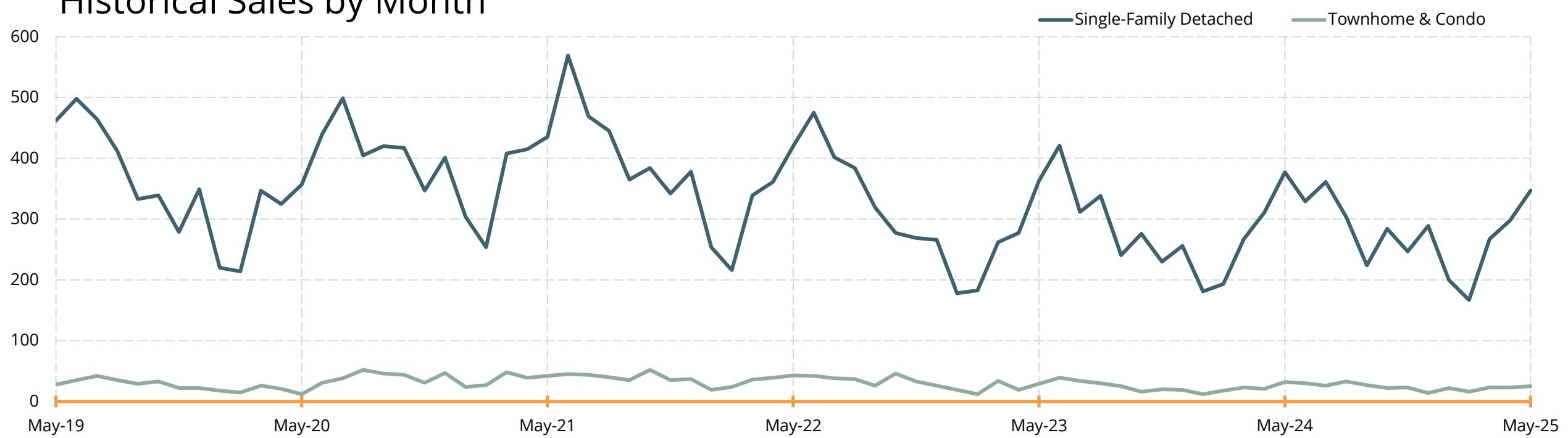


Key Metrics	2-year Trends			May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	May-23	May-24	May-25						
Sales		32	<b>25</b>	-21.9%	106	<b>109</b>	2.8%		
Pending Sales		39	<b>22</b>	-43.6%	138	<b>123</b>	-10.9%		
New Listings		26	<b>44</b>	69.2%	160	<b>207</b>	29.4%		
Median List Price		\$239,750	<b>\$315,000</b>	31.4%	\$259,000	<b>\$308,500</b>	19.1%		
Median Sales Price		\$244,500	<b>\$300,000</b>	22.7%	\$255,000	<b>\$300,000</b>	17.6%		
Median Price Per Square Foot		\$240	<b>\$288</b>	20.1%	\$247	<b>\$294</b>	18.9%		
Sold Dollar Volume (in millions)		\$9.8	<b>\$8.1</b>	-16.7%	\$34.4	<b>\$40.7</b>	18.3%		
Median Sold/Ask Price Ratio		100.0%	<b>99.2%</b>	-0.8%	100.0%	<b>98.5%</b>	-1.5%		
Median Days on Market		8	<b>16</b>	100.0%	7	<b>19</b>	171.4%		
Active Listings		43	<b>98</b>	127.9%	n/a	<b>n/a</b>	n/a		
Months of Supply		1.7	<b>4.1</b>	136.6%	n/a	<b>n/a</b>	n/a		

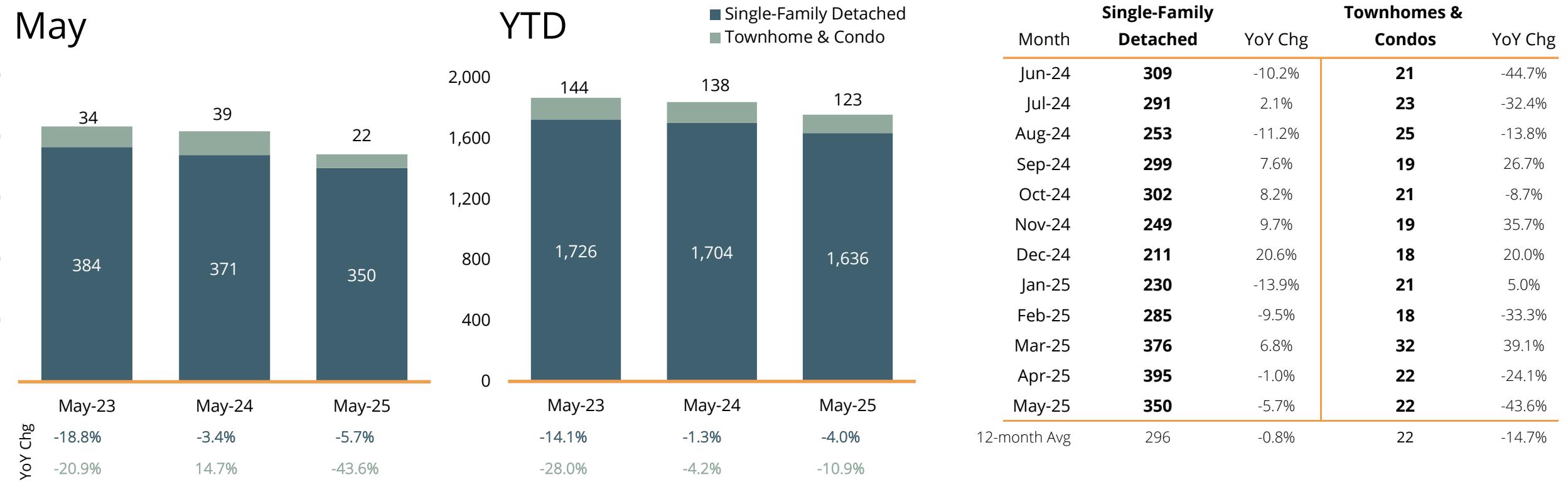
# Sales



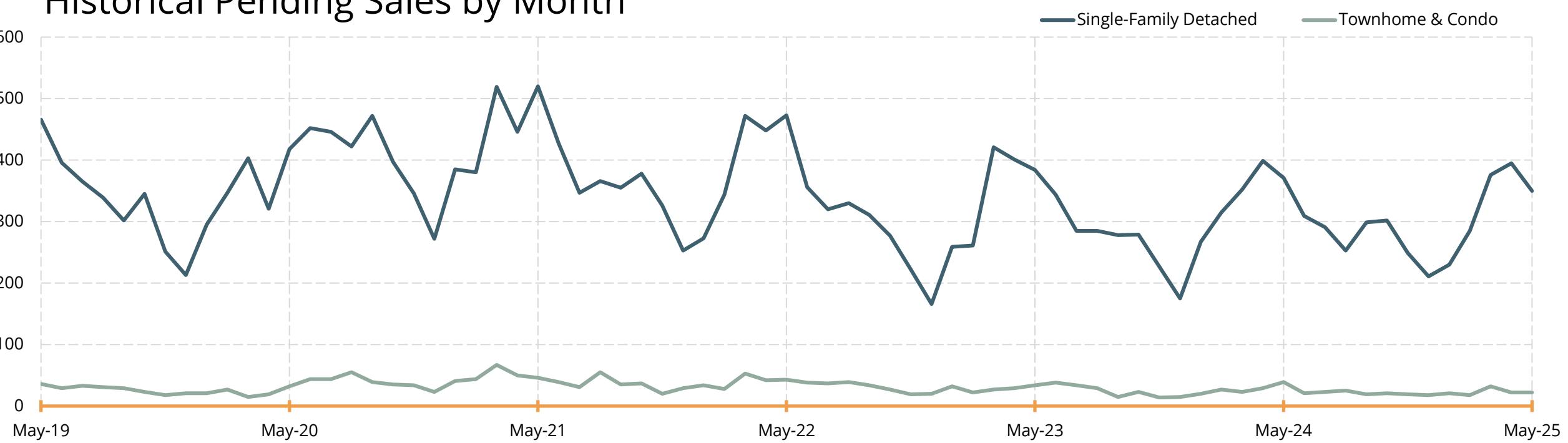
## Historical Sales by Month



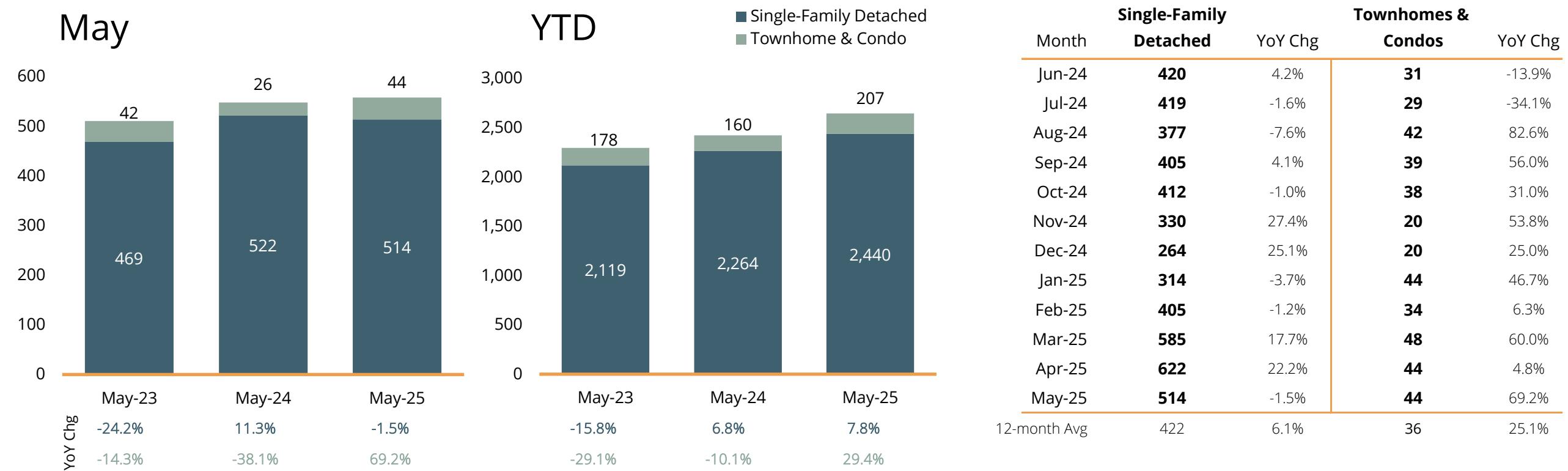
# Pending Sales



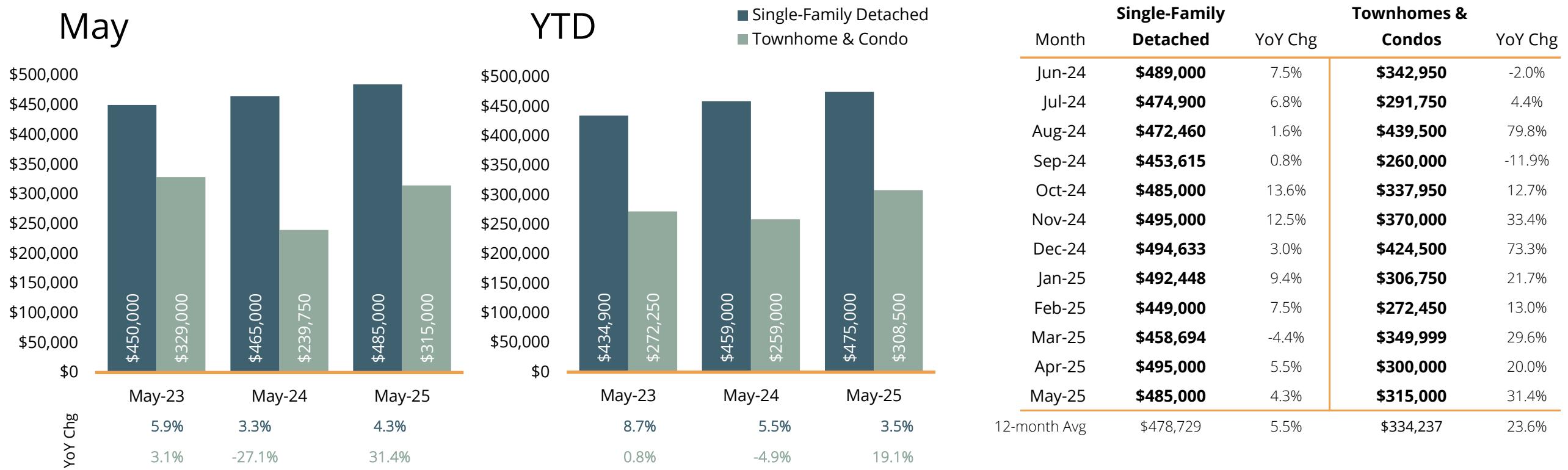
## Historical Pending Sales by Month



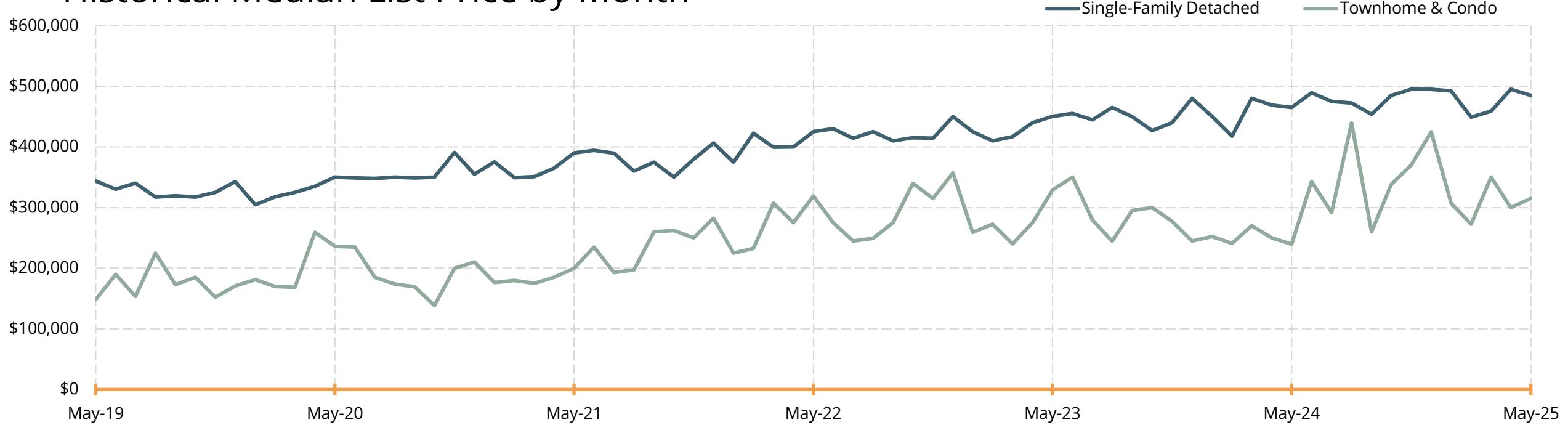
# New Listings



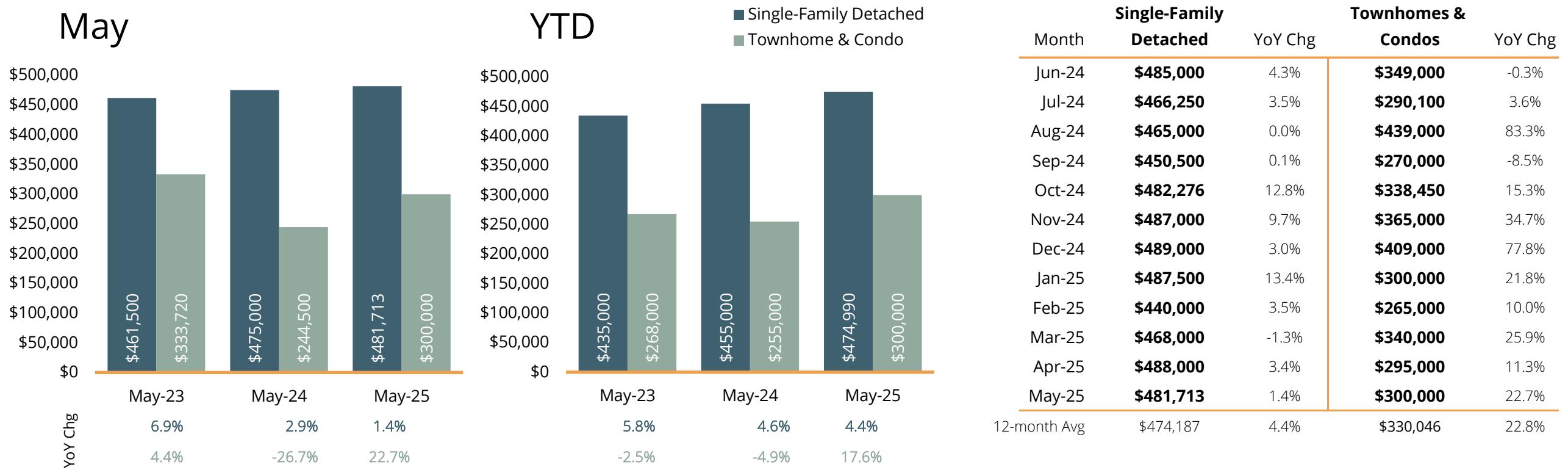
# Median List Price



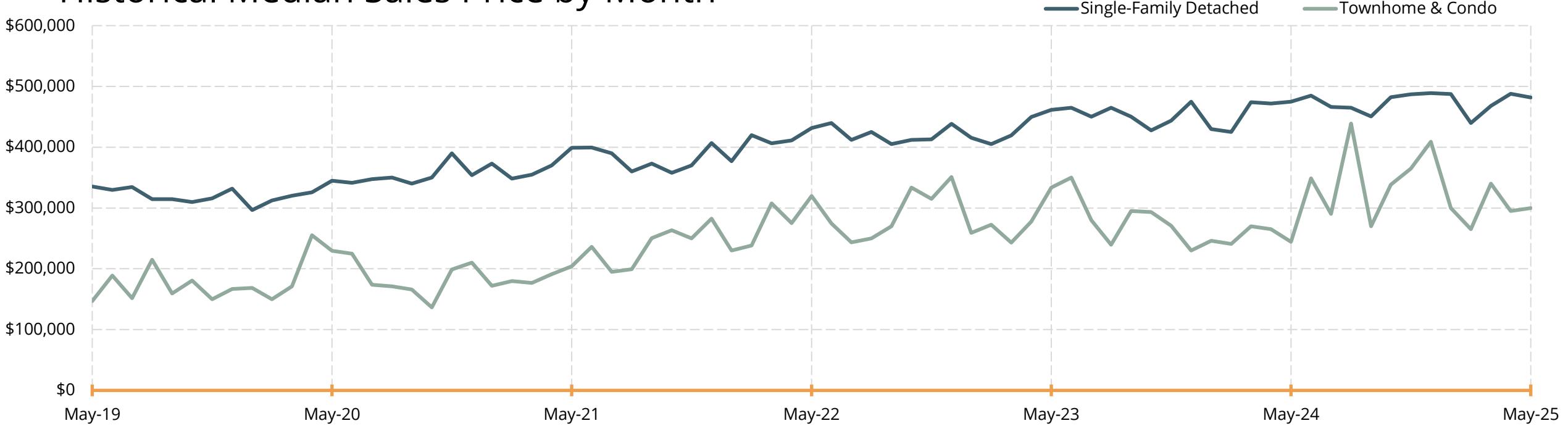
## Historical Median List Price by Month



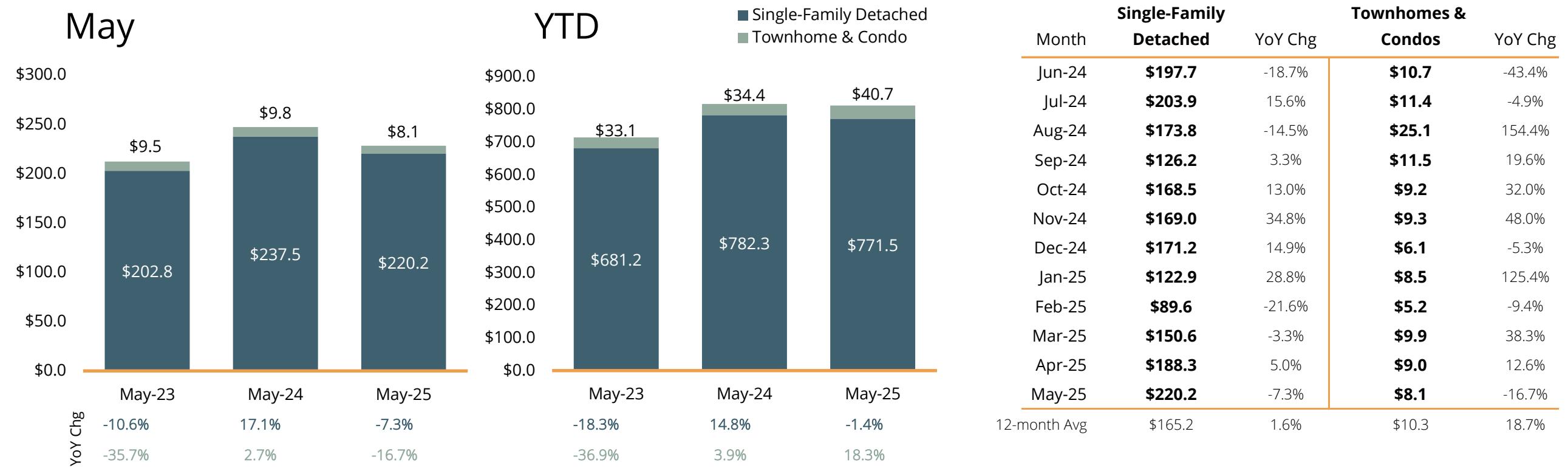
# Median Sales Price



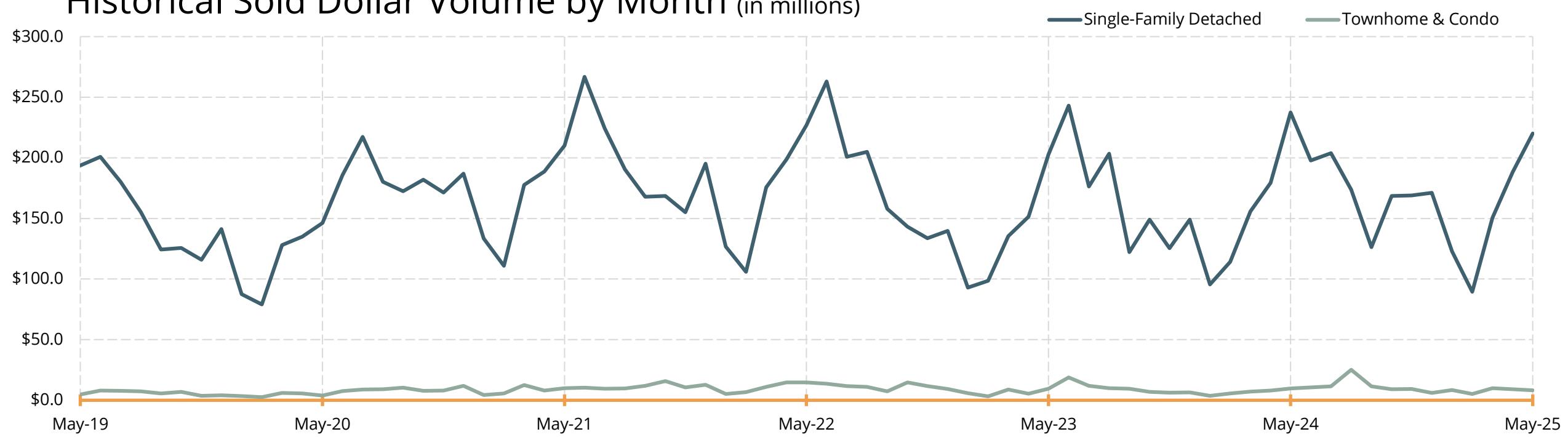
## Historical Median Sales Price by Month



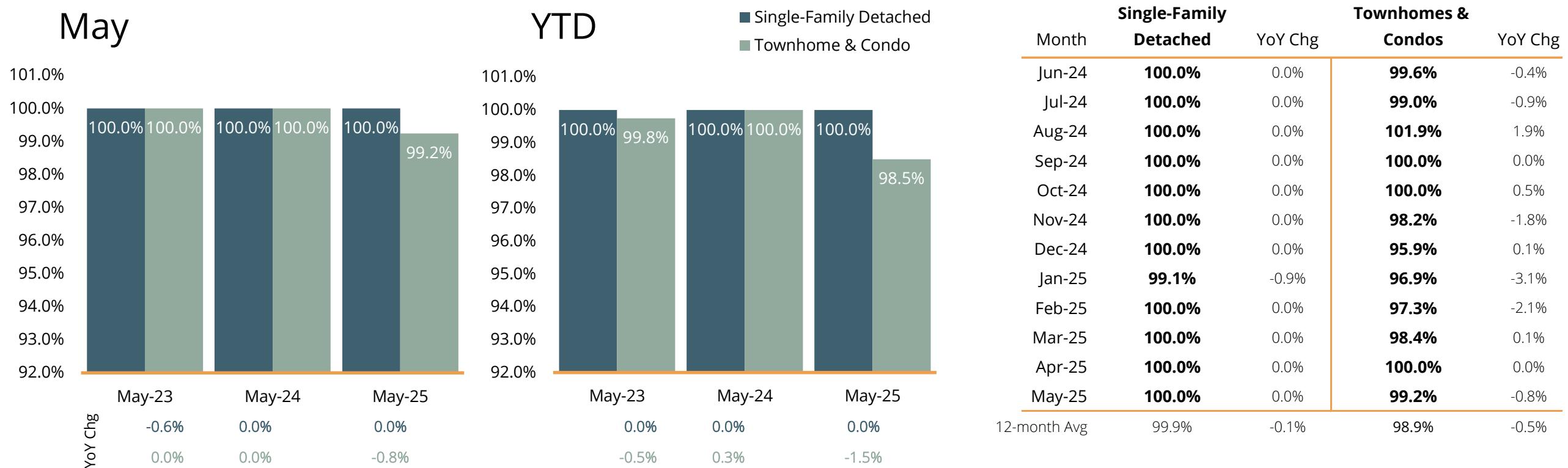
# Sold Dollar Volume (in millions)



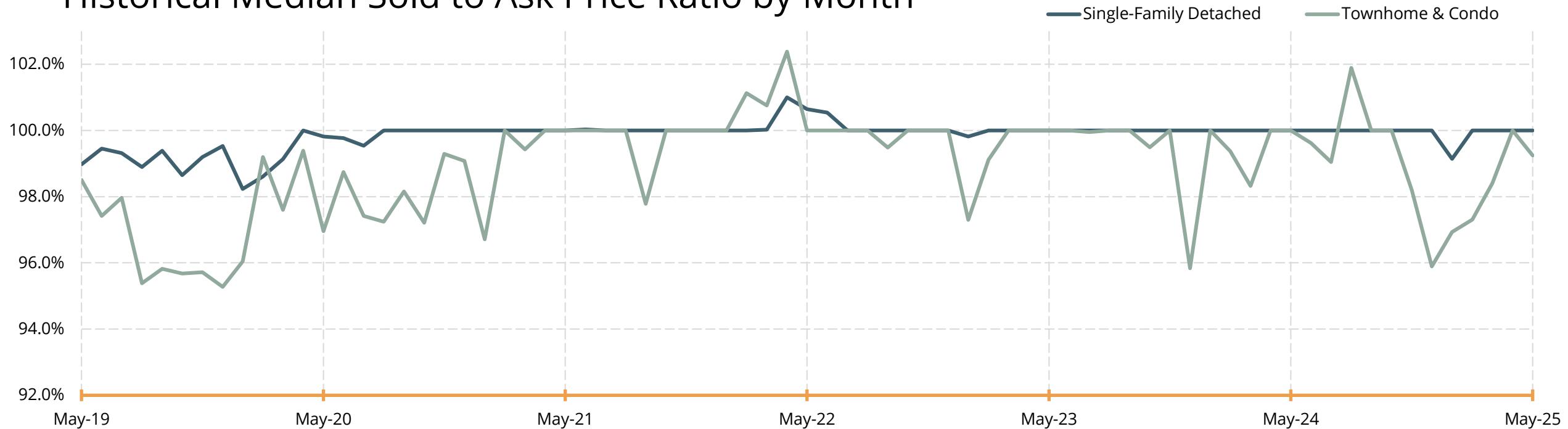
## Historical Sold Dollar Volume by Month (in millions)



# Median Sold to Ask Price Ratio

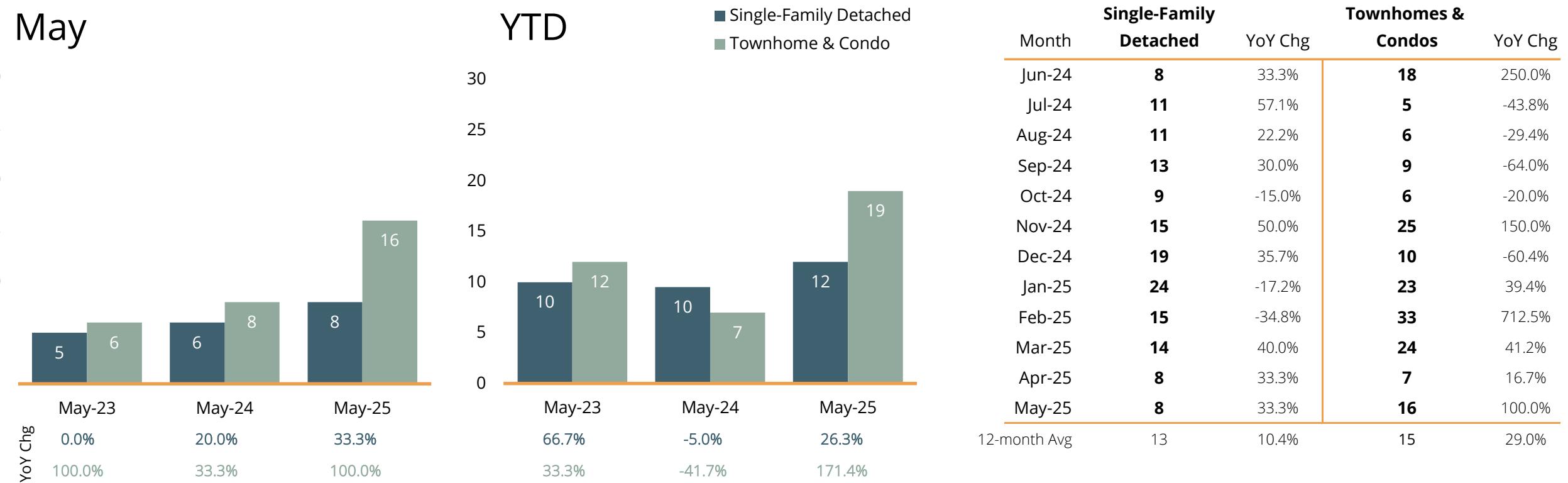


## Historical Median Sold to Ask Price Ratio by Month

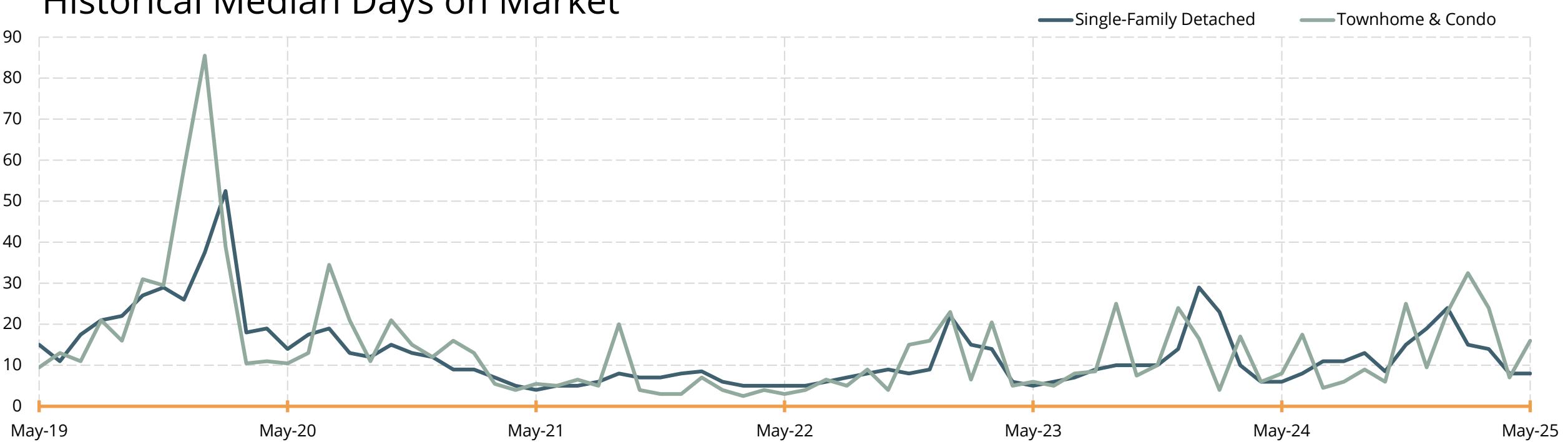


Source: Virginia REALTORS®, data accessed June 15, 2025

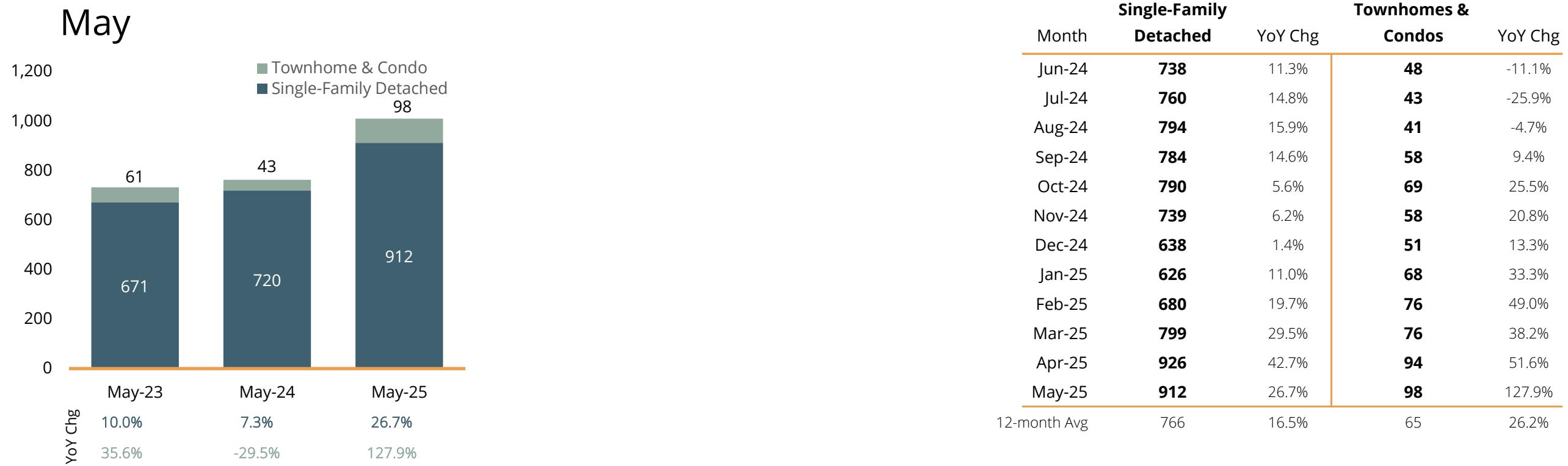
# Median Days on Market



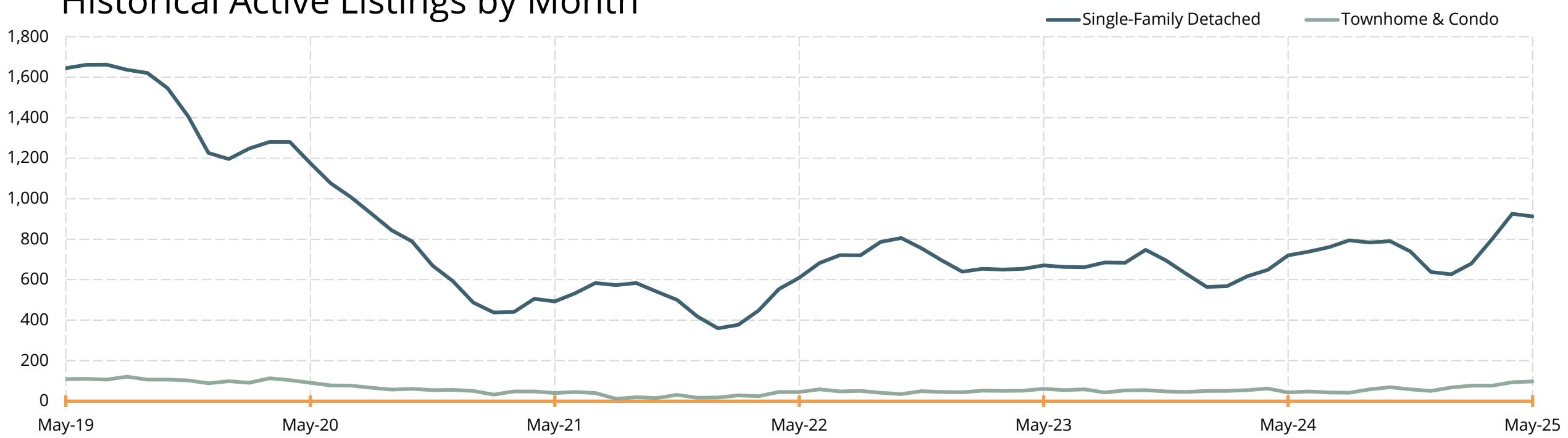
## Historical Median Days on Market



# Active Listings



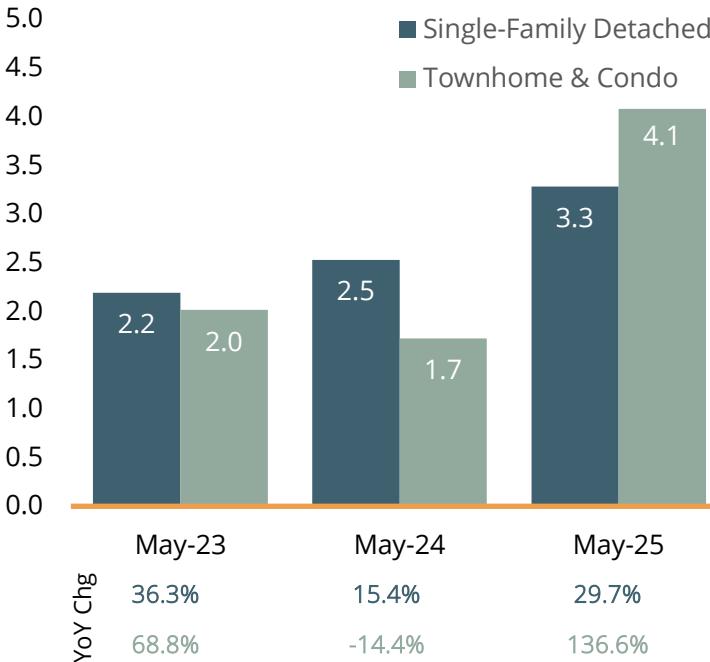
## Historical Active Listings by Month



# Months of Supply

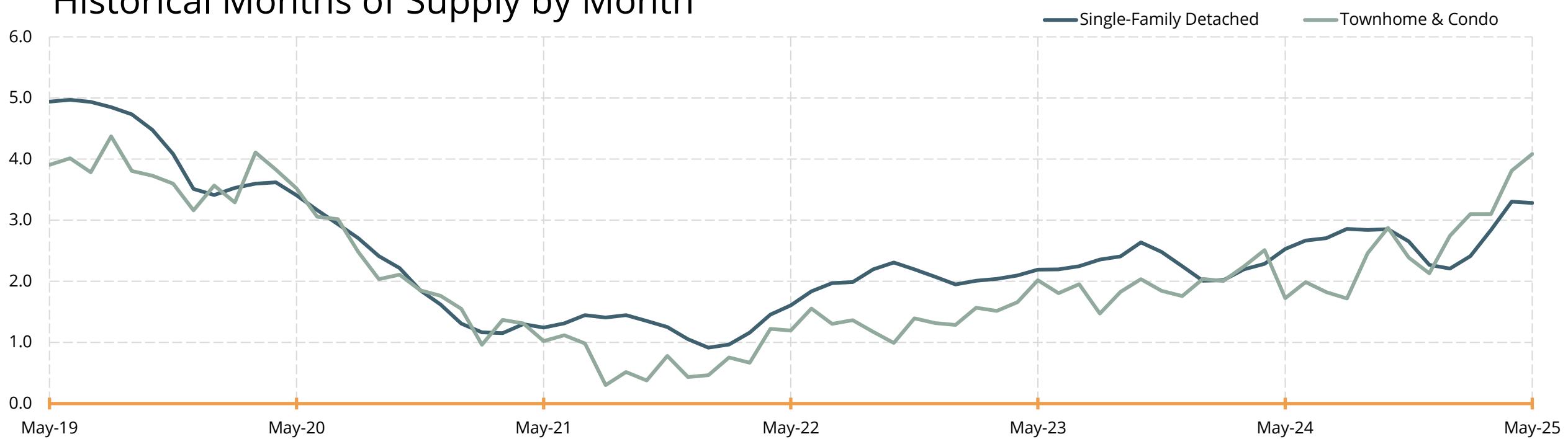


May

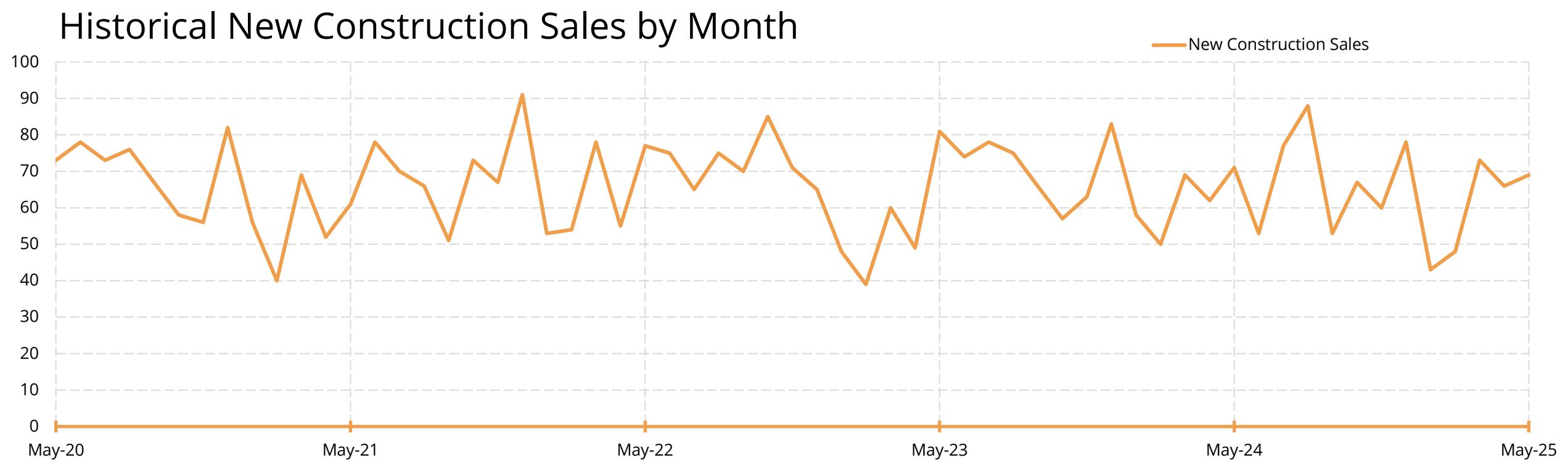
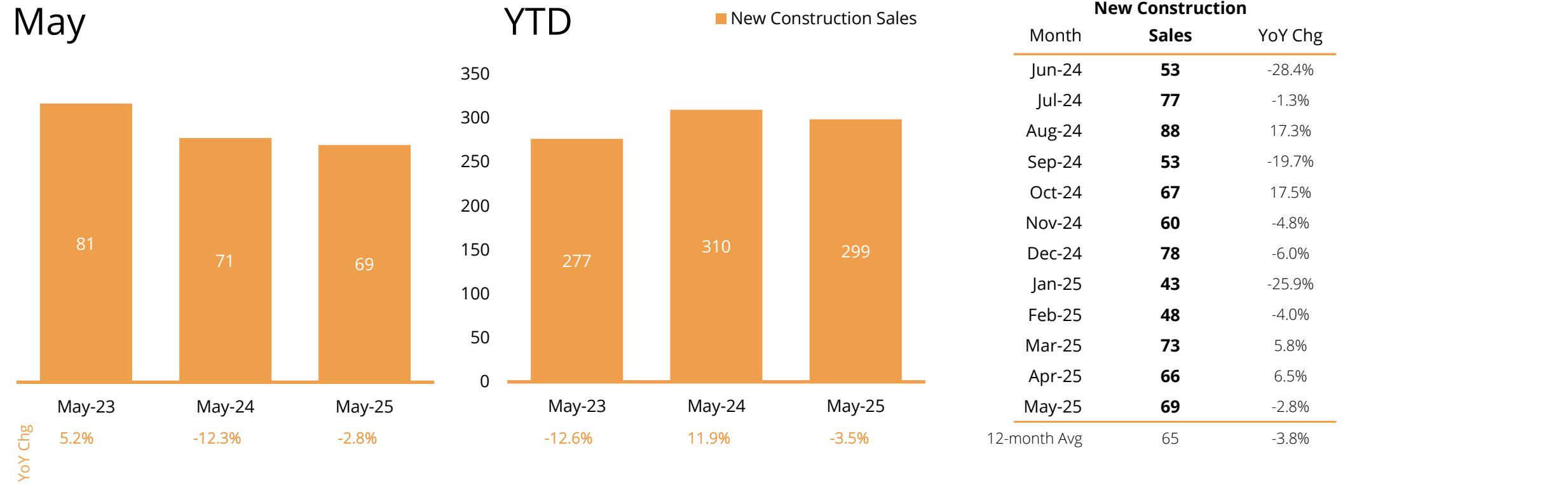


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	<b>2.7</b>	21.4%	<b>2.0</b>	10.0%
Jul-24	<b>2.7</b>	20.4%	<b>1.8</b>	-6.7%
Aug-24	<b>2.9</b>	21.3%	<b>1.7</b>	16.7%
Sep-24	<b>2.8</b>	17.9%	<b>2.5</b>	34.6%
Oct-24	<b>2.9</b>	8.3%	<b>2.9</b>	41.1%
Nov-24	<b>2.7</b>	7.1%	<b>2.4</b>	29.6%
Dec-24	<b>2.3</b>	1.0%	<b>2.1</b>	21.2%
Jan-25	<b>2.2</b>	9.9%	<b>2.7</b>	34.7%
Feb-25	<b>2.4</b>	19.5%	<b>3.1</b>	54.6%
Mar-25	<b>2.8</b>	29.3%	<b>3.1</b>	38.2%
Apr-25	<b>3.3</b>	44.7%	<b>3.8</b>	51.6%
May-25	<b>3.3</b>	29.7%	<b>4.1</b>	136.6%
12-month Avg	2.7	19.1%	2.7	38.7%

## Historical Months of Supply by Month



# New Construction Sales



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	247	<b>212</b>	-14.2%	183	<b>157</b>	-14.2%	\$543,000	<b>\$595,000</b>	9.6%	290	<b>368</b>	26.9%	2.2	<b>2.9</b>	32.5%
Charlottesville	57	<b>63</b>	10.5%	46	<b>55</b>	19.6%	\$486,750	<b>\$485,000</b>	-0.4%	68	<b>115</b>	69.1%	2.1	<b>3.6</b>	73.5%
Fluvanna County	53	<b>48</b>	-9.4%	45	<b>48</b>	6.7%	\$362,000	<b>\$373,100</b>	3.1%	69	<b>90</b>	30.4%	2.0	<b>2.6</b>	33.3%
Greene County	38	<b>74</b>	94.7%	29	<b>28</b>	-3.4%	\$389,000	<b>\$424,493</b>	9.1%	61	<b>71</b>	16.4%	3.2	<b>3.1</b>	-2.6%
Louisa County	105	<b>124</b>	18.1%	86	<b>61</b>	-29.1%	\$399,800	<b>\$449,595</b>	12.5%	169	<b>266</b>	57.4%	2.6	<b>4.3</b>	66.8%
Nelson County	48	<b>37</b>	-22.9%	20	<b>23</b>	15.0%	\$394,500	<b>\$416,000</b>	5.4%	106	<b>100</b>	-5.7%	4.1	<b>3.9</b>	-3.2%

# Area Overview - Total Market YTD



New Listings YTD				Sales YTD				Median Sales Price YTD			Active Listings YTD		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	
Albemarle County	1,118	<b>1,053</b>	-5.8%	592	<b>547</b>	-7.6%	\$529,855	<b>\$553,500</b>	4.5%	290	<b>368</b>	26.9%	
Charlottesville	262	<b>330</b>	26.0%	159	<b>153</b>	-3.8%	\$505,772	<b>\$488,000</b>	-3.5%	68	<b>115</b>	69.1%	
Fluvanna County	225	<b>254</b>	12.9%	155	<b>182</b>	17.4%	\$345,000	<b>\$369,995</b>	7.2%	69	<b>90</b>	30.4%	
Greene County	163	<b>252</b>	54.6%	98	<b>110</b>	12.2%	\$397,250	<b>\$429,927</b>	8.2%	61	<b>71</b>	16.4%	
Louisa County	486	<b>560</b>	15.2%	324	<b>285</b>	-12.0%	\$396,000	<b>\$400,000</b>	1.0%	169	<b>266</b>	57.4%	
Nelson County	170	<b>198</b>	16.5%	107	<b>111</b>	3.7%	\$392,000	<b>\$430,000</b>	9.7%	106	<b>100</b>	-5.7%	

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	235	<b>194</b>	-17.4%	166	<b>144</b>	-13.3%	\$571,750	<b>\$622,500</b>	8.9%	282	<b>337</b>	19.5%	2.4	<b>2.9</b>	24.2%
Charlottesville	50	<b>49</b>	-2.0%	36	<b>48</b>	33.3%	\$518,500	<b>\$497,500</b>	-4.1%	60	<b>90</b>	50.0%	2.2	<b>3.3</b>	55.1%
Fluvanna County	53	<b>48</b>	-9.4%	45	<b>48</b>	6.7%	\$362,000	<b>\$373,100</b>	3.1%	69	<b>90</b>	30.4%	2.0	<b>2.7</b>	34.6%
Greene County	38	<b>74</b>	94.7%	29	<b>28</b>	-3.4%	\$389,000	<b>\$424,493</b>	9.1%	61	<b>71</b>	16.4%	3.2	<b>3.1</b>	-3.0%
Louisa County	105	<b>122</b>	16.2%	86	<b>61</b>	-29.1%	\$399,800	<b>\$449,595</b>	12.5%	165	<b>265</b>	60.6%	2.6	<b>4.3</b>	68.7%
Nelson County	41	<b>27</b>	-34.1%	15	<b>18</b>	20.0%	\$537,000	<b>\$512,500</b>	-4.6%	83	<b>59</b>	-28.9%	4.4	<b>3.3</b>	-24.9%

# Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	1,053	<b>968</b>	-8.1%	546	<b>504</b>	-7.7%	\$550,000	<b>\$567,573</b>	3.2%	282	<b>337</b>	19.5%
Charlottesville	216	<b>278</b>	28.7%	130	<b>126</b>	-3.1%	\$550,000	<b>\$529,000</b>	-3.8%	60	<b>90</b>	50.0%
Fluvanna County	224	<b>253</b>	12.9%	155	<b>181</b>	16.8%	\$345,000	<b>\$370,000</b>	7.2%	69	<b>90</b>	30.4%
Greene County	163	<b>252</b>	54.6%	98	<b>110</b>	12.2%	\$397,250	<b>\$429,927</b>	8.2%	61	<b>71</b>	16.4%
Louisa County	483	<b>557</b>	15.3%	321	<b>283</b>	-11.8%	\$395,000	<b>\$400,000</b>	1.3%	165	<b>265</b>	60.6%
Nelson County	125	<b>132</b>	5.6%	79	<b>75</b>	-5.1%	\$506,000	<b>\$487,500</b>	-3.7%	83	<b>59</b>	-28.9%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	12	<b>18</b>	50.0%	17	<b>13</b>	-23.5%	\$240,000	<b>\$380,000</b>	58.3%	8	<b>31</b>	288%	0.7	<b>3.1</b>	326%
Charlottesville	7	<b>14</b>	100.0%	10	<b>7</b>	-30.0%	\$292,000	<b>\$300,000</b>	2.7%	8	<b>25</b>	212.5%	1.5	<b>4.7</b>	207.6%
Fluvanna County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Greene County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Louisa County	0	<b>2</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	4	<b>1</b>	-75.0%	3.2	<b>1.5</b>	-53.1%
Nelson County	7	<b>10</b>	42.9%	5	<b>5</b>	0.0%	\$240,000	<b>\$250,000</b>	4.2%	23	<b>41</b>	78.3%	3.1	<b>5.3</b>	70.5%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	65	<b>85</b>	30.8%	46	<b>43</b>	-6.5%	\$240,000	<b>\$380,000</b>	58.3%	8	<b>31</b>	287.5%
Charlottesville	46	<b>52</b>	13.0%	29	<b>27</b>	-6.9%	\$294,000	<b>\$300,000</b>	2.0%	8	<b>25</b>	212.5%
Fluvanna County	1	<b>1</b>	0.0%	0	<b>1</b>	n/a	\$0	<b>\$293,288</b>	n/a	0	<b>0</b>	n/a
Greene County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a
Louisa County	3	<b>3</b>	0.0%	3	<b>2</b>	-33.3%	\$717,350	<b>\$537,500</b>	-25.1%	4	<b>1</b>	-75.0%
Nelson County	45	<b>66</b>	46.7%	28	<b>36</b>	28.6%	\$236,250	<b>\$275,000</b>	16.4%	23	<b>41</b>	78.3%



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All inquiries regarding this report may be directed to:

Robin Spensieri  
Virginia REALTORS® Vice President of Communications and Media Relations  
[rspensieri@virginiarealtors.org](mailto:rspensieri@virginiarealtors.org)  
804-622-7954

Data and analysis provided by the Virginia REALTORS® Research Team:

Ryan Price  
Virginia REALTORS® Chief Economist  
[rprice@virginiarealtors.org](mailto:rprice@virginiarealtors.org)

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