

# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

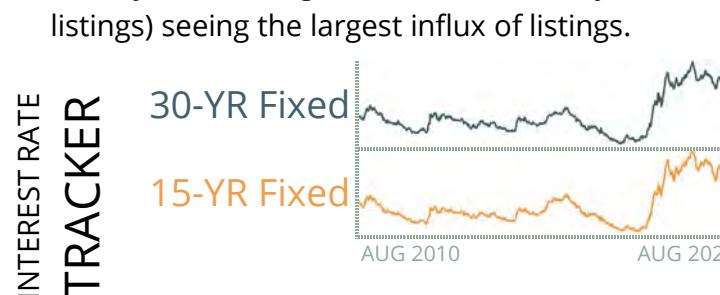
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# 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.



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

# 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.**

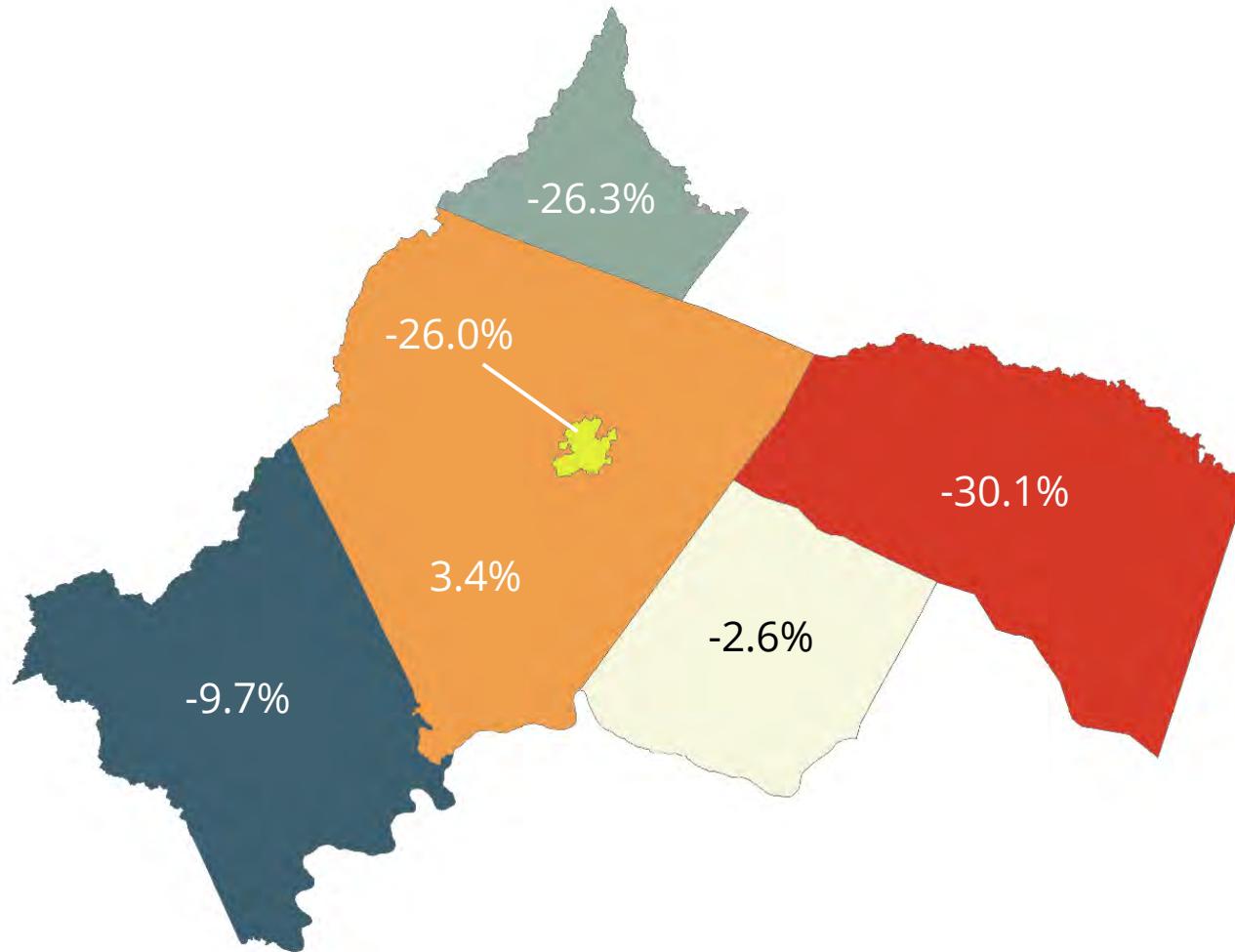
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

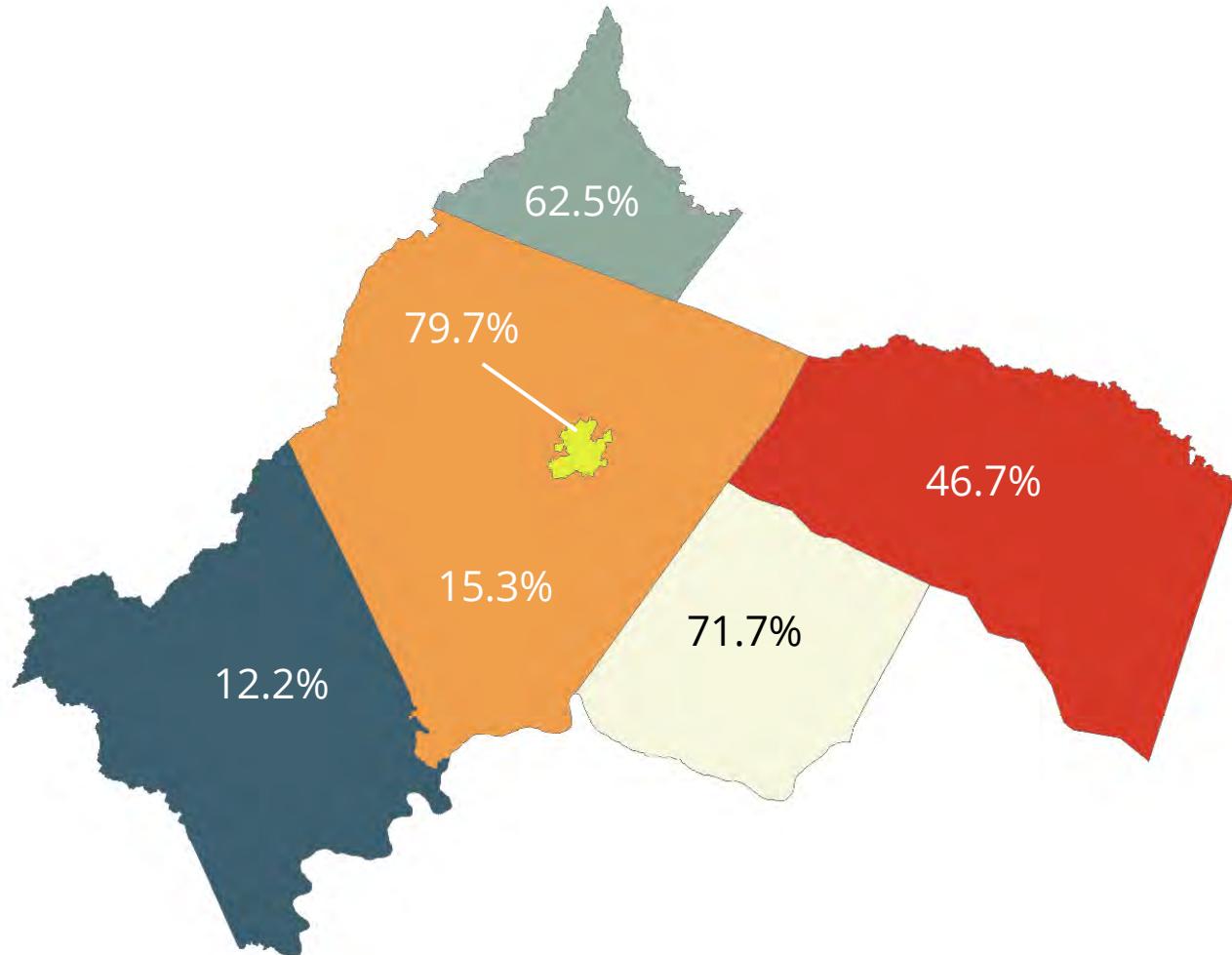


# Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	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%
<b>CAAR</b>	<b>387</b>	<b>340</b>	<b>-12.1%</b>

# Active Listings: Total Inventory (includes proposed listings)

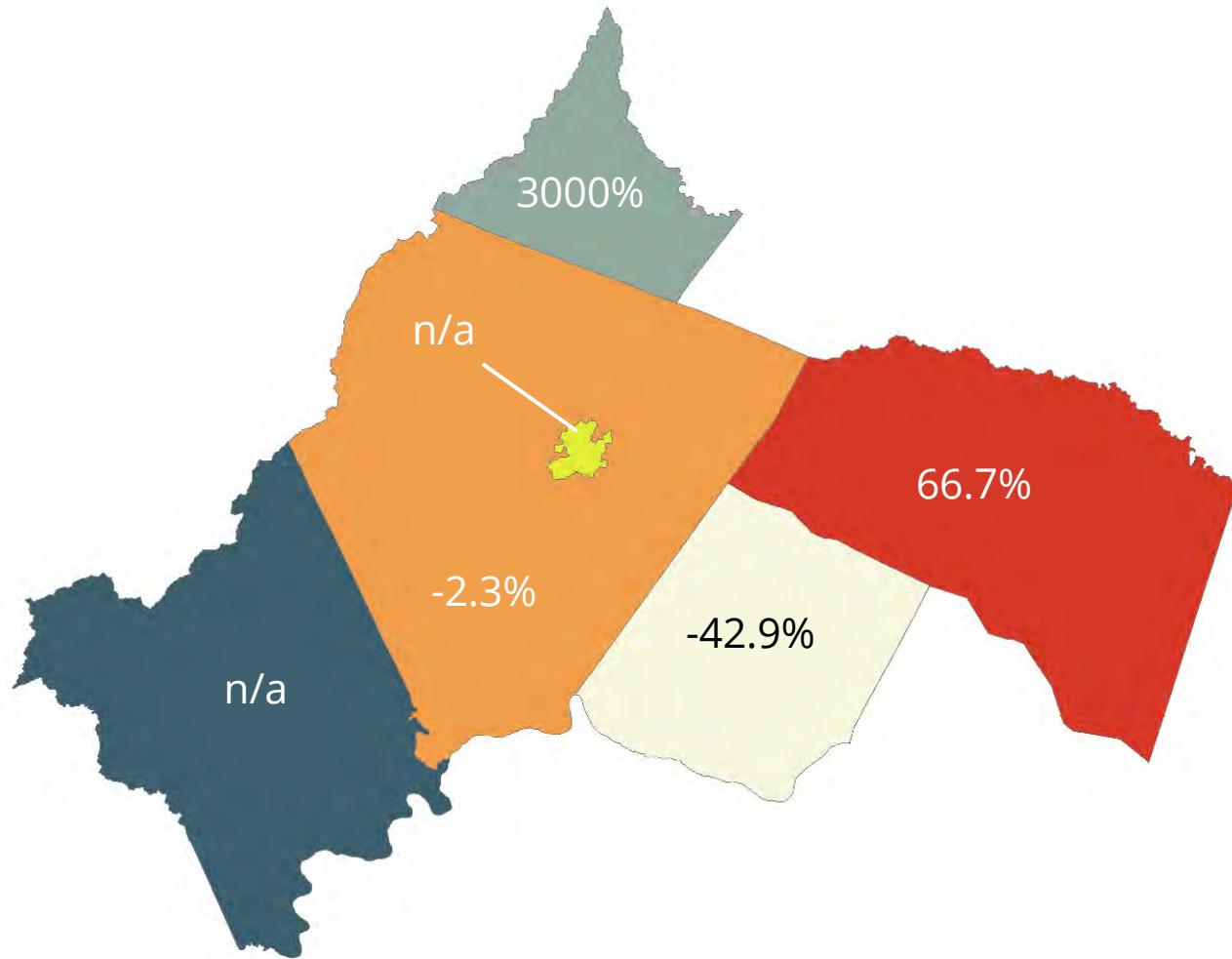


Active Listings

Total Inventory

Jurisdiction	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%
<b>CAAR</b>	<b>803</b>	<b>1084</b>	<b>35.0%</b>

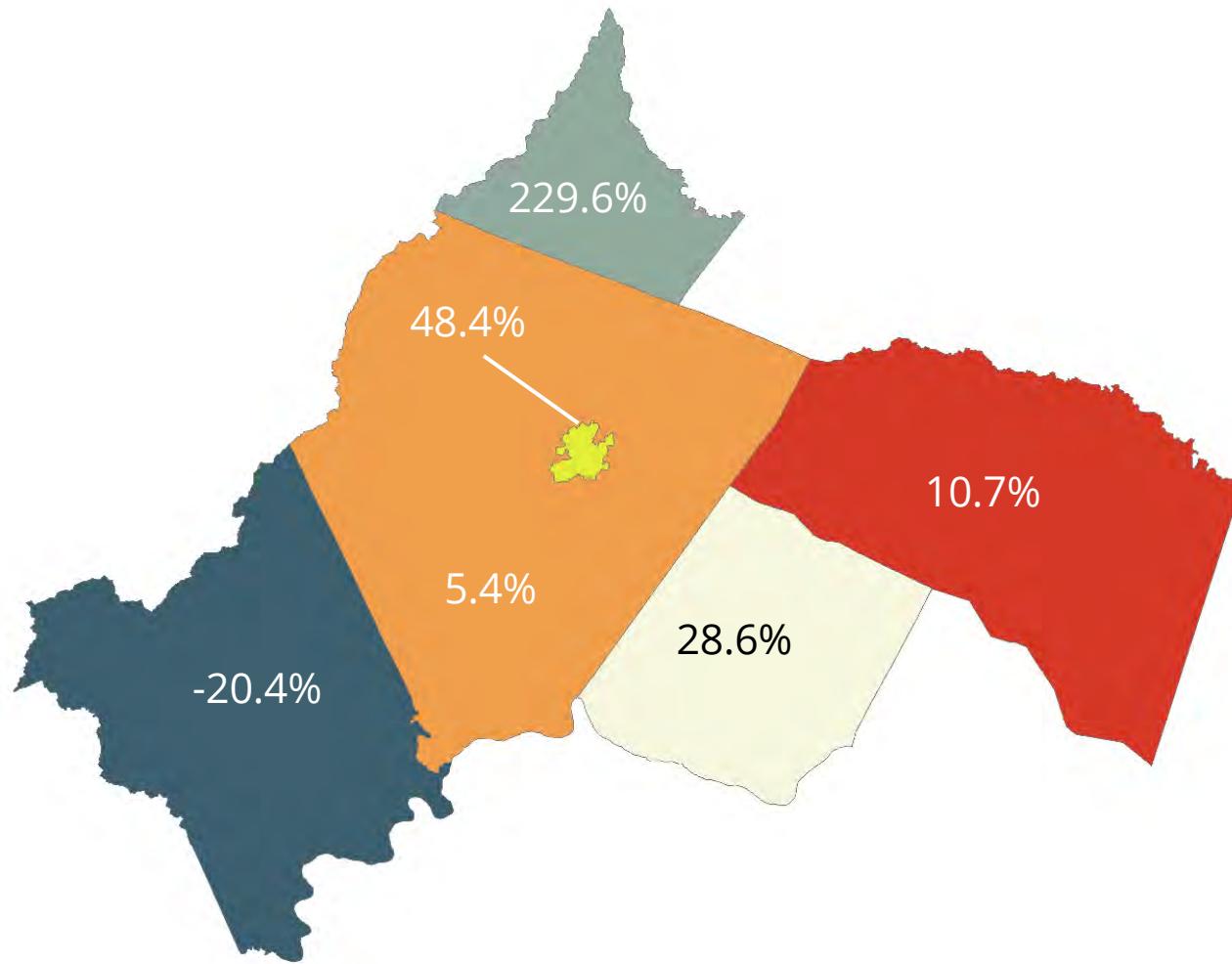
# Active Listings: Proposed Listings



Active Listings  
Proposed Listings

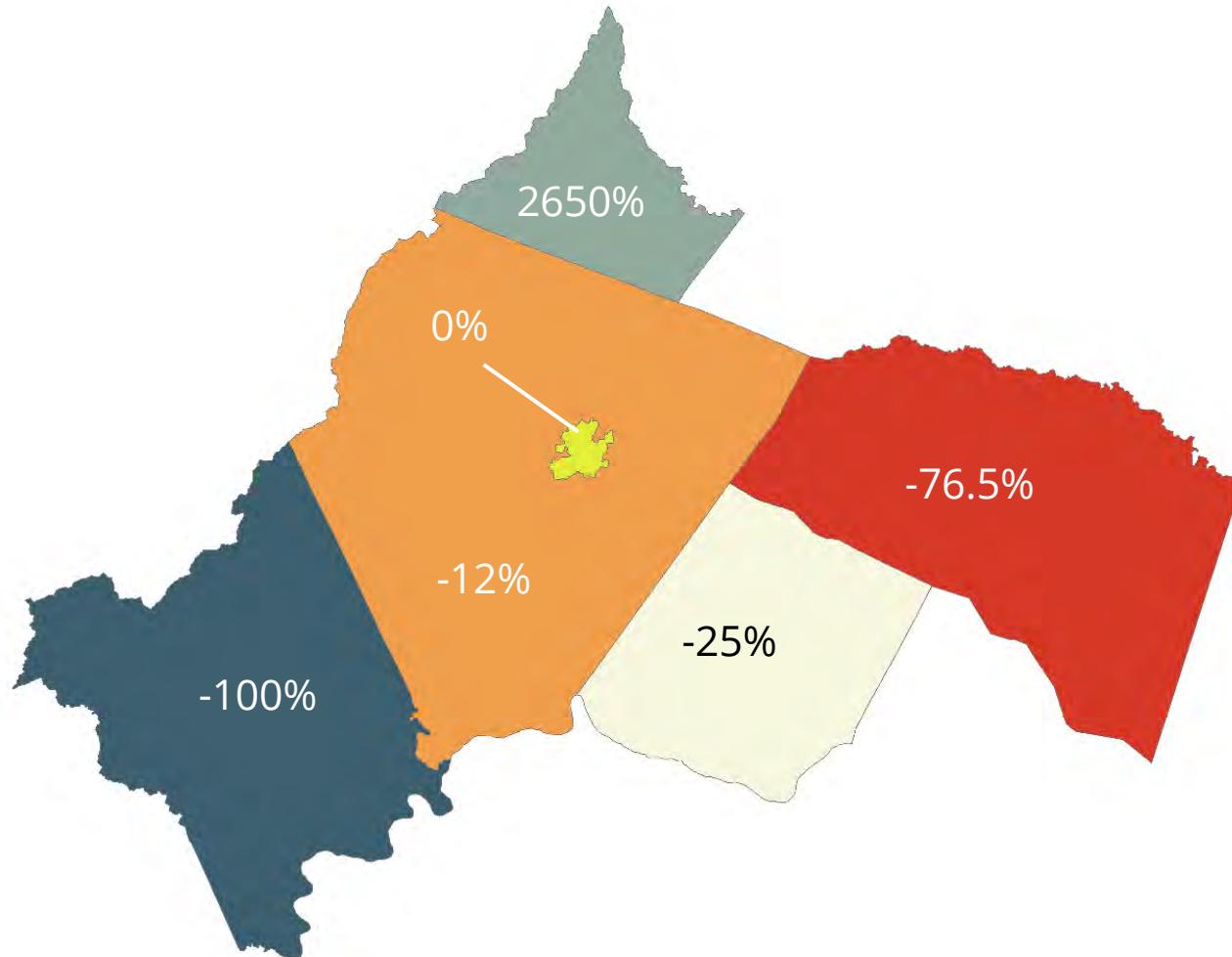
Jurisdiction	Jul-24	Jul-25	% Chg
Albemarle County	86	84	-2.3%
Charlottesville	0	2	n/a
Fluvanna County	14	8	-42.9%
Greene County	1	31	3000.0%
Louisa County	12	20	66.7%
Nelson County	0	0	n/a
<b>CAAR</b>	<b>113</b>	<b>145</b>	<b>28.3%</b>

# New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Jul-24	Jul-25	
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%
<b>CAAR</b>	<b>448</b>	<b>550</b>	<b>22.8%</b>

# New Listings: Proposed Listings



New Listings  
Proposed Listings

Jurisdiction	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%
<b>CAAR</b>	<b>52</b>	<b>85</b>	<b>63.5%</b>

# Total Market Overview



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

# Single-Family Detached Market Overview



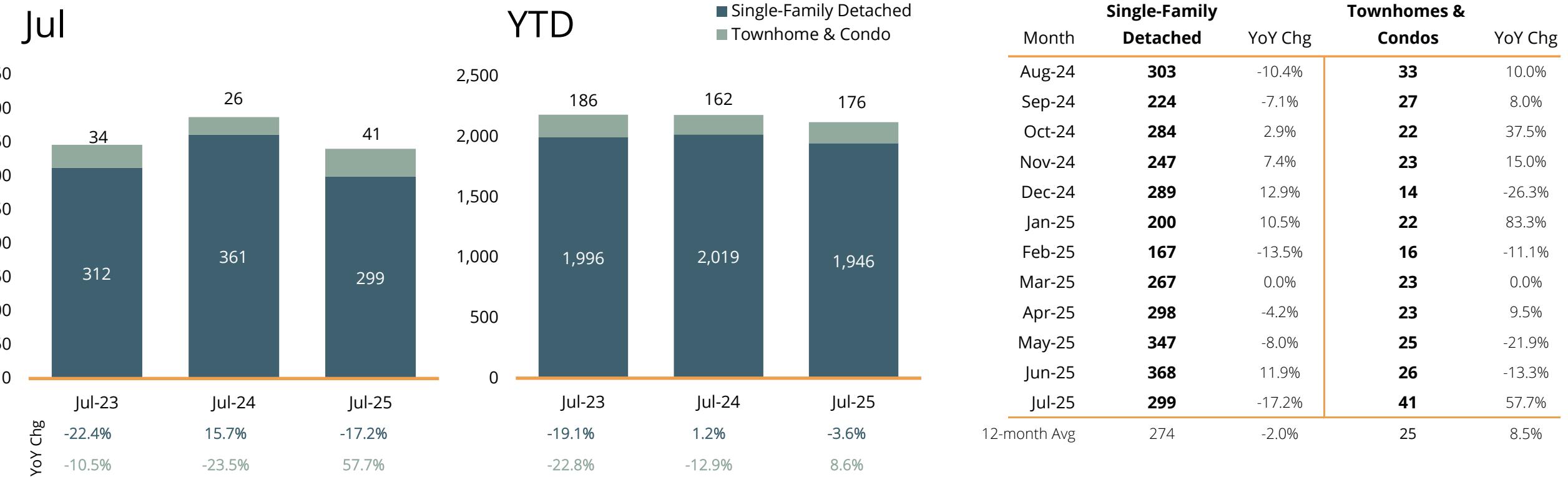
Key Metrics	2-year Trends			Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23	Jul-24	Jul-25						
Sales		361	<b>299</b>	-17.2%	2,019	<b>1,946</b>	-3.6%		
Pending Sales		291	<b>314</b>	7.9%	2,304	<b>2,249</b>	-2.4%		
New Listings		419	<b>518</b>	23.6%	3,103	<b>3,397</b>	9.5%		
Median List Price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

# Townhome & Condo Market Overview

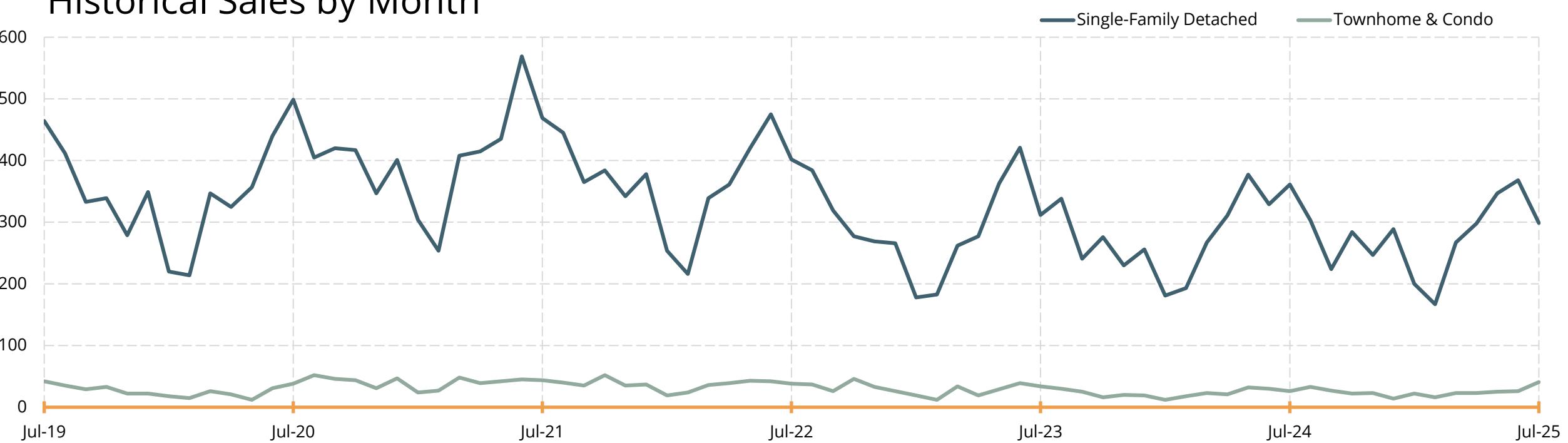


Key Metrics	2-year Trends			Jul-24	Jul-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jul-23	Jul-24	Jul-25						
Sales		26	41	57.7%	162	176	8.6%		
Pending Sales		23	35	52.2%	182	194	6.6%		
New Listings		29	32	10.3%	220	277	25.9%		
Median List Price		\$291,750	<b>\$260,000</b>	-10.9%	\$272,500	<b>\$297,000</b>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

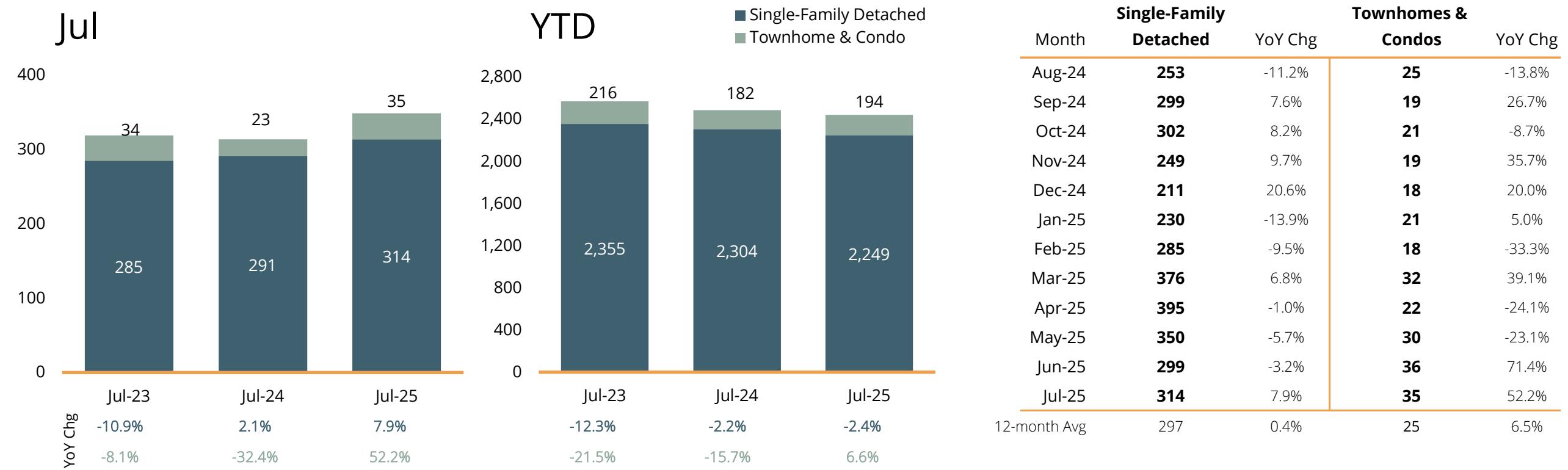
# Sales



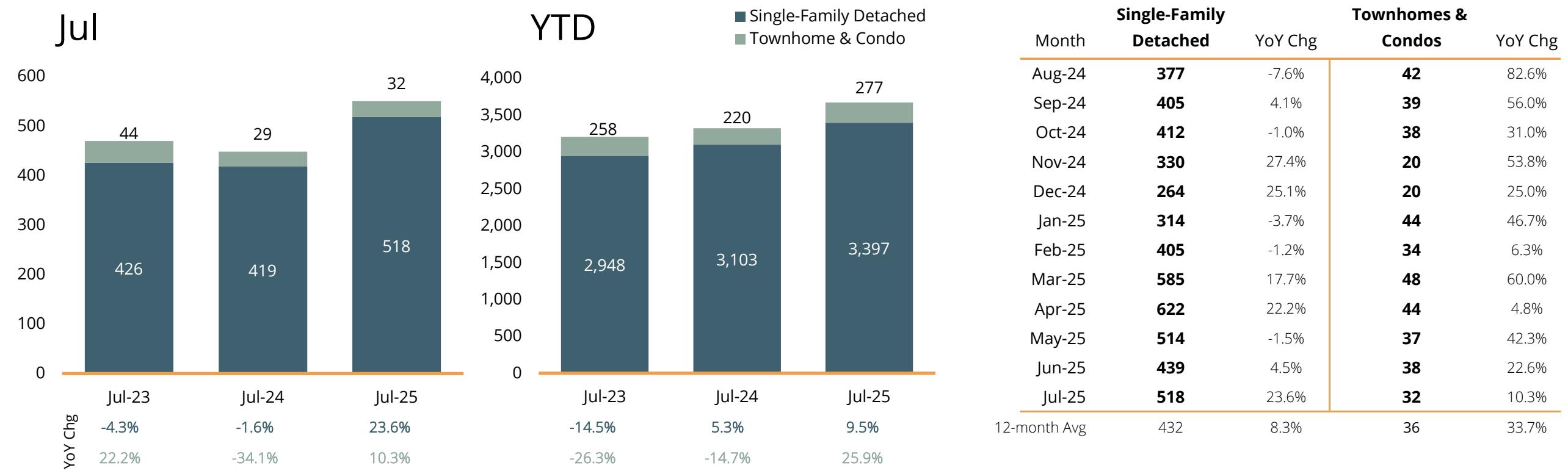
## Historical Sales by Month



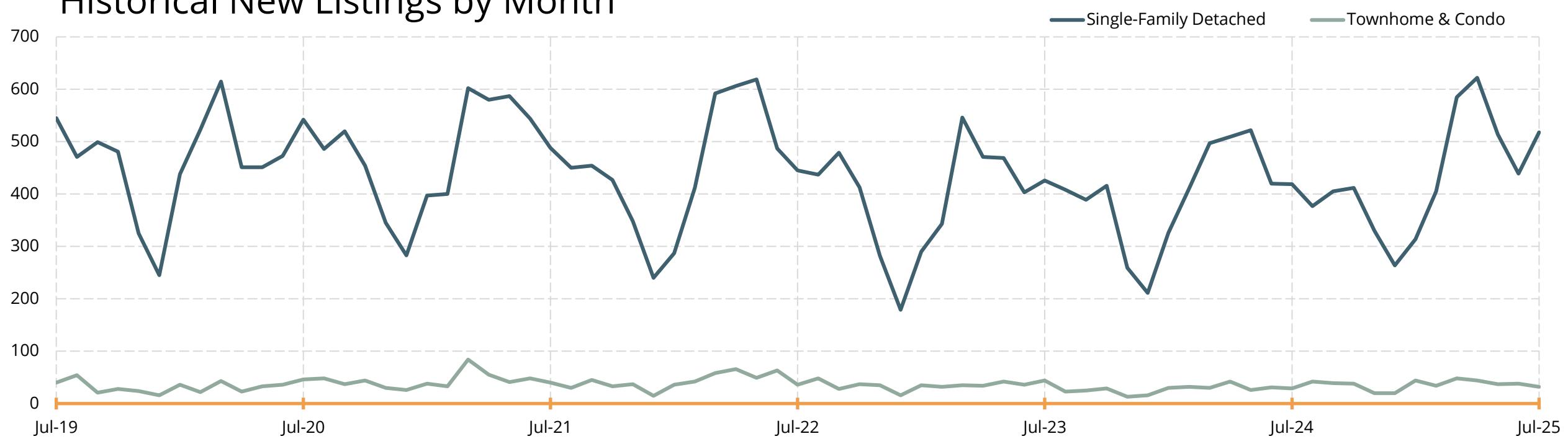
# Pending Sales



# New Listings

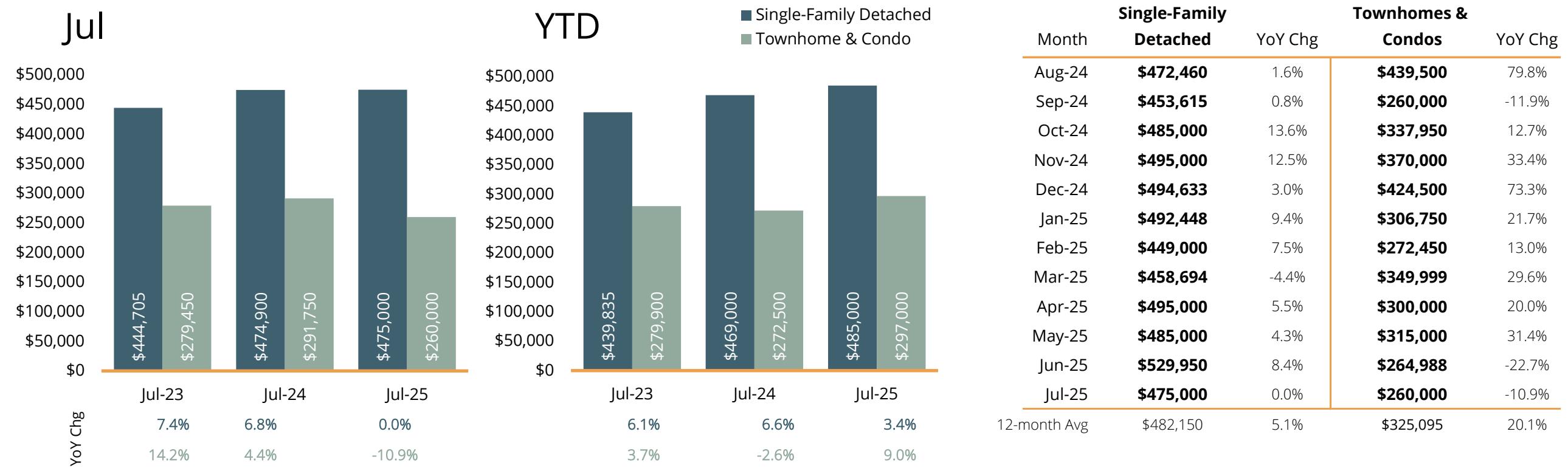


## Historical New Listings by Month

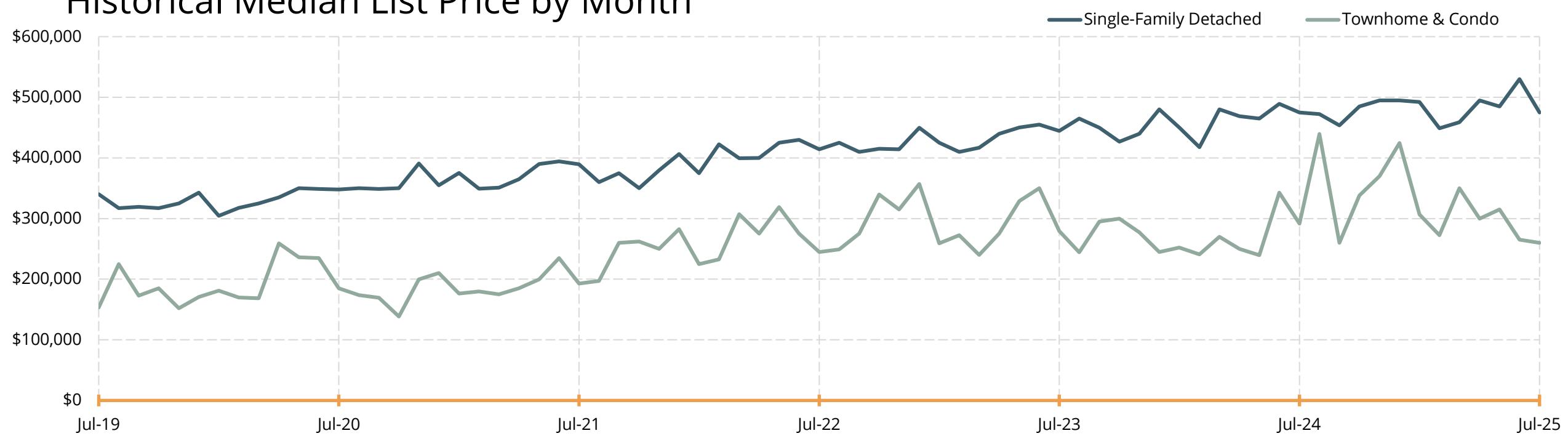


Source: Virginia REALTORS®, data accessed August 15, 2025

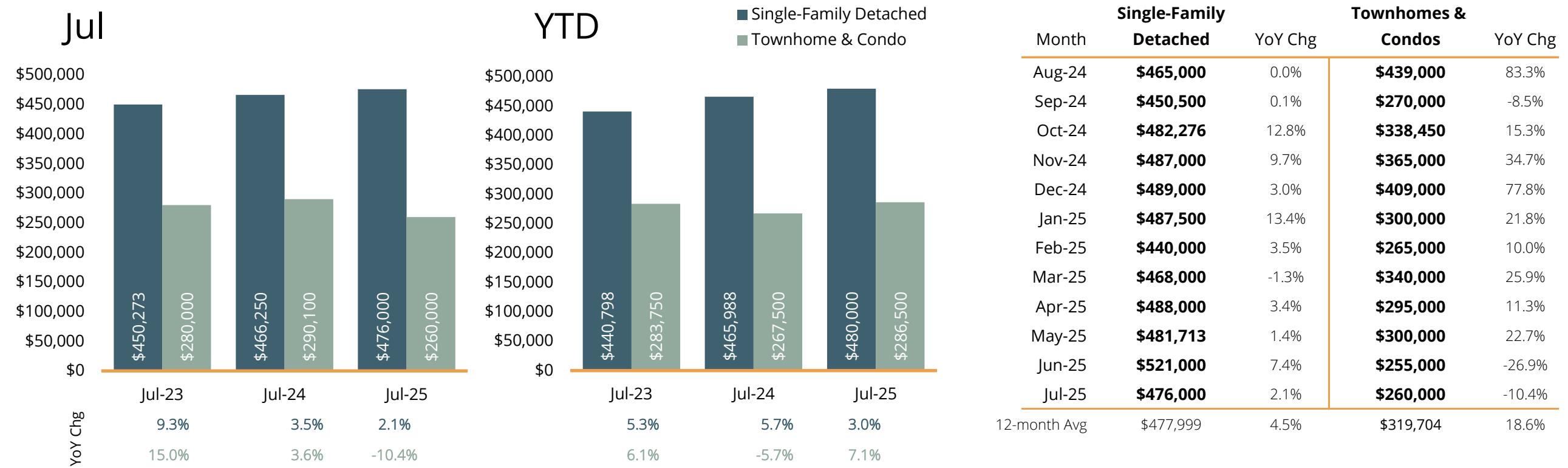
# Median List Price



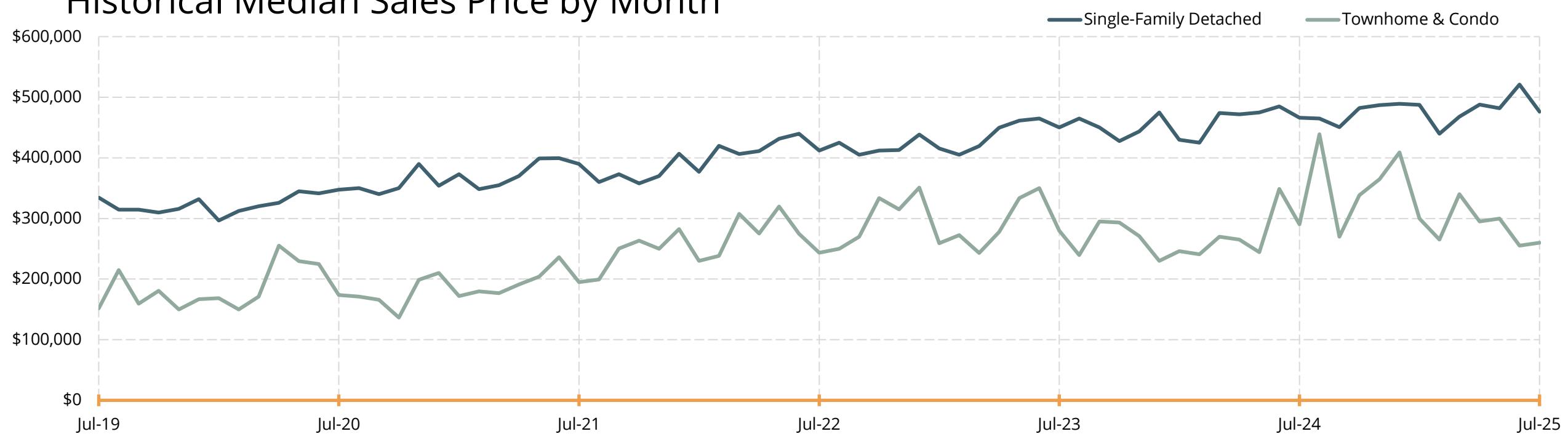
## Historical Median List Price by Month



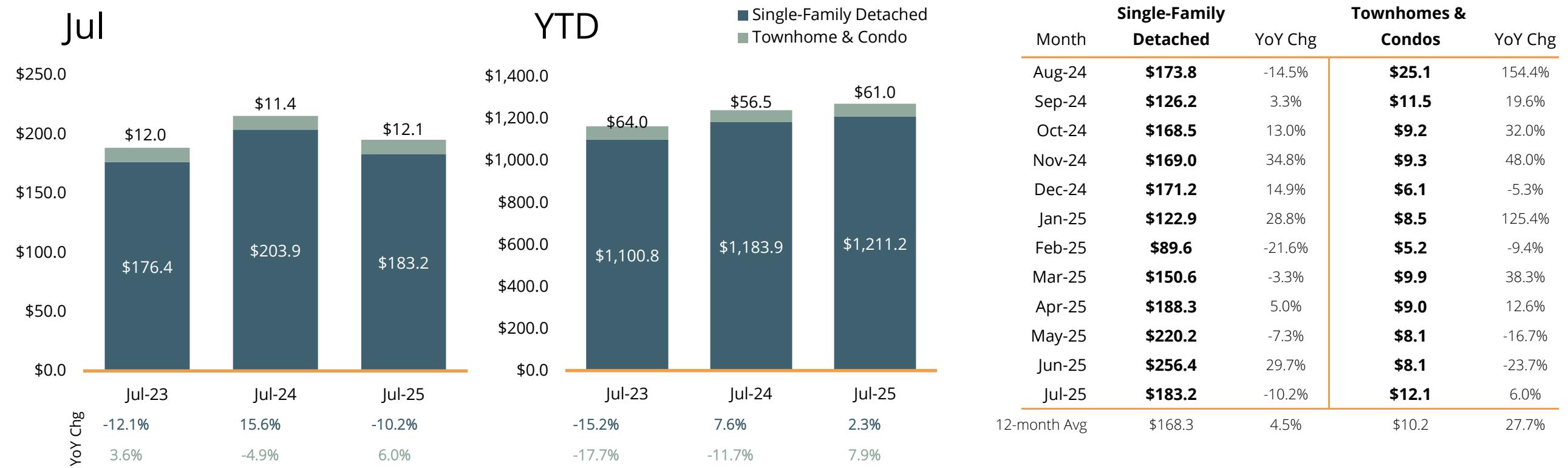
# Median Sales Price



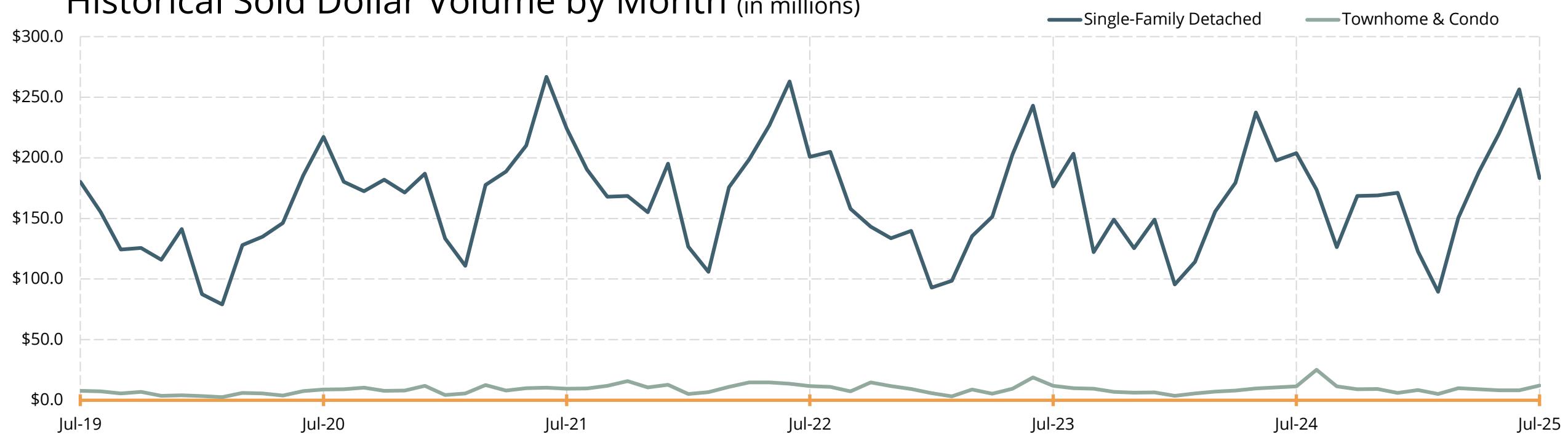
## Historical Median Sales Price by Month



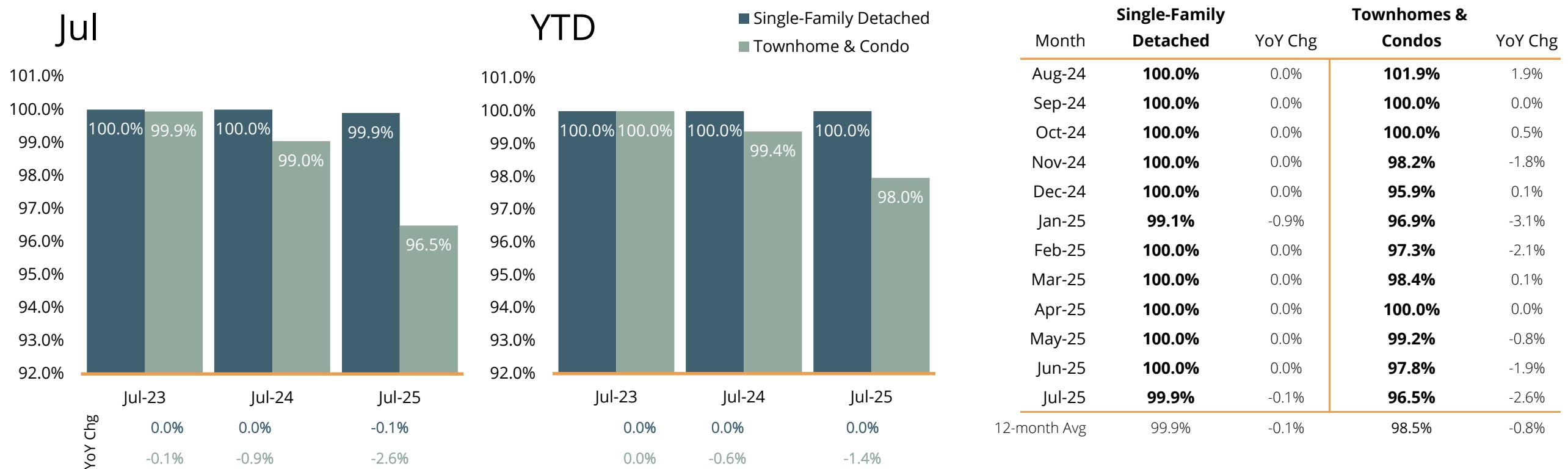
# Sold Dollar Volume (in millions)



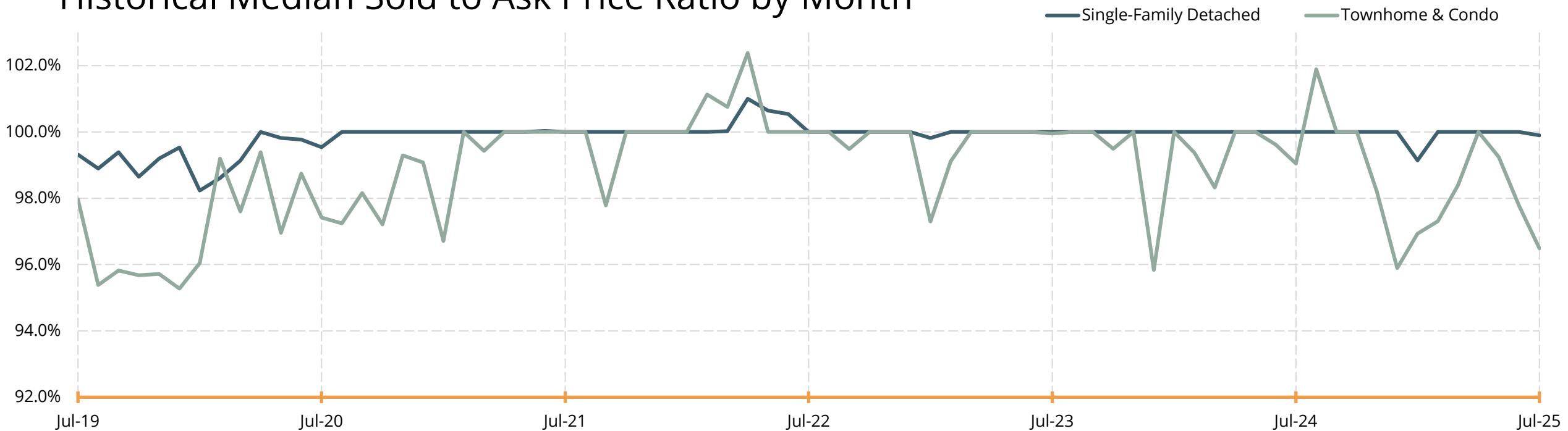
## Historical Sold Dollar Volume by Month (in millions)



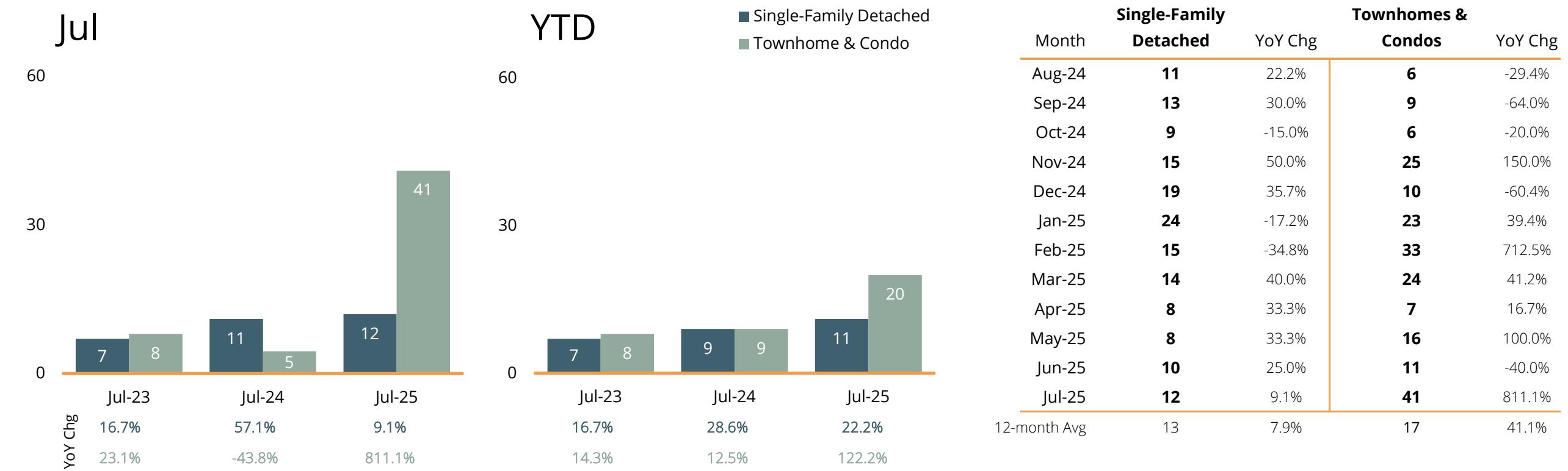
# Median Sold to Ask Price Ratio



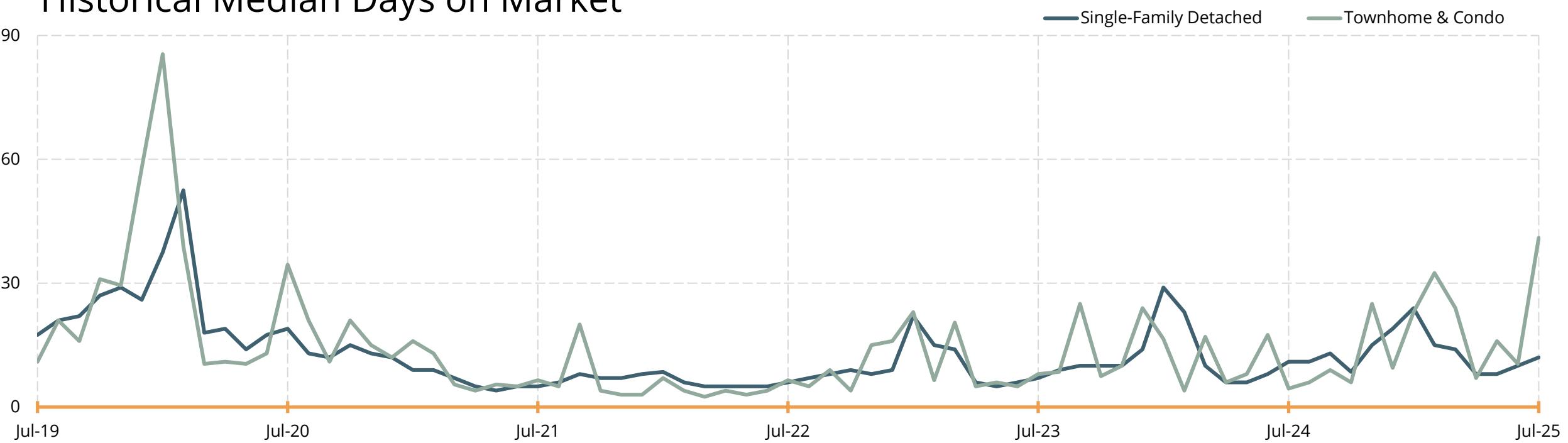
## Historical Median Sold to Ask Price Ratio by Month



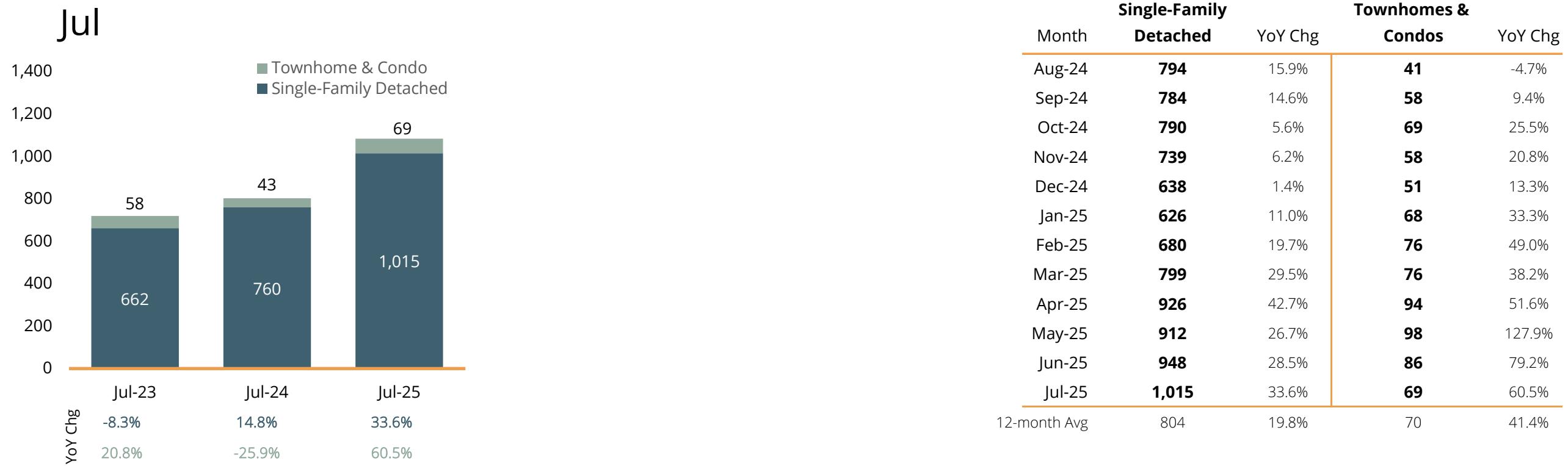
# Median Days on Market



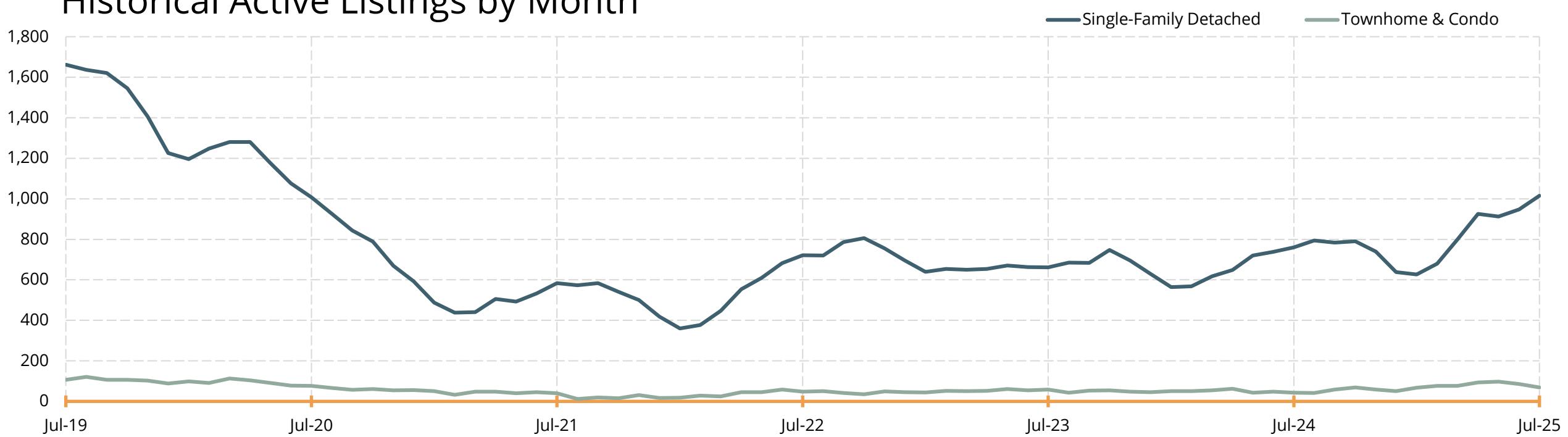
## Historical Median Days on Market



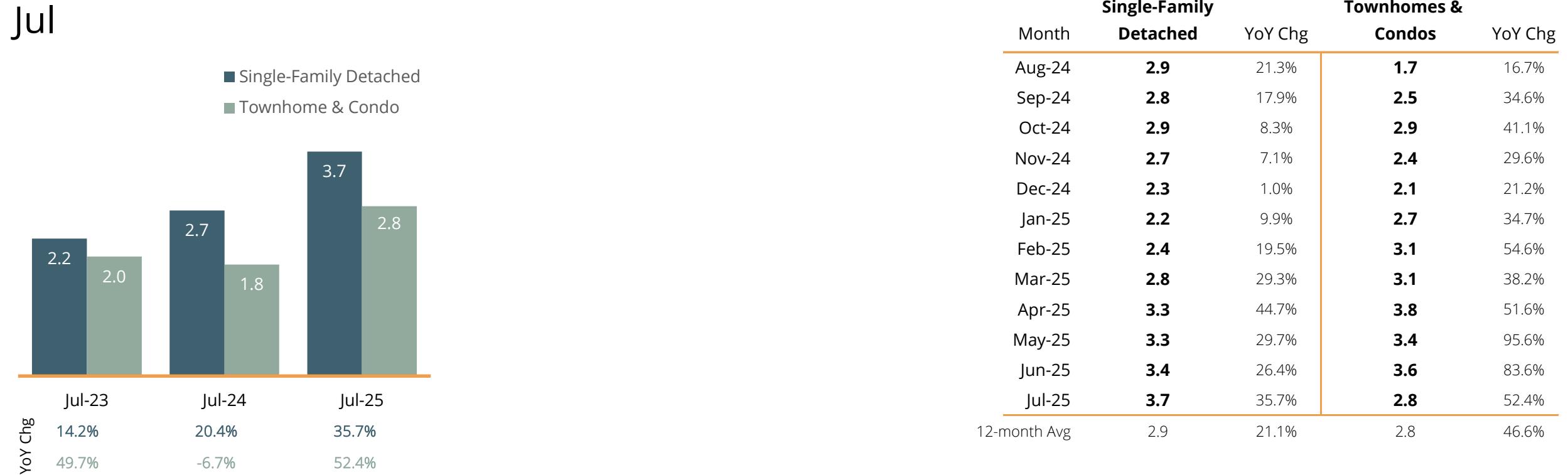
# Active Listings



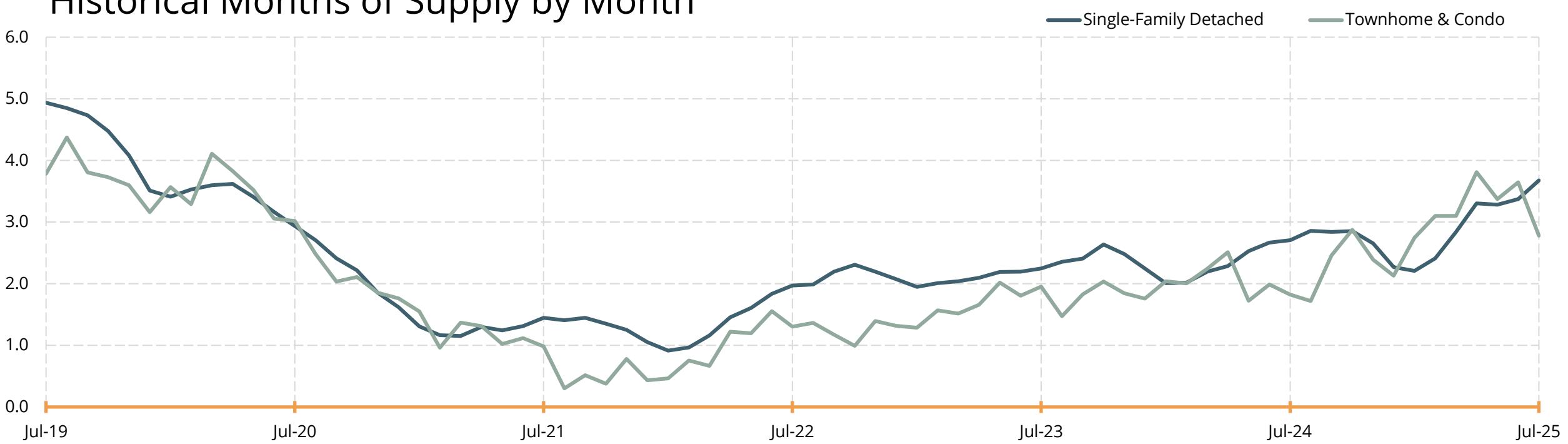
## Historical Active Listings by Month



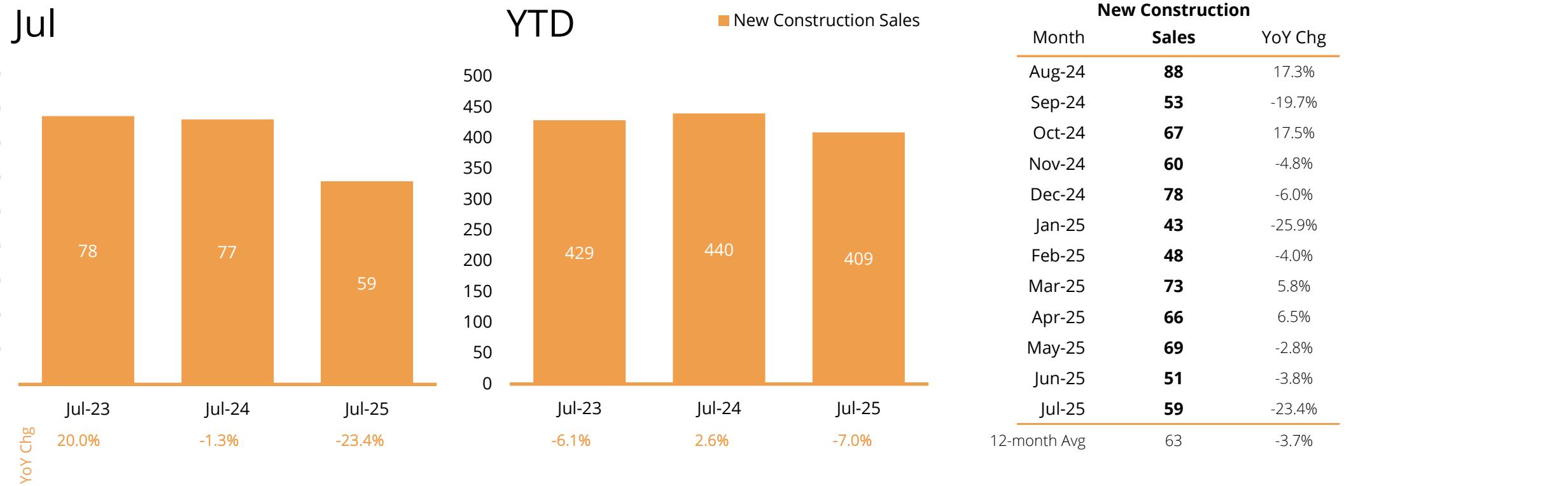
# Months of Supply



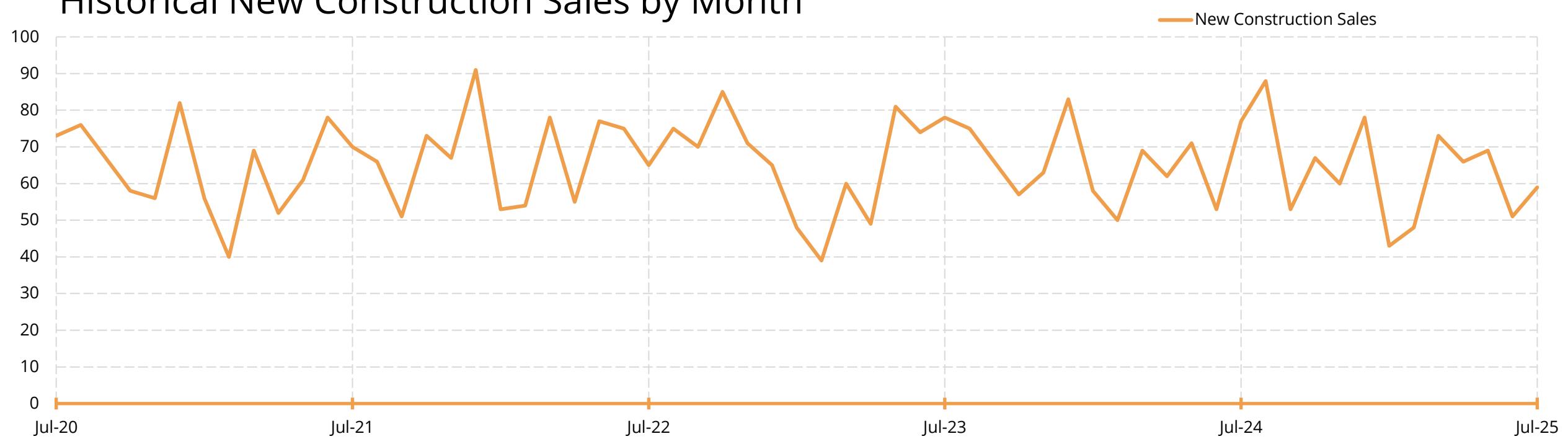
## Historical Months of Supply by Month



# New Construction Sales



## Historical New Construction Sales by Month



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

# Area Overview - Total Market YTD



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

# Area Overview - Single Family Detached Market



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

# Area Overview - Single Family Detached Market YTD



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

# Area Overview - Townhome & Condo Market



New Listings				Sales				Median Sales Price			Active Listings			Months Supply		
Geography	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	<b>9</b>	-18.2%	13	<b>25</b>	92.3%	\$257,000	<b>\$235,000</b>	-8.6%	13	<b>16</b>	23%	1.3	<b>1.4</b>	4%	
Charlottesville	4	<b>9</b>	125.0%	8	<b>8</b>	0.0%	\$369,950	<b>\$345,000</b>	-6.7%	9	<b>19</b>	111.1%	1.5	<b>4.0</b>	170.4%	
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	1	<b>1</b>	0.0%	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	2	<b>1</b>	-50.0%	1.6	<b>2.0</b>	25.0%	
Nelson County	13	<b>13</b>	0.0%	5	<b>8</b>	60.0%	\$380,000	<b>\$272,750</b>	-28.2%	19	<b>33</b>	73.7%	3.0	<b>4.2</b>	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	<b>118</b>	32.6%	67	<b>82</b>	22.4%	\$240,000	<b>\$277,500</b>	15.6%	13	<b>16</b>	23.1%
Charlottesville	58	<b>68</b>	17.2%	50	<b>41</b>	-18.0%	\$320,250	<b>\$306,000</b>	-4.4%	9	<b>19</b>	111.1%
Fluvanna County	1	<b>1</b>	0.0%	1	<b>1</b>	0.0%	\$345,000	<b>\$293,288</b>	-15.0%	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	5	<b>4</b>	-20.0%	5	<b>2</b>	-60.0%	\$655,000	<b>\$537,500</b>	-17.9%	2	<b>1</b>	-50.0%
Nelson County	67	<b>86</b>	28.4%	39	<b>50</b>	28.2%	\$237,500	<b>\$263,250</b>	10.8%	19	<b>33</b>	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.

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)

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.