

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

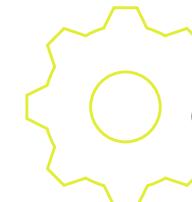
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: April 2025

- **Sales numbers dipped this month in the CAAR area.** There were 321 home sales in April, 11 fewer sales than the year before, decreasing by 3.3%. The markets with the biggest drop in sales were Nelson County, down eight sales (-33.3%) and Albemarle County, with six fewer home sales than at the same time last year -(4.5%). Sales grew for the third straight month in Greene County with eight additional home sales (+40.0%).
- **Regionwide, pending sales fell in April compared to a year ago, signaling slower market conditions.** At 417, the total number of pending sales dipped 2.6% in the area, which is 11 fewer pending sales than a year ago. Pending sales decreased by double digits in Albemarle County (-12.6%) and Louisa County (-14.4%) this month. Charlottesville had the biggest increase in activity with 11 additional pending sales (+21.6%).
- **Median prices ticked up in the region after decreasing a month earlier.** For homes sold in the CAAR market, the median price was \$475,000 in April, \$18,525 more than the previous year, a 4.1% increase in sales price. There was price growth in Albemarle County with the median price up \$20,873 more than a year ago (+4.0%) and Charlottesville with prices up \$18,250 (+3.2%). Louisa County saw a \$6,046 drop in the median price this month (-1.5%).
- **There was a significant jump in active listings across the CAAR footprint this month.** April ended with 1,020 active listings in the area, 309 more listings than the year prior, a 43.5% surge in listings. All local markets experienced a rise in listings activity at the end of this month. Albemarle County (+42.1%), Louisa County (+41.4%) and Charlottesville (+101.6%) saw the largest uptick in listings compared to all other local markets.



CAAR Market Dashboard

YoY Chg	Apr-25	Indicator
▼ -3.3%	321	Sales
▼ -2.6%	417	Pending Sales
▲ 20.9%	666	New Listings
▲ 5.6%	\$475,000	Median List Price
▲ 4.1%	\$475,000	Median Sales Price
▲ 7.2%	\$268	Median Price Per Square Foot
▲ 5.3%	\$197.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 33.3%	8	Median Days on Market
▲ 43.5%	1,020	Active Listings
▲ 45.3%	3.3	Months of Supply
▲ 6.5%	66	New Construction Sales

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Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

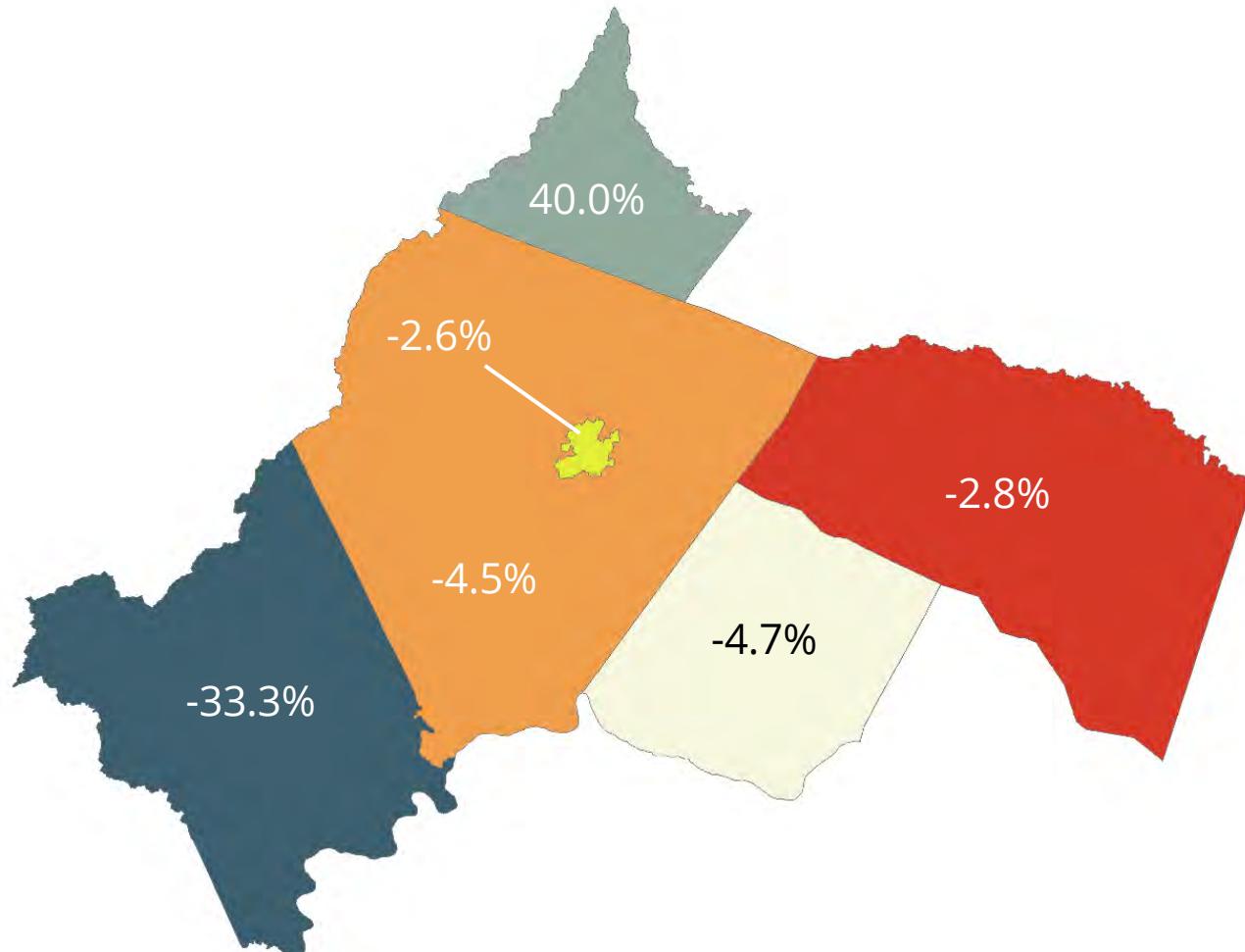
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



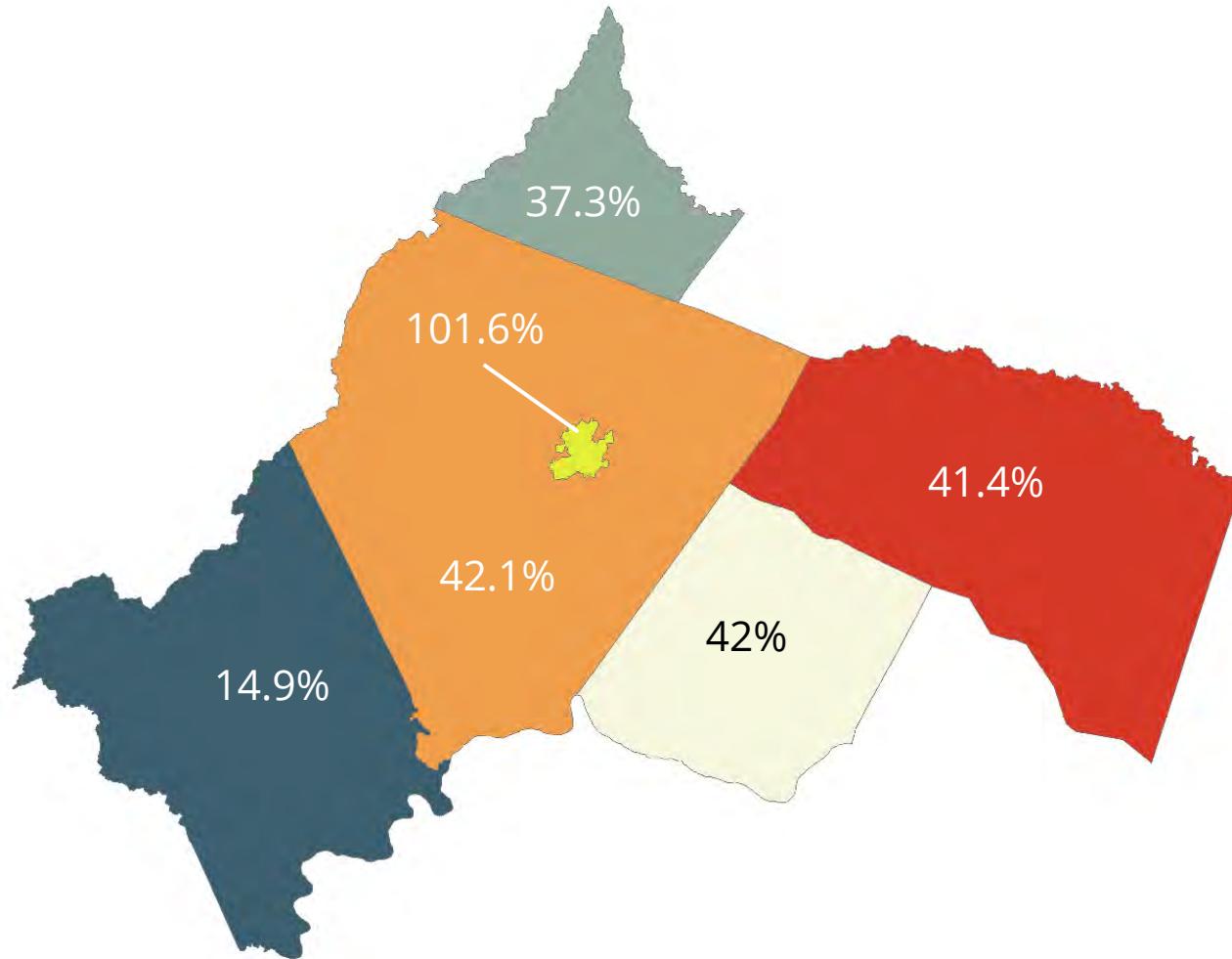
Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	Apr-24	Apr-25	% Chg
Albemarle County	134	128	-4.5%
Charlottesville	39	38	-2.6%
Fluvanna County	43	41	-4.7%
Greene County	20	28	40.0%
Louisa County	72	70	-2.8%
Nelson County	24	16	-33.3%
CAAR	332	321	-3.3%

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

Active Listings: Total Inventory (includes proposed listings)

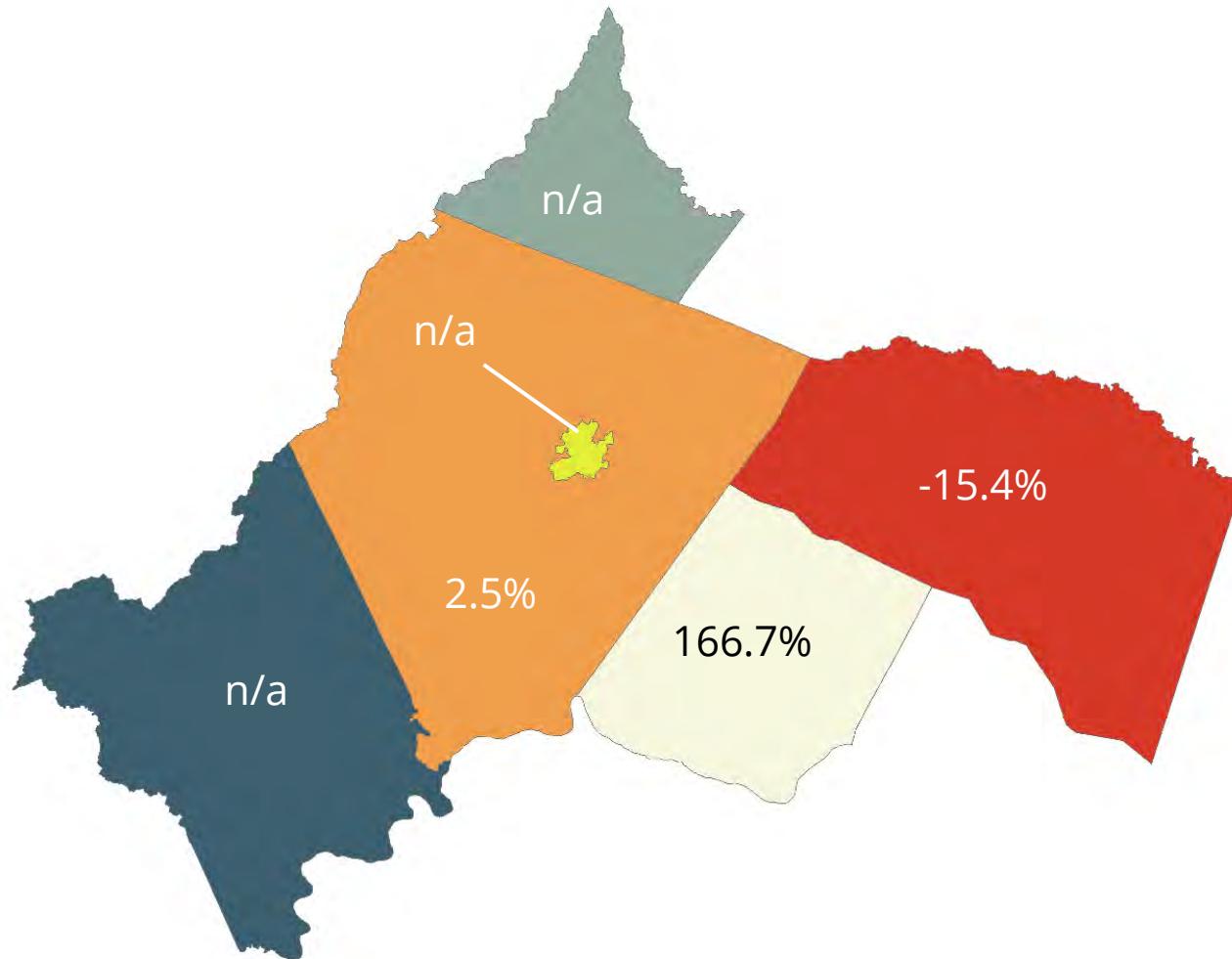


Active Listings

Total Inventory

Jurisdiction	Apr-24	Apr-25	% Chg
Albemarle County	280	398	42.1%
Charlottesville	62	125	101.6%
Fluvanna County	50	71	42.0%
Greene County	51	70	37.3%
Louisa County	181	256	41.4%
Nelson County	87	100	14.9%
CAAR	711	1020	43.5%

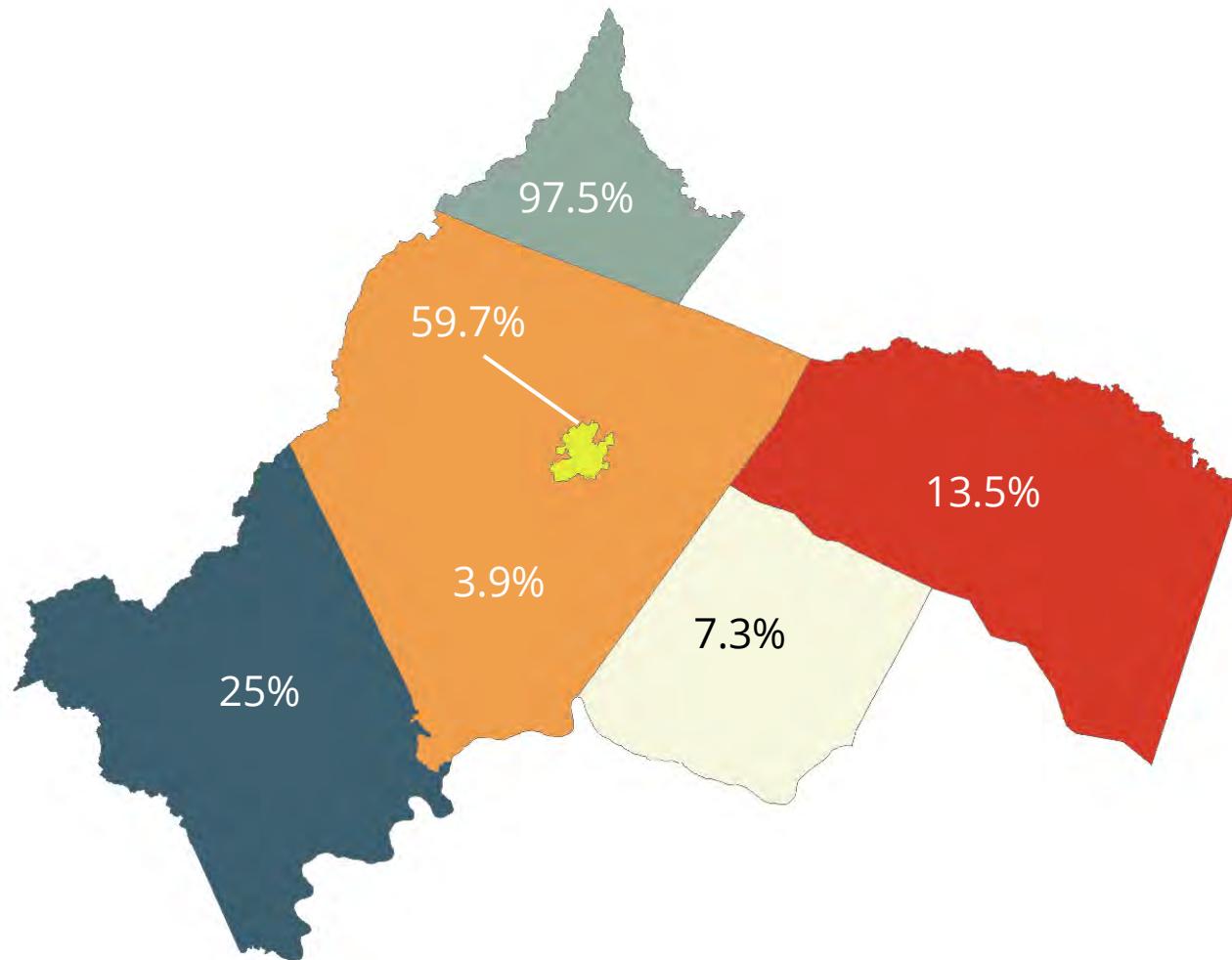
Active Listings: Proposed Listings



Active Listings
Proposed Listings

Jurisdiction	Apr-24	Apr-25	% Chg
Albemarle County	79	81	2.5%
Charlottesville	0	2	n/a
Fluvanna County	3	8	166.7%
Greene County	0	22	n/a
Louisa County	26	22	-15.4%
Nelson County	0	3	n/a
CAAR	108	138	27.8%

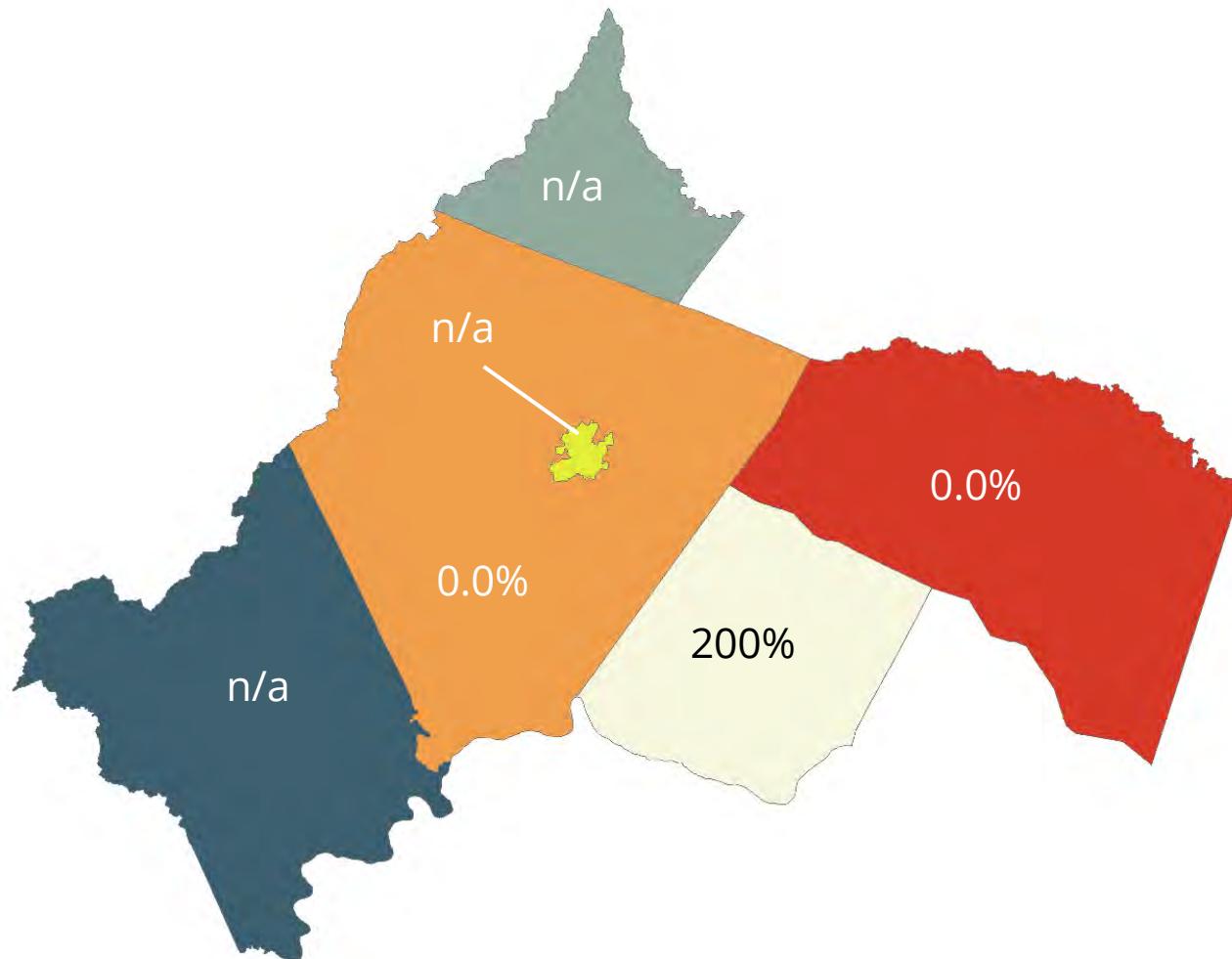
New Listings: Total Inventory (includes proposed listings)



New Listings
Total Inventory

Jurisdiction	Apr-24	Apr-25	% Chg
Albemarle County	257	267	3.9%
Charlottesville	67	107	59.7%
Fluvanna County	55	59	7.3%
Greene County	40	79	97.5%
Louisa County	96	109	13.5%
Nelson County	36	45	25.0%
CAAR	551	666	20.9%

New Listings: Proposed Listings



New Listings
Proposed Listings

Jurisdiction	Apr-24	Apr-25	% Chg
Albemarle County	31	31	0.0%
Charlottesville	1	1	n/a
Fluvanna County	2	6	200.0%
Greene County	0	23	n/a
Louisa County	11	11	0.0%
Nelson County	0	2	n/a
CAAR	45	74	64.4%

Total Market Overview



Key Metrics	2-year Trends			Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Apr-23	Median	Max						
Sales		332	321	-3.3%	1,026	1,016	-1.0%		
Pending Sales		428	417	-2.6%	1,432	1,379	-3.7%		
New Listings		551	666	20.9%	1,876	2,096	11.7%		
Median List Price		\$450,000	\$475,000	5.6%	\$444,000	\$461,930	4.0%		
Median Sales Price		\$456,475	\$475,000	4.1%	\$440,000	\$460,500	4.7%		
Median Price Per Square Foot		\$250	\$268	7.2%	\$245	\$262	7.1%		
Sold Dollar Volume (in millions)		\$187.3	\$197.3	5.3%	\$569.4	\$583.9	2.5%		
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	100.0%	0.0%		
Median Days on Market		6	8	33.3%	11	14	27.3%		
Active Listings		711	1,020	43.5%	n/a	n/a	n/a		
Months of Supply		2.3	3.3	45.3%	n/a	n/a	n/a		

Single-Family Detached Market Overview



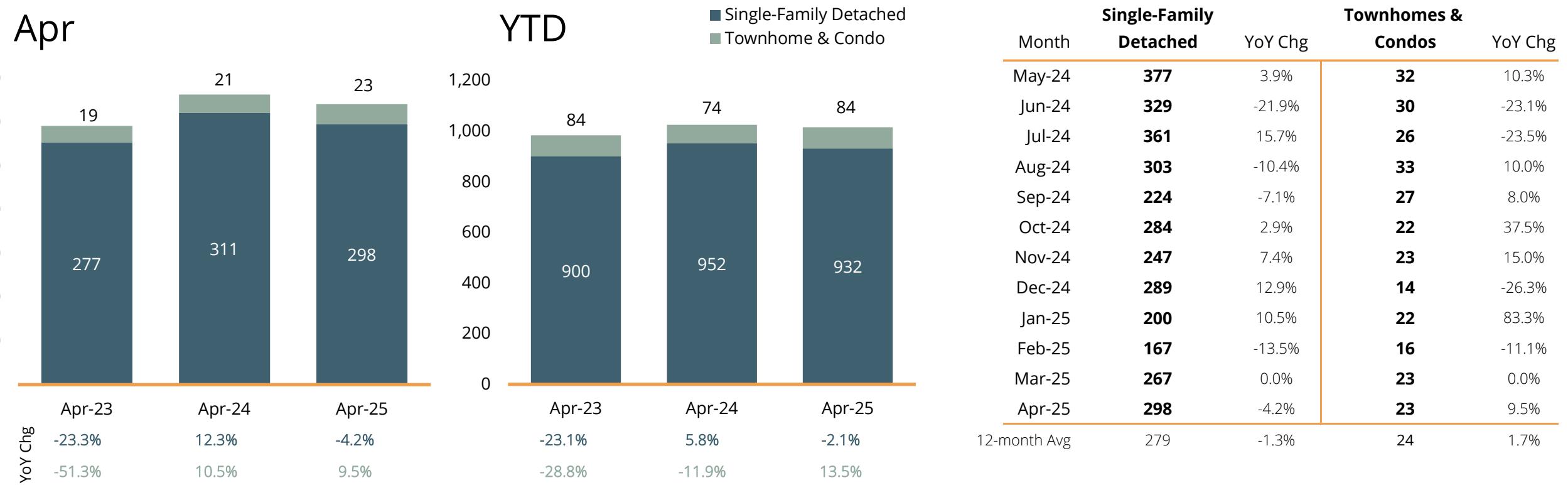
Key Metrics	2-year Trends			Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Apr-23	Median	Max						
Sales		311	298	-4.2%	952	932	-2.1%		
Pending Sales		399	395	-1.0%	1,333	1,286	-3.5%		
New Listings		509	622	22.2%	1,742	1,926	10.6%		
Median List Price		\$469,000	\$495,000	5.5%	\$451,550	\$474,980	5.2%		
Median Sales Price		\$472,000	\$488,000	3.4%	\$450,000	\$473,500	5.2%		
Median Price Per Square Foot		\$249	\$264	6.3%	\$244	\$259	6.2%		
Sold Dollar Volume (in millions)		\$179.3	\$188.3	5.0%	\$544.8	\$551.3	1.2%		
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	100.0%	0.0%		
Median Days on Market		6	8	33.3%	12	14	16.7%		
Active Listings		649	926	42.7%	n/a	n/a	n/a		
Months of Supply		2.3	3.3	44.7%	n/a	n/a	n/a		

Townhome & Condo Market Overview

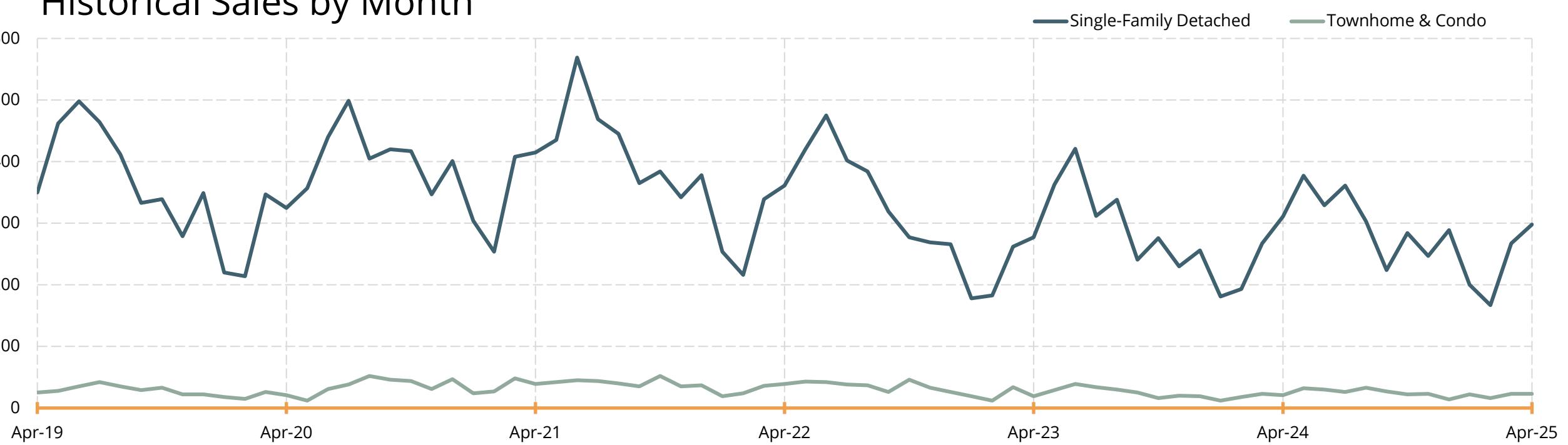


Key Metrics	2-year Trends			Apr-24	Apr-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Apr-23	Apr-24	Apr-25						
Sales		21	23	9.5%	74	84	13.5%		
Pending Sales		29	22	-24.1%	99	93	-6.1%		
New Listings		42	44	4.8%	134	170	26.9%		
Median List Price		\$250,000	\$300,000	20.0%	\$262,450	\$305,000	16.2%		
Median Sales Price		\$265,000	\$295,000	11.3%	\$260,500	\$298,950	14.8%		
Median Price Per Square Foot		\$255	\$319	25.3%	\$266	\$303	14.2%		
Sold Dollar Volume (in millions)		\$8.0	\$9.0	12.6%	\$24.6	\$32.6	32.2%		
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	98.8%	97.9%	-0.9%		
Median Days on Market		6	7	16.7%	8	15	87.5%		
Active Listings		62	94	51.6%	n/a	n/a	n/a		
Months of Supply		2.5	3.8	51.6%	n/a	n/a	n/a		

Sales

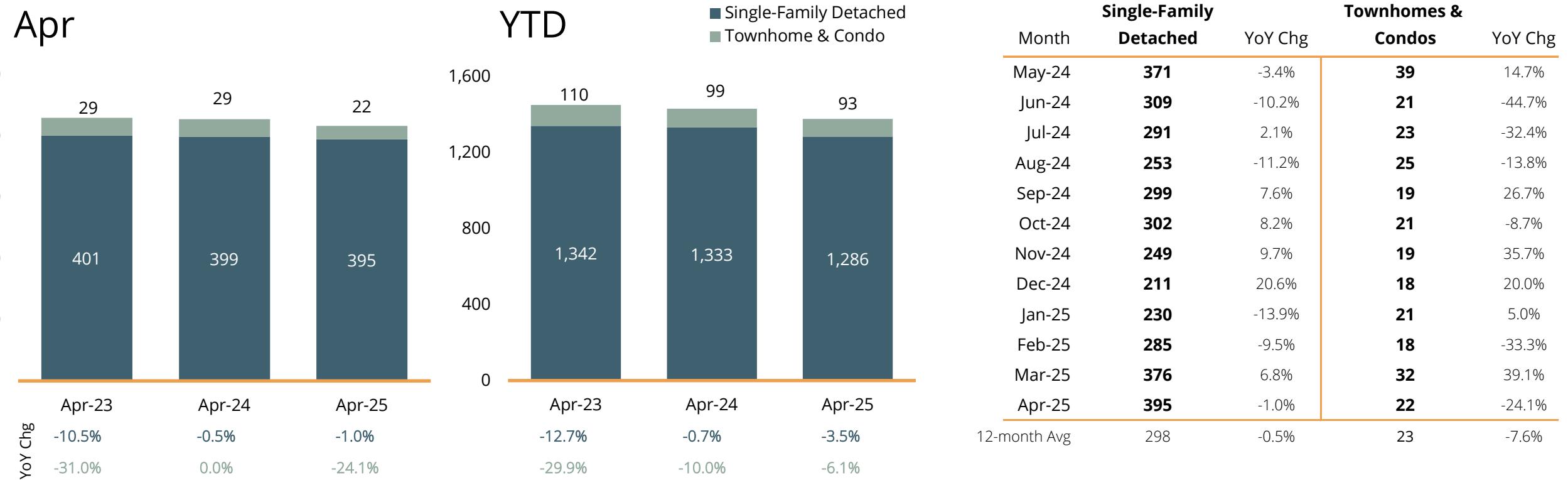


Historical Sales by Month

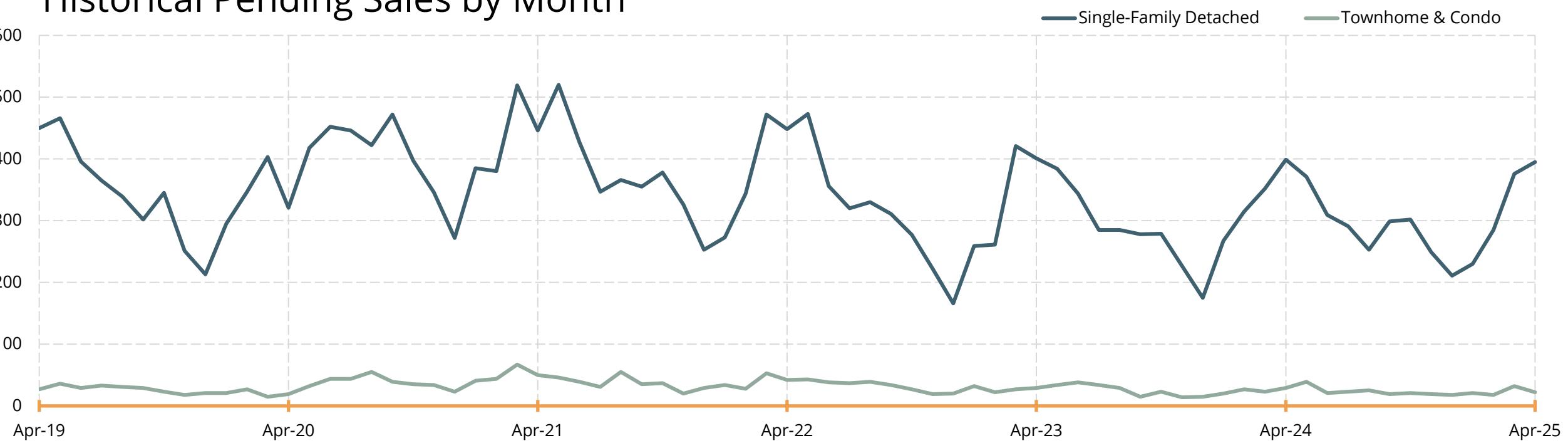


Source: Virginia REALTORS®, data accessed May 15, 2025

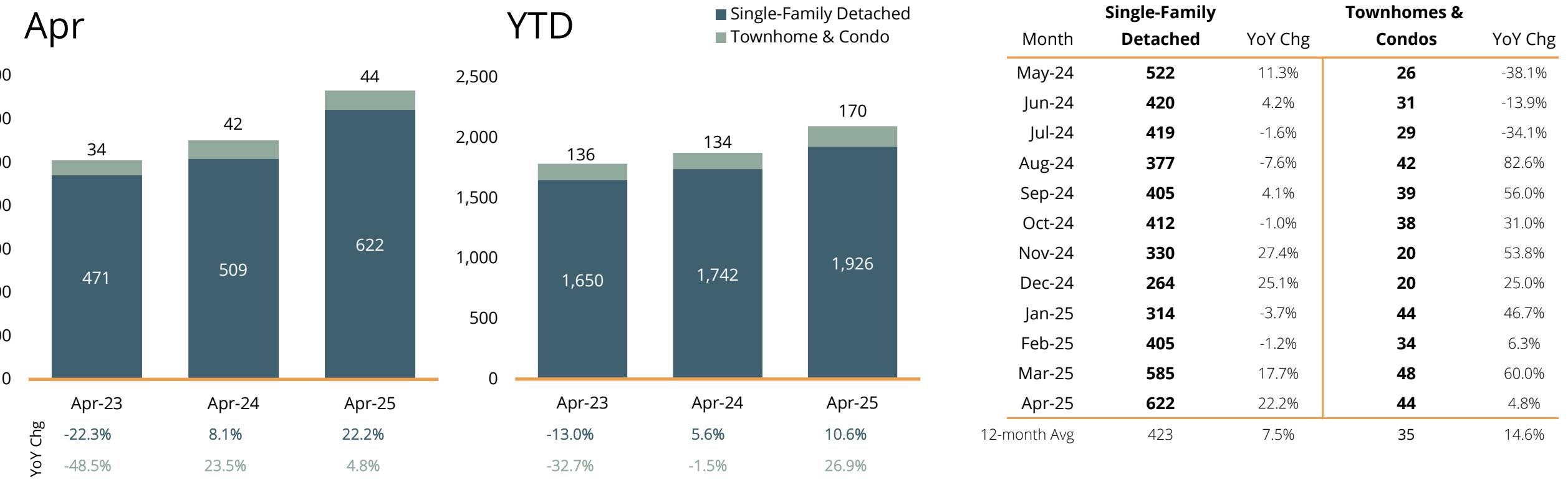
Pending Sales



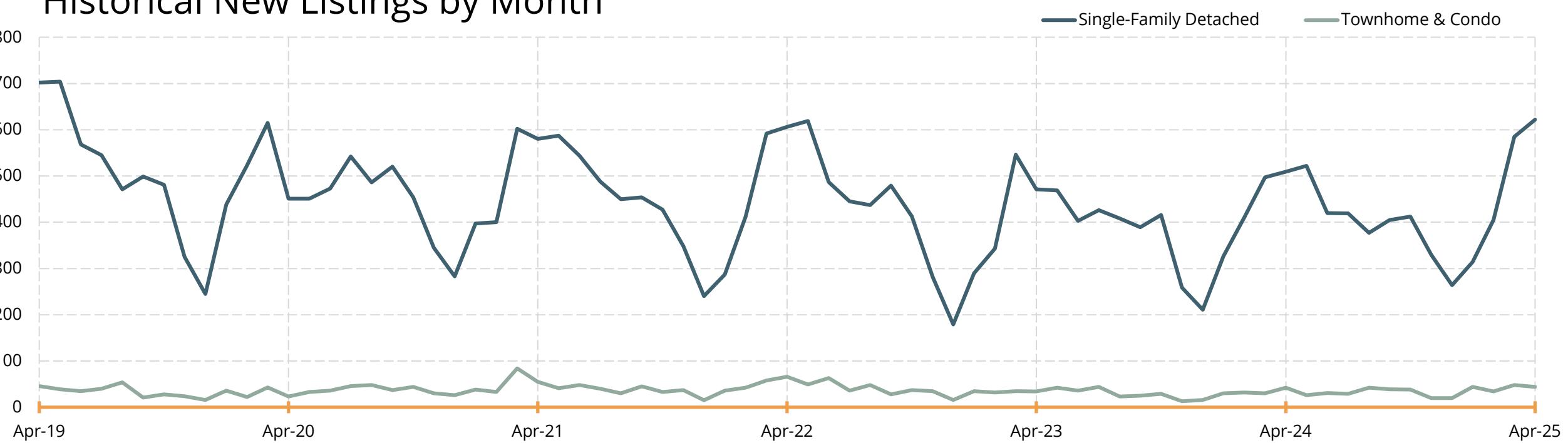
Historical Pending Sales by Month



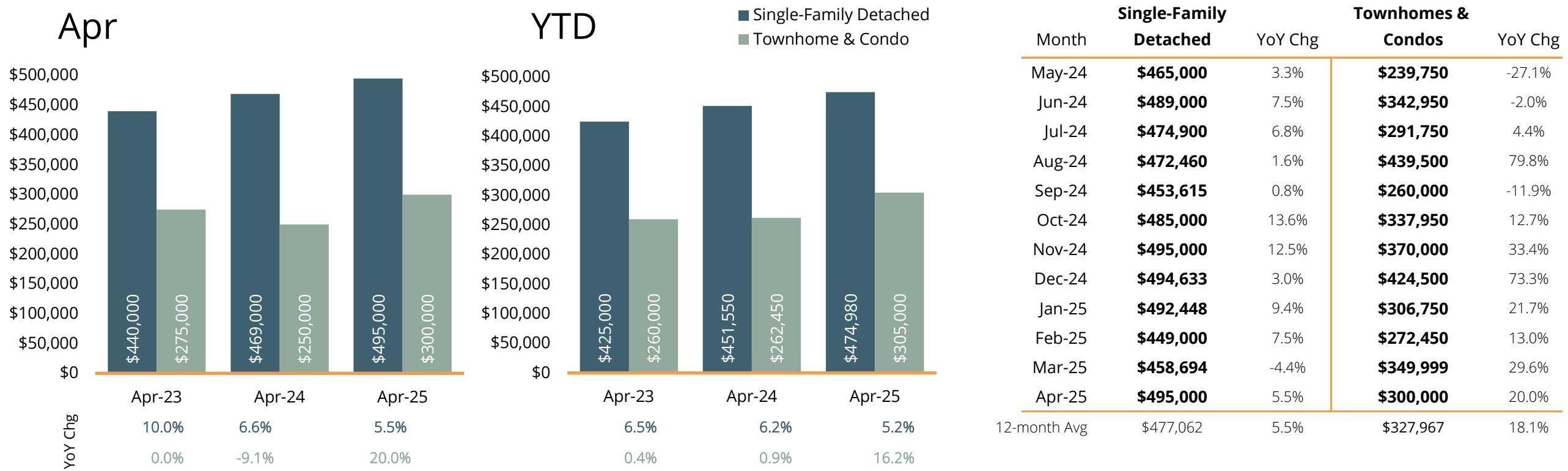
New Listings



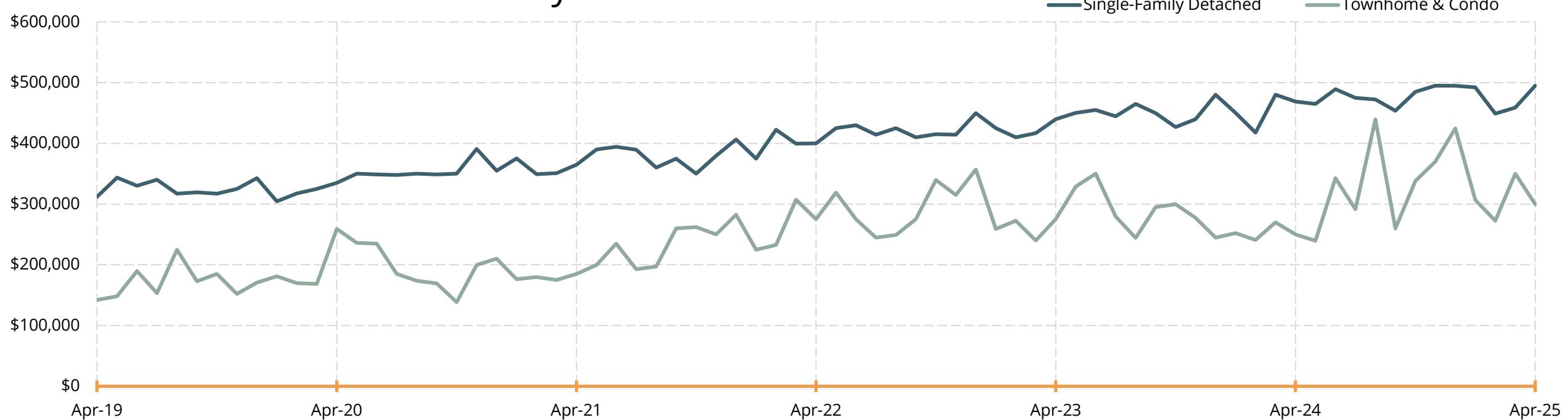
Historical New Listings by Month



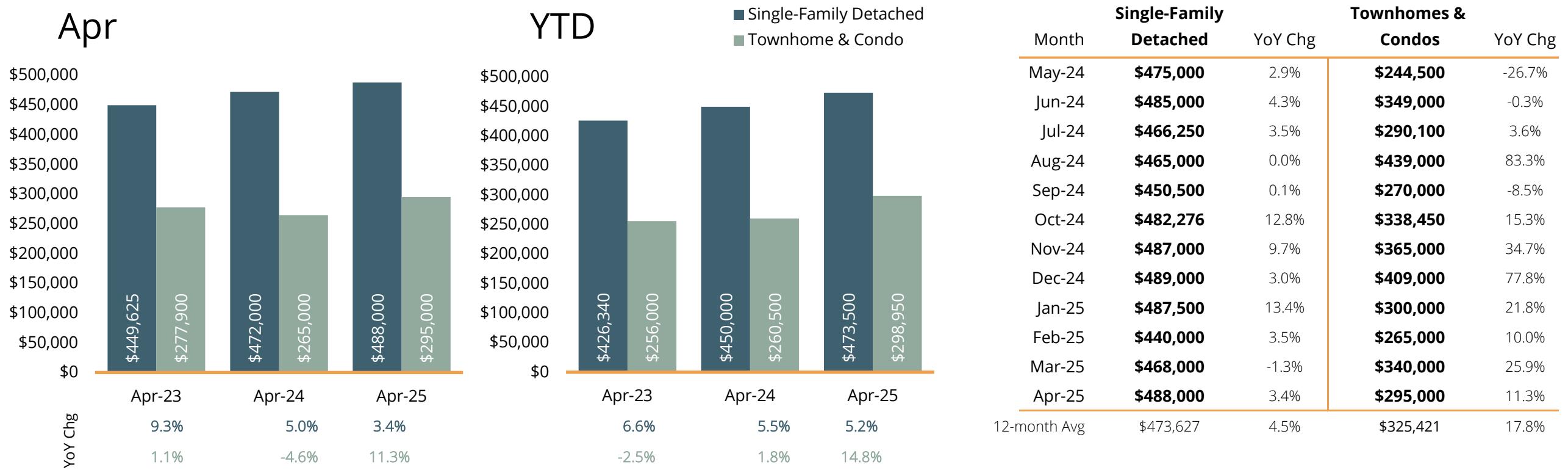
Median List Price



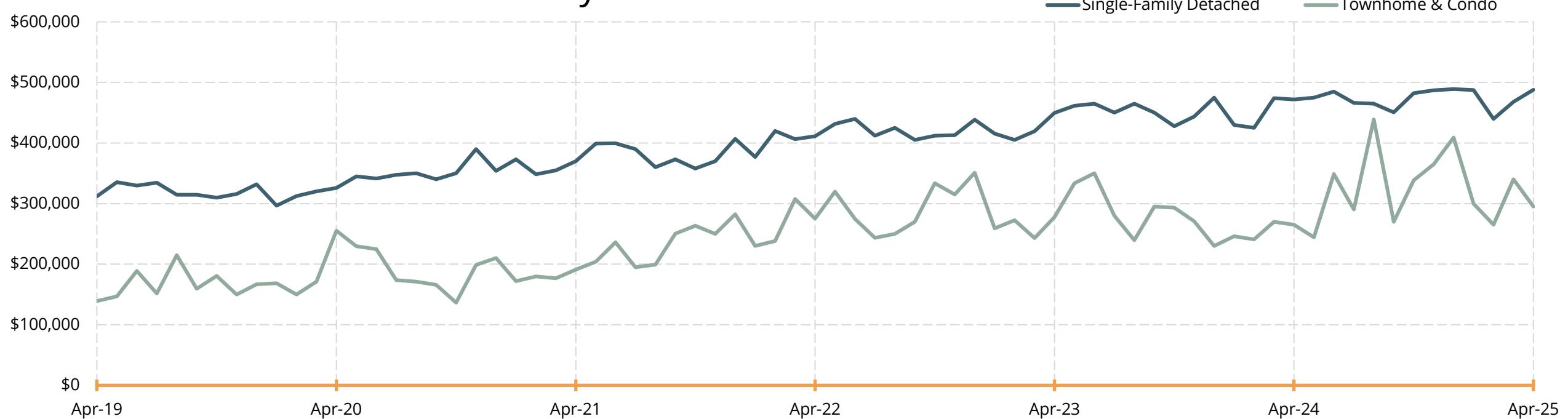
Historical Median List Price by Month



Median Sales Price



Historical Median Sales Price by Month

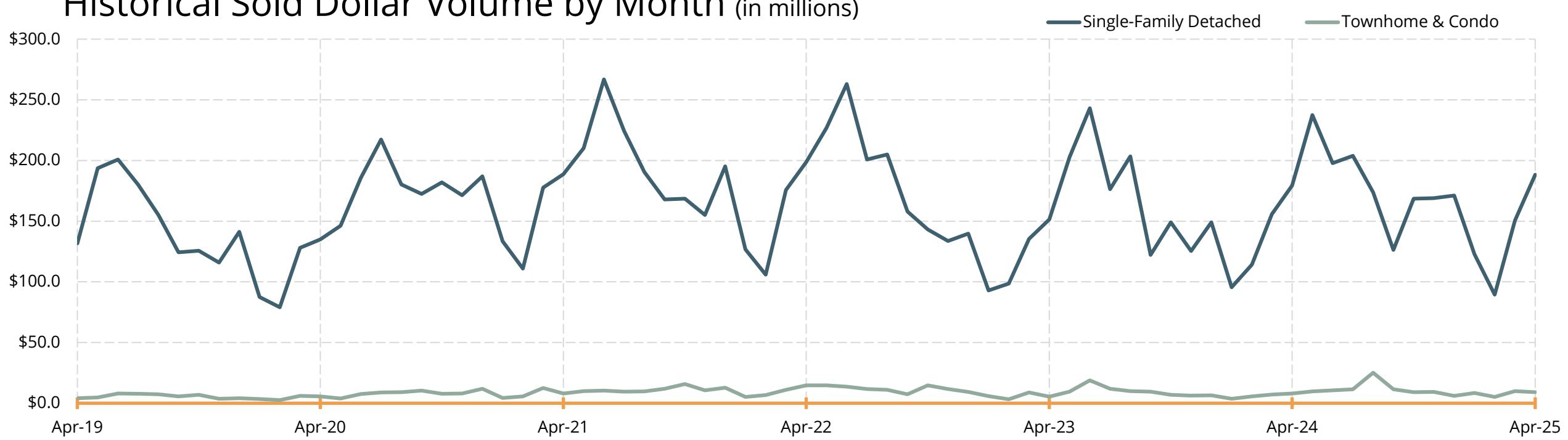


Sold Dollar Volume (in millions)

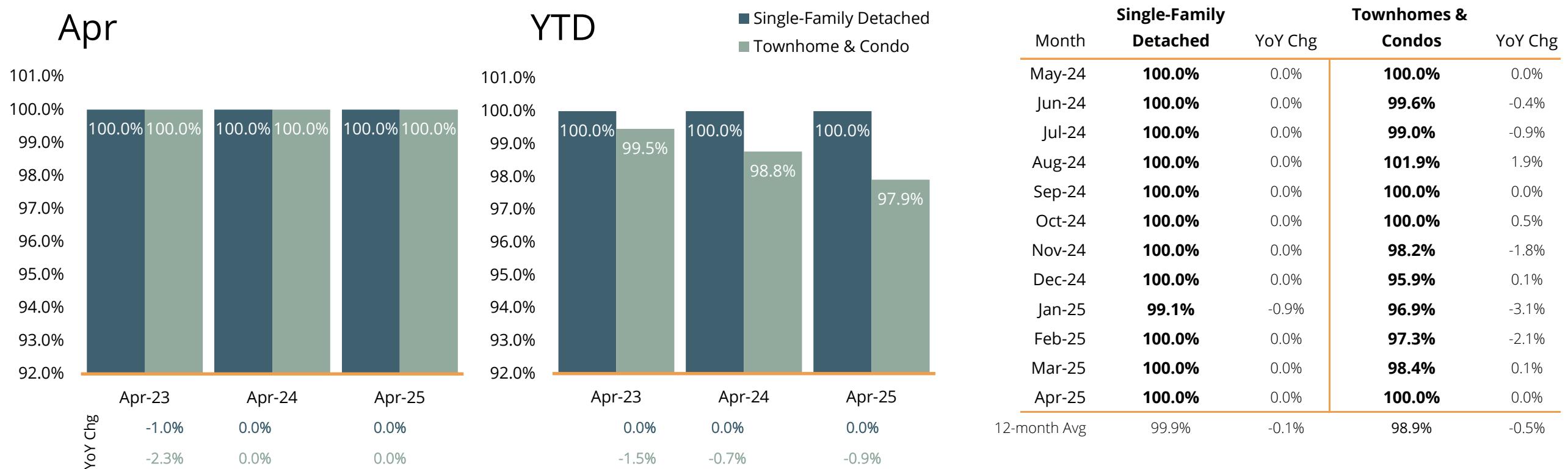


Apr	YTD			Single-Family Detached		Single-Family Detached		Townhomes & Condos	
	Month	YoY Chg	YoY Chg	Month	YoY Chg	Month	YoY Chg	Month	YoY Chg
\$250.0	May-24	\$237.5	17.1%	\$9.8	2.7%				
\$200.0	Jun-24	\$197.7	-18.7%	\$10.7	-43.4%				
\$150.0	Jul-24	\$203.9	15.6%	\$11.4	-4.9%				
\$100.0	Aug-24	\$173.8	-14.5%	\$25.1	154.4%				
\$50.0	Sep-24	\$126.2	3.3%	\$11.5	19.6%				
\$0.0	Oct-24	\$168.5	13.0%	\$9.2	32.0%				
	Nov-24	\$169.0	34.8%	\$9.3	48.0%				
	Dec-24	\$171.2	14.9%	\$6.1	-5.3%				
	Jan-25	\$122.9	28.8%	\$8.5	125.4%				
	Feb-25	\$89.6	-21.6%	\$5.2	-9.4%				
	Mar-25	\$150.6	-3.3%	\$9.9	38.3%				
	Apr-25	\$188.3	5.0%	\$9.0	12.6%				
	12-month Avg	\$166.6	4.3%	\$10.5	20.6%				
Apr-23									
Apr-24									
Apr-25									
YoY Chg									
-23.7%									
-62.4%									
45.5%									
12.6%									
-37.4%									
4.3%									
32.2%									

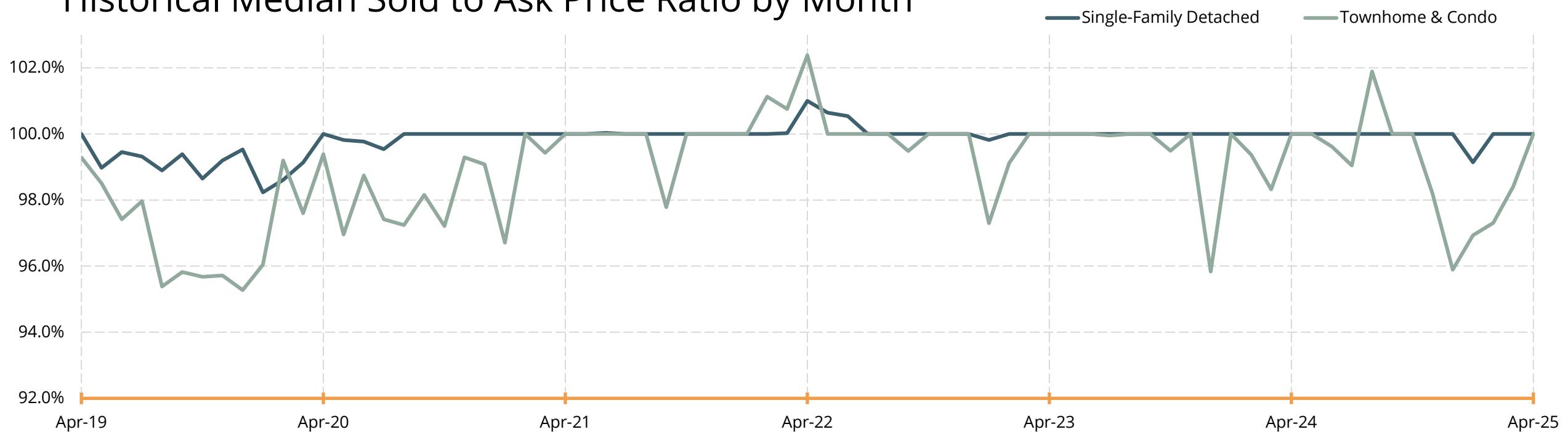
Historical Sold Dollar Volume by Month (in millions)



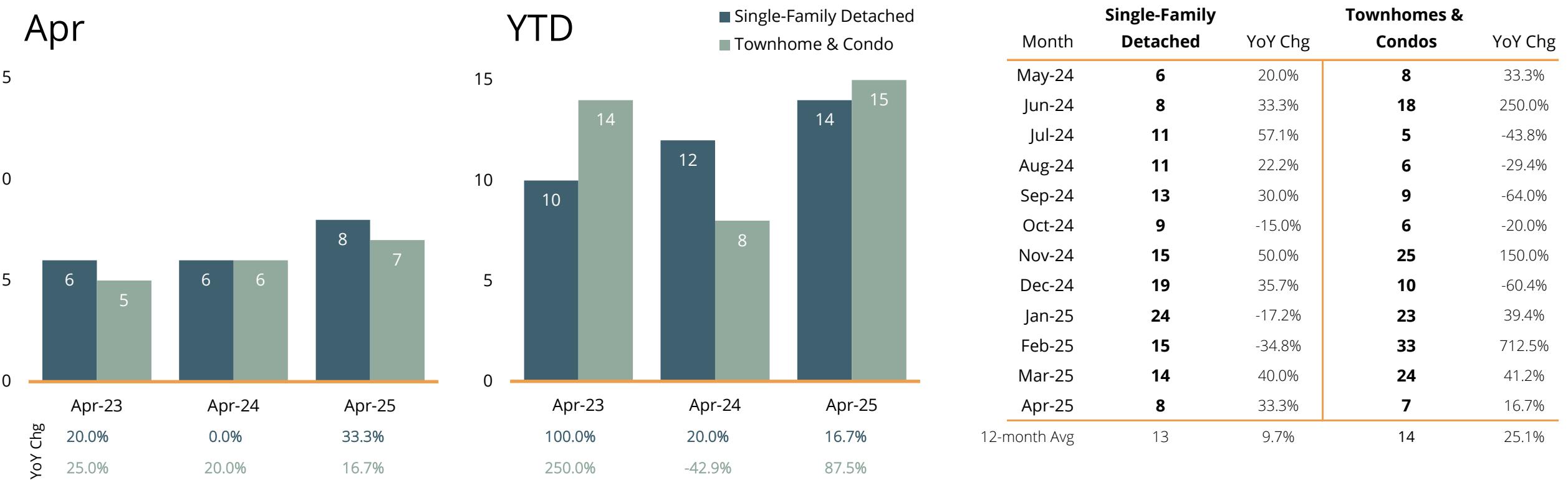
Median Sold to Ask Price Ratio



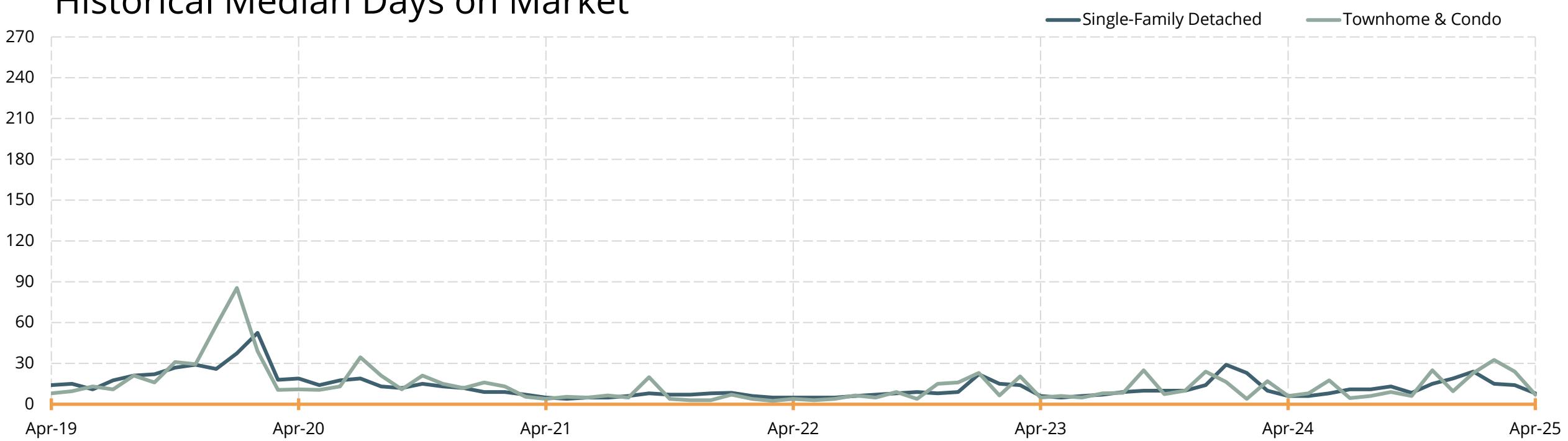
Historical Median Sold to Ask Price Ratio by Month



Median Days on Market

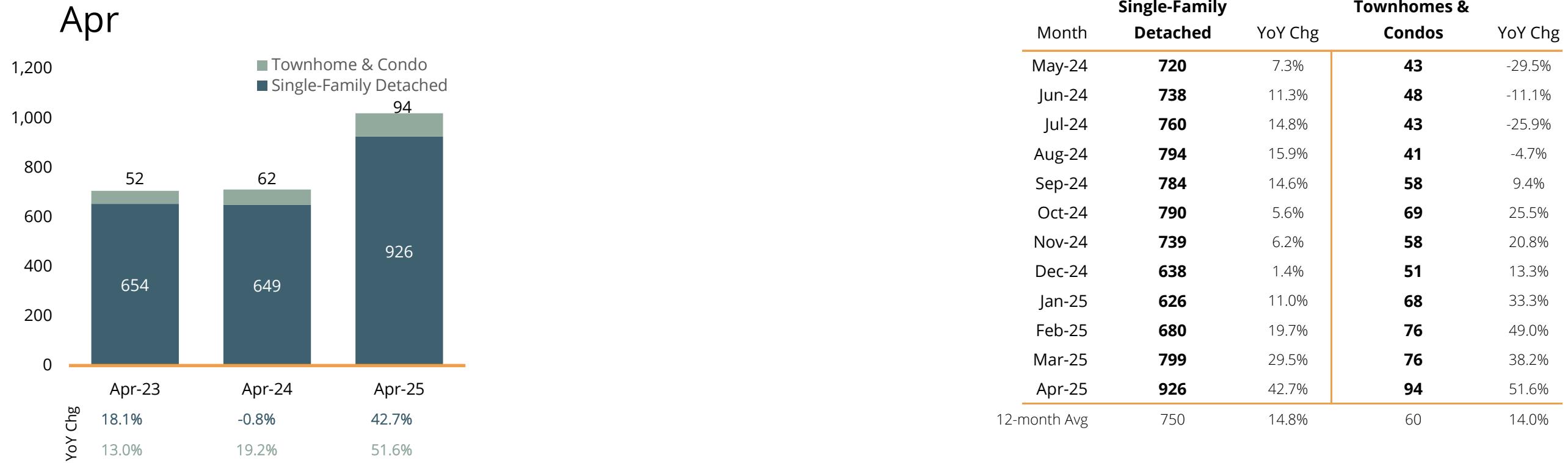


Historical Median Days on Market

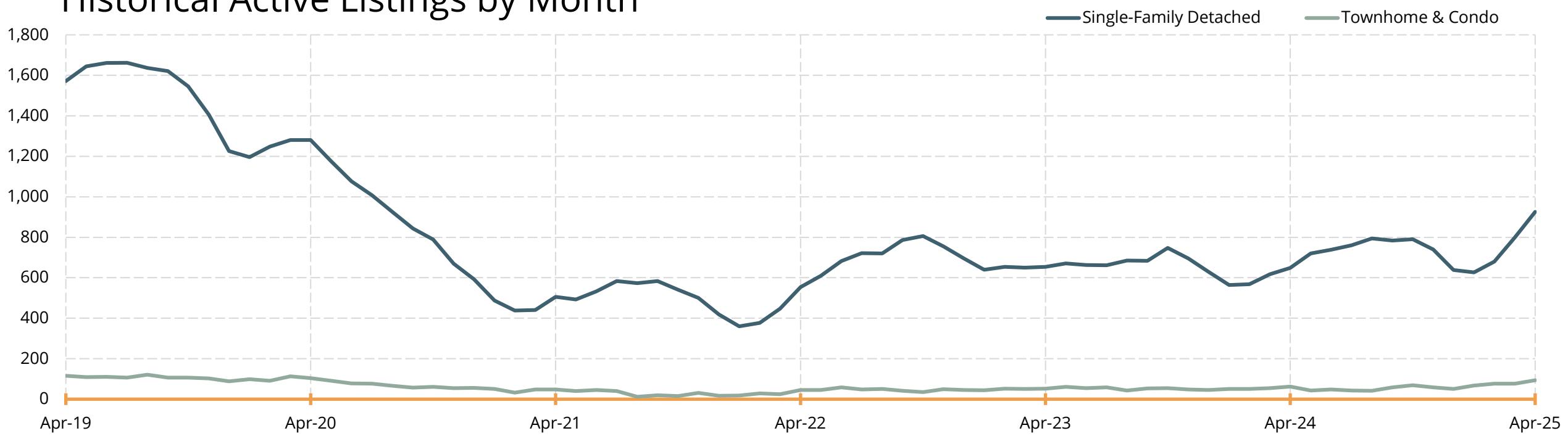


Source: Virginia REALTORS®, data accessed May 15, 2025

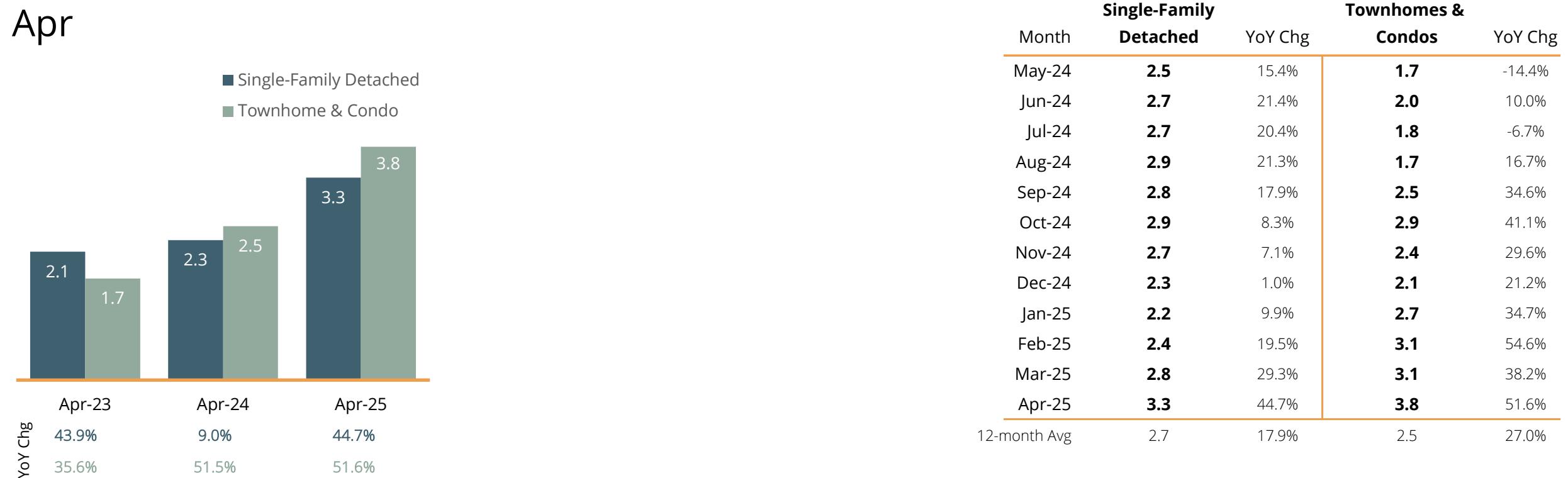
Active Listings



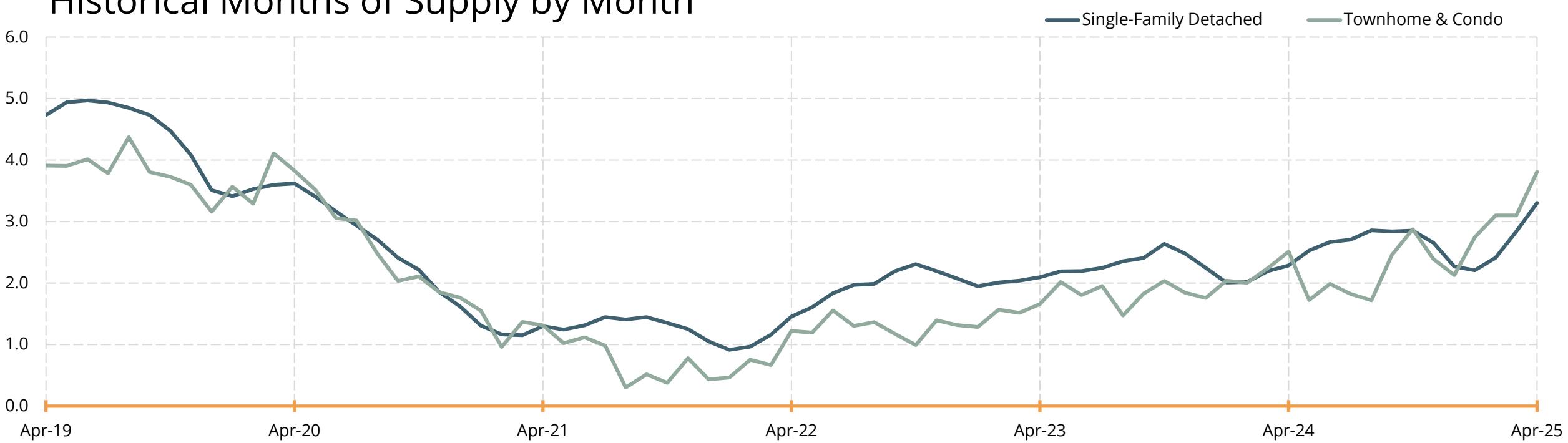
Historical Active Listings by Month



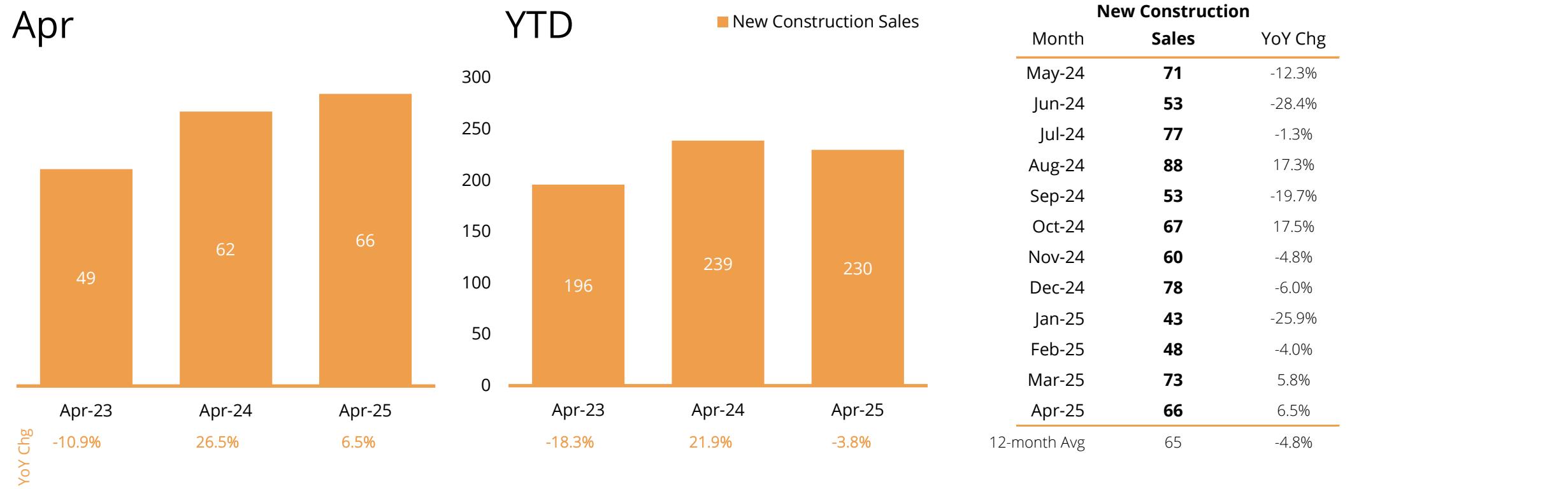
Months of Supply



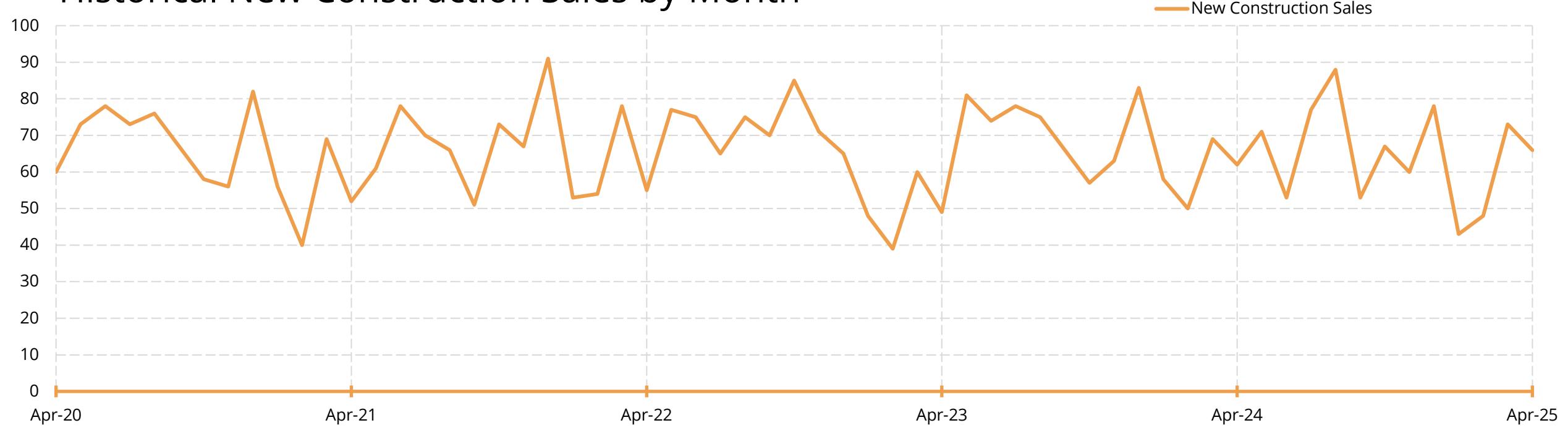
Historical Months of Supply by Month



New Construction Sales



Historical New Construction Sales by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Albemarle County	257	267	3.9%	134	128	-4.5%	\$526,928	\$547,800	4.0%	280	398	42.1%	2.1	3.1	45.9%
Charlottesville	67	107	59.7%	39	38	-2.6%	\$568,000	\$586,250	3.2%	62	125	101.6%	1.8	4.0	116.1%
Fluvanna County	55	59	7.3%	43	41	-4.7%	\$345,000	\$350,000	1.4%	50	71	42.0%	1.5	2.1	44.4%
Greene County	40	79	97.5%	20	28	40.0%	\$427,275	\$440,338	3.1%	51	70	37.3%	2.7	3.0	10.1%
Louisa County	96	109	13.5%	72	70	-2.8%	\$413,546	\$407,500	-1.5%	181	256	41.4%	2.8	4.0	43.7%
Nelson County	36	45	25.0%	24	16	-33.3%	\$418,750	\$432,500	3.3%	87	100	14.9%	3.3	4.0	20.7%

Area Overview - Total Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Albemarle County	871	841	-3.4%	409	390	-4.6%	\$526,900	\$541,058	2.7%	280	398	42.1%
Charlottesville	205	273	33.2%	113	98	-13.3%	\$521,000	\$495,250	-4.9%	62	125	101.6%
Fluvanna County	172	206	19.8%	110	134	21.8%	\$345,000	\$367,945	6.7%	50	71	42.0%
Greene County	125	178	42.4%	69	82	18.8%	\$399,990	\$432,495	8.1%	51	70	37.3%
Louisa County	381	438	15.0%	238	224	-5.9%	\$393,750	\$387,000	-1.7%	181	256	41.4%
Nelson County	122	160	31.1%	87	88	1.1%	\$392,000	\$432,500	10.3%	87	100	14.9%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Albemarle County	239	249	4.2%	124	119	-4.0%	\$536,779	\$570,000	6.2%	266	367	38.0%	2.2	3.1	41.6%
Charlottesville	50	93	86.0%	34	31	-8.8%	\$574,000	\$618,000	7.7%	47	100	112.8%	1.6	3.9	135.4%
Fluvanna County	54	59	9.3%	43	41	-4.7%	\$345,000	\$350,000	1.4%	49	71	44.9%	1.4	2.1	48.9%
Greene County	40	79	97.5%	20	28	40.0%	\$427,275	\$440,338	3.1%	51	70	37.3%	2.8	3.0	9.6%
Louisa County	95	107	12.6%	71	70	-1.4%	\$413,000	\$407,500	-1.3%	177	254	43.5%	2.8	4.0	44.3%
Nelson County	31	35	12.9%	19	9	-52.6%	\$460,000	\$461,000	0.2%	59	64	8.5%	3.1	3.7	17.8%

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Albemarle County	818	774	-5.4%	380	360	-5.3%	\$540,000	\$551,000	2.0%	266	367	38.0%
Charlottesville	166	229	38.0%	94	78	-17.0%	\$550,000	\$532,000	-3.3%	47	100	112.8%
Fluvanna County	171	205	19.9%	110	133	20.9%	\$345,000	\$369,990	7.2%	49	71	44.9%
Greene County	125	178	42.4%	69	82	18.8%	\$399,990	\$432,495	8.1%	51	70	37.3%
Louisa County	378	435	15.1%	235	222	-5.5%	\$390,000	\$385,000	-1.3%	177	254	43.5%
Nelson County	84	105	25.0%	64	57	-10.9%	\$500,000	\$487,500	-2.5%	59	64	8.5%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Albemarle County	18	18	0.0%	10	9	-10.0%	\$225,000	\$295,000	31.1%	14	31	121%	1.3	3.0	129%
Charlottesville	17	14	-17.6%	5	7	40.0%	\$522,000	\$285,000	-45.4%	15	25	66.7%	3.0	4.5	51.7%
Fluvanna County	1	0	-100.0%	0	0	n/a	\$0	\$0	n/a	1	0	-100.0%	0.0	0.0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Louisa County	1	2	100.0%	1	0	-100%	\$615,000	\$0	-100%	4	2	-50.0%	3.0	3.0	0.0%
Nelson County	5	10	100.0%	5	7	40.0%	\$219,000	\$330,000	50.7%	28	36	28.6%	3.8	4.7	24.4%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg	Apr-24	Apr-25	% chg
Albemarle County	53	67	26.4%	29	30	3.4%	\$237,000	\$322,500	36.1%	14	31	121.4%
Charlottesville	39	44	12.8%	19	20	5.3%	\$301,000	\$303,000	0.7%	15	25	66.7%
Fluvanna County	1	1	0.0%	0	1	n/a	\$0	\$293,288	n/a	1	0	-100.0%
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	3	3	0.0%	3	2	-33.3%	\$717,350	\$537,500	-25.1%	4	2	-50.0%
Nelson County	38	55	44.7%	23	31	34.8%	\$235,000	\$290,000	23.4%	28	36	28.6%



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 the Virginia REALTORS® Research Team:

Ryan Price
Virginia REALTORS® Chief Economist
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.