

# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

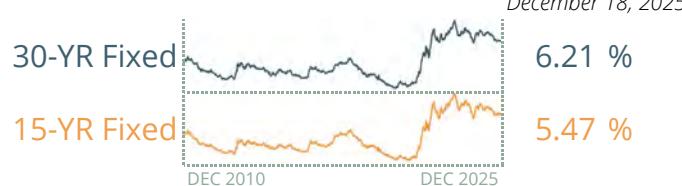
# CAAR Market Indicators Report



## Key Market Trends: November 2025

- › **Sales continued to rise across the CAAR market.** There were 285 home sales in the month of November, up 5.6%, which is 15 more sales than the year before. Greene County saw the biggest jump in activity with 22 additional sales this month, increasing by 100%. In Charlottesville there were 25 sales, unchanged from the previous year. Activity fell the furthest in Albemarle County, down nine sales from last year (-7.8%) and Nelson County with three fewer sales (-9.7%).
- › **In the CAAR area, pending sales grew for the sixth straight month.** The total number of pending sales came to 340 in November, 72 more than a year ago, jumping up 26.9%. All local markets saw an increase in pending sales activity this month. Pending sales rose by double-digits in Fluvanna County with 20 more than last year (+90.9%) and Greene County with 13 additional pending sales (+59.1%)
- › **There was a small dip in the regionwide median sales price this month.** At \$475,000, the median sales price went down 1.0% in the CAAR footprint, a \$4,950 price drop. There was significant variation in price trends at the local level this month. The two markets with the sharpest increase in home price were Charlottesville with the median costs up \$40,000 from a year earlier (+7.8%) and Greene County with prices up \$33,635 (+8.1%). For the second straight month, prices fell in Nelson County (-16.0%), and the median price in Fluvanna County dropped \$38,500 (-9.9%).
- › **Supply increased as more active listings came on the market in the CAAR footprint.** At the end of November, there were 1,041 active listings in the region, 244 more listings than the year prior, rising 30.6%. Listings surged in Albemarle County with 90 additional listings (+34.2%) and Louisa County with 77 more listings than last November (+33.3%). Nelson County was the only market where listings dipped (-1.0%).

### INTEREST RATE TRACKER



*CAAR Market Dashboard*

YoY Chg	Nov-25	Indicator
▲	5.6%	Sales
▲	26.9%	Pending Sales
▲	22.0%	New Listings
▼	-0.4%	Median List Price
▼	-1.0%	Median Sales Price
▼	-6.1%	Median Price Per Square Foot
▼	-0.5%	Sold Dollar Volume (in millions)
▼	-0.4%	Median Sold/Ask Price Ratio
▲	12.5%	Median Days on Market
▲	30.6%	Active Listings
▲	27.7%	Months of Supply
▲	35.0%	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.**

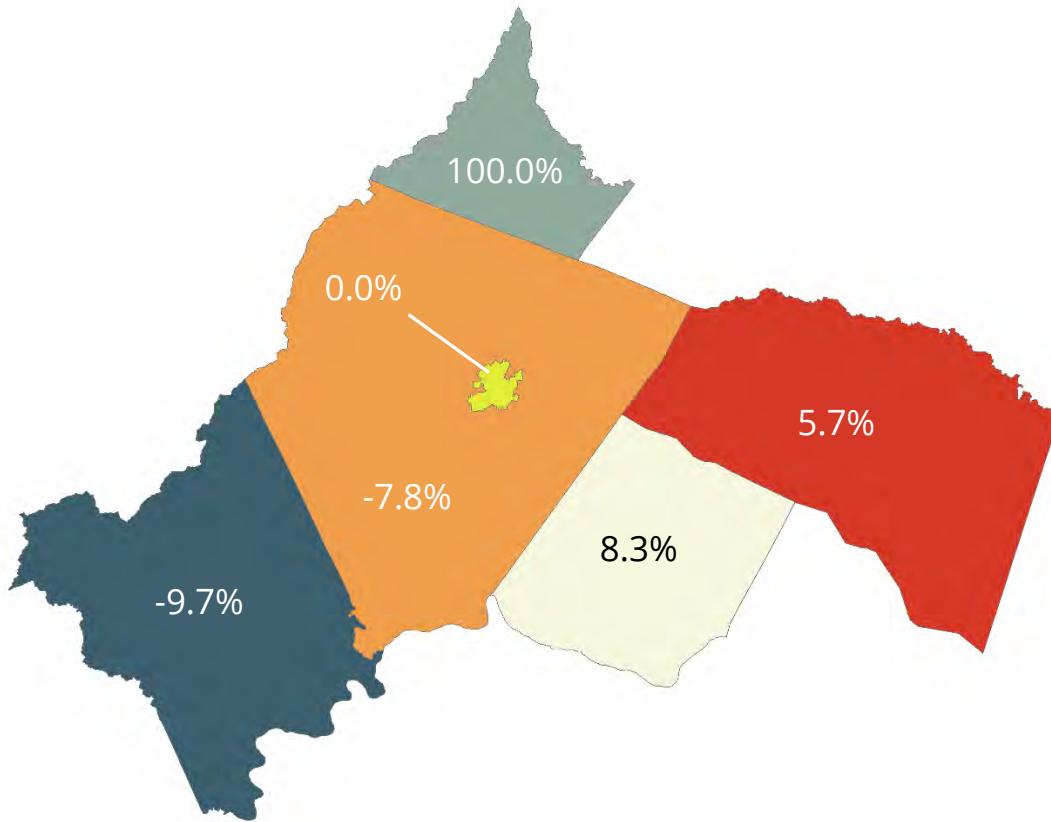
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

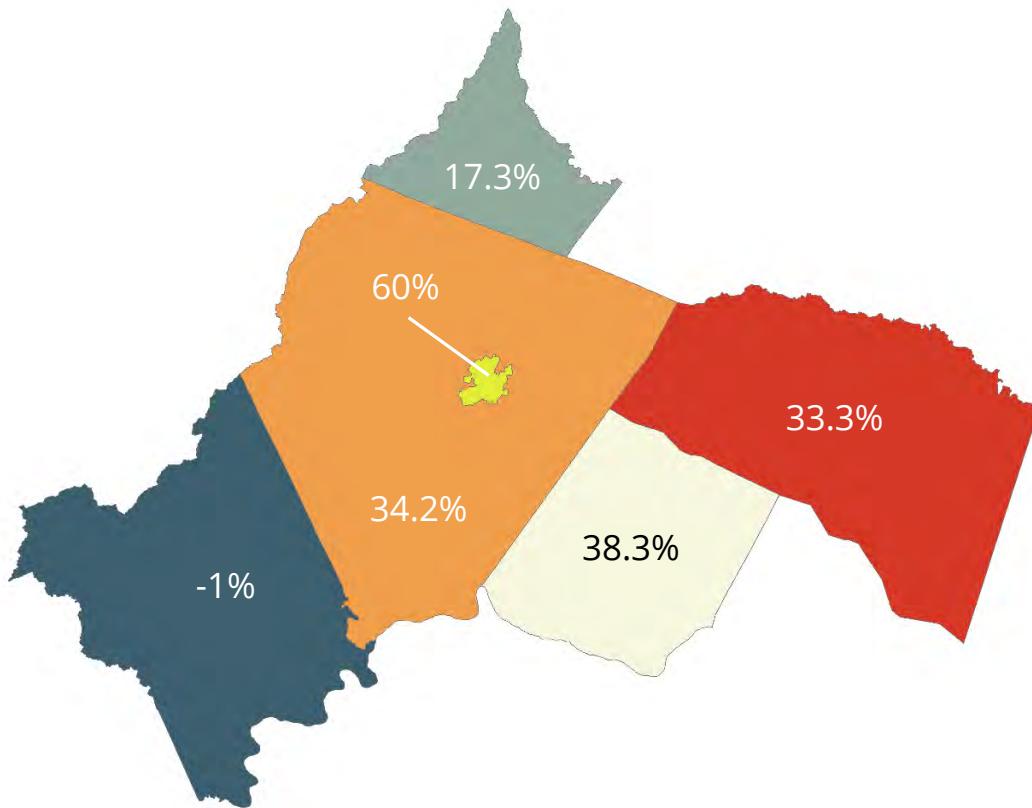


# Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	Nov-24	Nov-25	% Chg
Albemarle County	115	106	-7.8%
Charlottesville	25	25	0.0%
Fluvanna County	24	26	8.3%
Greene County	22	44	100.0%
Louisa County	53	56	5.7%
Nelson County	31	28	-9.7%
<b>CAAR</b>	<b>270</b>	<b>285</b>	<b>5.6%</b>

# Active Listings: Total Inventory (includes proposed listings)

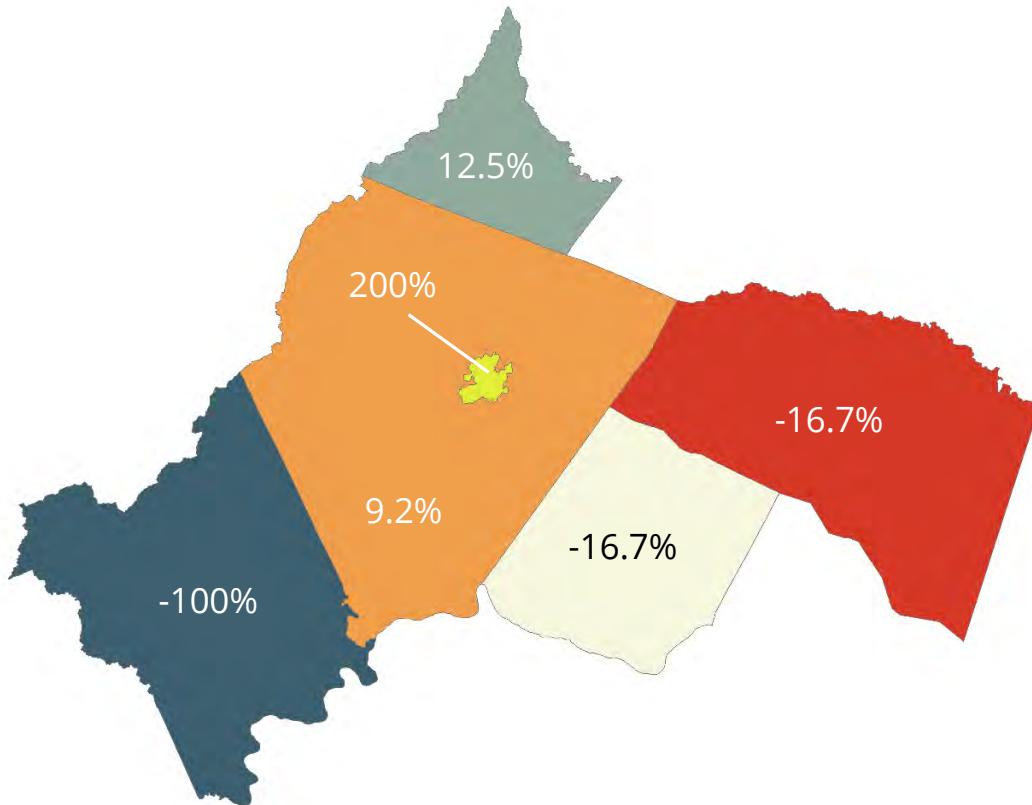


Active Listings

Total Inventory

Jurisdiction	Nov-24	Nov-25	% Chg
Albemarle County	263	353	34.2%
Charlottesville	55	88	60.0%
Fluvanna County	94	130	38.3%
Greene County	52	61	17.3%
Louisa County	231	308	33.3%
Nelson County	102	101	-1.0%
<b>CAAR</b>	<b>797</b>	<b>1,041</b>	<b>30.6%</b>

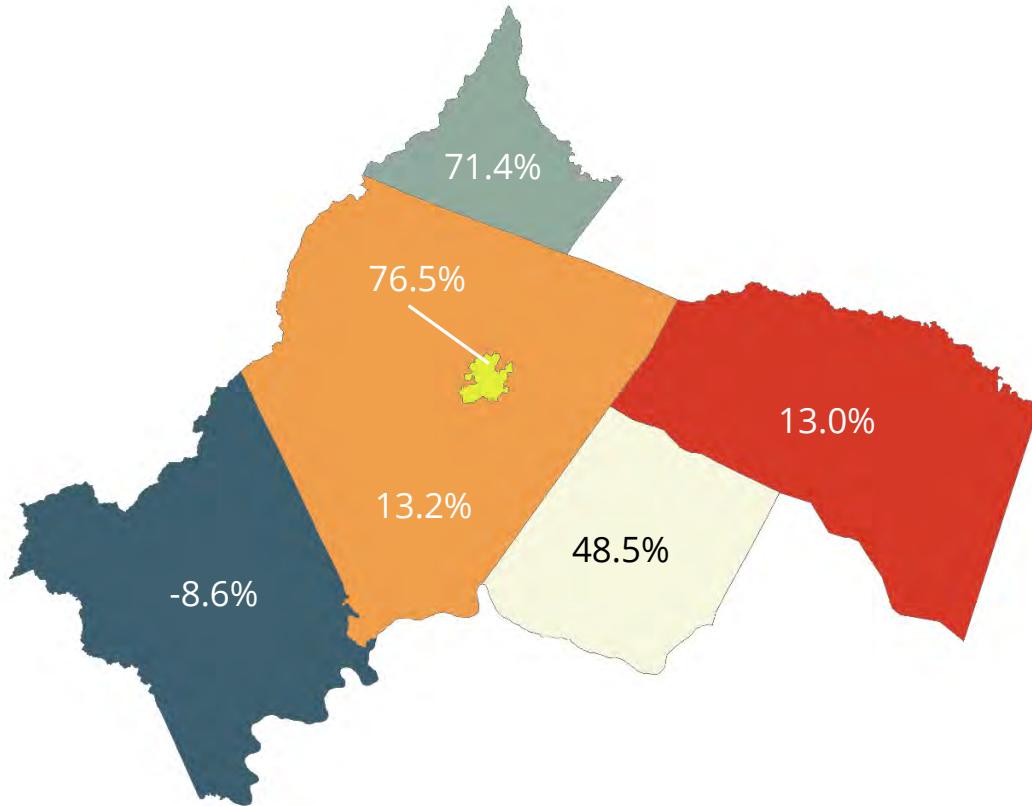
# Active Listings: Proposed Listings



Active Listings

Proposed Listings

# New Listings: Total Inventory (includes proposed listings)

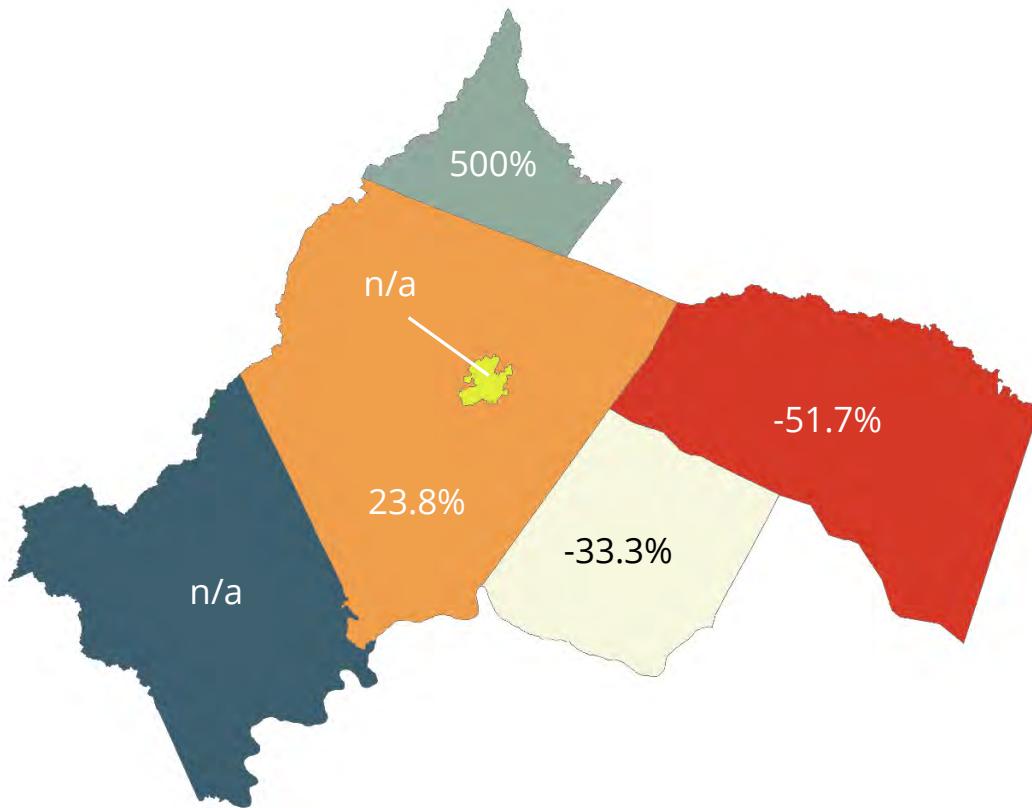


New Listings

Total Inventory

Jurisdiction	Nov-24	Nov-25	% Chg
Albemarle County	129	146	13.2%
Charlottesville	17	30	76.5%
Fluvanna County	33	49	48.5%
Greene County	28	48	71.4%
Louisa County	108	122	13.0%
Nelson County	35	32	-8.6%
<b>CAAR</b>	<b>350</b>	<b>427</b>	<b>22.0%</b>

# New Listings: Proposed Listings



New Listings  
Proposed Listings

Jurisdiction	Nov-24	Nov-25	% Chg
Albemarle County	21	26	23.8%
Charlottesville	0	0	n/a
Fluvanna County	3	2	-33.3%
Greene County	2	12	500.0%
Louisa County	29	14	-51.7%
Nelson County	0	0	n/a
<b>CAAR</b>	<b>55</b>	<b>54</b>	<b>-1.8%</b>

# Total Market Overview



Key Metrics	2-year Trends			Nov-24	Nov-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Nov-23	Nov-24	Nov-25						
Sales		270	<b>285</b>	5.6%	3,344	<b>3,386</b>	1.3%		
Pending Sales		268	<b>340</b>	26.9%	3,673	<b>3,787</b>	3.1%		
New Listings		350	<b>427</b>	22.0%	4,986	<b>5,700</b>	14.3%		
Median List Price		\$479,950	<b>\$478,000</b>	-0.4%	\$460,875	<b>\$470,660</b>	2.1%		
Median Sales Price		\$479,950	<b>\$475,000</b>	-1.0%	\$455,000	<b>\$467,356</b>	2.7%		
Median Price Per Square Foot		\$275	<b>\$258</b>	-6.1%	\$254	<b>\$266</b>	4.9%		
Sold Dollar Volume (in millions)		\$178.3	<b>\$177.5</b>	-0.5%	\$1,933.2	<b>\$2,040.8</b>	5.6%		
Median Sold/Ask Price Ratio		100.0%	<b>99.6%</b>	-0.4%	100.0%	<b>100.0%</b>	0.0%		
Median Days on Market		16	<b>18</b>	12.5%	10	<b>15</b>	50.0%		
Active Listings		797	<b>1,041</b>	30.6%	n/a	<b>n/a</b>	n/a		
Months of Supply		2.6	<b>3.4</b>	27.7%	n/a	<b>n/a</b>	n/a		

# Single-Family Detached Market Overview



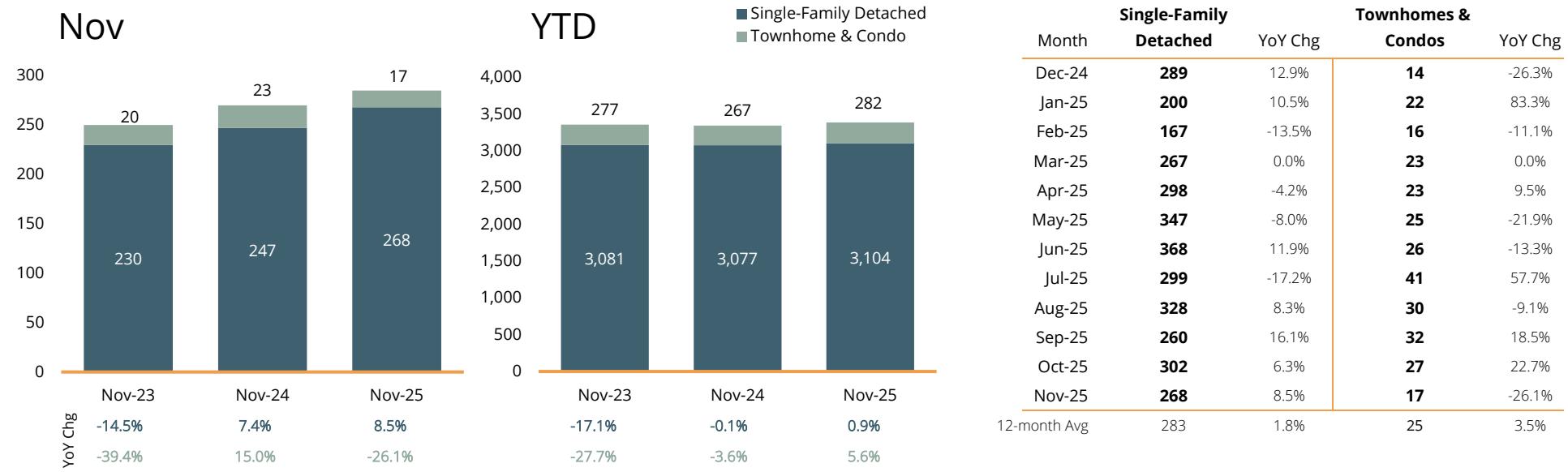
Key Metrics	2-year Trends			Nov-24	Nov-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Nov-23	Median List Price	Median Sales Price						
Sales		247	<b>268</b>	8.5%	3,077	<b>3,104</b>	0.9%		
Pending Sales		249	<b>310</b>	24.5%	3,407	<b>3,496</b>	2.6%		
New Listings		330	<b>402</b>	21.8%	4,627	<b>5,288</b>	14.3%		
Median List Price		\$495,000	<b>\$489,950</b>	-1.0%	\$474,900	<b>\$480,000</b>	1.1%		
Median Sales Price		\$487,000	<b>\$484,000</b>	-0.6%	\$470,000	<b>\$479,001</b>	1.9%		
Median Price Per Square Foot		\$274	<b>\$258</b>	-5.7%	\$253	<b>\$265</b>	4.8%		
Sold Dollar Volume (in millions)		\$169.0	<b>\$172.0</b>	1.8%	\$1,821.5	<b>\$1,925.5</b>	5.7%		
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		15	<b>18</b>	16.7%	10	<b>13</b>	30.0%		
Active Listings		739	<b>969</b>	31.1%	n/a	<b>n/a</b>	n/a		
Months of Supply		2.7	<b>3.4</b>	28.2%	n/a	<b>n/a</b>	n/a		

# Townhome & Condo Market Overview

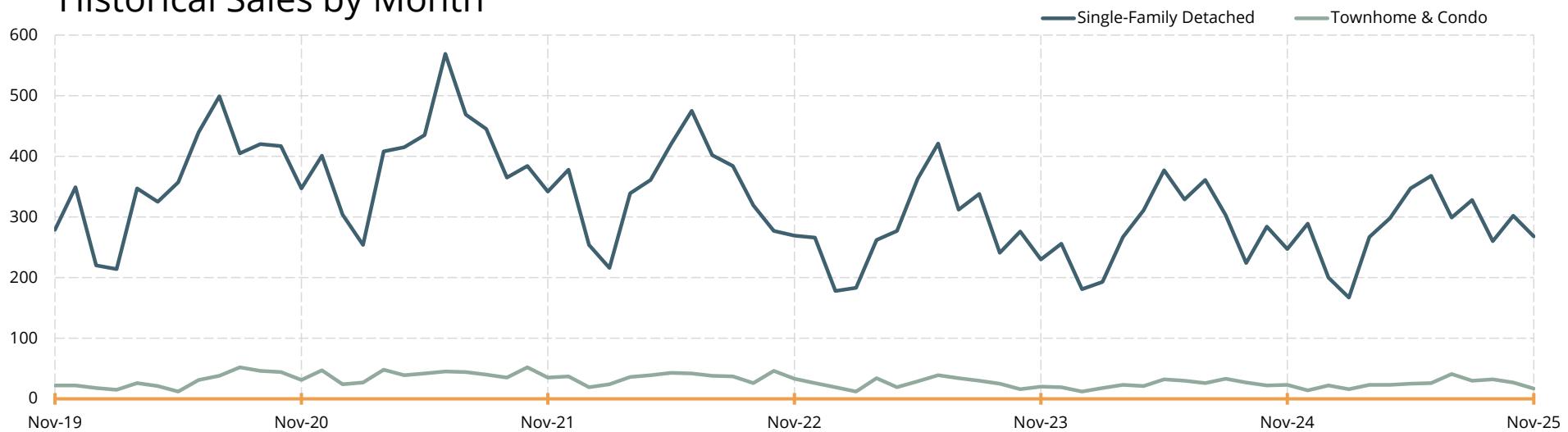


Key Metrics	2-year Trends			Nov-24	Nov-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Nov-23	Nov-24	Nov-25						
Sales		23	17	-26.1%	267	<b>282</b>	5.6%		
Pending Sales		19	30	57.9%	266	<b>291</b>	9.4%		
New Listings		20	25	25.0%	359	<b>412</b>	14.8%		
Median List Price		\$370,000	<b>\$285,000</b>	-23.0%	\$292,475	<b>\$299,250</b>	2.3%		
Median Sales Price		\$365,000	<b>\$270,000</b>	-26.0%	\$288,975	<b>\$290,000</b>	0.4%		
Median Price Per Square Foot		\$293	<b>\$294</b>	0.2%	\$265	<b>\$281</b>	6.1%		
Sold Dollar Volume (in millions)		\$9.3	<b>\$5.4</b>	-41.8%	\$111.6	<b>\$115.4</b>	3.4%		
Median Sold/Ask Price Ratio		98.2%	<b>98.3%</b>	0.1%	100.0%	<b>98.3%</b>	-1.7%		
Median Days on Market		25	21	-16.0%	10	<b>23</b>	136.8%		
Active Listings		58	72	24.1%	n/a	<b>n/a</b>	n/a		
Months of Supply		2.4	2.9	21.2%	n/a	<b>n/a</b>	n/a		

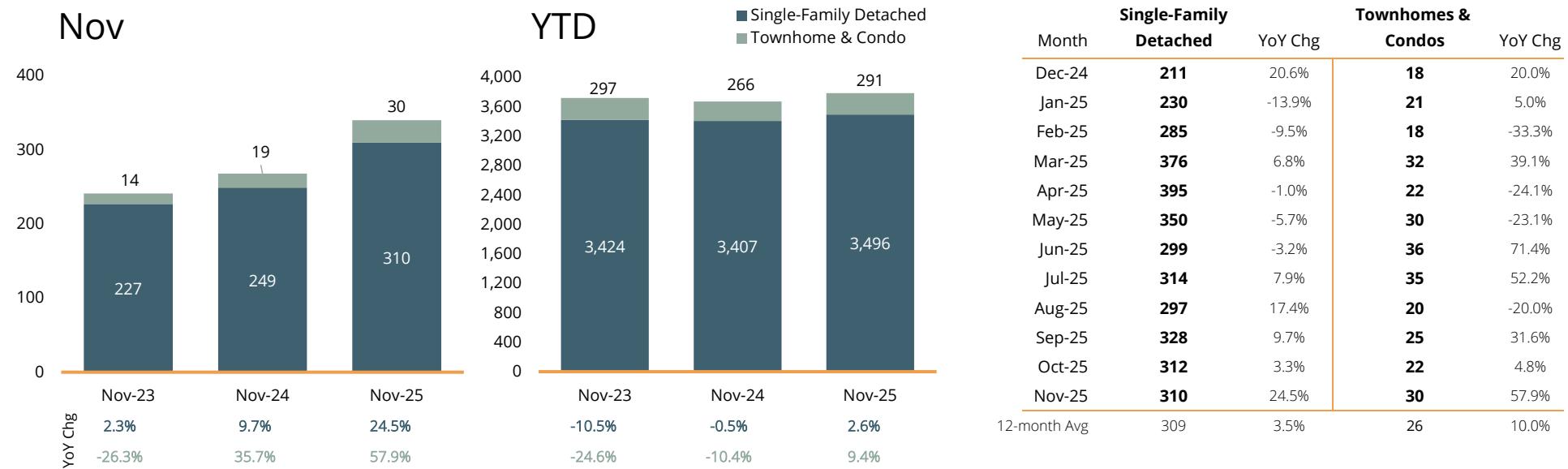
# Sales



## Historical Sales by Month



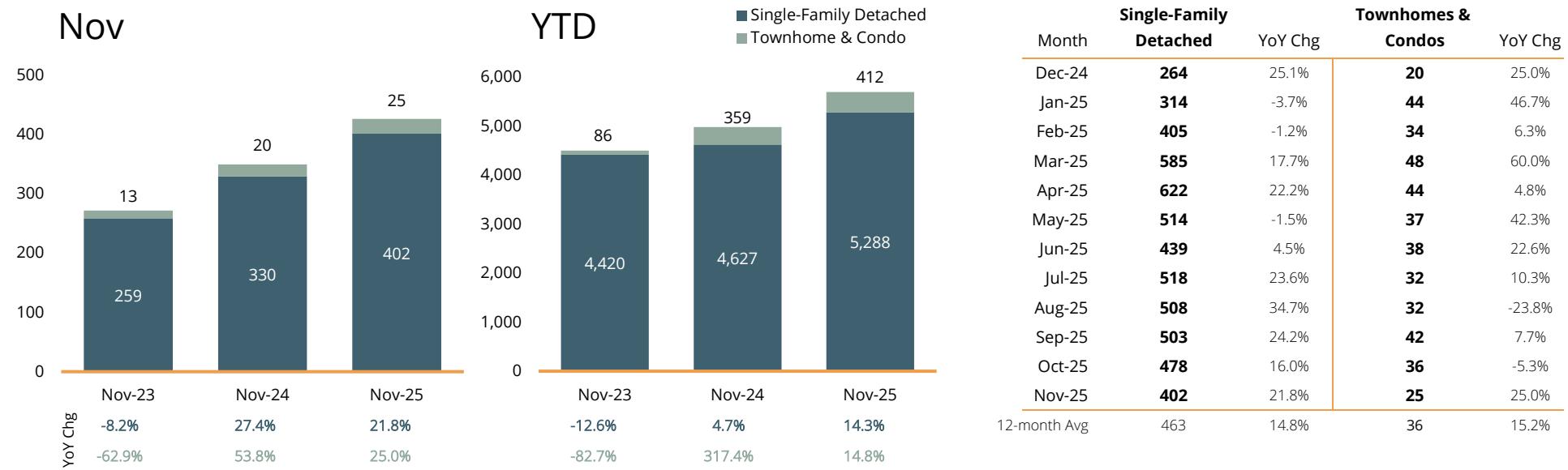
# Pending Sales



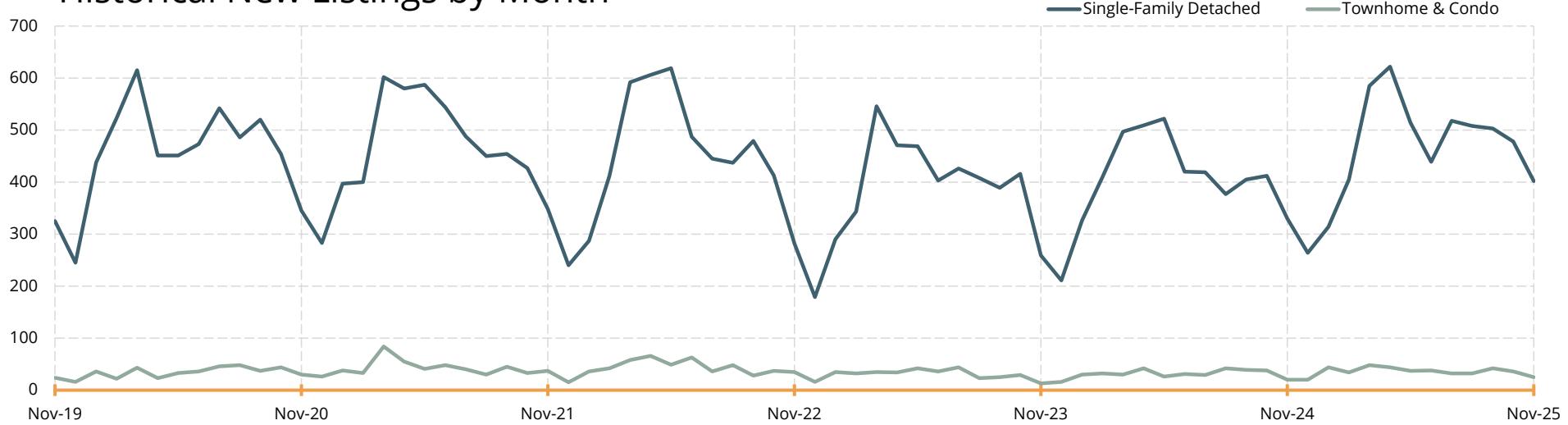
## Historical Pending Sales by Month



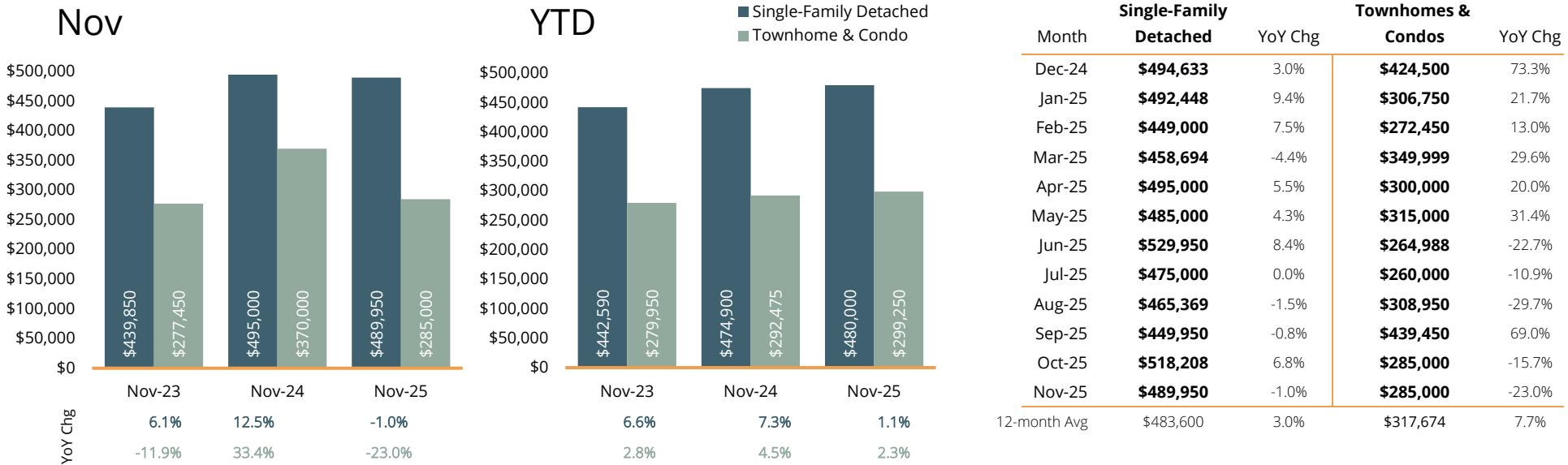
# New Listings



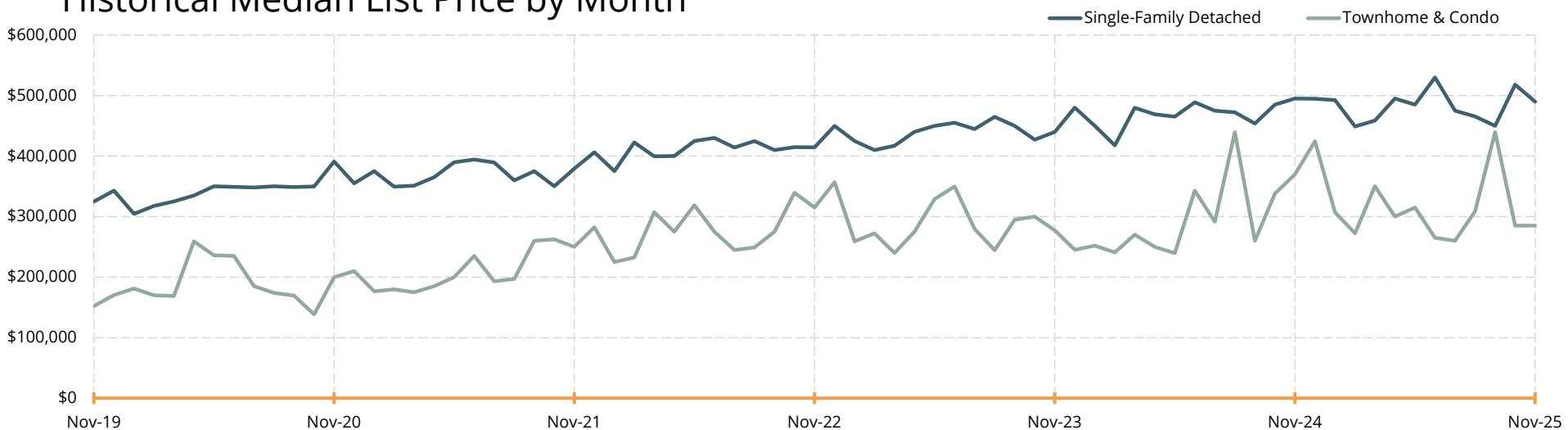
## Historical New Listings by Month



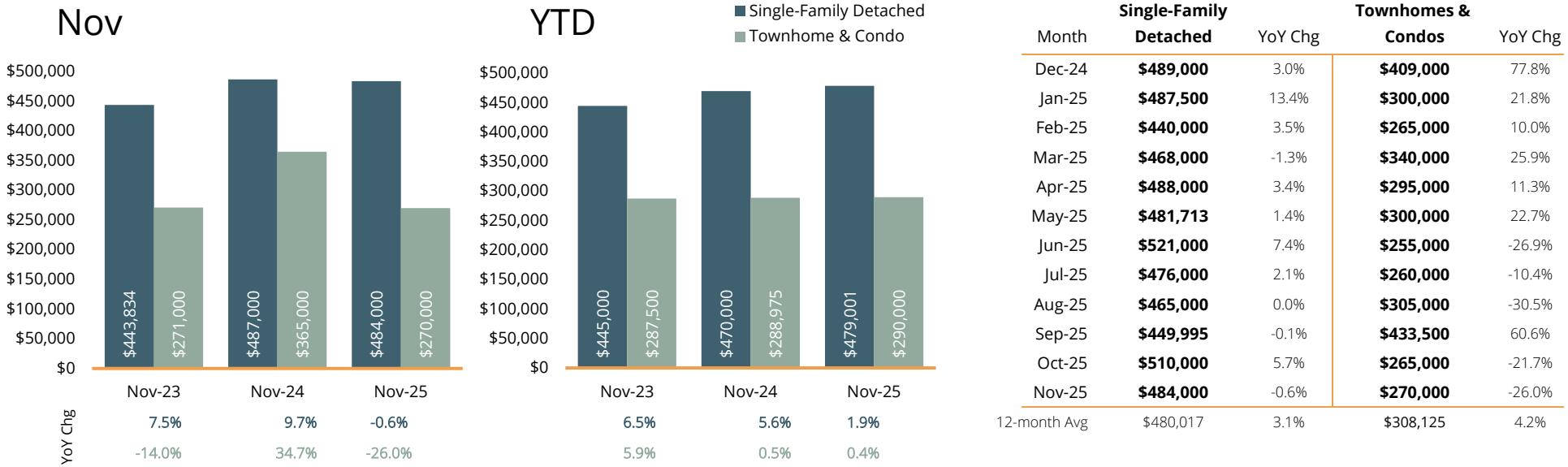
# Median List Price



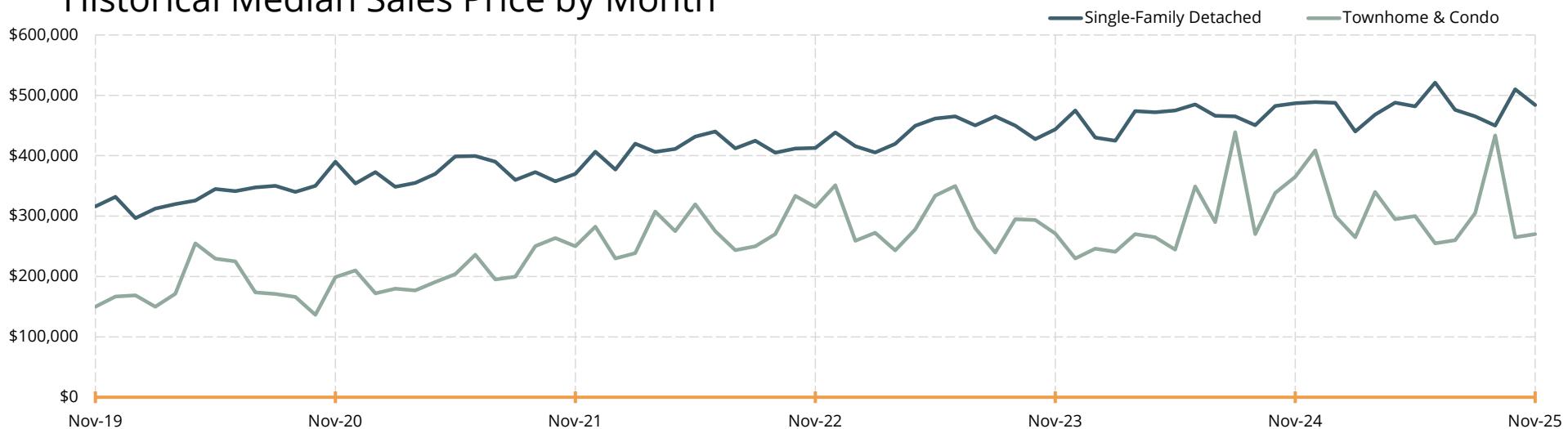
## Historical Median List Price by Month



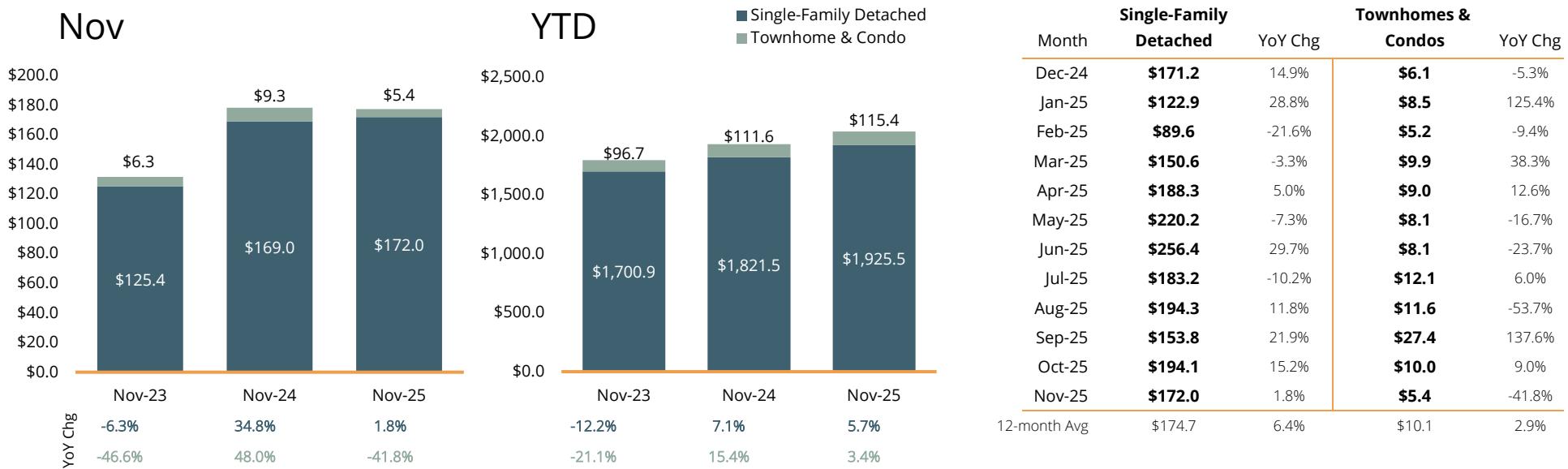
# Median Sales Price



## Historical Median Sales Price by Month



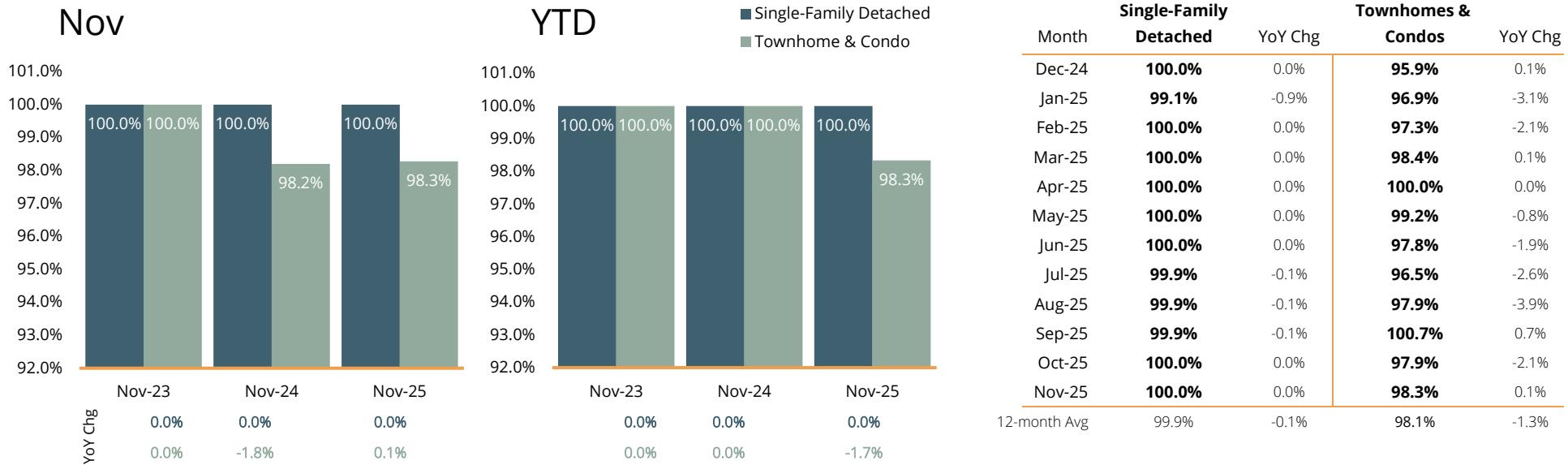
# Sold Dollar Volume (in millions)



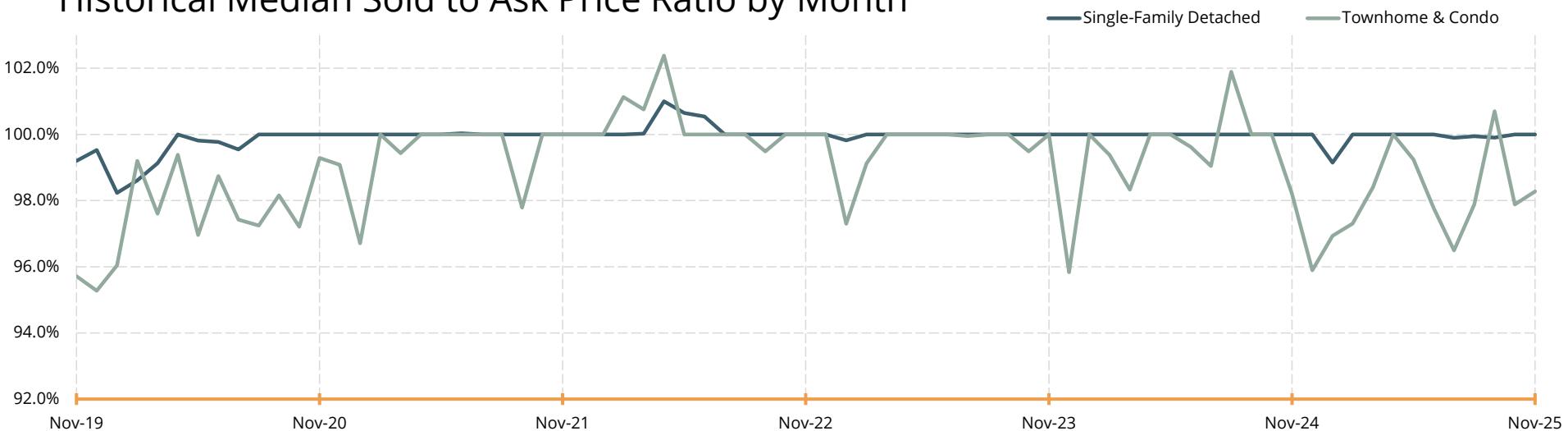
## Historical Sold Dollar Volume by Month (in millions)



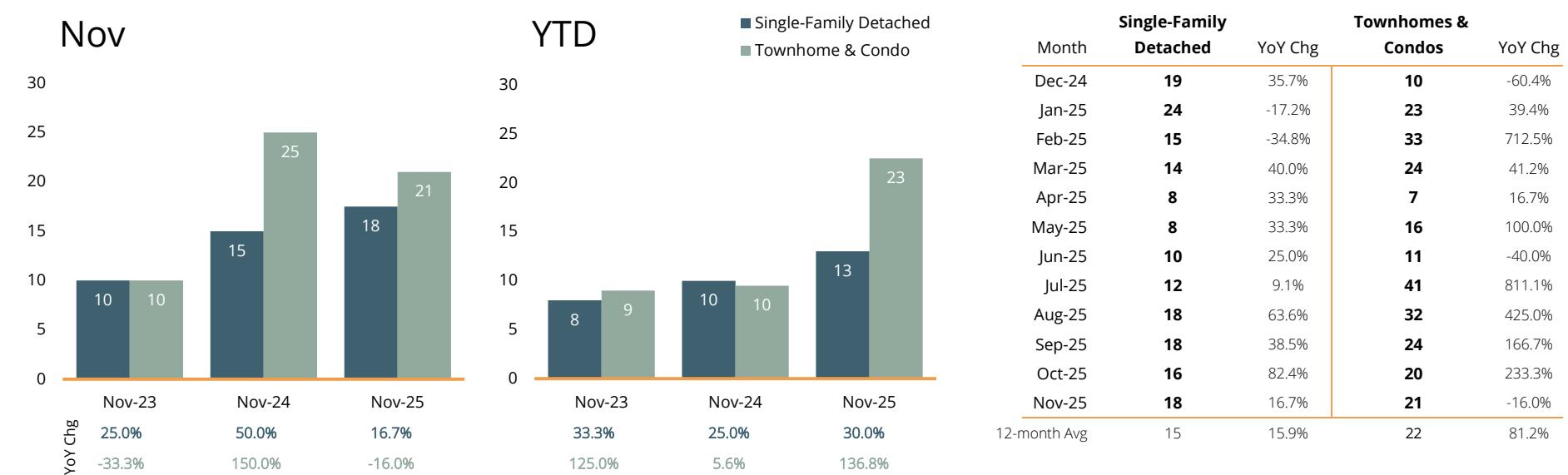
# Median Sold to Ask Price Ratio



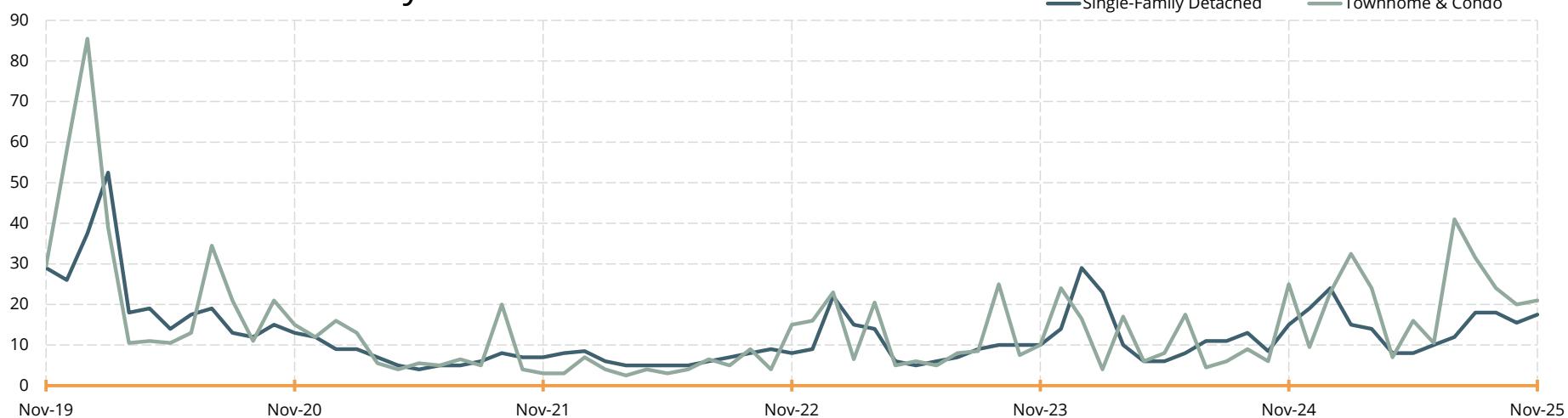
## Historical Median Sold to Ask Price Ratio by Month



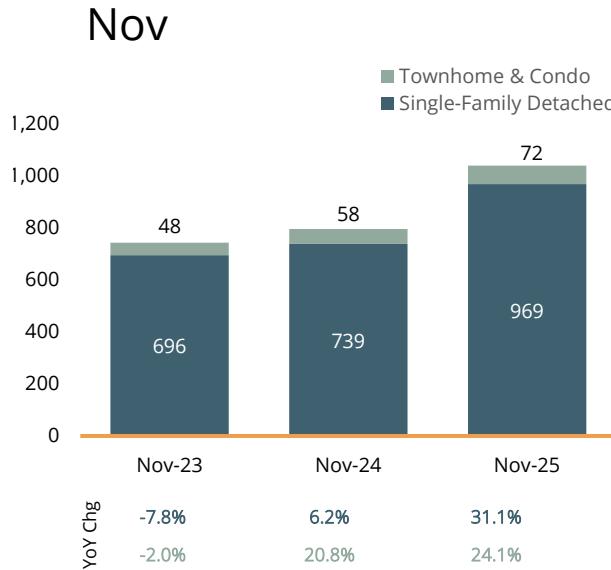
# Median Days on Market



## Historical Median Days on Market

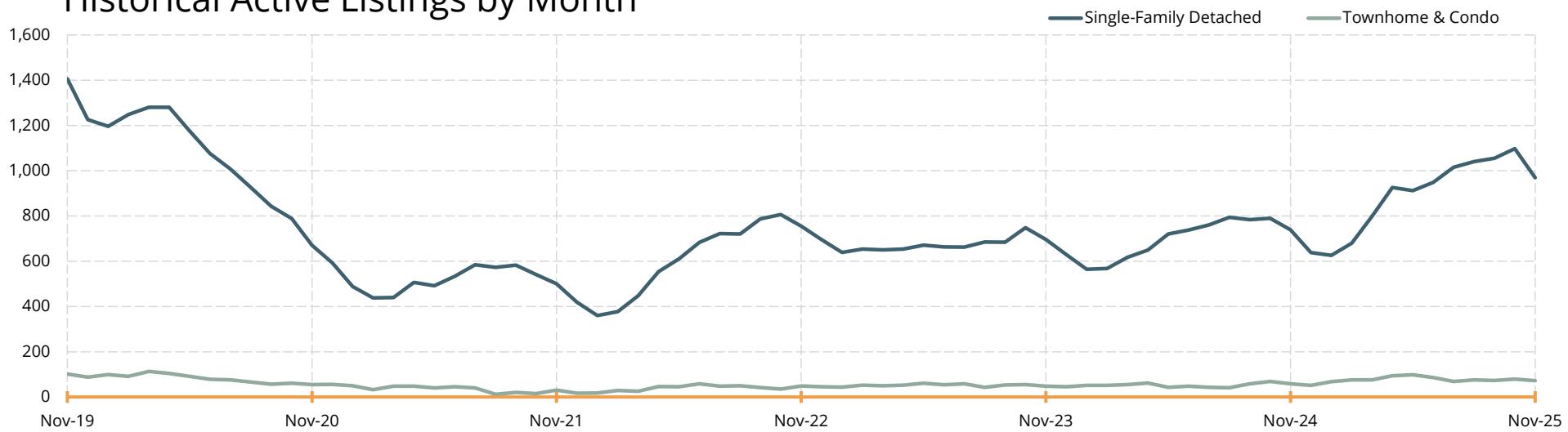


# Active Listings

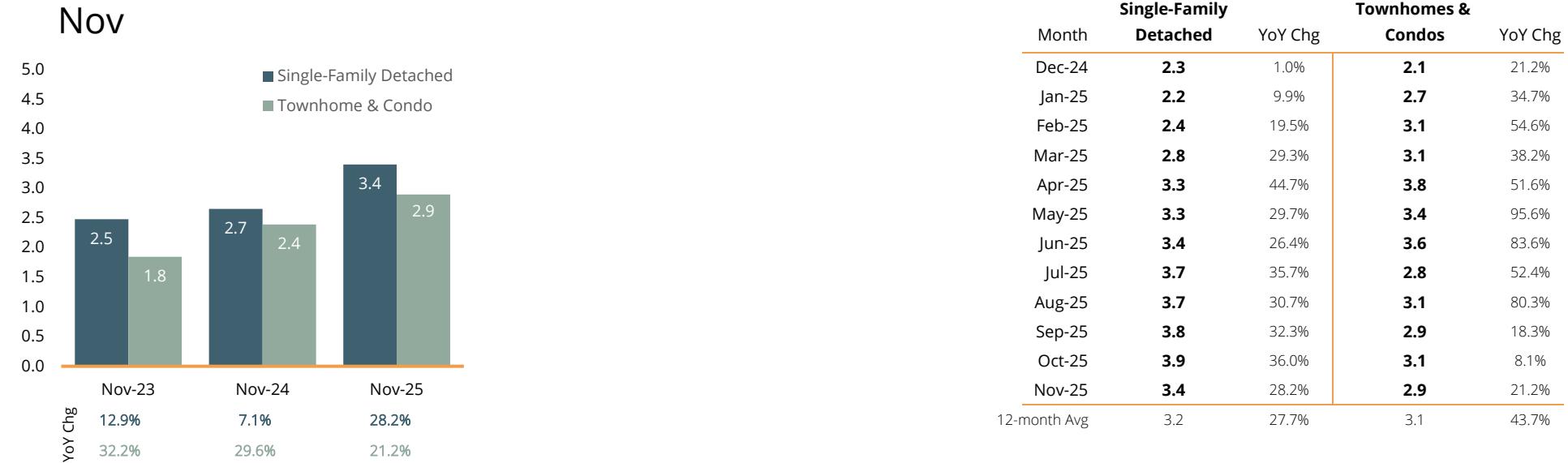


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	
			Condos	YoY Chg
Dec-24	<b>638</b>	1.4%	<b>51</b>	13.3%
Jan-25	<b>626</b>	11.0%	<b>68</b>	33.3%
Feb-25	<b>680</b>	19.7%	<b>76</b>	49.0%
Mar-25	<b>799</b>	29.5%	<b>76</b>	38.2%
Apr-25	<b>926</b>	42.7%	<b>94</b>	51.6%
May-25	<b>912</b>	26.7%	<b>98</b>	127.9%
Jun-25	<b>948</b>	28.5%	<b>86</b>	79.2%
Jul-25	<b>1,015</b>	33.6%	<b>69</b>	60.5%
Aug-25	<b>1,040</b>	31.0%	<b>76</b>	85.4%
Sep-25	<b>1,055</b>	34.6%	<b>73</b>	25.9%
Oct-25	<b>1,097</b>	38.9%	<b>79</b>	14.5%
Nov-25	<b>969</b>	31.1%	<b>72</b>	24.1%
12-month Avg	892	28.2%	77	47.1%

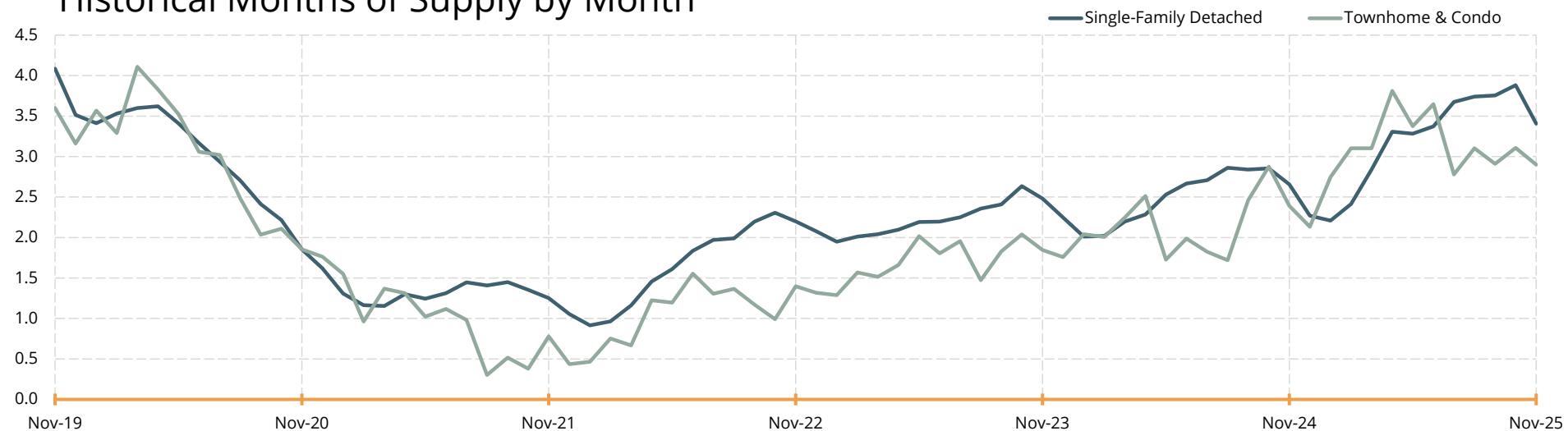
## Historical Active Listings by Month



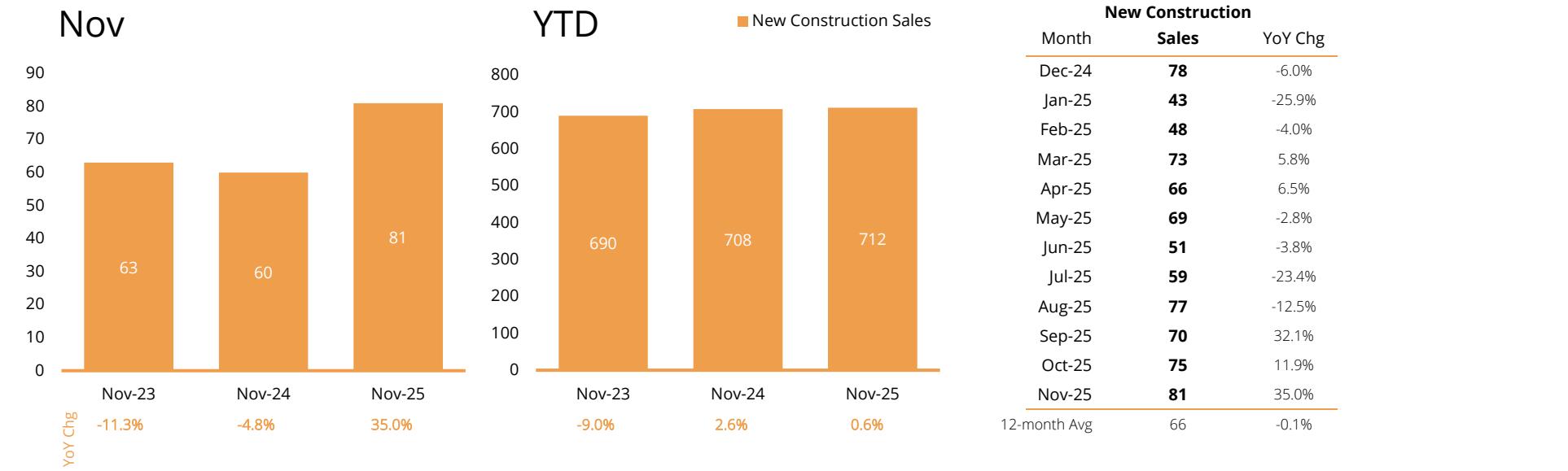
# Months of Supply



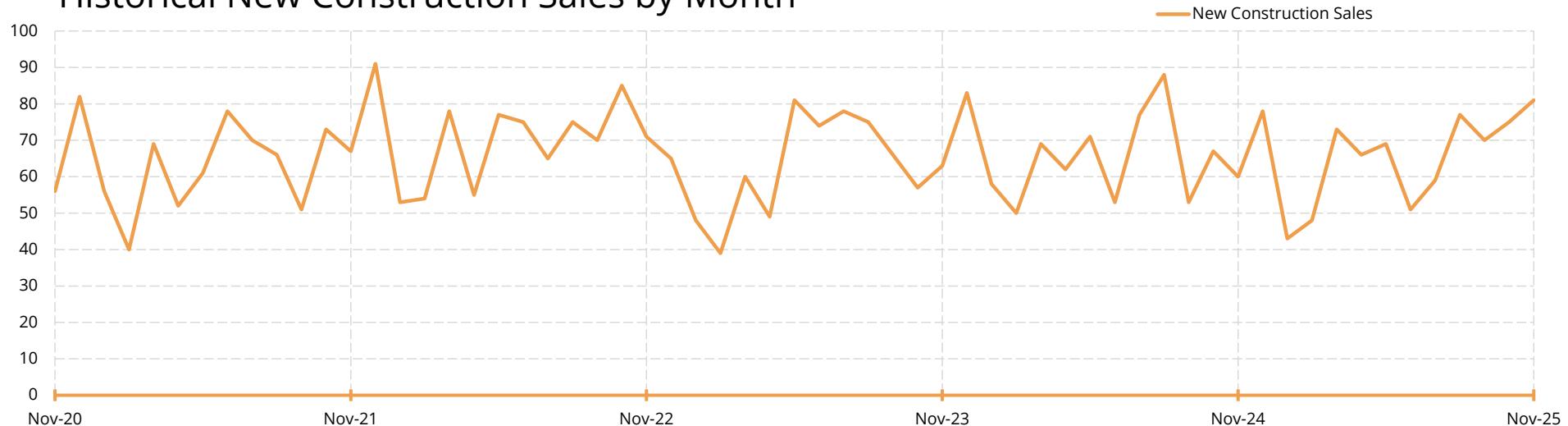
## Historical Months of Supply by Month



# New Construction Sales



## Historical New Construction Sales by Month



# Area Overview - Total Market



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg
Albemarle County	129	<b>146</b>	13.2%	115	<b>106</b>	-7.8%	\$552,000	<b>\$571,313</b>	3.5%	263	<b>353</b>	34.2%	2.0	<b>2.8</b>	37.4%
Charlottesville	17	<b>30</b>	76.5%	25	<b>25</b>	0.0%	\$515,000	<b>\$555,000</b>	7.8%	55	<b>88</b>	60.0%	1.7	<b>2.6</b>	58.0%
Fluvanna County	33	<b>49</b>	48.5%	24	<b>26</b>	8.3%	\$388,500	<b>\$350,000</b>	-9.9%	94	<b>130</b>	38.3%	3.1	<b>3.7</b>	19.5%
Greene County	28	<b>48</b>	71.4%	22	<b>44</b>	100.0%	\$413,000	<b>\$446,635</b>	8.1%	52	<b>61</b>	17.3%	2.4	<b>2.2</b>	-10.0%
Louisa County	108	<b>122</b>	13.0%	53	<b>56</b>	5.7%	\$460,899	<b>\$457,848</b>	-0.7%	231	<b>308</b>	33.3%	3.6	<b>5.0</b>	40.4%
Nelson County	35	<b>32</b>	-8.6%	31	<b>28</b>	-9.7%	\$485,000	<b>\$407,250</b>	-16.0%	102	<b>101</b>	-1.0%	4.2	<b>3.9</b>	-6.4%

# Area Overview - Total Market YTD



	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg
Albemarle County	2,123	<b>2,132</b>	0.4%	1,409	<b>1,364</b>	-3.2%	\$539,057	<b>\$552,000</b>	2.4%	263	<b>353</b>	34.2%
Charlottesville	472	<b>592</b>	25.4%	363	<b>369</b>	1.7%	\$525,000	<b>\$500,000</b>	-4.8%	55	<b>88</b>	60.0%
Fluvanna County	498	<b>576</b>	15.7%	346	<b>385</b>	11.3%	\$357,000	<b>\$376,000</b>	5.3%	94	<b>130</b>	38.3%
Greene County	345	<b>683</b>	98.0%	247	<b>320</b>	29.6%	\$405,000	<b>\$428,985</b>	5.9%	52	<b>61</b>	17.3%
Louisa County	1,133	<b>1,300</b>	14.7%	714	<b>671</b>	-6.0%	\$397,000	<b>\$417,500</b>	5.2%	231	<b>308</b>	33.3%
Nelson County	415	<b>417</b>	0.5%	265	<b>277</b>	4.5%	\$412,500	<b>\$420,000</b>	1.8%	102	<b>101</b>	-1.0%

# Area Overview - Single Family Detached Market



	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg
Albemarle County	124	<b>139</b>	12.1%	103	<b>102</b>	-1.0%	\$561,843	<b>\$577,188</b>	2.7%	245	<b>336</b>	37.1%	2.1	<b>2.9</b>	41.1%
Charlottesville	14	<b>22</b>	57.1%	23	<b>22</b>	-4.3%	\$515,000	<b>\$555,238</b>	7.8%	45	<b>62</b>	37.8%	1.7	<b>2.2</b>	31.3%
Fluvanna County	33	<b>48</b>	45.5%	23	<b>25</b>	8.7%	\$387,000	<b>\$350,000</b>	-9.6%	94	<b>130</b>	38.3%	3.1	<b>3.7</b>	19.1%
Greene County	28	<b>48</b>	71.4%	22	<b>44</b>	100.0%	\$413,000	<b>\$446,635</b>	8.1%	52	<b>61</b>	17.3%	2.4	<b>2.2</b>	-10.0%
Louisa County	107	<b>122</b>	14.0%	52	<b>56</b>	7.7%	\$458,950	<b>\$457,848</b>	-0.2%	231	<b>308</b>	33.3%	3.6	<b>5.1</b>	39.9%
Nelson County	24	<b>23</b>	-4.2%	24	<b>19</b>	-20.8%	\$543,500	<b>\$530,000</b>	-2.5%	72	<b>72</b>	0.0%	4.1	<b>4.1</b>	0.5%

# Area Overview - Single Family Detached Market YTD



	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg
Albemarle County	1,971	<b>1,959</b>	-0.6%	1,289	<b>1,233</b>	-4.3%	\$555,000	<b>\$571,313</b>	2.9%	245	<b>336</b>	37.1%
Charlottesville	398	<b>492</b>	23.6%	299	<b>313</b>	4.7%	\$550,000	<b>\$536,300</b>	-2.5%	45	<b>62</b>	37.8%
Fluvanna County	495	<b>574</b>	16.0%	343	<b>383</b>	11.7%	\$357,025	<b>\$376,200</b>	5.4%	94	<b>130</b>	38.3%
Greene County	345	<b>683</b>	98.0%	247	<b>320</b>	29.6%	\$405,000	<b>\$428,985</b>	5.9%	52	<b>61</b>	17.3%
Louisa County	1,126	<b>1,296</b>	15.1%	706	<b>666</b>	-5.7%	\$395,000	<b>\$410,000</b>	3.8%	231	<b>308</b>	33.3%
Nelson County	292	<b>284</b>	-2.7%	193	<b>189</b>	-2.1%	\$499,950	<b>\$490,000</b>	-2.0%	72	<b>72</b>	0.0%

# Area Overview - Townhome & Condo Market



New Listings				Sales				Median Sales Price			Active Listings			Months Supply		
Geography	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	
Albemarle County	5	<b>7</b>	40.0%	12	<b>4</b>	-66.7%	\$284,000	<b>\$235,250</b>	-17.2%	18	<b>17</b>	-6%	1.7	<b>1.5</b>	-8%	
Charlottesville	3	<b>8</b>	166.7%	2	<b>3</b>	50.0%	\$464,763	<b>\$312,000</b>	-32.9%	10	<b>26</b>	160.0%	1.8	<b>5.5</b>	210.2%	
Fluvanna County	0	<b>1</b>	n/a	1	<b>1</b>	0.0%	\$390,000	<b>\$309,840</b>	-20.6%	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>0</b>	-100.0%	1	<b>0</b>	-100%	\$640,000	<b>\$0</b>	-100%	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a	
Nelson County	11	<b>9</b>	-18.2%	7	<b>9</b>	28.6%	\$310,000	<b>\$270,000</b>	-12.9%	30	<b>29</b>	-3.3%	4.4	<b>3.5</b>	-20.9%	

# Area Overview - Townhome & Condo Market YTD



New Listings YTD				Sales YTD				Median Sales Price YTD			Active Listings YTD		
Geography	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	Nov-24	Nov-25	% chg	
Albemarle County	152	<b>173</b>	13.8%	120	<b>131</b>	9.2%	\$265,000	<b>\$289,900</b>	9.4%	18	<b>17</b>	-5.6%	
Charlottesville	74	<b>100</b>	35.1%	64	<b>56</b>	-12.5%	\$375,000	<b>\$313,000</b>	-16.5%	10	<b>26</b>	160.0%	
Fluvanna County	3	<b>2</b>	-33.3%	3	<b>2</b>	-33.3%	\$345,000	<b>\$301,564</b>	-12.6%	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	7	<b>4</b>	-42.9%	8	<b>5</b>	-37.5%	\$642,500	<b>\$610,000</b>	-5.1%	0	<b>0</b>	n/a	
Nelson County	123	<b>133</b>	8.1%	72	<b>88</b>	22.2%	\$245,000	<b>\$262,500</b>	7.1%	30	<b>29</b>	-3.3%	



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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.

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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.