

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

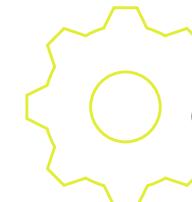
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: June 2025

- Sales activity picked up in June in the CAAR footprint.** There were 394 homes sold in the CAAR region in June, up 9.7% or 35 sales from the previous year. In Albemarle County, sales rose 7.7%, which is 13 more sales than the year before. Charlottesville had seven more sales than a year ago (+14.3%), and Green County had four more sales (+16%). Fluvanna County had three fewer sales compared to last June, an 8.8% decrease in activity.
- Regionwide, pending sales inched up in June.** There were 335 pending sales across the area in June, five more pending sales than a year earlier, a modest 1.5% increase. The markets with the biggest increase in pending sales this month were Louisa County (+25.9%) and Albemarle County (+9.7%). There were seven fewer pending sales in Greene County (-18.4%), Charlottesville (-17.9%), and Fluvanna County (-16.3%).
- Home prices continued to climb across the CAAR market.** The median sales price was \$500,000 in June, \$25,000 more than last year, rising 5.3%. Prices surged in Nelson County with the median cost of a home at \$487,500 this month, up 33.6% from the year before, a \$122,500 price gain. The only market where prices fell, albeit slightly, was Charlottesville, the median price dipped 0.3% or \$1,350 from the same time a year ago.
- The inventory of active listings continues to climb sharply.** June ended with 1,034 listings across the CAAR area, 248 more than the previous year, increasing by 31.6%. Listing activity rose in Louisa County with 87 additional listings (+44.2%) and Albemarle County with 68 more listings (+22.5%) than a year ago. Nelson County saw listings decline for the second straight month with five fewer listings on the market (-4.9%).



CAAR Market Dashboard

| YoY Chg | Jun-25 | Indicator |
|---------|-----------|----------------------------------|
| ▲ 9.7% | 394 | Sales |
| ▲ 1.5% | 335 | Pending Sales |
| ▲ 5.8% | 477 | New Listings |
| ▲ 4.6% | \$500,000 | Median List Price |
| ▲ 5.3% | \$500,000 | Median Sales Price |
| ▲ 9.6% | \$283 | Median Price Per Square Foot |
| ▲ 27.0% | \$264.6 | Sold Dollar Volume (in millions) |
| — 0.0% | 100.0% | Median Sold/Ask Price Ratio |
| ▲ 25.0% | 10 | Median Days on Market |
| ▲ 31.6% | 1,034 | Active Listings |
| ▲ 29.9% | 3.4 | Months of Supply |
| ▲ -3.8% | 51 | 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.

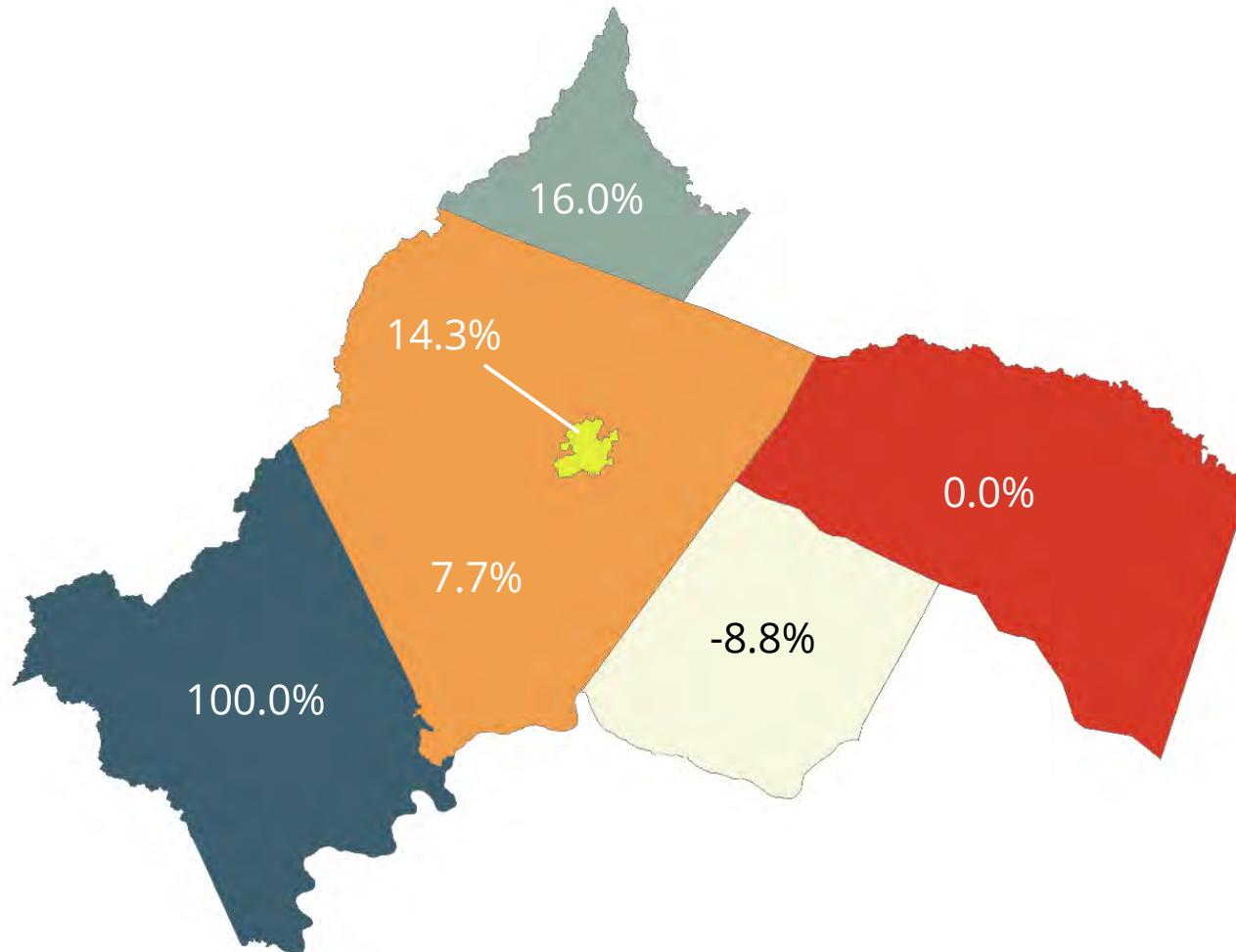
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

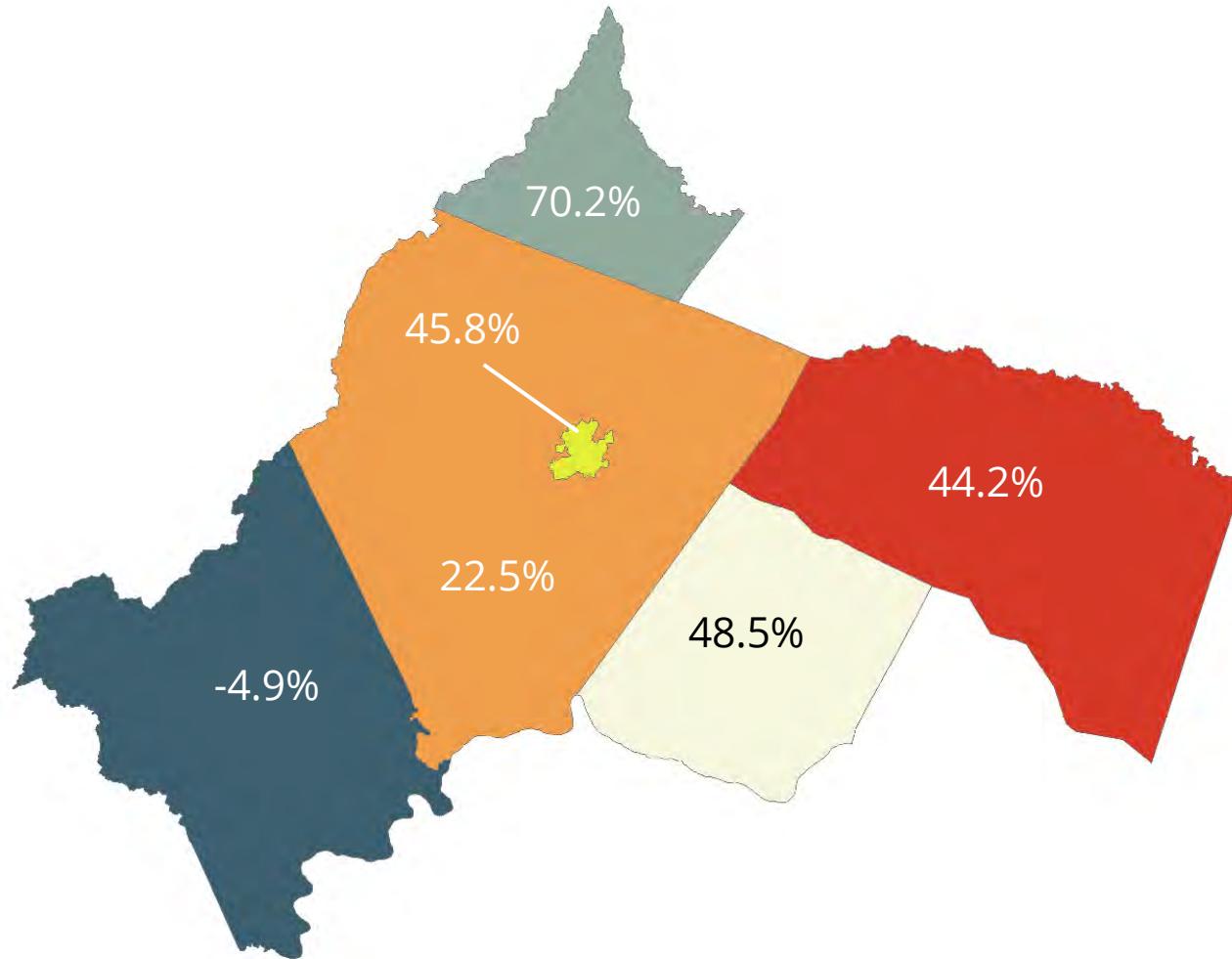


Market Activity - CAAR Footprint



| Jurisdiction | Total Sales | | |
|------------------|-------------|------------|-------------|
| | Jun-24 | Jun-25 | % Chg |
| Albemarle County | 169 | 182 | 7.7% |
| Charlottesville | 49 | 56 | 14.3% |
| Fluvanna County | 34 | 31 | -8.8% |
| Greene County | 25 | 29 | 16.0% |
| Louisa County | 68 | 68 | 0.0% |
| Nelson County | 14 | 28 | 100.0% |
| CAAR | 359 | 394 | 9.7% |

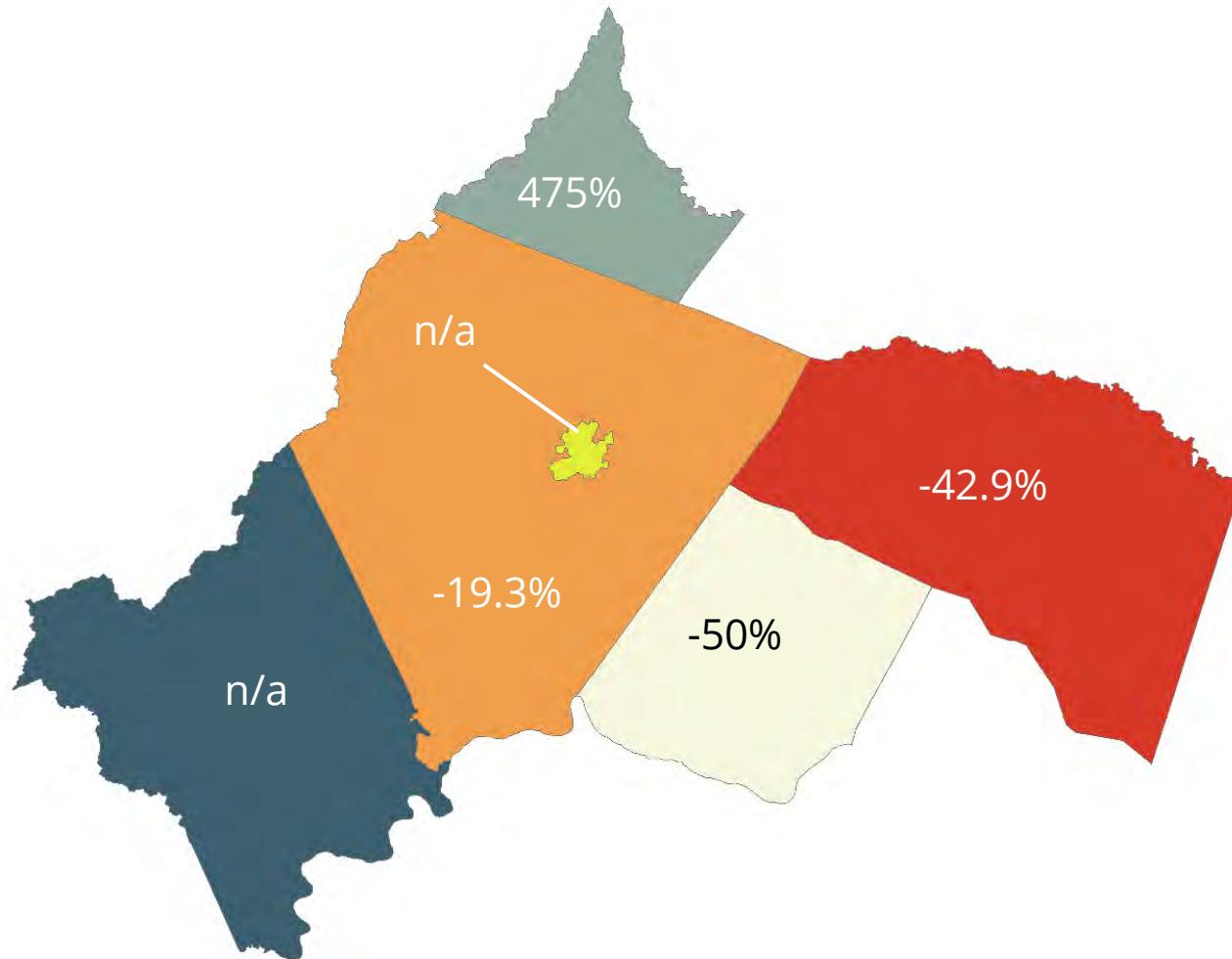
Active Listings: Total Inventory (includes proposed listings)



Active Listings
Total Inventory

| Jurisdiction | Jun-24 | Jun-25 | % Chg |
|------------------|------------|-------------|--------------|
| Albemarle County | 302 | 370 | 22.5% |
| Charlottesville | 72 | 105 | 45.8% |
| Fluvanna County | 66 | 98 | 48.5% |
| Greene County | 47 | 80 | 70.2% |
| Louisa County | 197 | 284 | 44.2% |
| Nelson County | 102 | 97 | -4.9% |
| CAAR | 786 | 1034 | 31.6% |

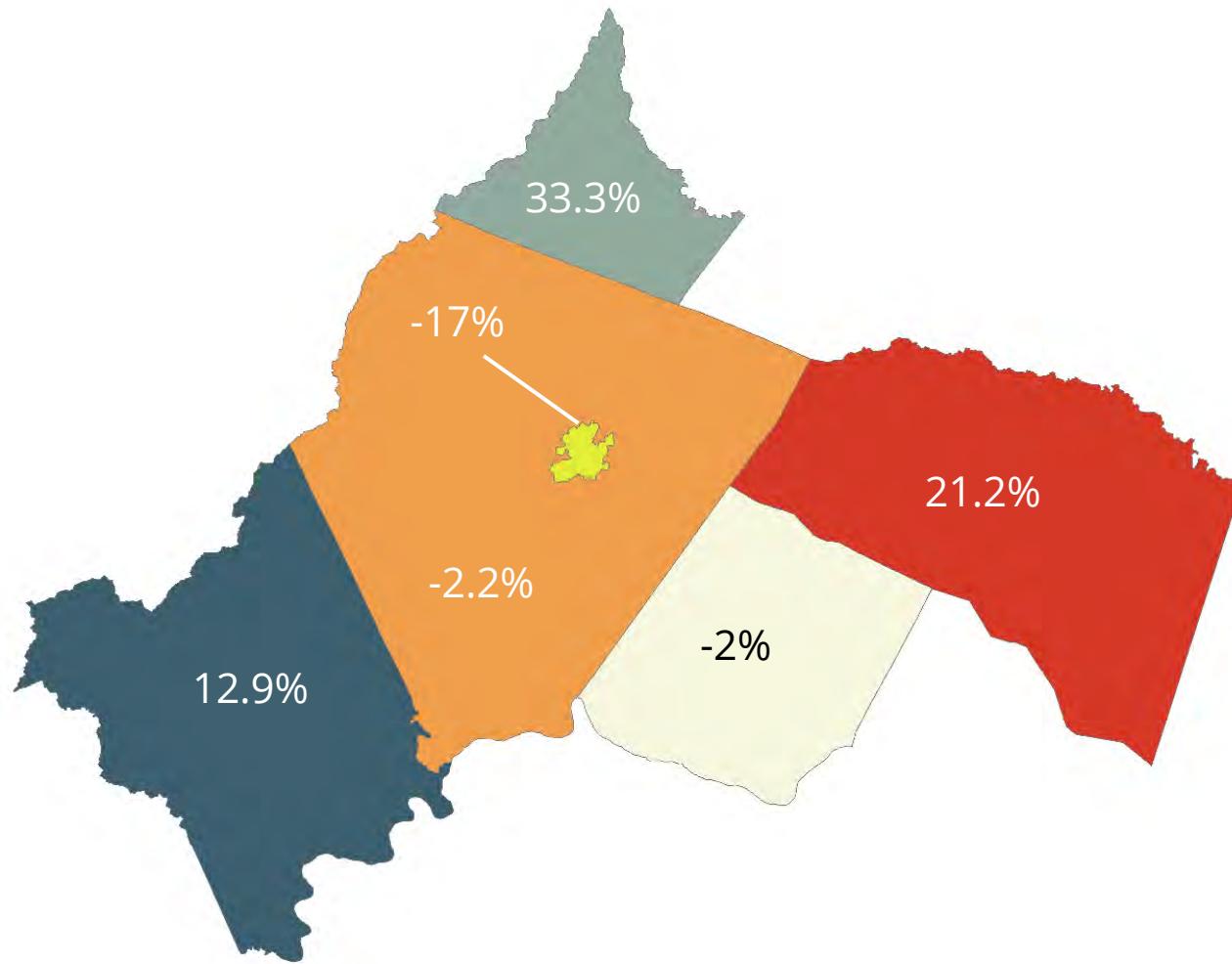
Active Listings: Proposed Listings



Active Listings
Proposed Listings

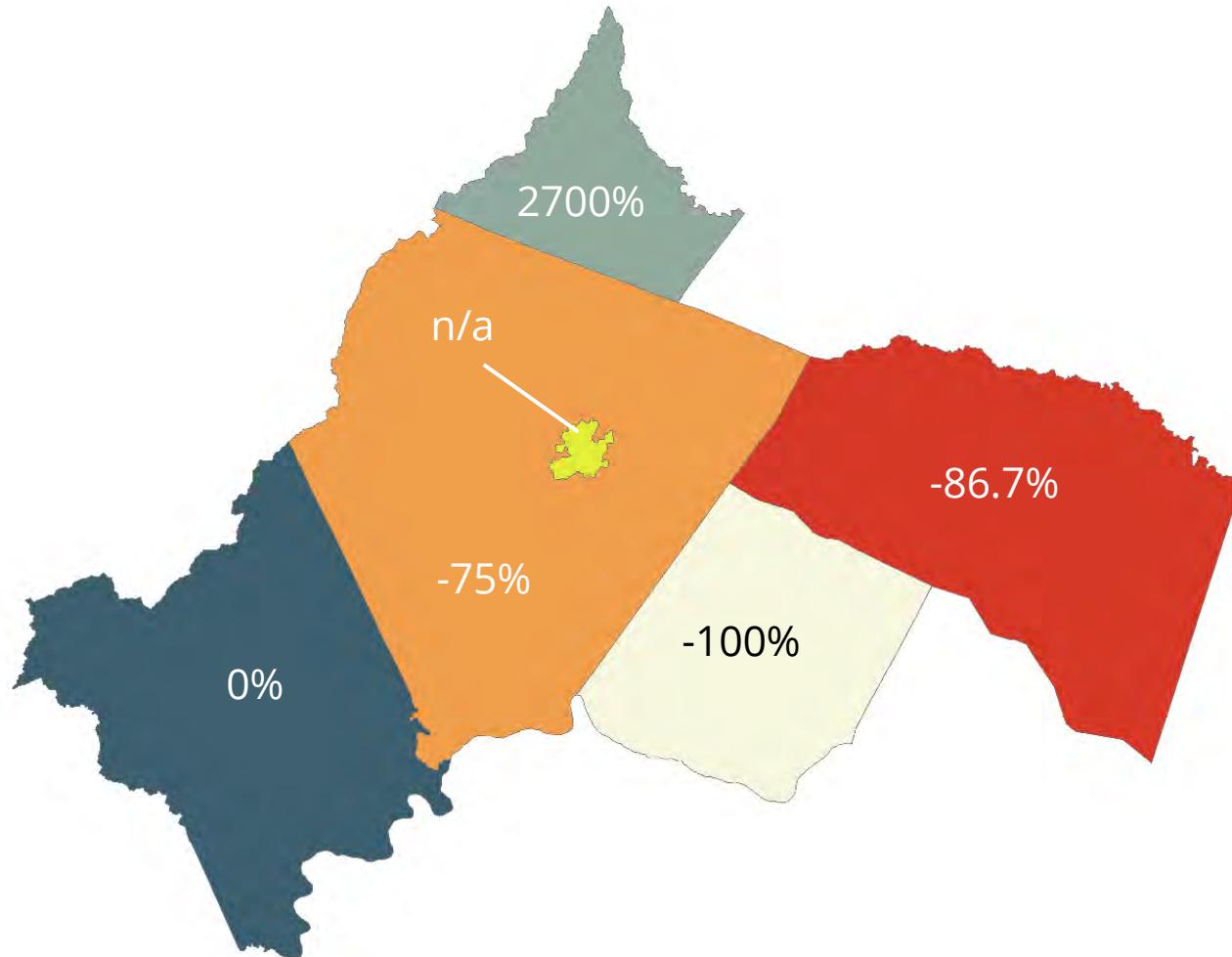
| Jurisdiction | Jun-24 | Jun-25 | % Chg |
|------------------|------------|------------|---------------|
| Albemarle County | 88 | 71 | -19.3% |
| Charlottesville | 0 | 1 | n/a |
| Fluvanna County | 12 | 6 | -50.0% |
| Greene County | 4 | 23 | 475.0% |
| Louisa County | 28 | 16 | -42.9% |
| Nelson County | 0 | 1 | n/a |
| CAAR | 132 | 118 | -10.6% |

New Listings: Total Inventory (includes proposed listings)



| Jurisdiction | New Listings | | % Chg |
|------------------|--------------|------------|-------------|
| | Jun-24 | Jun-25 | |
| Albemarle County | 183 | 179 | -2.2% |
| Charlottesville | 47 | 39 | -17.0% |
| Fluvanna County | 49 | 48 | -2.0% |
| Greene County | 42 | 56 | 33.3% |
| Louisa County | 99 | 120 | 21.2% |
| Nelson County | 31 | 35 | 12.9% |
| CAAR | 451 | 477 | 5.8% |

New Listings: Proposed Listings



New Listings
Proposed Listings

| Jurisdiction | Jun-24 | Jun-25 | % Chg |
|------------------|-----------|-----------|---------------|
| Albemarle County | 28 | 7 | -75.0% |
| Charlottesville | 0 | 0 | n/a |
| Fluvanna County | 3 | 0 | -100.0% |
| Greene County | 1 | 28 | 2700.0% |
| Louisa County | 15 | 2 | -86.7% |
| Nelson County | 1 | 1 | 0.0% |
| CAAR | 48 | 38 | -20.8% |

Total Market Overview



| Key Metrics | 2-year Trends | | | Jun-24 | Jun-25 | YoY Chg | 2024 YTD | 2025 YTD | YoY Chg |
|----------------------------------|---------------|-----------|------------------|--------|-----------|------------------|----------|----------|---------|
| | Jun-23 | Jun-24 | Jun-25 | | | | | | |
| Sales | | 359 | 394 | 9.7% | 1,794 | 1,782 | -0.7% | | |
| Pending Sales | | 330 | 335 | 1.5% | 2,172 | 2,094 | -3.6% | | |
| New Listings | | 451 | 477 | 5.8% | 2,875 | 3,124 | 8.7% | | |
| Median List Price | | \$478,000 | \$500,000 | 4.6% | \$450,000 | \$475,000 | 5.6% | | |
| Median Sales Price | | \$475,000 | \$500,000 | 5.3% | \$450,000 | \$471,990 | 4.9% | | |
| Median Price Per Square Foot | | \$258 | \$283 | 9.6% | \$250 | \$269 | 7.4% | | |
| Sold Dollar Volume (in millions) | | \$208.4 | \$264.6 | 27.0% | \$1,025.1 | \$1,076.8 | 5.0% | | |
| Median Sold/Ask Price Ratio | | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% | | |
| Median Days on Market | | 8 | 10 | 25.0% | 9 | 12 | 33.3% | | |
| Active Listings | | 786 | 1,034 | 31.6% | n/a | n/a | n/a | | |
| Months of Supply | | 2.6 | 3.4 | 29.9% | n/a | n/a | n/a | | |

Single-Family Detached Market Overview



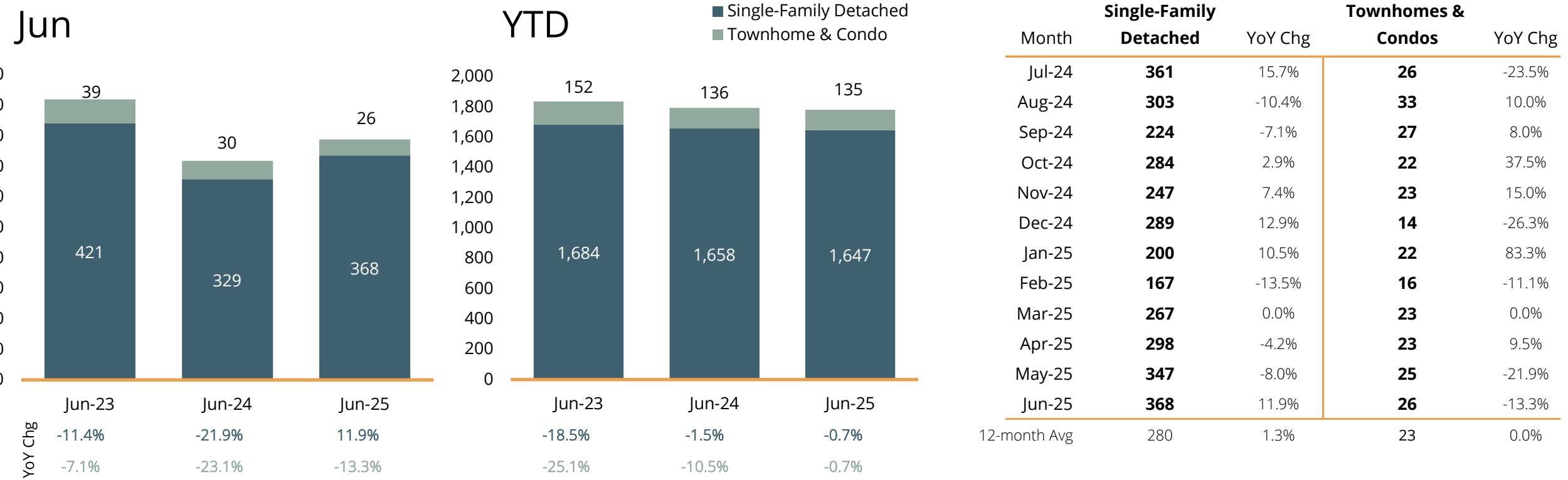
| Key Metrics | 2-year Trends | | | Jun-24 | Jun-25 | YoY Chg | 2024 YTD | 2025 YTD | YoY Chg |
|----------------------------------|---------------|-----------|------------------|--------|-----------|------------------|----------|----------|---------|
| | Jun-23 | Jun-24 | Jun-25 | | | | | | |
| Sales | | 329 | 368 | 11.9% | 1,658 | 1,647 | -0.7% | | |
| Pending Sales | | 309 | 299 | -3.2% | 2,013 | 1,935 | -3.9% | | |
| New Listings | | 420 | 439 | 4.5% | 2,684 | 2,879 | 7.3% | | |
| Median List Price | | \$489,000 | \$529,950 | 8.4% | \$468,800 | \$488,920 | 4.3% | | |
| Median Sales Price | | \$485,000 | \$521,000 | 7.4% | \$465,000 | \$485,000 | 4.3% | | |
| Median Price Per Square Foot | | \$258 | \$284 | 10.0% | \$250 | \$268 | 7.1% | | |
| Sold Dollar Volume (in millions) | | \$197.7 | \$256.4 | 29.7% | \$980.0 | \$1,028.0 | 4.9% | | |
| Median Sold/Ask Price Ratio | | 100.0% | 100.0% | 0.0% | 100.0% | 100.0% | 0.0% | | |
| Median Days on Market | | 8 | 10 | 25.0% | 9 | 11 | 22.2% | | |
| Active Listings | | 738 | 948 | 28.5% | n/a | n/a | n/a | | |
| Months of Supply | | 2.7 | 3.4 | 26.4% | n/a | n/a | n/a | | |

Townhome & Condo Market Overview

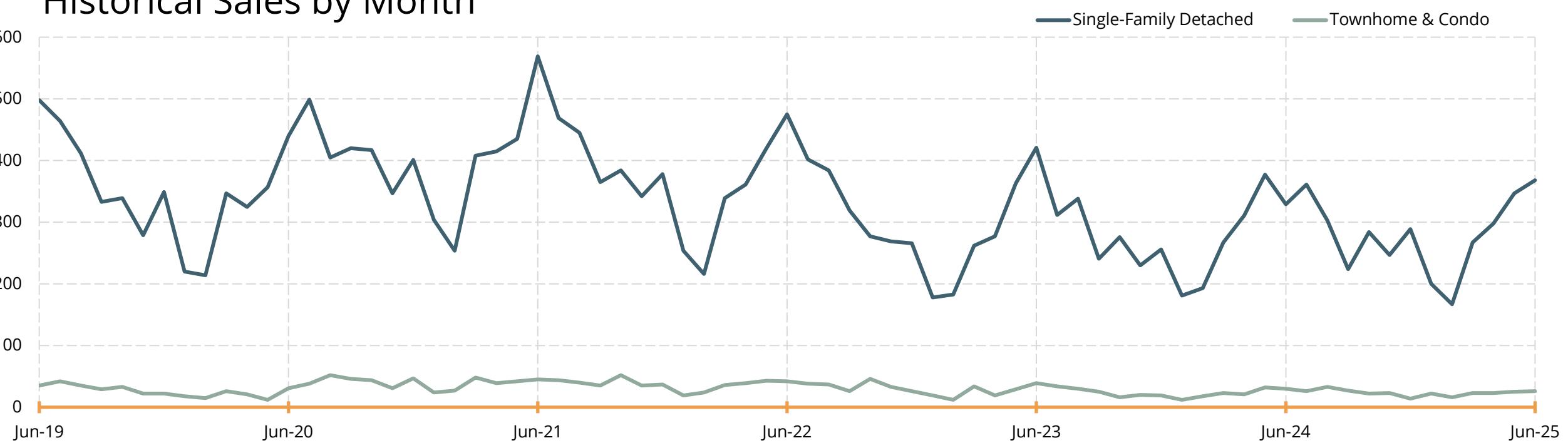


| Key Metrics | 2-year Trends | | | Jun-24 | Jun-25 | YoY Chg | 2024 YTD | 2025 YTD | YoY Chg |
|----------------------------------|---------------|-----------|------------------|--------|-----------|------------------|----------|----------|---------|
| | Jun-23 | Jun-24 | Jun-25 | | | | | | |
| Sales | | 30 | 26 | -13.3% | 136 | 135 | -0.7% | | |
| Pending Sales | | 21 | 36 | 71.4% | 159 | 159 | 0.0% | | |
| New Listings | | 31 | 38 | 22.6% | 191 | 245 | 28.3% | | |
| Median List Price | | \$342,950 | \$264,988 | -22.7% | \$269,450 | \$300,000 | 11.3% | | |
| Median Sales Price | | \$349,000 | \$255,000 | -26.9% | \$265,000 | \$293,288 | 10.7% | | |
| Median Price Per Square Foot | | \$260 | \$265 | 2.0% | \$249 | \$284 | 14.1% | | |
| Sold Dollar Volume (in millions) | | \$10.7 | \$8.1 | -23.7% | \$45.1 | \$48.9 | 8.4% | | |
| Median Sold/Ask Price Ratio | | 99.6% | 97.8% | -1.9% | 99.6% | 98.3% | -1.4% | | |
| Median Days on Market | | 18 | 11 | -40.0% | 10 | 17 | 78.9% | | |
| Active Listings | | 48 | 86 | 79.2% | n/a | n/a | n/a | | |
| Months of Supply | | 2.0 | 3.6 | 83.6% | n/a | n/a | n/a | | |

Sales

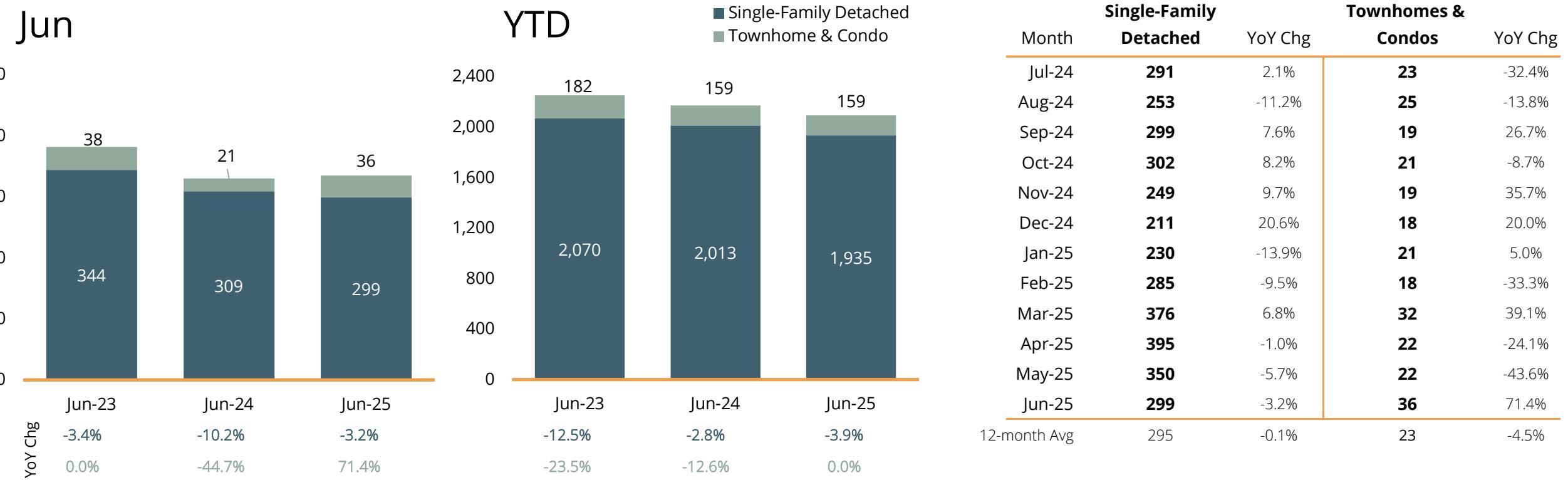


Historical Sales by Month

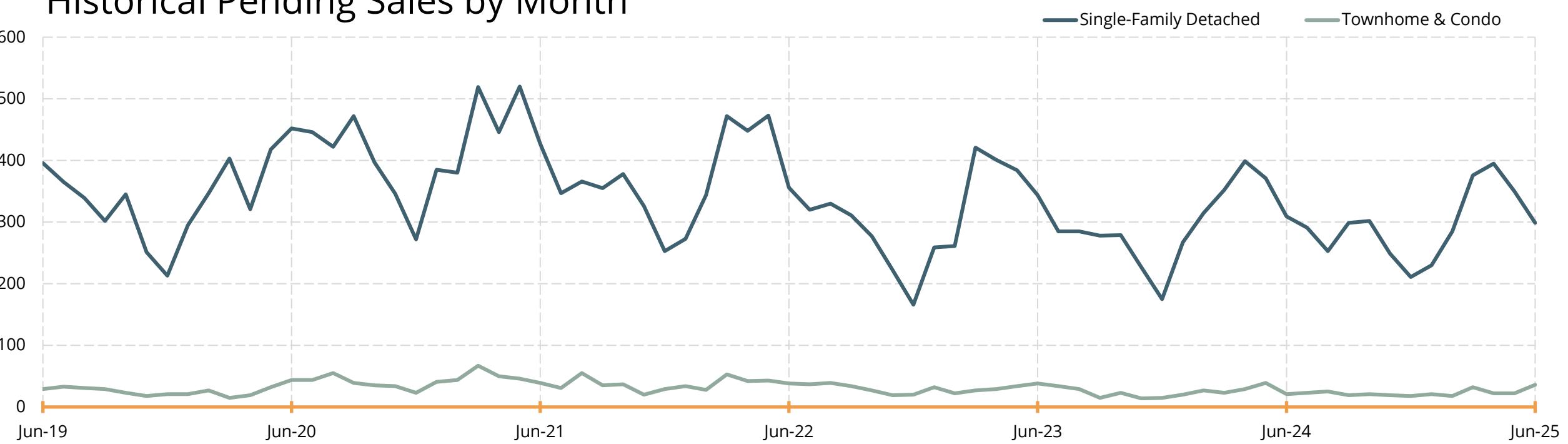


Source: Virginia REALTORS®, data accessed July 15, 2025

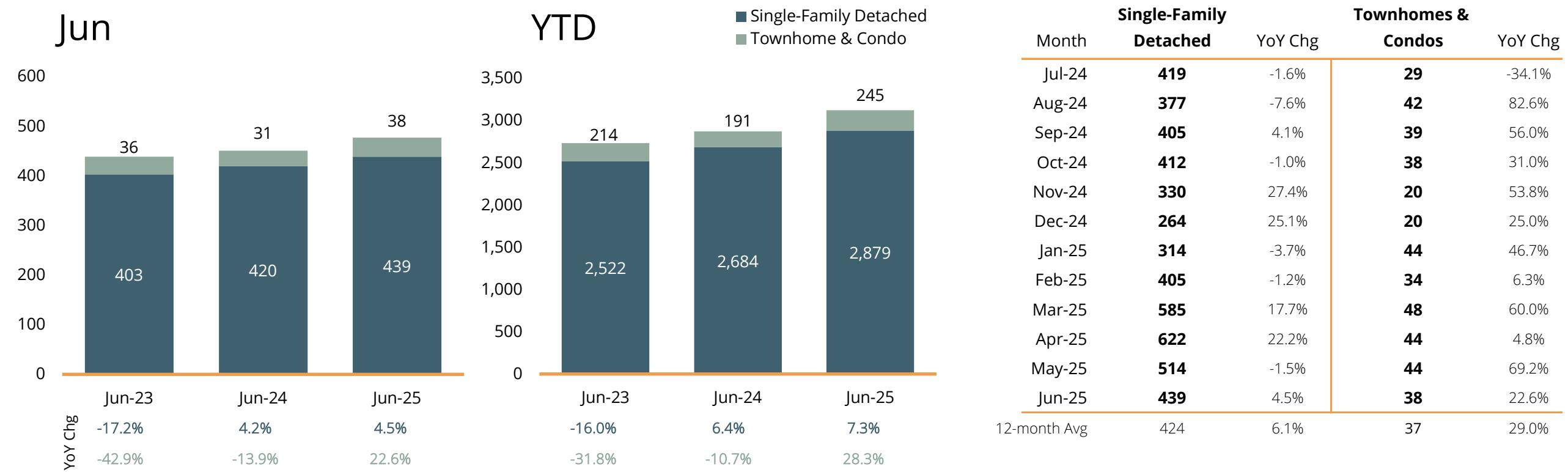
Pending Sales



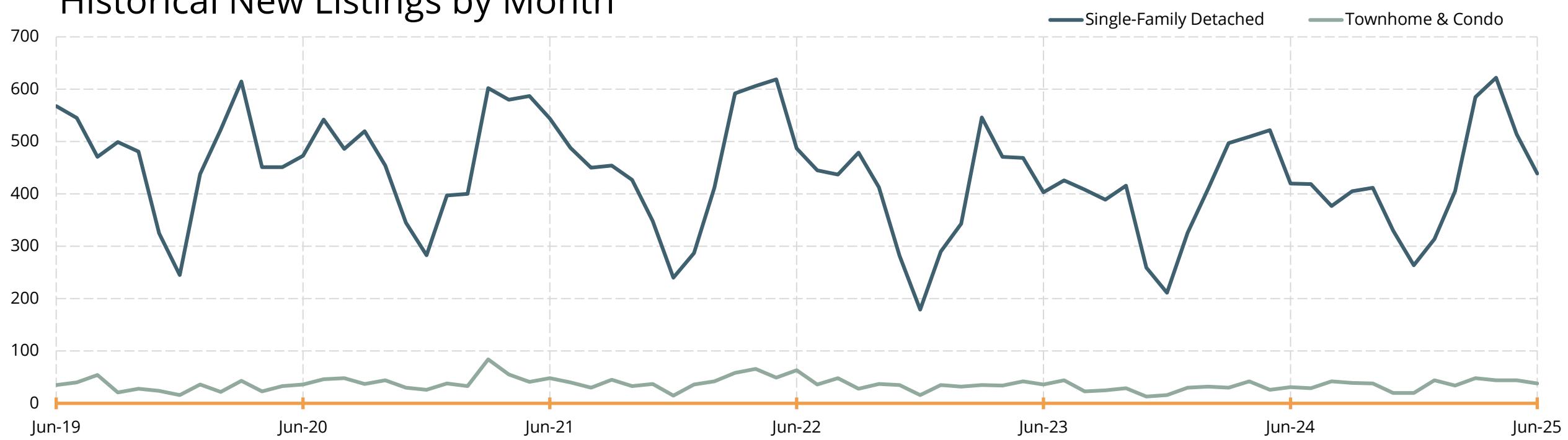
Historical Pending Sales by Month



New Listings

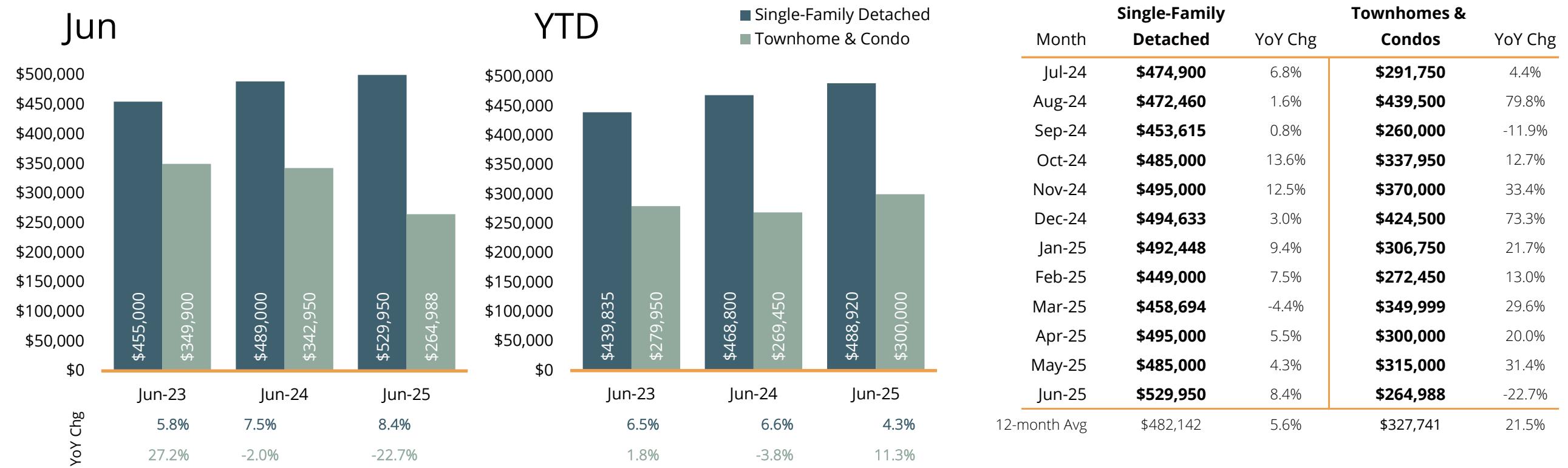


Historical New Listings by Month

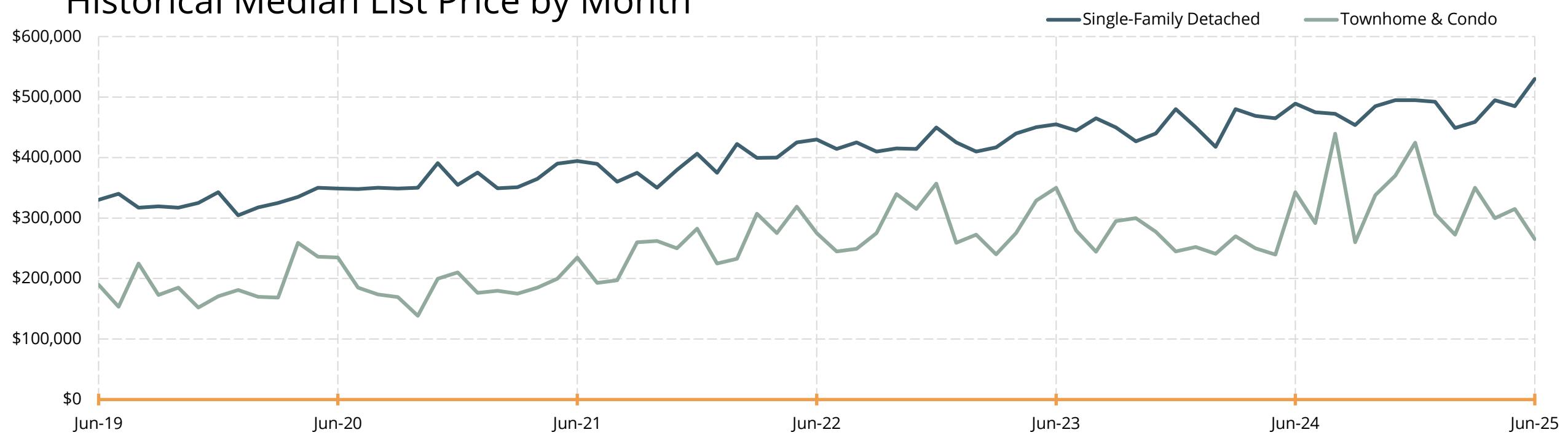


Source: Virginia REALTORS®, data accessed July 15, 2025

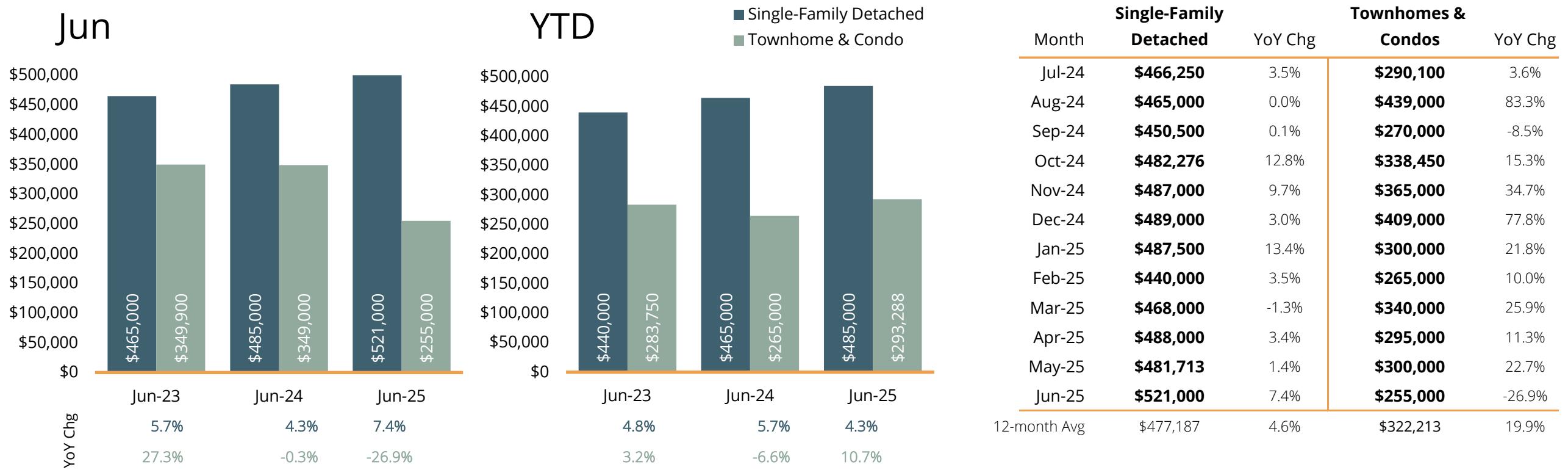
Median List Price



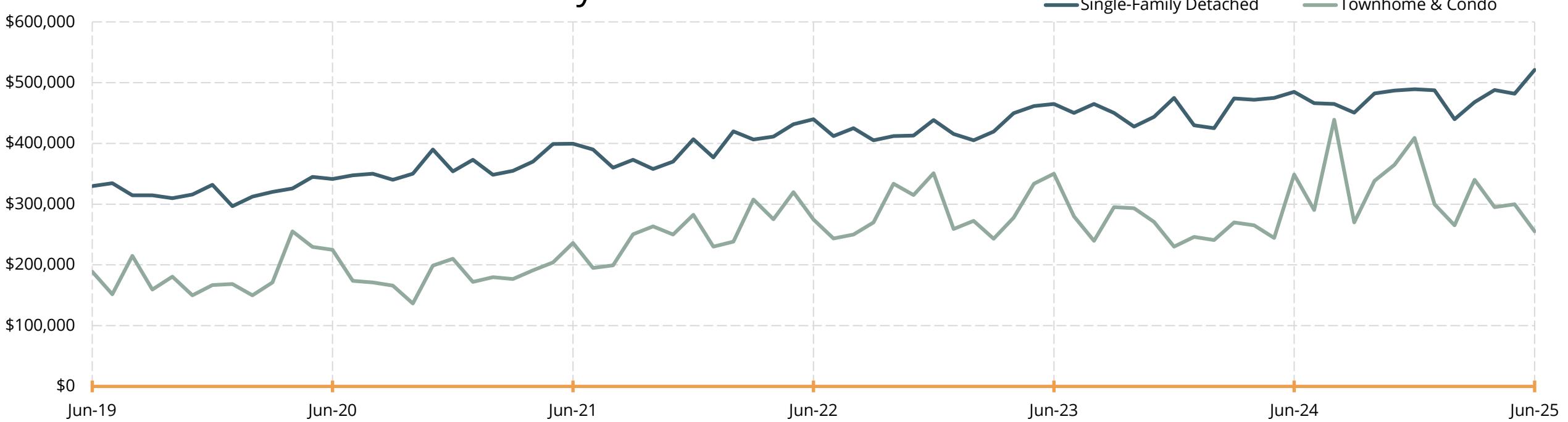
Historical Median List Price by Month



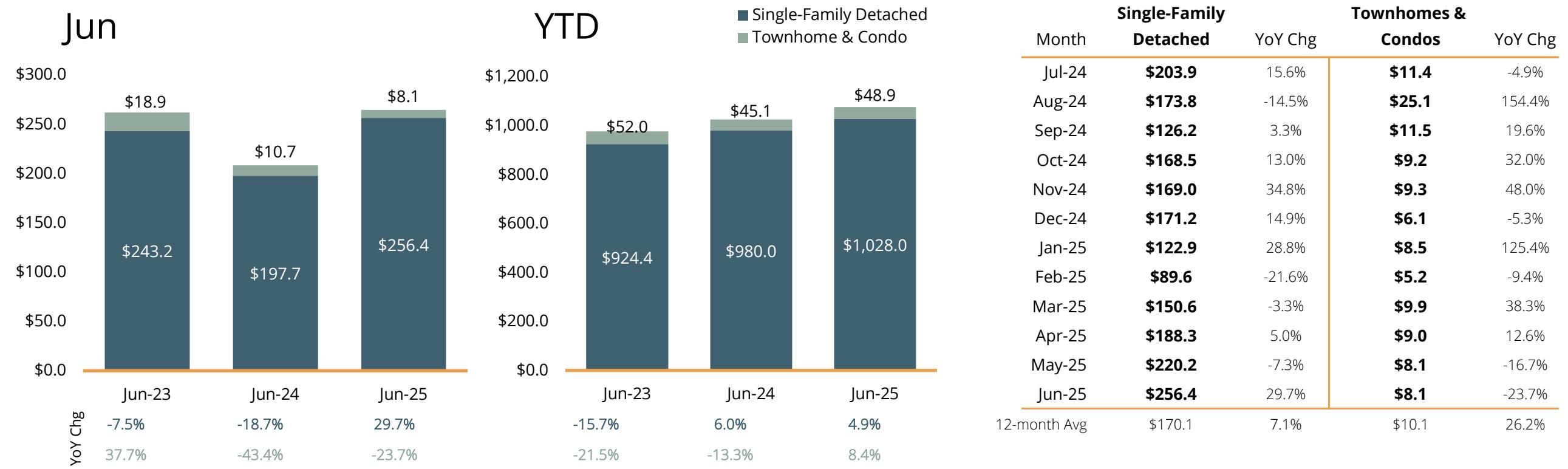
Median Sales Price



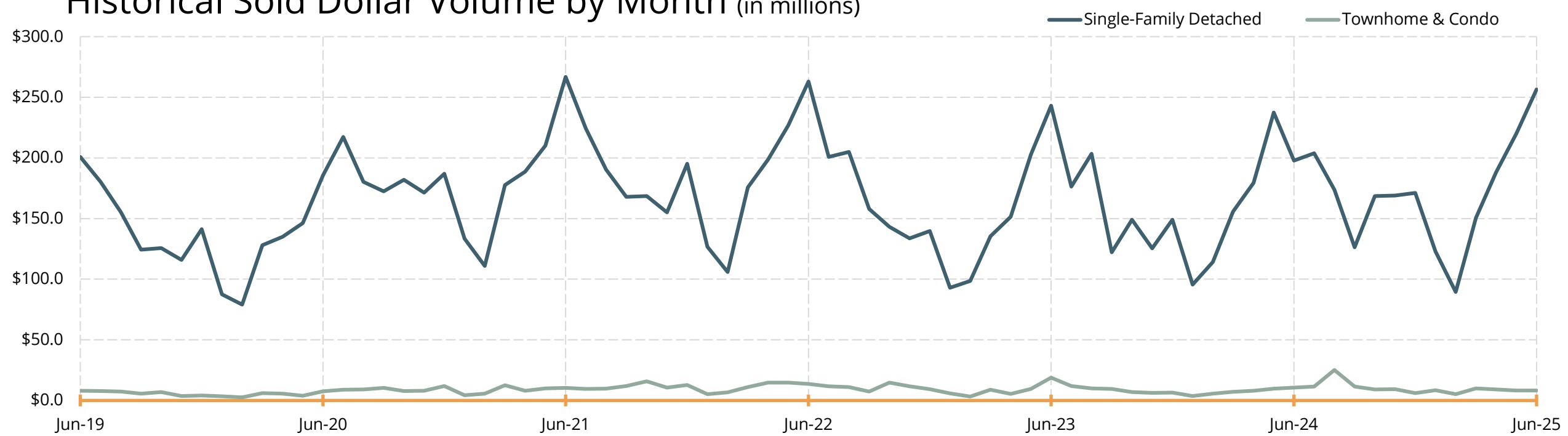
Historical Median Sales Price by Month



Sold Dollar Volume (in millions)

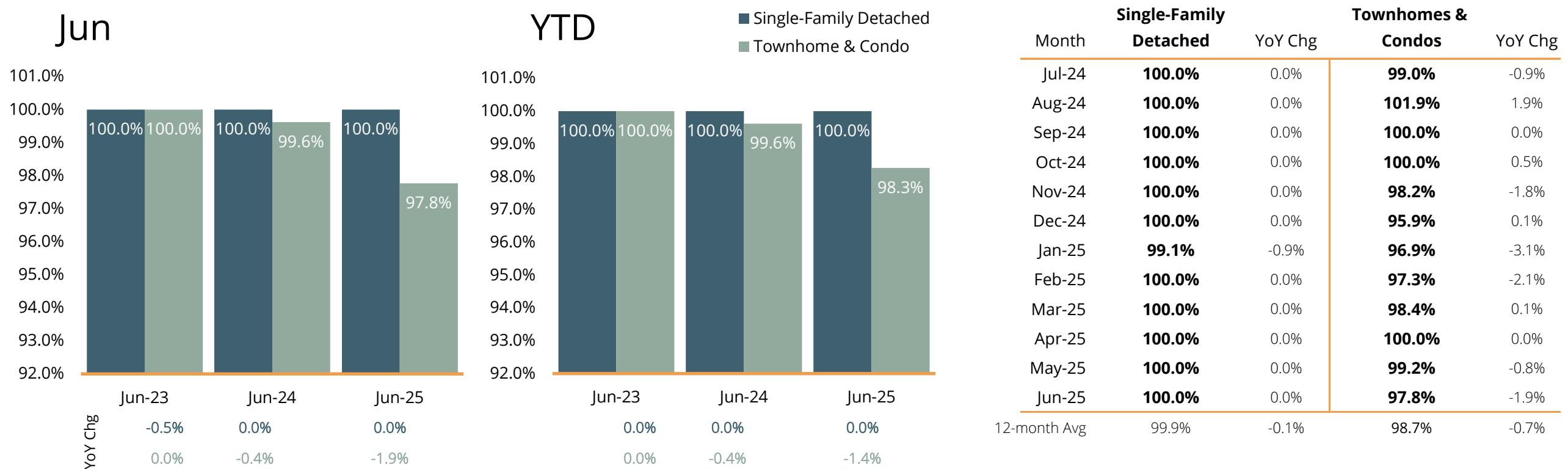


Historical Sold Dollar Volume by Month (in millions)

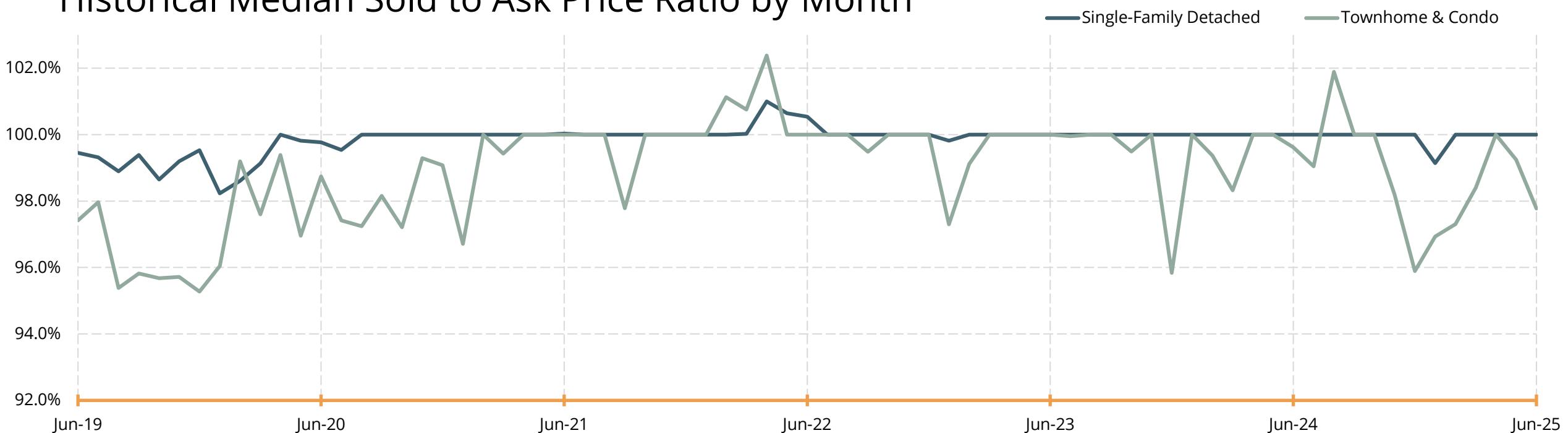


Source: Virginia REALTORS®, data accessed July 15, 2025

Median Sold to Ask Price Ratio

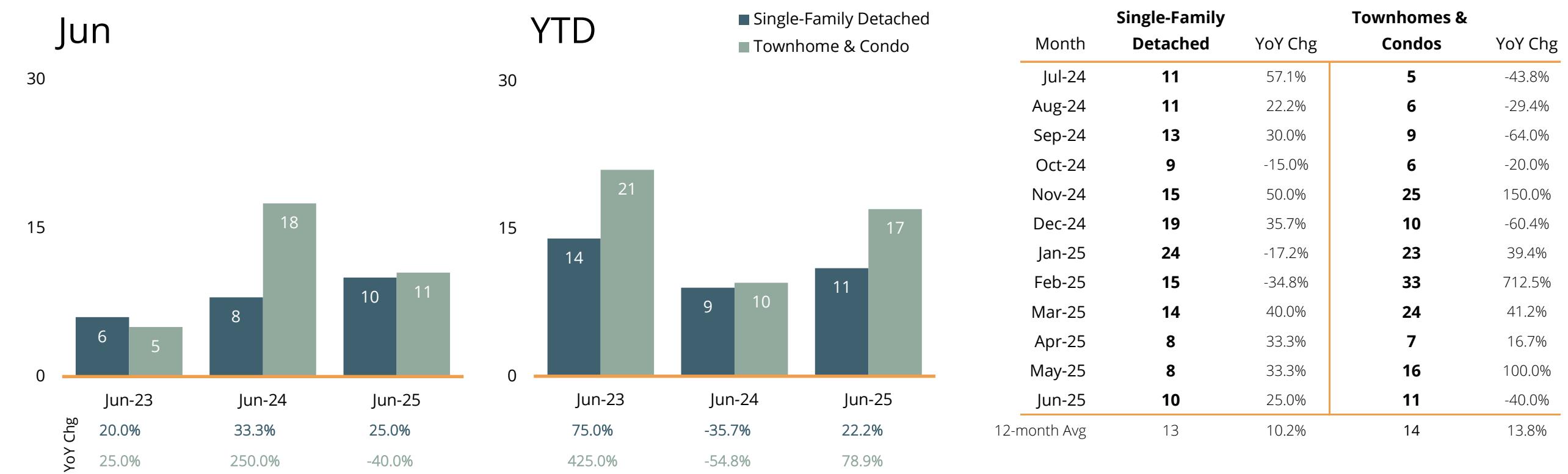


Historical Median Sold to Ask Price Ratio by Month

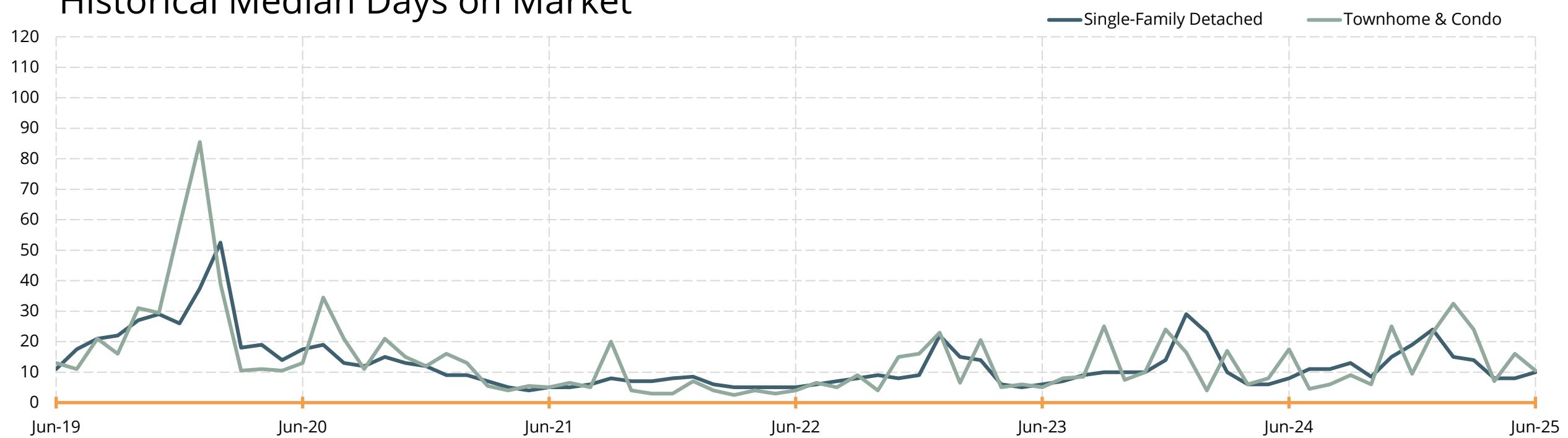


Source: Virginia REALTORS®, data accessed July 15, 2025

Median Days on Market

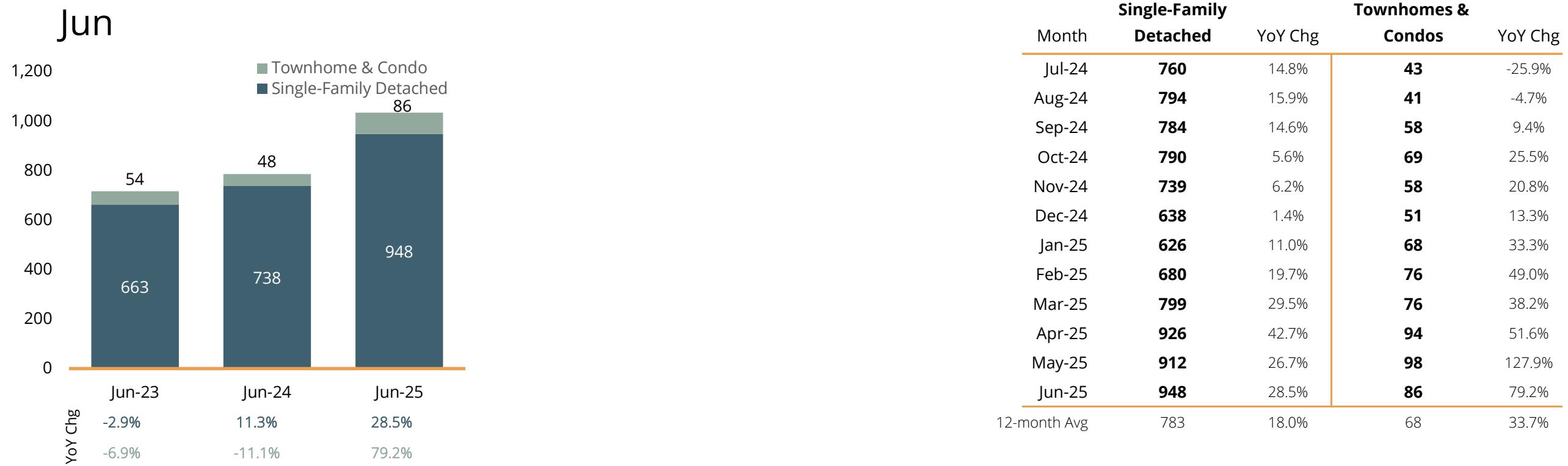


Historical Median Days on Market

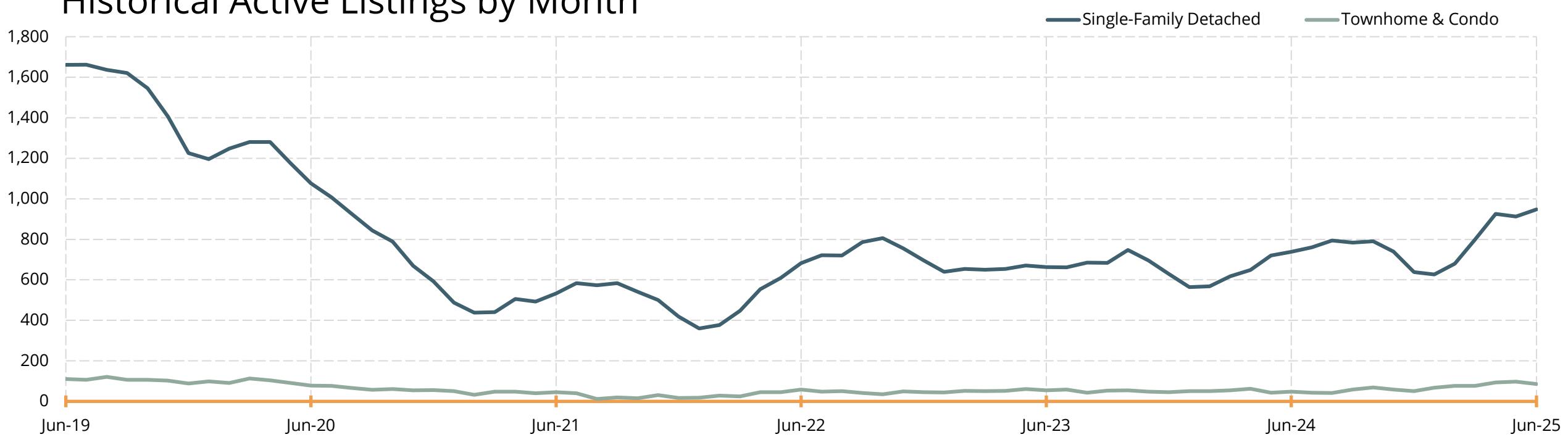


Source: Virginia REALTORS®, data accessed July 15, 2025

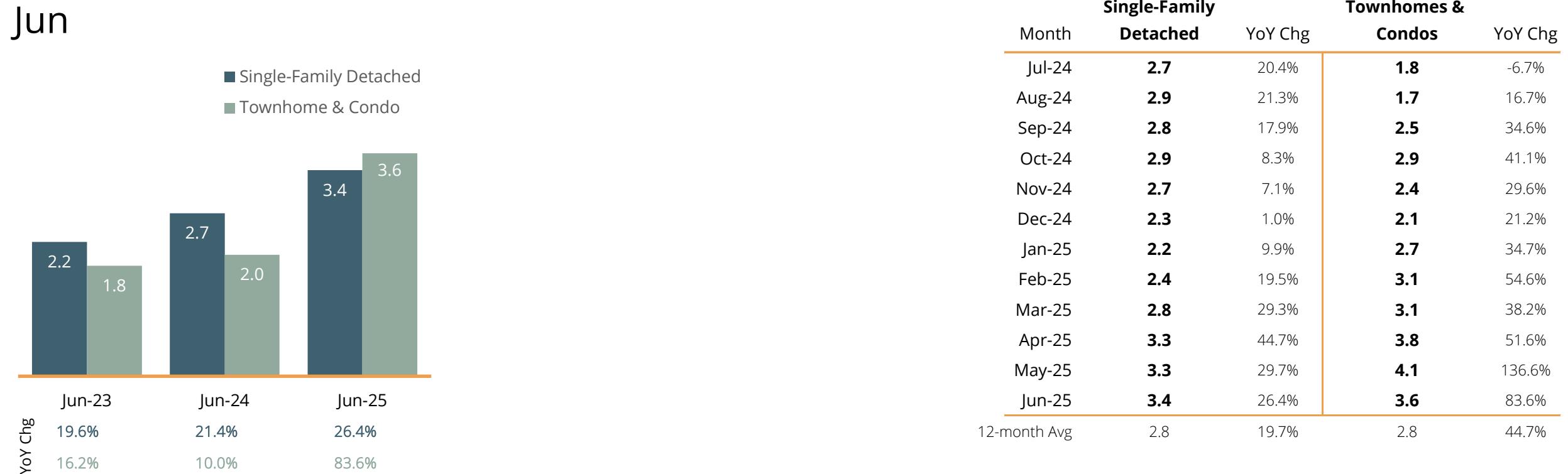
Active Listings



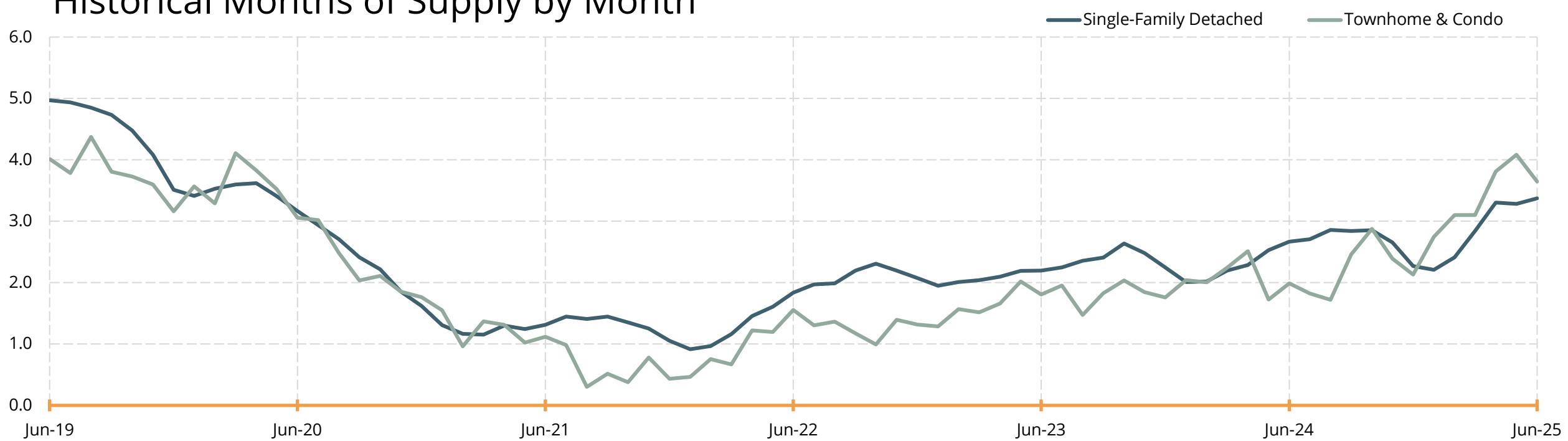
Historical Active Listings by Month



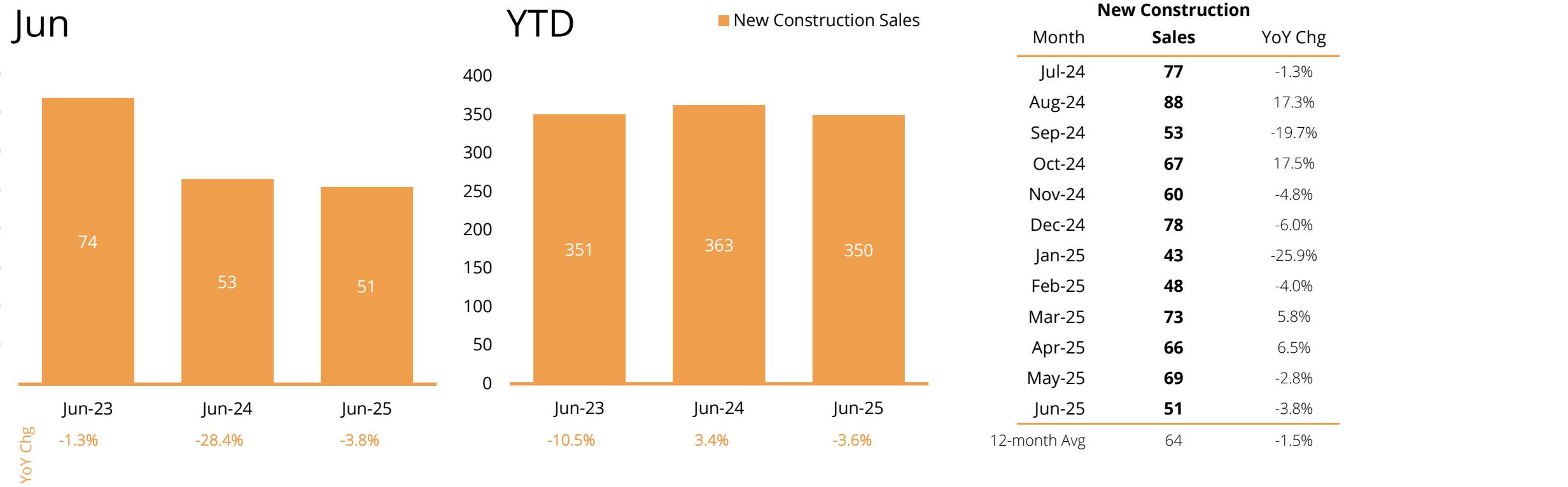
Months of Supply



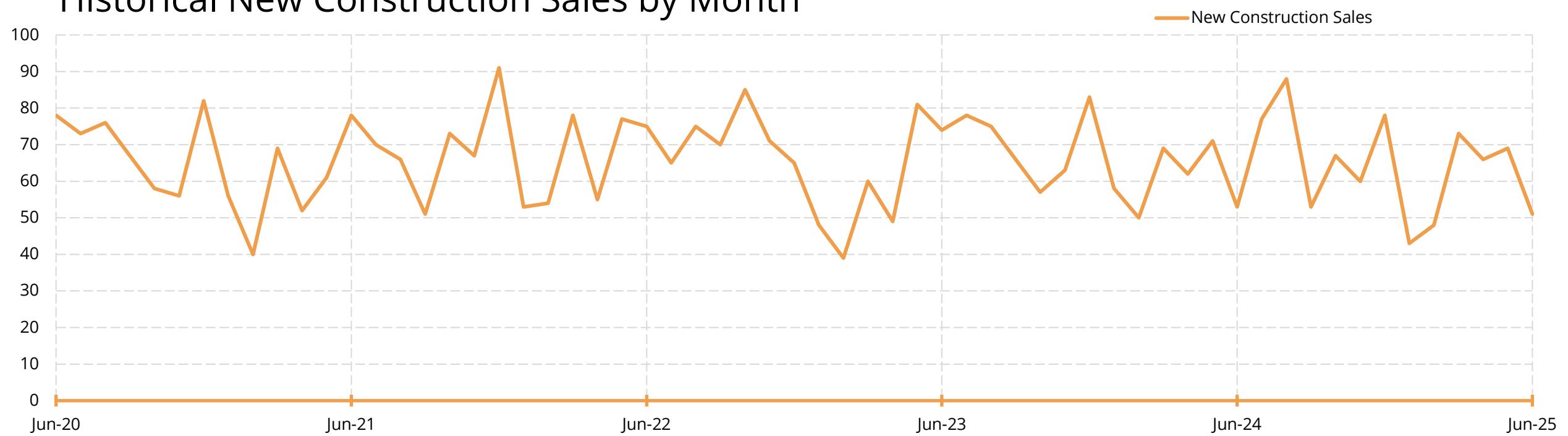
Historical Months of Supply by Month



New Construction Sales



Historical New Construction Sales by Month



Area Overview - Total Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|-------|-----------------|------------|-------|---------------|------------|-------|
| | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg |
| Albemarle County | 183 | 179 | -2.2% | 169 | 182 | 7.7% | \$535,412 | \$586,500 | 9.5% | 302 | 370 | 22.5% | 2.4 | 2.9 | 23.2% |
| Charlottesville | 47 | 39 | -17.0% | 49 | 56 | 14.3% | \$532,000 | \$530,650 | -0.3% | 72 | 105 | 45.8% | 2.3 | 3.2 | 40.7% |
| Fluvanna County | 49 | 48 | -2.0% | 34 | 31 | -8.8% | \$375,000 | \$415,000 | 10.7% | 66 | 98 | 48.5% | 2.0 | 2.9 | 42.3% |
| Greene County | 42 | 56 | 33.3% | 25 | 29 | 16.0% | \$395,000 | \$428,985 | 8.6% | 47 | 80 | 70.2% | 2.4 | 3.4 | 40.5% |
| Louisa County | 99 | 120 | 21.2% | 68 | 68 | 0.0% | \$379,500 | \$442,000 | 16.5% | 197 | 284 | 44.2% | 3.0 | 4.6 | 52.0% |
| Nelson County | 31 | 35 | 12.9% | 14 | 28 | 100.0% | \$365,000 | \$487,500 | 33.6% | 102 | 97 | -4.9% | 4.0 | 3.7 | -9.4% |

Area Overview - Total Market YTD



| New Listings YTD | | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|--------|--------------|-------|-----------|------------|-------|------------------------|------------------|-------|---------------------|------------|-------|
| Geography | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg |
| Albemarle County | 1,301 | 1,232 | -5.3% | 761 | 729 | -4.2% | \$530,000 | \$557,038 | 5.1% | 302 | 370 | 22.5% |
| Charlottesville | 309 | 369 | 19.4% | 208 | 209 | 0.5% | \$515,000 | \$500,000 | -2.9% | 72 | 105 | 45.8% |
| Fluvanna County | 274 | 302 | 10.2% | 189 | 213 | 12.7% | \$347,675 | \$378,050 | 8.7% | 66 | 98 | 48.5% |
| Greene County | 205 | 308 | 50.2% | 123 | 139 | 13.0% | \$395,000 | \$429,432 | 8.7% | 47 | 80 | 70.2% |
| Louisa County | 585 | 680 | 16.2% | 392 | 353 | -9.9% | \$392,500 | \$410,000 | 4.5% | 197 | 284 | 44.2% |
| Nelson County | 201 | 233 | 15.9% | 121 | 139 | 14.9% | \$392,000 | \$435,000 | 11.0% | 102 | 97 | -4.9% |

Area Overview - Single Family Detached Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|-------|-----------------|------------|--------|---------------|------------|--------|
| | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg |
| Albemarle County | 170 | 155 | -8.8% | 161 | 168 | 4.3% | \$546,770 | \$615,000 | 12.5% | 290 | 340 | 17.2% | 2.5 | 2.9 | 18.8% |
| Charlottesville | 39 | 32 | -17.9% | 36 | 50 | 38.9% | \$580,000 | \$587,950 | 1.4% | 63 | 82 | 30.2% | 2.4 | 2.9 | 19.7% |
| Fluvanna County | 49 | 48 | -2.0% | 33 | 31 | -6.1% | \$385,000 | \$415,000 | 7.8% | 66 | 98 | 48.5% | 2.0 | 2.9 | 43.0% |
| Greene County | 42 | 56 | 33.3% | 25 | 29 | 16.0% | \$395,000 | \$428,985 | 8.6% | 47 | 80 | 70.2% | 2.4 | 3.4 | 39.9% |
| Louisa County | 98 | 120 | 22.4% | 66 | 68 | 3.0% | \$377,000 | \$442,000 | 17.2% | 194 | 283 | 45.9% | 3.0 | 4.6 | 52.0% |
| Nelson County | 22 | 28 | 27.3% | 8 | 22 | 175.0% | \$580,000 | \$532,500 | -8.2% | 78 | 65 | -16.7% | 4.3 | 3.5 | -20.4% |

Area Overview - Single Family Detached Market YTD



| New Listings YTD | | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|--------|--------------|-------|-----------|------------|-------|------------------------|------------------|-------|---------------------|------------|--------|
| Geography | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg |
| Albemarle County | 1,223 | 1,123 | -8.2% | 707 | 672 | -5.0% | \$550,000 | \$575,000 | 4.5% | 290 | 340 | 17.2% |
| Charlottesville | 255 | 310 | 21.6% | 166 | 176 | 6.0% | \$557,500 | \$542,000 | -2.8% | 63 | 82 | 30.2% |
| Fluvanna County | 273 | 301 | 10.3% | 188 | 212 | 12.8% | \$350,000 | \$379,900 | 8.5% | 66 | 98 | 48.5% |
| Greene County | 205 | 308 | 50.2% | 123 | 139 | 13.0% | \$395,000 | \$429,432 | 8.7% | 47 | 80 | 70.2% |
| Louisa County | 581 | 677 | 16.5% | 387 | 351 | -9.3% | \$389,975 | \$410,000 | 5.1% | 194 | 283 | 45.9% |
| Nelson County | 147 | 160 | 8.8% | 87 | 97 | 11.5% | \$516,000 | \$500,000 | -3.1% | 78 | 65 | -16.7% |

Area Overview - Townhome & Condo Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|-----------|---------|--------|-----------|---------|--------------------|------------------|---------|-----------------|-----------|--------|---------------|------------|--------|
| | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg |
| Albemarle County | 13 | 24 | 84.6% | 8 | 14 | 75.0% | \$248,000 | \$251,250 | 1.3% | 12 | 30 | 150% | 1.2 | 2.9 | 132% |
| Charlottesville | 8 | 7 | -12.5% | 13 | 6 | -53.8% | \$415,000 | \$272,500 | -34.3% | 9 | 23 | 155.6% | 1.5 | 4.8 | 213.8% |
| Fluvanna County | 0 | 0 | n/a | 1 | 0 | -100.0% | \$345,000 | \$0 | -100.0% | 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 | 1 | 0 | -100.0% | 2 | 0 | -100% | \$595,000 | \$0 | -100% | 3 | 1 | -66.7% | 2.4 | 2.0 | -16.7% |
| Nelson County | 9 | 7 | -22.2% | 6 | 6 | 0.0% | \$222,500 | \$228,750 | 2.8% | 24 | 32 | 33.3% | 3.3 | 4.2 | 26.1% |

Area Overview - Townhome & Condo Market YTD



| New Listings YTD | | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|--------|------------|--------|-----------|-----------|--------|------------------------|------------------|--------|---------------------|-----------|--------|
| Geography | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg | Jun-24 | Jun-25 | % chg |
| Albemarle County | 78 | 109 | 39.7% | 54 | 57 | 5.6% | \$240,000 | \$297,500 | 24.0% | 12 | 30 | 150.0% |
| Charlottesville | 54 | 59 | 9.3% | 42 | 33 | -21.4% | \$308,250 | \$300,000 | -2.7% | 9 | 23 | 155.6% |
| 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 | 4 | 3 | -25.0% | 5 | 2 | -60.0% | \$655,000 | \$537,500 | -17.9% | 3 | 1 | -66.7% |
| Nelson County | 54 | 73 | 35.2% | 34 | 42 | 23.5% | \$232,500 | \$255,000 | 9.7% | 24 | 32 | 33.3% |



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.