

NOVEMBER  
**2023**

# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# CAAR Market Indicators Report



## Key Market Trends: November 2023

- > **In the CAAR market sales activity continues to slow down from last year.** There were 250 homes sold in the area this month, 52 fewer sales than the year prior, a 17.2% drop. Sales fell the most in Fluvanna County with 18 fewer sales than the previous year (-41.9%) and in Albemarle County which also had 18 fewer sales (-14.3%). In Louisa County, sales activity went up with four more sales than last November (+8.0%).
- > **Pending sales activity was flat in the CAAR region compared to last November.** There were 241 pending sales in the region this month, unchanged from November last year. Activity grew in Louisa County with 10 additional pending sales (+20.4%) and in Albemarle County with eight more pending sales than the year before (+8.5%). The sharpest drop in pending sales took place in Fluvanna County with 10 fewer pending sales than a year ago (-29.4%).
- > **Home prices continue to climb in most parts of the CAAR footprint.** The median price of a home in the region was \$426,833 this month, a 6.7% increase from last November, which is a \$26,888 price gain. The median price rose in Albemarle County (+15.8%), Louisa County (+19.7%), and Fluvanna County (+7.1%) compared to last year. In Charlottesville, there was a \$35,750 reduction in the median sales price from November last year (-8.4%).
- > **Inventory continues to tighten in the CAAR housing market.** At the end of November, there were 744 active listings on the market in the area, 60 fewer listings than the year before, a 7.5% decrease. Listings were up in Nelson County with 26 additional sales (+38.2%) and Louisa County with 16 more active listings than last year (+8.0%). The biggest drop off in listings happened in Fluvanna County with 61 fewer sales than the previous year (-54.5%). Charlottesville had 12 fewer listings (-20.7%), and Albemarle County had 21 fewer active listings than a year ago (-7.0%).

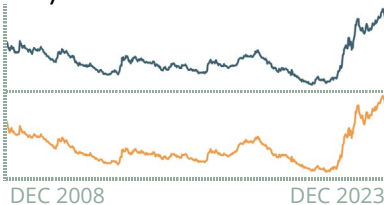


### CAAR Market Dashboard

YoY Chg	Nov-23	Indicator
▼ -17.2%	250	Sales
— 0.0%	241	Pending Sales
▼ -14.2%	272	New Listings
▲ 7.3%	\$429,213	Median List Price
▲ 6.7%	\$426,833	Median Sales Price
▲ 5.4%	\$245	Median Price Per Square Foot
▼ -9.5%	\$131.7	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 18.5%	35	Average Days on Market
▼ -100.0%	0	Active Listings
▲ 14.3%	2.4	Months of Supply
▼ -11.3%	63	New Construction Sales

INTEREST RATE TRACKER

30-YR Fixed  
15-YR Fixed



December 14, 2023

6.95 %

6.38 %

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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.**

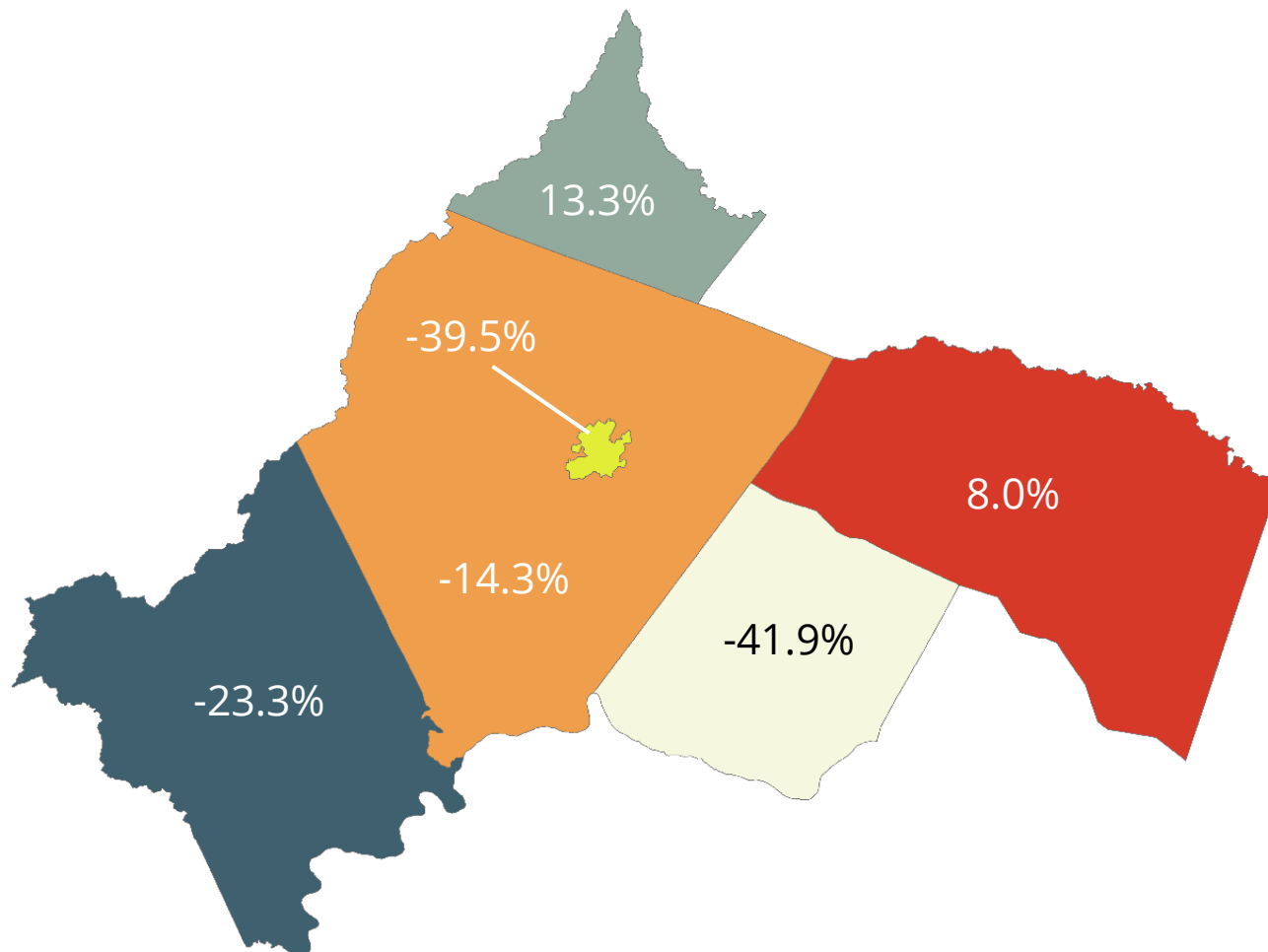
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

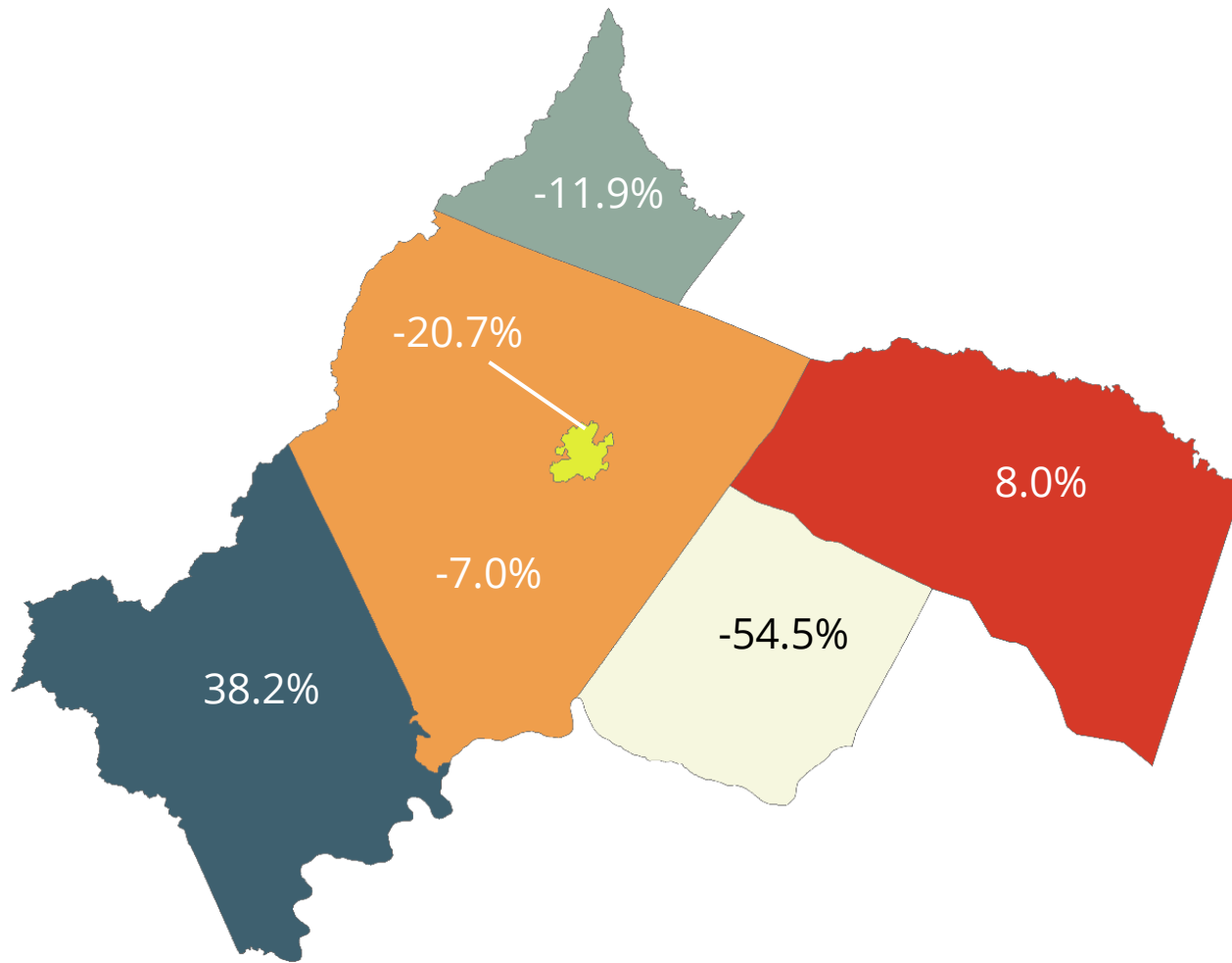


# Market Activity - CAAR Footprint



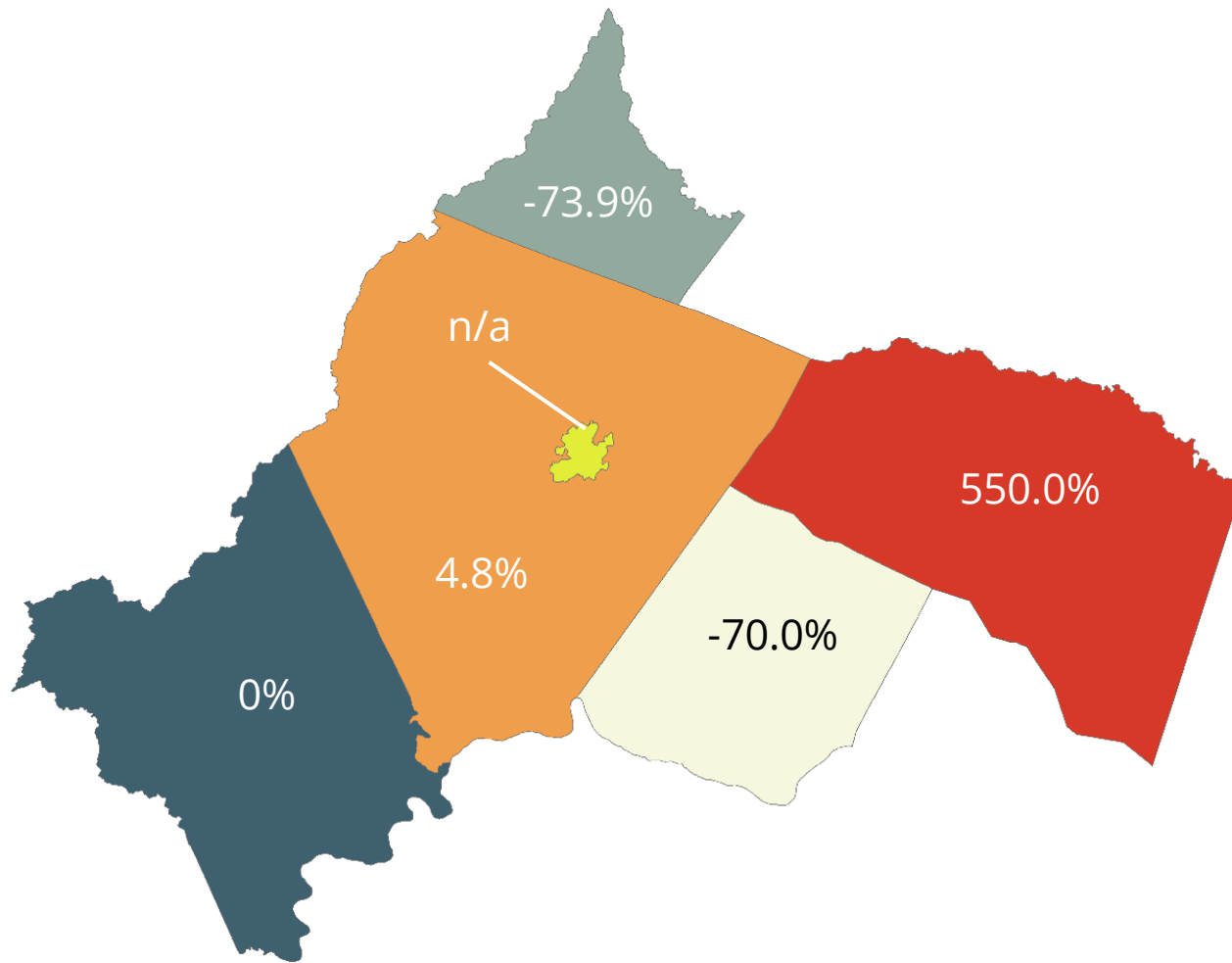
Jurisdiction	Total Sales		
	Nov-22	Nov-23	% Chg
Albemarle County	126	108	-14.3%
Charlottesville	38	23	-39.5%
Fluvanna County	43	25	-41.9%
Greene County	15	17	13.3%
Louisa County	50	54	8.0%
Nelson County	30	23	-23.3%
<b>CAAR</b>	<b>302</b>	<b>250</b>	<b>-17.2%</b>

# Active Listings: Total Inventory (includes proposed listings)



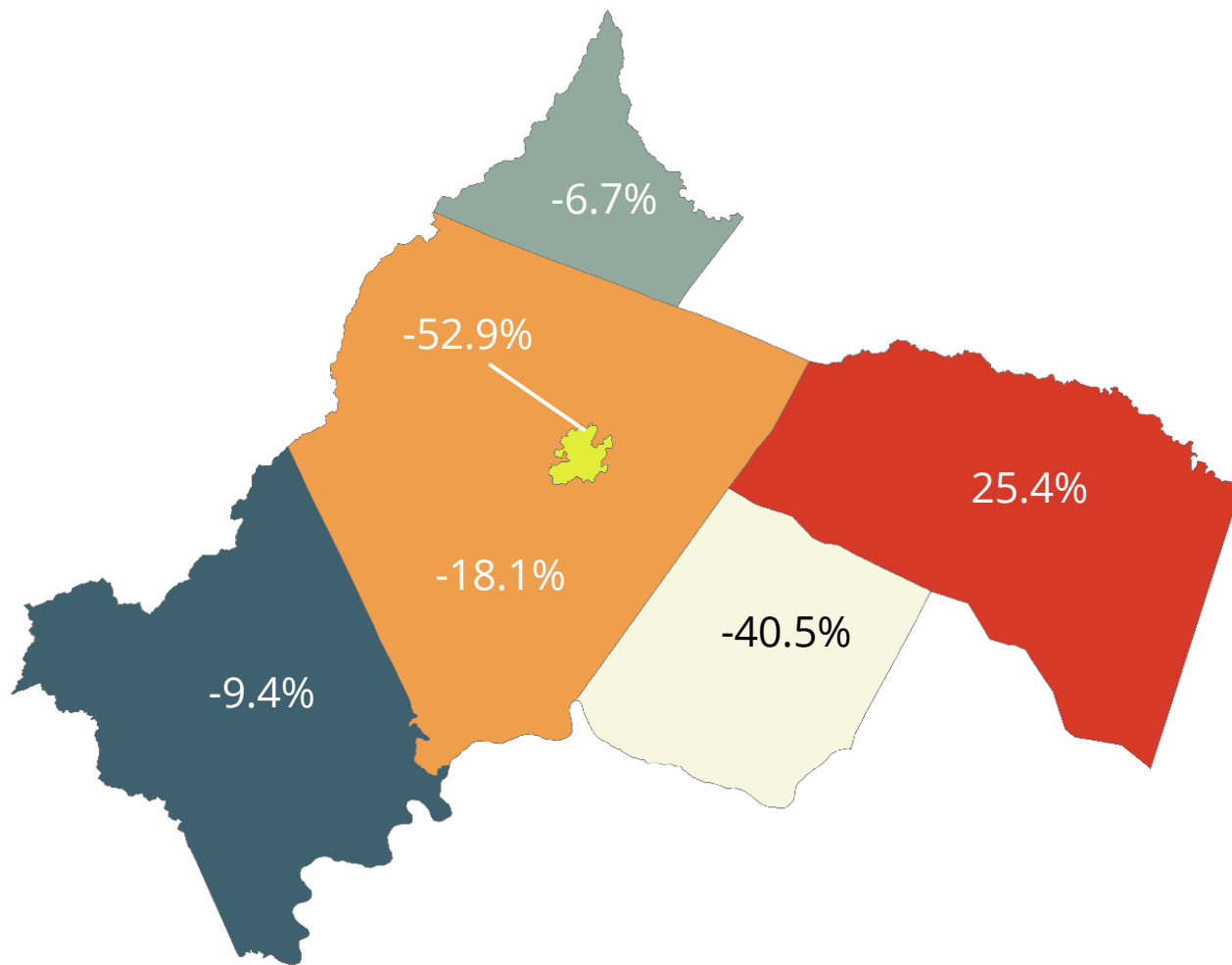
Jurisdiction	Active Listings		% Chg
	Nov-22	Nov-23	
Albemarle County	298	277	-7.0%
Charlottesville	58	46	-20.7%
Fluvanna County	112	51	-54.5%
Greene County	67	59	-11.9%
Louisa County	201	217	8.0%
Nelson County	68	94	38.2%
<b>CAAR</b>	<b>804</b>	<b>744</b>	<b>-7.5%</b>

# Active Listings: Proposed Listings



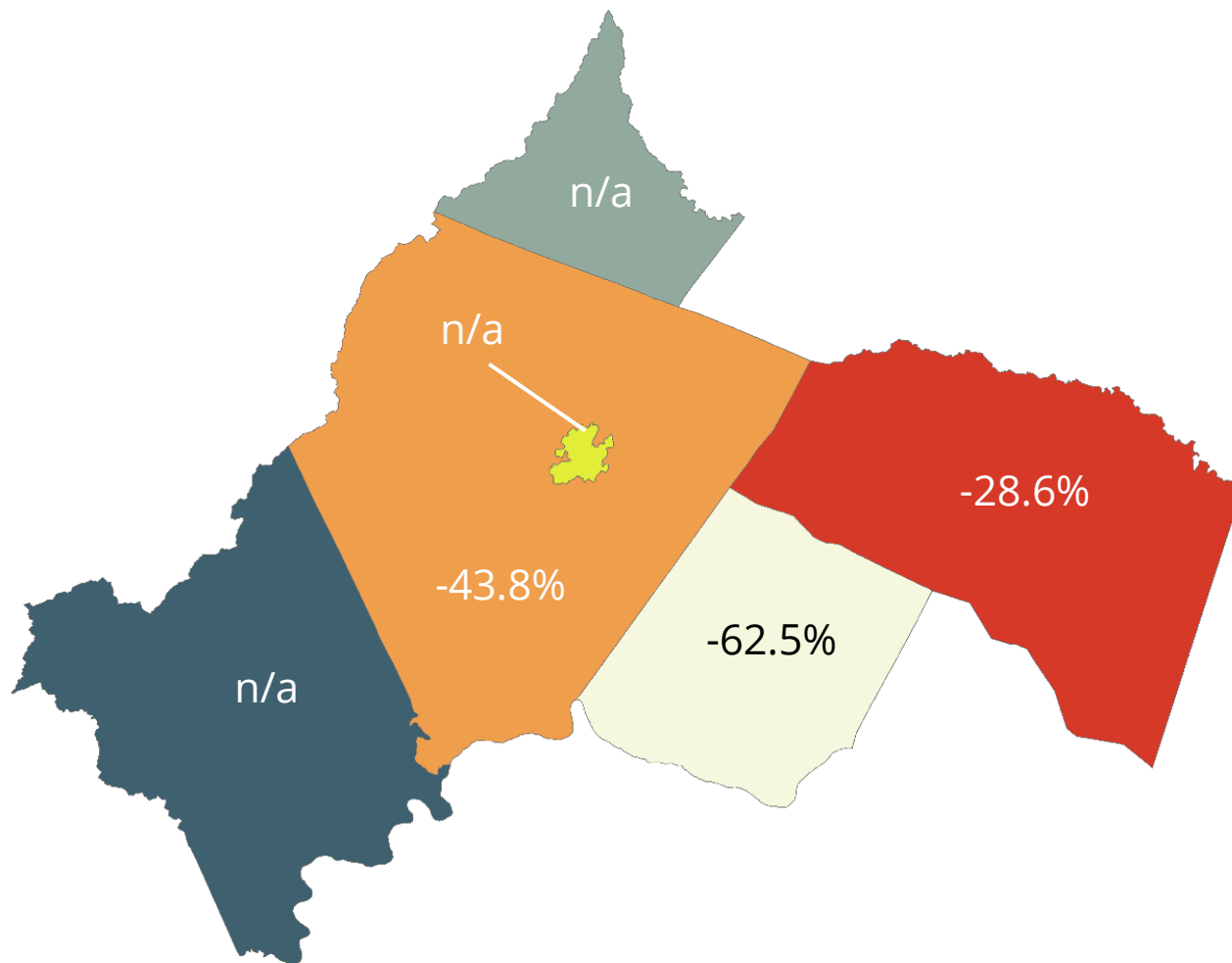
Jurisdiction	Active Listings		% Chg
	Nov-22	Nov-23	
Albemarle County	83	87	4.8%
Charlottesville	0	1	n/a
Fluvanna County	40	12	-70.0%
Greene County	23	6	-73.9%
Louisa County	2	13	550.0%
Nelson County	3	3	0.0%
<b>CAAR</b>	<b>151</b>	<b>122</b>	<b>-19.2%</b>

# New Listings: Total Inventory (includes proposed listings)



<i>Jurisdiction</i>	New Listings		% Chg
	Nov-22	Nov-23	
Albemarle County	127	104	-18.1%
Charlottesville	34	16	-52.9%
Fluvanna County	42	25	-40.5%
Greene County	15	14	-6.7%
Louisa County	67	84	25.4%
Nelson County	32	29	-9.4%
<b>CAAR</b>	<b>317</b>	<b>272</b>	<b>-14.2%</b>

# New Listings: Proposed Listings



New Listings  
Proposed Listings

<i>Jurisdiction</i>	Nov-22	Nov-23	% Chg
Albemarle County	32	18	-43.8%
Charlottesville	0	0	n/a
Fluvanna County	8	3	-62.5%
Greene County	0	0	n/a
Louisa County	7	5	-28.6%
Nelson County	0	1	n/a
<b>CAAR</b>	<b>47</b>	<b>27</b>	<b>-42.6%</b>



# Total Market Overview



Key Metrics	2-year Trends		Nov-22	Nov-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Nov-21	Nov-23						
Sales			302	<b>250</b>	-17.2%	4,099	<b>3,358</b>	-18.1%
Pending Sales			241	<b>241</b>	0.0%	4,220	<b>3,721</b>	-11.8%
New Listings			317	<b>272</b>	-14.2%	5,557	<b>4,768</b>	-14.2%
Median List Price			\$399,900	<b>\$429,213</b>	7.3%	\$399,900	<b>\$429,990</b>	7.5%
Median Sales Price			\$399,945	<b>\$426,833</b>	6.7%	\$405,000	<b>\$430,000</b>	6.2%
Median Price Per Square Foot			\$232	<b>\$245</b>	5.4%	\$235	<b>\$240</b>	2.0%
Sold Dollar Volume (in millions)			\$145.5	<b>\$131.7</b>	-9.5%	\$2,060.0	<b>\$1,797.6</b>	-12.7%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			30	<b>35</b>	18.5%	22	<b>34</b>	51.2%
Active Listings			804	<b>0</b>	-100.0%	n/a	<b>n/a</b>	n/a
Months of Supply			2.1	<b>2.4</b>	14.3%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



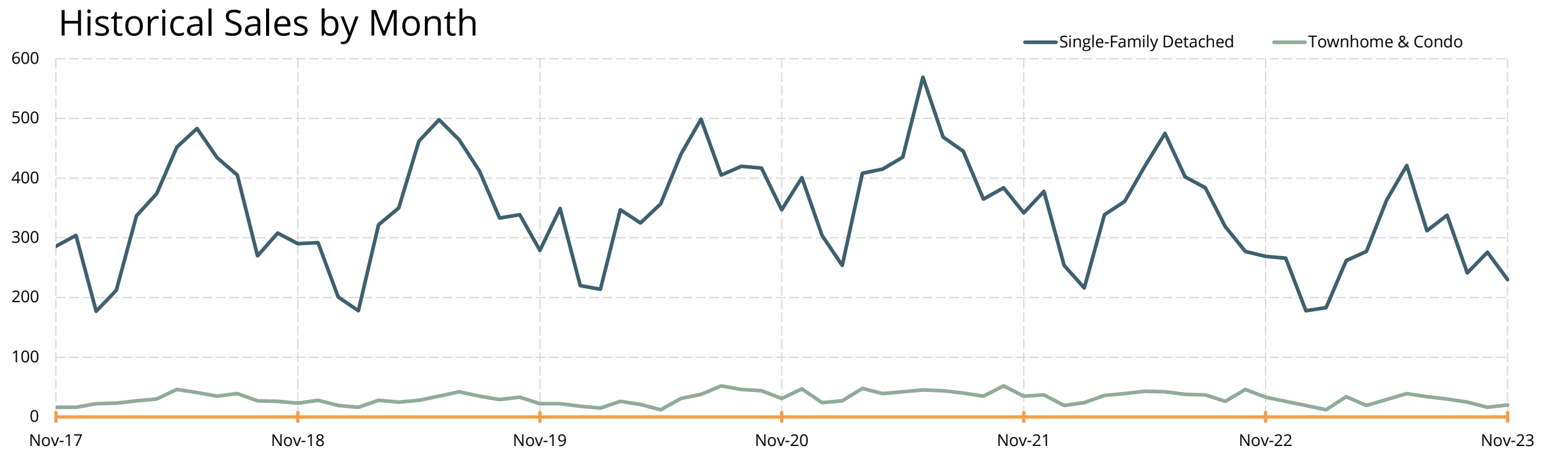
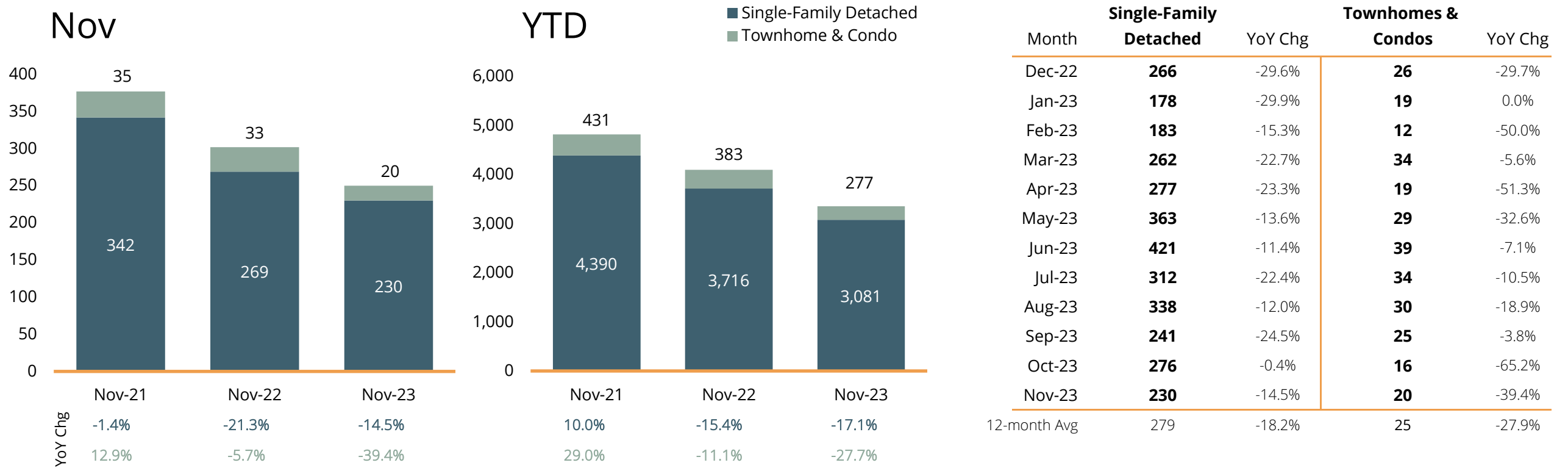
Key Metrics	2-year Trends		Nov-22	Nov-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Nov-21	Nov-23						
Sales			269	<b>230</b>	-14.5%	3,716	<b>3,081</b>	-17.1%
Pending Sales			222	<b>227</b>	2.3%	3,826	<b>3,424</b>	-10.5%
New Listings			282	<b>259</b>	-8.2%	5,059	<b>4,420</b>	-12.6%
Median List Price			\$414,440	<b>\$439,850</b>	6.1%	\$415,000	<b>\$443,175</b>	6.8%
Median Sales Price			\$412,929	<b>\$443,834</b>	7.5%	\$417,658	<b>\$445,000</b>	6.5%
Median Price Per Square Foot			\$232	<b>\$241</b>	4.0%	\$235	<b>\$240</b>	2.0%
Sold Dollar Volume (in millions)			\$133.8	<b>\$125.4</b>	-6.3%	\$1,937.4	<b>\$1,700.9</b>	-12.2%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			29	<b>35</b>	21.6%	23	<b>34</b>	48.8%
Active Listings			755	<b>696</b>	-7.8%	n/a	<b>n/a</b>	n/a
Months of Supply			2.2	<b>2.5</b>	12.9%	n/a	<b>n/a</b>	n/a

# Townhome & Condo Market Overview



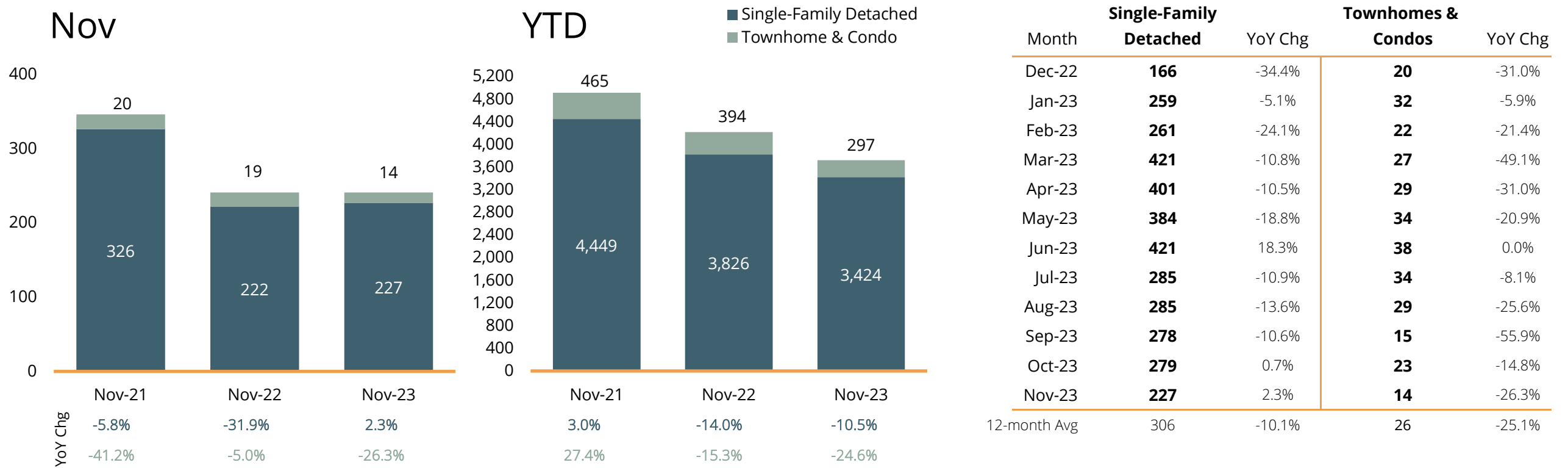
Key Metrics	2-year Trends		Nov-22	Nov-23	YoY Chg	2022 YTD	2023 YTD	YoY Chg
	Nov-21	Nov-23						
Sales			33	<b>20</b>	-39.4%	383	<b>277</b>	-27.7%
Pending Sales			19	<b>14</b>	-26.3%	394	<b>297</b>	-24.6%
New Listings			35	<b>13</b>	-62.9%	498	<b>348</b>	-30.1%
Median List Price			\$315,000	<b>\$277,450</b>	-11.9%	\$272,250	<b>\$279,900</b>	2.8%
Median Sales Price			\$315,000	<b>\$271,000</b>	-14.0%	\$271,450	<b>\$283,750</b>	4.5%
Median Price Per Square Foot			\$235	<b>\$277</b>	18.0%	\$239	<b>\$246</b>	3.0%
Sold Dollar Volume (in millions)			\$11.8	<b>\$6.3</b>	-46.6%	\$122.6	<b>\$96.7</b>	-21.1%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			38	<b>40</b>	3.1%	18	<b>32</b>	80.1%
Active Listings			49	<b>48</b>	-2.0%	n/a	<b>n/a</b>	n/a
Months of Supply			1.4	<b>1.8</b>	32.2%	n/a	<b>n/a</b>	n/a

# Sales

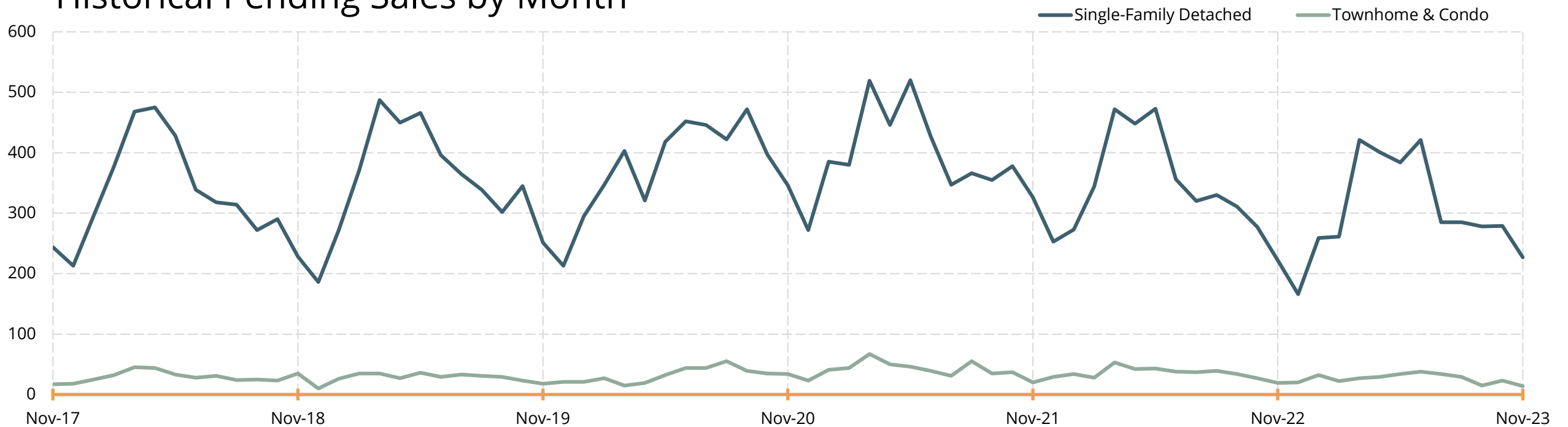


Source: Virginia REALTORS®, data accessed December 15, 2023

# Pending Sales

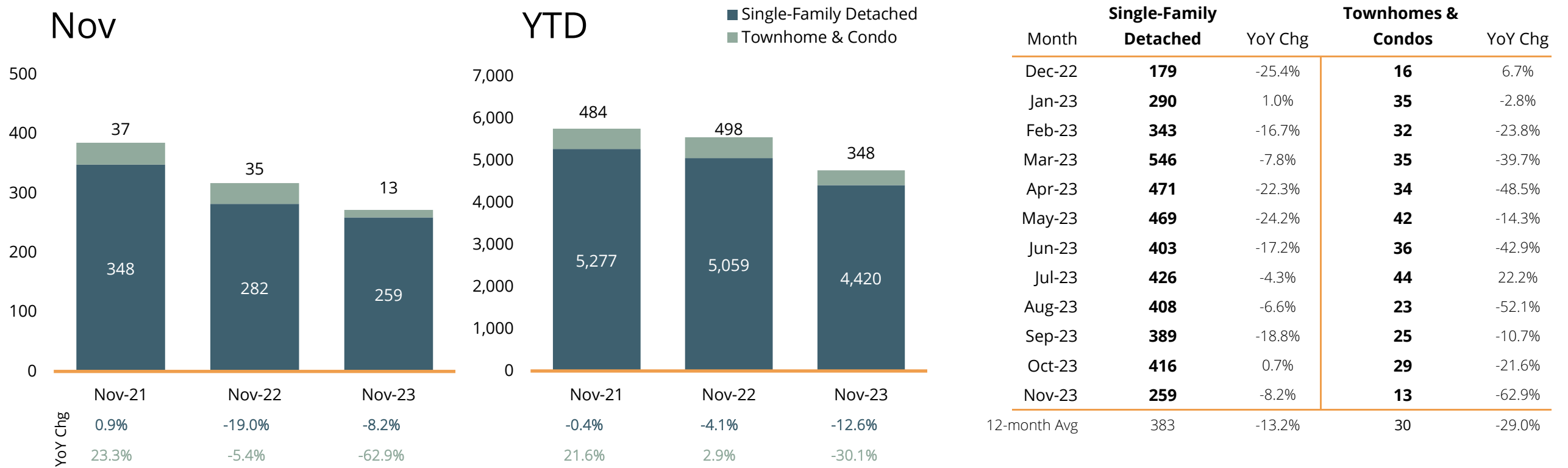


## Historical Pending Sales by Month

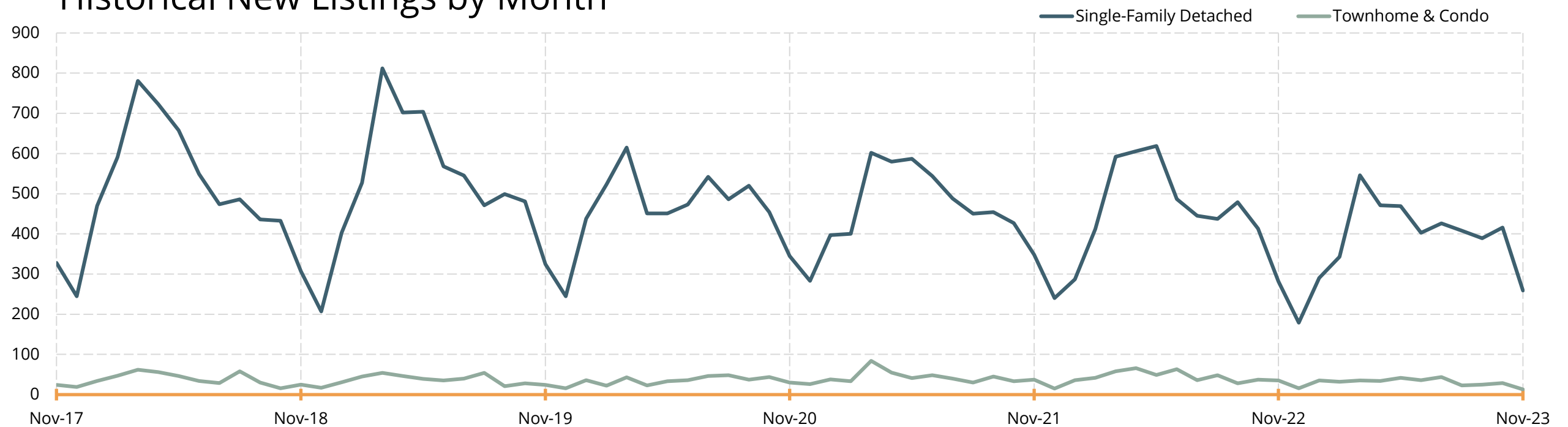


Source: Virginia REALTORS®, data accessed December 15, 2023

# New Listings

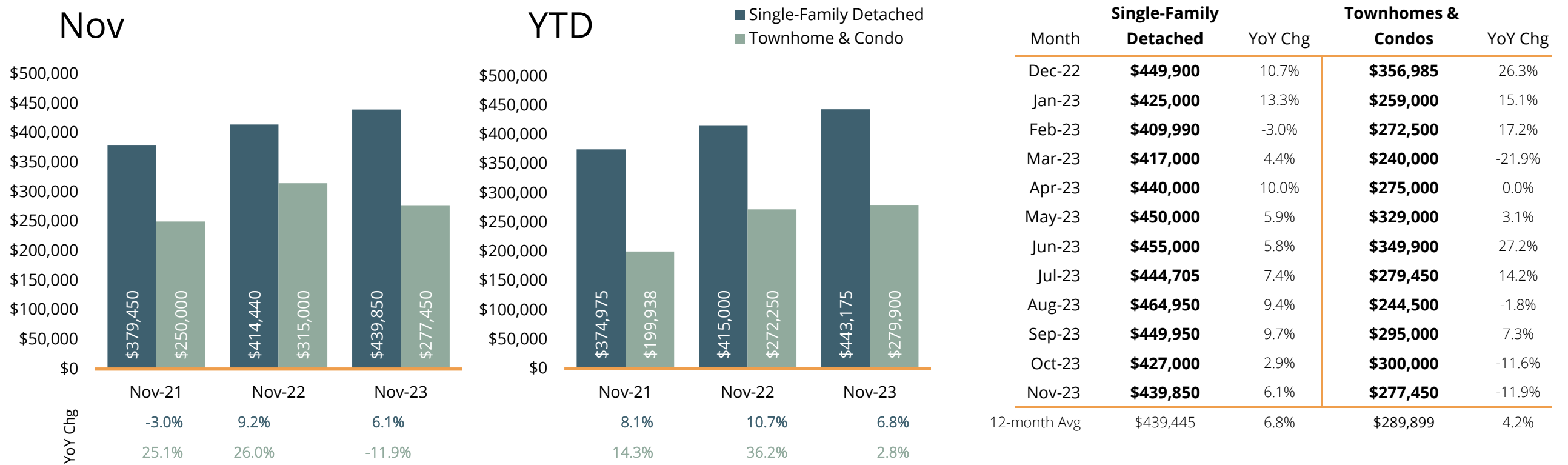


## Historical New Listings by Month

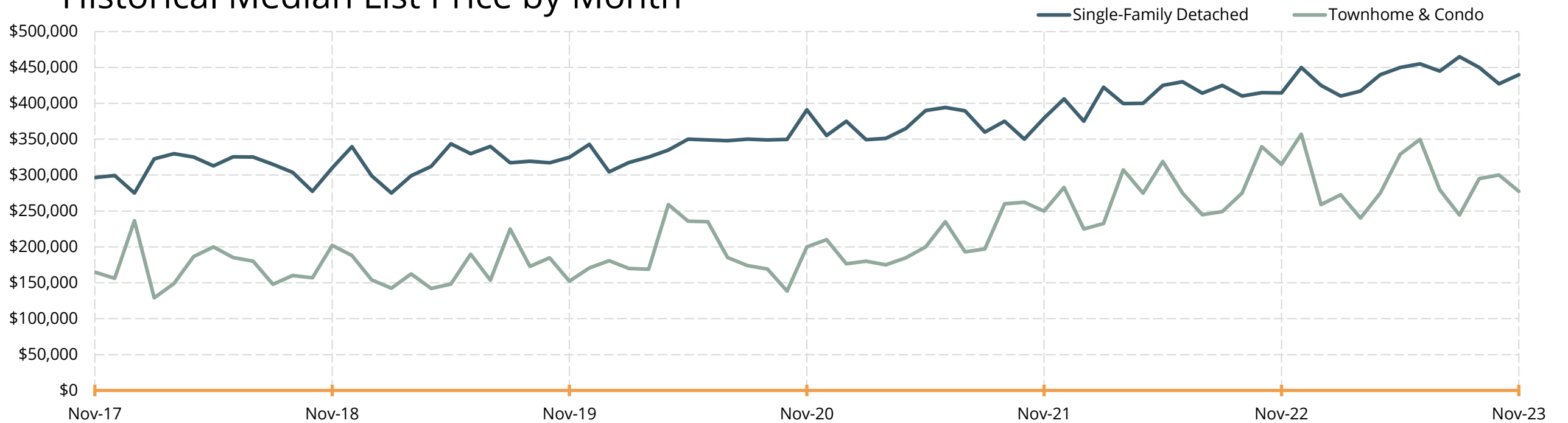


Source: Virginia REALTORS®, data accessed December 15, 2023

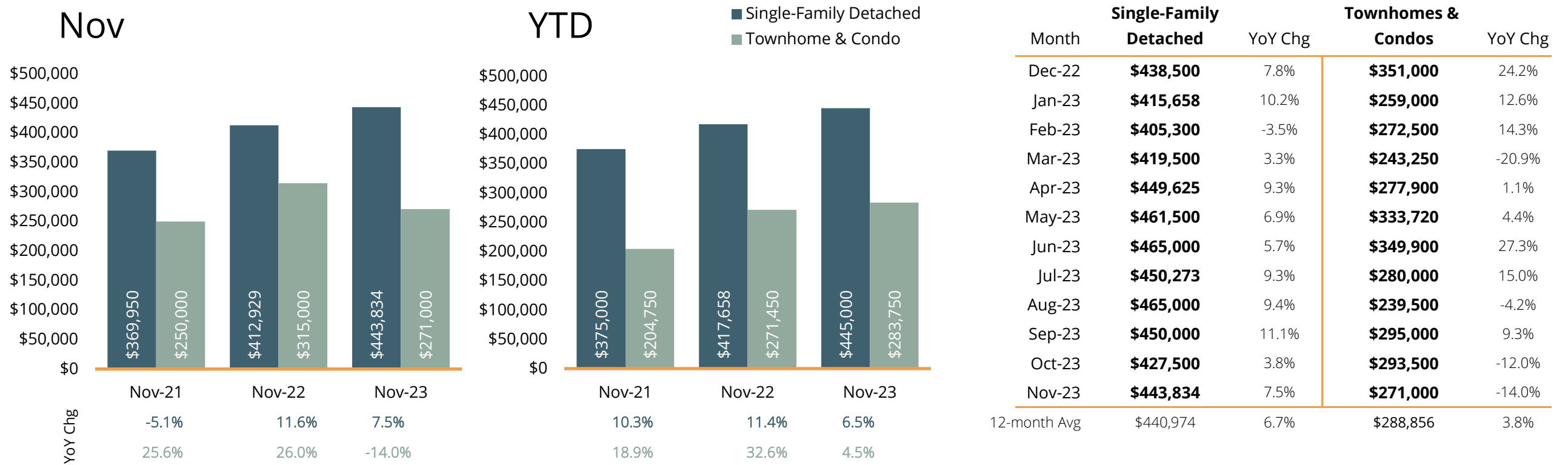
# Median List Price



## Historical Median List Price by Month

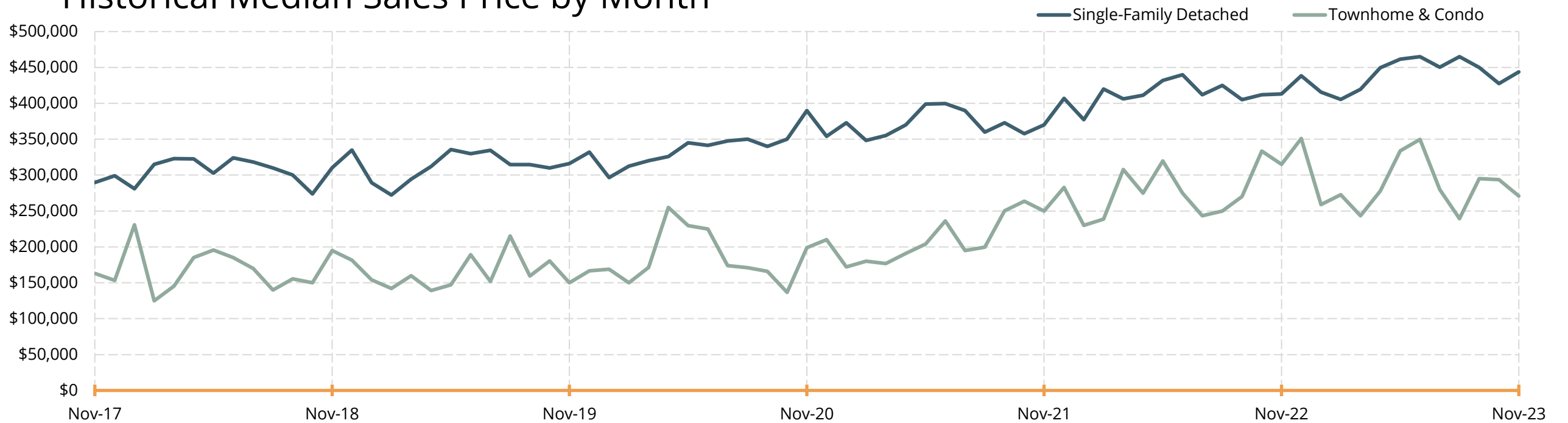


# Median Sales Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Dec-22	\$438,500	7.8%	\$351,000	24.2%
Jan-23	\$415,658	10.2%	\$259,000	12.6%
Feb-23	\$405,300	-3.5%	\$272,500	14.3%
Mar-23	\$419,500	3.3%	\$243,250	-20.9%
Apr-23	\$449,625	9.3%	\$277,900	1.1%
May-23	\$461,500	6.9%	\$333,720	4.4%
Jun-23	\$465,000	5.7%	\$349,900	27.3%
Jul-23	\$450,273	9.3%	\$280,000	15.0%
Aug-23	\$465,000	9.4%	\$239,500	-4.2%
Sep-23	\$450,000	11.1%	\$295,000	9.3%
Oct-23	\$427,500	3.8%	\$293,500	-12.0%
Nov-23	\$443,834	7.5%	\$271,000	-14.0%
12-month Avg	\$440,974	6.7%	\$288,856	3.8%

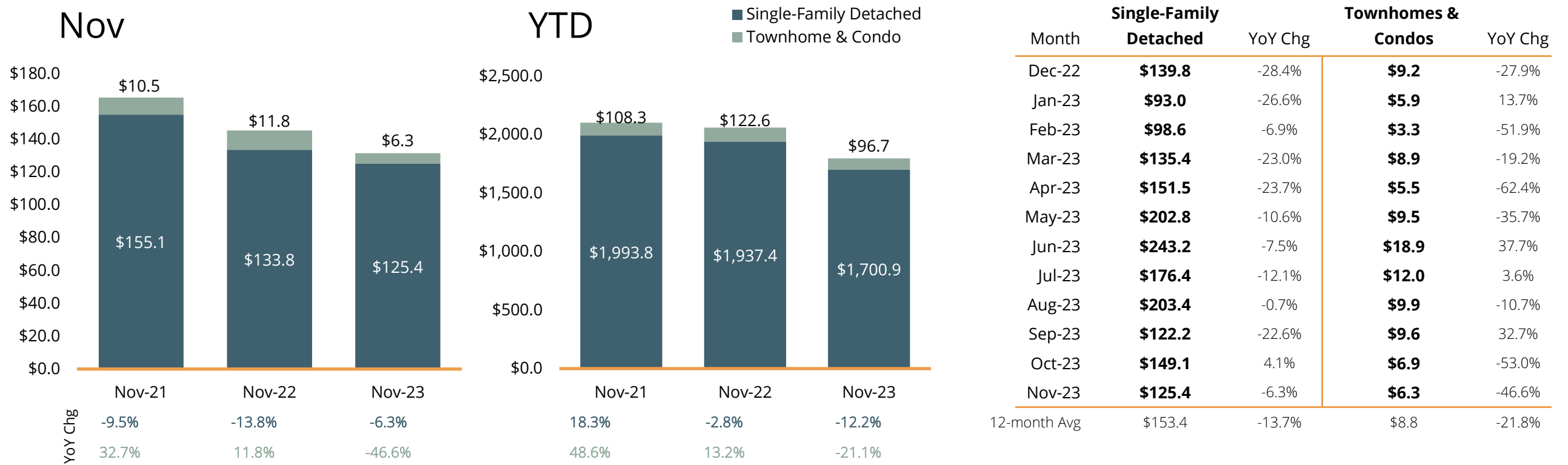
## Historical Median Sales Price by Month



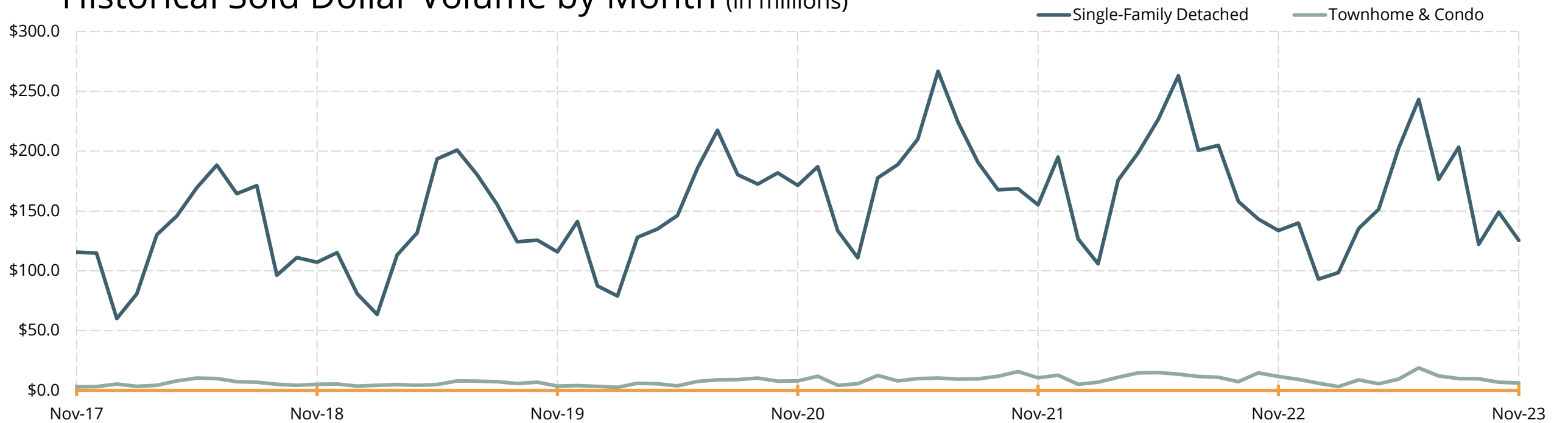
Source: Virginia REALTORS®, data accessed December 15, 2023



# Sold Dollar Volume (in millions)

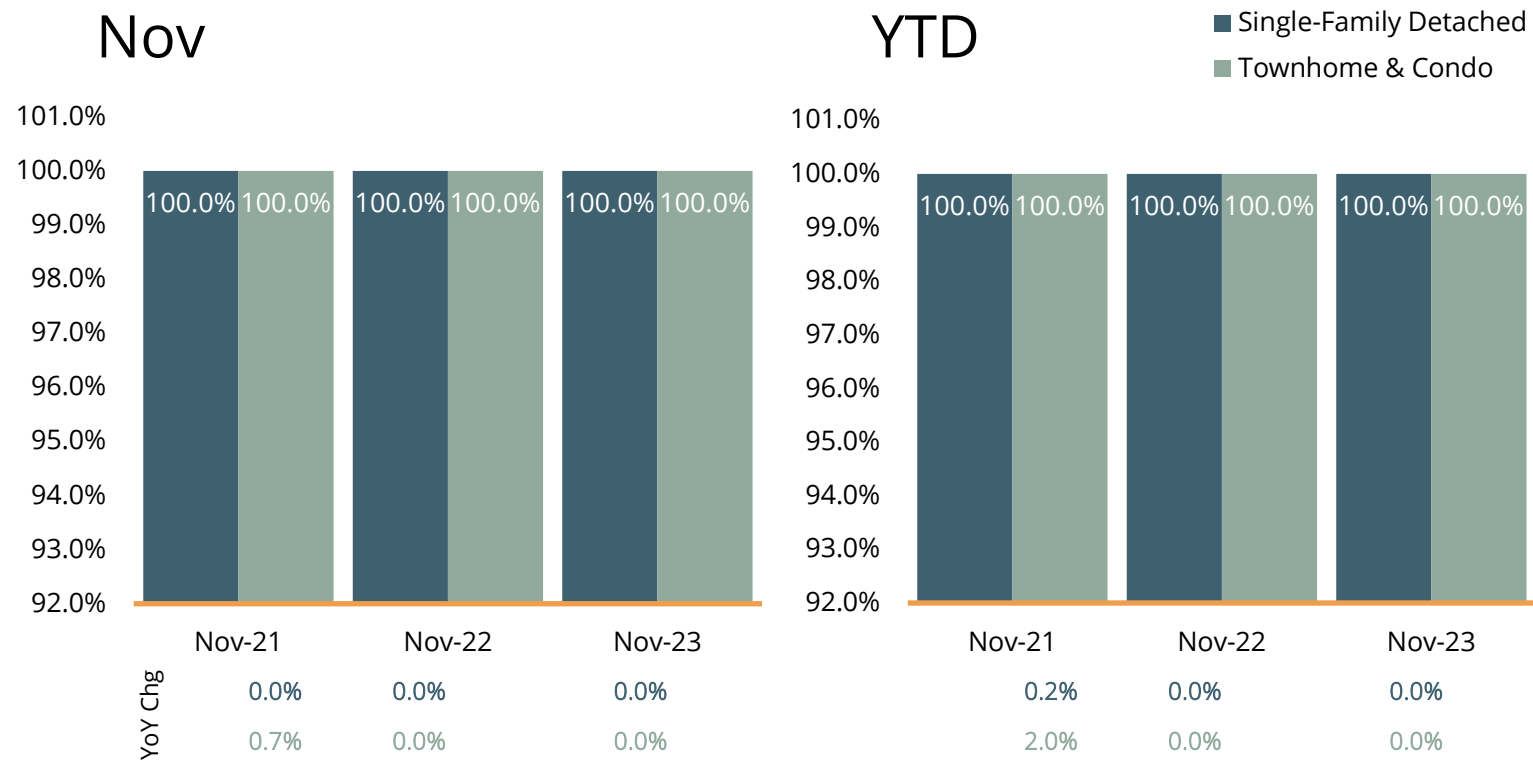


## Historical Sold Dollar Volume by Month (in millions)



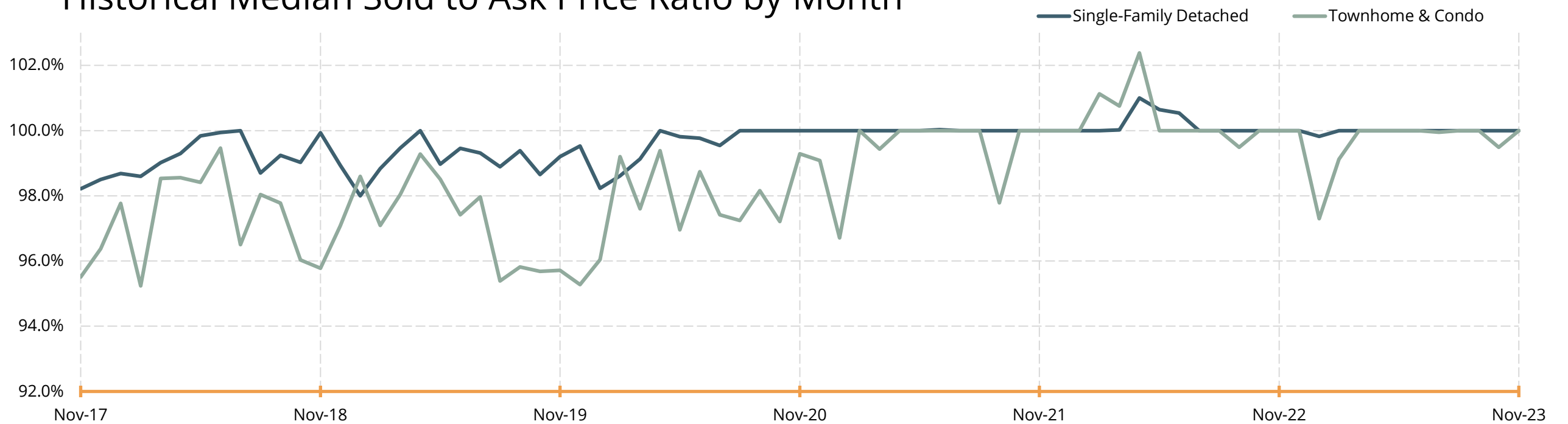
Source: Virginia REALTORS®, data accessed December 15, 2023

# Median Sold to Ask Price Ratio



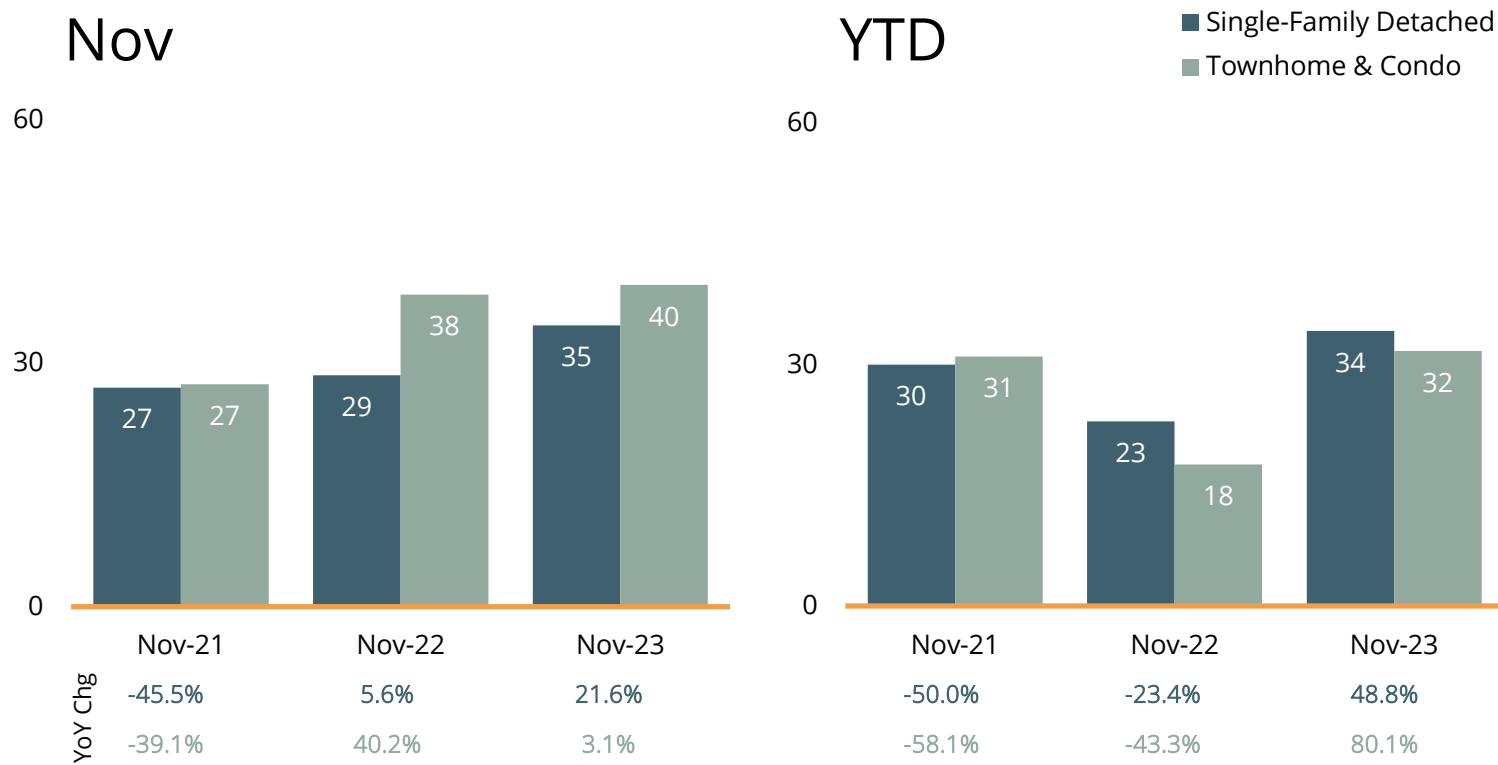
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Dec-22	100.0%	0.0%	100.0%	0.0%
Jan-23	99.8%	-0.2%	97.3%	-2.7%
Feb-23	100.0%	0.0%	99.1%	-2.0%
Mar-23	100.0%	0.0%	100.0%	-0.8%
Apr-23	100.0%	-1.0%	100.0%	-2.3%
May-23	100.0%	-0.6%	100.0%	0.0%
Jun-23	100.0%	-0.5%	100.0%	0.0%
Jul-23	100.0%	0.0%	99.9%	-0.1%
Aug-23	100.0%	0.0%	100.0%	0.0%
Sep-23	100.0%	0.0%	100.0%	0.5%
Oct-23	100.0%	0.0%	99.5%	-0.5%
Nov-23	100.0%	0.0%	100.0%	0.0%
12-month Avg	100.0%	-0.2%	99.7%	-0.7%

## Historical Median Sold to Ask Price Ratio by Month



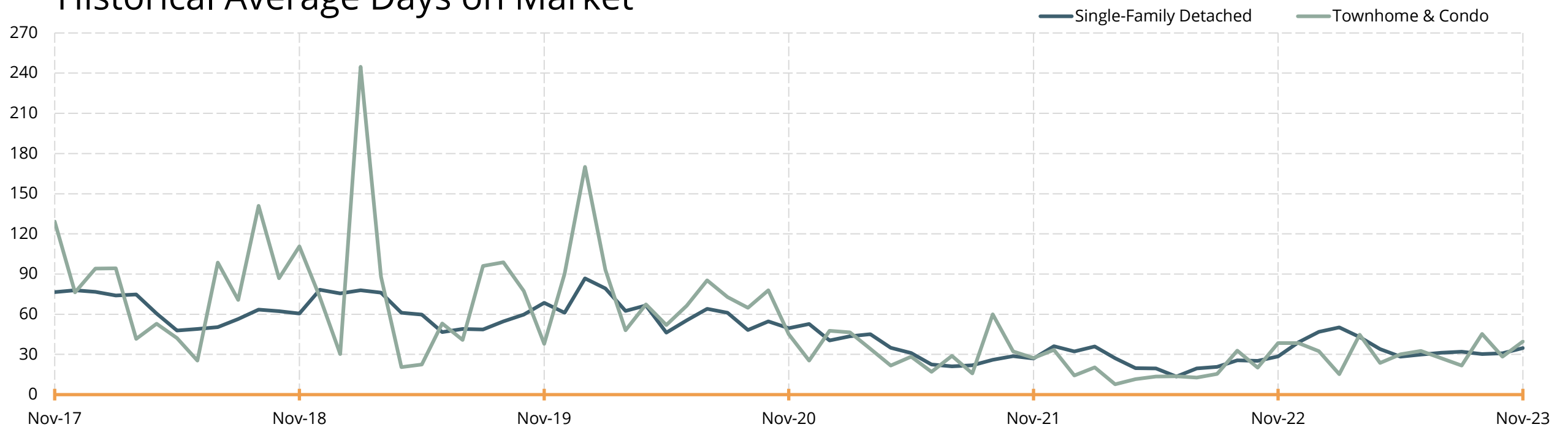
Source: Virginia REALTORS®, data accessed December 15, 2023

# Average Days on Market



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-22	<b>39</b>	8.1%	<b>38</b>	15.0%
Jan-23	<b>47</b>	45.2%	<b>32</b>	126.5%
Feb-23	<b>50</b>	39.1%	<b>15</b>	-25.3%
Mar-23	<b>43</b>	58.1%	<b>45</b>	480.1%
Apr-23	<b>34</b>	72.6%	<b>24</b>	103.9%
May-23	<b>28</b>	45.8%	<b>30</b>	121.4%
Jun-23	<b>30</b>	121.5%	<b>33</b>	137.0%
Jul-23	<b>31</b>	59.9%	<b>27</b>	115.1%
Aug-23	<b>32</b>	54.8%	<b>22</b>	41.5%
Sep-23	<b>30</b>	18.4%	<b>45</b>	38.3%
Oct-23	<b>31</b>	22.2%	<b>28</b>	40.6%
Nov-23	<b>35</b>	21.6%	<b>40</b>	3.1%
12-month Avg	36	41.6%	32	62.1%

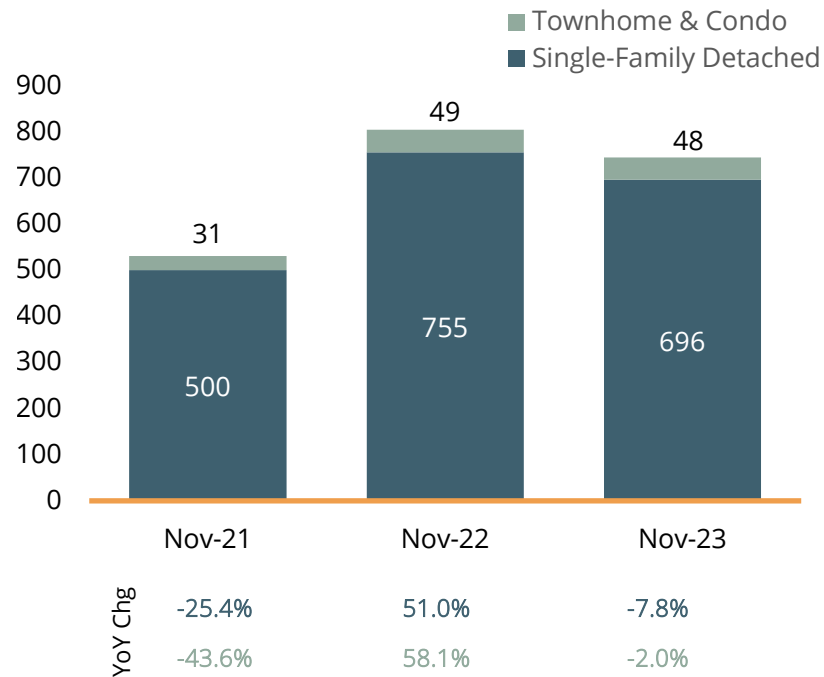
## Historical Average Days on Market



# Active Listings

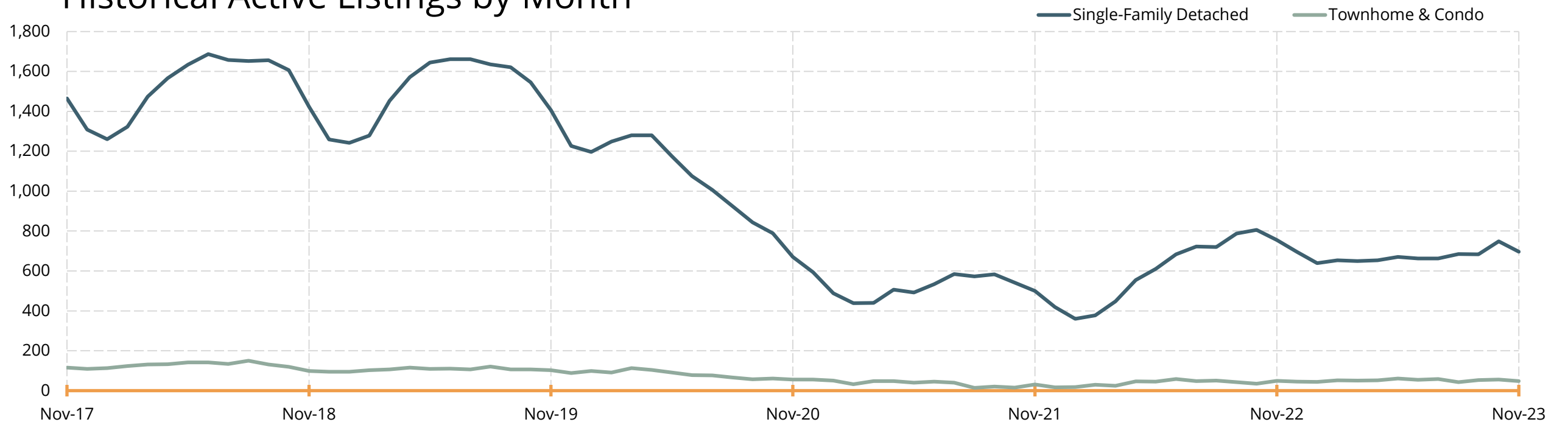


Nov



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Dec-22	695	65.9%	45	164.7%
Jan-23	639	77.5%	44	144.4%
Feb-23	654	73.5%	52	79.3%
Mar-23	650	45.4%	50	100.0%
Apr-23	654	18.1%	52	13.0%
May-23	671	10.0%	61	35.6%
Jun-23	663	-2.9%	54	-6.9%
Jul-23	662	-8.3%	58	20.8%
Aug-23	685	-4.9%	43	-14.0%
Sep-23	684	-13.1%	53	26.2%
Oct-23	748	-7.2%	55	57.1%
Nov-23	696	-7.8%	48	-2.0%
12-month Avg	675	11.9%	51	33.1%

## Historical Active Listings by Month

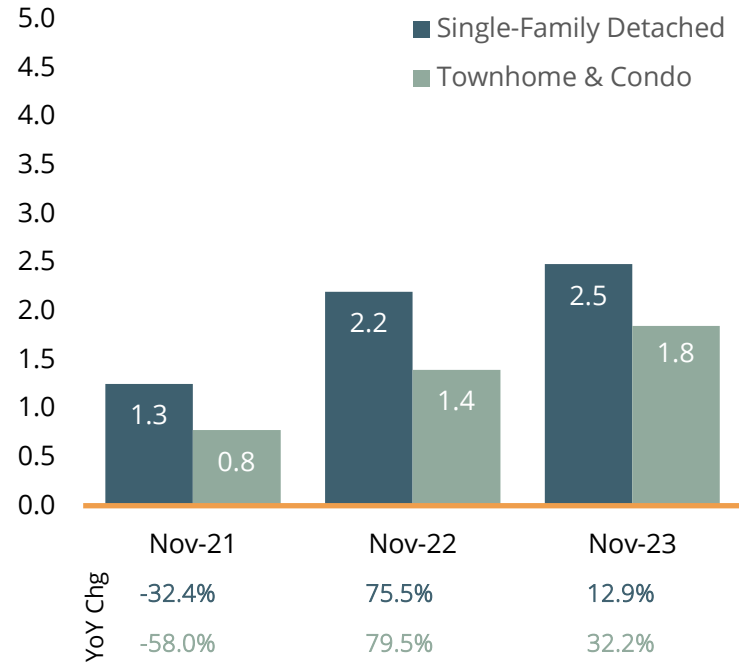


Source: Virginia REALTORS®, data accessed December 15, 2023

# Months of Supply

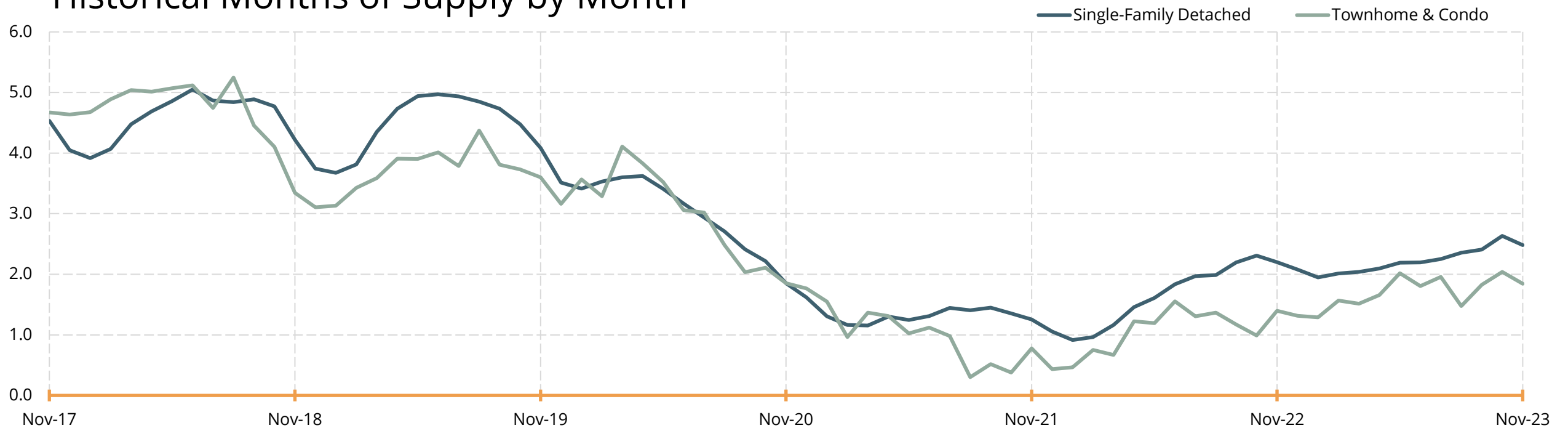


Nov



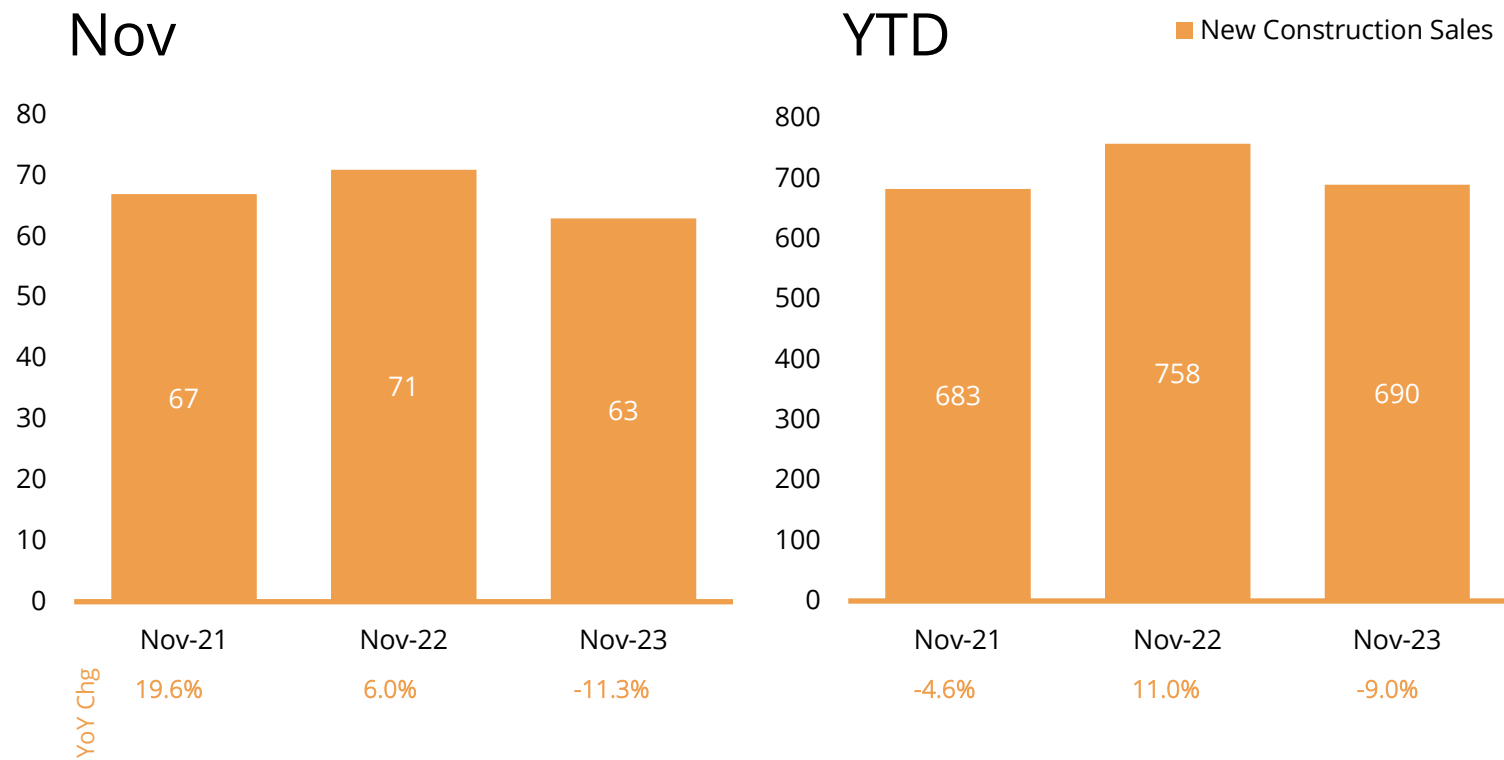
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Dec-22	2.1	97.0%	1.3	202.8%
Jan-23	1.9	112.8%	1.3	177.2%
Feb-23	2.0	108.4%	1.6	108.1%
Mar-23	2.0	75.6%	1.5	127.3%
Apr-23	2.1	43.9%	1.7	35.6%
May-23	2.2	36.3%	2.0	68.8%
Jun-23	2.2	19.6%	1.8	16.2%
Jul-23	2.2	14.2%	2.0	49.7%
Aug-23	2.4	18.5%	1.5	7.9%
Sep-23	2.4	9.7%	1.8	55.9%
Oct-23	2.6	14.2%	2.0	105.6%
Nov-23	2.5	12.9%	1.8	32.2%
12-month Avg	2.2	35.8%	1.7	62.2%

## Historical Months of Supply by Month



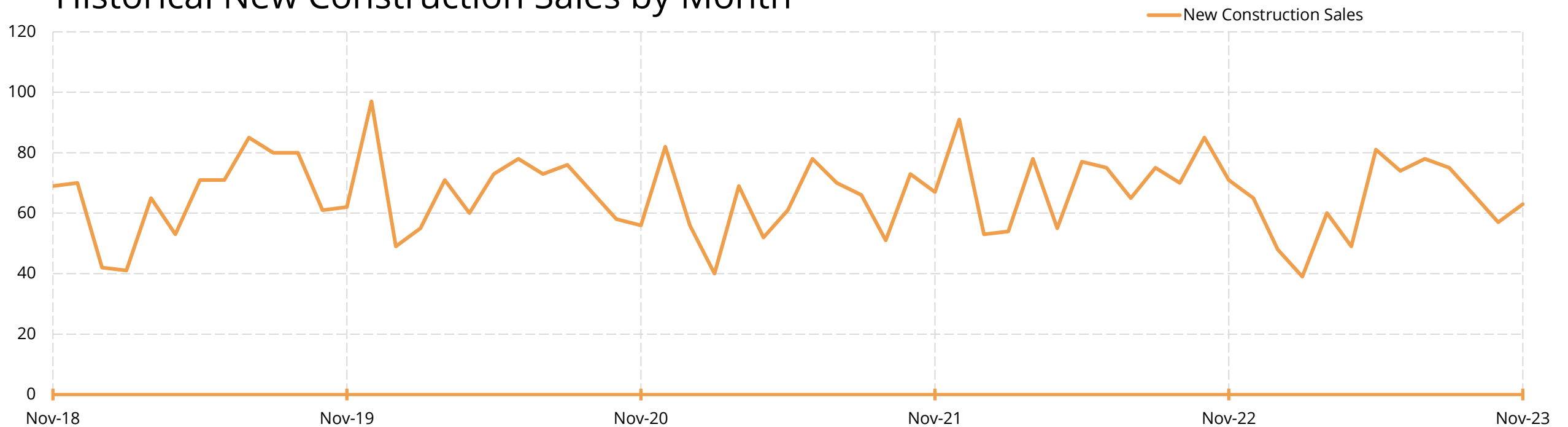
Source: Virginia REALTORS®, data accessed December 15, 2023

# New Construction Sales



New Construction		
Month	Sales	YoY Chg
Dec-22	65	-28.6%
Jan-23	48	-9.4%
Feb-23	39	-27.8%
Mar-23	60	-23.1%
Apr-23	49	-10.9%
May-23	81	5.2%
Jun-23	74	-1.3%
Jul-23	78	20.0%
Aug-23	75	0.0%
Sep-23	66	-5.7%
Oct-23	57	-32.9%
Nov-23	63	-11.3%
12-month Avg	63	-11.1%

## Historical New Construction Sales by Month



Source: Virginia REALTORS®, data accessed December 15, 2023

# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg
Albemarle County	127	<b>104</b>	-18.1%	126	<b>108</b>	-14.3%	\$463,000	<b>\$536,315</b>	15.8%	298	<b>277</b>	-7.0%	1.9	<b>2.1</b>	9.7%
Charlottesville	34	<b>16</b>	-52.9%	38	<b>23</b>	-39.5%	\$425,750	<b>\$390,000</b>	-8.4%	58	<b>46</b>	-20.7%	1.2	<b>1.4</b>	12.6%
Fluvanna County	42	<b>25</b>	-40.5%	43	<b>25</b>	-41.9%	\$336,000	<b>\$360,000</b>	7.1%	112	<b>51</b>	-54.5%	2.4	<b>1.4</b>	-43.3%
Greene County	15	<b>14</b>	-6.7%	15	<b>17</b>	13.3%	\$390,000	<b>\$400,000</b>	2.6%	67	<b>59</b>	-11.9%	2.5	<b>3.2</b>	28.1%
Louisa County	67	<b>84</b>	25.4%	50	<b>54</b>	8.0%	\$331,625	<b>\$397,000</b>	19.7%	201	<b>217</b>	8.0%	2.9	<b>3.6</b>	22.8%
Nelson County	32	<b>29</b>	-9.4%	30	<b>23</b>	-23.3%	\$286,000	<b>\$285,000</b>	-0.3%	68	<b>94</b>	38.2%	2.0	<b>3.8</b>	85.7%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg
Albemarle County	2,288	<b>2,055</b>	-10.2%	1,684	<b>1,459</b>	-13.4%	\$475,000	<b>\$509,995</b>	7.4%	298	<b>277</b>	-7.0%
Charlottesville	592	<b>439</b>	-25.8%	504	<b>363</b>	-28.0%	\$425,000	<b>\$446,500</b>	5.1%	58	<b>46</b>	-20.7%
Fluvanna County	724	<b>481</b>	-33.6%	517	<b>404</b>	-21.9%	\$345,000	<b>\$350,000</b>	1.4%	112	<b>51</b>	-54.5%
Greene County	382	<b>294</b>	-23.0%	294	<b>205</b>	-30.3%	\$358,000	<b>\$385,000</b>	7.5%	67	<b>59</b>	-11.9%
Louisa County	1,116	<b>1,109</b>	-0.6%	736	<b>653</b>	-11.3%	\$356,000	<b>\$389,900</b>	9.5%	201	<b>217</b>	8.0%
Nelson County	455	<b>390</b>	-14.3%	364	<b>274</b>	-24.7%	\$375,500	<b>\$347,450</b>	-7.5%	68	<b>94</b>	38.2%



# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg
Albemarle County	112	<b>99</b>	-11.6%	112	<b>102</b>	-8.9%	\$484,245	<b>\$548,050</b>	13.2%	274	<b>268</b>	-2.2%	2.0	<b>2.2</b>	14.4%
Charlottesville	28	<b>15</b>	-46.4%	31	<b>19</b>	-38.7%	\$426,500	<b>\$413,000</b>	-3.2%	47	<b>37</b>	-21.3%	1.2	<b>1.3</b>	10.2%
Fluvanna County	42	<b>25</b>	-40.5%	43	<b>25</b>	-41.9%	\$336,000	<b>\$360,000</b>	7.1%	111	<b>51</b>	-54.1%	2.4	<b>1.4</b>	-42.8%
Greene County	15	<b>14</b>	-6.7%	15	<b>16</b>	6.7%	\$390,000	<b>\$412,500</b>	5.8%	67	<b>59</b>	-11.9%	2.5	<b>3.2</b>	28.7%
Louisa County	66	<b>84</b>	27.3%	50	<b>54</b>	8.0%	\$331,625	<b>\$397,000</b>	19.7%	200	<b>214</b>	7.0%	2.9	<b>3.6</b>	23.3%
Nelson County	19	<b>22</b>	15.8%	18	<b>14</b>	-22.2%	\$390,500	<b>\$352,500</b>	-9.7%	56	<b>67</b>	19.6%	2.6	<b>3.9</b>	52.0%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg
Albemarle County	2,042	<b>1,887</b>	-7.6%	1,508	<b>1,320</b>	-12.5%	\$499,684	<b>\$530,000</b>	6.1%	274	<b>268</b>	-2.2%
Charlottesville	504	<b>385</b>	-23.6%	430	<b>313</b>	-27.2%	\$450,000	<b>\$465,000</b>	3.3%	47	<b>37</b>	-21.3%
Fluvanna County	721	<b>480</b>	-33.4%	516	<b>404</b>	-21.7%	\$345,000	<b>\$350,000</b>	1.4%	111	<b>51</b>	-54.1%
Greene County	382	<b>293</b>	-23.3%	294	<b>204</b>	-30.6%	\$358,000	<b>\$386,000</b>	7.8%	67	<b>59</b>	-11.9%
Louisa County	1,111	<b>1,093</b>	-1.6%	733	<b>648</b>	-11.6%	\$356,000	<b>\$385,000</b>	8.1%	200	<b>214</b>	7.0%
Nelson County	299	<b>282</b>	-5.7%	235	<b>192</b>	-18.3%	\$470,000	<b>\$428,000</b>	-8.9%	56	<b>67</b>	19.6%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg
Albemarle County	15	<b>5</b>	-66.7%	14	<b>6</b>	-57.1%	\$335,000	<b>\$213,500</b>	-36.3%	24	<b>9</b>	-63%	1.5	<b>0.7</b>	-52%
Charlottesville	6	<b>1</b>	-83.3%	7	<b>4</b>	-42.9%	\$385,000	<b>\$347,500</b>	-9.7%	11	<b>9</b>	-18.2%	1.6	<b>2.0</b>	26.4%
Fluvanna County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	1	<b>0</b>	-100.0%	12.0	<b>0.0</b>	-100.0%
Greene County	0	<b>0</b>	n/a	0	<b>1</b>	n/a	\$0	<b>\$295,000</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%	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	1	<b>3</b>	200.0%	4.0	<b>3.0</b>	-25.0%
Nelson County	13	<b>7</b>	-46.2%	12	<b>9</b>	-25.0%	\$257,500	<b>\$272,000</b>	5.6%	12	<b>27</b>	125.0%	1.1	<b>3.6</b>	240.0%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg	Nov-22	Nov-23	% chg
Albemarle County	246	<b>168</b>	-31.7%	176	<b>139</b>	-21.0%	\$278,200	<b>\$283,950</b>	2.1%	24	<b>9</b>	-62.5%
Charlottesville	88	<b>54</b>	-38.6%	74	<b>50</b>	-32.4%	\$320,000	<b>\$303,750</b>	-5.1%	11	<b>9</b>	-18.2%
Fluvanna County	3	<b>1</b>	-66.7%	1	<b>0</b>	-100.0%	\$400,000	<b>\$0</b>	-100.0%	1	<b>0</b>	-100.0%
Greene County	0	<b>1</b>	n/a	0	<b>1</b>	n/a	\$0	<b>\$295,000</b>	n/a	0	<b>0</b>	n/a
Louisa County	5	<b>16</b>	220.0%	3	<b>5</b>	66.7%	\$440,000	<b>\$567,372</b>	28.9%	1	<b>3</b>	200.0%
Nelson County	156	<b>108</b>	-30.8%	129	<b>82</b>	-36.4%	\$250,000	<b>\$250,000</b>	0.0%	12	<b>27</b>	125.0%



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 Virginia REALTORS® Chief Economist, Ryan Price

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