

DECEMBER  
**2021**

# **CAAR** CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# CAAR Market Indicators Report



## Key Market Trends: December 2021

- Sales activity continues to moderate in the CAAR housing market.** There were 415 sales in the region in December, 33 fewer sales than a year ago, which is a 7.4% decrease. Sales have been slowing down five out of the last six months in the CAAR market. There were some local markets that had sales growth, notably Charlottesville (+31.0%) and Albemarle County (+10.5%). The sharpest drop in sales occurred in Nelson County (-49.2%).
- For the seventh straight month there were fewer pending sales in the CAAR area.** There were 282 pending sales across the CAAR footprint in December, a 4.4% decline from last year, which is 13 fewer pending sales. Pending sales also declined from November's level (-18.5%), but this is a typical seasonal change. Greene County had the largest drop in pending sales, down 35.0% from last December. There was a small uptick in Charlottesville, which had 2 more pending sales than a year ago (+8.7%).
- Strong price growth resumes in the CAAR area after falling flat last month.** The December median sales price in the CAAR market was \$399,500, which is a 16.6% jump from last year, a gain of nearly \$57,000. Price growth was widespread in the region. The largest gains were in Nelson County (+41.5%) and Albemarle County (+16.0%). Charlottesville was the only local market to have a drop in the median sales price, down 6.9% from last December.
- Inventory shortage is getting worse, large drop in active listings and new listings.** There were just 436 active listings in the CAAR footprint at the end of December, 213 fewer listings than a year ago, which is a 32.8% reduction. After a small uptick in November, new listings declined again in the region, down 17.5% from last December, which is 54 fewer new listings.



## CAAR Market Dashboard

YoY Chg	Dec-21	Indicator
▼ -7.4%	415	Sales
▼ -4.4%	282	Pending Sales
▼ -17.5%	255	New Listings
▲ 14.5%	\$399,000	Median List Price
▲ 16.6%	\$399,500	Median Sales Price
▲ 17.9%	\$224	Median Price Per Square Foot
▲ 4.7%	\$208.0	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -27.8%	36	Average Days on Market
▼ -32.8%	436	Active Listings
▼ -38.8%	1.0	Months of Supply
▲ 11.0%	91	New Construction Sales

### INTEREST RATE TRACKER

30-YR Fixed  
15-YR Fixed  
5/1-YR ADJ.



January 13, 2022

3.45 %  
2.62 %  
2.57 %

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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.**

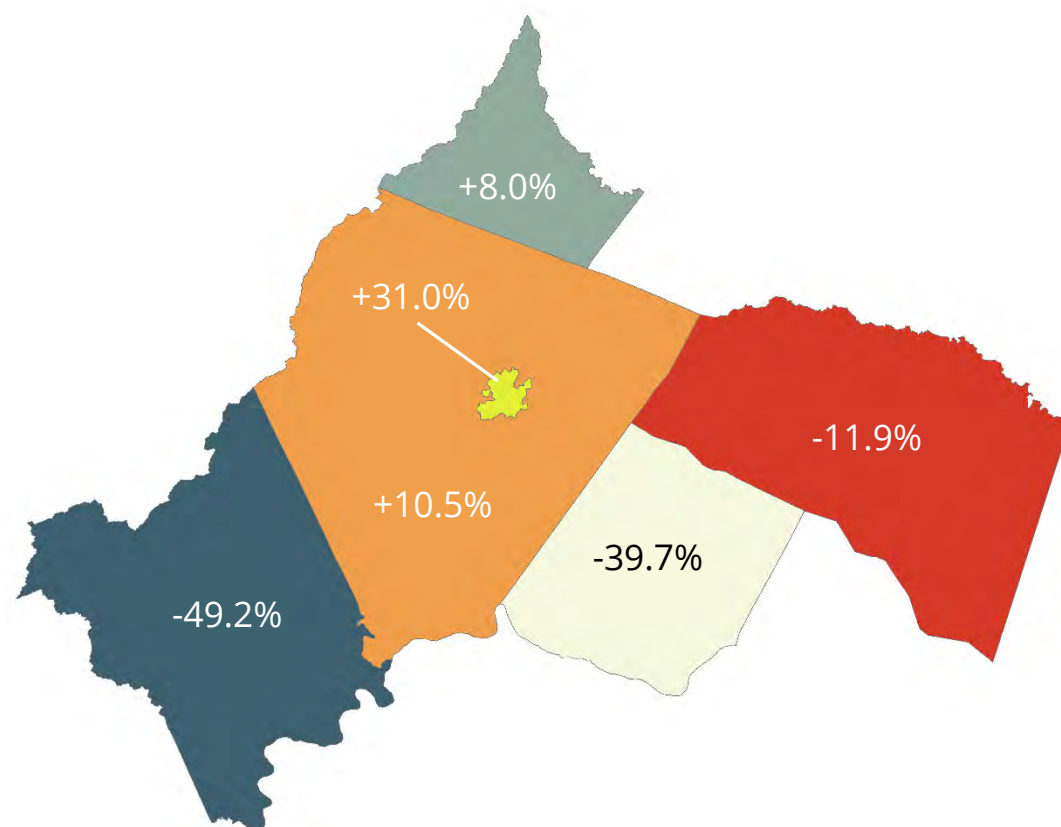
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	Dec-20	Dec-21	% Chg
Albemarle County	171	189	10.5%
Charlottesville	42	55	31.0%
Fluvanna County	63	38	-39.7%
Greene County	25	27	8.0%
Louisa County	84	74	-11.9%
Nelson County	63	32	-49.2%
<b>CAAR</b>	<b>448</b>	<b>415</b>	<b>-7.4%</b>

# Total Market Overview



Key Metrics	2-year Trends		Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19	Dec-21						
Sales			448	<b>415</b>	-7.4%	4,773	<b>5,236</b>	9.7%
Pending Sales			295	<b>282</b>	-4.4%	4,979	<b>5,196</b>	4.4%
New Listings			309	<b>255</b>	-17.5%	6,005	<b>6,016</b>	0.2%
Median List Price			\$348,550	<b>\$399,000</b>	14.5%	\$332,575	<b>\$364,583</b>	9.6%
Median Sales Price			\$342,535	<b>\$399,500</b>	16.6%	\$330,000	<b>\$365,000</b>	10.6%
Median Price Per Square Foot			\$190	<b>\$224</b>	17.9%	\$182	<b>\$207</b>	13.3%
Sold Dollar Volume (in millions)			\$198.8	<b>\$208.0</b>	4.7%	\$1,956.6	<b>\$2,310.2</b>	18.1%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	99.7%	<b>100.0%</b>	0.3%
Average Days on Market			50	<b>36</b>	-27.8%	60	<b>31</b>	-48.6%
Active Listings			649	<b>436</b>	-32.8%	n/a	<b>n/a</b>	n/a
Months of Supply			1.6	<b>1.0</b>	-38.8%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19	Dec-21						
Sales			401	<b>378</b>	-5.7%	4,392	<b>4,768</b>	8.6%
Pending Sales			272	<b>253</b>	-7.0%	4,591	<b>4,702</b>	2.4%
New Listings			283	<b>240</b>	-15.2%	5,581	<b>5,517</b>	-1.1%
Median List Price			\$355,000	<b>\$406,293</b>	14.4%	\$349,000	<b>\$375,000</b>	7.4%
Median Sales Price			\$354,000	<b>\$406,793</b>	14.9%	\$342,630	<b>\$377,500</b>	10.2%
Median Price Per Square Foot			\$190	<b>\$227</b>	19.6%	\$183	<b>\$208</b>	13.6%
Sold Dollar Volume (in millions)			\$187.0	<b>\$195.2</b>	4.4%	\$1,871.9	<b>\$2,189.0</b>	16.9%
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			53	<b>36</b>	-31.3%	59	<b>31</b>	-48.1%
Active Listings			593	<b>419</b>	-29.3%	n/a	<b>n/a</b>	n/a
Months of Supply			1.6	<b>1.1</b>	-34.9%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

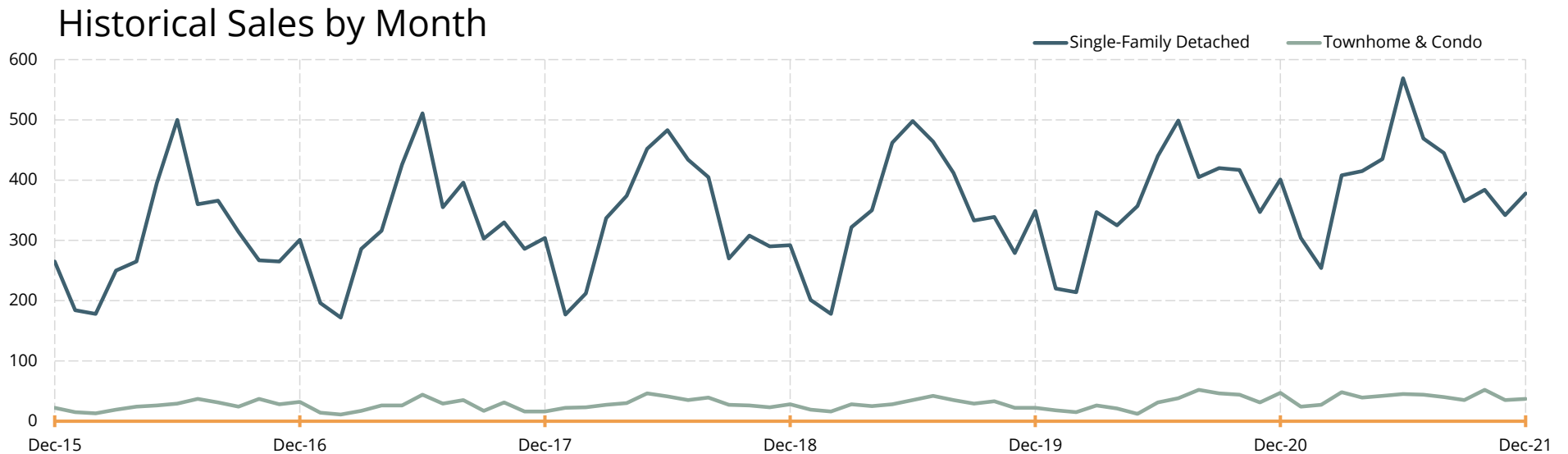
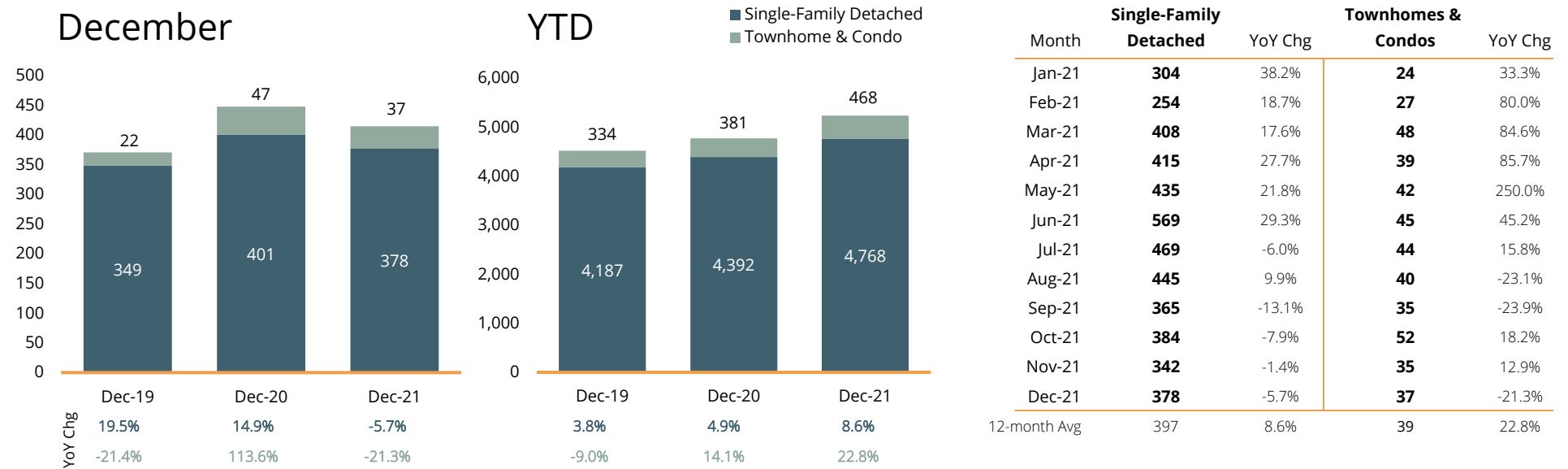
# Townhome & Condo Market Overview



Key Metrics	2-year Trends	Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19		Dec-21				
Sales		47	<b>37</b>	-21.3%	381	<b>468</b>	22.8%
Pending Sales		23	<b>29</b>	26.1%	388	<b>494</b>	27.3%
New Listings		26	<b>15</b>	-42.3%	424	<b>499</b>	17.7%
Median List Price		\$210,000	<b>\$282,668</b>	34.6%	\$179,500	<b>\$214,900</b>	19.7%
Median Sales Price		\$210,000	<b>\$282,668</b>	34.6%	\$175,000	<b>\$212,500</b>	21.4%
Median Price Per Square Foot		\$193	<b>\$189</b>	-2.4%	\$178	<b>\$193</b>	8.9%
Sold Dollar Volume (in millions)		\$11.8	<b>\$12.8</b>	8.7%	\$84.7	<b>\$121.2</b>	43.1%
Median Sold/Ask Price Ratio		99.1%	<b>100.0%</b>	0.9%	98.1%	<b>100.0%</b>	1.9%
Average Days on Market		25	<b>33</b>	31.1%	68	<b>31</b>	-53.7%
Active Listings		56	<b>17</b>	-69.6%	n/a	<b>n/a</b>	n/a
Months of Supply		1.8	<b>0.4</b>	-75.3%	n/a	<b>n/a</b>	n/a

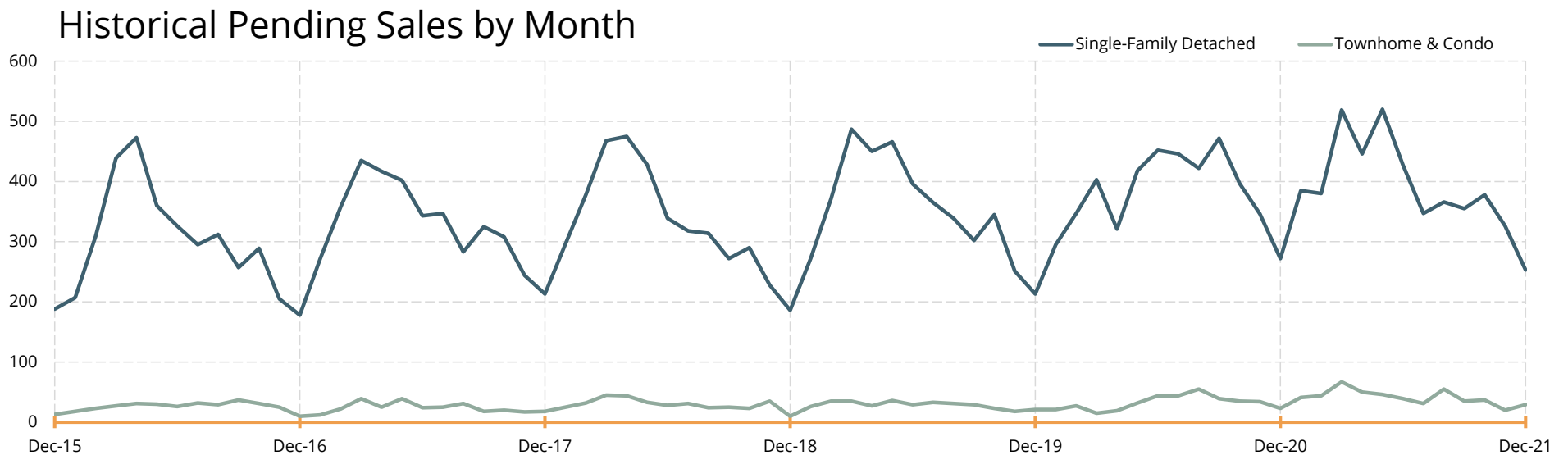
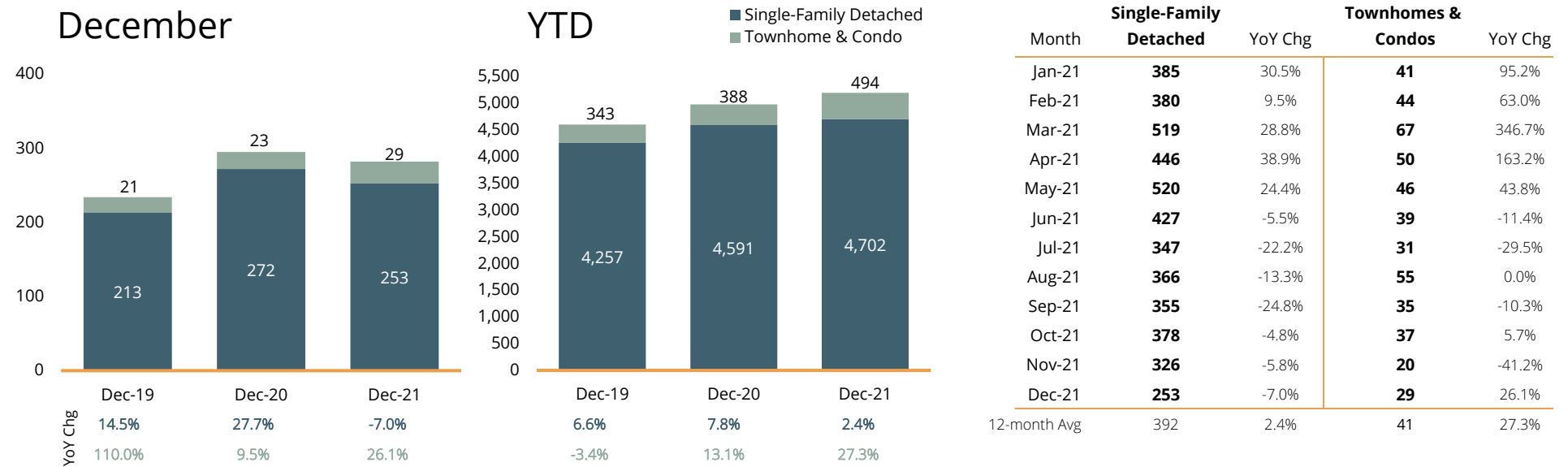
Source: Virginia REALTORS®, data accessed January 15, 2022

# Sales

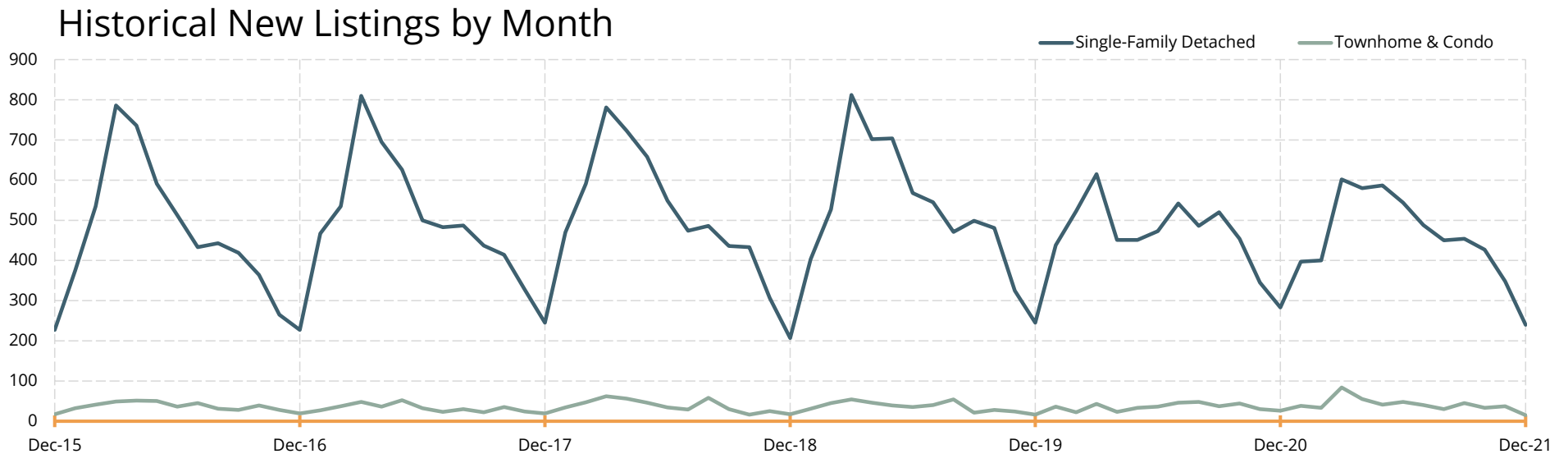
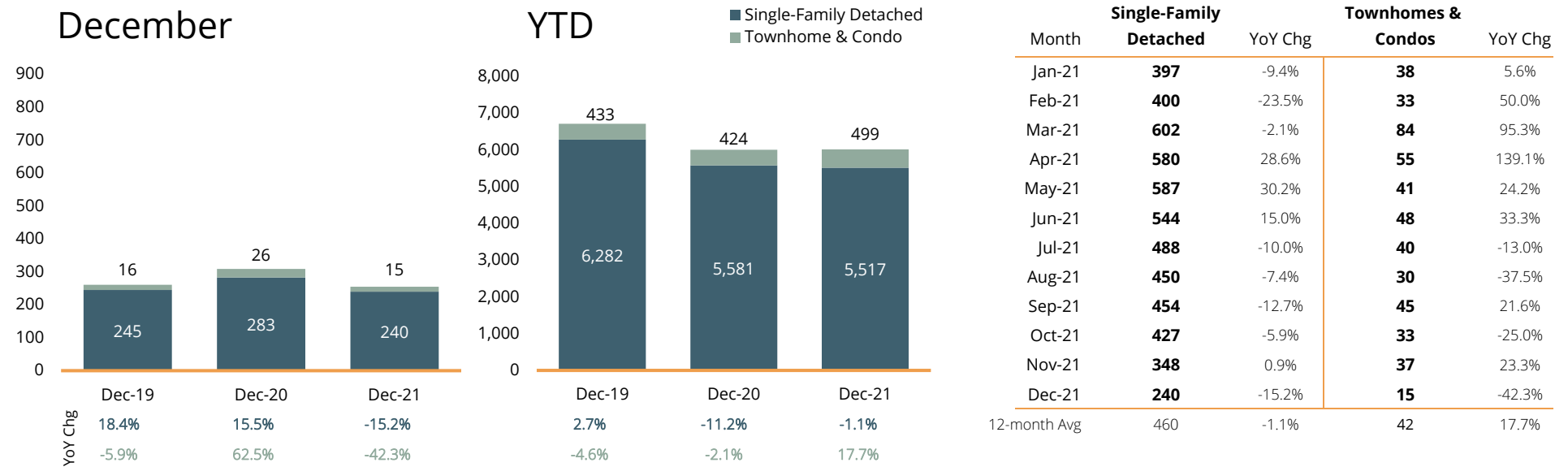




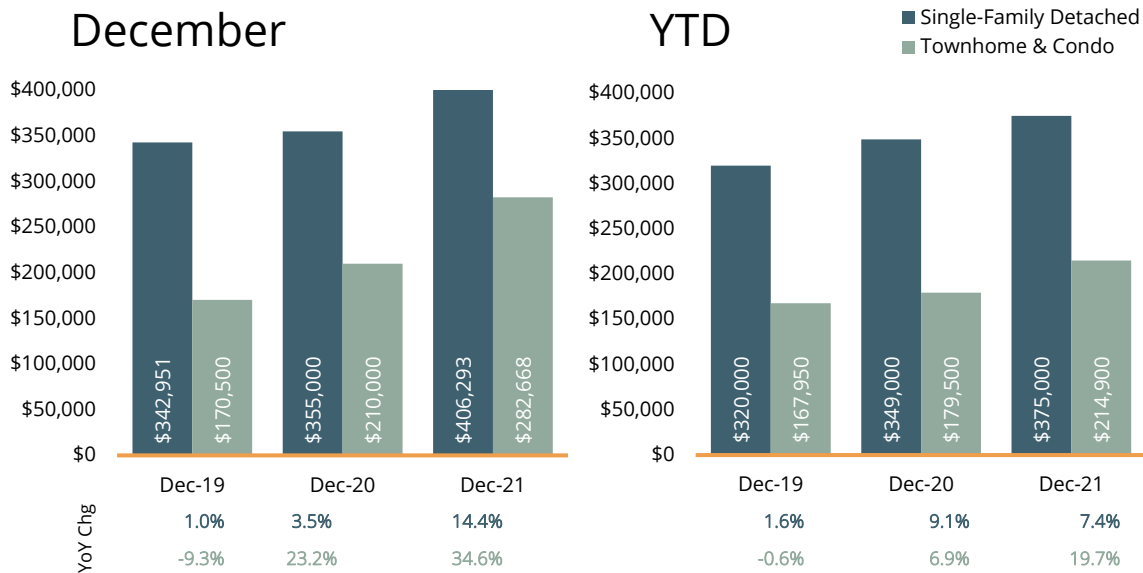
# Pending Sales



# New Listings

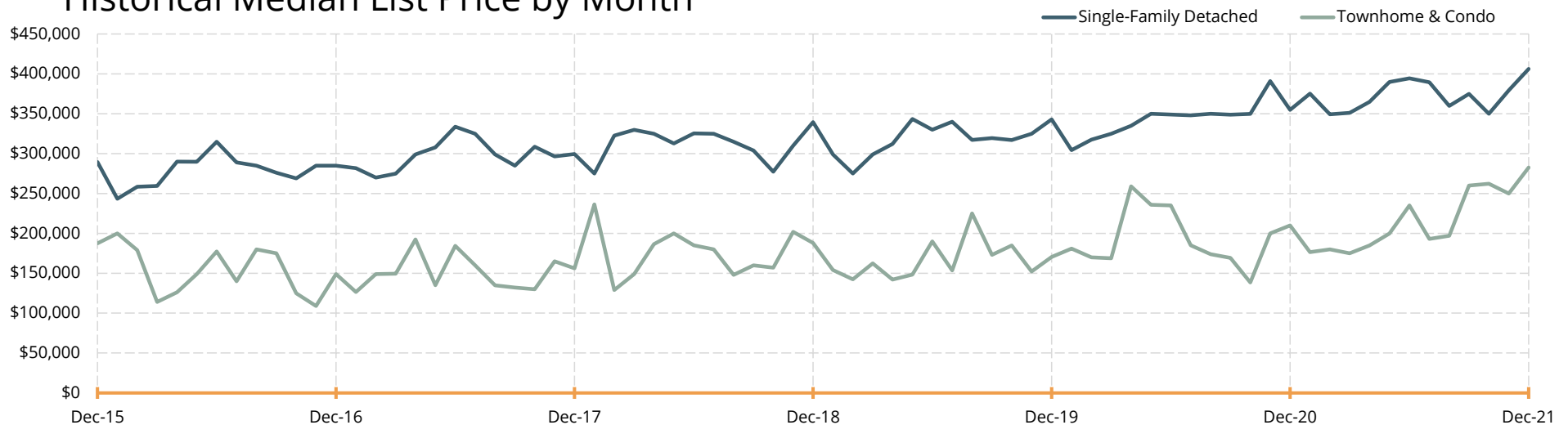


# Median List Price

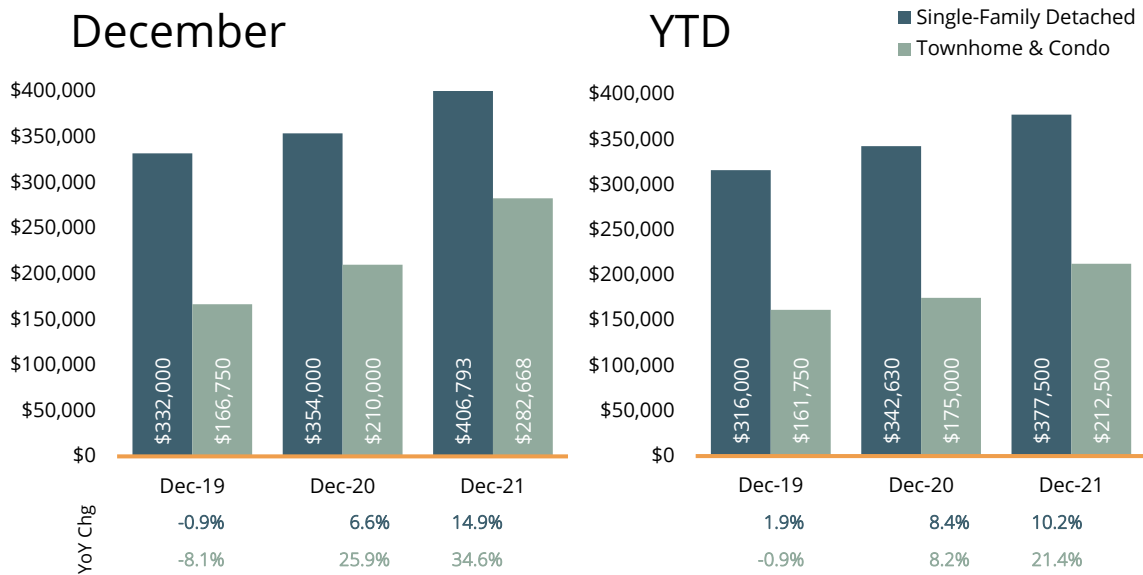


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jan-21	\$375,225	23.2%	\$176,500	-2.5%
Feb-21	\$349,450	10.1%	\$179,900	5.8%
Mar-21	\$351,135	8.0%	\$175,000	3.7%
Apr-21	\$365,000	9.0%	\$184,900	-28.6%
May-21	\$389,900	11.4%	\$199,825	-15.3%
Jun-21	\$394,400	13.0%	\$235,000	0.0%
Jul-21	\$389,502	11.9%	\$193,000	4.3%
Aug-21	\$359,900	2.8%	\$197,000	13.3%
Sep-21	\$375,000	7.5%	\$260,000	53.6%
Oct-21	\$350,000	0.0%	\$262,250	89.4%
Nov-21	\$379,450	-3.0%	\$250,000	25.1%
Dec-21	\$406,293	14.4%	\$282,668	34.6%
12-month Avg	\$373,771	8.8%	\$216,337	11.6%

## Historical Median List Price by Month

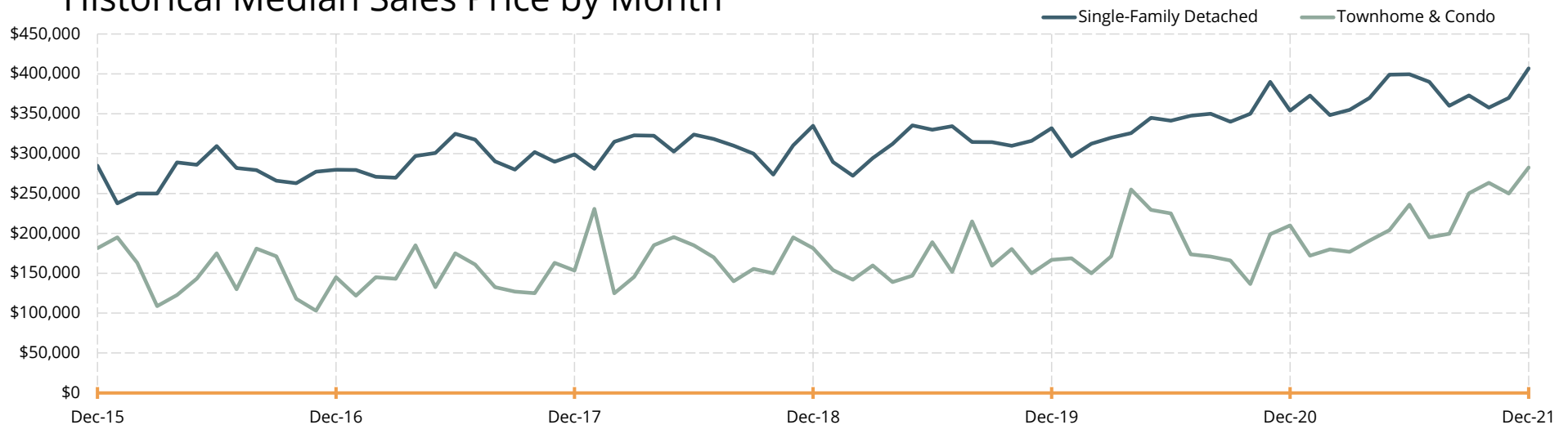


# Median Sales Price

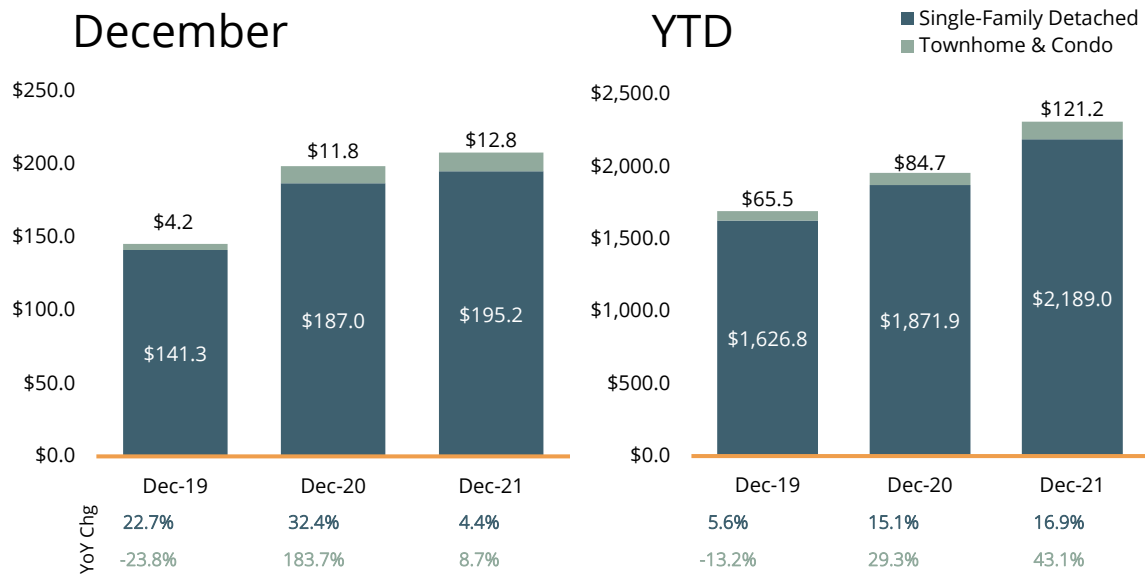


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jan-21	\$372,876	25.7%	\$172,000	1.9%
Feb-21	\$348,450	11.5%	\$179,900	19.9%
Mar-21	\$355,000	10.9%	\$176,860	3.3%
Apr-21	\$369,900	13.6%	\$191,000	-25.1%
May-21	\$399,000	15.7%	\$204,000	-11.1%
Jun-21	\$399,500	17.1%	\$236,000	4.9%
Jul-21	\$390,000	12.2%	\$195,000	12.2%
Aug-21	\$360,000	2.9%	\$199,500	16.7%
Sep-21	\$373,000	9.7%	\$250,275	50.8%
Oct-21	\$357,725	2.2%	\$263,500	93.0%
Nov-21	\$369,950	-5.1%	\$250,000	25.6%
Dec-21	\$406,793	14.9%	\$282,668	34.6%
12-month Avg	\$375,183	10.5%	\$216,725	15.3%

## Historical Median Sales Price by Month

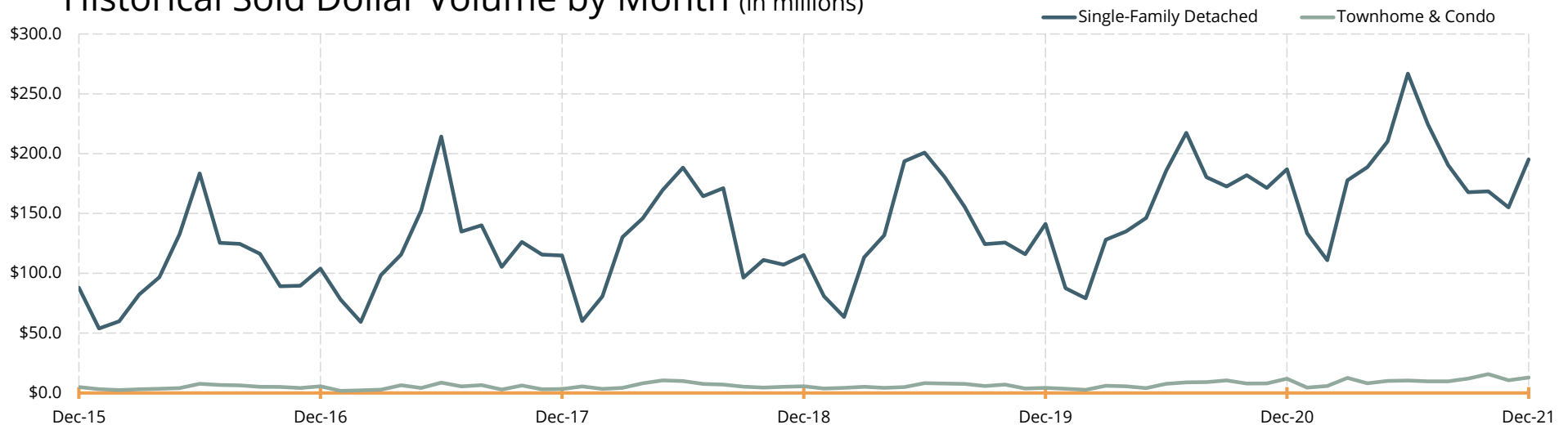


# Sold Dollar Volume (in millions)

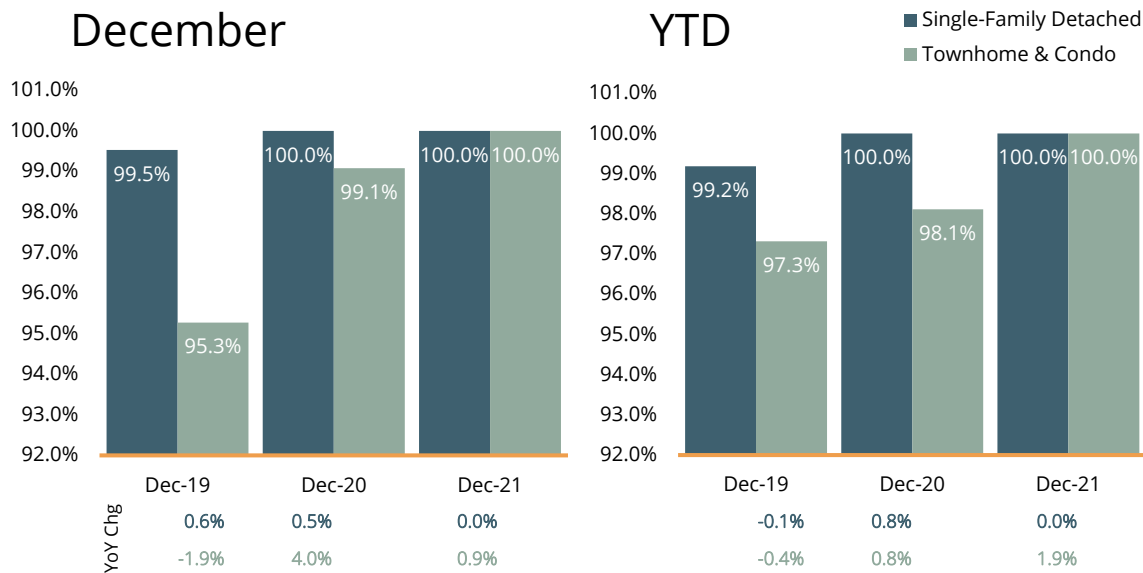


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	\$133.4	52.6%	\$4.4	30.0%
Feb-21	\$110.9	40.2%	\$5.7	120.5%
Mar-21	\$177.7	38.8%	\$12.5	110.1%
Apr-21	\$188.7	39.8%	\$8.0	45.1%
May-21	\$210.2	43.7%	\$10.0	155.8%
Jun-21	\$266.8	43.7%	\$10.3	35.1%
Jul-21	\$224.2	3.1%	\$9.6	9.4%
Aug-21	\$190.4	5.6%	\$9.7	7.2%
Sep-21	\$167.8	-2.8%	\$11.9	14.3%
Oct-21	\$168.6	-7.3%	\$15.7	102.4%
Nov-21	\$155.1	-9.5%	\$10.5	32.7%
Dec-21	\$195.2	4.4%	\$12.8	8.7%
12-month Avg	\$182.4	16.9%	\$10.1	43.1%

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

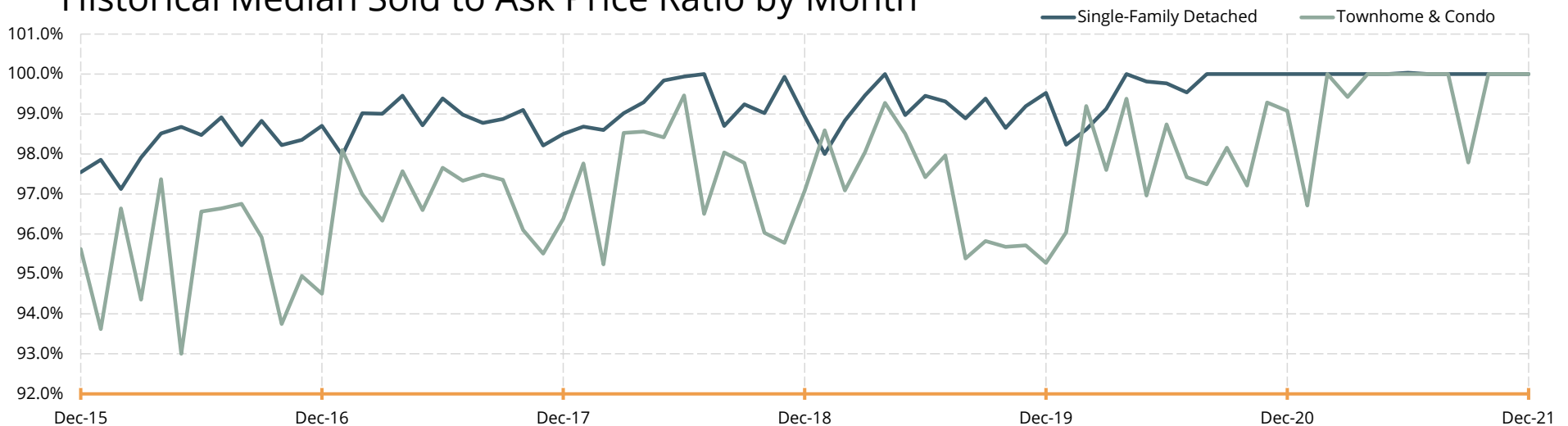


# Median Sold to Ask Price Ratio

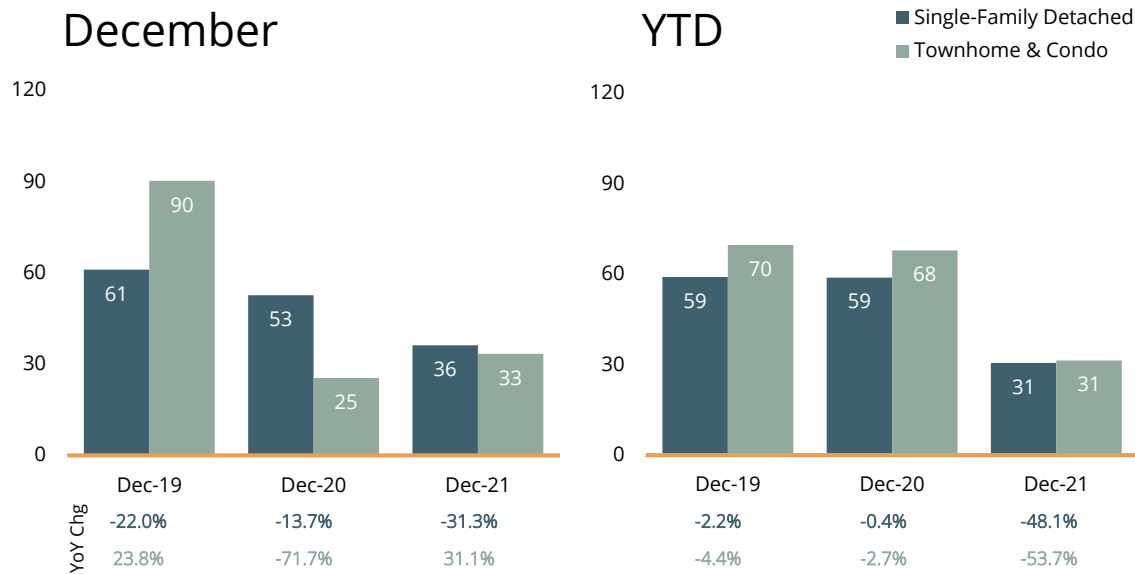


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	100.0%	1.8%	96.7%	0.7%
Feb-21	100.0%	1.4%	100.0%	0.8%
Mar-21	100.0%	0.9%	99.4%	1.9%
Apr-21	100.0%	0.0%	100.0%	0.6%
May-21	100.0%	0.2%	100.0%	3.1%
Jun-21	100.0%	0.3%	100.0%	1.3%
Jul-21	100.0%	0.5%	100.0%	2.6%
Aug-21	100.0%	0.0%	100.0%	2.8%
Sep-21	100.0%	0.0%	97.8%	-0.4%
Oct-21	100.0%	0.0%	100.0%	2.9%
Nov-21	100.0%	0.0%	100.0%	0.7%
Dec-21	100.0%	0.0%	100.0%	0.9%
12-month Avg	100.0%	0.4%	99.5%	1.5%

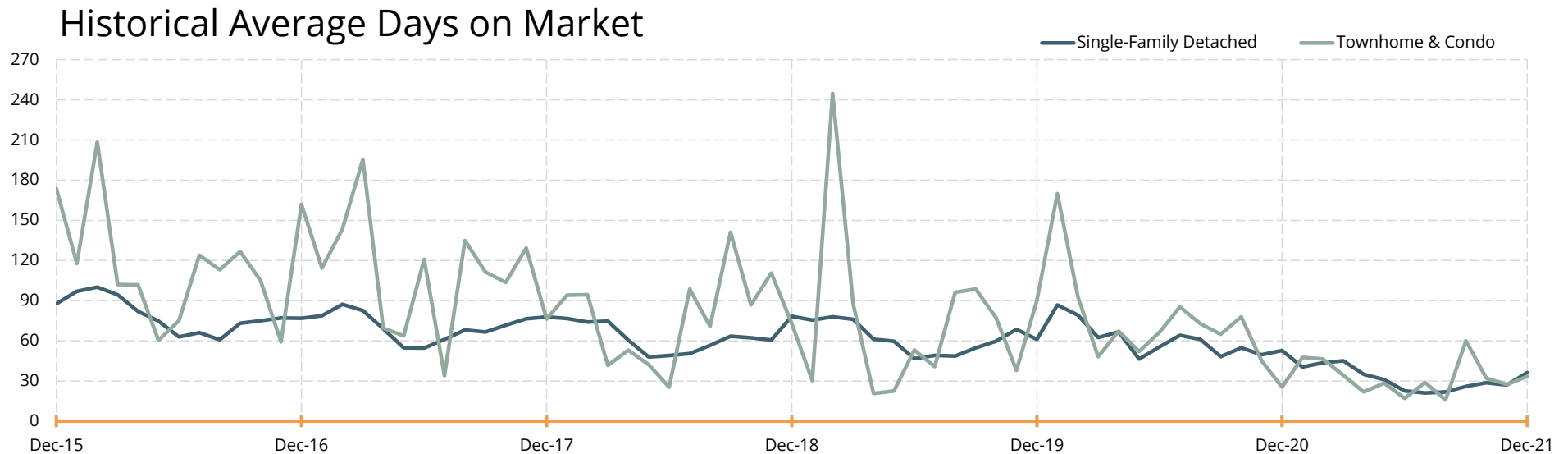
## Historical Median Sold to Ask Price Ratio by Month



# Average Days on Market



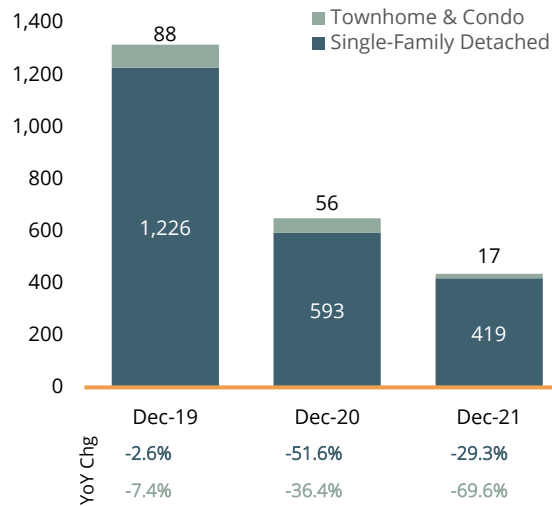
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	40	-53.4%	48	-72.0%
Feb-21	44	-45.0%	46	-50.1%
Mar-21	45	-27.8%	34	-28.9%
Apr-21	35	-47.5%	22	-67.6%
May-21	31	-32.9%	28	-45.4%
Jun-21	23	-59.3%	17	-74.4%
Jul-21	21	-67.2%	29	-66.2%
Aug-21	22	-64.3%	16	-78.2%
Sep-21	26	-46.2%	60	-7.7%
Oct-21	29	-47.6%	32	-58.7%
Nov-21	27	-45.5%	27	-39.1%
Dec-21	36	-31.3%	33	31.1%
12-month Avg	32	-48.0%	33	-54.7%



# Active Listings

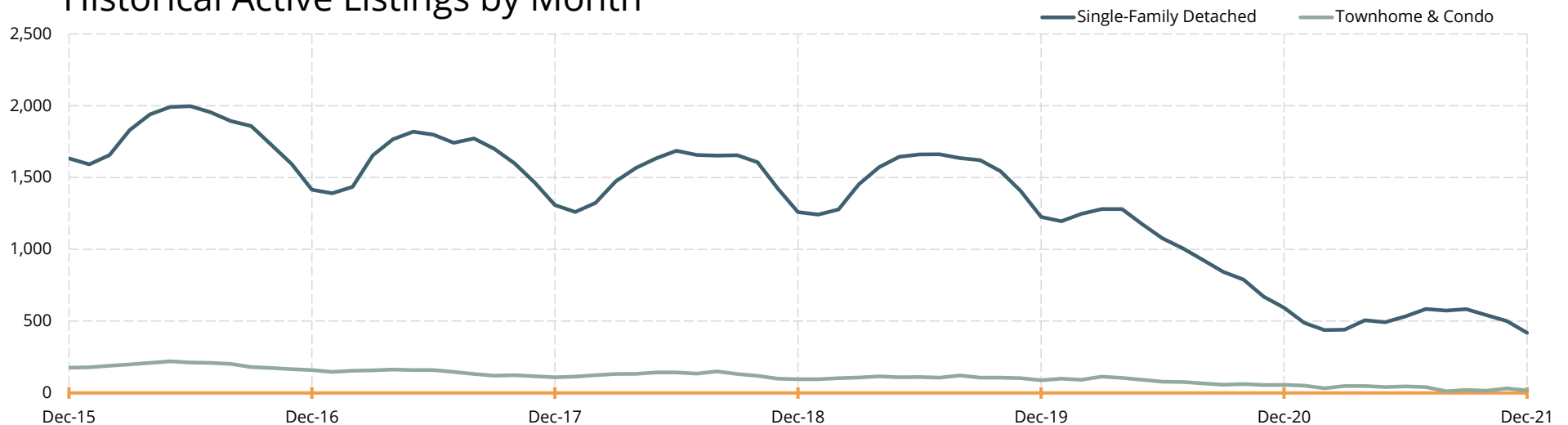


## December



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	488	-59.2%	50	-49.5%
Feb-21	438	-64.9%	32	-64.8%
Mar-21	440	-65.6%	48	-57.5%
Apr-21	506	-60.5%	48	-53.8%
May-21	492	-58.1%	40	-56.0%
Jun-21	533	-50.5%	45	-42.3%
Jul-21	584	-42.0%	40	-47.4%
Aug-21	573	-38.1%	12	-81.8%
Sep-21	583	-30.8%	20	-64.9%
Oct-21	541	-31.4%	15	-75.4%
Nov-21	500	-25.4%	31	-43.6%
Dec-21	419	-29.3%	17	-69.6%
12-month Avg	508	-49.5%	33	-58.0%

## Historical Active Listings by Month

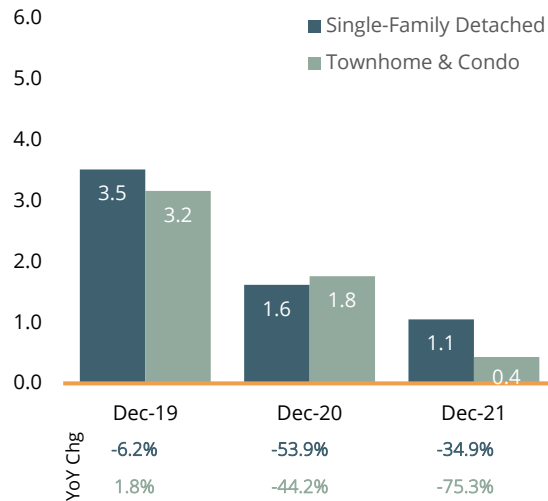




# Months of Supply

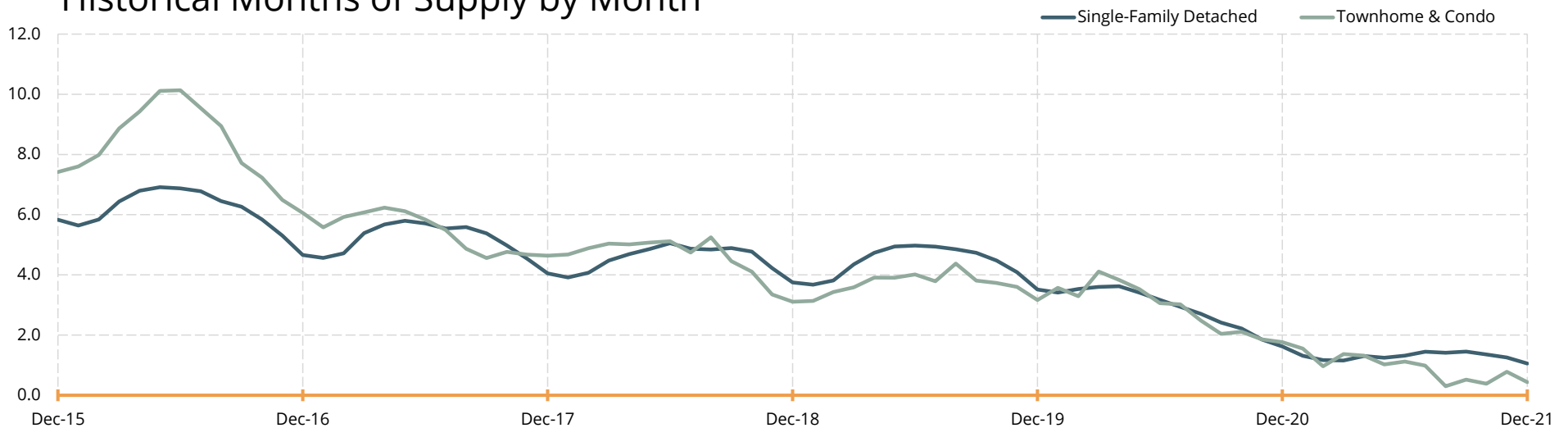


## December

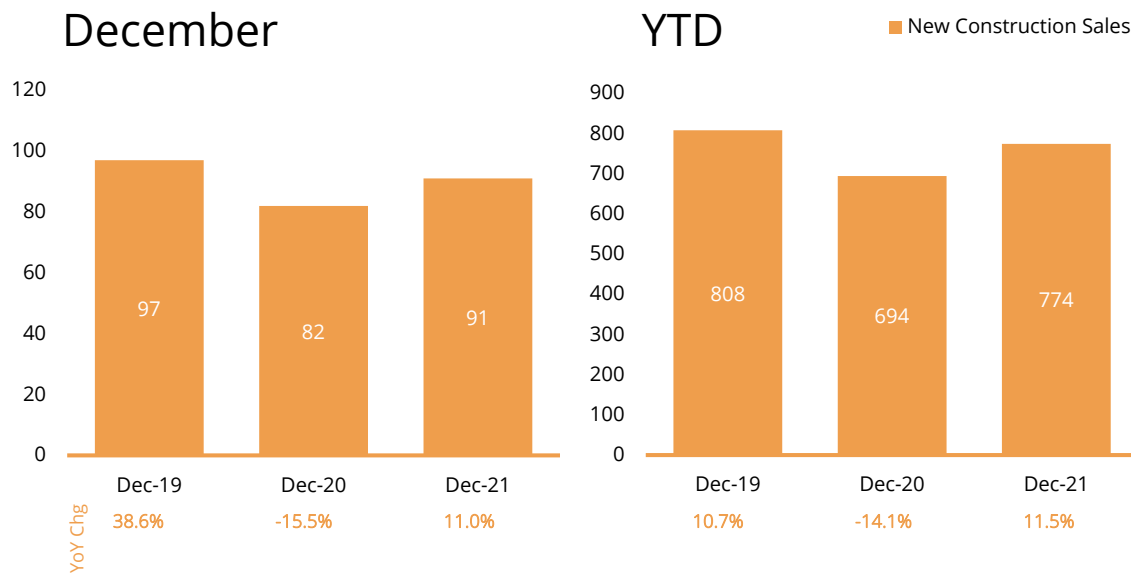


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	1.3	-61.7%	1.6	-56.5%
Feb-21	1.2	-67.0%	1.0	-70.7%
Mar-21	1.2	-68.0%	1.4	-66.7%
Apr-21	1.3	-64.1%	1.3	-65.7%
May-21	1.2	-63.5%	1.0	-70.9%
Jun-21	1.3	-58.5%	1.1	-63.4%
Jul-21	1.4	-50.7%	1.0	-67.5%
Aug-21	1.4	-48.0%	0.3	-87.8%
Sep-21	1.4	-39.9%	0.5	-74.7%
Oct-21	1.4	-38.9%	0.4	-82.0%
Nov-21	1.3	-32.4%	0.8	-58.0%
Dec-21	1.1	-34.9%	0.4	-75.3%
12-month Avg	1.3	-55.2%	0.9	-69.0%

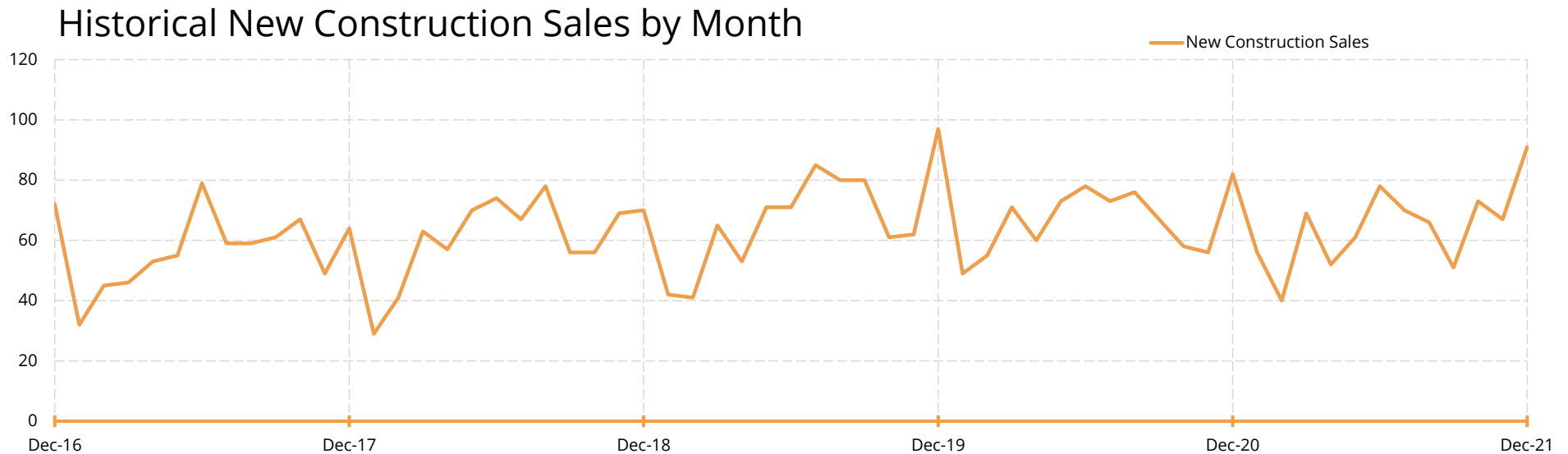
## Historical Months of Supply by Month



# New Construction Sales



New Construction		
Month	Sales	YoY Chg
Jan-21	56	14.3%
Feb-21	40	-27.3%
Mar-21	69	-2.8%
Apr-21	52	-13.3%
May-21	61	-16.4%
Jun-21	78	0.0%
Jul-21	70	-4.1%
Aug-21	66	-13.2%
Sep-21	51	-23.9%
Oct-21	73	25.9%
Nov-21	67	19.6%
Dec-21	91	11.0%
12-month Avg	65	-3.0%



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	114	<b>109</b>	-4.4%	171	<b>189</b>	10.5%	\$390,000	<b>\$452,500</b>	16.0%	313	<b>158</b>	-49.5%	1.9	<b>0.9</b>	-55.5%
Charlottesville	24	<b>18</b>	-25.0%	42	<b>55</b>	31.0%	\$436,042	<b>\$406,000</b>	-6.9%	56	<b>35</b>	-37.5%	1.2	<b>0.7</b>	-46.5%
Fluvanna County	57	<b>36</b>	-36.8%	63	<b>38</b>	-39.7%	\$289,500	<b>\$305,504</b>	5.5%	55	<b>64</b>	16.4%	1.1	<b>1.2</b>	6.4%
Greene County	23	<b>21</b>	-8.7%	25	<b>27</b>	8.0%	\$310,000	<b>\$350,000</b>	12.9%	47	<b>37</b>	-21.3%	1.6	<b>1.3</b>	-19.2%
Louisa County	59	<b>49</b>	-16.9%	84	<b>74</b>	-11.9%	\$297,000	<b>\$335,000</b>	12.8%	98	<b>99</b>	1.0%	1.4	<b>1.3</b>	-6.4%
Nelson County	32	<b>22</b>	-31.3%	63	<b>32</b>	-49.2%	\$294,950	<b>\$417,500</b>	41.5%	80	<b>43</b>	-46.3%	1.9	<b>1.0</b>	-45.9%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	2,661	<b>2,590</b>	-2.7%	1,944	<b>2,204</b>	13.4%	\$403,150	<b>\$425,000</b>	5.4%	313	<b>158</b>	-49.5%
Charlottesville	638	<b>666</b>	4.4%	551	<b>644</b>	16.9%	\$376,000	<b>\$400,000</b>	6.4%	56	<b>35</b>	-37.5%
Fluvanna County	794	<b>788</b>	-0.8%	587	<b>642</b>	9.4%	\$252,500	<b>\$289,950</b>	14.8%	55	<b>64</b>	16.4%
Greene County	379	<b>391</b>	3.2%	343	<b>334</b>	-2.6%	\$292,000	<b>\$329,950</b>	13.0%	47	<b>37</b>	-21.3%
Louisa County	1,020	<b>1,076</b>	5.5%	852	<b>919</b>	7.9%	\$272,000	<b>\$309,925</b>	13.9%	98	<b>99</b>	1.0%
Nelson County	513	<b>505</b>	-1.6%	496	<b>493</b>	-0.6%	\$260,000	<b>\$337,500</b>	29.8%	80	<b>43</b>	-46.3%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	106	<b>105</b>	-0.9%	154	<b>169</b>	9.7%	\$403,150	<b>\$477,000</b>	18.3%	291	<b>150</b>	-48.5%	1.9	<b>0.9</b>	-53.5%
Charlottesville	22	<b>16</b>	-27.3%	35	<b>45</b>	28.6%	\$449,900	<b>\$406,000</b>	-9.8%	44	<b>29</b>	-34.1%	1.1	<b>0.6</b>	-43.7%
Fluvanna County	57	<b>36</b>	-36.8%	63	<b>38</b>	-39.7%	\$289,500	<b>\$305,504</b>	5.5%	55	<b>64</b>	16.4%	1.1	<b>1.2</b>	5.9%
Greene County	23	<b>21</b>	-8.7%	25	<b>27</b>	8.0%	\$310,000	<b>\$350,000</b>	12.9%	47	<b>37</b>	-21.3%	1.6	<b>1.3</b>	-19.2%
Louisa County	58	<b>49</b>	-15.5%	82	<b>74</b>	-9.8%	\$294,925	<b>\$335,000</b>	13.6%	96	<b>99</b>	3.1%	1.4	<b>1.3</b>	-4.9%
Nelson County	17	<b>13</b>	-23.5%	42	<b>25</b>	-40.5%	\$342,450	<b>\$445,000</b>	29.9%	60	<b>40</b>	-33.3%	2.1	<b>1.5</b>	-29.0%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	2,486	<b>2,344</b>	-5.7%	1,807	<b>2,004</b>	10.9%	\$415,000	<b>\$442,539</b>	6.6%	291	<b>150</b>	-48.5%
Charlottesville	552	<b>570</b>	3.3%	471	<b>551</b>	17.0%	\$400,000	<b>\$417,500</b>	4.4%	44	<b>29</b>	-34.1%
Fluvanna County	791	<b>788</b>	-0.4%	584	<b>642</b>	9.9%	\$252,295	<b>\$289,950</b>	14.9%	55	<b>64</b>	16.4%
Greene County	379	<b>391</b>	3.2%	343	<b>334</b>	-2.6%	\$292,000	<b>\$329,950</b>	13.0%	47	<b>37</b>	-21.3%
Louisa County	1,010	<b>1,073</b>	6.2%	844	<b>914</b>	8.3%	\$270,950	<b>\$309,900</b>	14.4%	96	<b>99</b>	3.1%
Nelson County	363	<b>351</b>	-3.3%	343	<b>323</b>	-5.8%	\$319,000	<b>\$425,000</b>	33.2%	60	<b>40</b>	-33.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	8	<b>4</b>	-50.0%	17	<b>20</b>	17.6%	\$210,000	<b>\$281,838</b>	34.2%	22	<b>8</b>	-63.6%	1.9	<b>0.5</b>	-75.1%
Charlottesville	2	<b>2</b>	0.0%	7	<b>10</b>	42.9%	\$240,000	<b>\$483,500</b>	101.5%	12	<b>6</b>	-50.0%	1.8	<b>0.8</b>	-57.0%
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>0</b>	-100.0%	2	<b>0</b>	-100.0%	\$393,950	<b>\$0</b>	-100.0%	2	<b>0</b>	-100.0%	3.0	<b>0.0</b>	-100.0%
Nelson County	15	<b>9</b>	-40.0%	21	<b>7</b>	-66.7%	\$160,000	<b>\$216,600</b>	35.4%	20	<b>3</b>	-85.0%	1.6	<b>0.2</b>	-86.6%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	175	<b>246</b>	40.6%	137	<b>200</b>	46.0%	\$170,000	<b>\$202,500</b>	19.1%	22	<b>8</b>	-63.6%
Charlottesville	86	<b>96</b>	11.6%	80	<b>93</b>	16.3%	\$268,450	<b>\$256,400</b>	-4.5%	12	<b>6</b>	-50.0%
Fluvanna County	3	<b>0</b>	-100.0%	3	<b>0</b>	-100.0%	\$380,000	<b>\$0</b>	-100.0%	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	10	<b>3</b>	-70.0%	8	<b>5</b>	-37.5%	\$378,900	<b>\$422,500</b>	11.5%	2	<b>0</b>	-100.0%
Nelson County	150	<b>154</b>	2.7%	153	<b>170</b>	11.1%	\$132,500	<b>\$177,000</b>	33.6%	20	<b>3</b>	-85.0%





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.

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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.