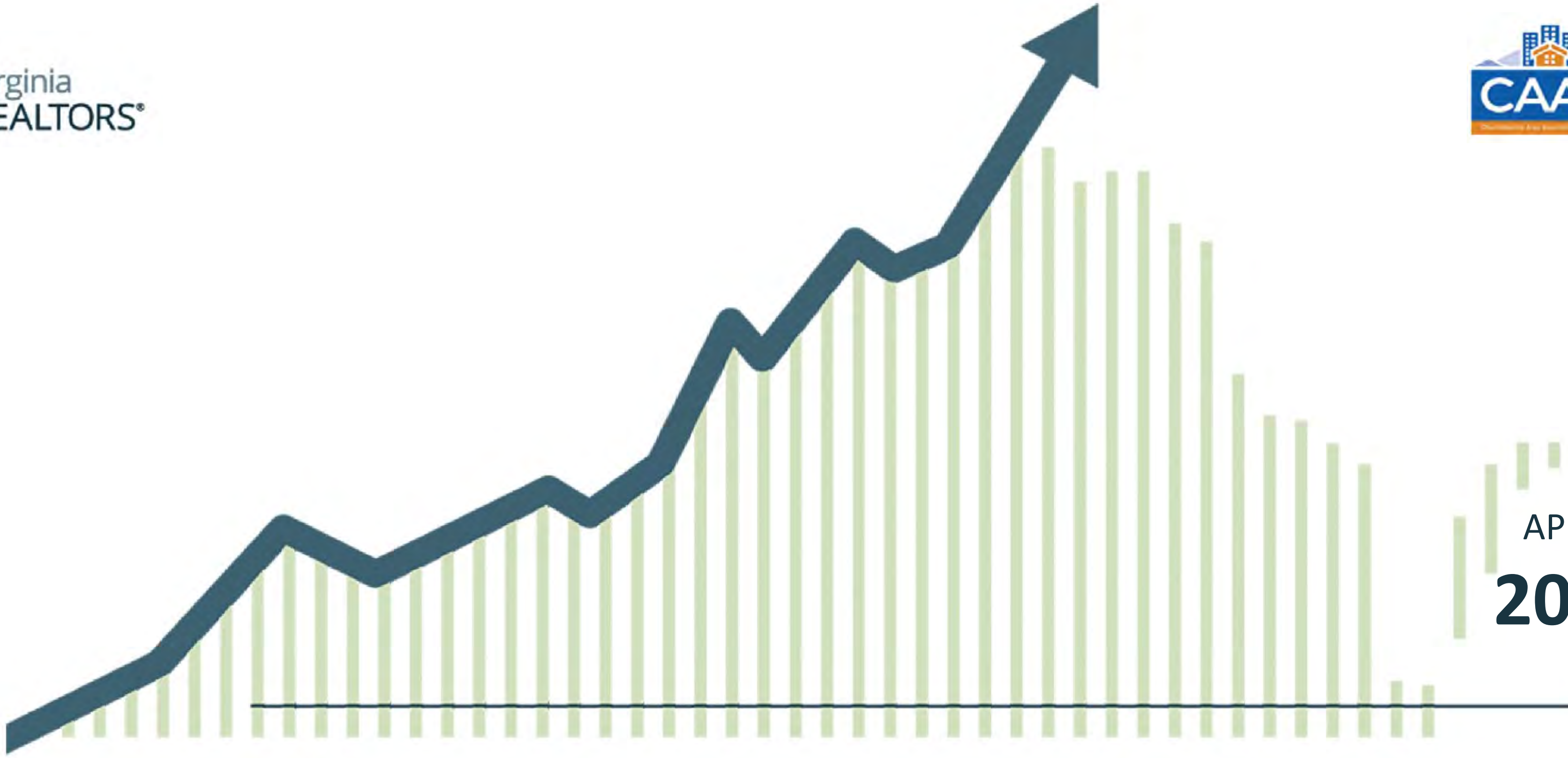


APRIL

2024

CAAR CHARLOTTESVILLE AREA

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY

VIRGINIA REALTORS®

CAAR Market Indicators Report

Key Market Trends: **April 2024**

- **Sales grew in the CAAR market this month**. There were 332 home sales in the month of April, 12.2% higher than the previous year, which is 36 additional sales. Louisa County had 22 more sales than last year (+44.0%) while Nelson County had nine more sales (+60.0%). Most local markets saw an increase in sales except for Albemarle County with eight fewer sales than a year ago (-5.6%).

- **Pending sales trended down for the second straight month in the CAAR area**. In April there were 428 pending sales in the region, two fewer pending sales than a year ago, a 0.5% decrease. Greene County was the only local market to experience an increase in pending sales activity with 13 more pending sales than a year ago (+56.5%). In Louisa County there were five fewer pending sales compared to last April (-5.3%).

- **Home prices remain elevated in the CAAR footprint**. The median sales price grew 4.3% this month reaching $456,475 in the area, $18,869 higher than last year. Prices rose by $124,750 or 42.4% in Nelson County, the highest across all markets, followed by Greene County with a $83,275 hike in prices (+24.2%). The only local market where the sales price dipped was Fluvanna County with a $5,000 reduction in home prices compared to the year before (-1.4%). The median sales price in Albemarle County rose 4.1% to $526,928 in April, and the median price in the Charlottesville market jumped 11.4% to $568,000.

- **After falling for 10 consecutive months, listing activity went up in the CAAR region**. The number of listings totaled 711 at the end of April, five more listings than last year, increasing by 0.7%. Listings went up the most in Louisa County with 14 additional listings (+8.4%) and Nelson County with 13 more listings than the year before (+17.6%). In Fluvanna County, there were 18 fewer listings compared to the same time last April (-26.5%). There were 280 active listings on the market in Albemarle County at the end of April, six more than a year ago (+2.2%).

CAAR Market Dashboard

	YoY Chg	Apr-24	Indicator
▲	12.2%	332	Sales
▼	-0.5%	428	Pending Sales
▲	9.1%	551	New Listings
▲	4.1%	$450,000	Median List Price
▲	4.3%	$456,475	Median Sales Price
▲	1.6%	$250	Median Price Per Square Foot
▲	19.3%	$187.3	Sold Dollar Volume (in millions)
—	0.0%	100.0%	Median Sold/Ask Price Ratio
▲	16.2%	39	Average Days on Market
▲	0.7%	711	Active Listings
▲	7.0%	2.2	Months of Supply
▲	26.5%	62	New Construction Sales

Sources: Virginia REALTORS®, data accessed May 15, 2024 Freddie Mac

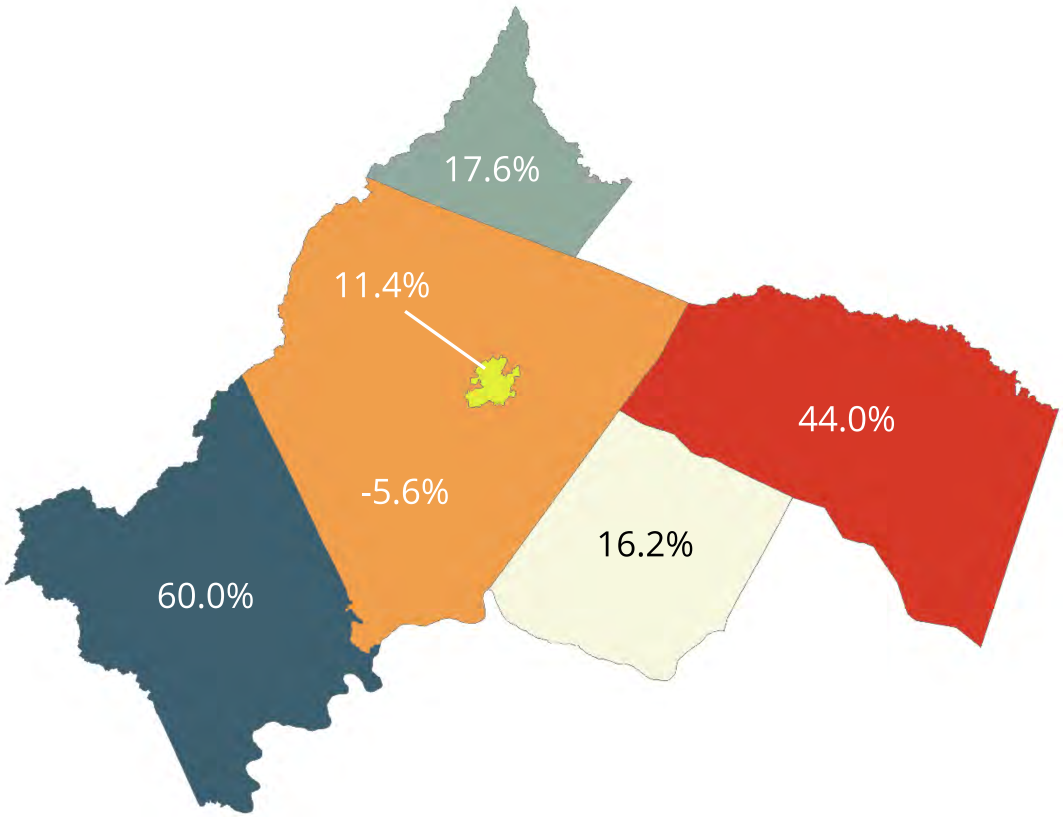
Report Index

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

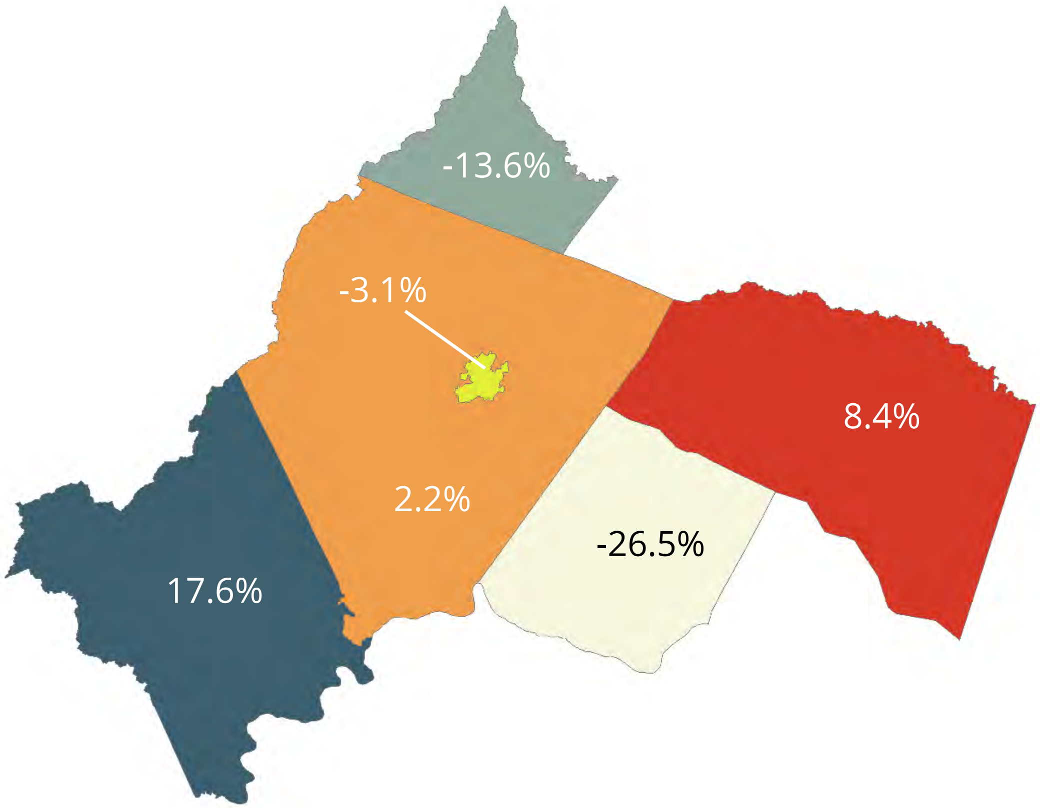


Total Sales

Jurisdiction	Apr-23	Apr-24	% Chg
Albemarle County	142	134	-5.6%
Charlottesville	35	39	11.4%
Fluvanna County	37	43	16.2%
Greene County	17	20	17.6%
Louisa County	50	72	44.0%
Nelson County	15	24	60.0%
CAAR	**296**	**332**	**12.2%**

Source: Virginia REALTORS®, data accessed May 15, 2024

Active Listings: Total Inventory (includes proposed listings)



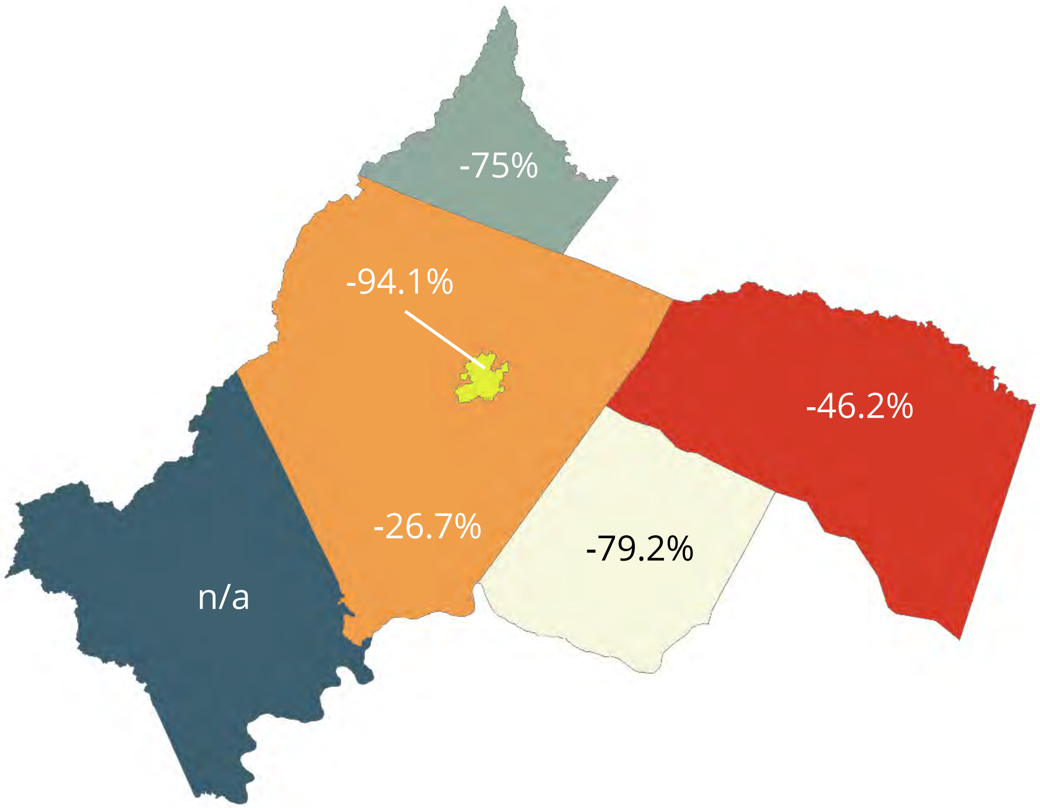
Active Listings

Total Inventory

Jurisdiction	Apr-23	Apr-24	% Chg
Albemarle County	274	280	2.2%
Charlottesville	64	62	-3.1%
Fluvanna County	68	50	-26.5%
Greene County	59	51	-13.6%
Louisa County	167	181	8.4%
Nelson County	74	87	17.6%
CAAR	**706**	**711**	**0.7%**

Source: Virginia REALTORS®, data accessed May 15, 2024

Active Listings: Proposed Listings



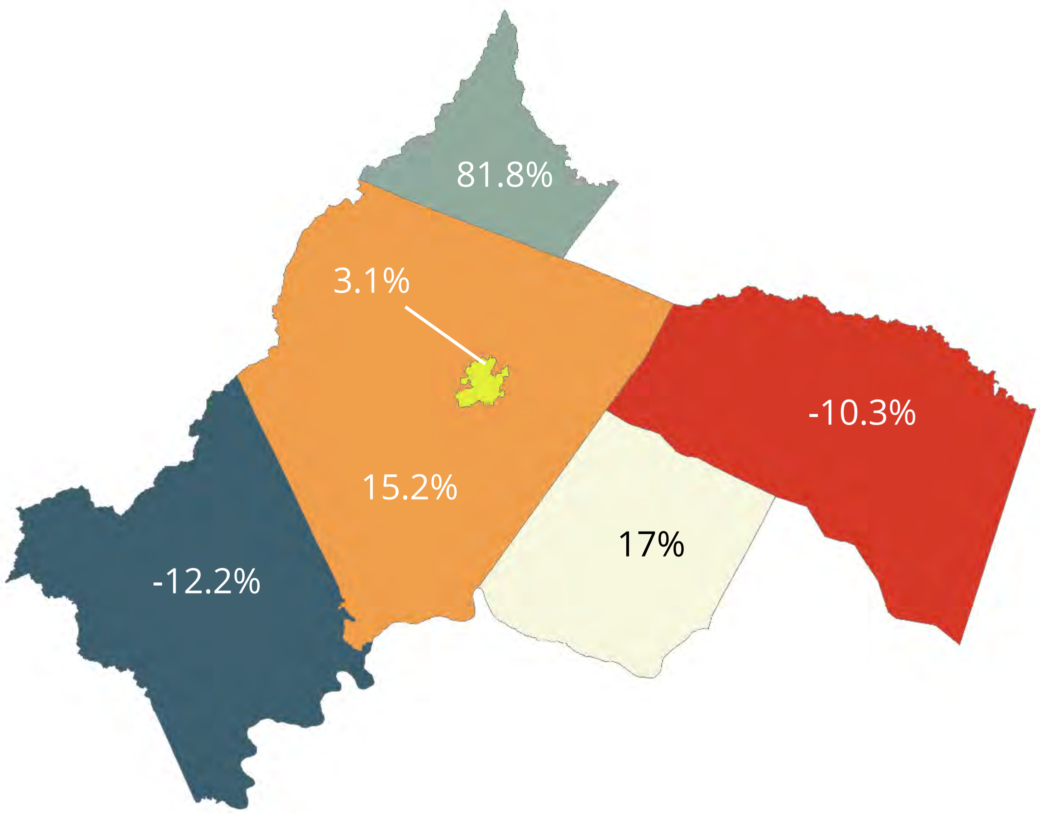
Active Listings

Proposed Listings

Jurisdiction	Apr-23	Apr-24	% Chg
Albemarle County	86	63	-26.7%
Charlottesville	17	1	-94.1%
Fluvanna County	24	5	-79.2%
Greene County	24	6	-75.0%
Louisa County	26	14	-46.2%
Nelson County	0	1	n/a
CAAR	**177**	**90**	**-49.2%**

Source: Virginia REALTORS®, data accessed May 15, 2024

New Listings: Total Inventory (includes proposed listings)



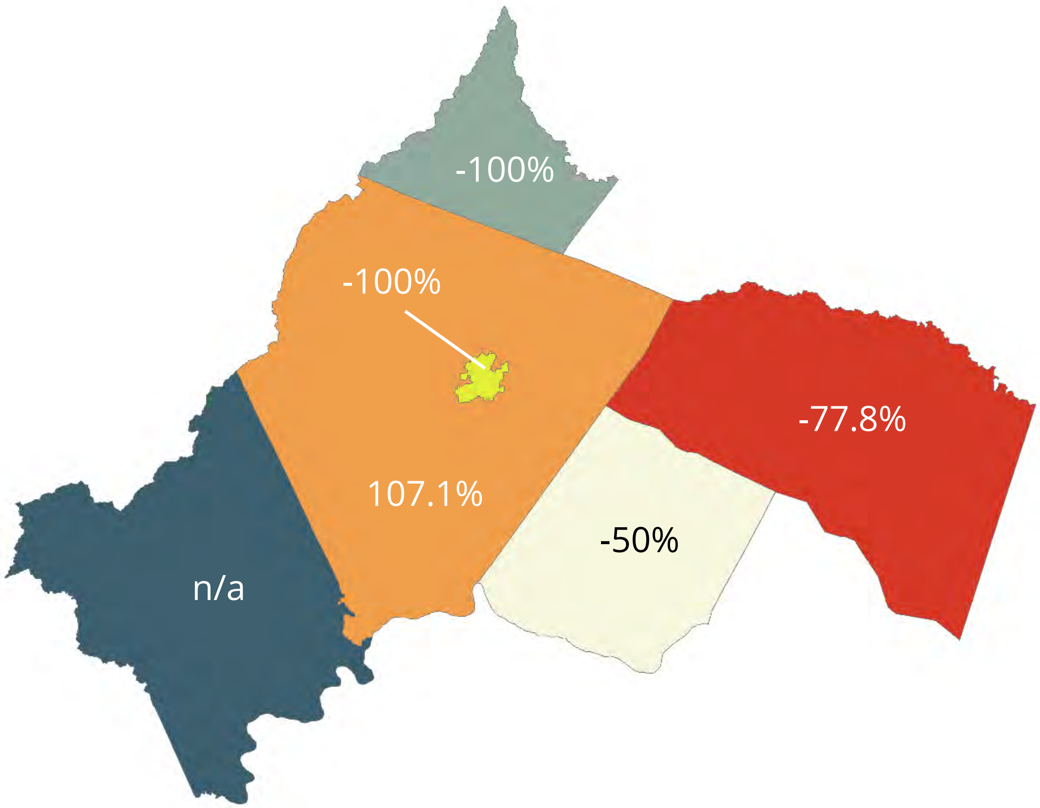
New Listings

Total Inventory

Jurisdiction	Apr-23	Apr-24	% Chg
Albemarle County	223	257	15.2%
Charlottesville	65	67	3.1%
Fluvanna County	47	55	17.0%
Greene County	22	40	81.8%
Louisa County	107	96	-10.3%
Nelson County	41	36	-12.2%
CAAR	**505**	**551**	**9.1%**

Source: Virginia REALTORS®, data accessed May 15, 2024

New Listings: Proposed Listings



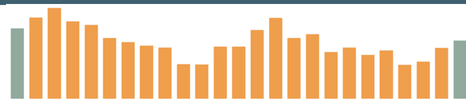
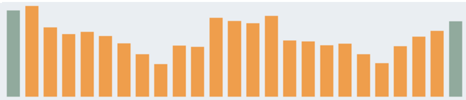
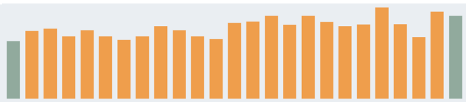
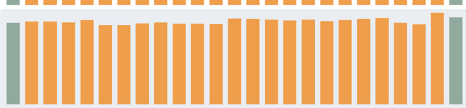
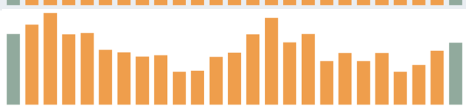
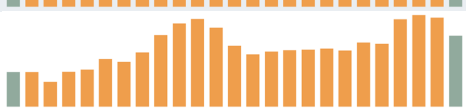
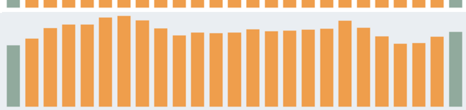
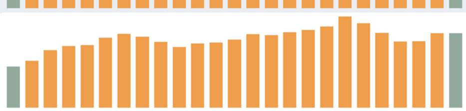
New Listings

Proposed Listings

Jurisdiction	Apr-23	Apr-24	% Chg
Albemarle County	14	29	107.1%
Charlottesville	13	0	-100.0%
Fluvanna County	6	3	-50.0%
Greene County	1	0	-100.0%
Louisa County	18	4	-77.8%
Nelson County	0	0	n/a
CAAR	**52**	**36**	**-30.8%**

Source: Virginia REALTORS®, data accessed May 15, 2024

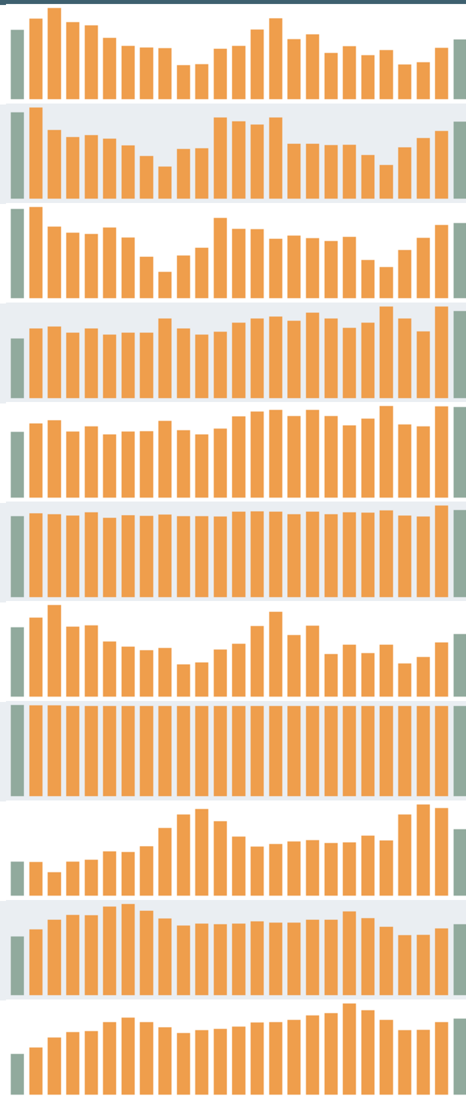
Total Market Overview

Key Metrics	2-year Trends (Apr-22 – Apr-24)	Apr-23	Apr-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
Sales		296	**332**	12.2%	984	**1,026**	4.3%
Pending Sales		430	**428**	-0.5%	1,022	**1,432**	40.1%
New Listings		505	**551**	9.1%	1,281	**1,876**	46.4%
Median List Price		$432,445	**$450,000**	4.1%	$400,000	**$440,000**	10.0%
Median Sales Price		$437,607	**$456,475**	4.3%	$401,200	**$435,000**	8.4%
Median Price Per Square Foot		$246	**$250**	1.6%	$231	**$242**	4.7%
Sold Dollar Volume (in millions)		$157.0	**$187.3**	19.3%	$502.0	**$569.4**	13.4%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		33	**39**	16.2%	45	**48**	6.4%
Active Listings		706	**711**	0.7%	n/a	**n/a**	n/a
Months of Supply		2.1	**2.2**	7.0%	n/a	**n/a**	n/a

Source: Virginia REALTORS®, data accessed May 15, 2024

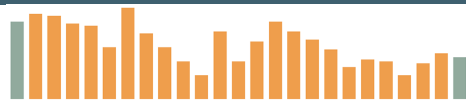
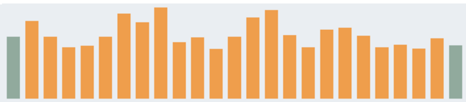
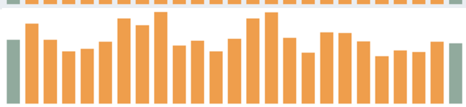
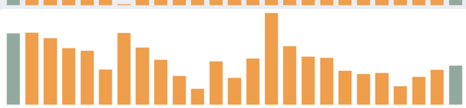
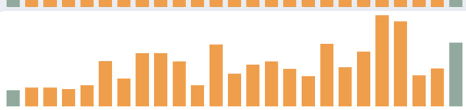
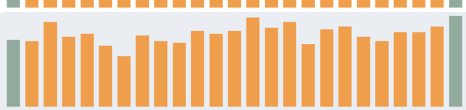
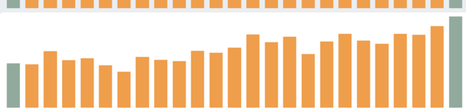
Single-Family Detached Market Overview

Key Metrics	2-year Trends (Apr-22 – Apr-24)	Apr-23	Apr-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
Sales		277	**311**	12.3%	900	**952**	5.8%
Pending Sales		401	**399**	-0.5%	941	**1,333**	41.7%
New Listings		471	**509**	8.1%	1,179	**1,742**	47.8%
Median List Price		$440,000	**$469,000**	6.6%	$425,000	**$450,775**	6.1%
Median Sales Price		$449,625	**$472,000**	5.0%	$426,680	**$450,000**	5.5%
Median Price Per Square Foot		$244	**$249**	1.8%	$236	**$244**	3.6%
Sold Dollar Volume (in millions)		$151.5	**$179.3**	18.4%	$478.4	**$544.8**	13.9%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		34	**38**	12.5%	42	**46**	7.9%
Active Listings		654	**649**	-0.8%	n/a	**n/a**	n/a
Months of Supply		2.1	**2.3**	9.0%	n/a	**n/a**	n/a



Source: Virginia REALTORS®, data accessed May 15, 2024

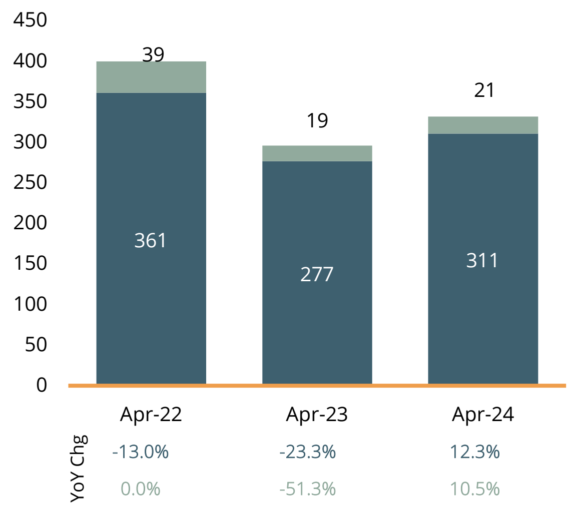
Townhome & Condo Market Overview

Key Metrics	2-year Trends Apr-22 Apr-24	Apr-23	Apr-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
Sales		19	**21**	10.5%	84	**74**	-11.9%
Pending Sales		29	**29**	0.0%	81	**99**	22.2%
New Listings		34	**42**	23.5%	102	**134**	31.4%
Median List Price		$275,000	**$250,000**	-9.1%	$260,000	**$259,450**	-0.2%
Median Sales Price		$277,900	**$265,000**	-4.6%	$256,000	**$257,500**	0.6%
Median Price Per Square Foot		$254	**$255**	0.2%	$236	**$271**	15.0%
Sold Dollar Volume (in millions)		$5.5	**$8.0**	45.5%	$23.6	**$24.6**	4.3%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	99.5%	**98.8%**	-0.7%
Average Days on Market		24	**46**	94.8%	33	**37**	13.3%
Active Listings		52	**62**	19.2%	n/a	**n/a**	n/a
Months of Supply		1.7	**2.5**	51.5%	n/a	**n/a**	n/a

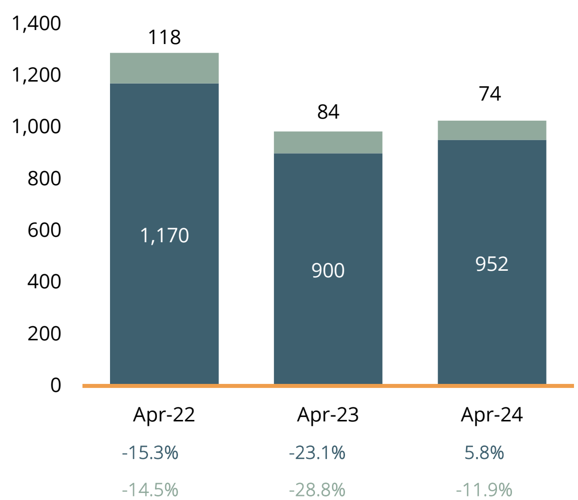
Source: Virginia REALTORS®, data accessed May 15, 2024

Sales

Apr

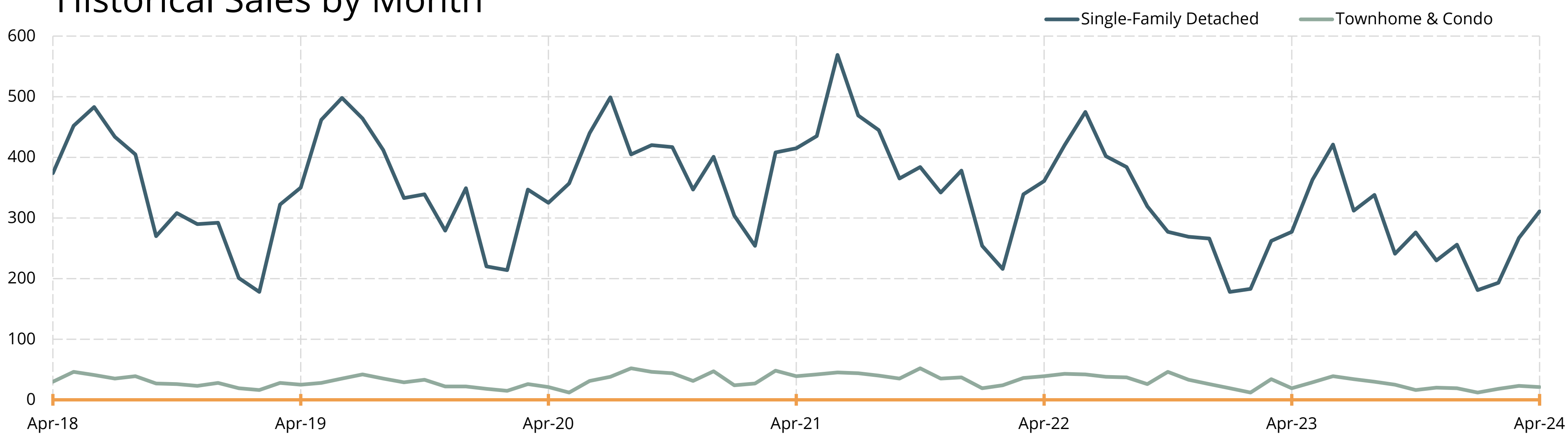


YTD



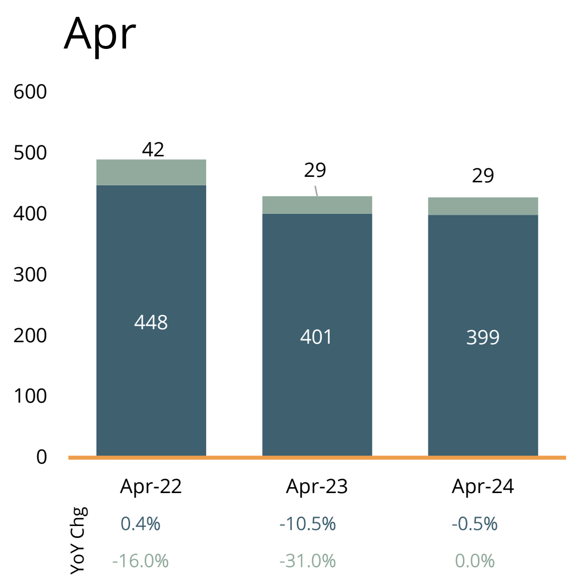
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**363**	-13.6%	**29**	-32.6%
Jun-23	**421**	-11.4%	**39**	-7.1%
Jul-23	**312**	-22.4%	**34**	-10.5%
Aug-23	**338**	-12.0%	**30**	-18.9%
Sep-23	**241**	-24.5%	**25**	-3.8%
Oct-23	**276**	-0.4%	**16**	-65.2%
Nov-23	**230**	-14.5%	**20**	-39.4%
Dec-23	**256**	-3.8%	**19**	-26.9%
Jan-24	**181**	1.7%	**12**	-36.8%
Feb-24	**193**	5.5%	**18**	50.0%
Mar-24	**267**	1.9%	**23**	-32.4%
Apr-24	**311**	12.3%	**21**	10.5%
12-month Avg	282	-8.7%	24	-23.7%

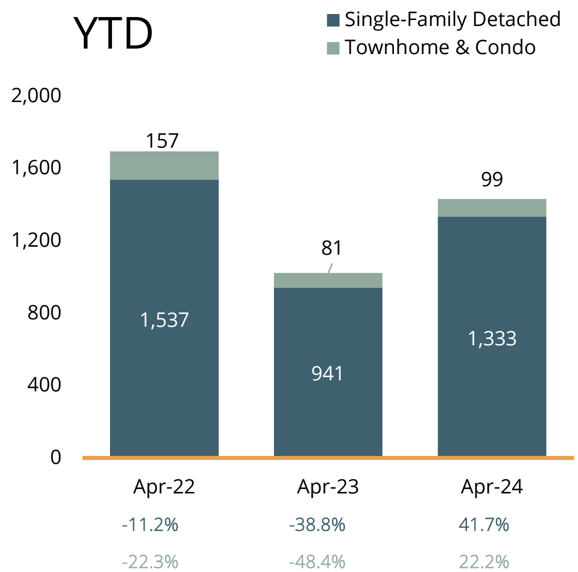
Historical Sales by Month



Source: Virginia REALTORS®, data accessed May 15, 2024

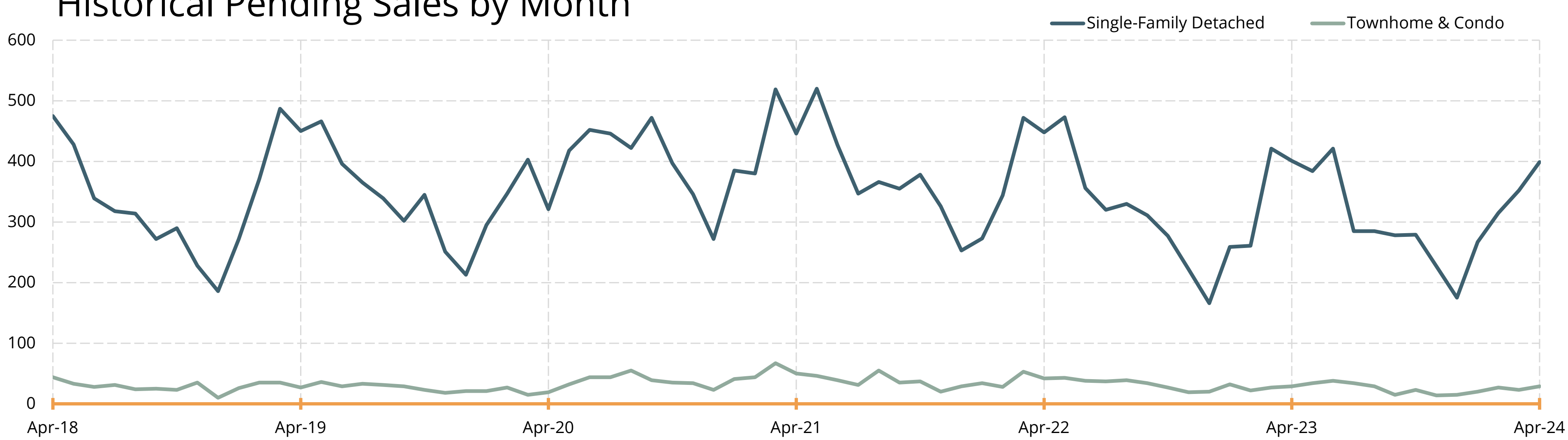
Pending Sales





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**384**	-18.8%	**34**	-20.9%
Jun-23	**421**	18.3%	**38**	0.0%
Jul-23	**285**	-10.9%	**34**	-8.1%
Aug-23	**285**	-13.6%	**29**	-25.6%
Sep-23	**278**	-10.6%	**15**	-55.9%
Oct-23	**279**	0.7%	**23**	-14.8%
Nov-23	**227**	2.3%	**14**	-26.3%
Dec-23	**175**	5.4%	**15**	-25.0%
Jan-24	**267**	3.1%	**20**	-37.5%
Feb-24	**315**	20.7%	**27**	22.7%
Mar-24	**352**	-16.4%	**23**	-14.8%
Apr-24	**399**	-0.5%	**29**	0.0%
12-month Avg	306	-3.4%	25	-18.0%

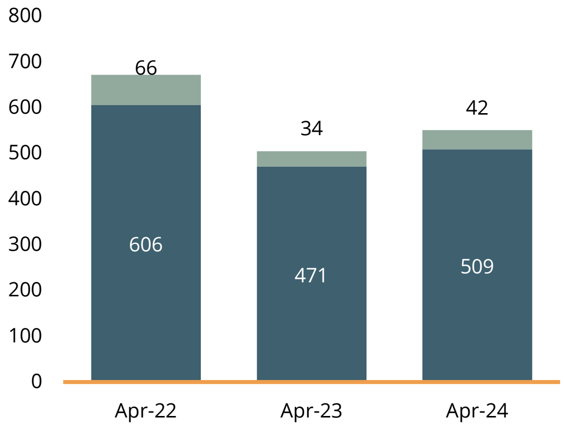
Historical Pending Sales by Month



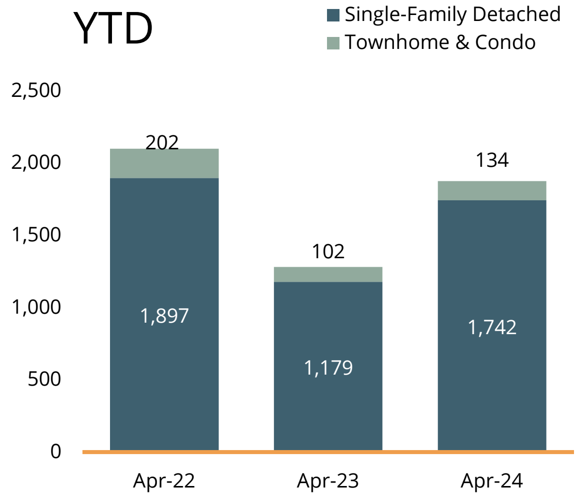
Source: Virginia REALTORS®, data accessed May 15, 2024

New Listings

Apr



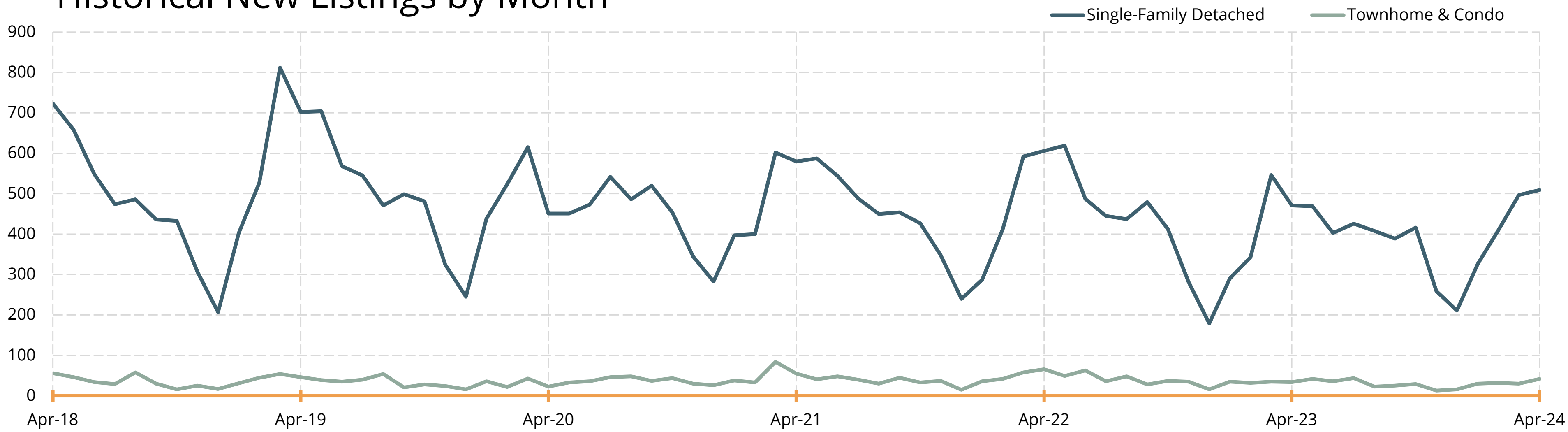
YTD



YoY Chg	Apr-22	Apr-23	Apr-24	YTD Apr-22	YTD Apr-23	YTD Apr-24
	4.5%	-22.3%	8.1%	-4.1%	-37.8%	47.8%
	20.0%	-48.5%	23.5%	-3.8%	-49.5%	31.4%

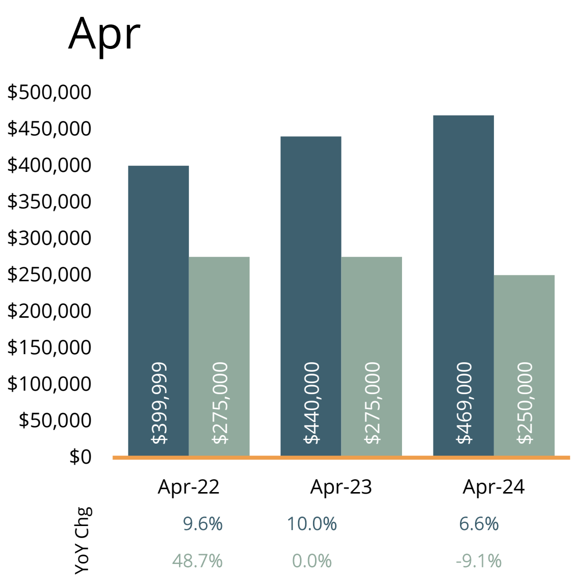
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**469**	-24.2%	**42**	-14.3%
Jun-23	**403**	-17.2%	**36**	-42.9%
Jul-23	**426**	-4.3%	**44**	22.2%
Aug-23	**408**	-6.6%	**23**	-52.1%
Sep-23	**389**	-18.8%	**25**	-10.7%
Oct-23	**416**	0.7%	**29**	-21.6%
Nov-23	**259**	-8.2%	**13**	-62.9%
Dec-23	**211**	17.9%	**16**	0.0%
Jan-24	**326**	12.4%	**30**	-14.3%
Feb-24	**410**	19.5%	**32**	0.0%
Mar-24	**497**	-9.0%	**30**	-14.3%
Apr-24	**509**	8.1%	**42**	23.5%
12-month Avg	394	-5.4%	30	-19.2%

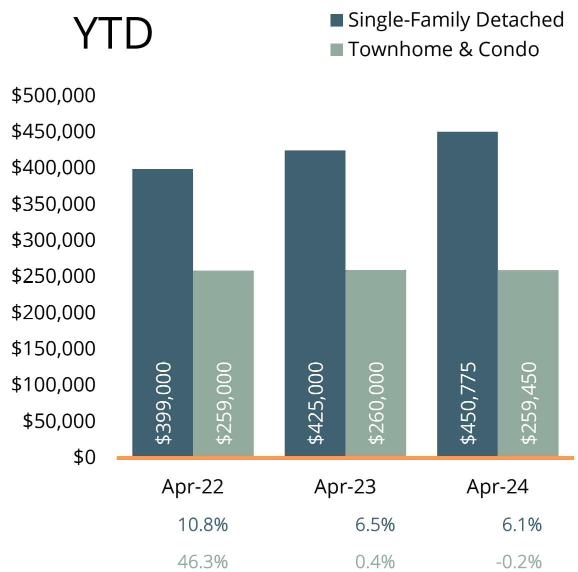
Historical New Listings by Month



Source: Virginia REALTORS®, data accessed May 15, 2024

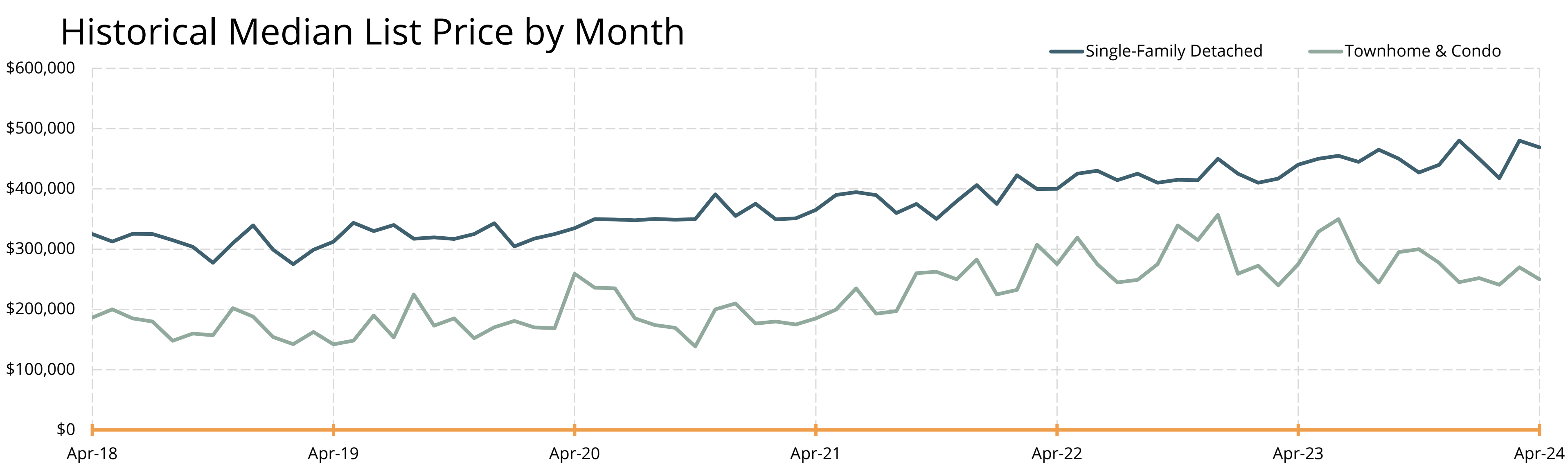
Median List Price





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**$450,000**	5.9%	**$329,000**	3.1%
Jun-23	**$455,000**	5.8%	**$349,900**	27.2%
Jul-23	**$444,705**	7.4%	**$279,450**	14.2%
Aug-23	**$464,950**	9.4%	**$244,500**	-1.8%
Sep-23	**$449,950**	9.7%	**$295,000**	7.3%
Oct-23	**$427,000**	2.9%	**$300,000**	-11.6%
Nov-23	**$439,850**	6.1%	**$277,450**	-11.9%
Dec-23	**$480,215**	6.7%	**$245,000**	-31.4%
Jan-24	**$450,000**	5.9%	**$252,000**	-2.7%
Feb-24	**$417,700**	1.9%	**$241,000**	-11.6%
Mar-24	**$479,900**	15.1%	**$270,000**	12.5%
Apr-24	**$469,000**	6.6%	**$250,000**	-9.1%
12-month Avg	$452,356	7.0%	$277,775	-2.6%

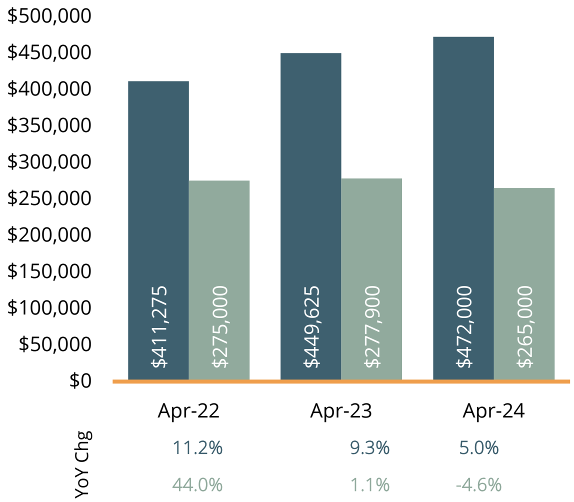
Historical Median List Price by Month



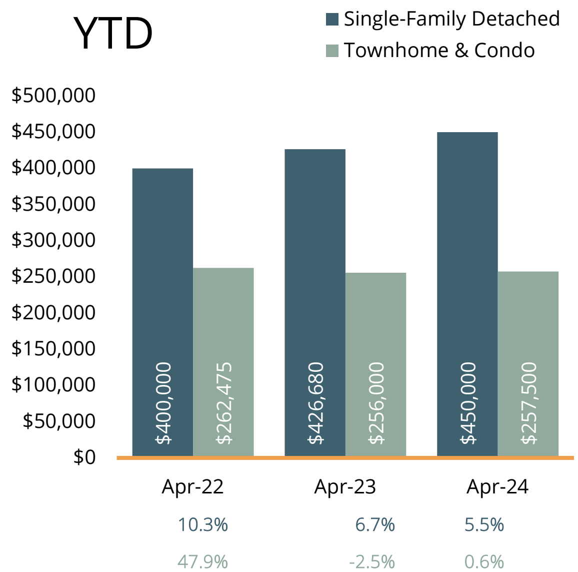
Source: Virginia REALTORS®, data accessed May 15, 2024

Median Sales Price

Apr

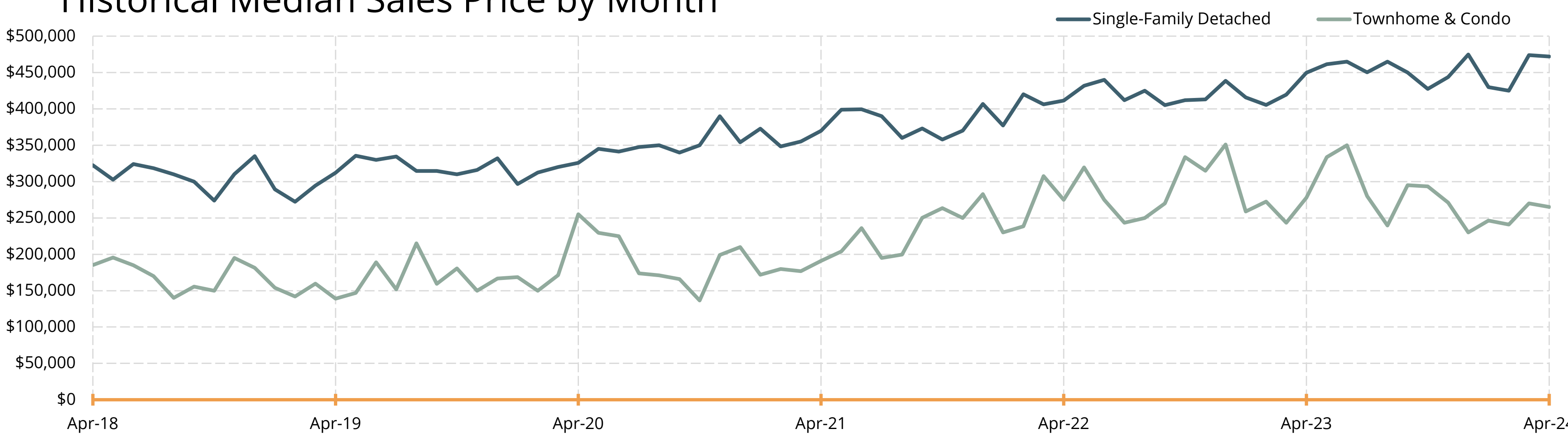


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Dec-23	**$474,754**	8.3%	**$230,000**	-34.5%
Jan-24	**$430,000**	3.5%	**$246,250**	-4.9%
Feb-24	**$425,000**	4.9%	**$241,000**	-11.6%
Mar-24	**$474,000**	13.0%	**$270,000**	11.0%
Apr-24	**$472,000**	5.0%	**$265,000**	-4.6%
12-month Avg	$453,238	7.3%	$276,239	-2.8%

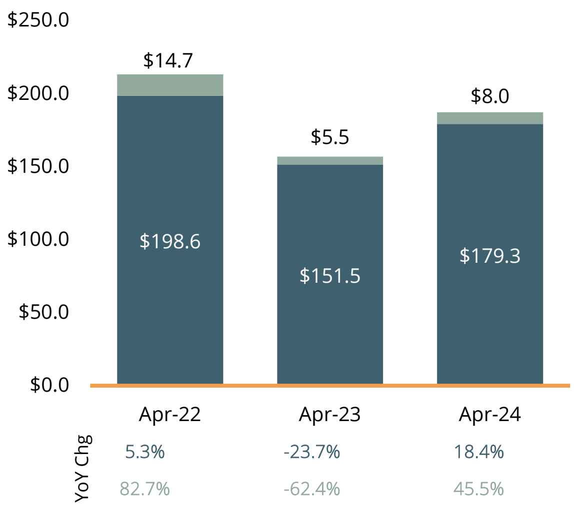
Historical Median Sales Price by Month



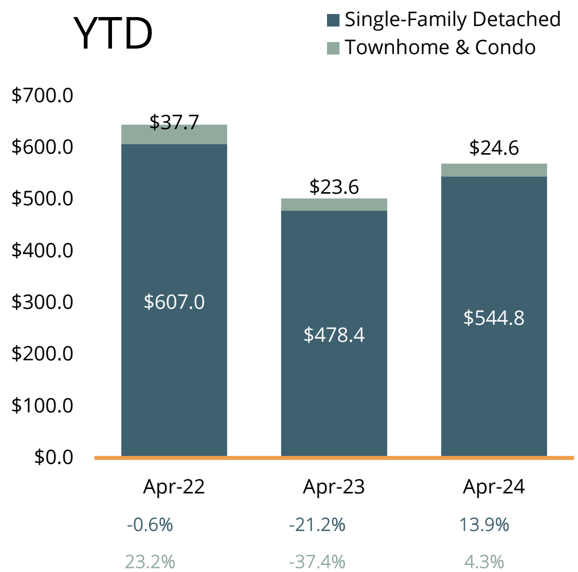
Source: Virginia REALTORS®, data accessed May 15, 2024

Sold Dollar Volume (in millions)

Apr

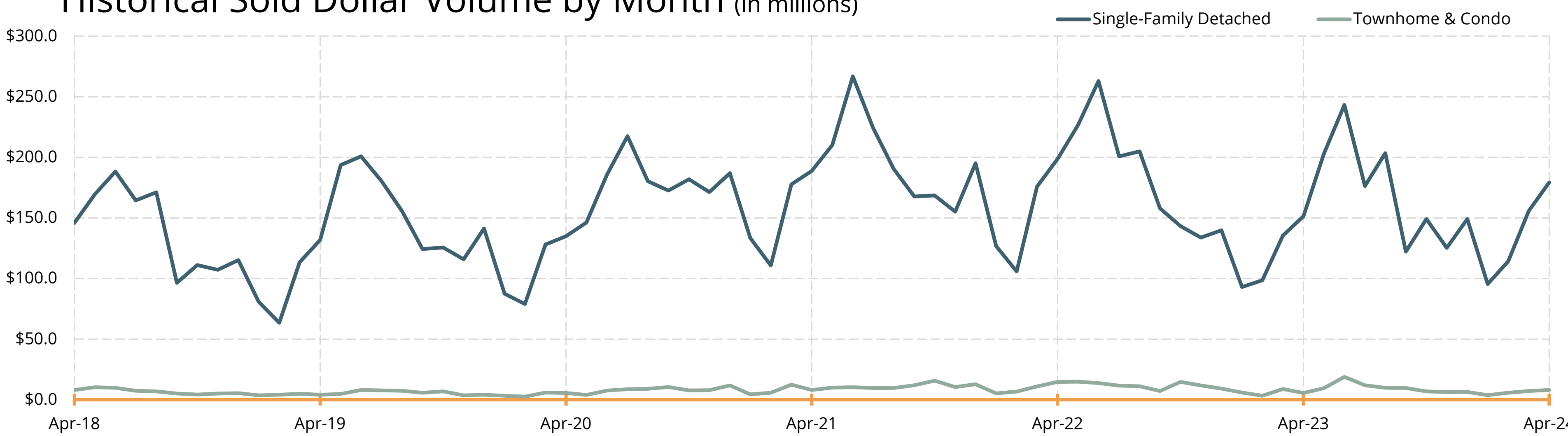


YTD



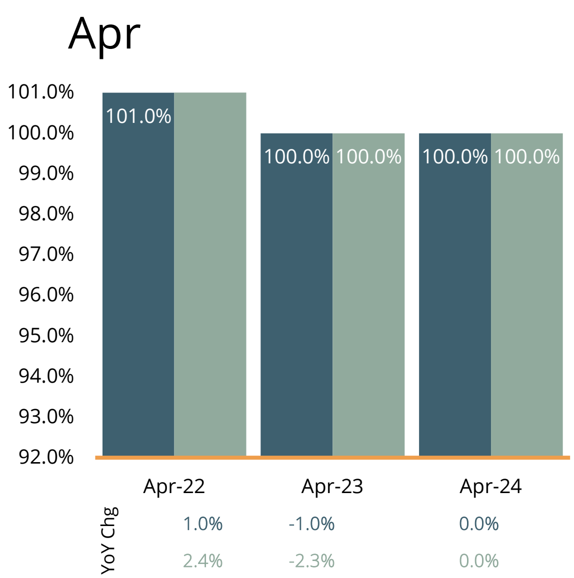
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**$202.8**	-10.6%	**$9.5**	-35.7%
Jun-23	**$243.2**	-7.5%	**$18.9**	37.7%
Jul-23	**$176.4**	-12.1%	**$12.0**	3.6%
Aug-23	**$203.4**	-0.7%	**$9.9**	-10.7%
Sep-23	**$122.2**	-22.6%	**$9.6**	32.7%
Oct-23	**$149.1**	4.1%	**$6.9**	-53.0%
Nov-23	**$125.4**	-6.3%	**$6.3**	-46.6%
Dec-23	**$149.1**	6.6%	**$6.5**	-29.9%
Jan-24	**$95.4**	2.6%	**$3.8**	-36.4%
Feb-24	**$114.2**	15.9%	**$5.7**	74.0%
Mar-24	**$155.8**	15.1%	**$7.2**	-19.5%
Apr-24	**$179.3**	18.4%	**$8.0**	45.5%
12-month Avg	$159.7	-1.7%	$8.7	-11.5%

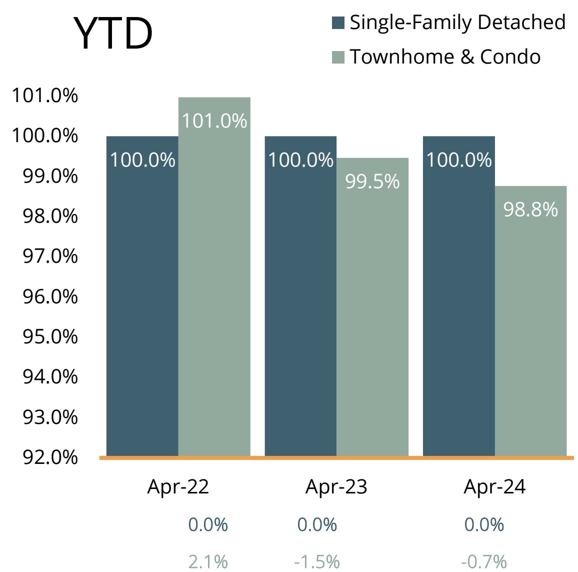
Historical Sold Dollar Volume by Month (in millions)



Source: Virginia REALTORS®, data accessed May 15, 2024

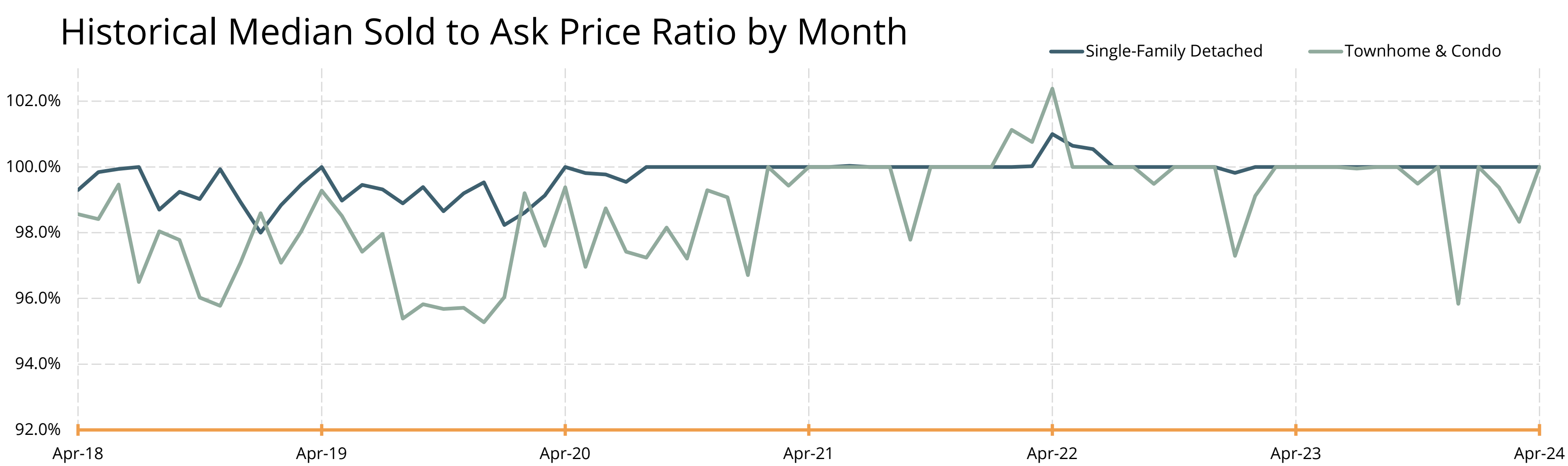
Median Sold to Ask Price Ratio





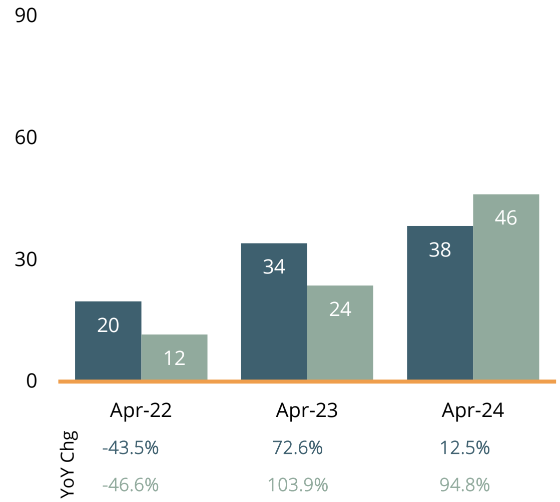
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**100.0%**	-0.6%	**100.0%**	0.0%
Jun-23	**100.0%**	-0.5%	**100.0%**	0.0%
Jul-23	**100.0%**	0.0%	**99.9%**	-0.1%
Aug-23	**100.0%**	0.0%	**100.0%**	0.0%
Sep-23	**100.0%**	0.0%	**100.0%**	0.5%
Oct-23	**100.0%**	0.0%	**99.5%**	-0.5%
Nov-23	**100.0%**	0.0%	**100.0%**	0.0%
Dec-23	**100.0%**	0.0%	**95.8%**	-4.2%
Jan-24	**100.0%**	0.2%	**100.0%**	2.8%
Feb-24	**100.0%**	0.0%	**99.4%**	0.3%
Mar-24	**100.0%**	0.0%	**98.3%**	-1.7%
Apr-24	**100.0%**	0.0%	**100.0%**	0.0%
12-month Avg	100.0%	-0.1%	99.4%	-0.2%

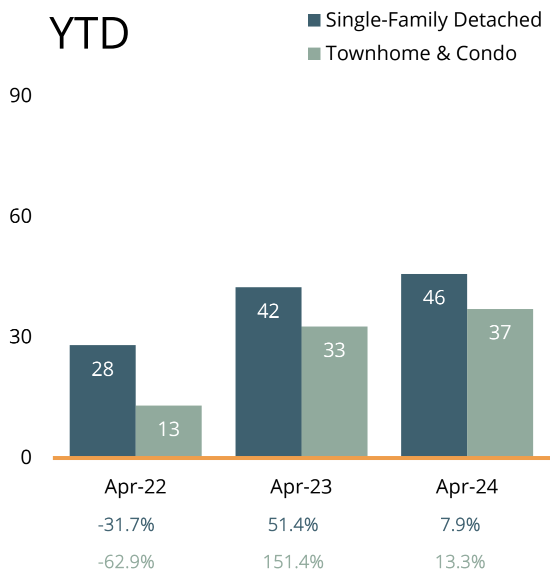
Historical Median Sold to Ask Price Ratio by Month



Source: Virginia REALTORS®, data accessed May 15, 2024

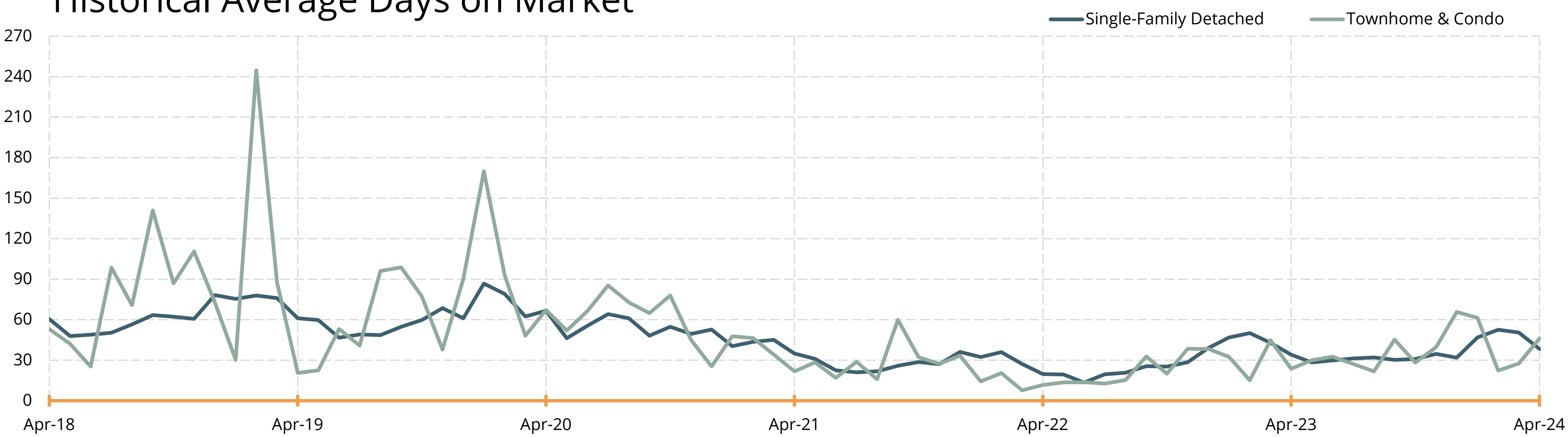
Average Days on Market





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**28**	45.8%	**30**	121.4%
Jun-23	**30**	121.5%	**33**	137.0%
Jul-23	**31**	59.9%	**27**	115.1%
Aug-23	**32**	54.8%	**22**	41.5%
Sep-23	**30**	18.4%	**45**	38.3%
Oct-23	**31**	22.2%	**28**	40.6%
Nov-23	**35**	21.6%	**40**	3.1%
Dec-23	**32**	-18.4%	**66**	71.4%
Jan-24	**47**	-0.2%	**61**	89.4%
Feb-24	**53**	5.1%	**22**	46.8%
Mar-24	**51**	17.6%	**27**	-38.8%
Apr-24	**38**	12.5%	**46**	94.8%
12-month Avg	36	19.7%	37	48.7%

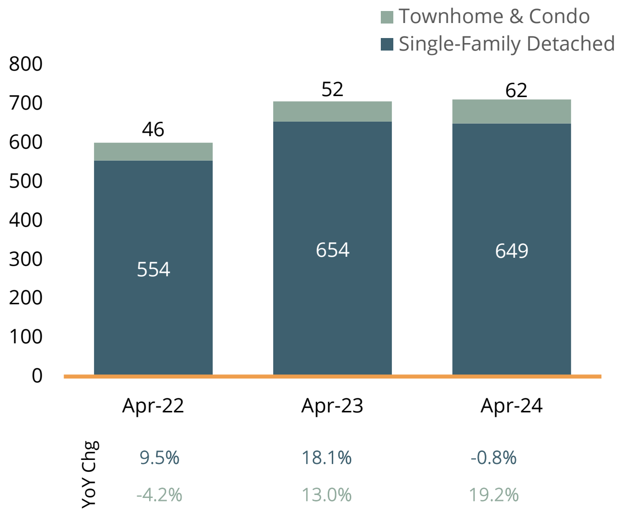
Historical Average Days on Market



Source: Virginia REALTORS®, data accessed May 15, 2024

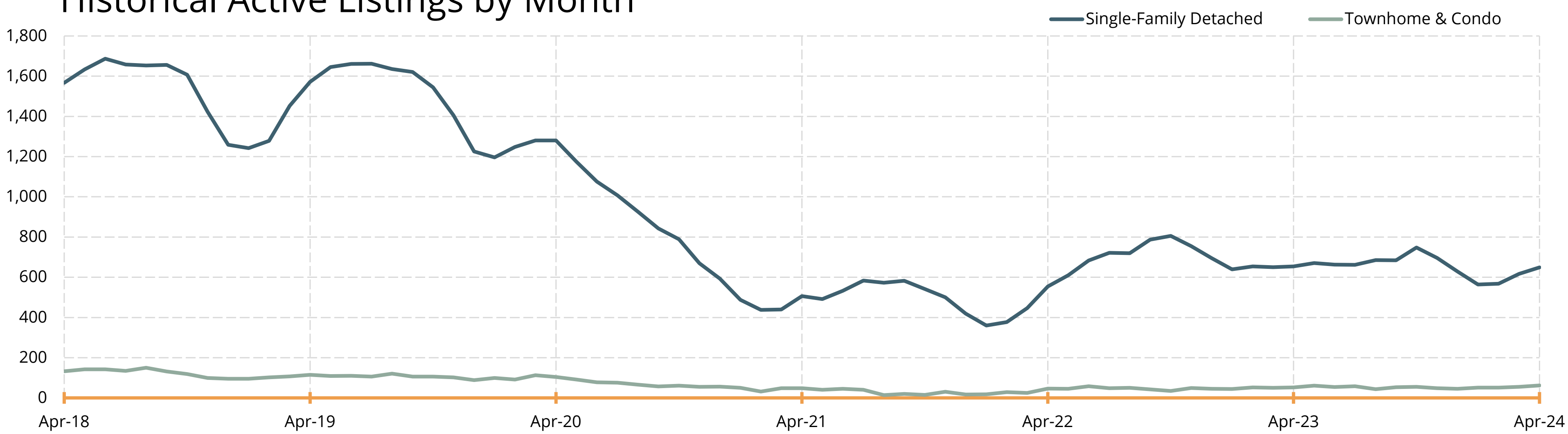
Active Listings

Apr



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Dec-23	**629**	-9.5%	**45**	0.0%
Jan-24	**564**	-11.7%	**51**	15.9%
Feb-24	**568**	-13.1%	**51**	-1.9%
Mar-24	**617**	-5.1%	**55**	10.0%
Apr-24	**649**	-0.8%	**62**	19.2%
12-month Avg	653	-6.4%	53	11.6%

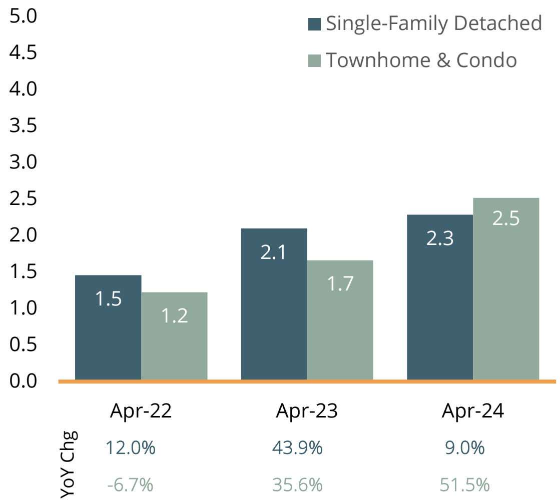
Historical Active Listings by Month



Source: Virginia REALTORS®, data accessed May 15, 2024

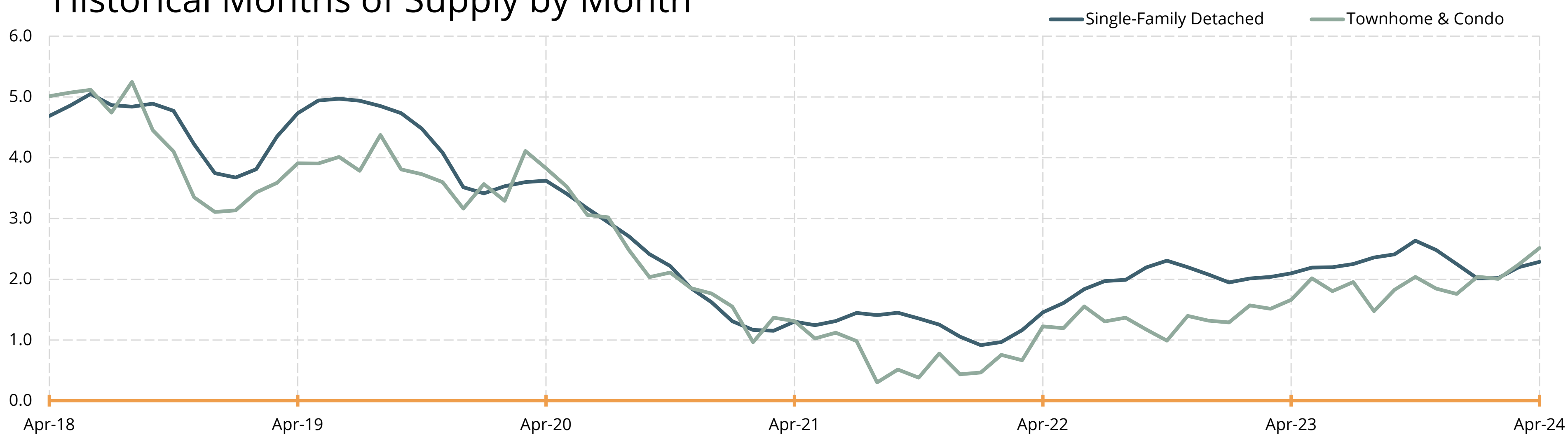
Months of Supply

Apr



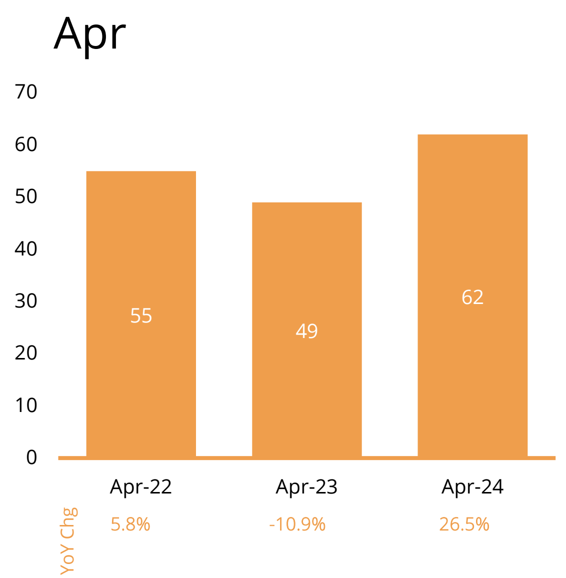
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-23	**2.2**	36.3%	**2.0**	68.8%
Jun-23	**2.2**	19.6%	**1.8**	16.2%
Jul-23	**2.2**	14.2%	**2.0**	49.7%
Aug-23	**2.4**	18.5%	**1.5**	7.9%
Sep-23	**2.4**	9.7%	**1.8**	55.9%
Oct-23	**2.6**	14.2%	**2.0**	105.6%
Nov-23	**2.5**	12.9%	**1.8**	32.2%
Dec-23	**2.2**	8.3%	**1.8**	33.6%
Jan-24	**2.0**	3.3%	**2.0**	58.4%
Feb-24	**2.0**	0.4%	**2.0**	28.0%
Mar-24	**2.2**	7.7%	**2.2**	48.2%
Apr-24	**2.3**	9.0%	**2.5**	51.5%
12-month Avg	2.3	12.4%	2.0	44.1%

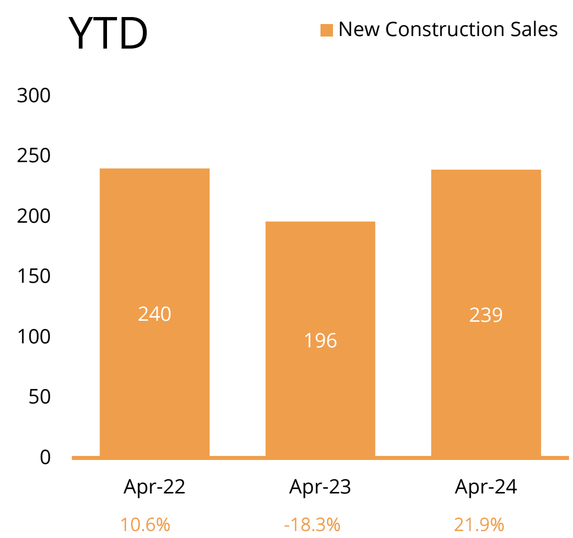
Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed May 15, 2024

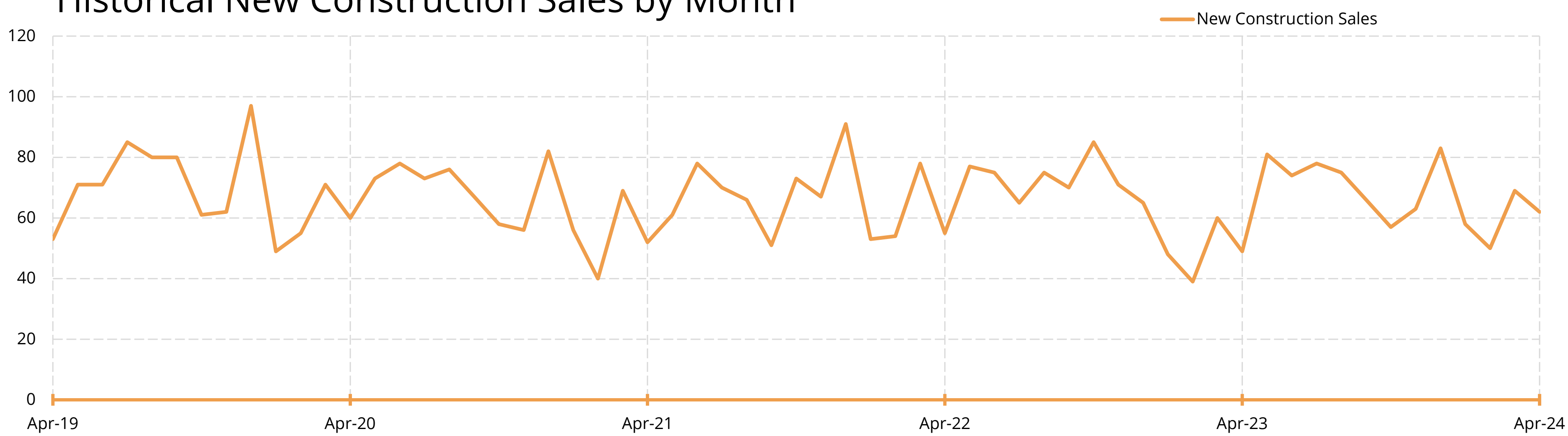
New Construction Sales





Month	New Construction Sales	YoY Chg
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%
Dec-23	**83**	27.7%
Jan-24	**58**	20.8%
Feb-24	**50**	28.2%
Mar-24	**69**	15.0%
Apr-24	**62**	26.5%
12-month Avg	68	4.7%

Historical New Construction Sales by Month



Source: Virginia REALTORS®, data accessed May 15, 2024

Area Overview - Total Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg
Albemarle County	223	**257**	15.2%	142	**134**	-5.6%	$506,389	**$526,928**	4.1%	274	**280**	2.2%	1.9	**2.1**	15.4%
Charlottesville	65	**67**	3.1%	35	**39**	11.4%	$510,000	**$568,000**	11.4%	64	**62**	-3.1%	1.6	**1.8**	14.4%
Fluvanna County	47	**55**	17.0%	37	**43**	16.2%	$350,000	**$345,000**	-1.4%	68	**50**	-26.5%	1.5	**1.5**	-6.0%
Greene County	22	**40**	81.8%	17	**20**	17.6%	$344,000	**$427,275**	24.2%	59	**51**	-13.6%	2.6	**2.7**	6.6%
Louisa County	107	**96**	-10.3%	50	**72**	44.0%	$355,725	**$413,546**	16.3%	167	**181**	8.4%	2.7	**2.8**	3.3%
Nelson County	41	**36**	-12.2%	15	**24**	60.0%	$294,000	**$418,750**	42.4%	74	**87**	17.6%	2.7	**3.3**	20.9%

Source: Virginia REALTORS®, data accessed May 15, 2024

Area Overview - Total Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg
Albemarle County	593	**614**	3.5%	299	**275**	-8.0%	$458,798	**$526,900**	14.8%	279	**255**	-8.6%
Charlottesville	114	**138**	21.1%	64	**74**	15.6%	$377,500	**$482,000**	27.7%	54	**49**	-9.3%
Fluvanna County	143	**117**	-18.2%	83	**67**	-19.3%	$336,000	**$341,000**	1.5%	70	**43**	-38.6%
Greene County	80	**85**	6.3%	47	**49**	4.3%	$389,900	**$365,000**	-6.4%	62	**50**	-19.4%
Louisa County	275	**285**	3.6%	135	**166**	23.0%	$369,900	**$384,425**	3.9%	173	**195**	12.7%
Nelson County	76	**86**	13.2%	60	**63**	5.0%	$325,000	**$385,000**	18.5%	62	**80**	29.0%

Source: Virginia REALTORS®, data accessed May 15, 2024

Area Overview - Single Family Detached Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg
Albemarle County	210	**239**	13.8%	131	**124**	-5.3%	$530,000	**$536,779**	1.3%	263	**266**	1.1%	2.0	**2.2**	11.2%
Charlottesville	59	**50**	-15.3%	31	**34**	9.7%	$530,000	**$574,000**	8.3%	53	**47**	-11.3%	1.6	**1.6**	3.9%
Fluvanna County	47	**54**	14.9%	37	**43**	16.2%	$350,000	**$345,000**	-1.4%	68	**49**	-27.9%	1.5	**1.4**	-8.1%
Greene County	22	**40**	81.8%	17	**20**	17.6%	$344,000	**$427,275**	24.2%	59	**51**	-13.6%	2.6	**2.8**	7.1%
Louisa County	101	**95**	-5.9%	50	**71**	42.0%	$355,725	**$413,000**	16.1%	163	**177**	8.6%	2.7	**2.8**	5.2%
Nelson County	32	**31**	-3.1%	11	**19**	72.7%	$315,000	**$460,000**	46.0%	48	**59**	22.9%	2.6	**3.1**	18.0%

Source: Virginia REALTORS®, data accessed May 15, 2024

Area Overview - Single Family Detached Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg
Albemarle County	532	**818**	53.8%	393	**380**	-3.3%	$500,000	**$540,000**	8.0%	265	**266**	0.4%
Charlottesville	103	**166**	61.2%	87	**94**	8.0%	$435,000	**$550,000**	26.4%	43	**47**	9.3%
Fluvanna County	142	**171**	20.4%	120	**110**	-8.3%	$345,000	**$345,000**	0.0%	70	**49**	-30.0%
Greene County	80	**125**	56.3%	64	**69**	7.8%	$385,000	**$399,990**	3.9%	62	**51**	-17.7%
Louisa County	274	**378**	38.0%	185	**235**	27.0%	$360,000	**$391,250**	8.7%	172	**177**	2.9%
Nelson County	48	**84**	75.0%	51	**64**	25.5%	$385,000	**$506,000**	31.4%	38	**59**	55.3%

Source: Virginia REALTORS®, data accessed May 15, 2024

Area Overview - Townhome & Condo Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg
Albemarle County	13	**18**	38.5%	11	**10**	-9.1%	$277,900	**$225,000**	-19.0%	11	**14**	27%	0.7	**1.3**	86%
Charlottesville	6	**17**	183.3%	4	**5**	25.0%	$351,000	**$522,000**	48.7%	11	**15**	36.4%	1.8	**3.0**	67.7%
Fluvanna County	0	**1**	n/a	0	**0**	n/a	$0	**$0**	n/a	0	**1**	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	6	**1**	-83.3%	0	**1**	n/a	$0	**$615,000**	n/a	4	**4**	0.0%	12.0	**3.0**	-75.0%
Nelson County	9	**5**	-44.4%	4	**5**	25.0%	$199,500	**$219,000**	9.8%	26	**28**	7.7%	2.9	**3.8**	29.5%

Source: Virginia REALTORS®, data accessed May 15, 2024

Area Overview - Townhome & Condo Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg	Apr-23	Apr-24	% chg
Albemarle County	61	**53**	-13.1%	48	**29**	-39.6%	$253,000	**$235,000**	-7.1%	14	**14**	0.0%
Charlottesville	11	**39**	254.5%	12	**19**	58.3%	$293,000	**$301,000**	2.7%	11	**15**	36.4%
Fluvanna County	1	**1**	0.0%	0	**0**	n/a	$0	**$0**	n/a	0	**1**	n/a
Greene County	0	**0**	n/a	0	**0**	n/a	$0	**$0**	n/a	0	**0**	n/a
Louisa County	1	**3**	200.0%	0	**3**	n/a	$0	**$717,350**	n/a	1	**4**	300.0%
Nelson County	28	**38**	35.7%	24	**23**	-4.2%	$238,000	**$235,000**	-1.3%	24	**28**	16.7%

Source: Virginia REALTORS®, data accessed May 15, 2024

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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804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price