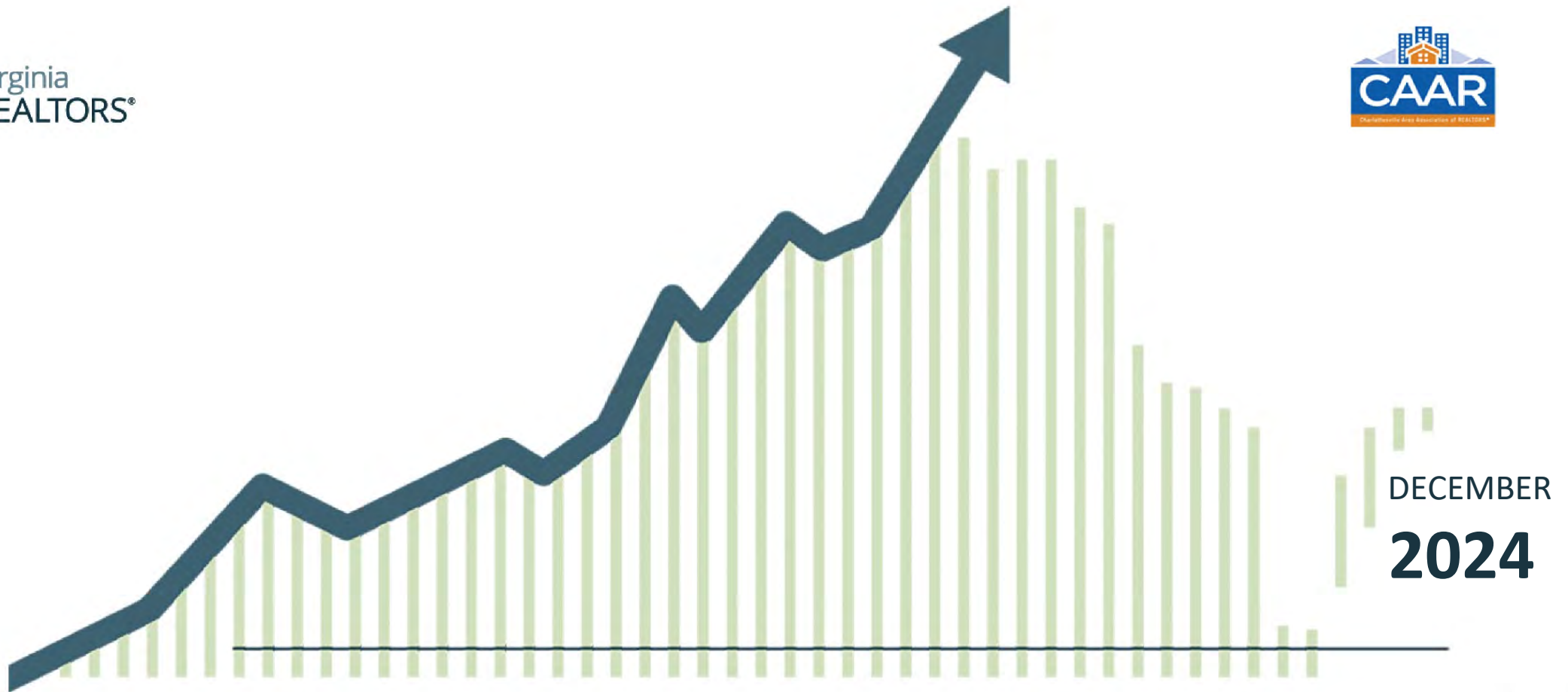




# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

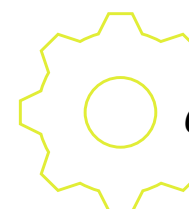
CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# CAAR Market Indicators Report



## Key Market Trends: December 2024

- › **For the third consecutive month, sales went up in the CAAR area.** There were 303 sales in December, 28 more sales than the previous year, increasing by 10.2%. Albemarle County had a 3.8% increase sales activity with 5 additional home sales. Sales dipped in Louisa County with four fewer home sales than a year ago, decreasing by 6.6%.
- › **Pending sales in the CAAR region continued to outpace last year, big jumps in the rural markets.** There were 229 pending sales in December, 20.5% more than the last year, which is 39 additional pending sales. Activity surged in Greene County with 18 more pending sales than last December (+200.0%) and Fluvanna County with 15 additional pending sales (+125.0%). Albemarle County experienced a dip in pending sales with five fewer pending sales (-5.7%).
- › **Median home prices rose in some markets but dipped in others.** At \$477,960, the regionwide median sales price was \$15,630 or 3.4% higher than the previous year. Home prices increased the most in Louisa County (+30.5%) and Nelson County (+13.2%). There was a drop in the median sales price for homes sold in Charlottesville this month (-12.0%) and also Albemarle County (-4.8%).
- › **More active listings were on the market in most local areas this month.** Across the CAAR footprint, there were 689 listings at the end of December, up 2.2% from a year ago, which is 15 additional listings. Fluvanna County had 21 additional listings on the market compared to last year (+36.2%) while listings in Greene County declined with 14 fewer listings (-25.0%).



## CAAR Market Dashboard

| YoY Chg | Dec-24    | Indicator                        |
|---------|-----------|----------------------------------|
| ▲ 10.2% | 303       | Sales                            |
| ▲ 20.5% | 229       | Pending Sales                    |
| ▲ 25.1% | 284       | New Listings                     |
| ▲ 4.1%  | \$489,000 | Median List Price                |
| ▲ 3.8%  | \$479,999 | Median Sales Price               |
| ▲ 4.0%  | \$258     | Median Price Per Square Foot     |
| ▲ 14.0% | \$177.4   | Sold Dollar Volume (in millions) |
| — 0.0%  | 100.0%    | Median Sold/Ask Price Ratio      |
| ▲ 26.7% | 19        | Median Days on Market            |
| ▲ 2.2%  | 689       | Active Listings                  |
| ▲ 2.4%  | 2.3       | Months of Supply                 |
| ▼ -6.0% | 78        | New Construction Sales           |

## INTEREST RATE TRACKER



# Report Index



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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.**

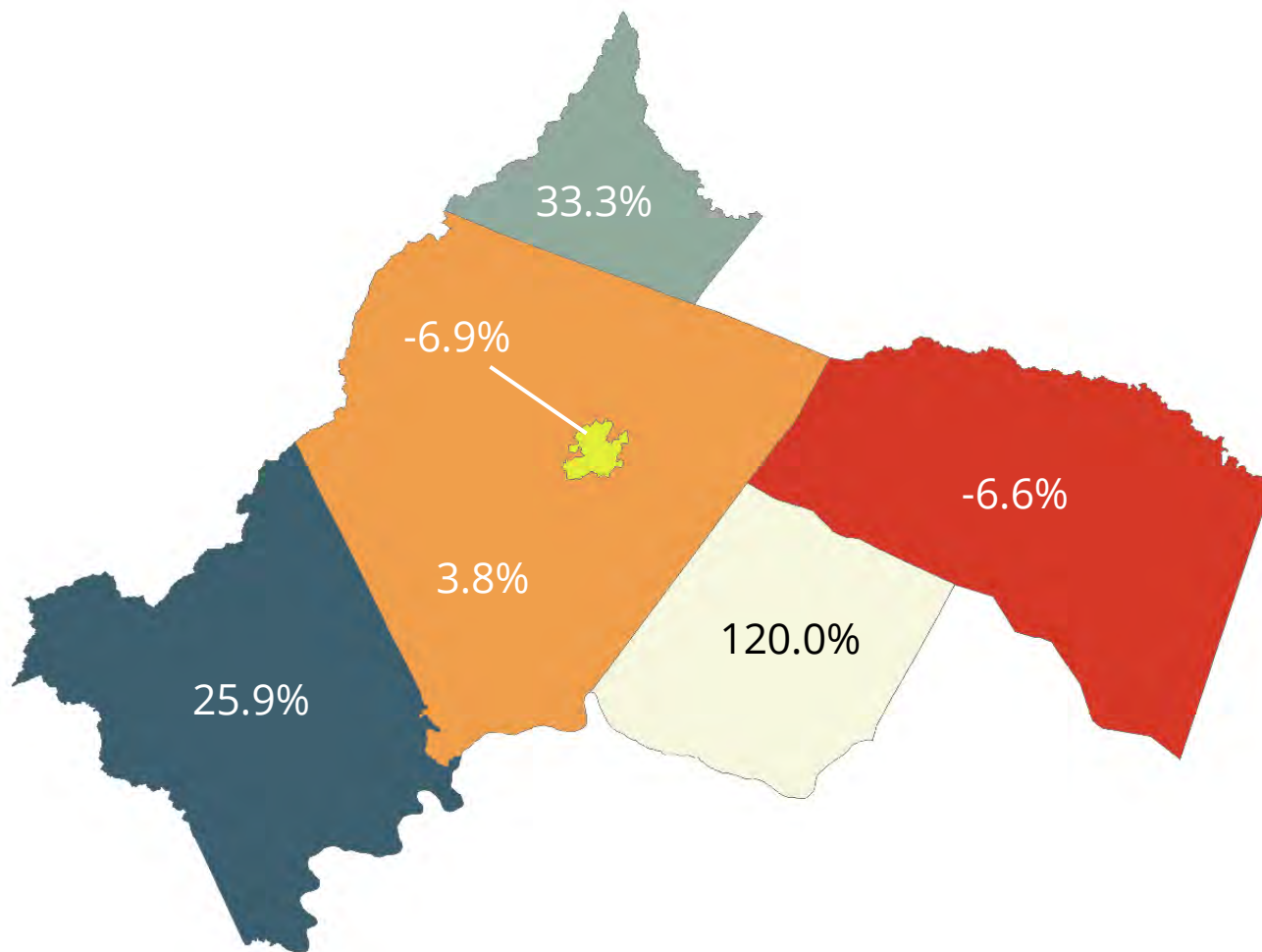
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

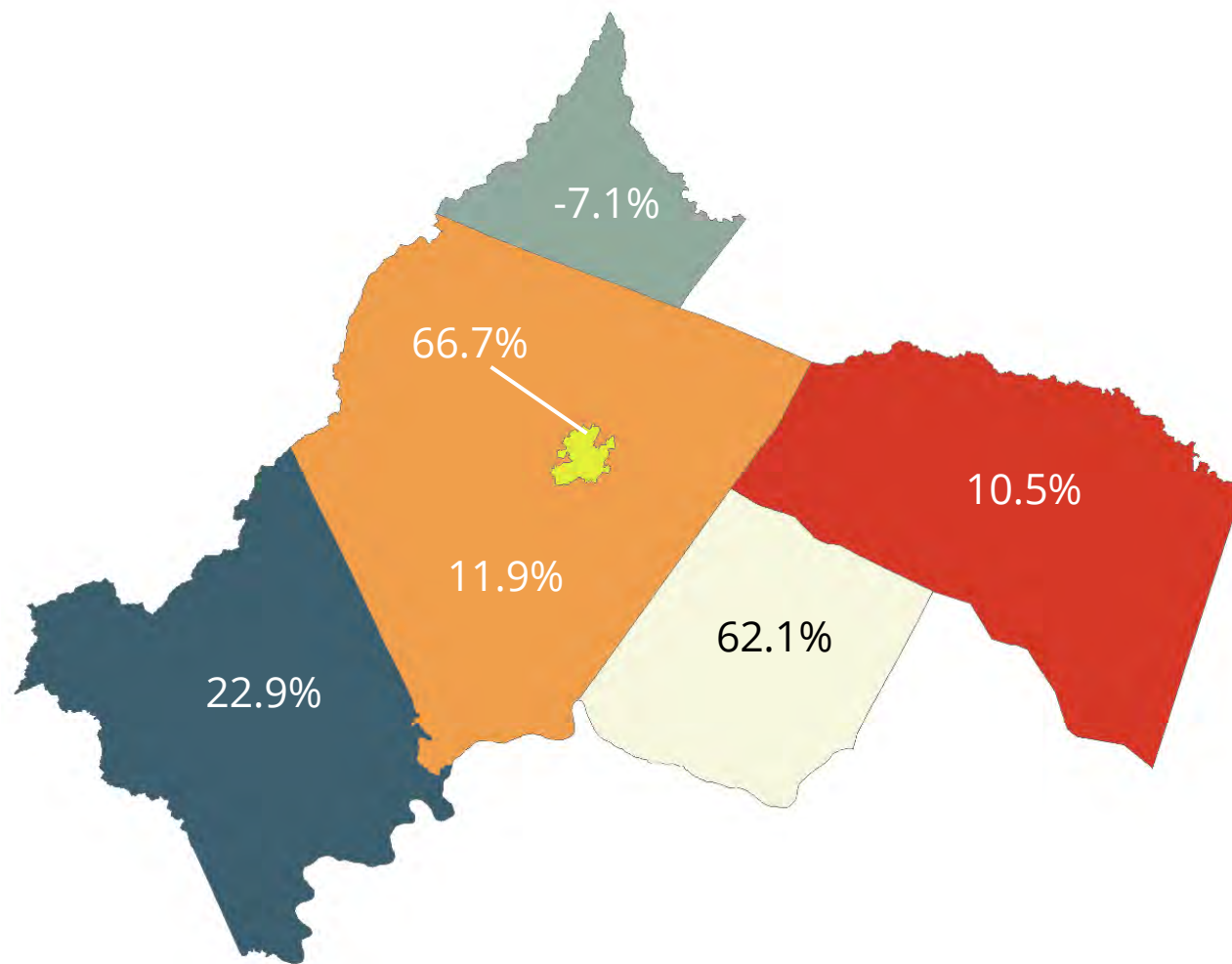


# Market Activity - CAAR Footprint



| <i>Jurisdiction</i> | Total Sales |            |              |
|---------------------|-------------|------------|--------------|
|                     | Dec-23      | Dec-24     | % Chg        |
| Albemarle County    | 131         | 136        | 3.8%         |
| Charlottesville     | 29          | 27         | -6.9%        |
| Fluvanna County     | 15          | 33         | 120.0%       |
| Greene County       | 12          | 16         | 33.3%        |
| Louisa County       | 61          | 57         | -6.6%        |
| Nelson County       | 27          | 34         | 25.9%        |
| <b>CAAR</b>         | <b>275</b>  | <b>303</b> | <b>10.2%</b> |

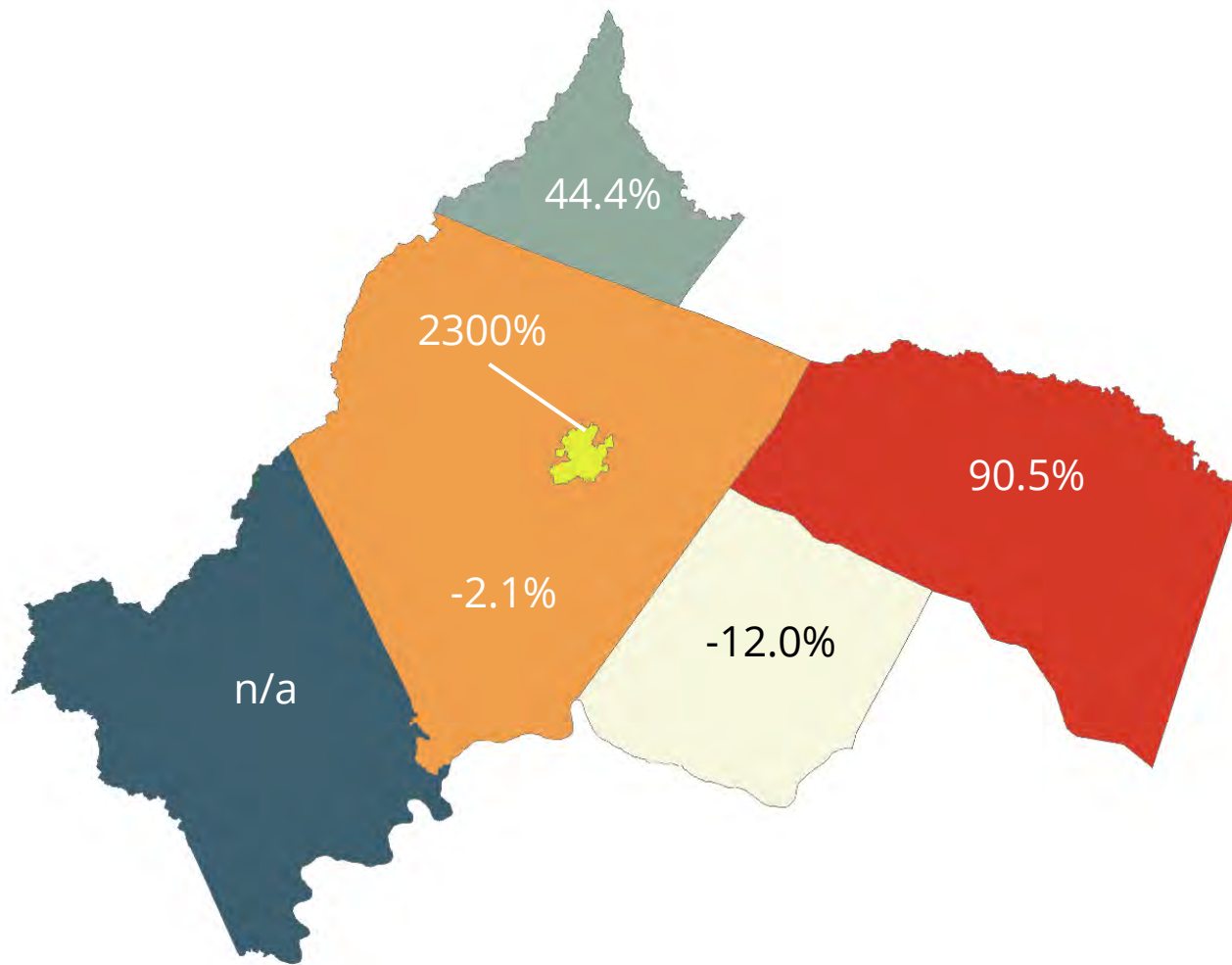
# Active Listings: Total Inventory (includes proposed listings)



| Jurisdiction     | Active Listings |            |              |
|------------------|-----------------|------------|--------------|
|                  | Dec-23          | Dec-24     | % Chg        |
| Albemarle County | 235             | 263        | 11.9%        |
| Charlottesville  | 33              | 55         | 66.7%        |
| Fluvanna County  | 58              | 94         | 62.1%        |
| Greene County    | 56              | 52         | -7.1%        |
| Louisa County    | 209             | 231        | 10.5%        |
| Nelson County    | 83              | 102        | 22.9%        |
| <b>CAAR</b>      | <b>674</b>      | <b>797</b> | <b>18.2%</b> |

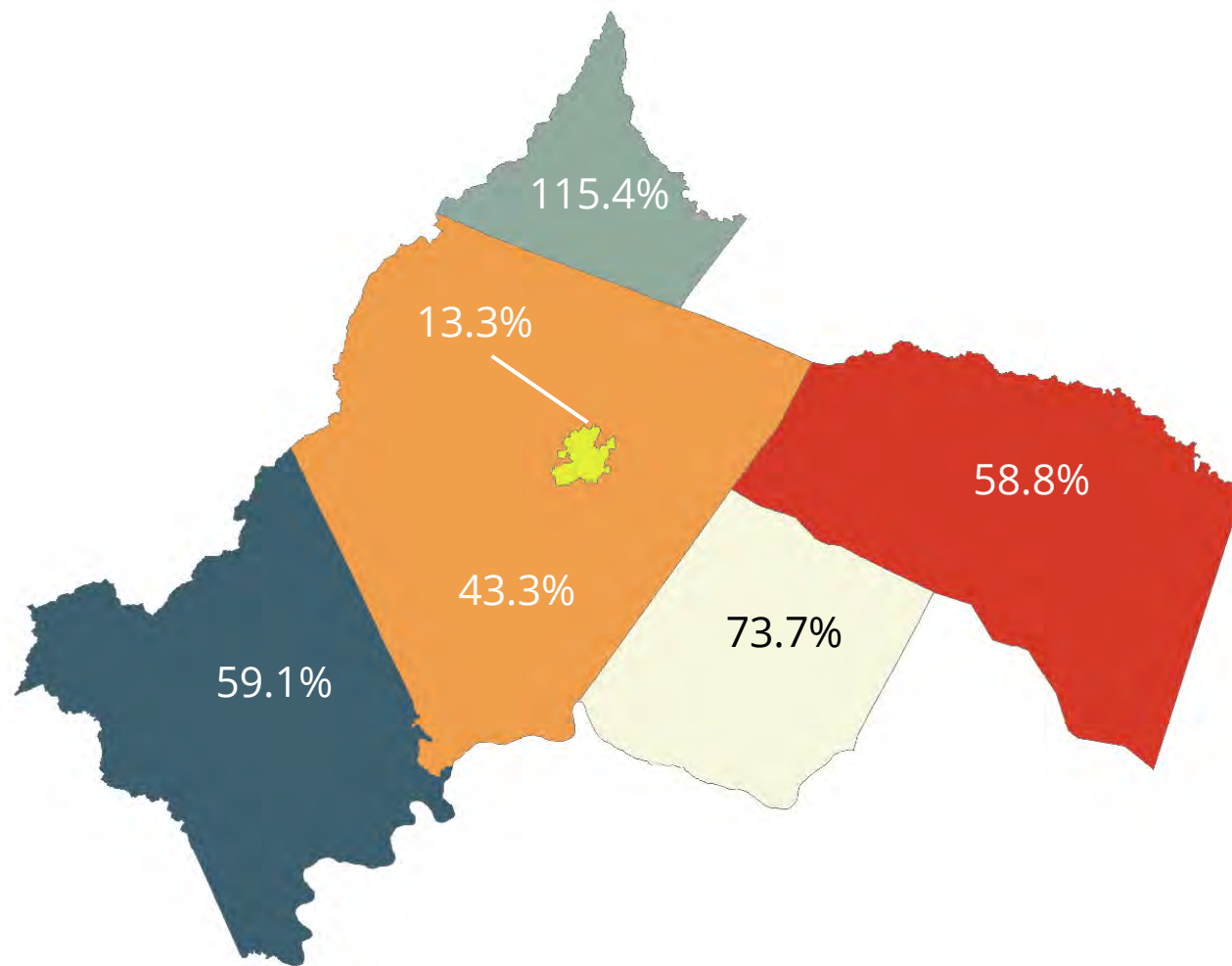


# Active Listings: Proposed Listings



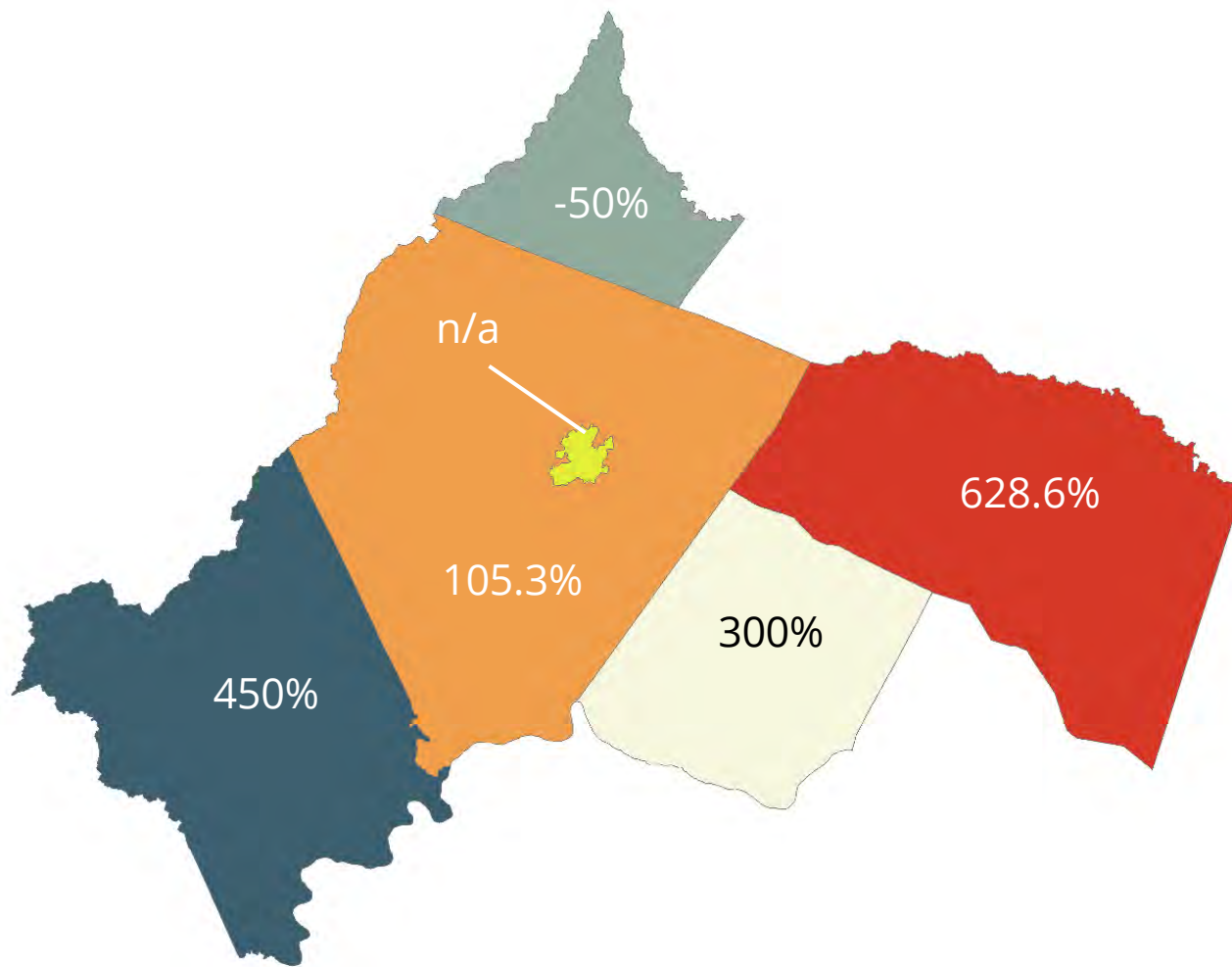
| Jurisdiction     | Active Listings |            | % Chg        |
|------------------|-----------------|------------|--------------|
|                  | Dec-23          | Dec-24     |              |
| Albemarle County | 97              | 95         | -2.1%        |
| Charlottesville  | 1               | 24         | 2300.0%      |
| Fluvanna County  | 25              | 22         | -12.0%       |
| Greene County    | 9               | 13         | 44.4%        |
| Louisa County    | 21              | 40         | 90.5%        |
| Nelson County    | 0               | 16         | n/a          |
| <b>CAAR</b>      | <b>153</b>      | <b>210</b> | <b>37.3%</b> |

# New Listings: Total Inventory (includes proposed listings)



| <i>Jurisdiction</i> | New Listings    |            |              |
|---------------------|-----------------|------------|--------------|
|                     | Total Inventory |            |              |
|                     | Dec-23          | Dec-24     | % Chg        |
| Albemarle County    | 90              | 129        | 43.3%        |
| Charlottesville     | 15              | 17         | 13.3%        |
| Fluvanna County     | 19              | 33         | 73.7%        |
| Greene County       | 13              | 28         | 115.4%       |
| Louisa County       | 68              | 108        | 58.8%        |
| Nelson County       | 22              | 35         | 59.1%        |
| <b>CAAR</b>         | <b>227</b>      | <b>350</b> | <b>54.2%</b> |

# New Listings: Proposed Listings



| Jurisdiction     | New Listings |            |               |
|------------------|--------------|------------|---------------|
|                  | Dec-23       | Dec-24     | % Chg         |
| Albemarle County | 19           | 39         | 105.3%        |
| Charlottesville  | 0            | 1          | n/a           |
| Fluvanna County  | 3            | 12         | 300.0%        |
| Greene County    | 2            | 1          | -50.0%        |
| Louisa County    | 7            | 51         | 628.6%        |
| Nelson County    | 2            | 11         | 450.0%        |
| <b>CAAR</b>      | <b>33</b>    | <b>115</b> | <b>248.5%</b> |



# Total Market Overview



| Key Metrics                      | 2-year Trends |        | Dec-23    | Dec-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Dec-22        | Dec-24 |           |                  |         |           |                  |         |
| Sales                            |               |        | 275       | <b>303</b>       | 10.2%   | 3,633     | <b>3,647</b>     | 0.4%    |
| Pending Sales                    |               |        | 190       | <b>229</b>       | 20.5%   | 3,911     | <b>3,902</b>     | -0.2%   |
| New Listings                     |               |        | 227       | <b>284</b>       | 25.1%   | 4,995     | <b>5,270</b>     | 5.5%    |
| Median List Price                |               |        | \$469,950 | <b>\$489,000</b> | 4.1%    | \$434,900 | <b>\$465,000</b> | 6.9%    |
| Median Sales Price               |               |        | \$462,330 | <b>\$479,999</b> | 3.8%    | \$432,000 | <b>\$459,500</b> | 6.4%    |
| Median Price Per Square Foot     |               |        | \$248     | <b>\$258</b>     | 4.0%    | \$240     | <b>\$255</b>     | 5.9%    |
| Sold Dollar Volume (in millions) |               |        | \$155.6   | <b>\$177.4</b>   | 14.0%   | \$1,953.1 | <b>\$2,110.6</b> | 8.1%    |
| Median Sold/Ask Price Ratio      |               |        | 100.0%    | <b>100.0%</b>    | 0.0%    | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Median Days on Market            |               |        | 15        | <b>19</b>        | 26.7%   | 34        | <b>35</b>        | 3.4%    |
| Active Listings                  |               |        | 674       | <b>689</b>       | 2.2%    | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 2.2       | <b>2.3</b>       | 2.4%    | n/a       | <b>n/a</b>       | n/a     |

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

# Single-Family Detached Market Overview



| Key Metrics                      | 2-year Trends |        | Dec-23    | Dec-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Dec-22        | Dec-24 |           |                  |         |           |                  |         |
| Sales                            |               |        | 256       | <b>289</b>       | 12.9%   | 3,337     | <b>3,366</b>     | 0.9%    |
| Pending Sales                    |               |        | 175       | <b>211</b>       | 20.6%   | 3,599     | <b>3,618</b>     | 0.5%    |
| New Listings                     |               |        | 211       | <b>264</b>       | 25.1%   | 4,631     | <b>4,891</b>     | 5.6%    |
| Median List Price                |               |        | \$480,215 | <b>\$494,633</b> | 3.0%    | \$449,000 | <b>\$475,000</b> | 5.8%    |
| Median Sales Price               |               |        | \$474,754 | <b>\$489,000</b> | 3.0%    | \$448,250 | <b>\$470,000</b> | 4.9%    |
| Median Price Per Square Foot     |               |        | \$247     | <b>\$254</b>     | 2.6%    | \$240     | <b>\$254</b>     | 5.7%    |
| Sold Dollar Volume (in millions) |               |        | \$149.1   | <b>\$171.2</b>   | 14.9%   | \$1,849.9 | <b>\$1,992.8</b> | 7.7%    |
| Median Sold/Ask Price Ratio      |               |        | 100.0%    | <b>100.0%</b>    | 0.0%    | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Median Days on Market            |               |        | 14        | <b>19</b>        | 35.7%   | 34        | <b>35</b>        | 3.4%    |
| Active Listings                  |               |        | 629       | <b>638</b>       | 1.4%    | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 2.2       | <b>2.3</b>       | 1.0%    | n/a       | <b>n/a</b>       | n/a     |

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

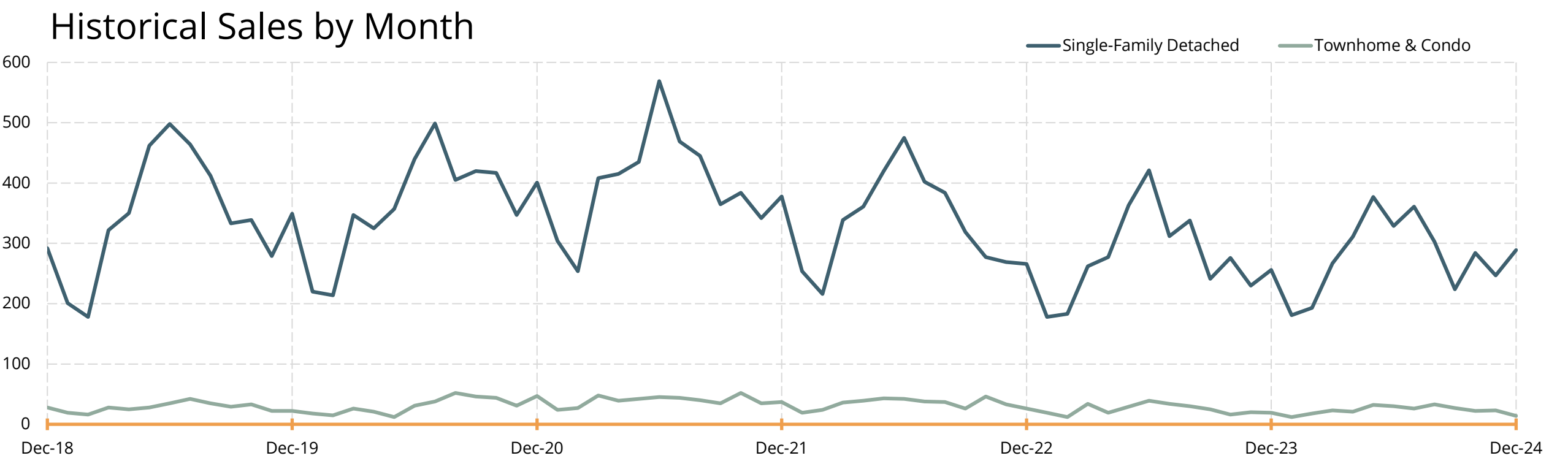
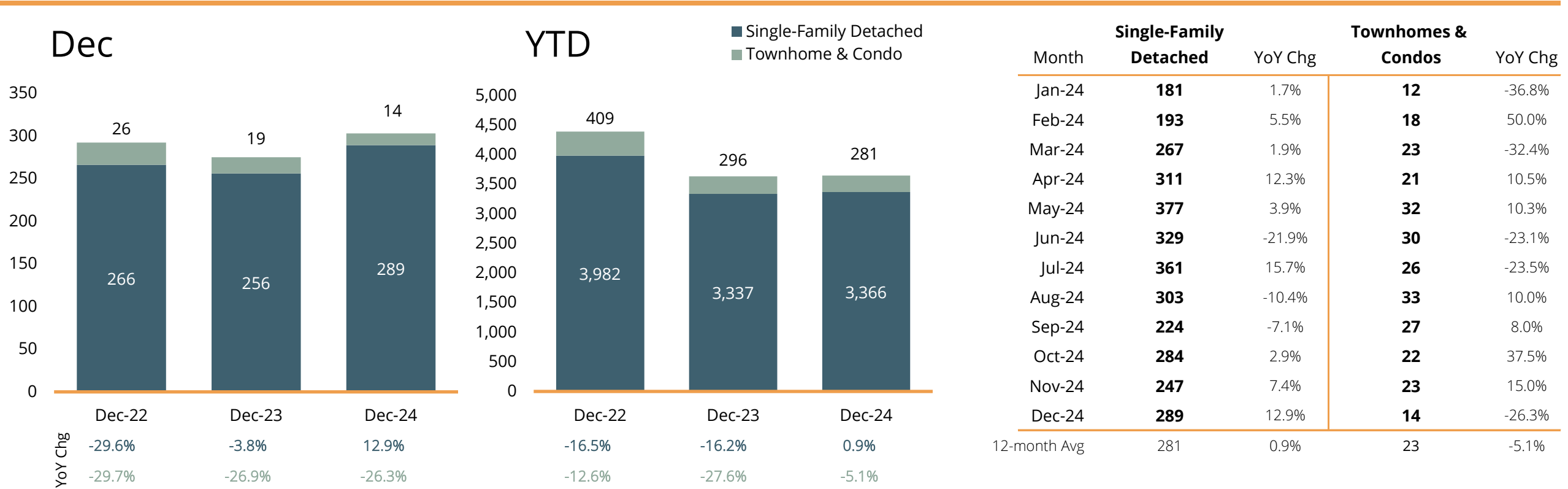
# Townhome & Condo Market Overview



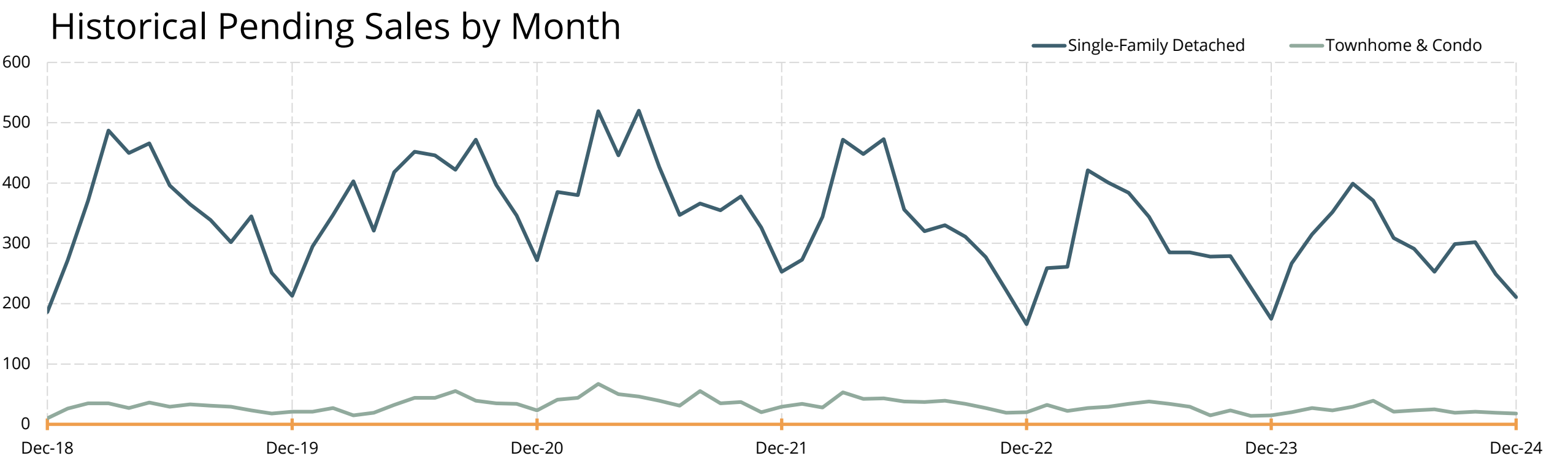
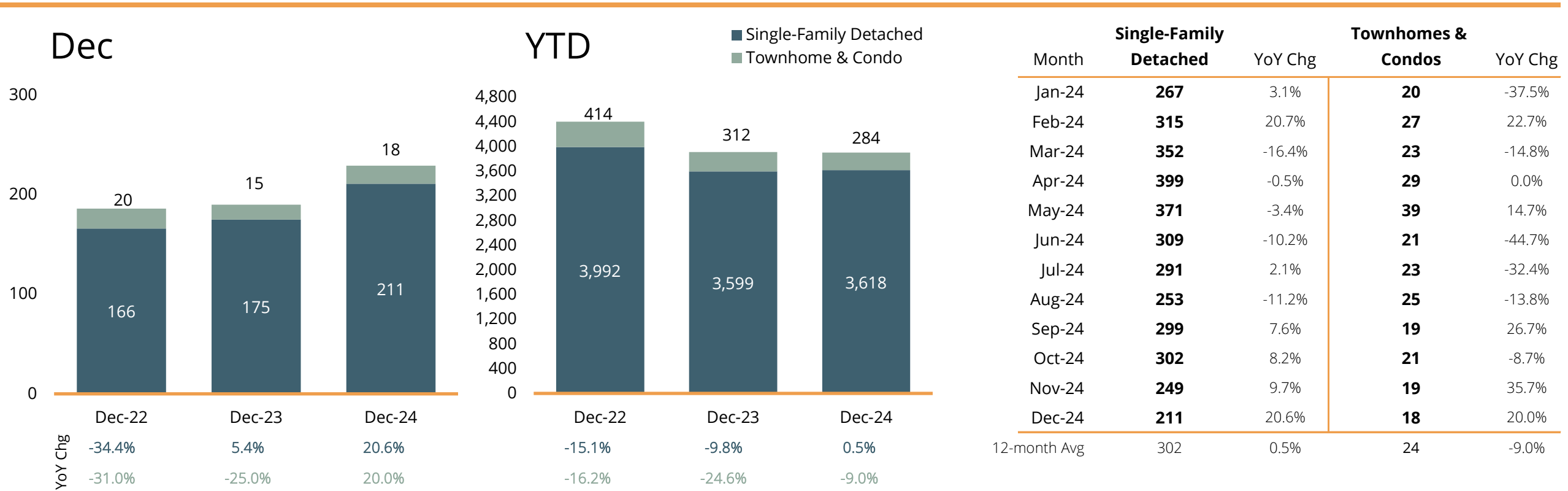
| Key Metrics                      | 2-year Trends |        | Dec-23    | Dec-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Dec-22        | Dec-24 |           |                  |         |           |                  |         |
| Sales                            |               |        | 19        | <b>14</b>        | -26.3%  | 296       | <b>281</b>       | -5.1%   |
| Pending Sales                    |               |        | 15        | <b>18</b>        | 20.0%   | 312       | <b>284</b>       | -9.0%   |
| New Listings                     |               |        | 16        | <b>20</b>        | 25.0%   | 364       | <b>379</b>       | 4.1%    |
| Median List Price                |               |        | \$245,000 | <b>\$424,500</b> | 73.3%   | \$279,900 | <b>\$295,000</b> | 5.4%    |
| Median Sales Price               |               |        | \$230,000 | <b>\$409,000</b> | 77.8%   | \$280,000 | <b>\$289,950</b> | 3.6%    |
| Median Price Per Square Foot     |               |        | \$252     | <b>\$328</b>     | 30.4%   | \$247     | <b>\$269</b>     | 9.0%    |
| Sold Dollar Volume (in millions) |               |        | \$6.5     | <b>\$6.1</b>     | -5.3%   | \$103.2   | <b>\$117.8</b>   | 14.1%   |
| Median Sold/Ask Price Ratio      |               |        | 95.8%     | <b>95.9%</b>     | 0.1%    | 100.0%    | <b>99.9%</b>     | -0.1%   |
| Median Days on Market            |               |        | 24        | <b>10</b>        | -60.4%  | 34        | <b>35</b>        | 2.9%    |
| Active Listings                  |               |        | 45        | <b>51</b>        | 13.3%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 1.8       | <b>2.1</b>       | 21.2%   | n/a       | <b>n/a</b>       | n/a     |

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

# Sales

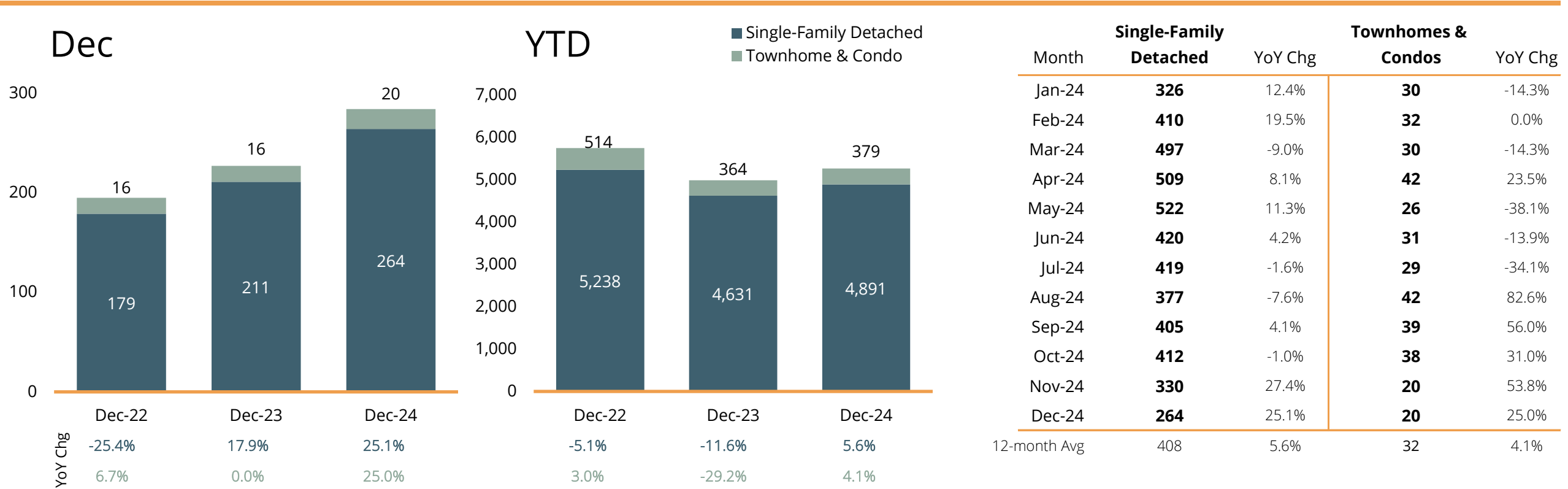


# Pending Sales

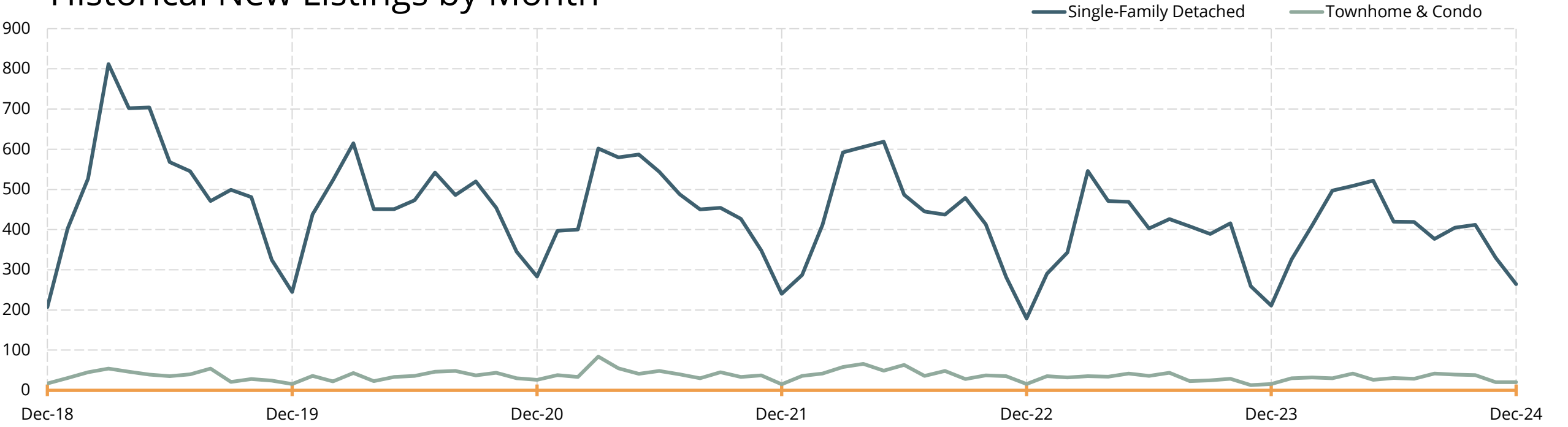




# New Listings

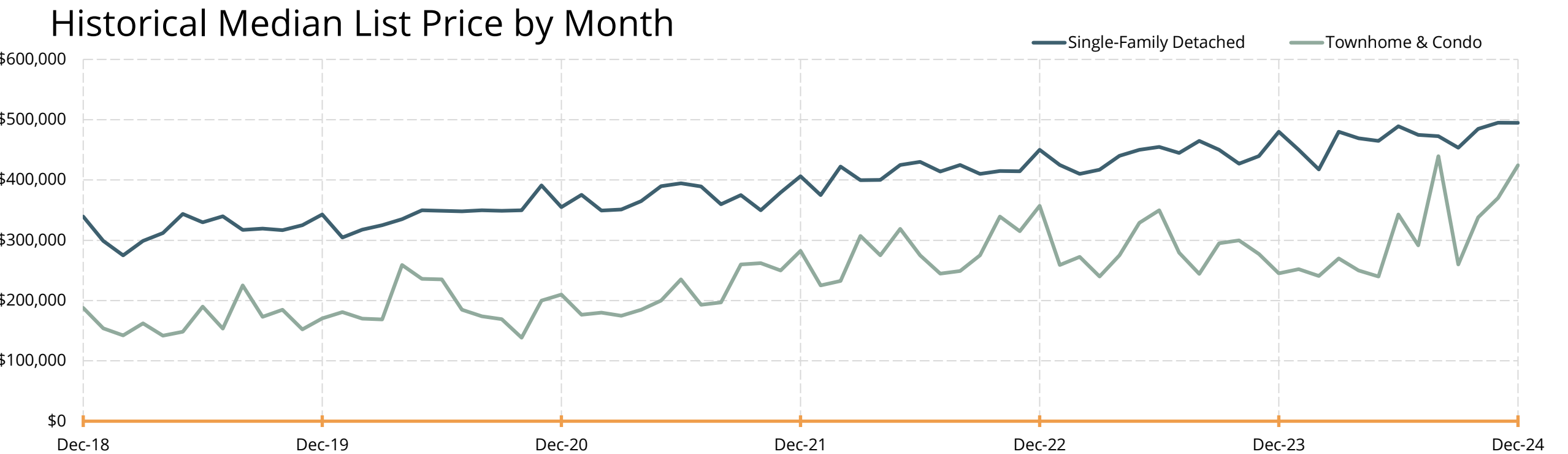
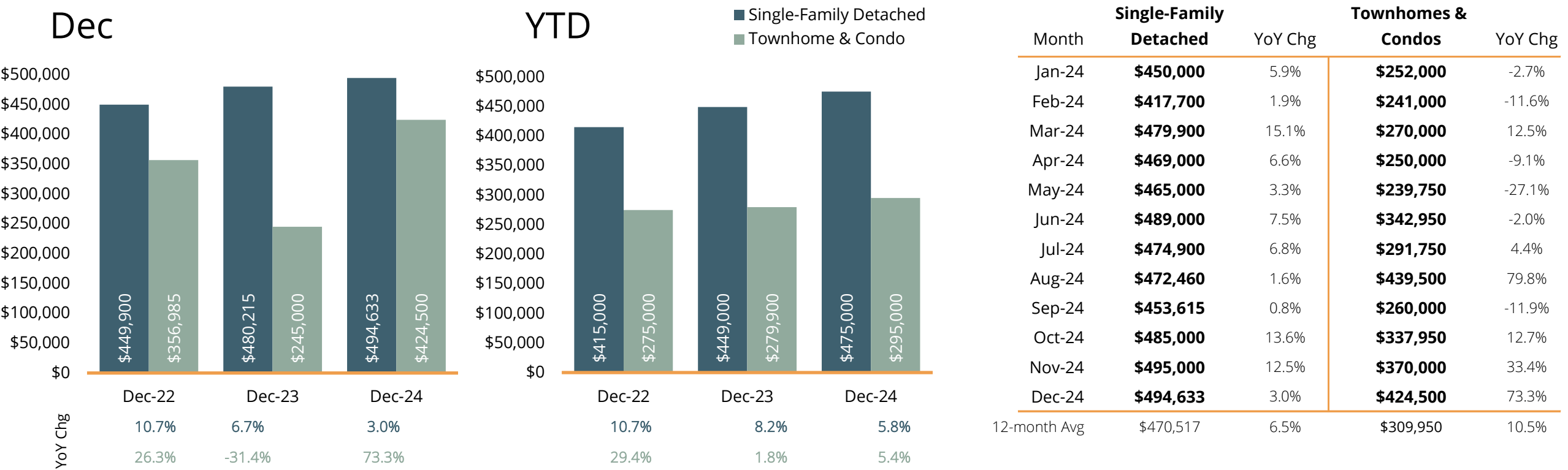


## Historical New Listings by Month

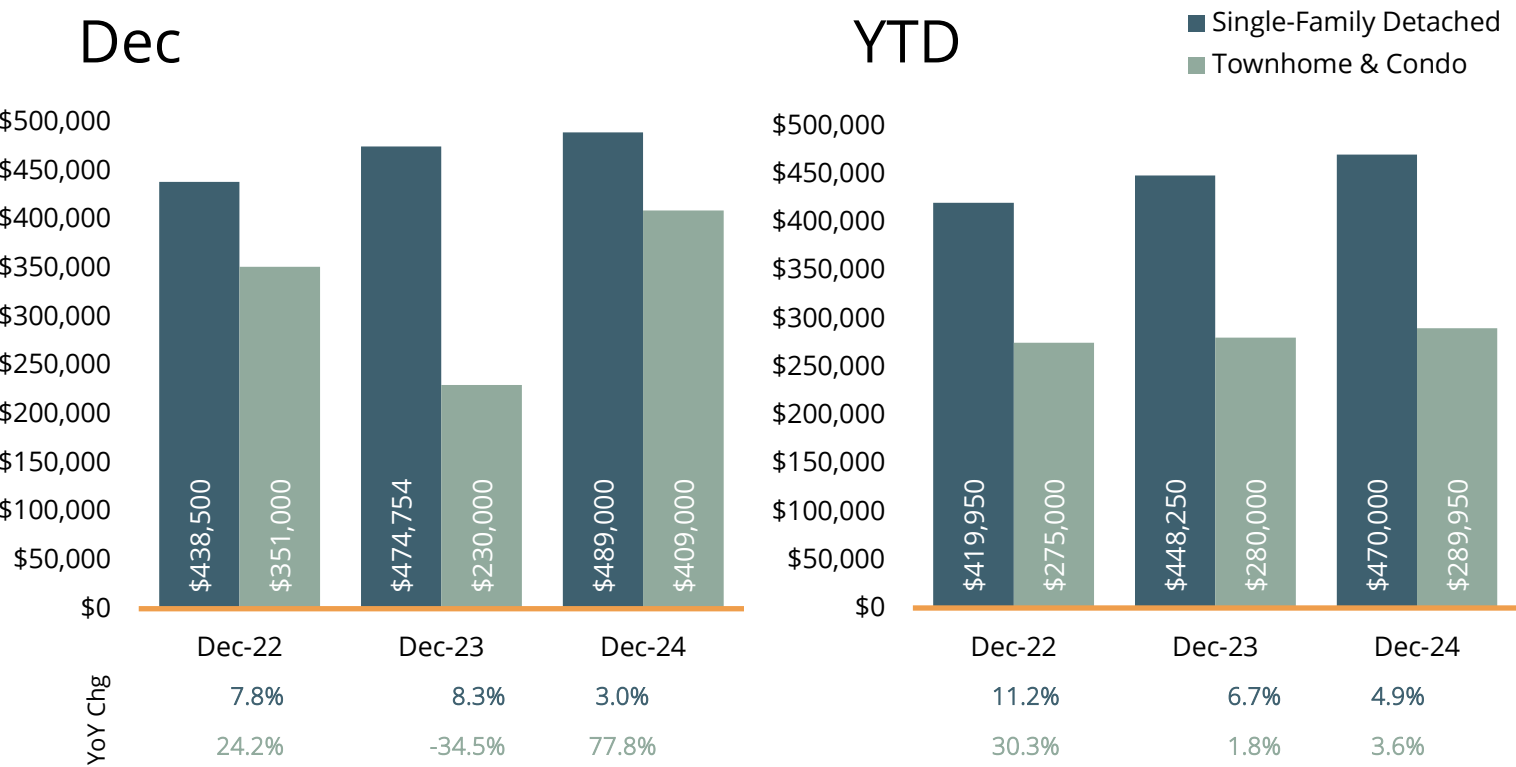


Source: Virginia REALTORS®, data accessed January 15, 2025

# Median List Price

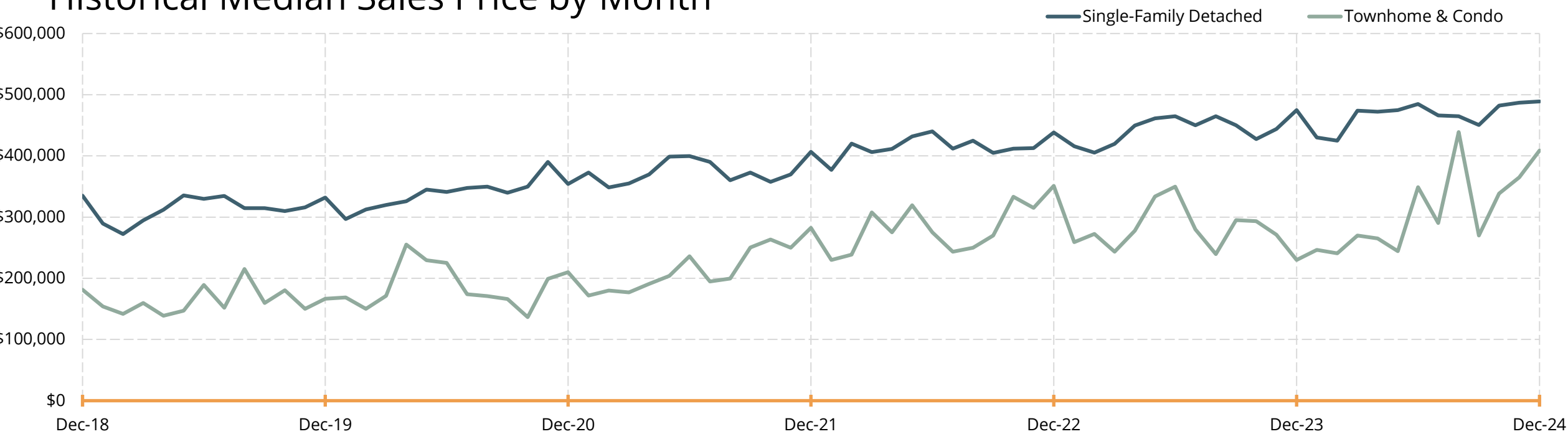


# Median Sales Price



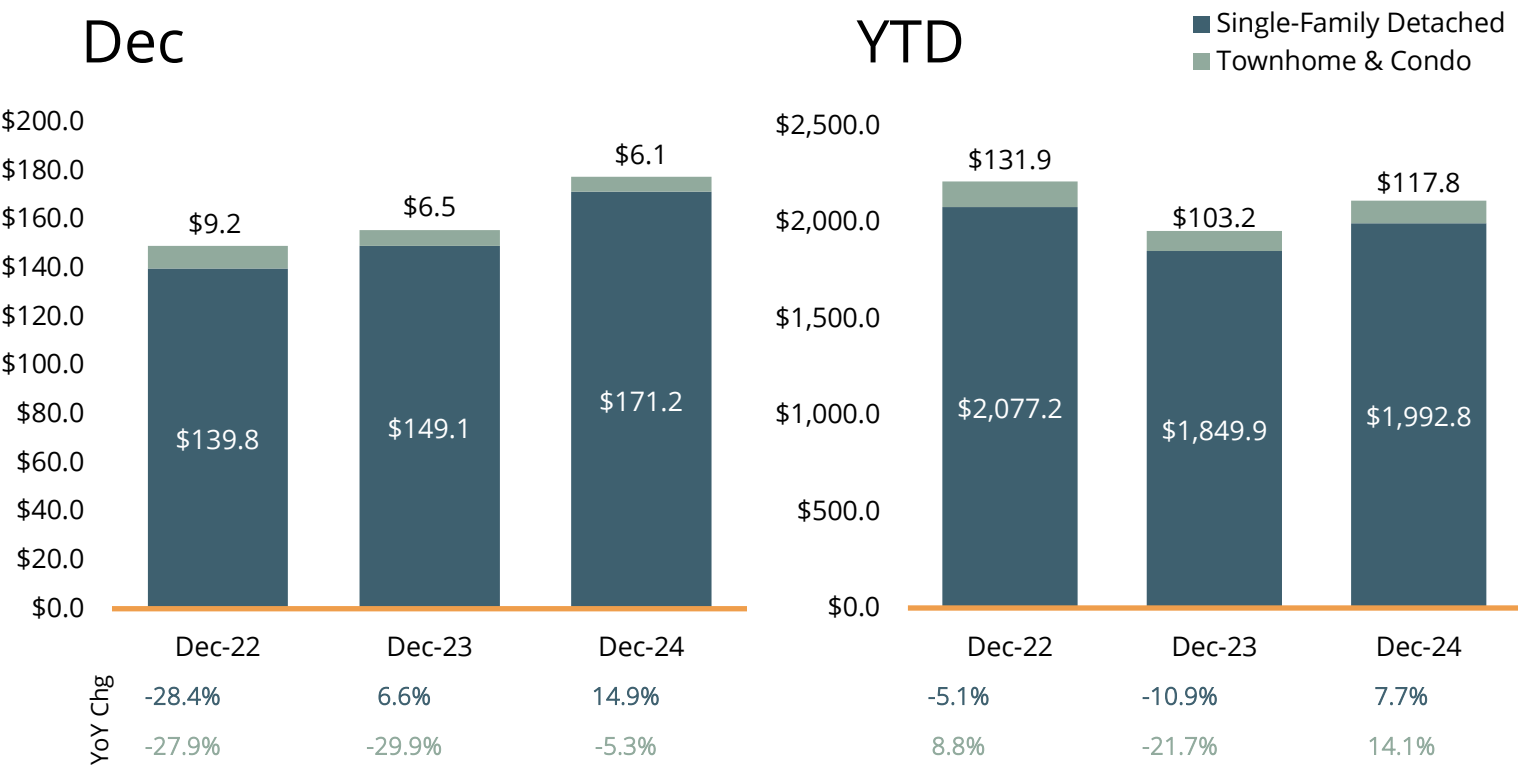
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Jan-24       | \$430,000     | 3.5%    | \$246,250   | -4.9%   |
| Feb-24       | \$425,000     | 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%   |
| May-24       | \$475,000     | 2.9%    | \$244,500   | -26.7%  |
| Jun-24       | \$485,000     | 4.3%    | \$349,000   | -0.3%   |
| Jul-24       | \$466,250     | 3.5%    | \$290,100   | 3.6%    |
| Aug-24       | \$465,000     | 0.0%    | \$439,000   | 83.3%   |
| Sep-24       | \$450,500     | 0.1%    | \$270,000   | -8.5%   |
| Oct-24       | \$482,276     | 12.8%   | \$338,450   | 15.3%   |
| Nov-24       | \$487,000     | 9.7%    | \$365,000   | 34.7%   |
| Dec-24       | \$489,000     | 3.0%    | \$409,000   | 77.8%   |
| 12-month Avg | \$466,752     | 5.1%    | \$310,608   | 11.4%   |

## Historical Median Sales Price by Month



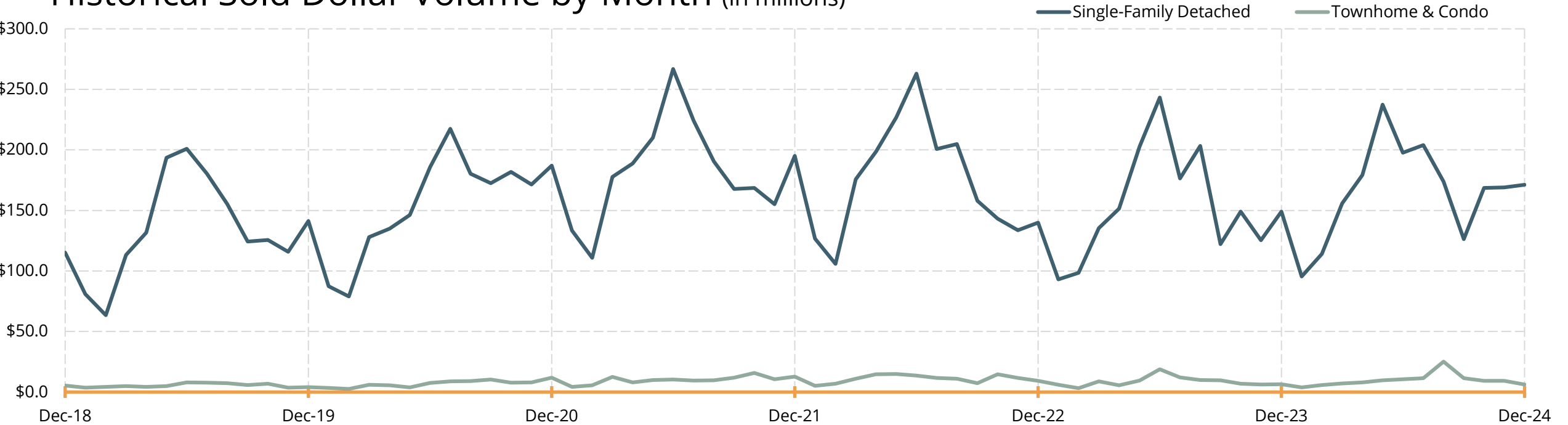
Source: Virginia REALTORS®, data accessed January 15, 2025

# Sold Dollar Volume (in millions)



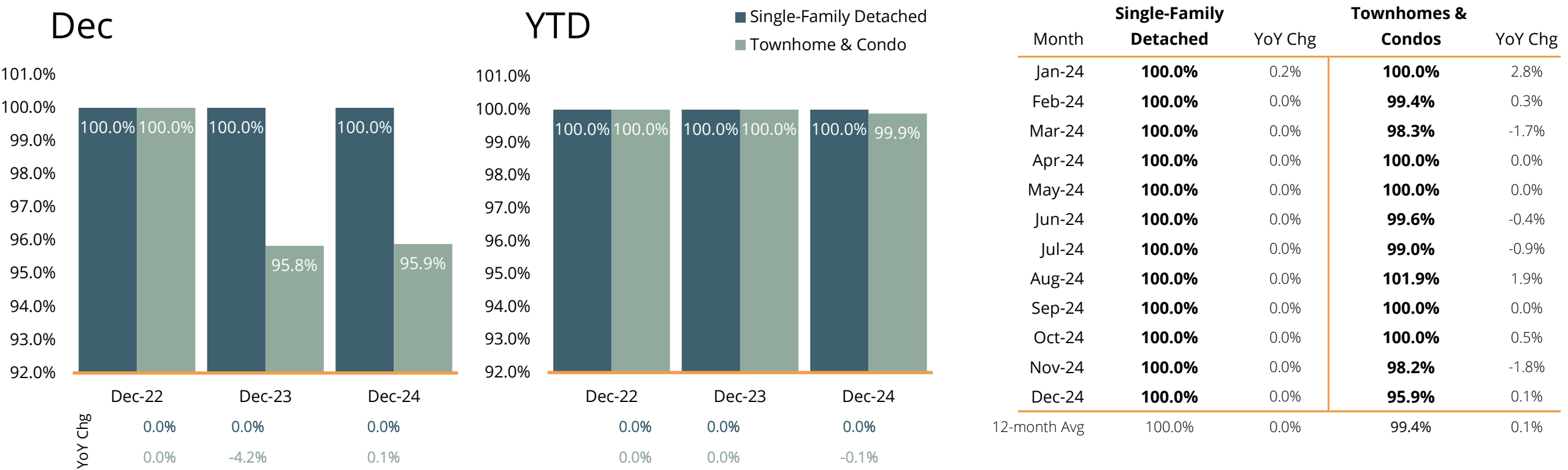
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Jan-24       | \$95.4        | 2.6%    | \$3.8       | -36.4%  |
| Feb-24       | \$114.2       | 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%   |
| May-24       | \$237.5       | 17.1%   | \$9.8       | 2.7%    |
| Jun-24       | \$197.7       | -18.7%  | \$10.7      | -43.4%  |
| Jul-24       | \$203.9       | 15.6%   | \$11.4      | -4.9%   |
| Aug-24       | \$173.8       | -14.5%  | \$25.1      | 154.4%  |
| Sep-24       | \$126.2       | 3.3%    | \$11.5      | 19.6%   |
| Oct-24       | \$168.5       | 13.0%   | \$9.2       | 32.0%   |
| Nov-24       | \$169.0       | 34.8%   | \$9.3       | 48.0%   |
| Dec-24       | \$171.2       | 14.9%   | \$6.1       | -5.3%   |
| 12-month Avg | \$166.1       | 7.7%    | \$9.8       | 14.1%   |

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

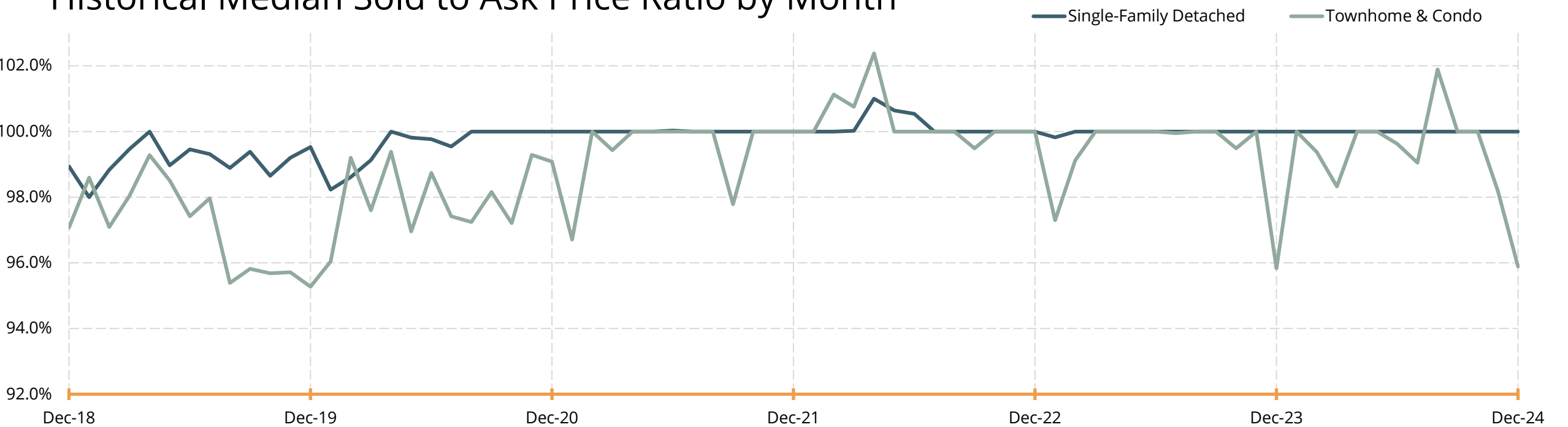


Source: Virginia REALTORS®, data accessed January 15, 2025

# Median Sold to Ask Price Ratio

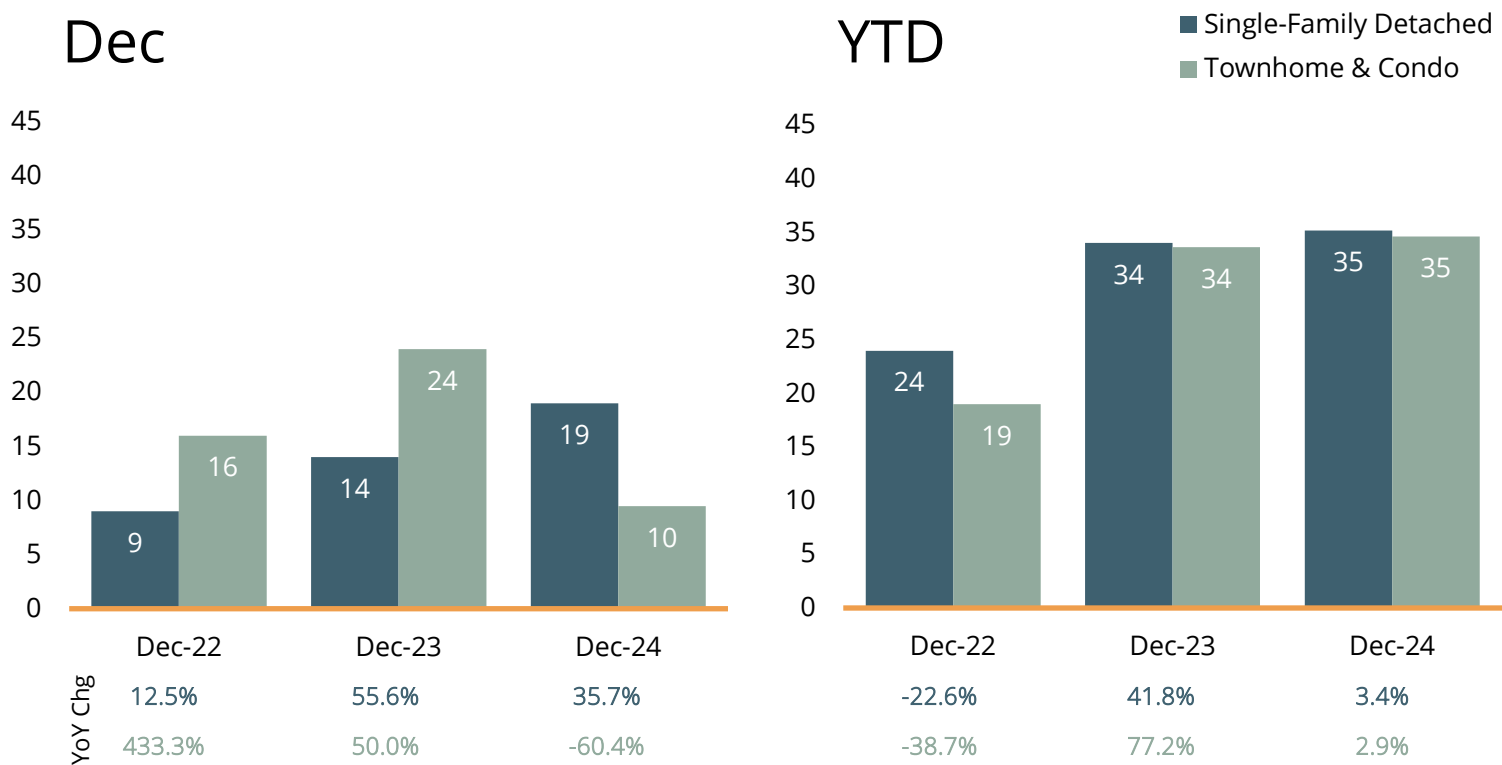


## Historical Median Sold to Ask Price Ratio by Month



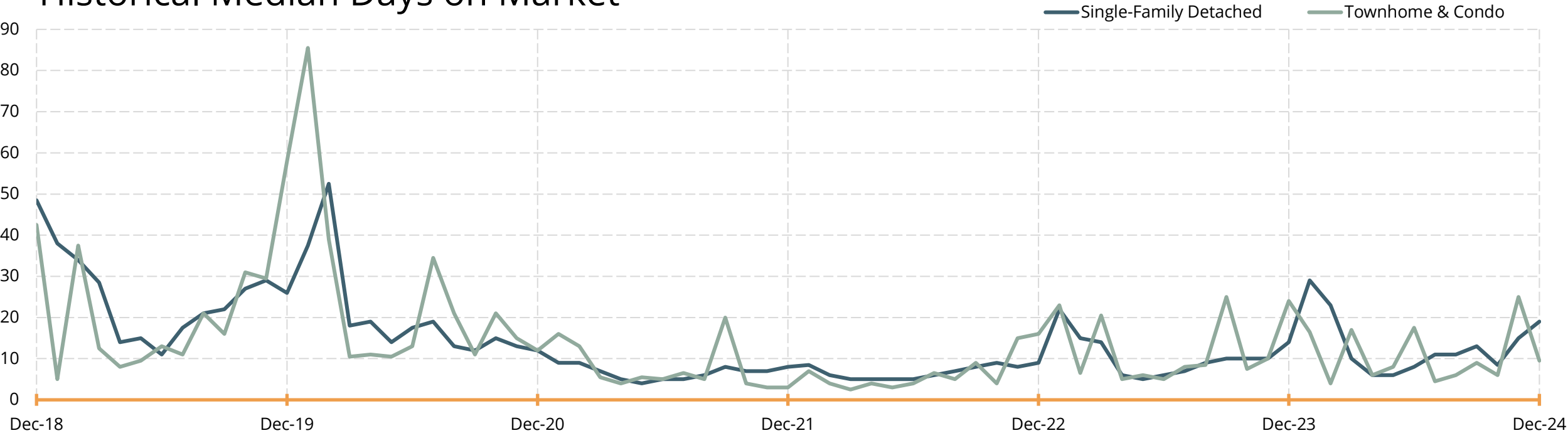
Source: Virginia REALTORS®, data accessed January 15, 2025

# Median Days on Market



| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Jan-24       | 29            | 31.8%   | 17          | -28.3%  |
| Feb-24       | 23            | 53.3%   | 4           | -38.5%  |
| Mar-24       | 10            | -28.6%  | 17          | -17.1%  |
| Apr-24       | 6             | 0.0%    | 6           | 20.0%   |
| May-24       | 6             | 20.0%   | 8           | 33.3%   |
| Jun-24       | 8             | 33.3%   | 18          | 250.0%  |
| Jul-24       | 11            | 57.1%   | 5           | -43.8%  |
| Aug-24       | 11            | 22.2%   | 6           | -29.4%  |
| Sep-24       | 13            | 30.0%   | 9           | -64.0%  |
| Oct-24       | 9             | -15.0%  | 6           | -20.0%  |
| Nov-24       | 15            | 50.0%   | 25          | 150.0%  |
| Dec-24       | 19            | 35.7%   | 10          | -60.4%  |
| 12-month Avg | 13            | 24.6%   | 11          | -13.4%  |

## Historical Median Days on Market



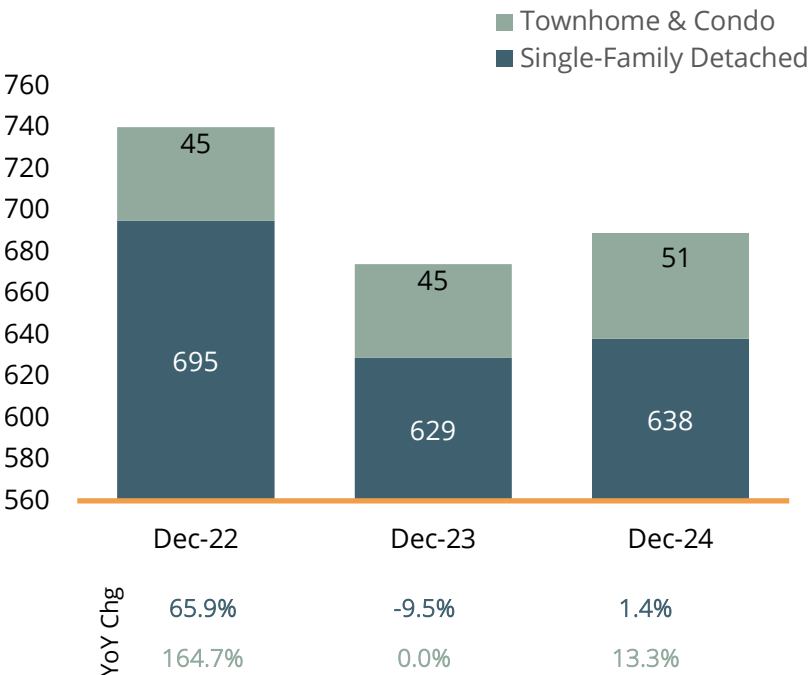
Source: Virginia REALTORS®, data accessed January 15, 2025



# Active Listings

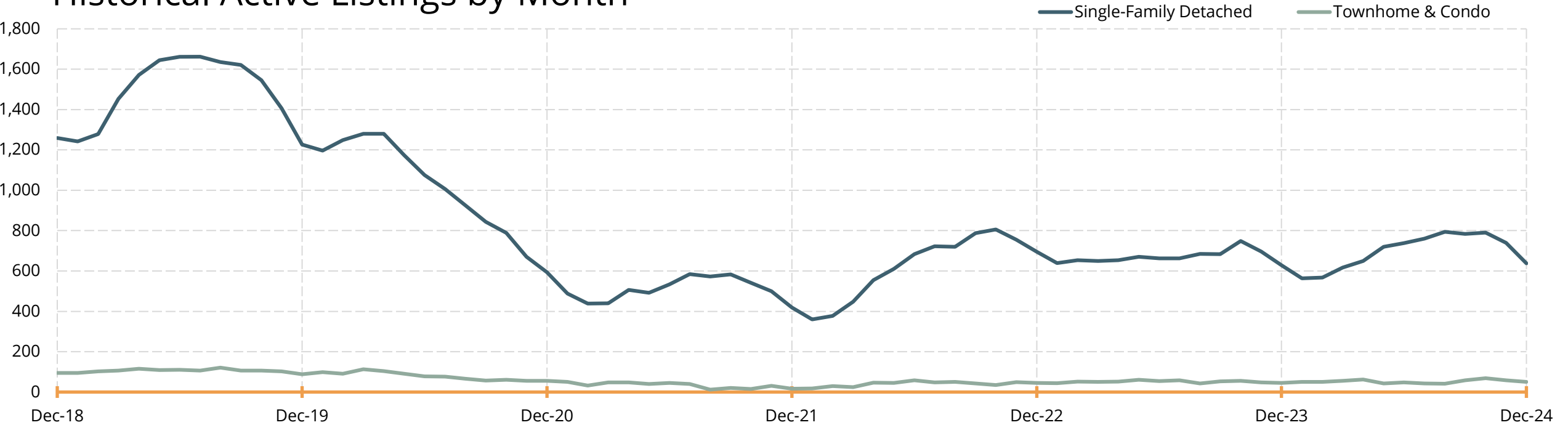


Dec



| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| 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%   |
| May-24       | 720           | 7.3%    | 43          | -29.5%  |
| Jun-24       | 738           | 11.3%   | 48          | -11.1%  |
| Jul-24       | 760           | 14.8%   | 43          | -25.9%  |
| Aug-24       | 794           | 15.9%   | 41          | -4.7%   |
| Sep-24       | 784           | 14.6%   | 58          | 9.4%    |
| Oct-24       | 790           | 5.6%    | 69          | 25.5%   |
| Nov-24       | 739           | 6.2%    | 58          | 20.8%   |
| Dec-24       | 638           | 1.4%    | 51          | 13.3%   |
| 12-month Avg | 697           | 4.1%    | 53          | 2.4%    |

## Historical Active Listings by Month

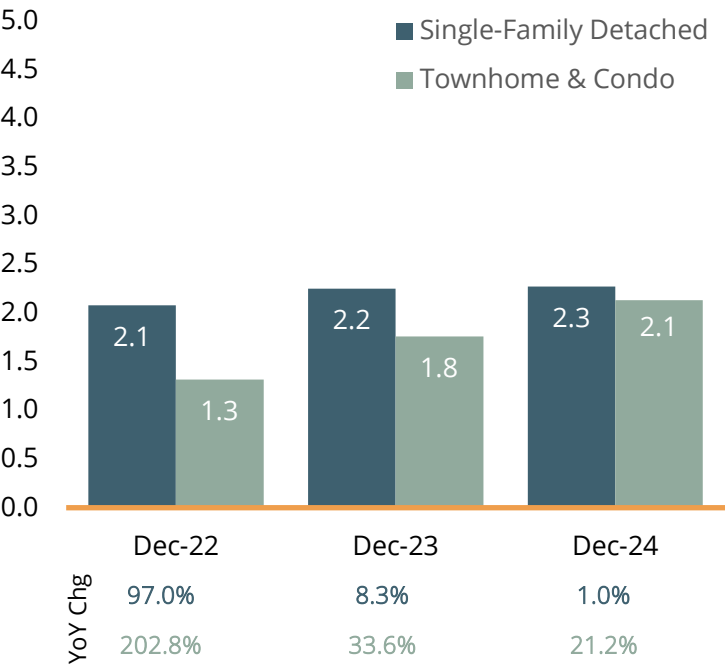


Source: Virginia REALTORS®, data accessed January 15, 2025

# Months of Supply

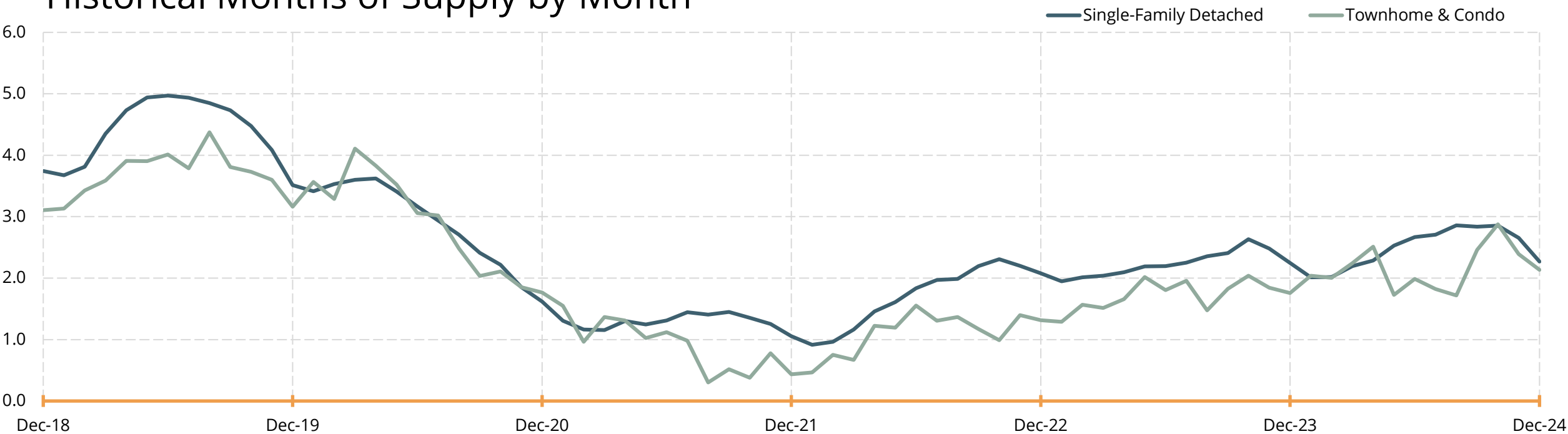


Dec



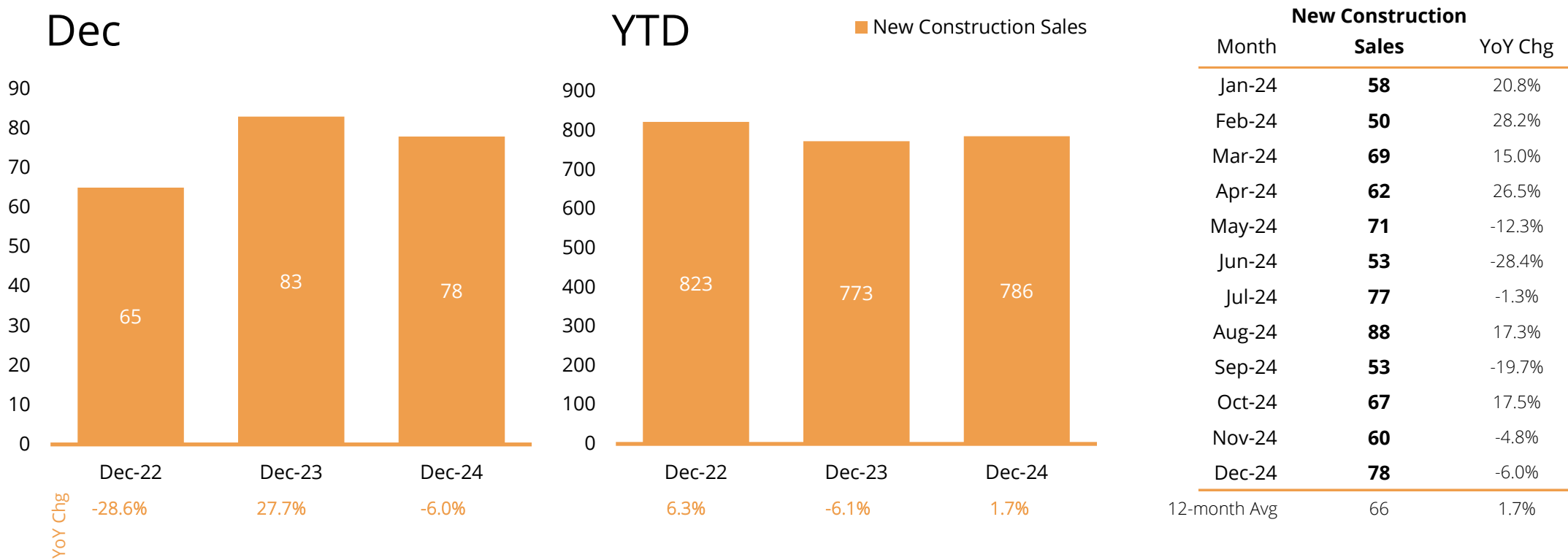
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Jan-24       | 2.0           | 3.3%    | 2.0         | 58.4%   |
| Feb-24       | 2.0           | 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%   |
| May-24       | 2.5           | 15.4%   | 1.7         | -14.4%  |
| Jun-24       | 2.7           | 21.4%   | 2.0         | 10.0%   |
| Jul-24       | 2.7           | 20.4%   | 1.8         | -6.7%   |
| Aug-24       | 2.9           | 21.3%   | 1.7         | 16.7%   |
| Sep-24       | 2.8           | 17.9%   | 2.5         | 34.6%   |
| Oct-24       | 2.9           | 8.3%    | 2.9         | 41.1%   |
| Nov-24       | 2.7           | 7.1%    | 2.4         | 29.6%   |
| Dec-24       | 2.3           | 1.0%    | 2.1         | 21.2%   |
| 12-month Avg | 2.5           | 11.3%   | 2.2         | 24.9%   |

## Historical Months of Supply by Month

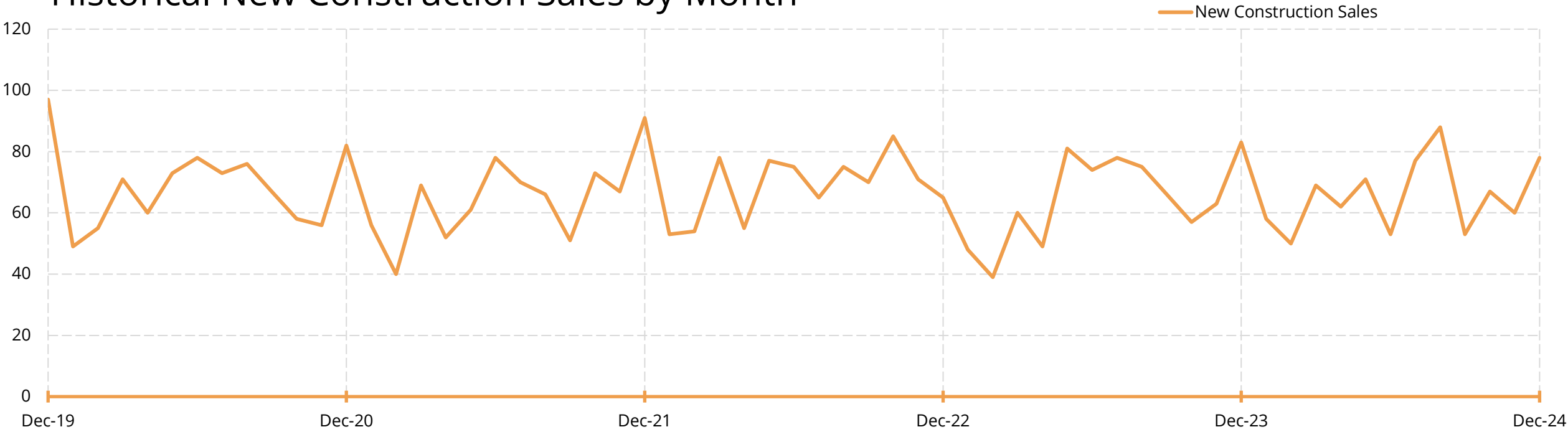


Source: Virginia REALTORS®, data accessed January 15, 2025

# New Construction Sales



## Historical New Construction Sales by Month



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

# Area Overview - Total Market



| Geography        | New Listings |            |        | Sales  |            |        | Median Sales Price |                  |        | Active Listings |            |        | Months Supply |            |        |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
|                  | Dec-23       | Dec-24     | % chg  | Dec-23 | Dec-24     | % chg  | Dec-23             | Dec-24           | % chg  | Dec-23          | Dec-24     | % chg  | Dec-23        | Dec-24     | % chg  |
| Albemarle County | 90           | <b>125</b> | 38.9%  | 131    | <b>136</b> | 3.8%   | \$547,536          | <b>\$521,000</b> | -4.8%  | 235             | <b>235</b> | 0.0%   | 1.8           | <b>1.8</b> | 3.7%   |
| Charlottesville  | 15           | <b>16</b>  | 6.7%   | 29     | <b>27</b>  | -6.9%  | \$540,000          | <b>\$475,000</b> | -12.0% | 33              | <b>32</b>  | -3.0%  | 1.0           | <b>1.0</b> | -4.3%  |
| Fluvanna County  | 19           | <b>22</b>  | 15.8%  | 15     | <b>33</b>  | 120.0% | \$310,000          | <b>\$339,990</b> | 9.7%   | 58              | <b>79</b>  | 36.2%  | 1.7           | <b>2.5</b> | 50.1%  |
| Greene County    | 13           | <b>30</b>  | 130.8% | 12     | <b>16</b>  | 33.3%  | \$355,000          | <b>\$391,430</b> | 10.3%  | 56              | <b>42</b>  | -25.0% | 3.1           | <b>1.9</b> | -38.0% |
| Louisa County    | 68           | <b>67</b>  | -1.5%  | 61     | <b>57</b>  | -6.6%  | \$360,000          | <b>\$469,899</b> | 30.5%  | 209             | <b>214</b> | 2.4%   | 3.5           | <b>3.3</b> | -3.1%  |
| Nelson County    | 22           | <b>24</b>  | 9.1%   | 27     | <b>34</b>  | 25.9%  | \$384,000          | <b>\$434,500</b> | 13.2%  | 83              | <b>87</b>  | 4.8%   | 3.3           | <b>3.5</b> | 4.8%   |

# Area Overview - Total Market YTD



| Geography        | New Listings YTD |              |       | Sales YTD |              |       | Median Sales Price YTD |                  |       | Active Listings YTD |            |        |
|------------------|------------------|--------------|-------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|--------|
|                  | Dec-23           | Dec-24       | % chg | Dec-23    | Dec-24       | % chg | Dec-23                 | Dec-24           | % chg | Dec-23              | Dec-24     | % chg  |
| Albemarle County | 2,145            | <b>2,248</b> | 4.8%  | 1,590     | <b>1,545</b> | -2.8% | \$510,092              | <b>\$535,206</b> | 4.9%  | 235                 | <b>235</b> | 0.0%   |
| Charlottesville  | 454              | <b>488</b>   | 7.5%  | 392       | <b>390</b>   | -0.5% | \$450,000              | <b>\$520,000</b> | 15.6% | 33                  | <b>32</b>  | -3.0%  |
| Fluvanna County  | 500              | <b>520</b>   | 4.0%  | 419       | <b>379</b>   | -9.5% | \$349,900              | <b>\$356,177</b> | 1.8%  | 58                  | <b>79</b>  | 36.2%  |
| Greene County    | 307              | <b>375</b>   | 22.1% | 217       | <b>263</b>   | 21.2% | \$385,000              | <b>\$405,000</b> | 5.2%  | 56                  | <b>42</b>  | -25.0% |
| Louisa County    | 1,177            | <b>1,200</b> | 2.0%  | 714       | <b>771</b>   | 8.0%  | \$385,000              | <b>\$400,000</b> | 3.9%  | 209                 | <b>214</b> | 2.4%   |
| Nelson County    | 412              | <b>439</b>   | 6.6%  | 301       | <b>299</b>   | -0.7% | \$347,450              | <b>\$423,000</b> | 21.7% | 83                  | <b>87</b>  | 4.8%   |

# Area Overview - Single Family Detached Market



| Geography        | New Listings |            |        | Sales  |            |        | Median Sales Price |                  |        | Active Listings |            |        | Months Supply |            |        |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
|                  | Dec-23       | Dec-24     | % chg  | Dec-23 | Dec-24     | % chg  | Dec-23             | Dec-24           | % chg  | Dec-23          | Dec-24     | % chg  | Dec-23        | Dec-24     | % chg  |
| Albemarle County | 84           | <b>119</b> | 41.7%  | 124    | <b>135</b> | 8.9%   | \$549,161          | <b>\$520,000</b> | -5.3%  | 225             | <b>217</b> | -3.6%  | 1.8           | <b>1.8</b> | -1.3%  |
| Charlottesville  | 12           | <b>13</b>  | 8.3%   | 26     | <b>26</b>  | 0.0%   | \$560,050          | <b>\$475,000</b> | -15.2% | 23              | <b>25</b>  | 8.7%   | 0.8           | <b>0.9</b> | 11.0%  |
| Fluvanna County  | 19           | <b>22</b>  | 15.8%  | 15     | <b>33</b>  | 120.0% | \$310,000          | <b>\$339,990</b> | 9.7%   | 58              | <b>79</b>  | 36.2%  | 1.7           | <b>2.5</b> | 51.3%  |
| Greene County    | 13           | <b>30</b>  | 130.8% | 12     | <b>16</b>  | 33.3%  | \$355,000          | <b>\$391,430</b> | 10.3%  | 56              | <b>42</b>  | -25.0% | 3.1           | <b>1.9</b> | -38.3% |
| Louisa County    | 66           | <b>66</b>  | 0.0%   | 60     | <b>56</b>  | -6.7%  | \$360,000          | <b>\$473,450</b> | 31.5%  | 207             | <b>214</b> | 3.4%   | 3.5           | <b>3.4</b> | -2.8%  |
| Nelson County    | 17           | <b>14</b>  | -17.6% | 19     | <b>23</b>  | 21.1%  | \$507,500          | <b>\$500,000</b> | -1.5%  | 60              | <b>61</b>  | 1.7%   | 3.4           | <b>3.4</b> | -1.1%  |

# Area Overview - Single Family Detached Market YTD



| Geography        | New Listings YTD |              |       | Sales YTD |              |        | Median Sales Price YTD |                  |       | Active Listings YTD |            |        |
|------------------|------------------|--------------|-------|-----------|--------------|--------|------------------------|------------------|-------|---------------------|------------|--------|
|                  | Dec-23           | Dec-24       | % chg | Dec-23    | Dec-24       | % chg  | Dec-23                 | Dec-24           | % chg | Dec-23              | Dec-24     | % chg  |
| Albemarle County | 1,971            | <b>2,090</b> | 6.0%  | 1,444     | <b>1,424</b> | -1.4%  | \$531,338              | <b>\$550,000</b> | 3.5%  | 225                 | <b>217</b> | -3.6%  |
| Charlottesville  | 397              | <b>411</b>   | 3.5%  | 339       | <b>325</b>   | -4.1%  | \$480,000              | <b>\$540,000</b> | 12.5% | 23                  | <b>25</b>  | 8.7%   |
| Fluvanna County  | 499              | <b>517</b>   | 3.6%  | 419       | <b>376</b>   | -10.3% | \$349,900              | <b>\$357,000</b> | 2.0%  | 58                  | <b>79</b>  | 36.2%  |
| Greene County    | 306              | <b>375</b>   | 22.5% | 216       | <b>263</b>   | 21.8%  | \$385,000              | <b>\$405,000</b> | 5.2%  | 56                  | <b>42</b>  | -25.0% |
| Louisa County    | 1,159            | <b>1,192</b> | 2.8%  | 708       | <b>762</b>   | 7.6%   | \$384,330              | <b>\$399,900</b> | 4.1%  | 207                 | <b>214</b> | 3.4%   |
| Nelson County    | 299              | <b>306</b>   | 2.3%  | 211       | <b>216</b>   | 2.4%   | \$437,500              | <b>\$500,000</b> | 14.3% | 60                  | <b>61</b>  | 1.7%   |



# Area Overview - Townhome & Condo Market



| New Listings     |        |        |        | Sales  |        |        | Median Sales Price |             |        | Active Listings |        |         | Months Supply |        |         |
|------------------|--------|--------|--------|--------|--------|--------|--------------------|-------------|--------|-----------------|--------|---------|---------------|--------|---------|
| Geography        | Dec-23 | Dec-24 | % chg  | Dec-23 | Dec-24 | % chg  | Dec-23             | Dec-24      | % chg  | Dec-23          | Dec-24 | % chg   | Dec-23        | Dec-24 | % chg   |
| Albemarle County | 6      | 6      | 0.0%   | 7      | 1      | -85.7% | \$230,000          | \$545,000   | 137.0% | 10              | 18     | 80%     | 0.8           | 1.7    | 115%    |
| Charlottesville  | 3      | 3      | 0.0%   | 3      | 1      | -66.7% | \$262,500          | \$1,750,000 | 566.7% | 10              | 7      | -30.0%  | 2.2           | 1.3    | -42.7%  |
| Fluvanna County  | 0      | 0      | n/a    | 0      | 0      | n/a    | \$0                | \$0         | n/a    | 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    | 2      | 1      | -50.0% | 1      | 1      | 0%     | \$540,000          | \$430,000   | -20%   | 2               | 0      | -100.0% | 1.8           | 0.0    | -100.0% |
| Nelson County    | 5      | 10     | 100.0% | 8      | 11     | 37.5%  | \$227,000          | \$250,000   | 10.1%  | 23              | 26     | 13.0%   | 3.1           | 3.7    | 21.1%   |

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

# Area Overview - Townhome & Condo Market YTD



| Geography        | New Listings YTD |            |         | Sales YTD |            |         | Median Sales Price YTD |                  |         | Active Listings YTD |           |         |
|------------------|------------------|------------|---------|-----------|------------|---------|------------------------|------------------|---------|---------------------|-----------|---------|
|                  | Dec-23           | Dec-24     | % chg   | Dec-23    | Dec-24     | % chg   | Dec-23                 | Dec-24           | % chg   | Dec-23              | Dec-24    | % chg   |
| Albemarle County | 174              | <b>158</b> | -9.2%   | 146       | <b>121</b> | -17.1%  | \$277,900              | <b>\$265,000</b> | -4.6%   | 10                  | <b>18</b> | 80.0%   |
| Charlottesville  | 57               | <b>77</b>  | 35.1%   | 53        | <b>65</b>  | 22.6%   | \$303,750              | <b>\$377,500</b> | 24.3%   | 10                  | <b>7</b>  | -30.0%  |
| Fluvanna County  | 1                | <b>3</b>   | 200.0%  | 0         | <b>3</b>   | n/a     | \$0                    | <b>\$345,000</b> | #DIV/0! | 0                   | <b>0</b>  | n/a     |
| Greene County    | 1                | <b>0</b>   | -100.0% | 1         | <b>0</b>   | -100.0% | \$295,000              | <b>\$0</b>       | -100.0% | 0                   | <b>0</b>  | n/a     |
| Louisa County    | 18               | <b>8</b>   | -55.6%  | 6         | <b>9</b>   | 50.0%   | \$567,372              | <b>\$640,000</b> | 12.8%   | 2                   | <b>0</b>  | -100.0% |
| Nelson County    | 113              | <b>133</b> | 17.7%   | 90        | <b>83</b>  | -7.8%   | \$243,500              | <b>\$245,750</b> | 0.9%    | 23                  | <b>26</b> | 13.0%   |



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

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.