

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report

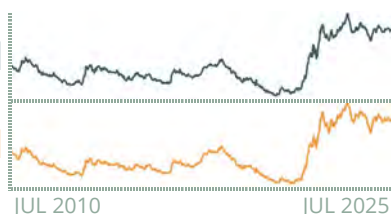


Key Market Trends: June 2025

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

INTEREST RATE
TRACKER

30-YR Fixed
15-YR Fixed



6.75 %

5.92 %



CAAR Market Dashboard

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

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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.

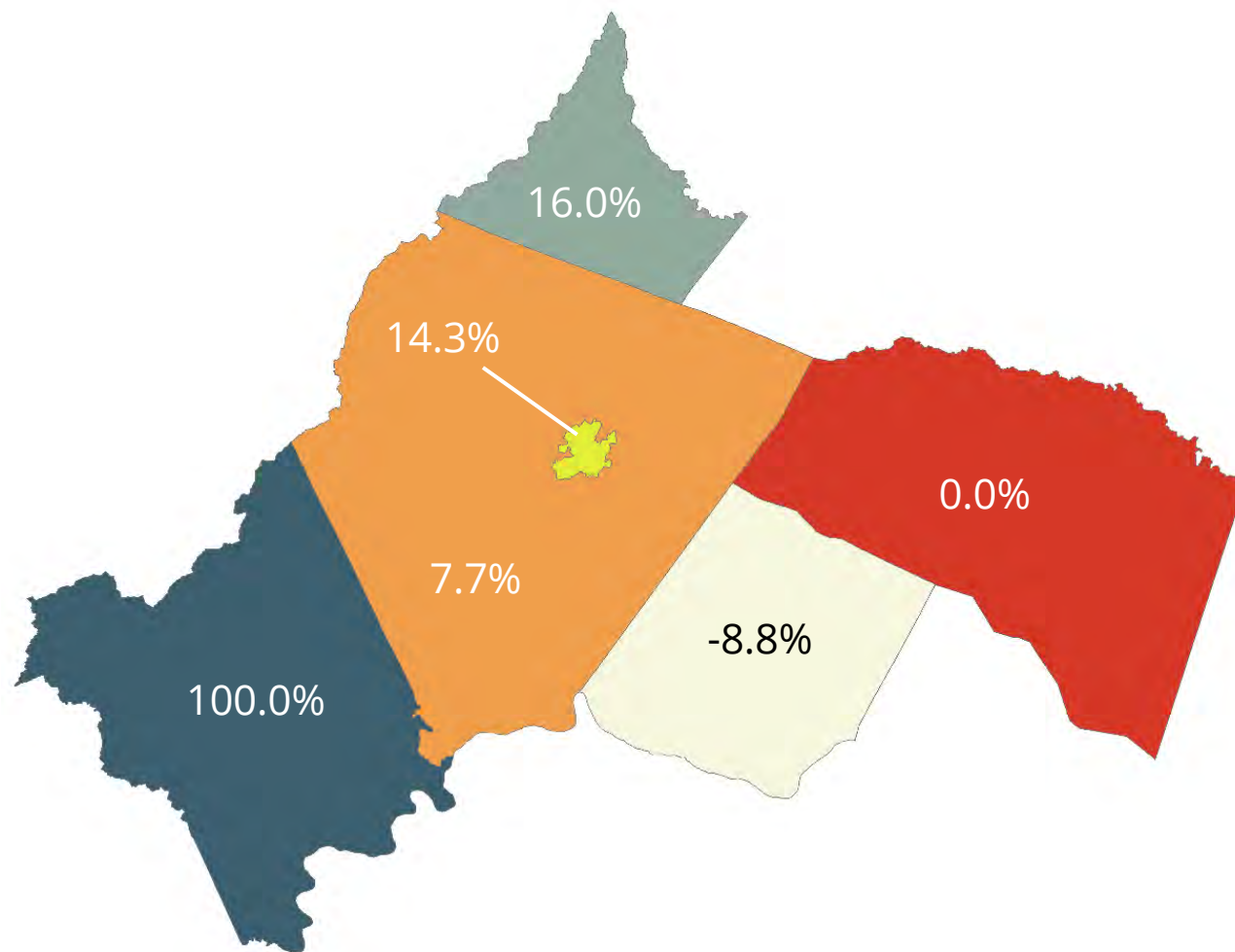
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

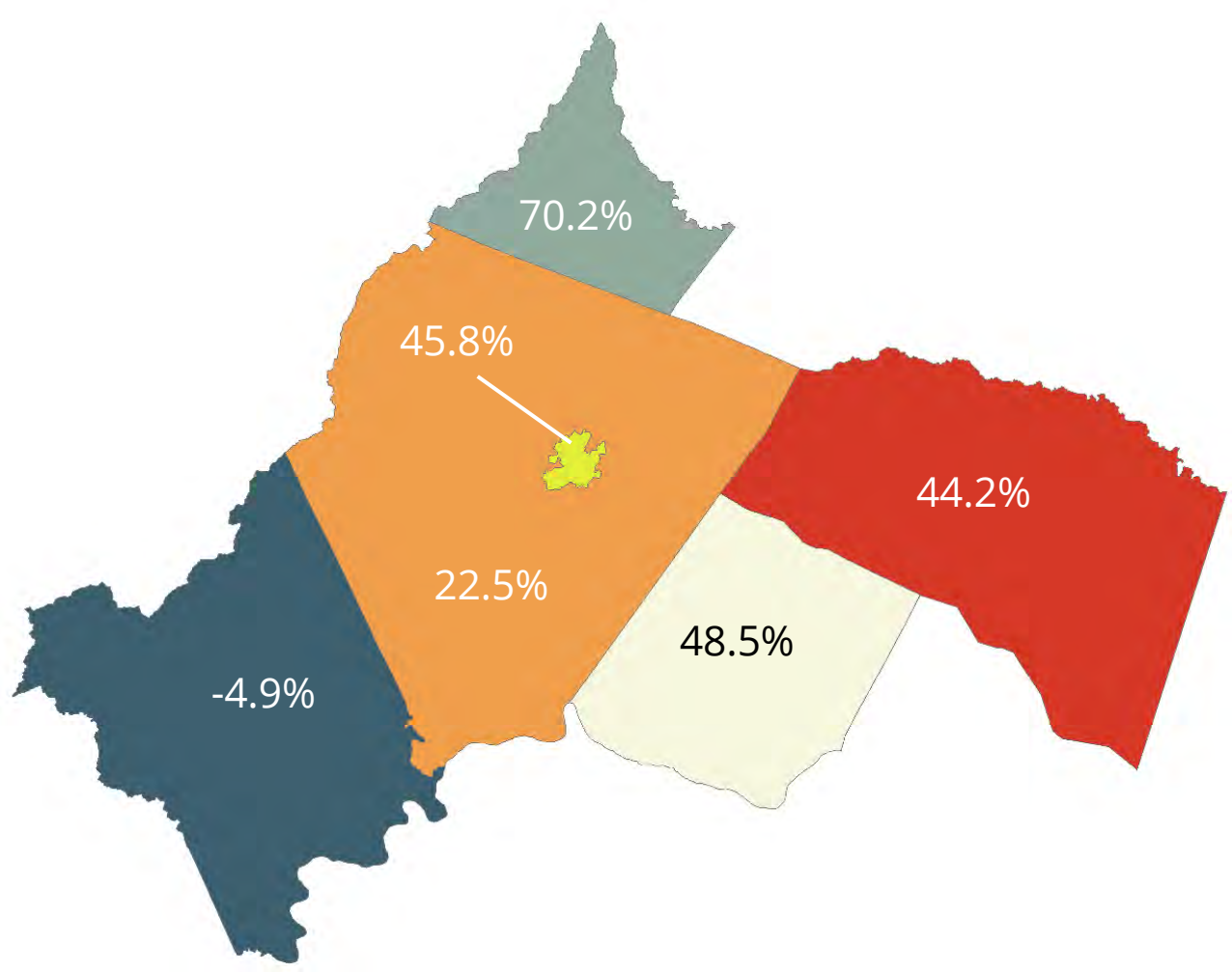


Market Activity - CAAR Footprint



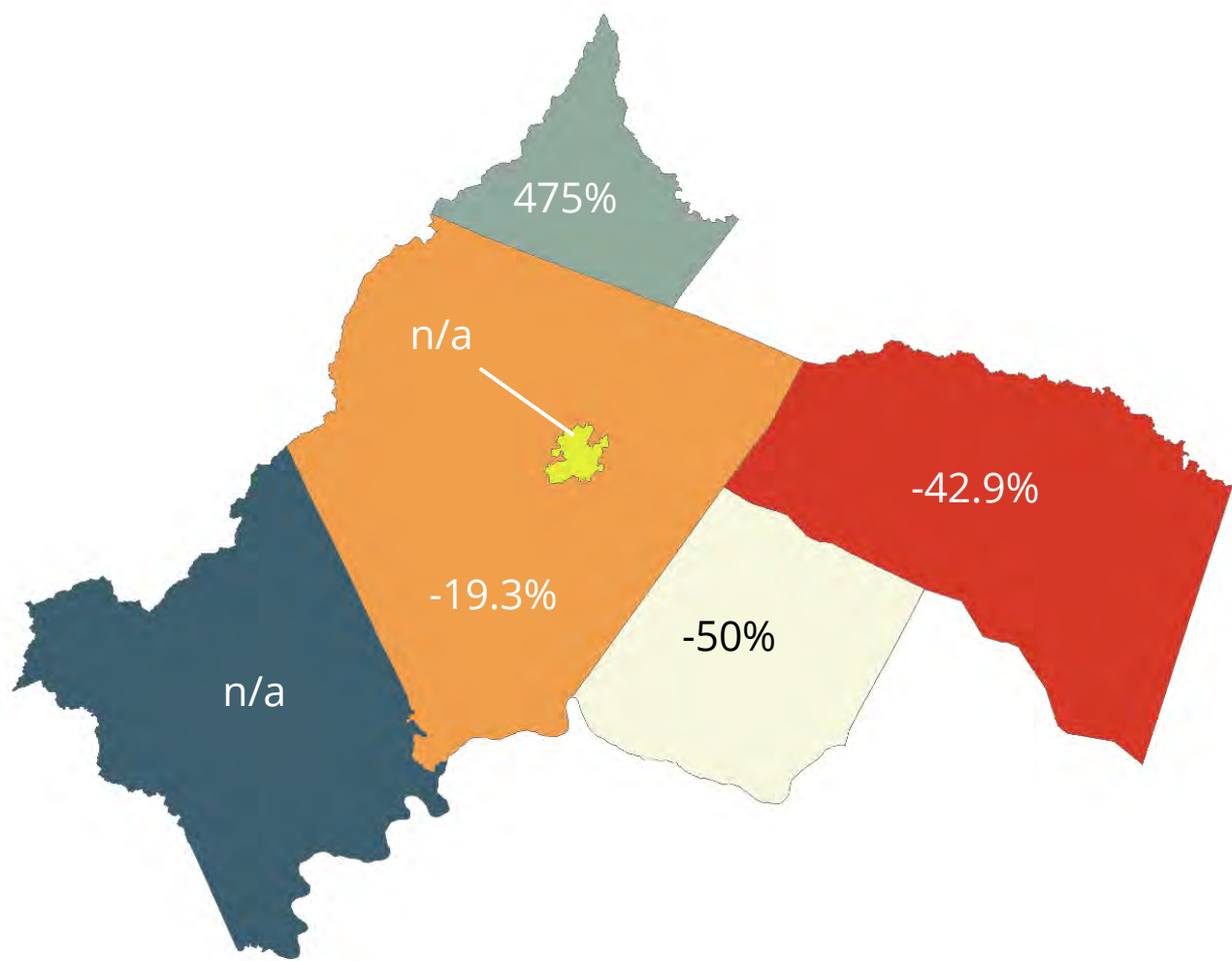
Jurisdiction	Total Sales		
	Jun-24	Jun-25	% Chg
Albemarle County	169	182	7.7%
Charlottesville	49	56	14.3%
Fluvanna County	34	31	-8.8%
Greene County	25	29	16.0%
Louisa County	68	68	0.0%
Nelson County	14	28	100.0%
CAAR	359	394	9.7%

Active Listings: Total Inventory (includes proposed listings)



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

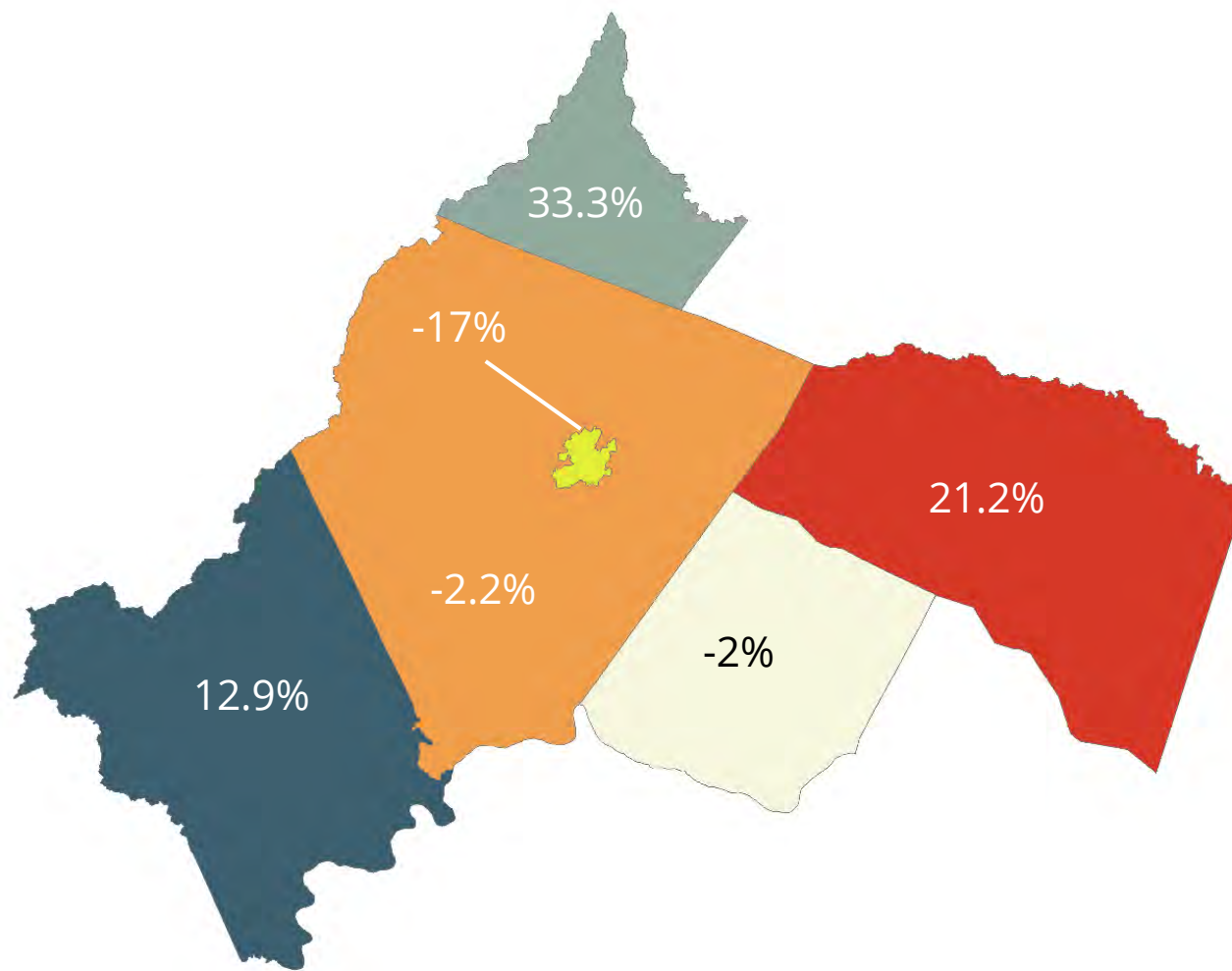
Active Listings: Proposed Listings



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

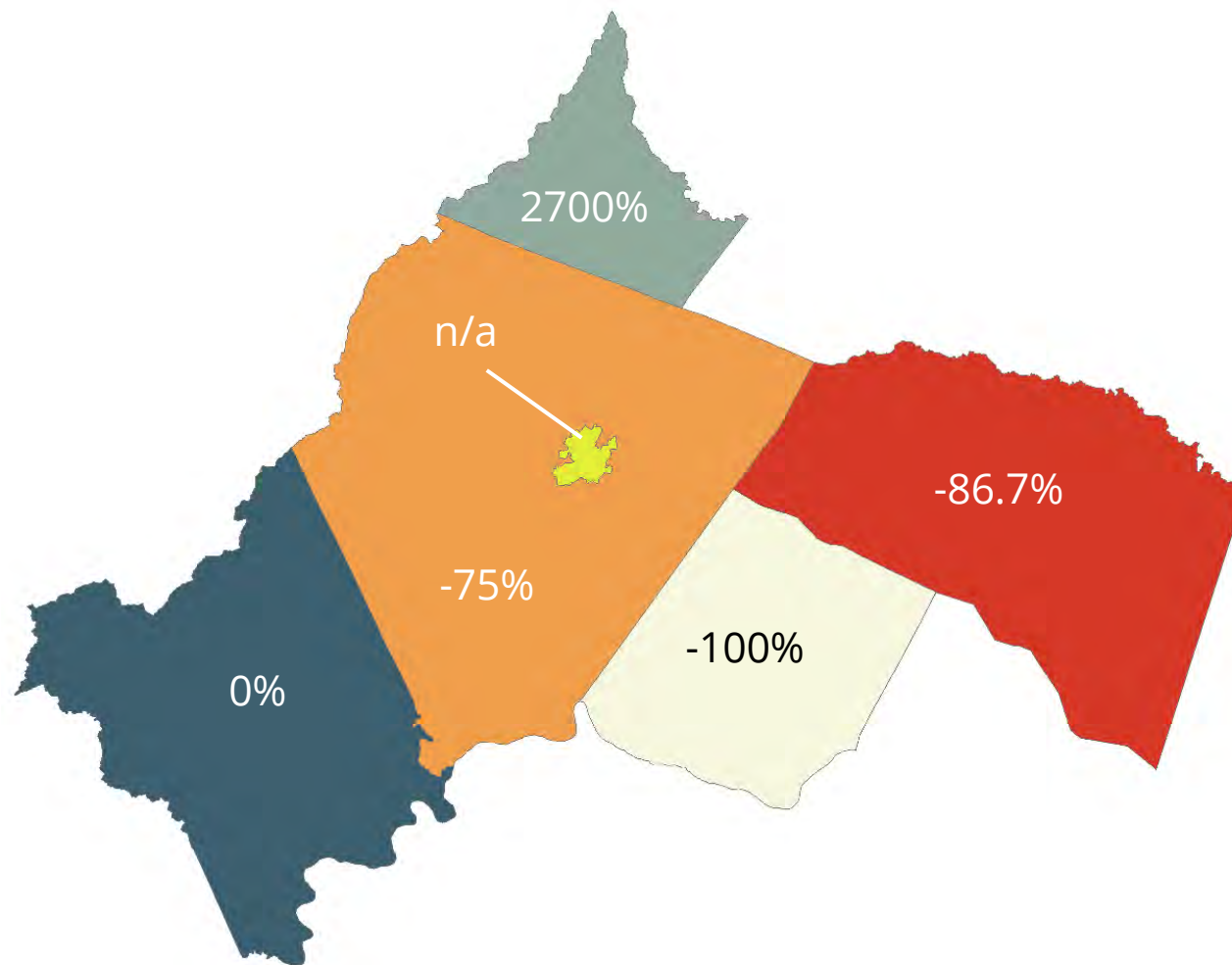
Source: Virginia REALTORS®, data accessed July 15, 2025

New Listings: Total Inventory (includes proposed listings)



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

New Listings: Proposed Listings



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

Total Market Overview



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

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

Single-Family Detached Market Overview



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

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

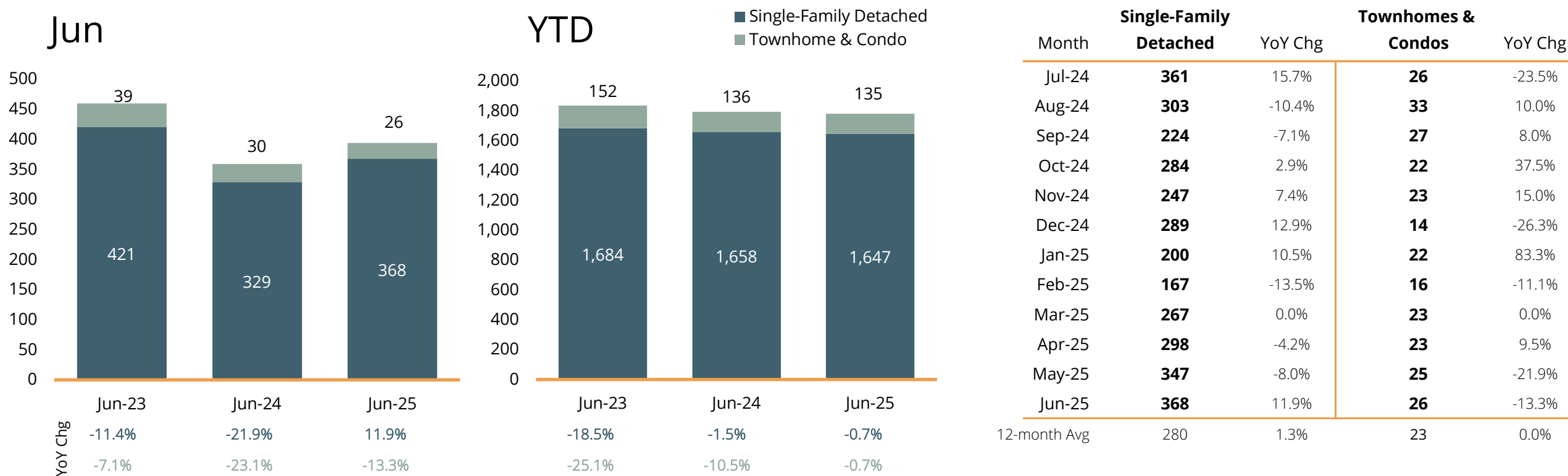
Townhome & Condo Market Overview



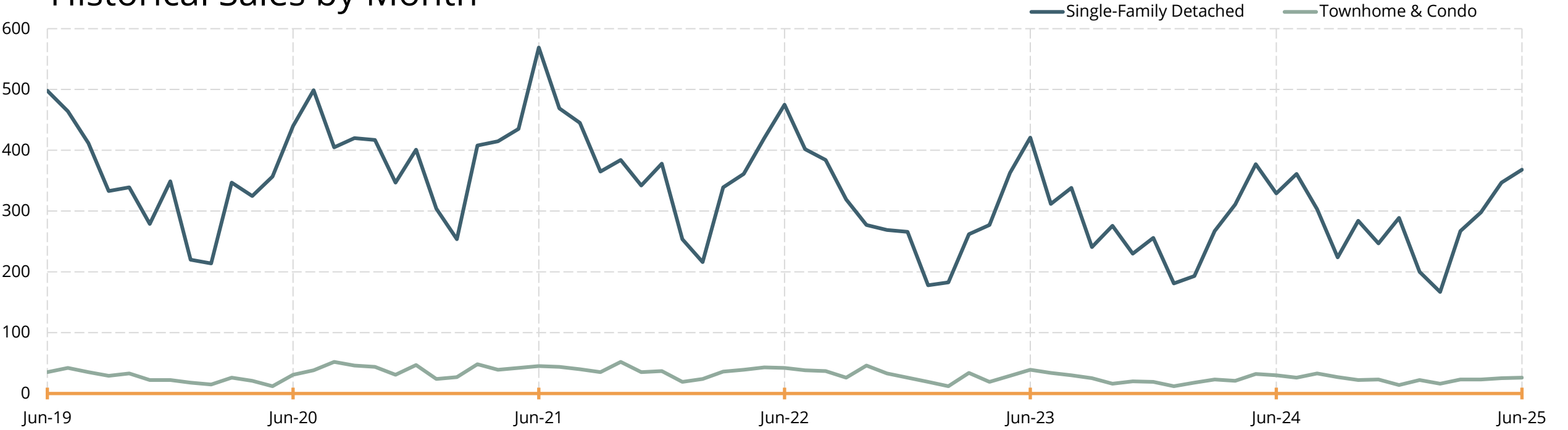
Key Metrics	2-year Trends	Jun-24	Jun-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Jun-23Jun-25						
Sales		30	26	-13.3%	136	135	-0.7%
Pending Sales		21	36	71.4%	159	159	0.0%
New Listings		31	38	22.6%	191	245	28.3%
Median List Price		\$342,950	\$264,988	-22.7%	\$269,450	\$300,000	11.3%
Median Sales Price		\$349,000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

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

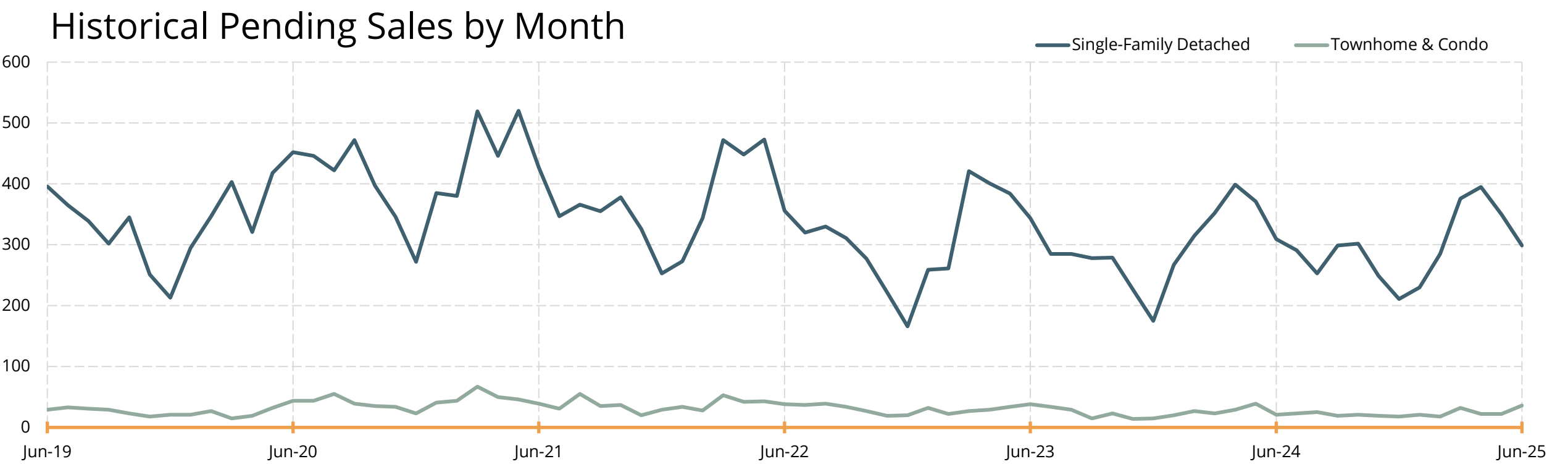
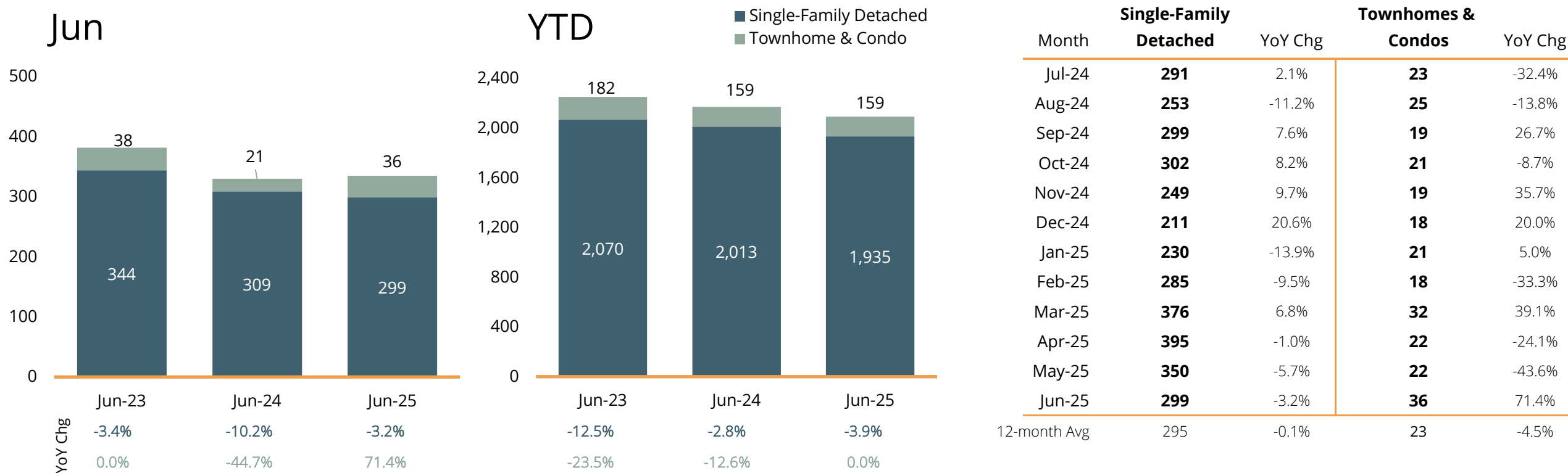
Sales



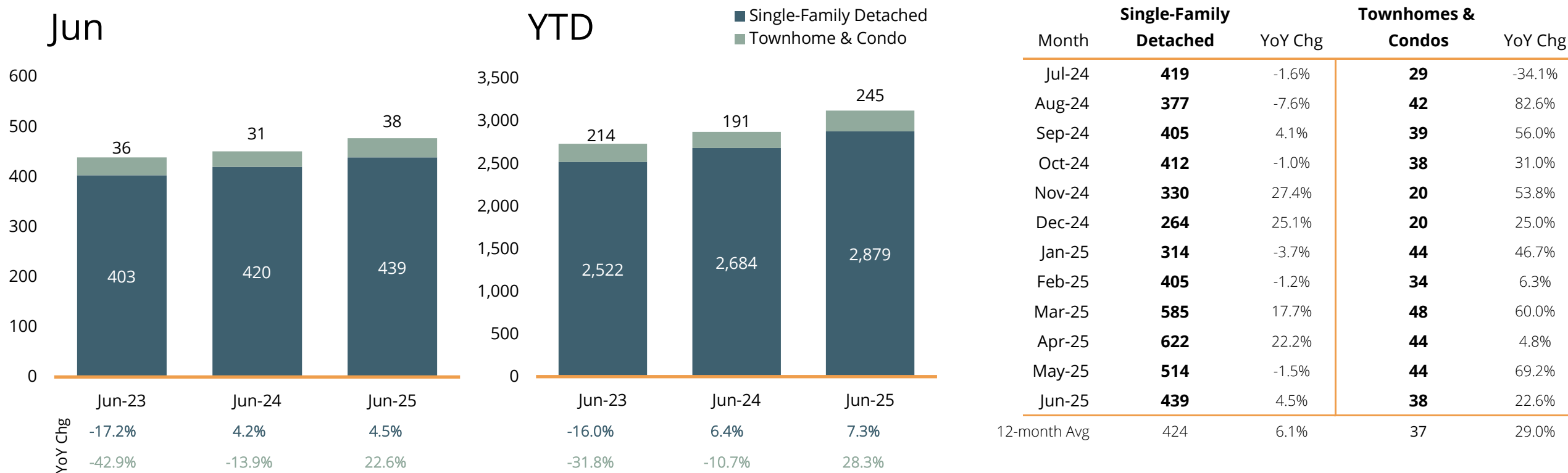
Historical Sales by Month



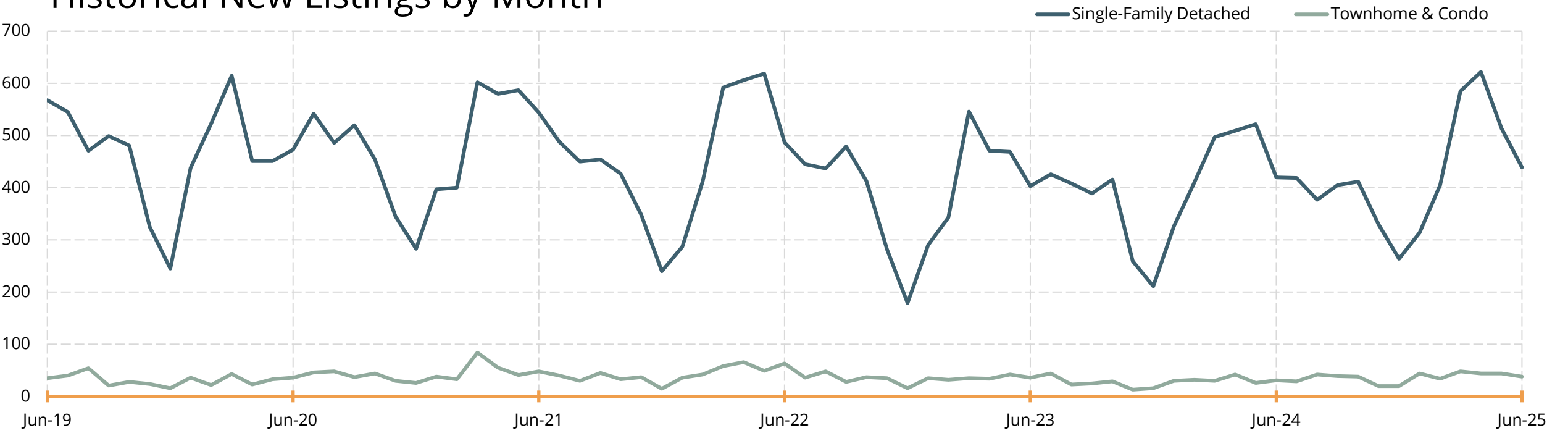
Pending Sales



New Listings

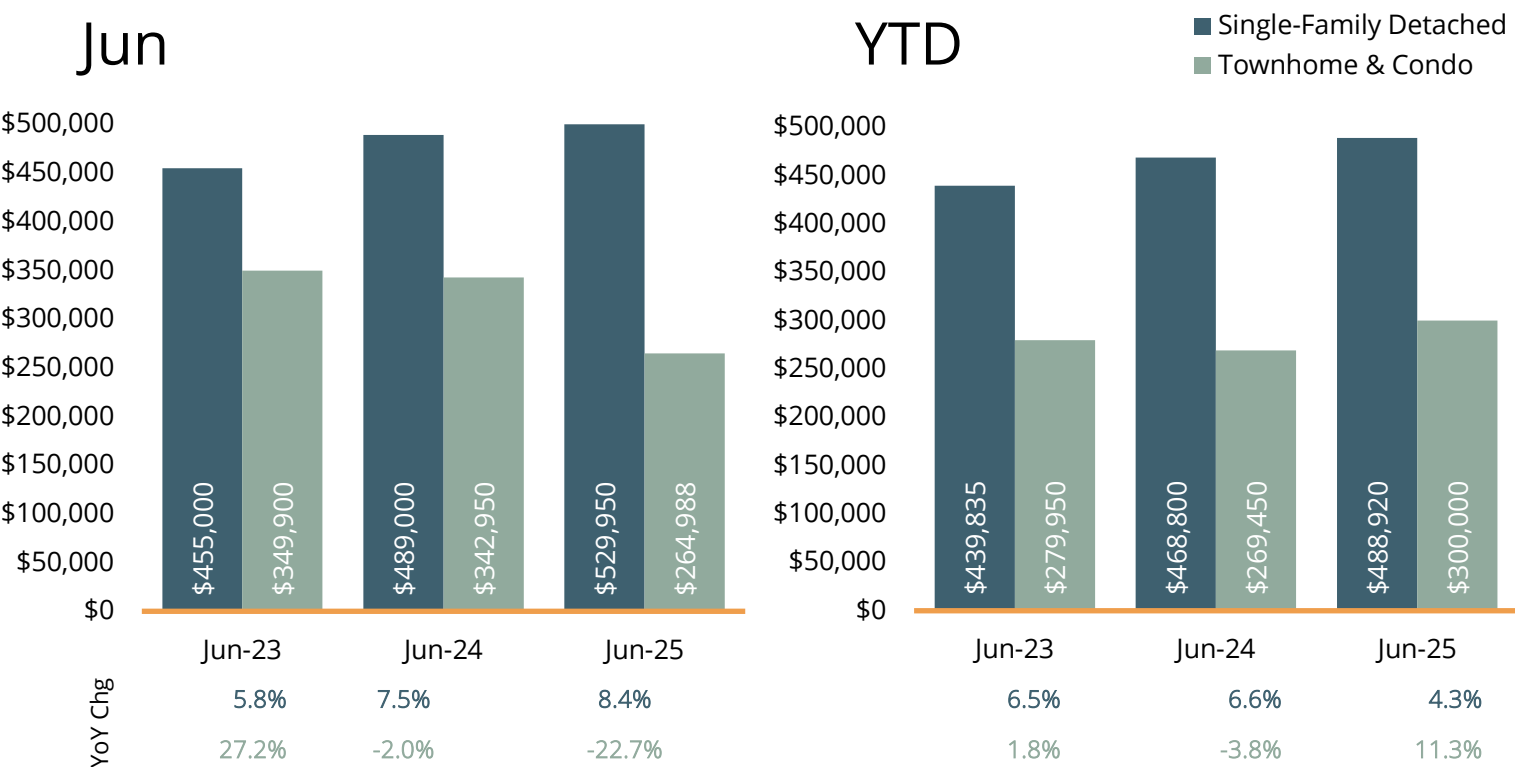


Historical New Listings by Month



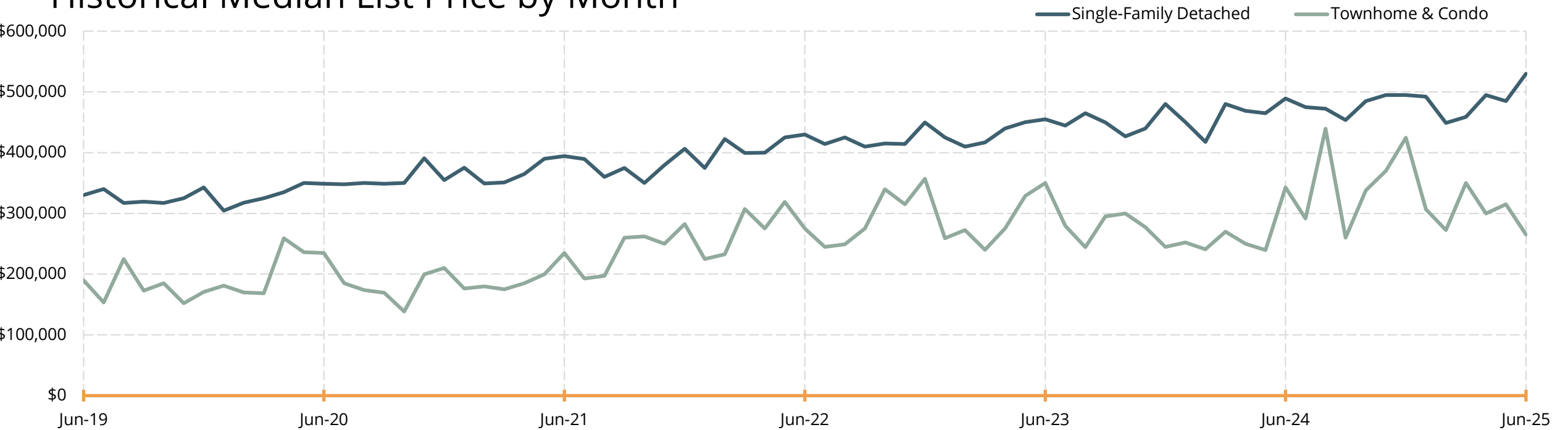
Source: Virginia REALTORS®, data accessed July 15, 2025

Median List Price



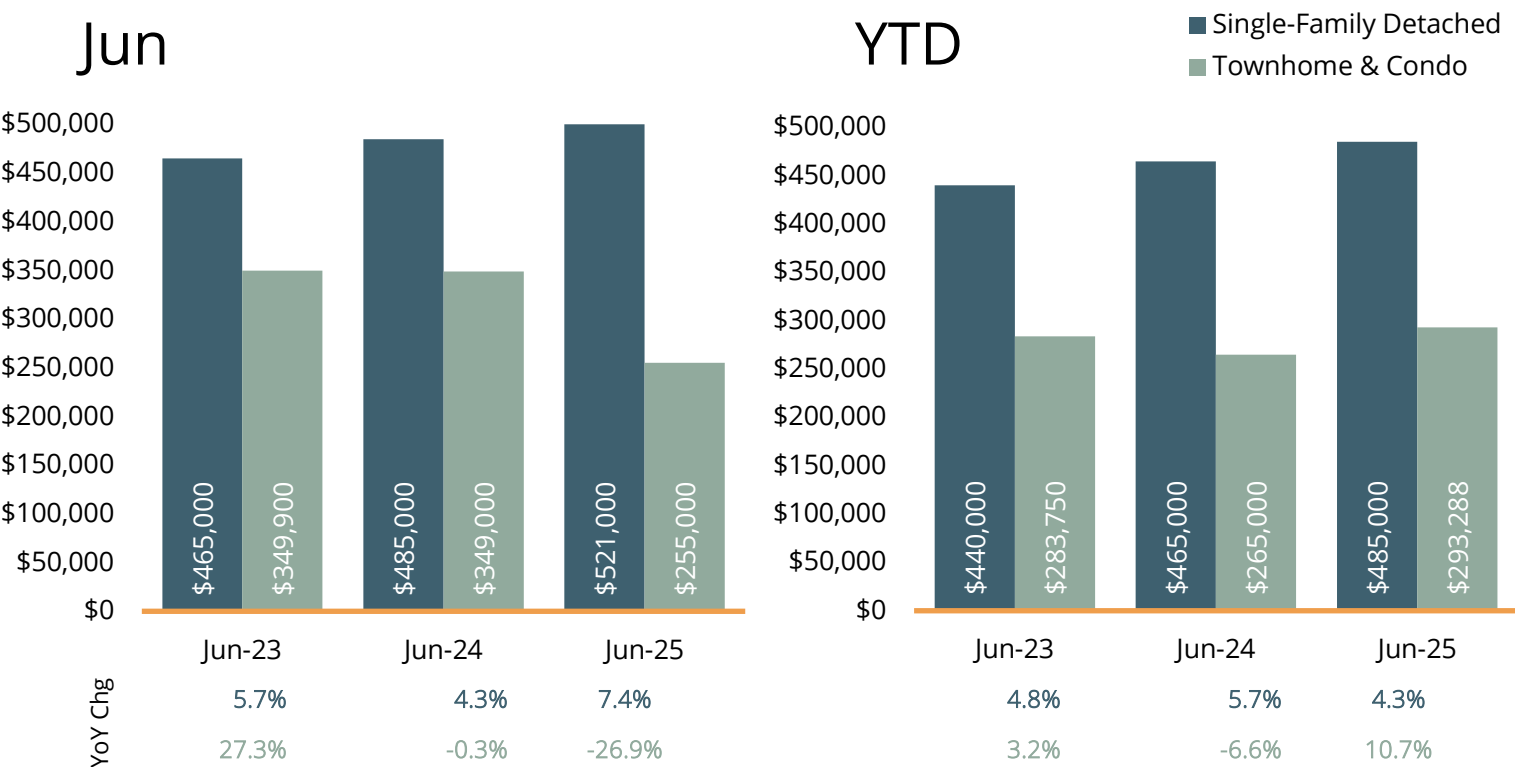
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	\$474,900	6.8%	\$291,750	4.4%
Aug-24	\$472,460	1.6%	\$439,500	79.8%
Sep-24	\$453,615	0.8%	\$260,000	-11.9%
Oct-24	\$485,000	13.6%	\$337,950	12.7%
Nov-24	\$495,000	12.5%	\$370,000	33.4%
Dec-24	\$494,633	3.0%	\$424,500	73.3%
Jan-25	\$492,448	9.4%	\$306,750	21.7%
Feb-25	\$449,000	7.5%	\$272,450	13.0%
Mar-25	\$458,694	-4.4%	\$349,999	29.6%
Apr-25	\$495,000	5.5%	\$300,000	20.0%
May-25	\$485,000	4.3%	\$315,000	31.4%
Jun-25	\$529,950	8.4%	\$264,988	-22.7%
12-month Avg	\$482,142	5.6%	\$327,741	21.5%

Historical Median List Price by Month



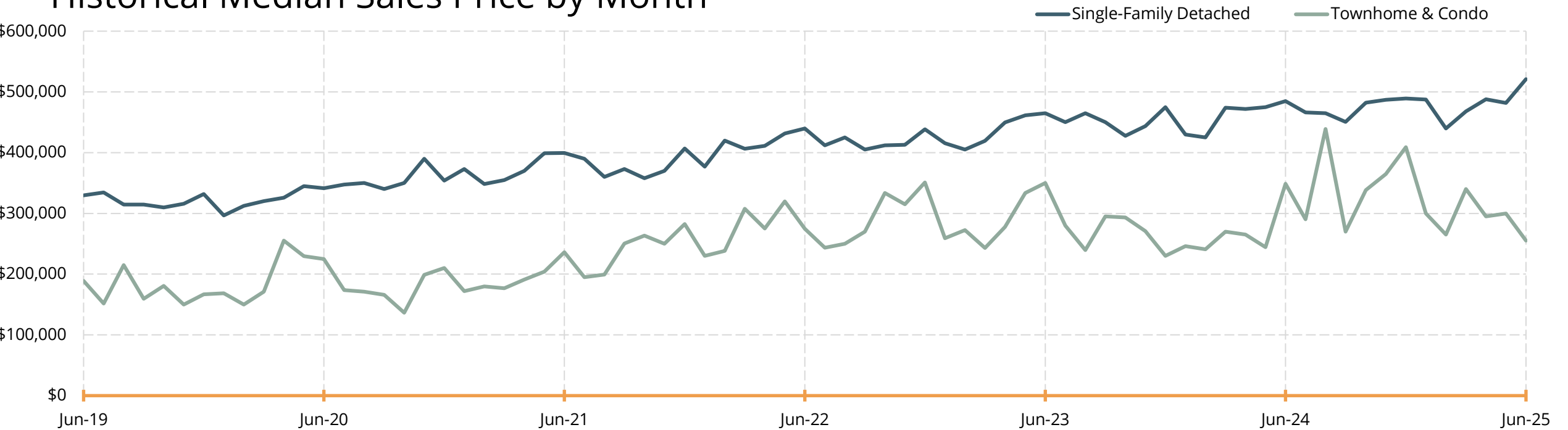
Source: Virginia REALTORS®, data accessed July 15, 2025

Median Sales Price



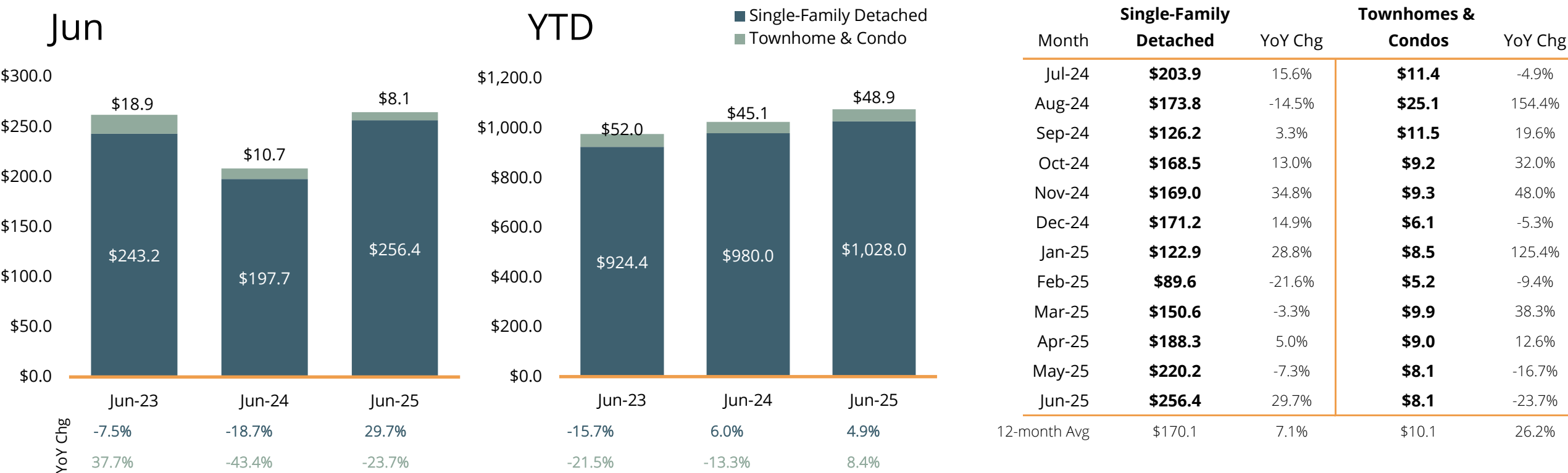
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	\$466,250	3.5%	\$290,100	3.6%
Aug-24	\$465,000	0.0%	\$439,000	83.3%
Sep-24	\$450,500	0.1%	\$270,000	-8.5%
Oct-24	\$482,276	12.8%	\$338,450	15.3%
Nov-24	\$487,000	9.7%	\$365,000	34.7%
Dec-24	\$489,000	3.0%	\$409,000	77.8%
Jan-25	\$487,500	13.4%	\$300,000	21.8%
Feb-25	\$440,000	3.5%	\$265,000	10.0%
Mar-25	\$468,000	-1.3%	\$340,000	25.9%
Apr-25	\$488,000	3.4%	\$295,000	11.3%
May-25	\$481,713	1.4%	\$300,000	22.7%
Jun-25	\$521,000	7.4%	\$255,000	-26.9%
12-month Avg	\$477,187	4.6%	\$322,213	19.9%

Historical Median Sales Price by Month

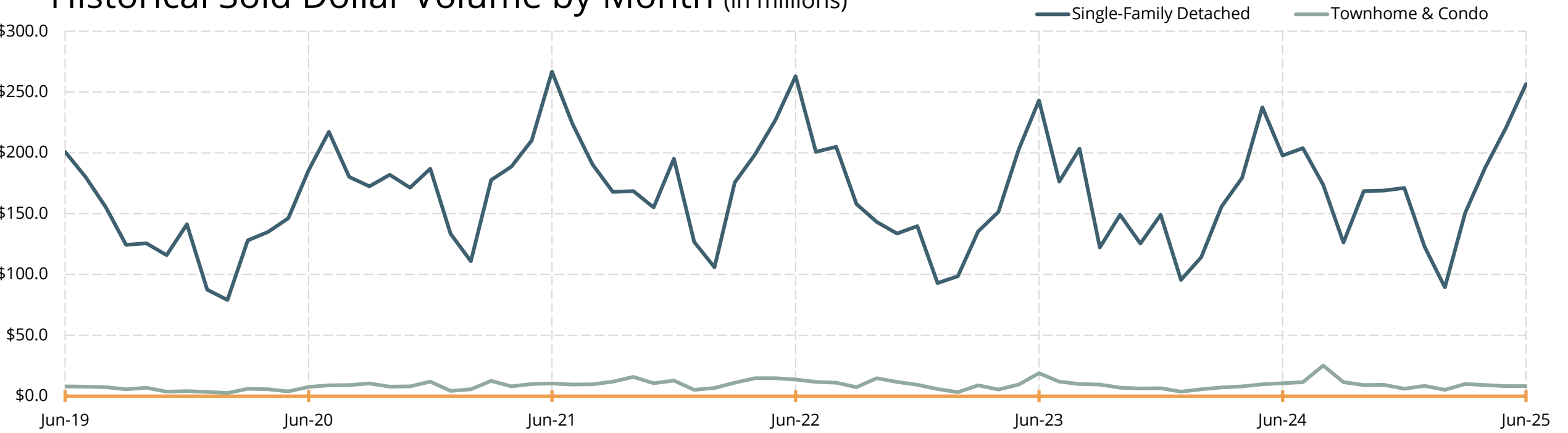


Source: Virginia REALTORS®, data accessed July 15, 2025

Sold Dollar Volume (in millions)

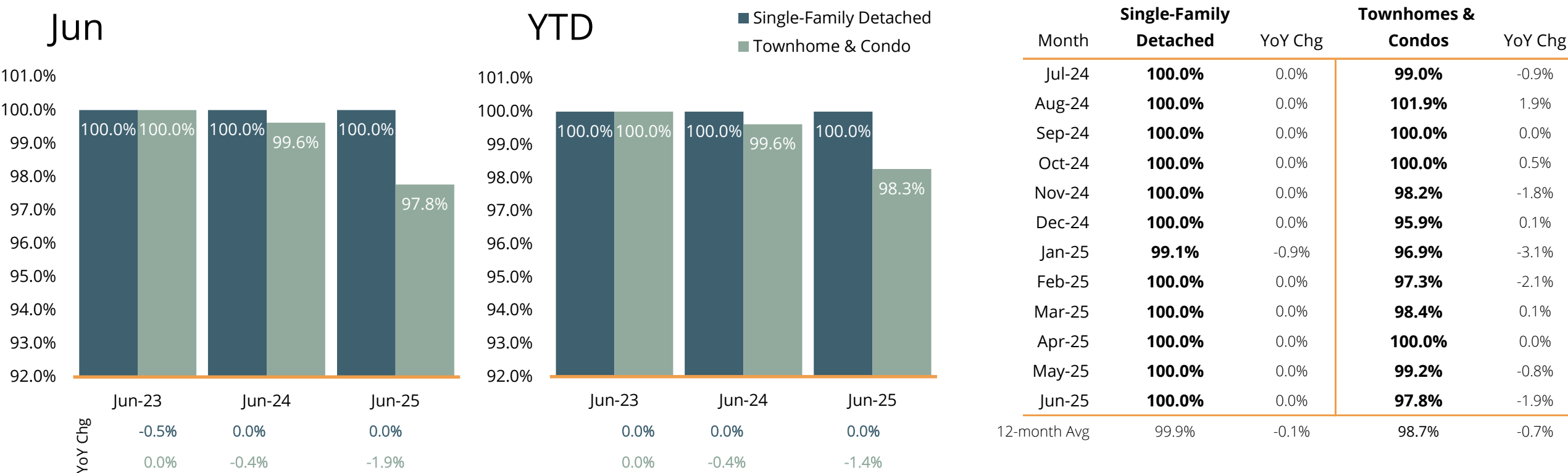


Historical Sold Dollar Volume by Month (in millions)

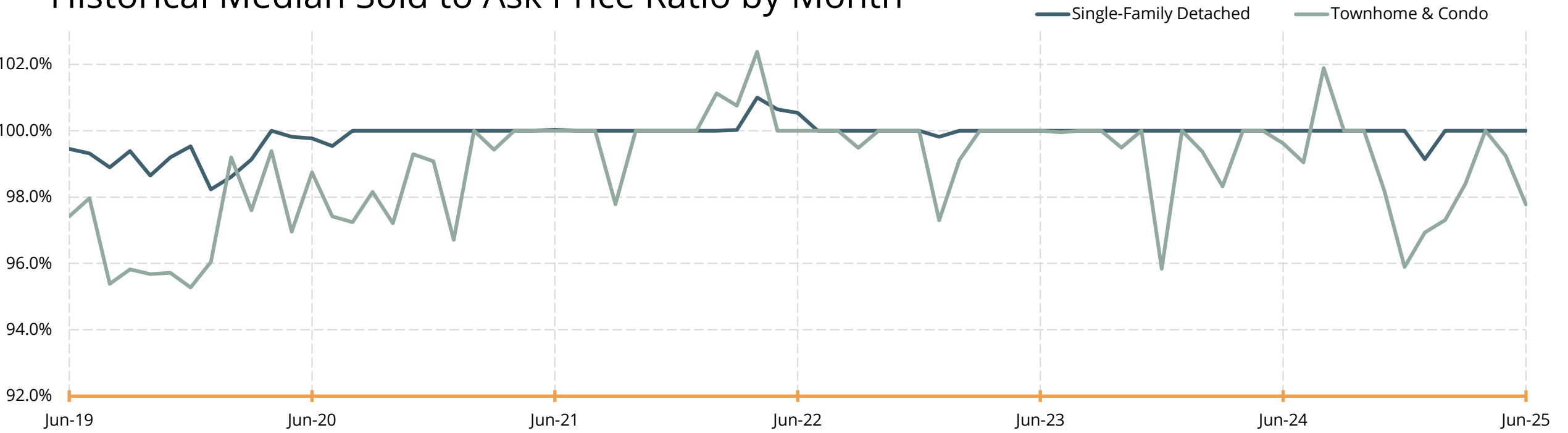


Source: Virginia REALTORS®, data accessed July 15, 2025

Median Sold to Ask Price Ratio

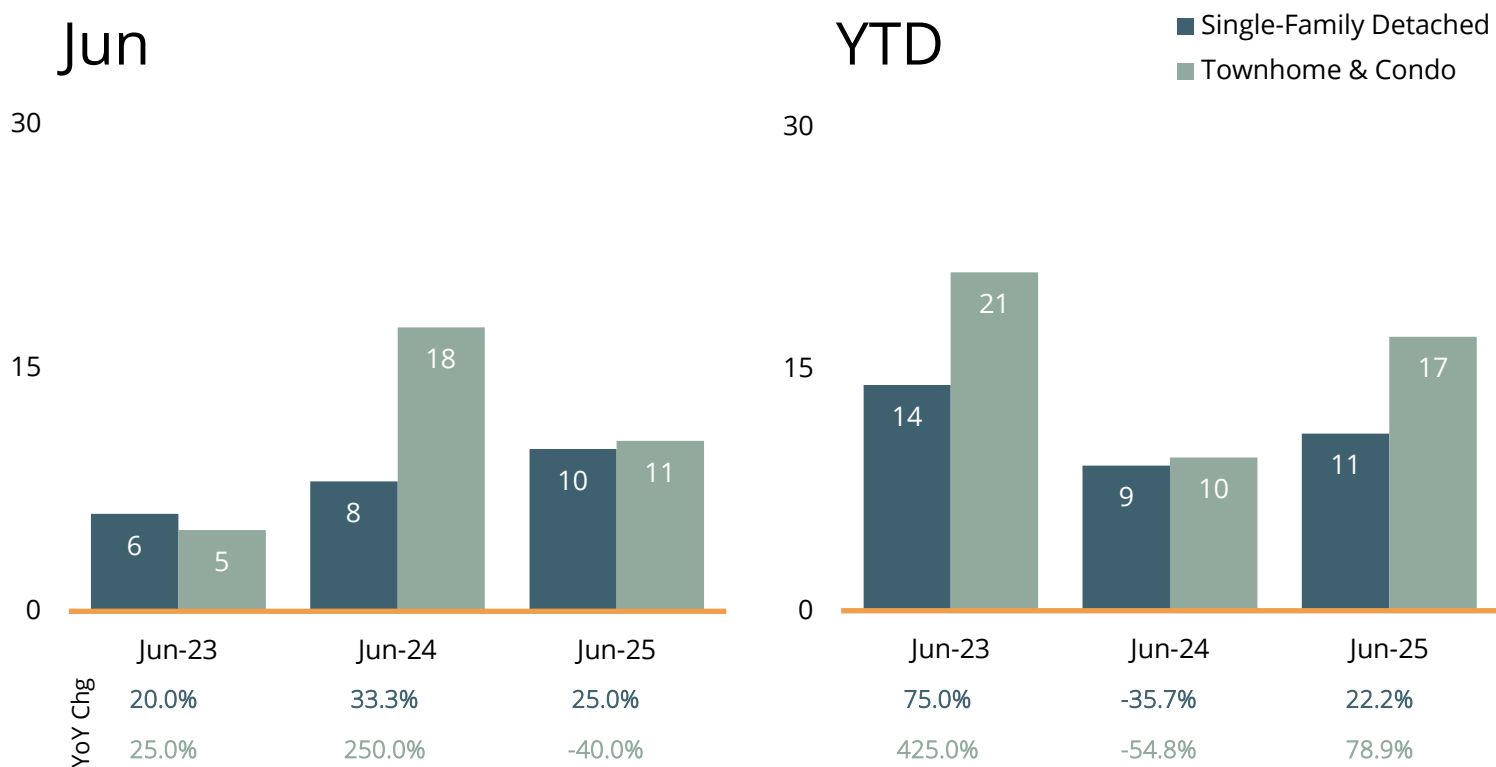


Historical Median Sold to Ask Price Ratio by Month



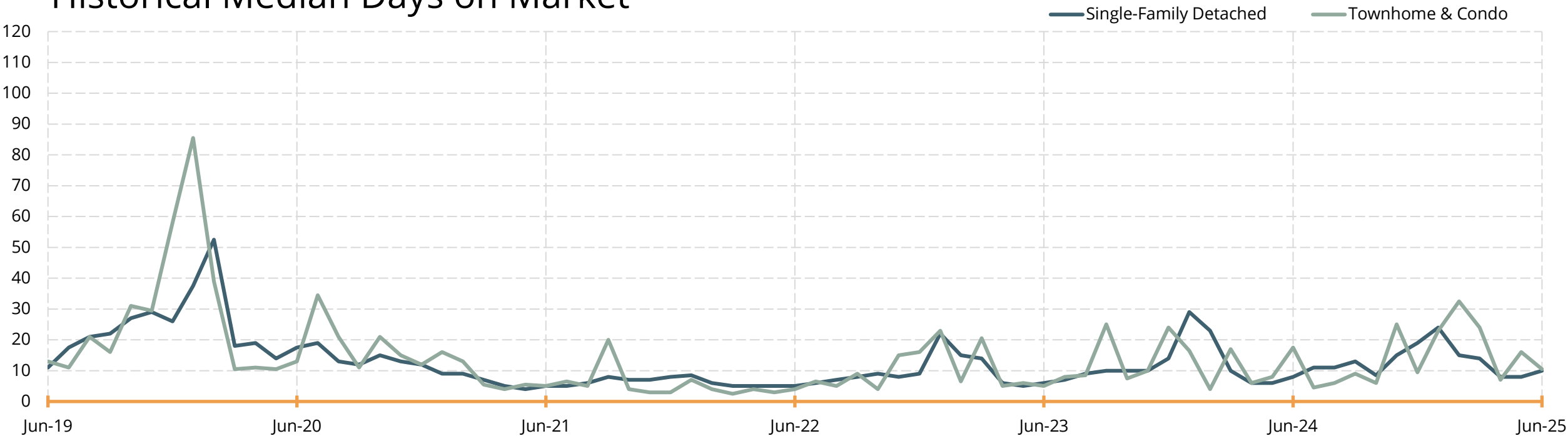
Source: Virginia REALTORS®, data accessed July 15, 2025

Median Days on Market



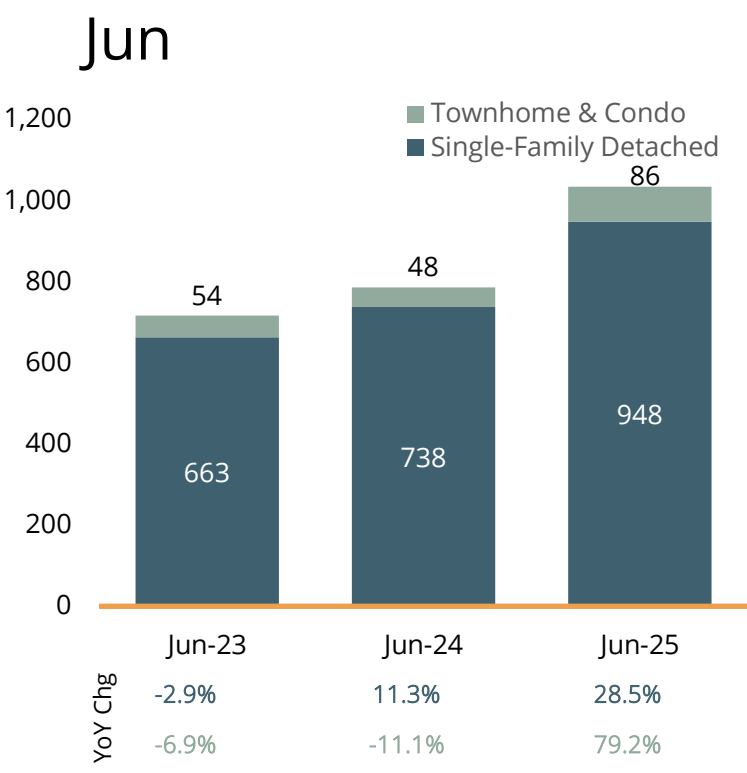
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	11	57.1%	5	-43.8%
Aug-24	11	22.2%	6	-29.4%
Sep-24	13	30.0%	9	-64.0%
Oct-24	9	-15.0%	6	-20.0%
Nov-24	15	50.0%	25	150.0%
Dec-24	19	35.7%	10	-60.4%
Jan-25	24	-17.2%	23	39.4%
Feb-25	15	-34.8%	33	712.5%
Mar-25	14	40.0%	24	41.2%
Apr-25	8	33.3%	7	16.7%
May-25	8	33.3%	16	100.0%
Jun-25	10	25.0%	11	-40.0%
12-month Avg	13	10.2%	14	13.8%

Historical Median Days on Market



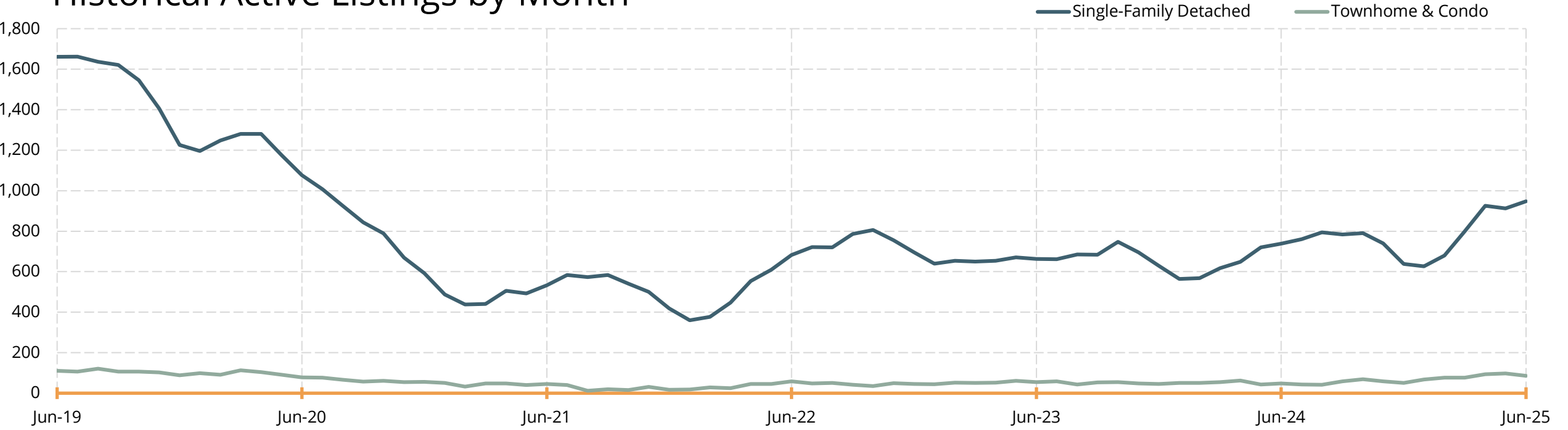
Source: Virginia REALTORS®, data accessed July 15, 2025

Active Listings



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jan-25	626	11.0%	68	33.3%
Feb-25	680	19.7%	76	49.0%
Mar-25	799	29.5%	76	38.2%
Apr-25	926	42.7%	94	51.6%
May-25	912	26.7%	98	127.9%
Jun-25	948	28.5%	86	79.2%
12-month Avg	783	18.0%	68	33.7%

Historical Active Listings by Month

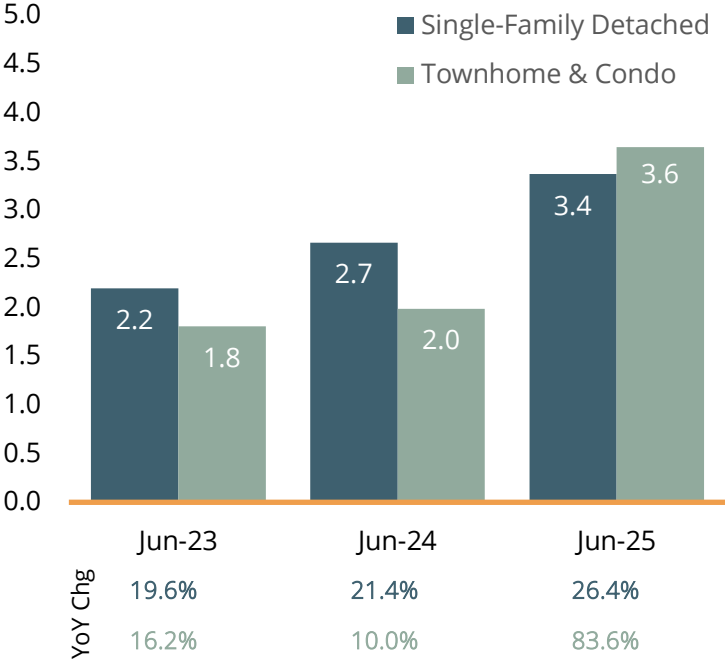


Source: Virginia REALTORS®, data accessed July 15, 2025

Months of Supply

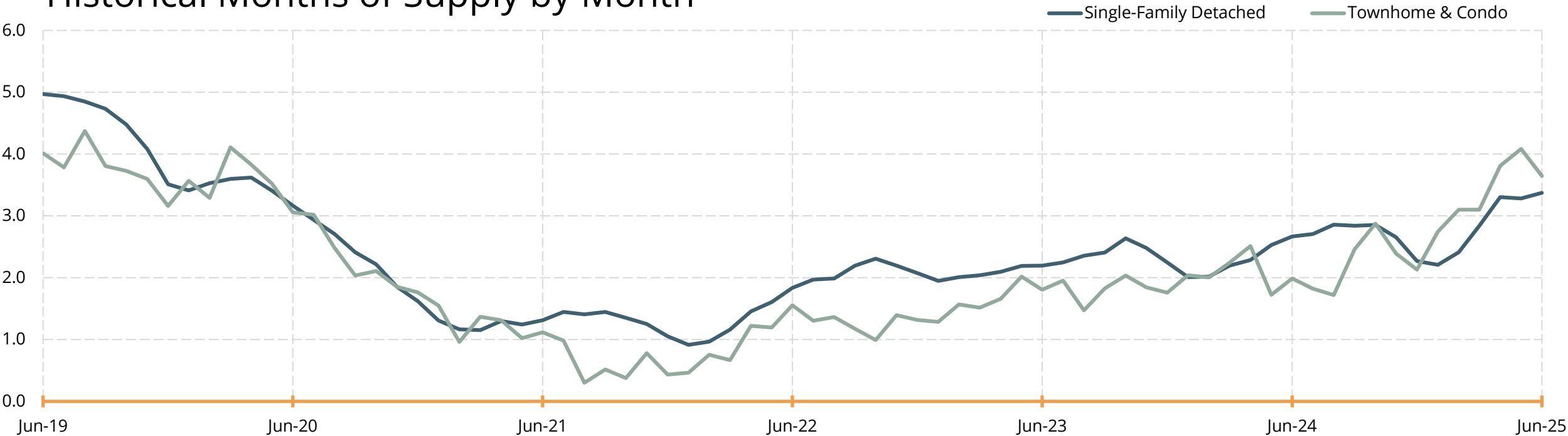


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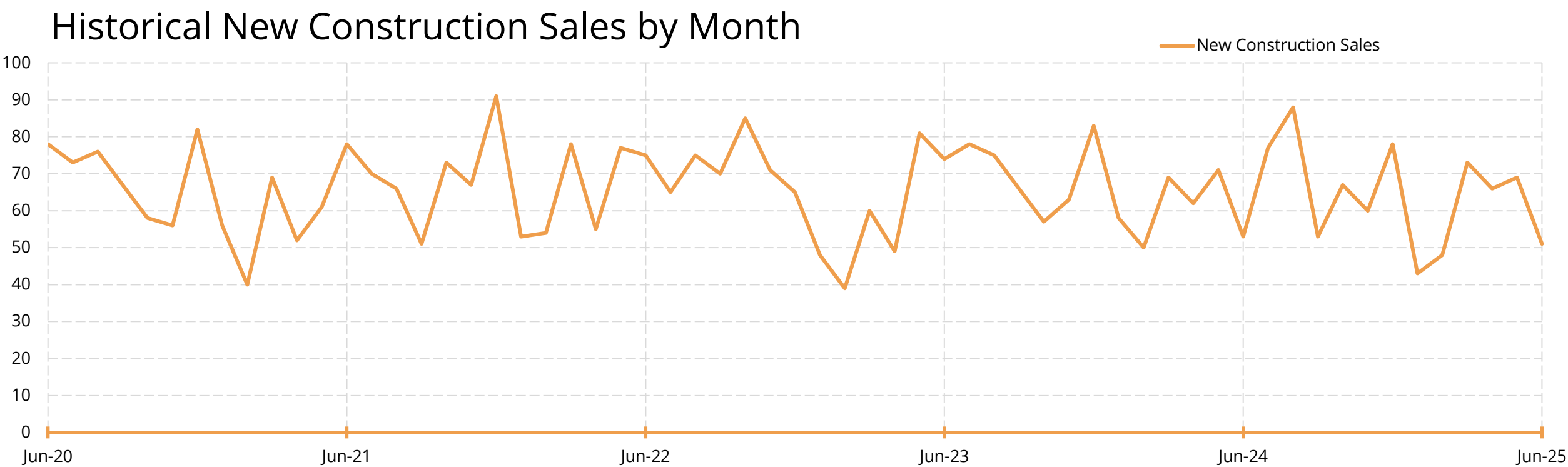
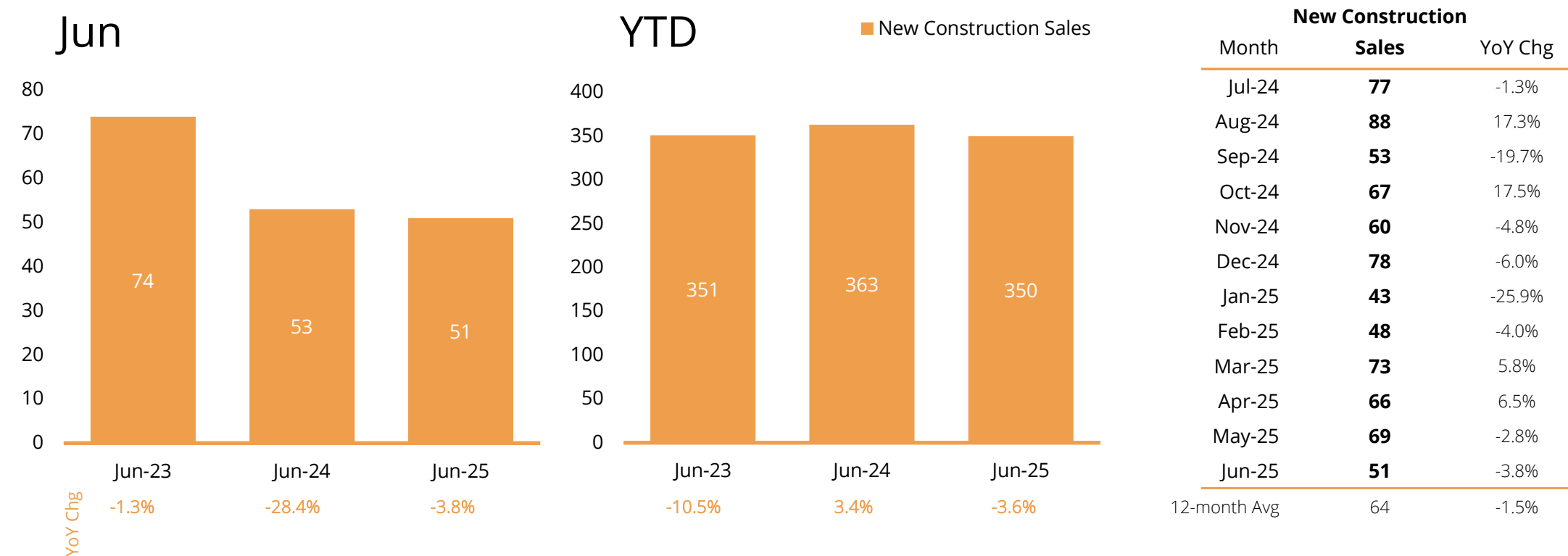
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-24	2.7	20.4%	1.8	-6.7%
Aug-24	2.9	21.3%	1.7	16.7%
Sep-24	2.8	17.9%	2.5	34.6%
Oct-24	2.9	8.3%	2.9	41.1%
Nov-24	2.7	7.1%	2.4	29.6%
Dec-24	2.3	1.0%	2.1	21.2%
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	4.1	136.6%
Jun-25	3.4	26.4%	3.6	83.6%
12-month Avg	2.8	19.7%	2.8	44.7%

Historical Months of Supply by Month



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

New Construction Sales



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

Area Overview - Total Market



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

Area Overview - Total Market YTD



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

Area Overview - Single Family Detached Market



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

Area Overview - Single Family Detached Market YTD



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

Area Overview - Townhome & Condo Market



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

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg	Jun-24	Jun-25	% chg
Albemarle County	78	109	39.7%	54	57	5.6%	\$240,000	\$297,500	24.0%	12	30	150.0%
Charlottesville	54	59	9.3%	42	33	-21.4%	\$308,250	\$300,000	-2.7%	9	23	155.6%
Fluvanna County	1	1	0.0%	1	1	0.0%	\$345,000	\$293,288	-15.0%	0	0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	4	3	-25.0%	5	2	-60.0%	\$655,000	\$537,500	-17.9%	3	1	-66.7%
Nelson County	54	73	35.2%	34	42	23.5%	\$232,500	\$255,000	9.7%	24	32	33.3%



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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