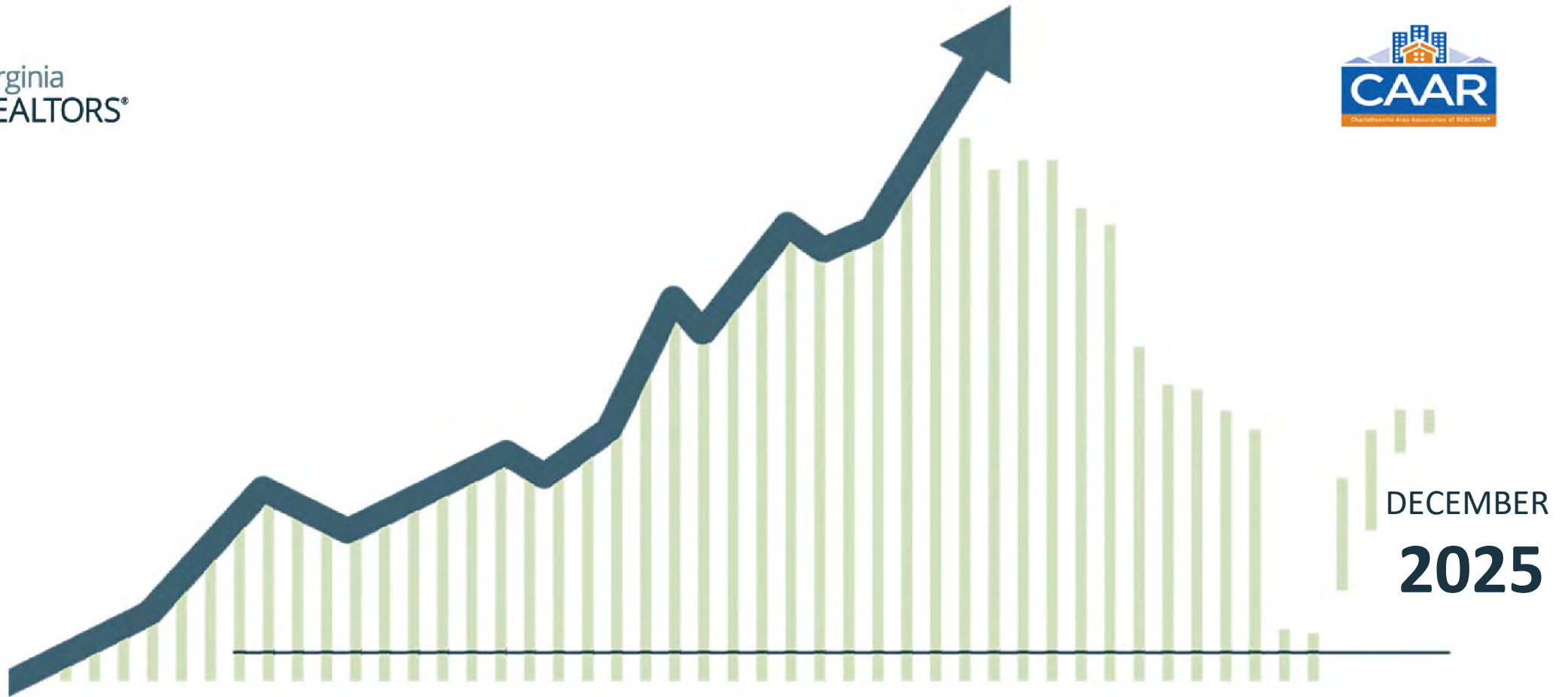




# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# CAAR Market Indicators Report



## Key Market Trends: December 2025

- › **Sales went up for the fifth straight month in the CAAR area.** With 356 closed sales, activity rose 17.5% from the previous year in the CAAR footprint, which is 53 additional sales. Activity continued to climb in Greene County with 20 more sales than last year (+125%) followed by Fluvanna County with an additional 16 sales (+48.5%). Nelson County had four fewer sales compared to the same time a year ago (-11.8%).
- › **After rising for the last six months, pending sales fell across much of the region.** There were 209 total pending sales in December, down 8.7% or 20 pending sales from last December. Both Charlottesville (-47.6%) and Fluvanna County (-37%) had 10 fewer pending sales than a year ago. Albemarle County saw a small increase in pending sales (+3.6%) and the number of pending sales in Louisa County was unchanged.
- › **The median sales price declined in the CAAR footprint this month, the second straight dip.** The median sales price was \$446,233 in December regionwide, down 7% from the year prior, a \$33,767 price drop. Median prices in Charlottesville decreased by 14.7%, bringing the median down to \$405,000 in the final month of the year, \$70,000 less than last year. In Albemarle County the median home price was \$34,495 more than the year before (+6.6%) and homes sold in Greene County went up \$29,565 (+7.6%) to a median price of \$420,995.
- › **Supply in the CAAR market continued to climb as the year came to a close.** There were 925 listings on the market in the CAAR footprint, up 34.3% which is 236 more listings than the previous year. All local markets experienced listing growth. Louisa County had 76 more listings (+35.5%) and Albemarle County had 74 more than a year ago (+31.5%).



## CAAR Market Dashboard

| YoY Chg | Dec-25    | Indicator                        |
|---------|-----------|----------------------------------|
| ▲ 17.5% | 356       | Sales                            |
| ▼ -8.7% | 209       | Pending Sales                    |
| ▼ -1.1% | 281       | New Listings                     |
| ▼ -8.1% | \$449,335 | Median List Price                |
| ▼ -7.0% | \$446,233 | Median Sales Price               |
| ▲ 0.2%  | \$258     | Median Price Per Square Foot     |
| ▲ 18.0% | \$209.3   | Sold Dollar Volume (in millions) |
| ▼ -0.5% | 99.5%     | Median Sold/Ask Price Ratio      |
| ▼ -5.3% | 18        | Median Days on Market            |
| ▲ 34.3% | 925       | Active Listings                  |
| ▲ 30.6% | 3.0       | Months of Supply                 |
| ▲ 41.0% | 110       | New Construction Sales           |

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# 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.

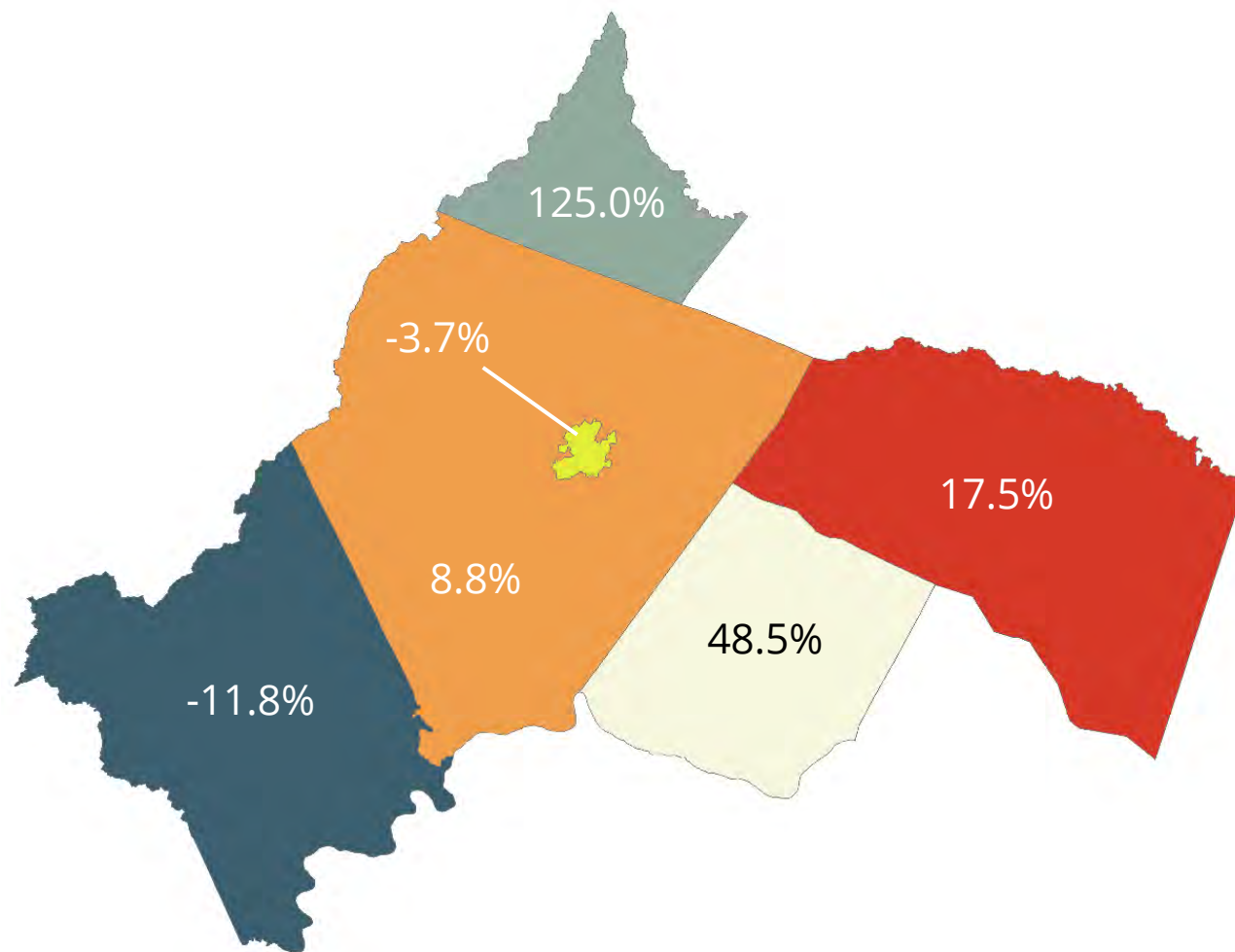
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

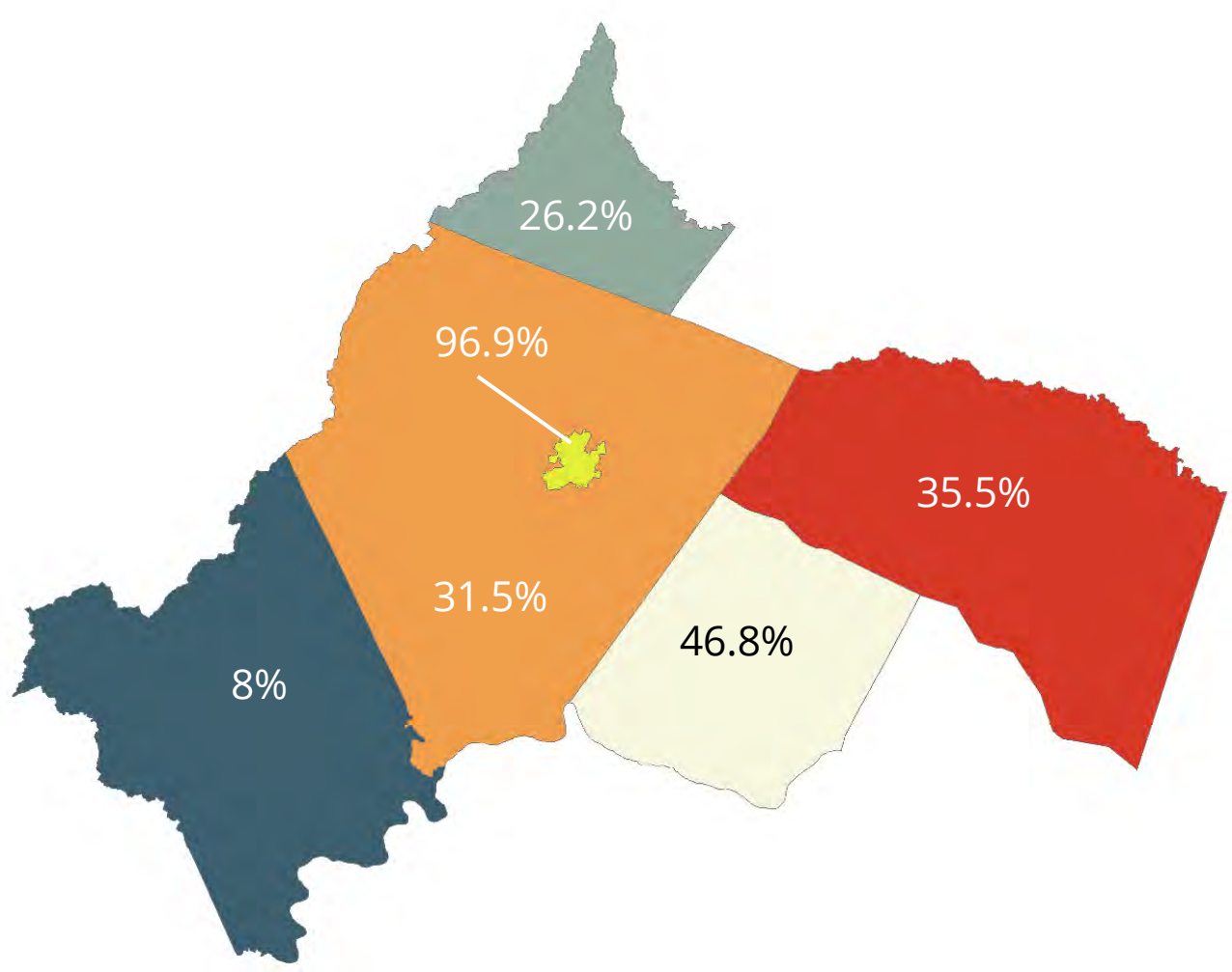


# Market Activity - CAAR Footprint



| <i>Jurisdiction</i> | Total Sales |            |              |
|---------------------|-------------|------------|--------------|
|                     | Dec-24      | Dec-25     | % Chg        |
| Albemarle County    | 136         | 148        | 8.8%         |
| Charlottesville     | 27          | 26         | -3.7%        |
| Fluvanna County     | 33          | 49         | 48.5%        |
| Greene County       | 16          | 36         | 125.0%       |
| Louisa County       | 57          | 67         | 17.5%        |
| Nelson County       | 34          | 30         | -11.8%       |
| <b>CAAR</b>         | <b>303</b>  | <b>356</b> | <b>17.5%</b> |

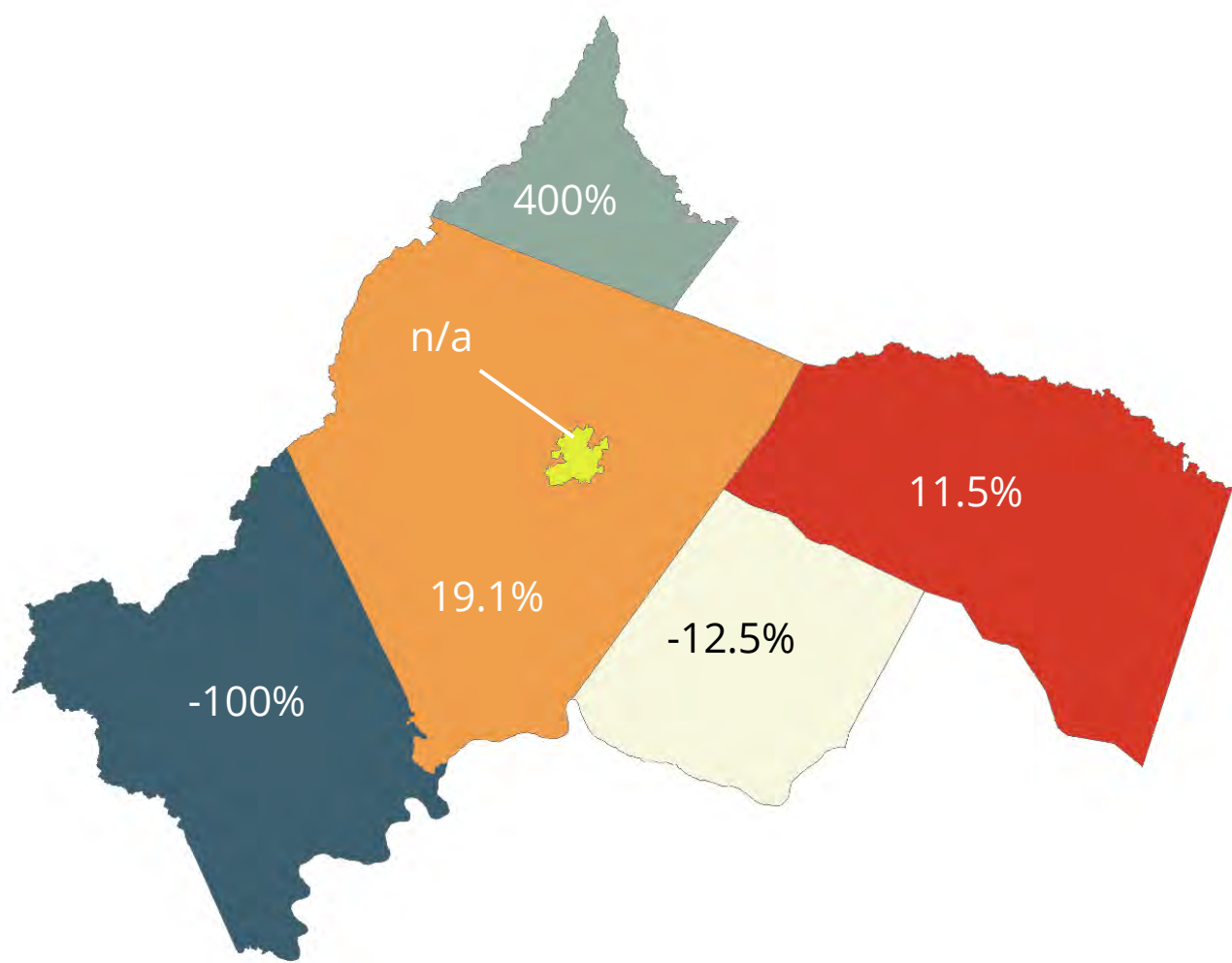
# Active Listings: Total Inventory (includes proposed listings)



| Jurisdiction     | Active Listings |        |       |
|------------------|-----------------|--------|-------|
|                  | Dec-24          | Dec-25 | % Chg |
| Albemarle County | 235             | 309    | 31.5% |
| Charlottesville  | 32              | 63     | 96.9% |
| Fluvanna County  | 79              | 116    | 46.8% |
| Greene County    | 42              | 53     | 26.2% |
| Louisa County    | 214             | 290    | 35.5% |
| Nelson County    | 87              | 94     | 8.0%  |
| CAAR             | 689             | 925    | 34.3% |

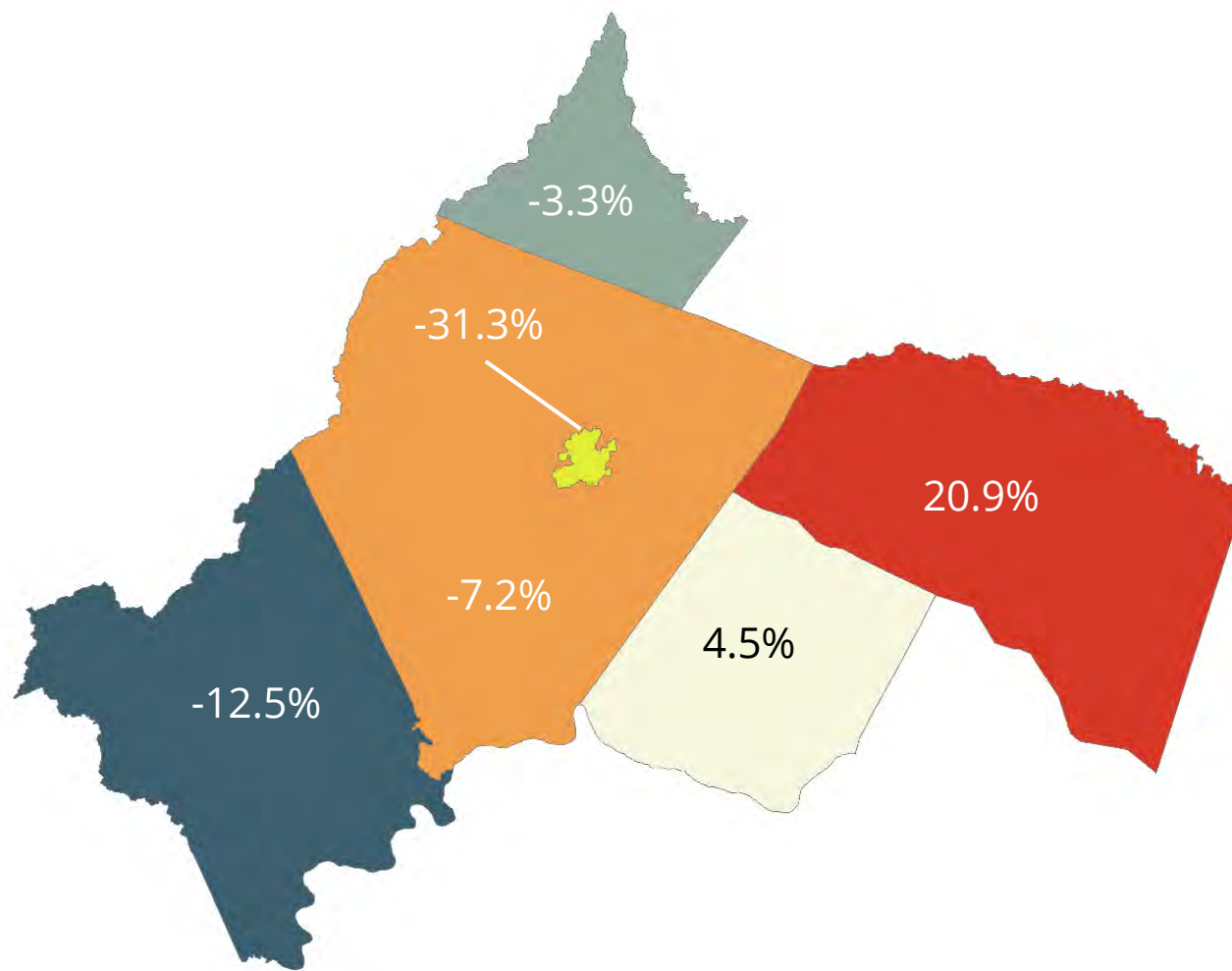
Source: Virginia REALTORS®, data accessed January 15, 2026

# Active Listings: Proposed Listings



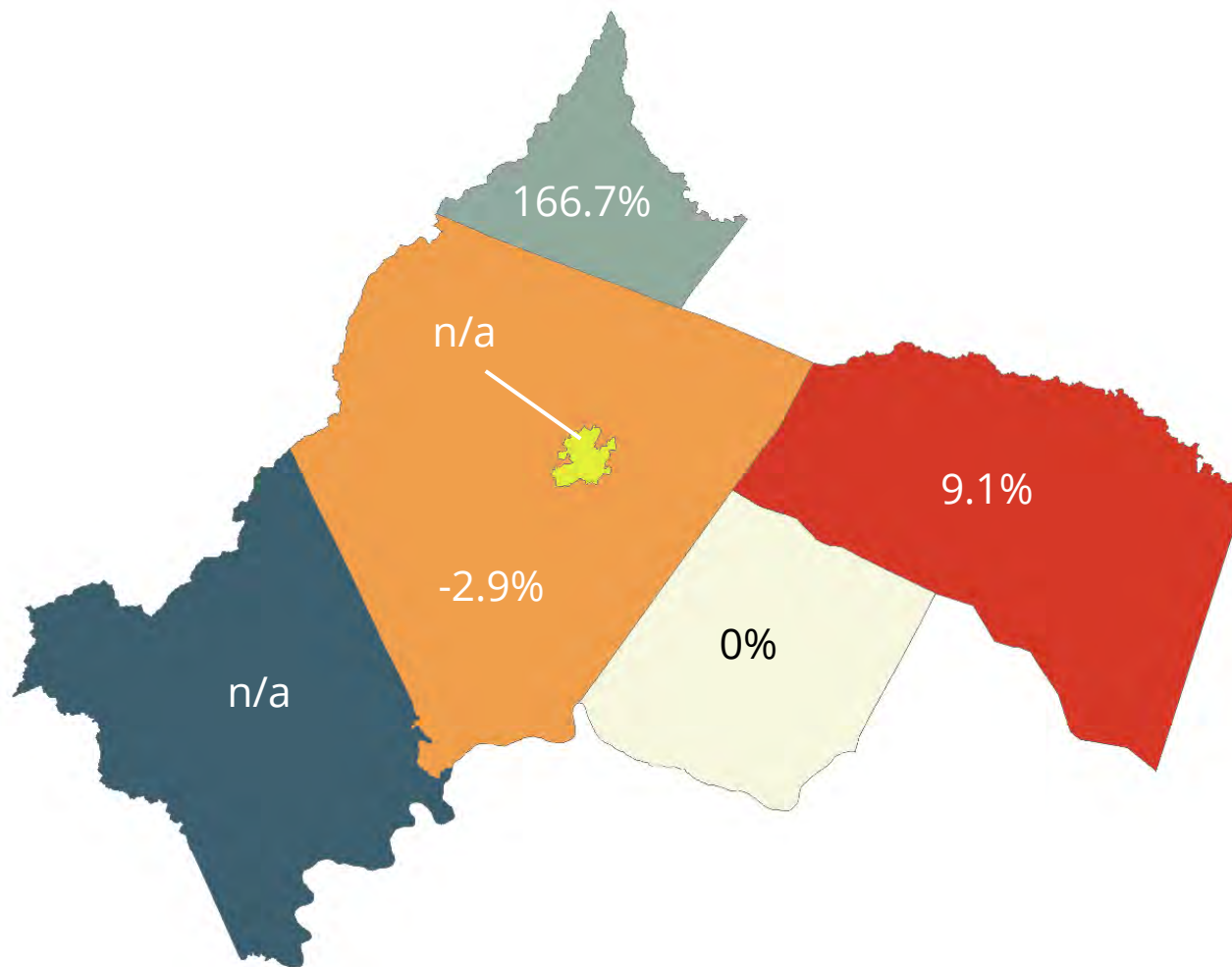
| Jurisdiction     | Active Listings |        | % Chg  |
|------------------|-----------------|--------|--------|
|                  | Dec-24          | Dec-25 |        |
| Albemarle County | 89              | 106    | 19.1%  |
| Charlottesville  | 0               | 3      | n/a    |
| Fluvanna County  | 16              | 14     | -12.5% |
| Greene County    | 2               | 10     | 400.0% |
| Louisa County    | 26              | 29     | 11.5%  |
| Nelson County    | 1               | 0      | -100%  |
| CAAR             | 134             | 162    | 20.9%  |

# New Listings: Total Inventory (includes proposed listings)



| Jurisdiction     | New Listings<br>Total Inventory |            |              |
|------------------|---------------------------------|------------|--------------|
|                  | Dec-24                          | Dec-25     | % Chg        |
| Albemarle County | 125                             | 116        | -7.2%        |
| Charlottesville  | 16                              | 11         | -31.3%       |
| Fluvanna County  | 22                              | 23         | 4.5%         |
| Greene County    | 30                              | 29         | -3.3%        |
| Louisa County    | 67                              | 81         | 20.9%        |
| Nelson County    | 24                              | 21         | -12.5%       |
| <b>CAAR</b>      | <b>284</b>                      | <b>281</b> | <b>-1.1%</b> |

# New Listings: Proposed Listings



| New Listings        |           |           |             |
|---------------------|-----------|-----------|-------------|
| Proposed Listings   |           |           |             |
| <i>Jurisdiction</i> | Dec-24    | Dec-25    | % Chg       |
| Albemarle County    | 35        | 34        | -2.9%       |
| Charlottesville     | 0         | 1         | n/a         |
| Fluvanna County     | 1         | 1         | 0.0%        |
| Greene County       | 3         | 8         | 166.7%      |
| Louisa County       | 11        | 12        | 9.1%        |
| Nelson County       | 1         | 0         | n/a         |
| <b>CAAR</b>         | <b>51</b> | <b>56</b> | <b>9.8%</b> |

# Total Market Overview



| Key Metrics                      | 2-year Trends |        | Dec-24    | Dec-25           | YoY Chg | 2024 YTD  | 2025 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Dec-23        | Dec-25 |           |                  |         |           |                  |         |
| Sales                            |               |        | 303       | <b>356</b>       | 17.5%   | 3,647     | <b>3,742</b>     | 2.6%    |
| Pending Sales                    |               |        | 229       | <b>209</b>       | -8.7%   | 3,902     | <b>3,996</b>     | 2.4%    |
| New Listings                     |               |        | 284       | <b>281</b>       | -1.1%   | 5,270     | <b>5,981</b>     | 13.5%   |
| Median List Price                |               |        | \$489,000 | <b>\$449,335</b> | -8.1%   | \$464,995 | <b>\$468,261</b> | 0.7%    |
| Median Sales Price               |               |        | \$479,999 | <b>\$446,233</b> | -7.0%   | \$459,489 | <b>\$465,000</b> | 1.2%    |
| Median Price Per Square Foot     |               |        | \$258     | <b>\$258</b>     | 0.2%    | \$254     | <b>\$266</b>     | 4.5%    |
| Sold Dollar Volume (in millions) |               |        | \$177.4   | <b>\$209.3</b>   | 18.0%   | \$2,104.4 | <b>\$2,239.9</b> | 6.4%    |
| Median Sold/Ask Price Ratio      |               |        | 100.0%    | <b>99.5%</b>     | -0.5%   | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Median Days on Market            |               |        | 19        | <b>18</b>        | -5.3%   | 11        | <b>14</b>        | 27.3%   |
| Active Listings                  |               |        | 689       | <b>925</b>       | 34.3%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 2.3       | <b>3.0</b>       | 30.6%   | n/a       | <b>n/a</b>       | n/a     |

Source: Virginia REALTORS®, data accessed January 15, 2026

# Single-Family Detached Market Overview



| Key Metrics                      | 2-year Trends |        | Dec-24    | Dec-25           | YoY Chg | 2024 YTD  | 2025 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Dec-23        | Dec-25 |           |                  |         |           |                  |         |
| Sales                            |               |        | 289       | <b>328</b>       | 13.5%   | 3,366     | <b>3,432</b>     | 2.0%    |
| Pending Sales                    |               |        | 211       | <b>194</b>       | -8.1%   | 3,618     | <b>3,690</b>     | 2.0%    |
| New Listings                     |               |        | 264       | <b>265</b>       | 0.4%    | 4,891     | <b>5,553</b>     | 13.5%   |
| Median List Price                |               |        | \$494,633 | <b>\$451,490</b> | -8.7%   | \$475,000 | <b>\$476,960</b> | 0.4%    |
| Median Sales Price               |               |        | \$489,000 | <b>\$455,665</b> | -6.8%   | \$470,000 | <b>\$475,000</b> | 1.1%    |
| Median Price Per Square Foot     |               |        | \$254     | <b>\$257</b>     | 1.4%    | \$253     | <b>\$264</b>     | 4.4%    |
| Sold Dollar Volume (in millions) |               |        | \$171.2   | <b>\$199.1</b>   | 16.3%   | \$1,992.8 | <b>\$2,124.6</b> | 6.6%    |
| Median Sold/Ask Price Ratio      |               |        | 100.0%    | <b>99.8%</b>     | -0.2%   | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Median Days on Market            |               |        | 19        | <b>17</b>        | -10.5%  | 11        | <b>13</b>        | 18.2%   |
| Active Listings                  |               |        | 638       | <b>860</b>       | 34.8%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 2.3       | <b>3.0</b>       | 31.7%   | n/a       | <b>n/a</b>       | n/a     |

Source: Virginia REALTORS®, data accessed January 15, 2026

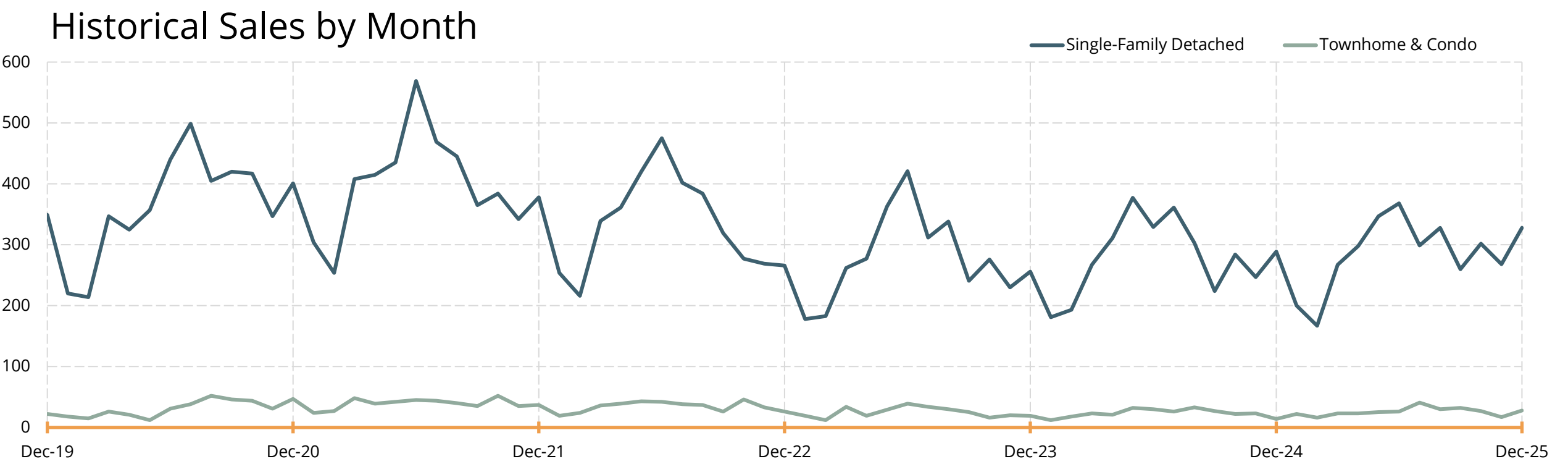
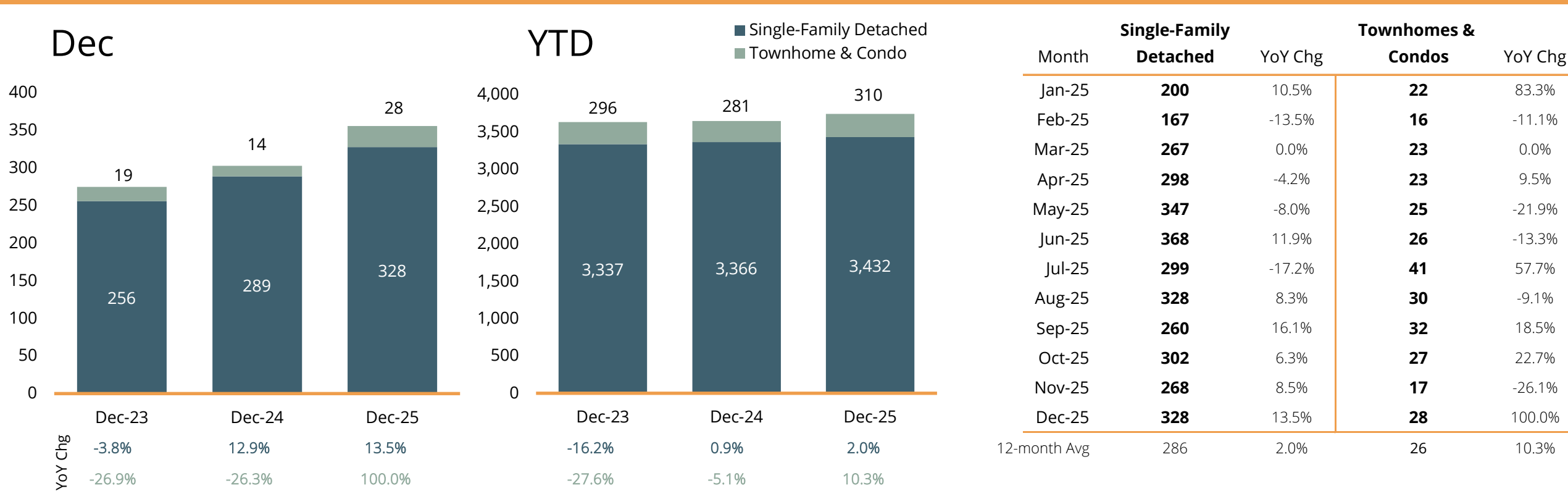
# Townhome & Condo Market Overview



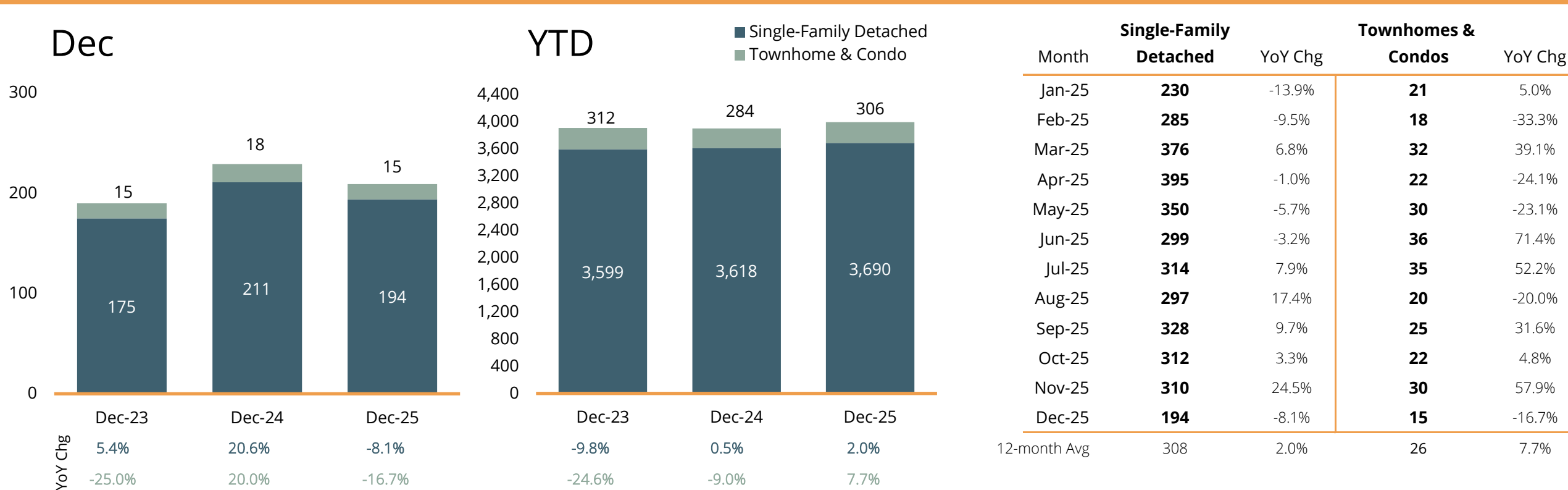
| Key Metrics                      | 2-year Trends |        | Dec-24    | Dec-25           | YoY Chg | 2024 YTD  | 2025 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Dec-23        | Dec-25 |           |                  |         |           |                  |         |
| Sales                            |               |        | 14        | <b>28</b>        | 100.0%  | 281       | <b>310</b>       | 10.3%   |
| Pending Sales                    |               |        | 18        | <b>15</b>        | -16.7%  | 284       | <b>306</b>       | 7.7%    |
| New Listings                     |               |        | 20        | <b>16</b>        | -20.0%  | 379       | <b>428</b>       | 12.9%   |
| Median List Price                |               |        | \$424,500 | <b>\$304,750</b> | -28.2%  | \$295,000 | <b>\$299,700</b> | 1.6%    |
| Median Sales Price               |               |        | \$409,000 | <b>\$303,500</b> | -25.8%  | \$289,975 | <b>\$291,500</b> | 0.5%    |
| Median Price Per Square Foot     |               |        | \$328     | <b>\$289</b>     | -11.8%  | \$269     | <b>\$282</b>     | 5.1%    |
| Sold Dollar Volume (in millions) |               |        | \$6.1     | <b>\$10.2</b>    | 66.5%   | \$111.6   | <b>\$115.4</b>   | 3.4%    |
| Median Sold/Ask Price Ratio      |               |        | 95.9%     | <b>97.8%</b>     | 2.0%    | 99.8%     | <b>98.2%</b>     | -1.6%   |
| Median Days on Market            |               |        | 10        | <b>28</b>        | 189.5%  | 10        | <b>23</b>        | 142.1%  |
| Active Listings                  |               |        | 51        | <b>65</b>        | 27.5%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 2.1       | <b>2.5</b>       | 17.2%   | n/a       | <b>n/a</b>       | n/a     |

Source: Virginia REALTORS®, data accessed January 15, 2026

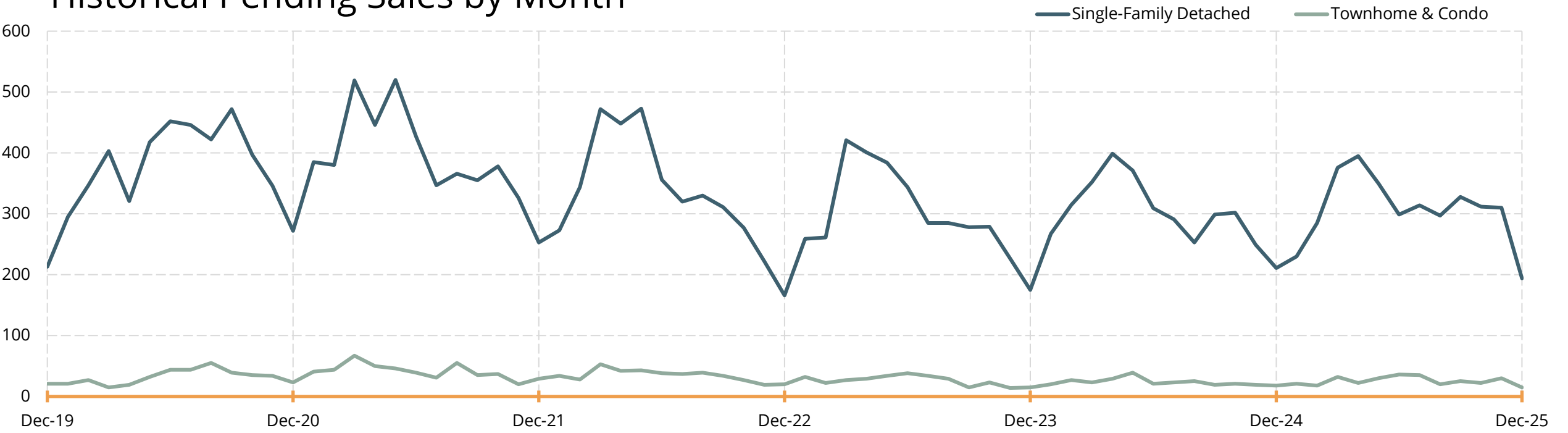
# Sales



# Pending Sales

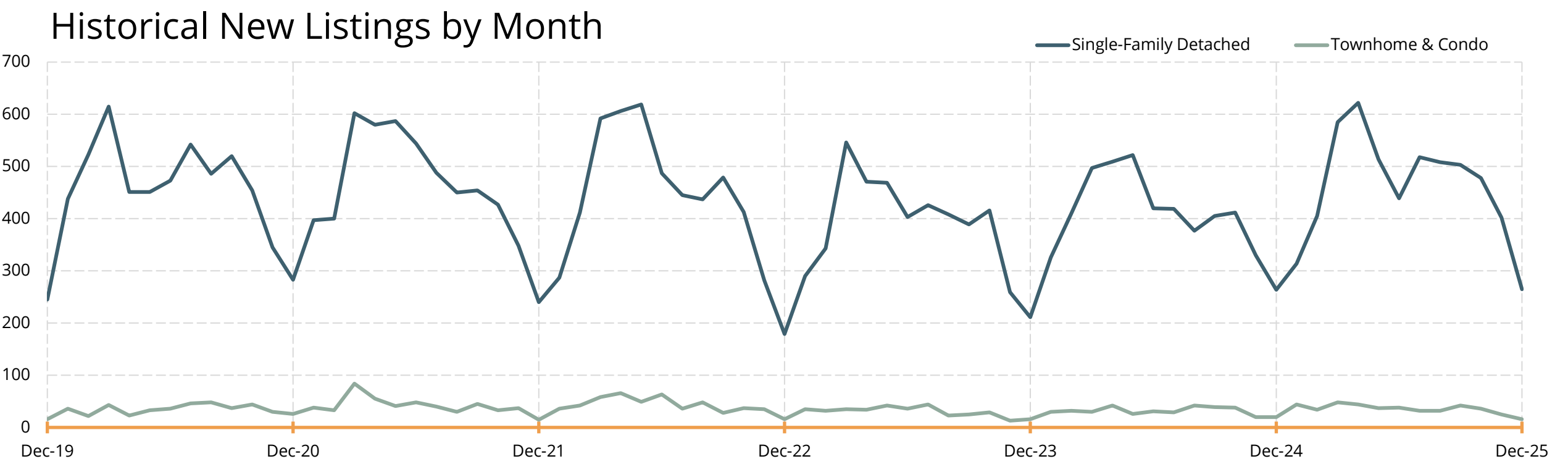
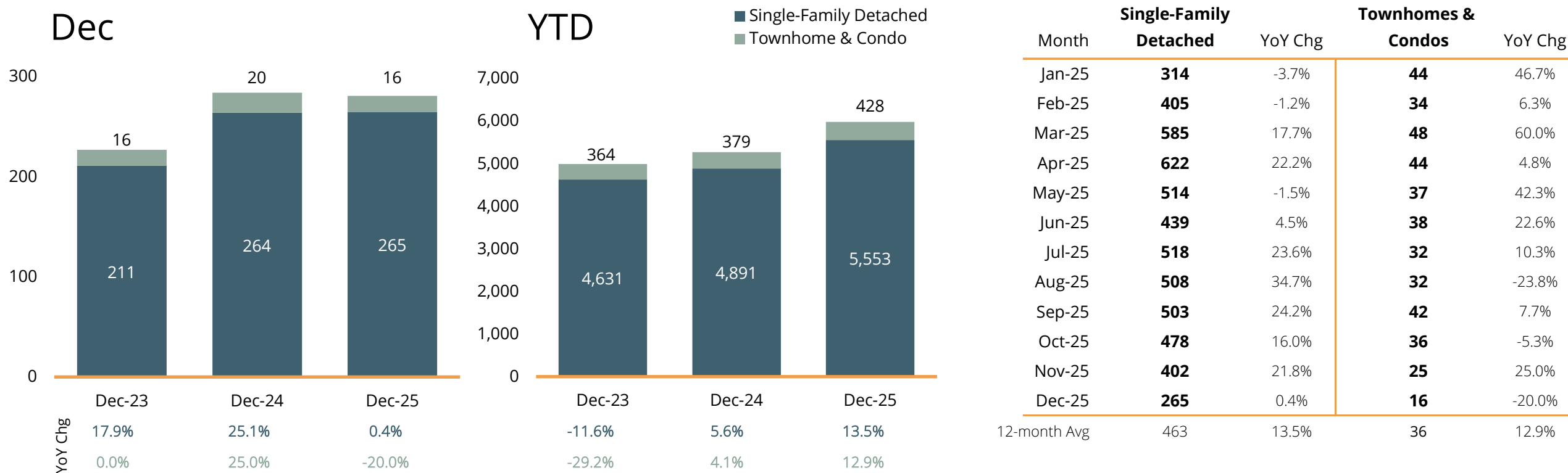


## Historical Pending Sales by Month

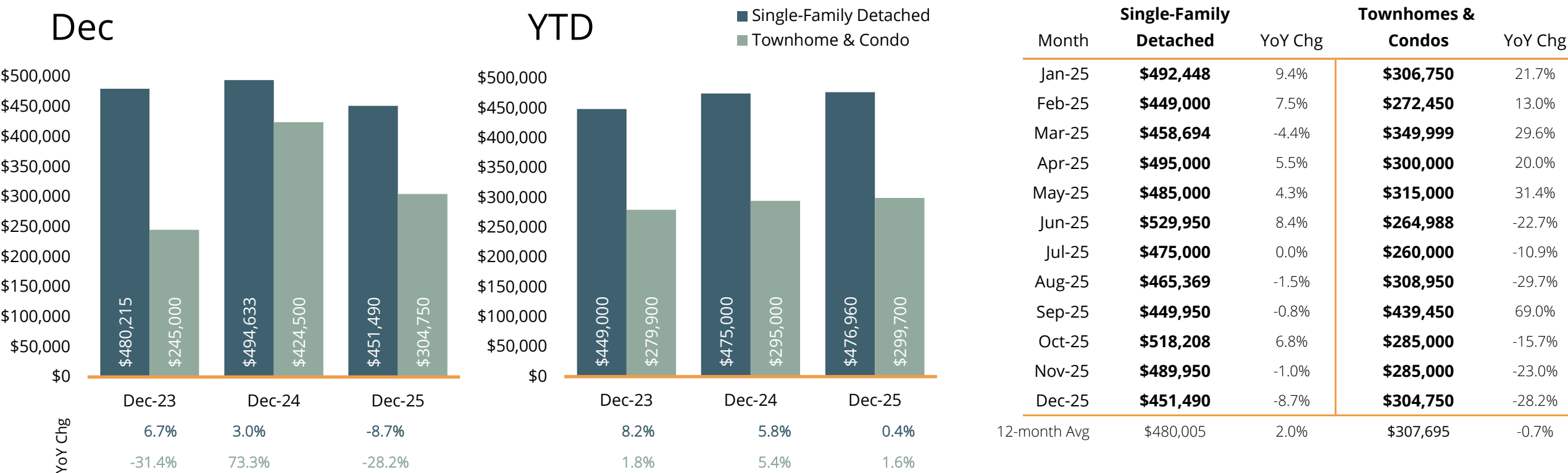


Source: Virginia REALTORS®, data accessed January 15, 2026

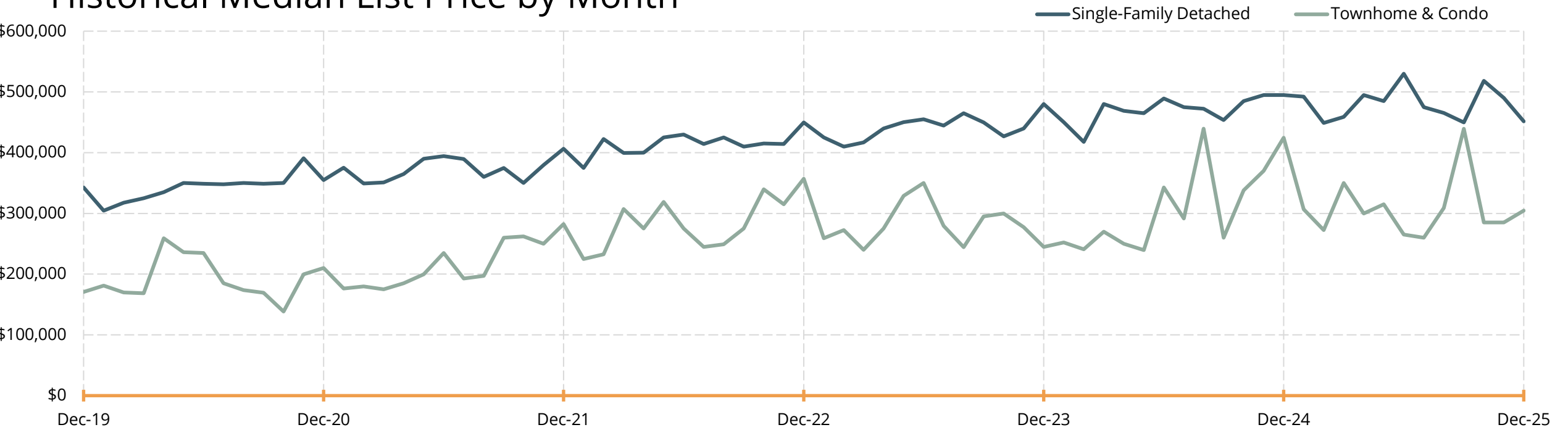
# New Listings



# Median List Price

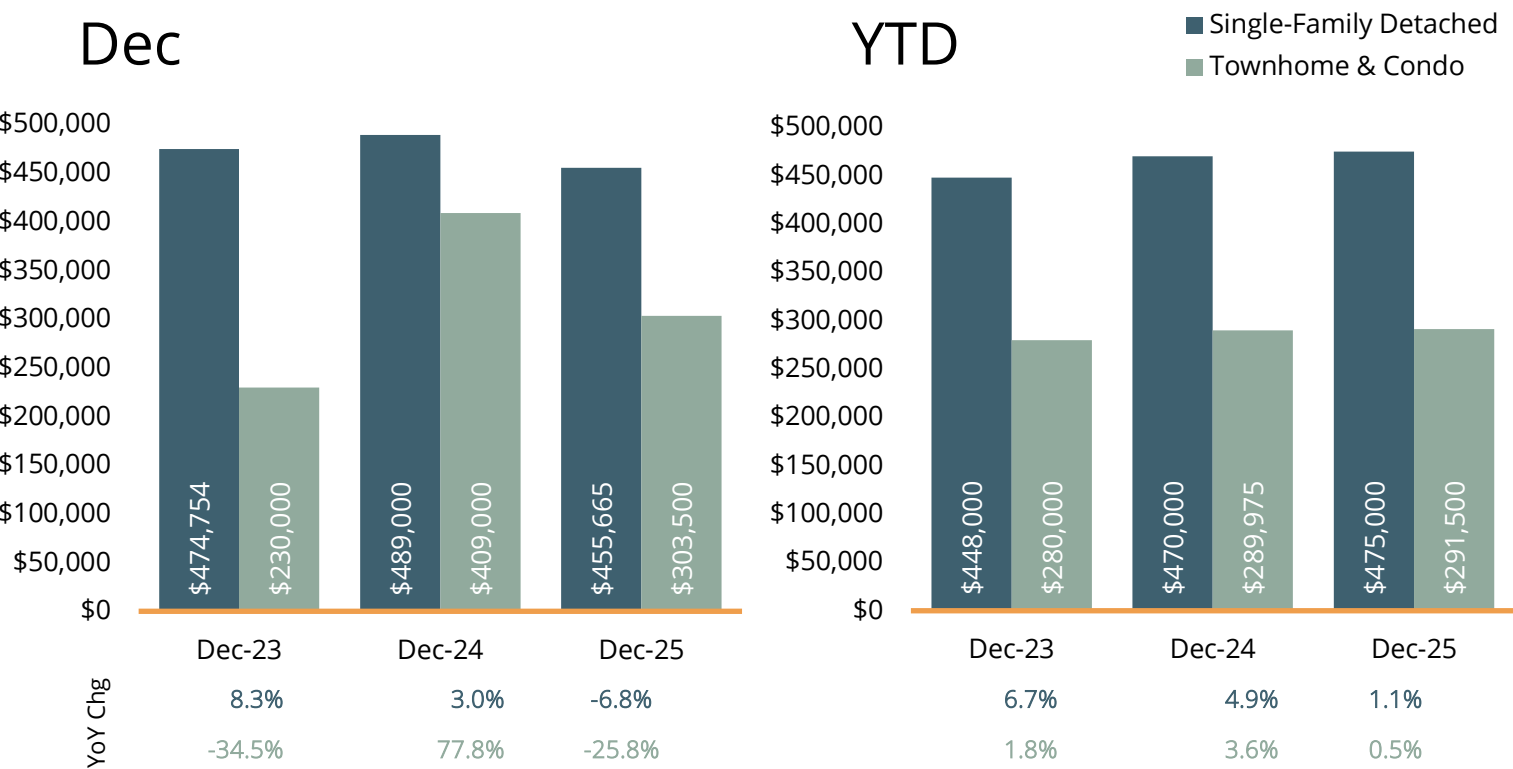


## Historical Median List Price by Month



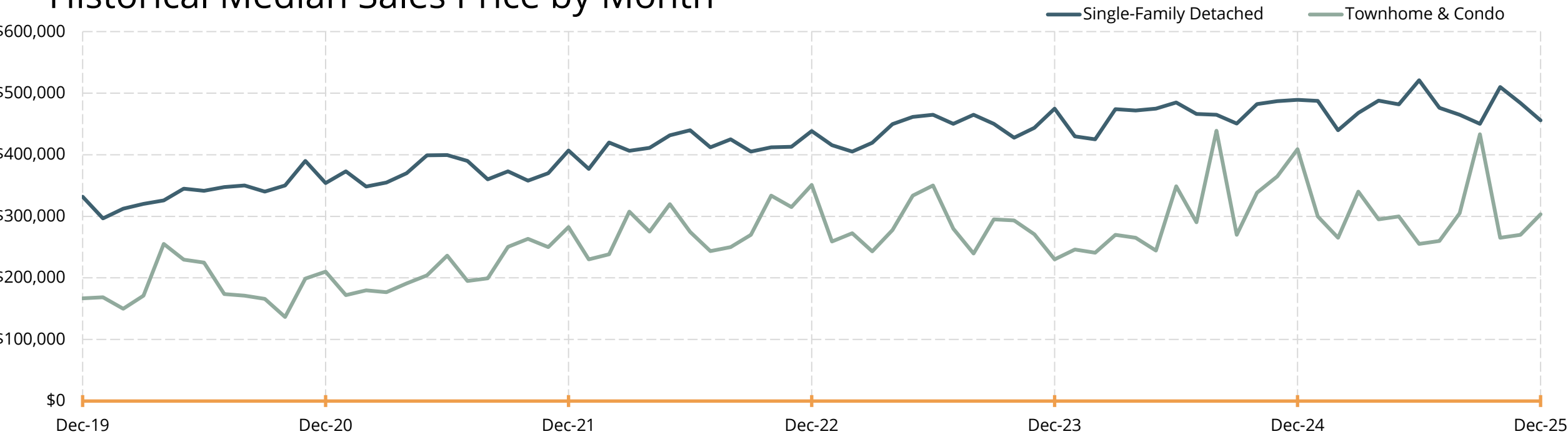
Source: Virginia REALTORS®, data accessed January 15, 2026

# Median Sales Price



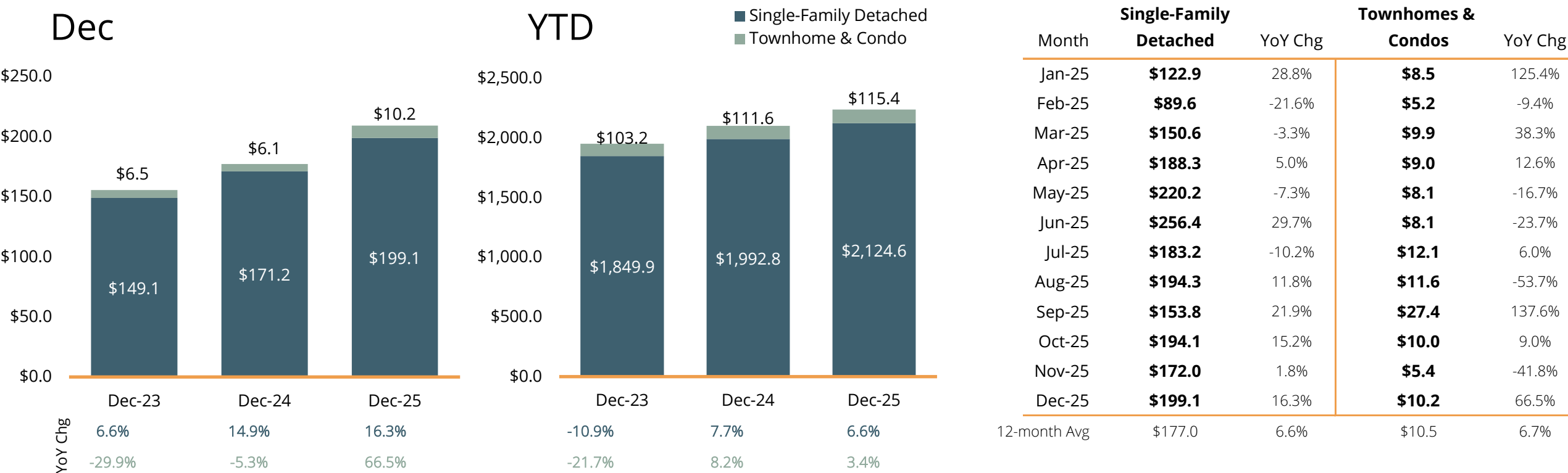
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Jan-25       | \$487,500     | 13.4%   | \$300,000   | 21.8%   |
| Feb-25       | \$440,000     | 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%  |
| Jul-25       | \$476,000     | 2.1%    | \$260,000   | -10.4%  |
| Aug-25       | \$465,000     | 0.0%    | \$305,000   | -30.5%  |
| Sep-25       | \$449,995     | -0.1%   | \$433,500   | 60.6%   |
| Oct-25       | \$510,000     | 5.7%    | \$265,000   | -21.7%  |
| Nov-25       | \$484,000     | -0.6%   | \$270,000   | -26.0%  |
| Dec-25       | \$455,665     | -6.8%   | \$303,500   | -25.8%  |
| 12-month Avg | \$477,239     | 2.2%    | \$299,333   | -3.6%   |

## Historical Median Sales Price by Month

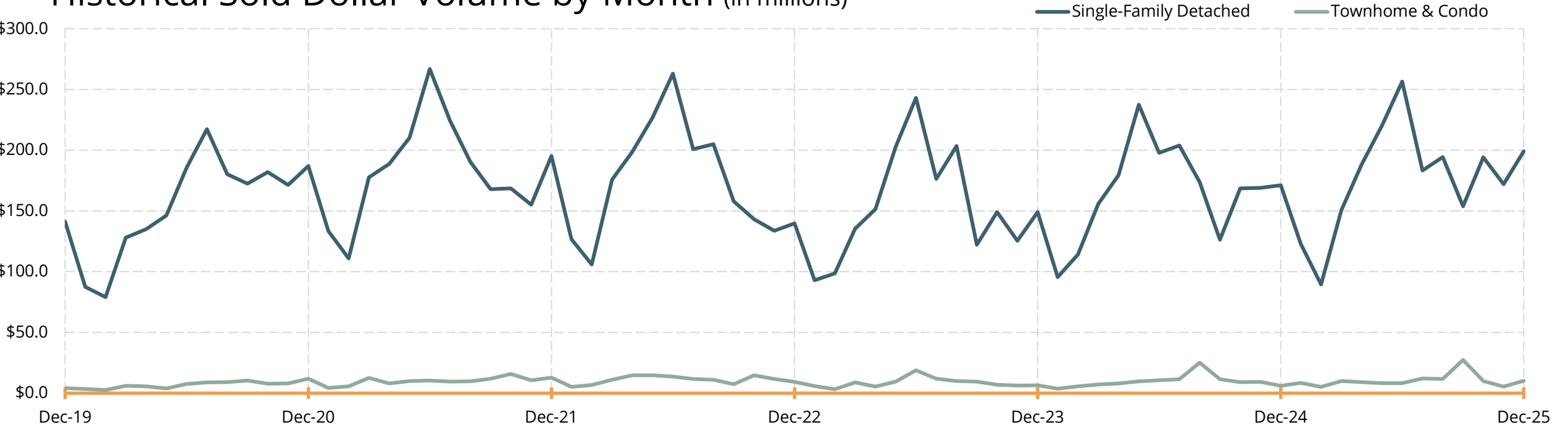


Source: Virginia REALTORS®, data accessed January 15, 2026

# Sold Dollar Volume (in millions)

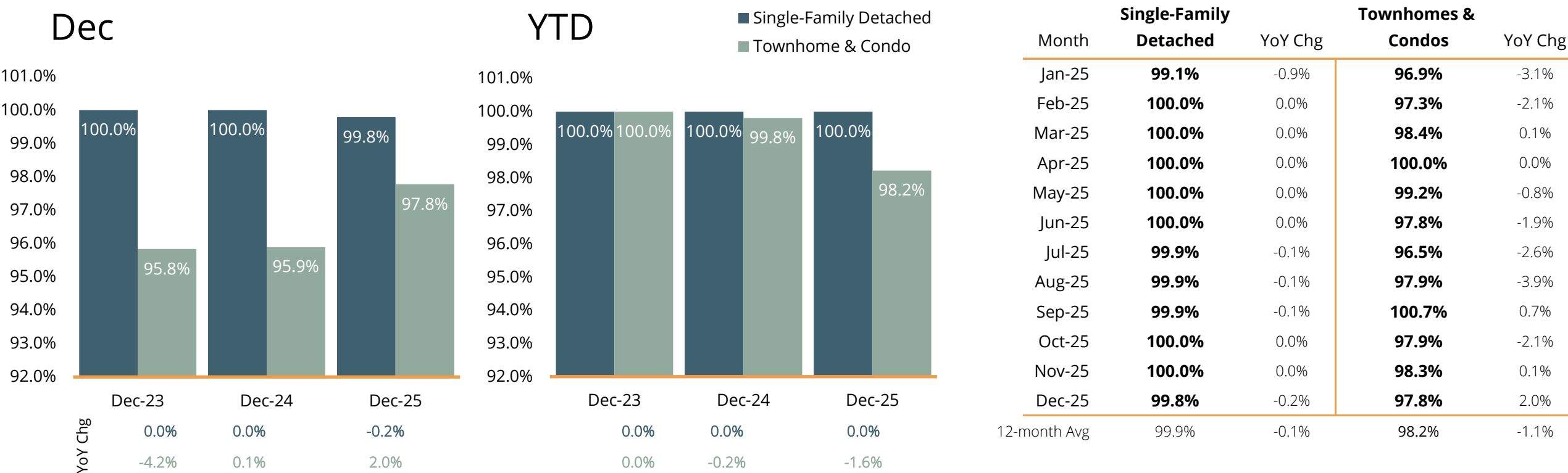


## Historical Sold Dollar Volume by Month (in millions)

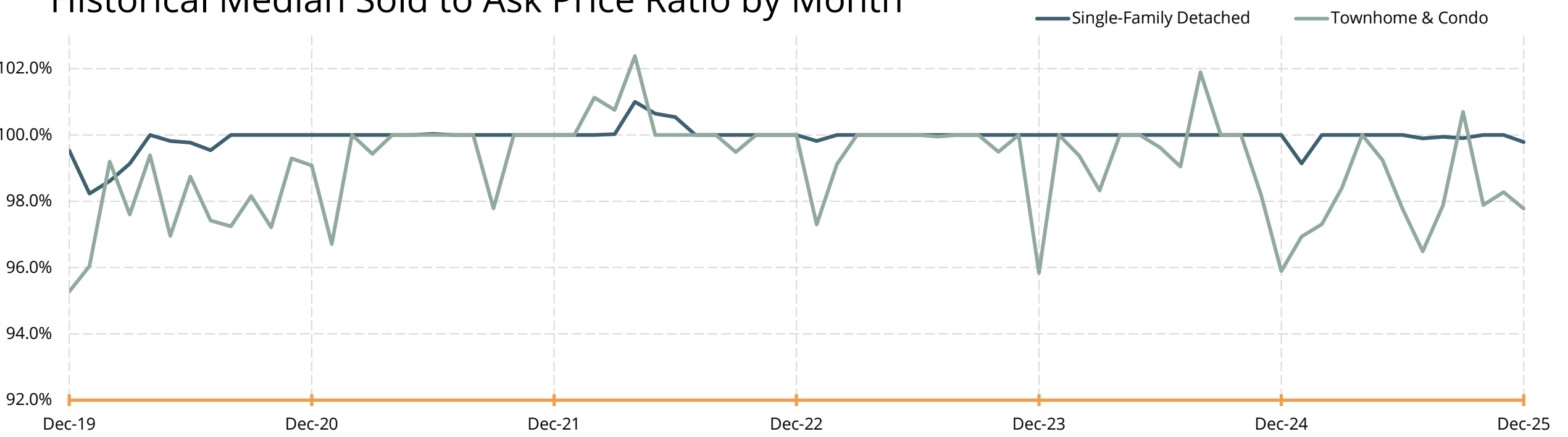


Source: Virginia REALTORS®, data accessed January 15, 2026

# Median Sold to Ask Price Ratio

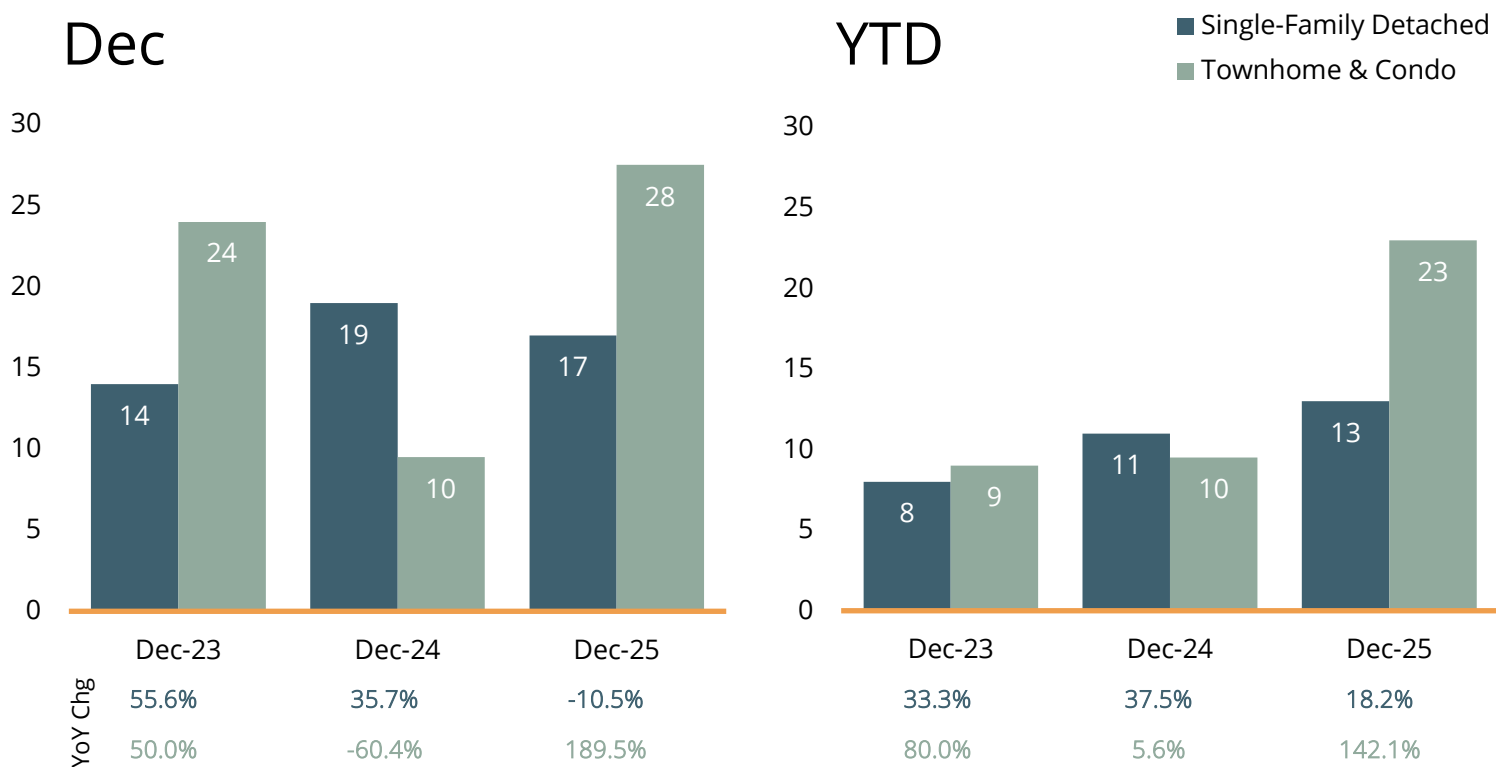


## Historical Median Sold to Ask Price Ratio by Month



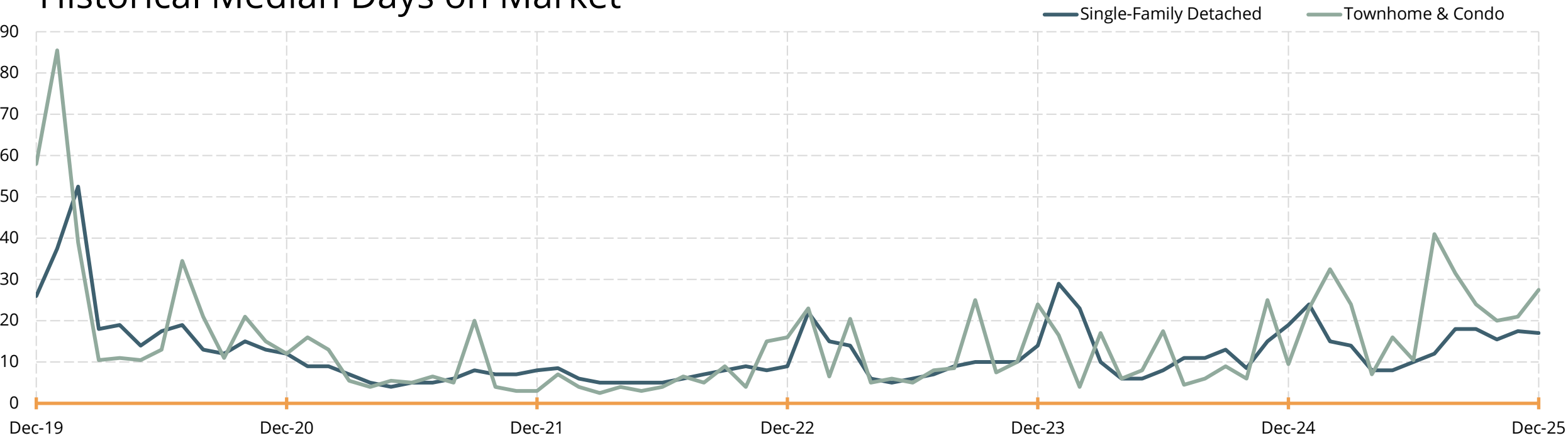
Source: Virginia REALTORS®, data accessed January 15, 2026

# Median Days on Market



| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| 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%  |
| Jul-25       | 12            | 9.1%    | 41          | 811.1%  |
| Aug-25       | 18            | 63.6%   | 32          | 425.0%  |
| Sep-25       | 18            | 38.5%   | 24          | 166.7%  |
| Oct-25       | 16            | 82.4%   | 20          | 233.3%  |
| Nov-25       | 18            | 16.7%   | 21          | -16.0%  |
| Dec-25       | 17            | -10.5%  | 28          | 189.5%  |
| 12-month Avg | 15            | 11.0%   | 23          | 115.5%  |

## Historical Median Days on Market

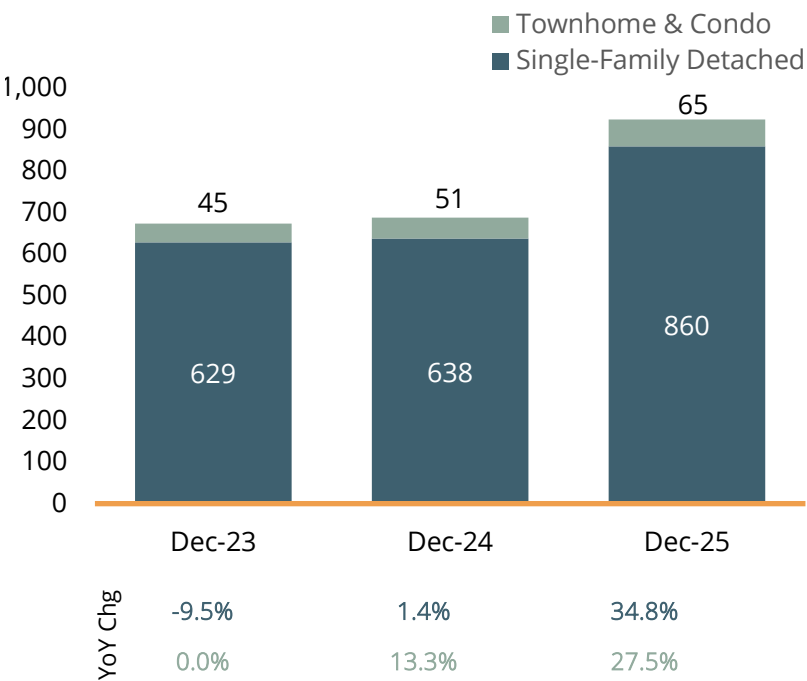


Source: Virginia REALTORS®, data accessed January 15, 2026

# Active Listings

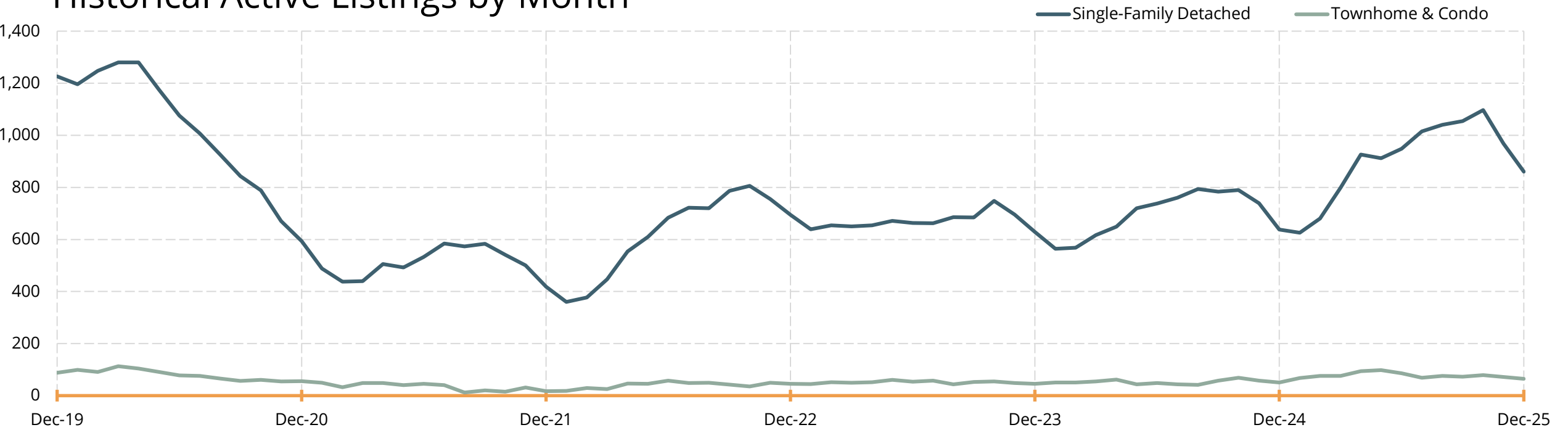


Dec



| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| 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%   |
| Jul-25       | 1,015         | 33.6%   | 69          | 60.5%   |
| Aug-25       | 1,040         | 31.0%   | 76          | 85.4%   |
| Sep-25       | 1,055         | 34.6%   | 73          | 25.9%   |
| Oct-25       | 1,097         | 38.9%   | 79          | 14.5%   |
| Nov-25       | 969           | 31.1%   | 72          | 24.1%   |
| Dec-25       | 860           | 34.8%   | 65          | 27.5%   |
| 12-month Avg | 911           | 30.7%   | 78          | 47.9%   |

## Historical Active Listings by Month

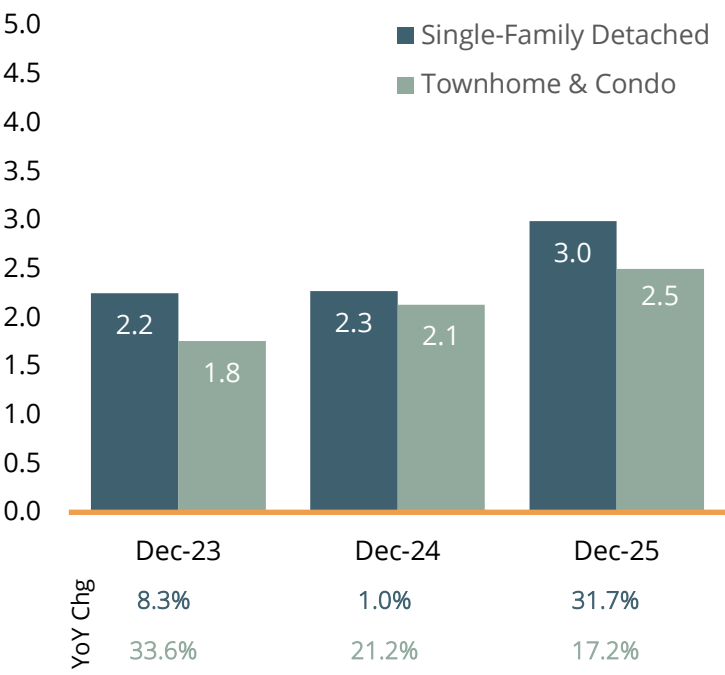


Source: Virginia REALTORS®, data accessed January 15, 2026

# Months of Supply

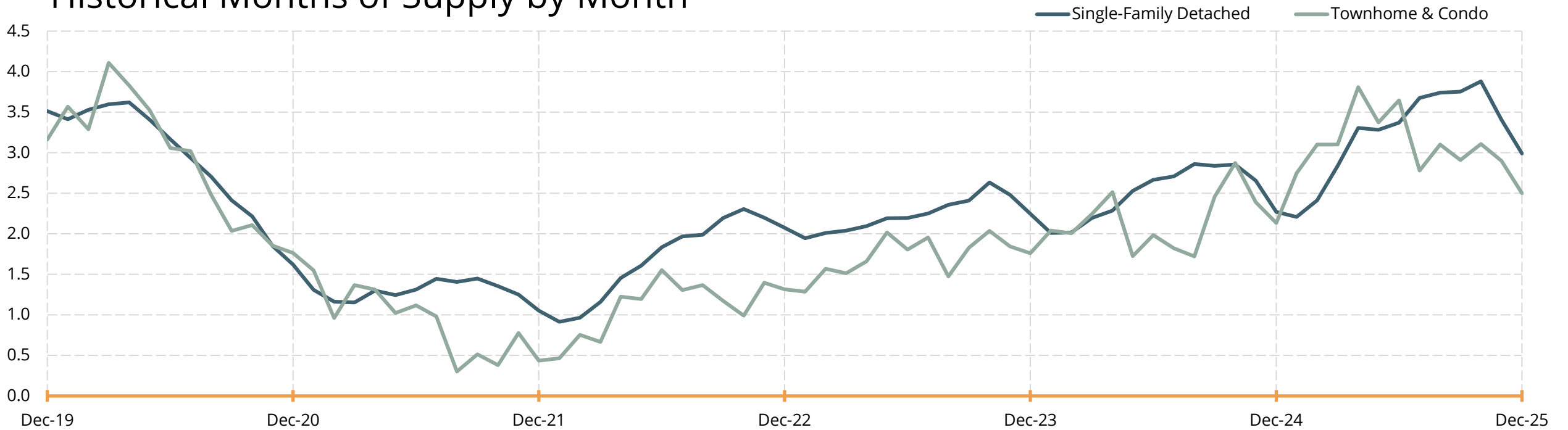


Dec



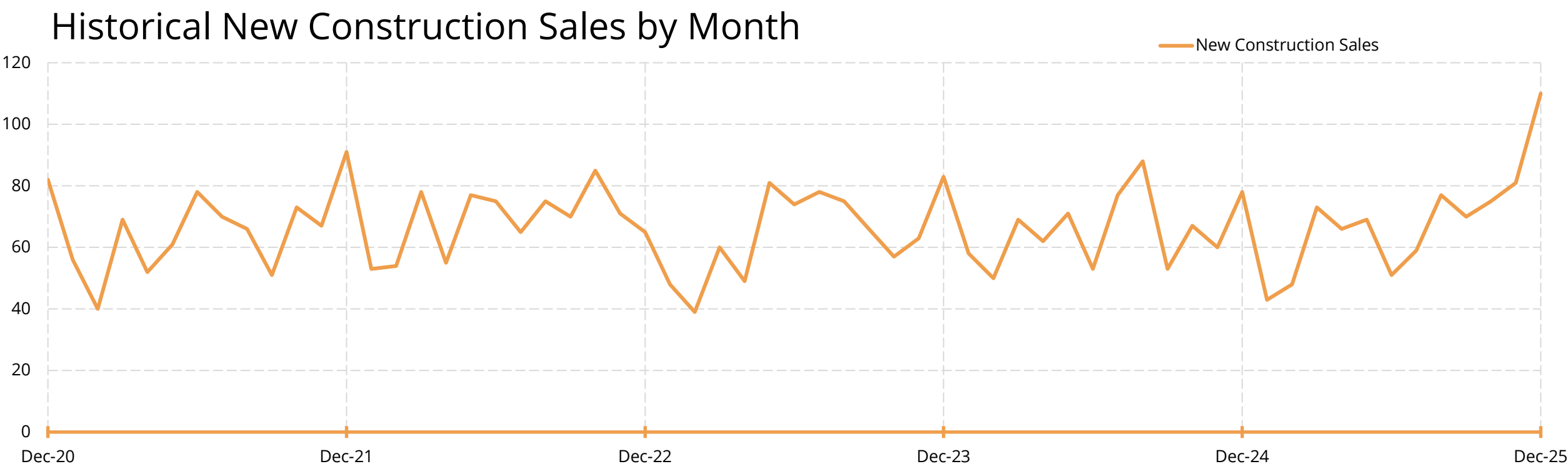
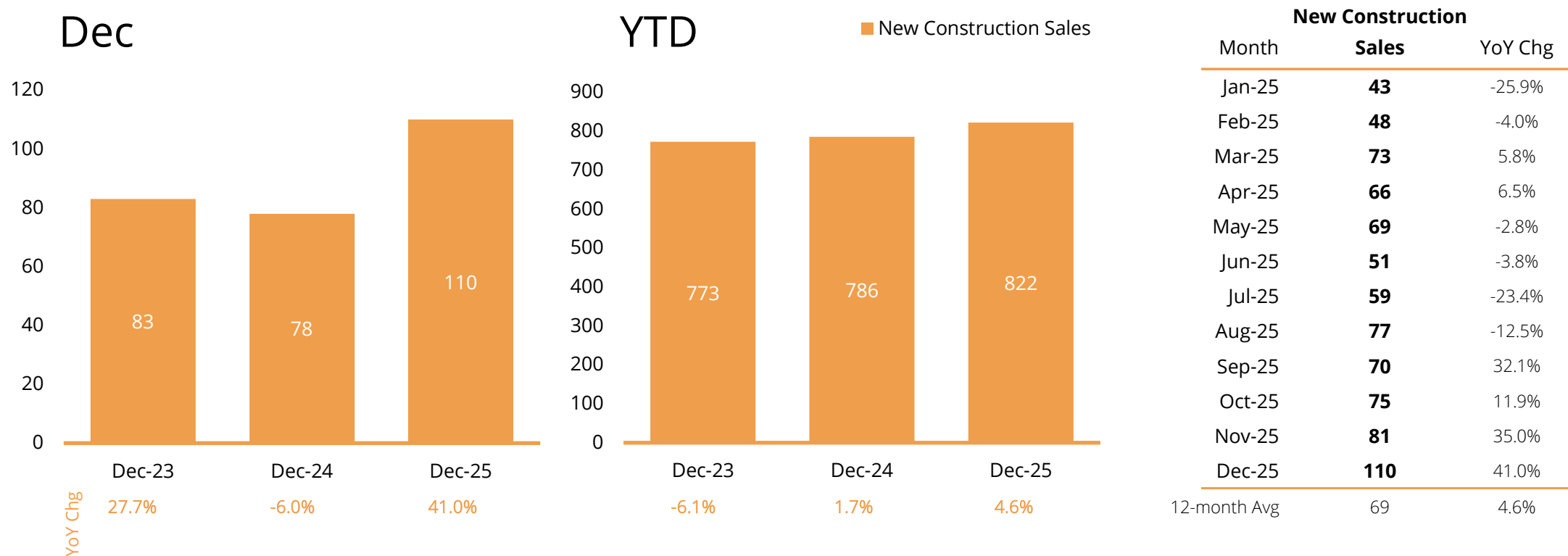
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Jan-25       | 2.2           | 9.9%    | 2.7         | 34.7%   |
| Feb-25       | 2.4           | 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%   | 3.4         | 95.6%   |
| Jun-25       | 3.4           | 26.4%   | 3.6         | 83.6%   |
| Jul-25       | 3.7           | 35.7%   | 2.8         | 52.4%   |
| Aug-25       | 3.7           | 30.7%   | 3.1         | 80.3%   |
| Sep-25       | 3.8           | 32.3%   | 2.9         | 18.3%   |
| Oct-25       | 3.9           | 36.0%   | 3.1         | 8.1%    |
| Nov-25       | 3.4           | 28.2%   | 2.9         | 21.2%   |
| Dec-25       | 3.0           | 31.7%   | 2.5         | 17.2%   |
| 12-month Avg | 3.2           | 30.0%   | 3.1         | 43.1%   |

## Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed January 15, 2026

# New Construction Sales



Source: Virginia REALTORS®, data accessed January 15, 2026

# Area Overview - Total Market



| Geography        | New Listings |            |        | Sales  |            |        | Median Sales Price |                  |        | Active Listings |            |       | Months Supply |            |       |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|-------|---------------|------------|-------|
|                  | Dec-24       | Dec-25     | % chg  | Dec-24 | Dec-25     | % chg  | Dec-24             | Dec-25           | % chg  | Dec-24          | Dec-25     | % chg | Dec-24        | Dec-25     | % chg |
| Albemarle County | 125          | <b>116</b> | -7.2%  | 136    | <b>148</b> | 8.8%   | \$521,000          | <b>\$555,495</b> | 6.6%   | 235             | <b>309</b> | 31.5% | 1.8           | <b>2.4</b> | 34.2% |
| Charlottesville  | 16           | <b>11</b>  | -31.3% | 27     | <b>26</b>  | -3.7%  | \$475,000          | <b>\$405,000</b> | -14.7% | 32              | <b>63</b>  | 96.9% | 1.0           | <b>1.9</b> | 94.4% |
| Fluvanna County  | 22           | <b>23</b>  | 4.5%   | 33     | <b>49</b>  | 48.5%  | \$339,990          | <b>\$309,990</b> | -8.8%  | 79              | <b>116</b> | 46.8% | 2.5           | <b>3.2</b> | 28.6% |
| Greene County    | 30           | <b>29</b>  | -3.3%  | 16     | <b>36</b>  | 125.0% | \$391,430          | <b>\$420,995</b> | 7.6%   | 42              | <b>53</b>  | 26.2% | 1.9           | <b>1.8</b> | -6.9% |
| Louisa County    | 67           | <b>81</b>  | 20.9%  | 57     | <b>67</b>  | 17.5%  | \$469,899          | <b>\$410,000</b> | -12.7% | 214             | <b>290</b> | 35.5% | 3.3           | <b>4.7</b> | 40.1% |
| Nelson County    | 24           | <b>21</b>  | -12.5% | 34     | <b>30</b>  | -11.8% | \$434,500          | <b>\$459,250</b> | 5.7%   | 87              | <b>94</b>  | 8.0%  | 3.5           | <b>3.7</b> | 5.9%  |

# Area Overview - Total Market YTD



| Geography        | New Listings YTD |              |       | Sales YTD |              |       | Median Sales Price YTD |                  |       | Active Listings YTD |            |       |
|------------------|------------------|--------------|-------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|-------|
|                  | Dec-24           | Dec-25       | % chg | Dec-24    | Dec-25       | % chg | Dec-24                 | Dec-25           | % chg | Dec-24              | Dec-25     | % chg |
| Albemarle County | 2,248            | <b>2,248</b> | 0.0%  | 1,545     | <b>1,512</b> | -2.1% | \$535,000              | <b>\$553,000</b> | 3.4%  | 235                 | <b>309</b> | 31.5% |
| Charlottesville  | 488              | <b>603</b>   | 23.6% | 390       | <b>395</b>   | 1.3%  | \$520,000              | <b>\$500,000</b> | -3.8% | 32                  | <b>63</b>  | 96.9% |
| Fluvanna County  | 520              | <b>599</b>   | 15.2% | 379       | <b>434</b>   | 14.5% | \$356,177              | <b>\$369,495</b> | 3.7%  | 79                  | <b>116</b> | 46.8% |
| Greene County    | 375              | <b>712</b>   | 89.9% | 263       | <b>356</b>   | 35.4% | \$405,000              | <b>\$428,980</b> | 5.9%  | 42                  | <b>53</b>  | 26.2% |
| Louisa County    | 1,200            | <b>1,381</b> | 15.1% | 771       | <b>738</b>   | -4.3% | \$400,000              | <b>\$416,250</b> | 4.1%  | 214                 | <b>290</b> | 35.5% |
| Nelson County    | 439              | <b>438</b>   | -0.2% | 299       | <b>307</b>   | 2.7%  | \$423,000              | <b>\$429,000</b> | 1.4%  | 87                  | <b>94</b>  | 8.0%  |

# Area Overview - Single Family Detached Market



| Geography        | New Listings |            |        | Sales  |            |        | Median Sales Price |                  |        | Active Listings |            |       | Months Supply |            |        |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|-------|---------------|------------|--------|
|                  | Dec-24       | Dec-25     | % chg  | Dec-24 | Dec-25     | % chg  | Dec-24             | Dec-25           | % chg  | Dec-24          | Dec-25     | % chg | Dec-24        | Dec-25     | % chg  |
| Albemarle County | 119          | <b>107</b> | -10.1% | 135    | <b>138</b> | 2.2%   | \$520,000          | <b>\$569,950</b> | 9.6%   | 217             | <b>294</b> | 35.5% | 1.8           | <b>7.5</b> | 310.4% |
| Charlottesville  | 13           | <b>10</b>  | -23.1% | 26     | <b>21</b>  | -19.2% | \$475,000          | <b>\$545,000</b> | 14.7%  | 25              | <b>41</b>  | 64.0% | 0.9           | <b>5.5</b> | 494.5% |
| Fluvanna County  | 22           | <b>23</b>  | 4.5%   | 33     | <b>49</b>  | 48.5%  | \$339,990          | <b>\$309,990</b> | -8.8%  | 79              | <b>116</b> | 46.8% | 2.5           | <b>7.3</b> | 192.0% |
| Greene County    | 30           | <b>29</b>  | -3.3%  | 16     | <b>36</b>  | 125.0% | \$391,430          | <b>\$420,995</b> | 7.6%   | 42              | <b>53</b>  | 26.2% | 1.9           | <b>6.2</b> | 226.0% |
| Louisa County    | 66           | <b>81</b>  | 22.7%  | 56     | <b>67</b>  | 19.6%  | \$473,450          | <b>\$410,000</b> | -13.4% | 214             | <b>290</b> | 35.5% | 3.4           | <b>0.7</b> | -79.4% |
| Nelson County    | 14           | <b>15</b>  | 7.1%   | 23     | <b>17</b>  | -26.1% | \$500,000          | <b>\$555,000</b> | 11.0%  | 61              | <b>66</b>  | 8.2%  | 3.4           | <b>2.0</b> | -41.8% |

# Area Overview - Single Family Detached Market YTD



| Geography        | New Listings YTD |              |       | Sales YTD |              |       | Median Sales Price YTD |                  |       | Active Listings YTD |            |       |
|------------------|------------------|--------------|-------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|-------|
|                  | Dec-24           | Dec-25       | % chg | Dec-24    | Dec-25       | % chg | Dec-24                 | Dec-25           | % chg | Dec-24              | Dec-25     | % chg |
| Albemarle County | 2,090            | <b>2,066</b> | -1.1% | 1,424     | <b>1,371</b> | -3.7% | \$550,000              | <b>\$570,250</b> | 3.7%  | 217                 | <b>294</b> | 35.5% |
| Charlottesville  | 411              | <b>502</b>   | 22.1% | 325       | <b>334</b>   | 2.8%  | \$540,000              | <b>\$538,150</b> | -0.3% | 25                  | <b>41</b>  | 64.0% |
| Fluvanna County  | 517              | <b>597</b>   | 15.5% | 376       | <b>432</b>   | 14.9% | \$357,000              | <b>\$369,995</b> | 3.6%  | 79                  | <b>116</b> | 46.8% |
| Greene County    | 375              | <b>712</b>   | 89.9% | 263       | <b>356</b>   | 35.4% | \$405,000              | <b>\$428,980</b> | 5.9%  | 42                  | <b>53</b>  | 26.2% |
| Louisa County    | 1,192            | <b>1,377</b> | 15.5% | 762       | <b>733</b>   | -3.8% | \$399,900              | <b>\$410,000</b> | 2.5%  | 214                 | <b>290</b> | 35.5% |
| Nelson County    | 306              | <b>299</b>   | -2.3% | 216       | <b>206</b>   | -4.6% | \$500,000              | <b>\$499,950</b> | 0.0%  | 61                  | <b>66</b>  | 8.2%  |

# Area Overview - Townhome & Condo Market



| Geography        | New Listings |        |         | Sales  |        |        | Median Sales Price |           |        | Active Listings |        |        | Months Supply |        |        |
|------------------|--------------|--------|---------|--------|--------|--------|--------------------|-----------|--------|-----------------|--------|--------|---------------|--------|--------|
|                  | Dec-24       | Dec-25 | % chg   | Dec-24 | Dec-25 | % chg  | Dec-24             | Dec-25    | % chg  | Dec-24          | Dec-25 | % chg  | Dec-24        | Dec-25 | % chg  |
| Albemarle County | 6            | 9      | 50.0%   | 1      | 10     | 900.0% | \$545,000          | \$271,000 | -50.3% | 18              | 15     | -17%   | 1.7           | 1.3    | -27%   |
| Charlottesville  | 3            | 1      | -66.7%  | 1      | 5      | 400.0% | \$1,750,000        | \$313,800 | -82.1% | 7               | 22     | 214.3% | 1.3           | 4.3    | 240.0% |
| 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    | 1            | 0      | -100.0% | 1      | 0      | -100%  | \$430,000          | \$0       | -100%  | 0               | 0      | n/a    | 0.0           | 0.0    | n/a    |
| Nelson County    | 10           | 6      | -40.0%  | 11     | 13     | 18.2%  | \$250,000          | \$310,000 | 24.0%  | 26              | 28     | 7.7%   | 3.7           | 3.3    | -10.4% |

# Area Overview - Townhome & Condo Market YTD



| Geography        | New Listings YTD |            |        | Sales YTD |            |        | Median Sales Price YTD |                  |        | Active Listings YTD |           |        |
|------------------|------------------|------------|--------|-----------|------------|--------|------------------------|------------------|--------|---------------------|-----------|--------|
|                  | Dec-24           | Dec-25     | % chg  | Dec-24    | Dec-25     | % chg  | Dec-24                 | Dec-25           | % chg  | Dec-24              | Dec-25    | % chg  |
| Albemarle County | 158              | <b>182</b> | 15.2%  | 121       | <b>141</b> | 16.5%  | \$265,000              | <b>\$289,900</b> | 9.4%   | 18                  | <b>15</b> | -16.7% |
| Charlottesville  | 77               | <b>101</b> | 31.2%  | 65        | <b>61</b>  | -6.2%  | \$377,500              | <b>\$313,800</b> | -16.9% | 7                   | <b>22</b> | 214.3% |
| Fluvanna County  | 3                | <b>2</b>   | -33.3% | 3         | <b>2</b>   | -33.3% | \$345,000              | <b>\$301,564</b> | -12.6% | 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    | 8                | <b>4</b>   | -50.0% | 9         | <b>5</b>   | -44.4% | \$640,000              | <b>\$610,000</b> | -4.7%  | 0                   | <b>0</b>  | n/a    |
| Nelson County    | 133              | <b>139</b> | 4.5%   | 83        | <b>101</b> | 21.7%  | \$245,750              | <b>\$265,000</b> | 7.8%   | 26                  | <b>28</b> | 7.7%   |



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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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Data and analysis provided by Virginia REALTORS® Research Team

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.