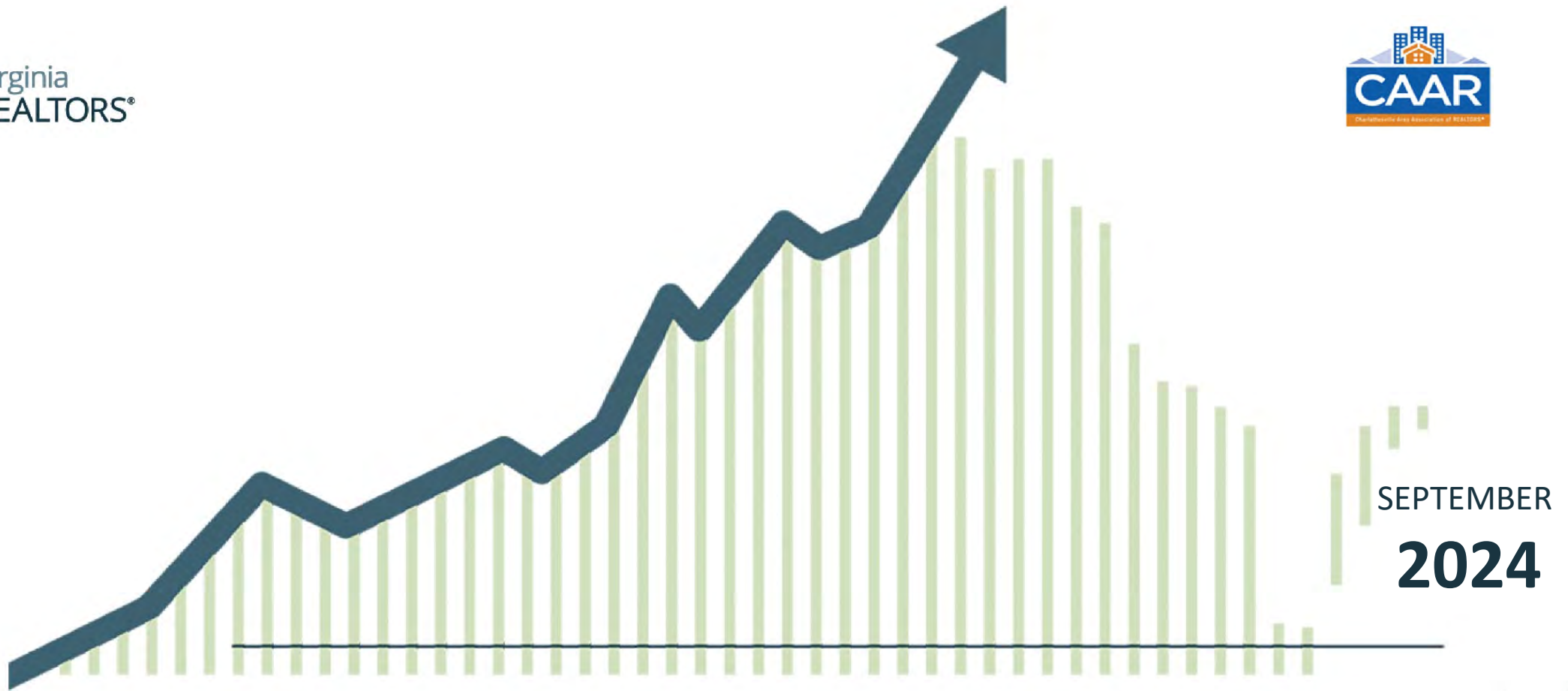




# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# CAAR Market Indicators Report

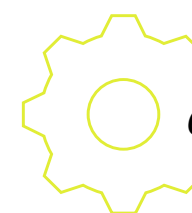


## Key Market Trends: September 2024

- › **Sales dropped in the CAAR market this month.** There were 251 sales in September, down 5.6% from a year earlier, which is 15 fewer home sales. Activity dropped sharply in Fluvanna County with 23 fewer home sales than the previous year, decreasing by 52.3%. Sales inched down 2% in Albemarle County, two fewer sales than last September. In Greene County, there were seven additional sales, up 53.8% from last September. Sales also increased in Charlottesville, up 21.1% from a year ago.
- › **Pending sales activity grew in the CAAR region.** There were 318 pending sales this month, 25 more pending sales than the previous year, increasing by 8.5%. Louisa County had 10 more pending sales than last year (+14.5%) while there were seven additional pending sales in Charlottesville (+25.0%). Pending sales inched down in Greene County with one fewer pending sale (-4.8%).
- › **After trending up for six straight months, the median price dipped in the CAAR area.** At \$435,000, the median sales decreased 1.1% from the year before, a \$4,950 price reduction. Prices in Charlottesville jumped up 43.0% from last year, a \$193,300 gain in median home costs. Fluvanna County home prices went down \$42,500 or 11.1% compared to a year earlier.
- › **The inventory of active listings continues to expand in the region.** The number of listings totaled 842 in the CAAR footprint at the end of September, 105 more listings than the year prior, a 14.2% increase. Fluvanna County (+51.9%) and Charlottesville (+41.2%) contributed to most of the listing growth this month.

October 17, 2024

INTEREST RATE  
TRACKER



## CAAR Market Dashboard

| YoY Chg  | Sep-24    | Indicator                        |
|----------|-----------|----------------------------------|
| ▼ -5.6%  | 251       | Sales                            |
| ▲ 8.5%   | 318       | Pending Sales                    |
| ▲ 7.2%   | 444       | New Listings                     |
| ▲ 3.1%   | \$449,000 | Median List Price                |
| ▼ -1.1%  | \$435,000 | Median Sales Price               |
| ▲ 7.7%   | \$257     | Median Price Per Square Foot     |
| ▲ 4.5%   | \$137.7   | Sold Dollar Volume (in millions) |
| — 0.0%   | 100.0%    | Median Sold/Ask Price Ratio      |
| ▲ 30.0%  | 13        | Median Days on Market            |
| ▲ 14.2%  | 842       | Active Listings                  |
| ▲ 19.3%  | 2.8       | Months of Supply                 |
| ▼ -19.7% | 53        | New Construction Sales           |

# Report Index



|                                                         |    |
|---------------------------------------------------------|----|
| Market Activity: CAAR Footprint -----                   | 4  |
| Active Listings: Total Inventory -----                  | 5  |
| Active Listings: Proposed Listings -----                | 6  |
| New Listings: Total Inventory -----                     | 7  |
| New Listings: Proposed Listings -----                   | 8  |
| Total Market Overview -----                             | 9  |
| Single-Family Detached Market Overview -----            | 10 |
| Townhome & Condo Market Overview -----                  | 11 |
| Sales -----                                             | 12 |
| Pending Sales -----                                     | 13 |
| New Listings -----                                      | 14 |
| Median List Price -----                                 | 15 |
| Median Sales Price -----                                | 16 |
| Sold Dollar Volume -----                                | 17 |
| Median Sold to Ask Price Ratio -----                    | 18 |
| Median Days on Market -----                             | 19 |
| Active Listings -----                                   | 20 |
| Months of Supply -----                                  | 21 |
| New Construction Sales -----                            | 22 |
| Area Overview - Total Market -----                      | 23 |
| Area Overview - Total Market YTD -----                  | 24 |
| Area Overview - Single-Family Detached Market -----     | 25 |
| Area Overview - Single-Family Detached Market YTD ----- | 26 |
| Area Overview - Townhome & Condo Market -----           | 27 |
| Area Overview - Townhome & Condo Market YTD -----       | 28 |

## **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.**

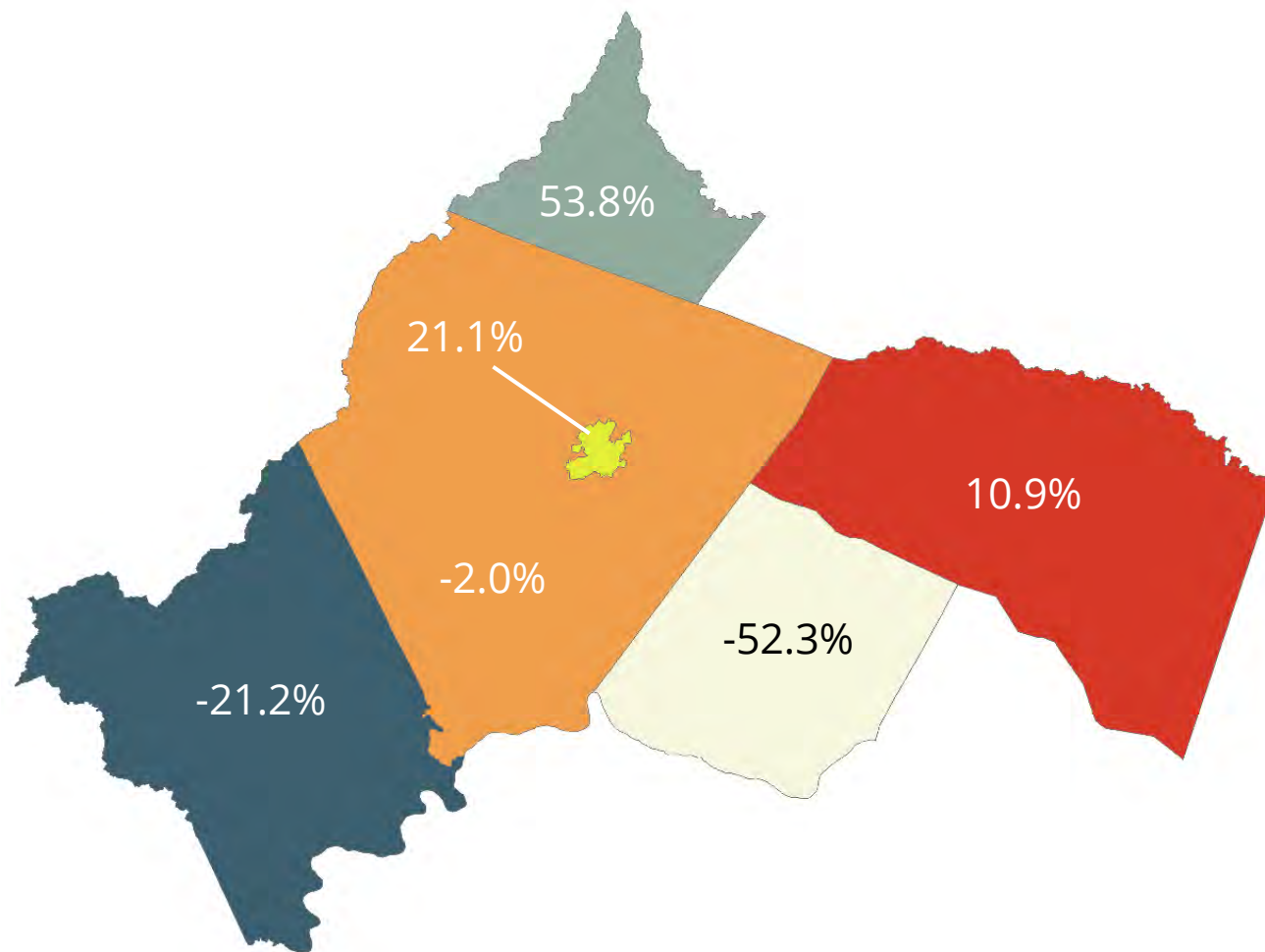
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

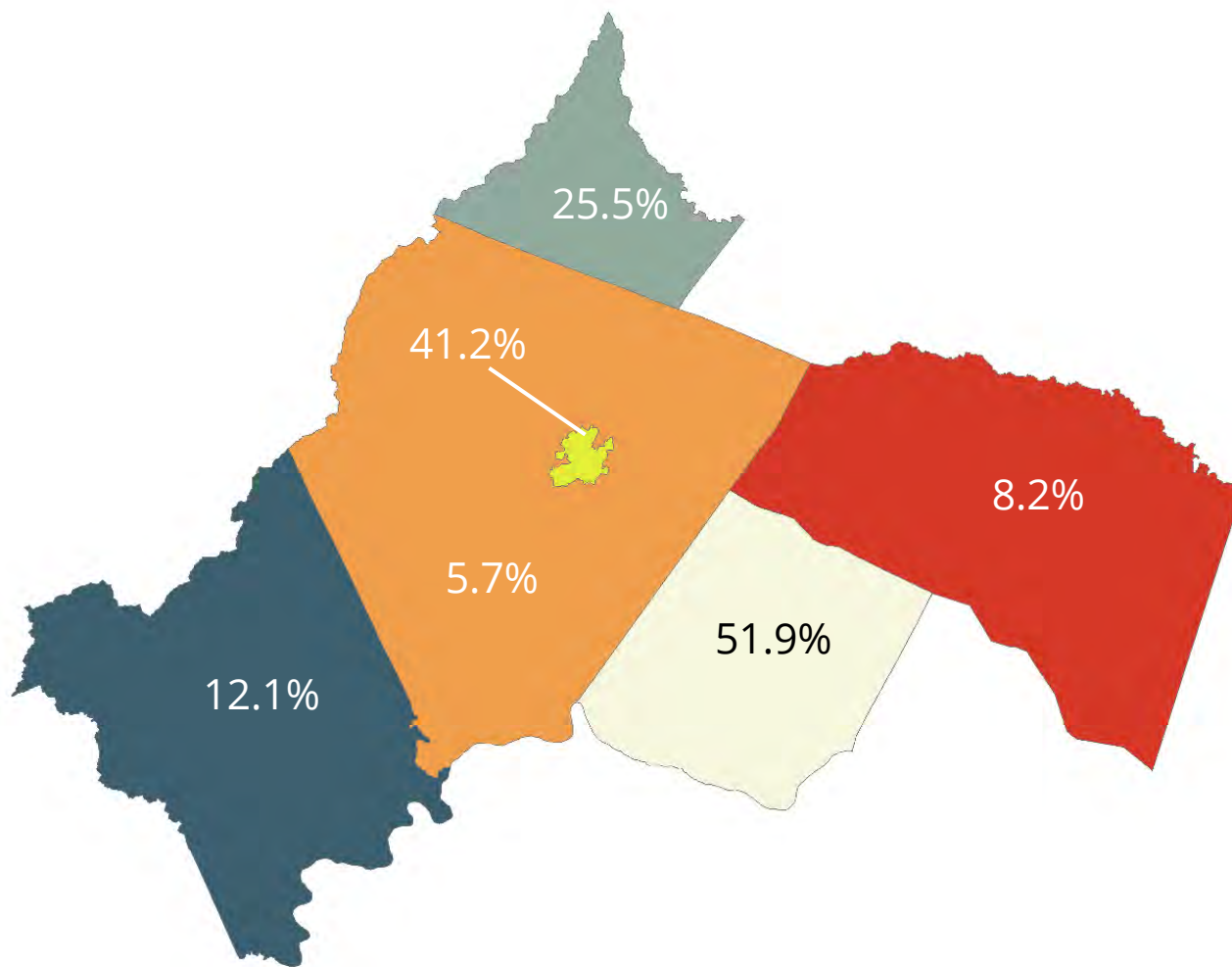


# Market Activity - CAAR Footprint



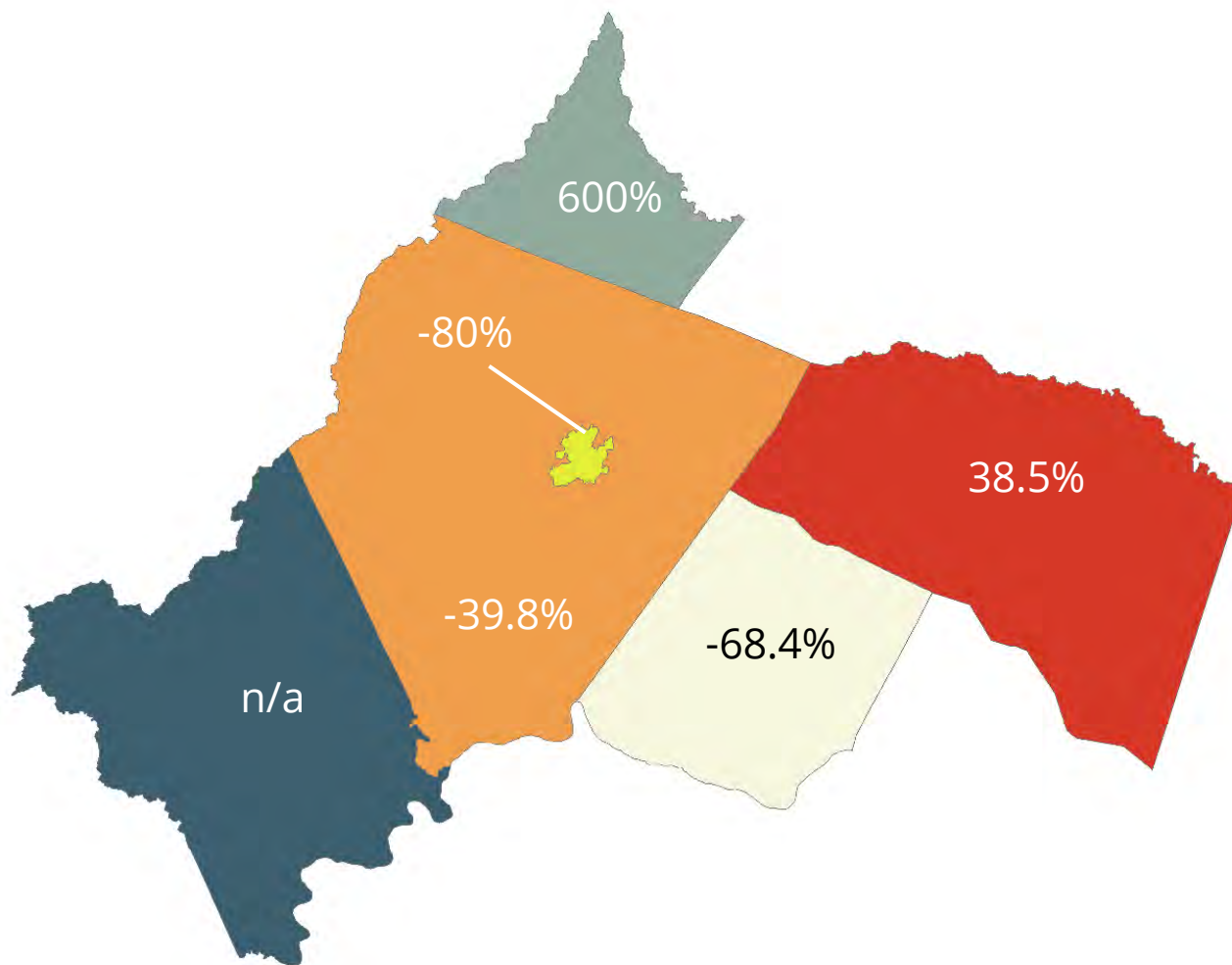
| Jurisdiction     | Total Sales |            |              |
|------------------|-------------|------------|--------------|
|                  | Sep-23      | Sep-24     | % Chg        |
| Albemarle County | 102         | 100        | -2.0%        |
| Charlottesville  | 19          | 23         | 21.1%        |
| Fluvanna County  | 44          | 21         | -52.3%       |
| Greene County    | 13          | 20         | 53.8%        |
| Louisa County    | 55          | 61         | 10.9%        |
| Nelson County    | 33          | 26         | -21.2%       |
| <b>CAAR</b>      | <b>266</b>  | <b>251</b> | <b>-5.6%</b> |

# Active Listings: Total Inventory (includes proposed listings)



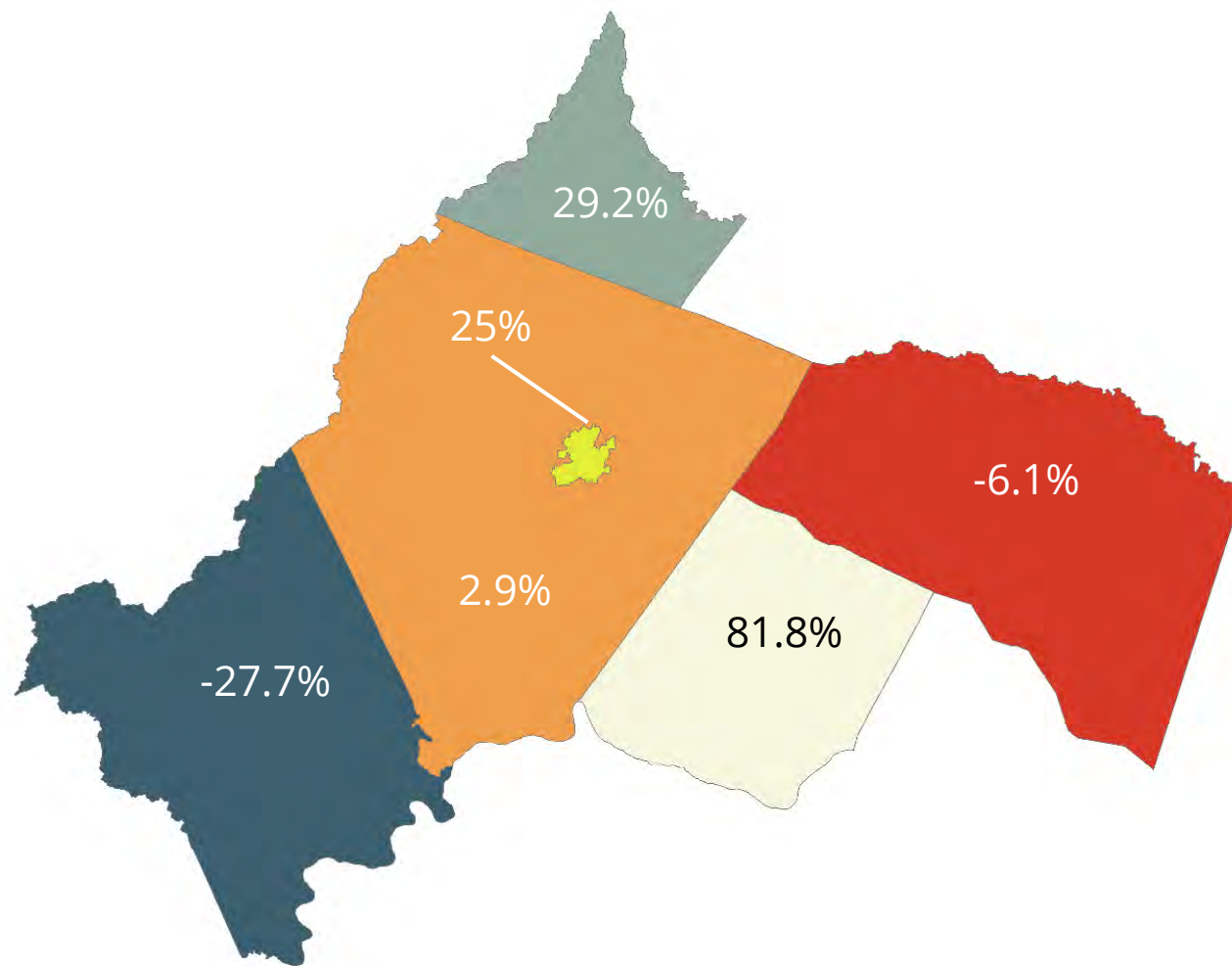
| Jurisdiction     | Active Listings |            |              |
|------------------|-----------------|------------|--------------|
|                  | Sep-23          | Sep-24     | % Chg        |
| Albemarle County | 298             | 315        | 5.7%         |
| Charlottesville  | 51              | 72         | 41.2%        |
| Fluvanna County  | 52              | 79         | 51.9%        |
| Greene County    | 51              | 64         | 25.5%        |
| Louisa County    | 194             | 210        | 8.2%         |
| Nelson County    | 91              | 102        | 12.1%        |
| <b>CAAR</b>      | <b>737</b>      | <b>842</b> | <b>14.2%</b> |

# Active Listings: Proposed Listings



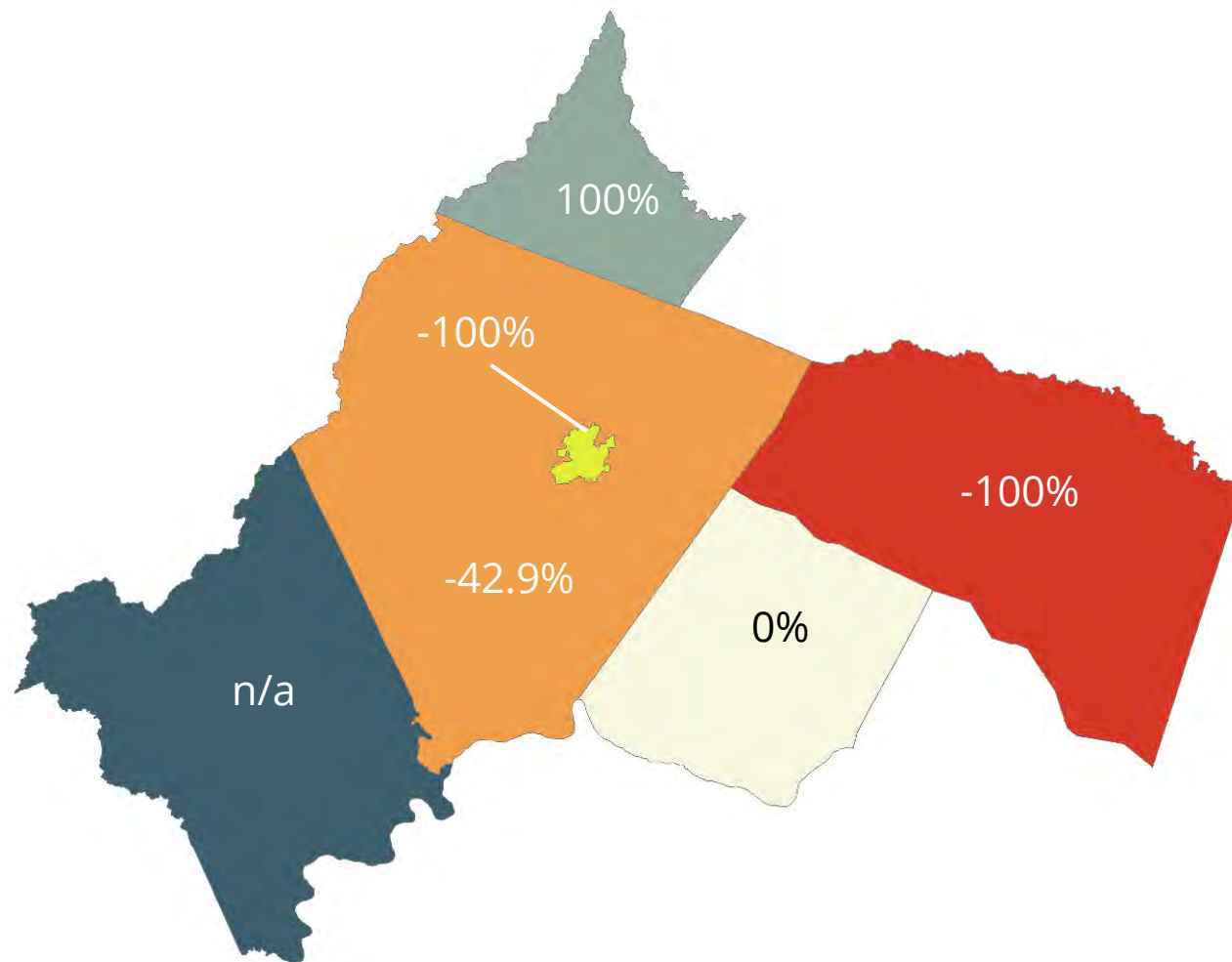
| Jurisdiction     | Active Listings |           | % Chg         |
|------------------|-----------------|-----------|---------------|
|                  | Sep-23          | Sep-24    |               |
| Albemarle County | 93              | 56        | -39.8%        |
| Charlottesville  | 10              | 2         | -80.0%        |
| Fluvanna County  | 19              | 6         | -68.4%        |
| Greene County    | 1               | 7         | 600.0%        |
| Louisa County    | 13              | 18        | 38.5%         |
| Nelson County    | 0               | 1         | n/a           |
| <b>CAAR</b>      | <b>136</b>      | <b>90</b> | <b>-33.8%</b> |

# New Listings: Total Inventory (includes proposed listings)



| Jurisdiction     | New Listings<br>Total Inventory |            |             |
|------------------|---------------------------------|------------|-------------|
|                  | Sep-23                          | Sep-24     | % Chg       |
| Albemarle County | 171                             | 176        | 2.9%        |
| Charlottesville  | 40                              | 50         | 25.0%       |
| Fluvanna County  | 33                              | 60         | 81.8%       |
| Greene County    | 24                              | 31         | 29.2%       |
| Louisa County    | 99                              | 93         | -6.1%       |
| Nelson County    | 47                              | 34         | -27.7%      |
| <b>CAAR</b>      | <b>414</b>                      | <b>444</b> | <b>7.2%</b> |

# New Listings: Proposed Listings



| Jurisdiction     | New Listings |           |               |
|------------------|--------------|-----------|---------------|
|                  | Sep-23       | Sep-24    | % Chg         |
| Albemarle County | 21           | 12        | -42.9%        |
| Charlottesville  | 2            | 0         | -100.0%       |
| Fluvanna County  | 1            | 1         | 0.0%          |
| Greene County    | 1            | 2         | 100.0%        |
| Louisa County    | 5            | 0         | -100.0%       |
| Nelson County    | 0            | 0         | n/a           |
| <b>CAAR</b>      | <b>30</b>    | <b>15</b> | <b>-50.0%</b> |

# Total Market Overview



| Key Metrics                      | 2-year Trends |  |        | Sep-23    | Sep-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Sep-22        |  | Sep-24 |           |                  |         |           |                  |         |
| Sales                            |               |  |        | 266       | <b>251</b>       | -5.6%   | 2,816     | <b>2,768</b>     | -1.7%   |
| Pending Sales                    |               |  |        | 293       | <b>318</b>       | 8.5%    | 3,178     | <b>3,082</b>     | -3.0%   |
| New Listings                     |               |  |        | 414       | <b>444</b>       | 7.2%    | 4,051     | <b>4,186</b>     | 3.3%    |
| Median List Price                |               |  |        | \$435,450 | <b>\$449,000</b> | 3.1%    | \$430,000 | <b>\$450,000</b> | 4.7%    |
| Median Sales Price               |               |  |        | \$439,950 | <b>\$435,000</b> | -1.1%   | \$430,345 | <b>\$450,000</b> | 4.6%    |
| Median Price Per Square Foot     |               |  |        | \$238     | <b>\$257</b>     | 7.7%    | \$240     | <b>\$254</b>     | 5.9%    |
| Sold Dollar Volume (in millions) |               |  |        | \$131.8   | <b>\$137.7</b>   | 4.5%    | \$1,509.9 | <b>\$1,577.2</b> | 4.5%    |
| 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            |               |  |        | 10        | <b>13</b>        | 30.0%   | 8         | <b>10</b>        | 25.0%   |
| Active Listings                  |               |  |        | 737       | <b>842</b>       | 14.2%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |  |        | 2.4       | <b>2.8</b>       | 19.3%   | n/a       | <b>n/a</b>       | n/a     |

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

# Single-Family Detached Market Overview



| Key Metrics                      | 2-year Trends |  |        | Sep-23    | Sep-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Sep-22        |  | Sep-24 |           |                  |         |           |                  |         |
| Sales                            |               |  |        | 241       | <b>224</b>       | -7.1%   | 2,575     | <b>2,546</b>     | -1.1%   |
| Pending Sales                    |               |  |        | 278       | <b>299</b>       | 7.6%    | 2,918     | <b>2,856</b>     | -2.1%   |
| New Listings                     |               |  |        | 389       | <b>405</b>       | 4.1%    | 3,745     | <b>3,885</b>     | 3.7%    |
| Median List Price                |               |  |        | \$449,950 | <b>\$453,615</b> | 0.8%    | \$445,000 | <b>\$469,000</b> | 5.4%    |
| Median Sales Price               |               |  |        | \$450,000 | <b>\$450,500</b> | 0.1%    | \$447,795 | <b>\$465,000</b> | 3.8%    |
| Median Price Per Square Foot     |               |  |        | \$237     | <b>\$256</b>     | 8.2%    | \$239     | <b>\$253</b>     | 5.7%    |
| Sold Dollar Volume (in millions) |               |  |        | \$122.2   | <b>\$126.2</b>   | 3.3%    | \$1,426.4 | <b>\$1,484.0</b> | 4.0%    |
| 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            |               |  |        | 10        | <b>13</b>        | 30.0%   | 7         | <b>10</b>        | 42.9%   |
| Active Listings                  |               |  |        | 684       | <b>784</b>       | 14.6%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |  |        | 2.4       | <b>2.8</b>       | 17.9%   | n/a       | <b>n/a</b>       | n/a     |

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

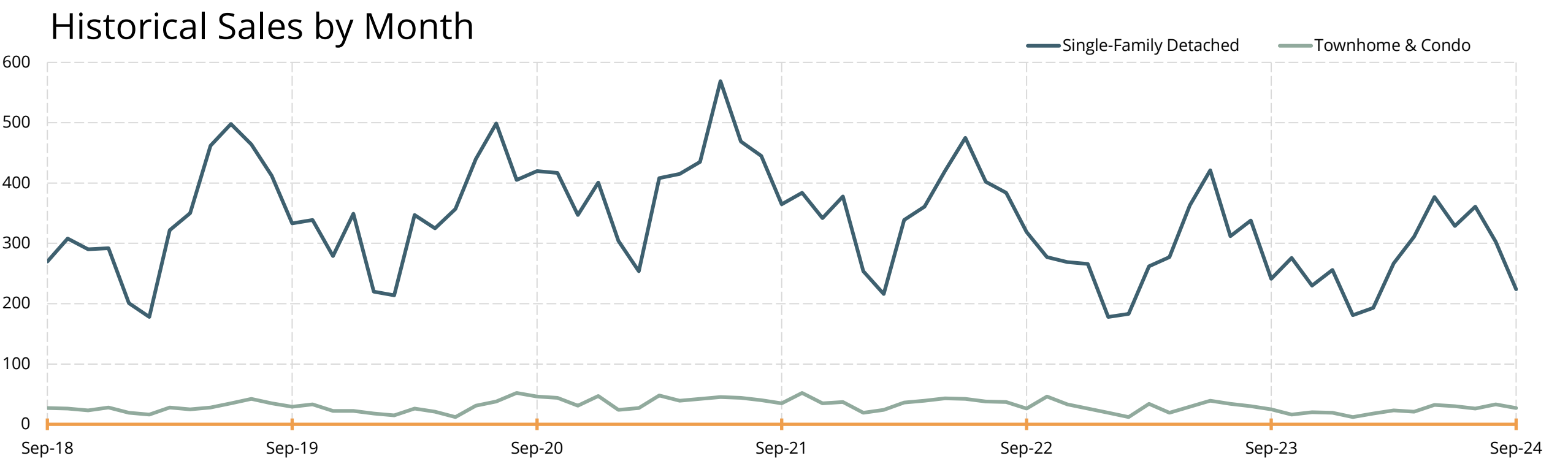
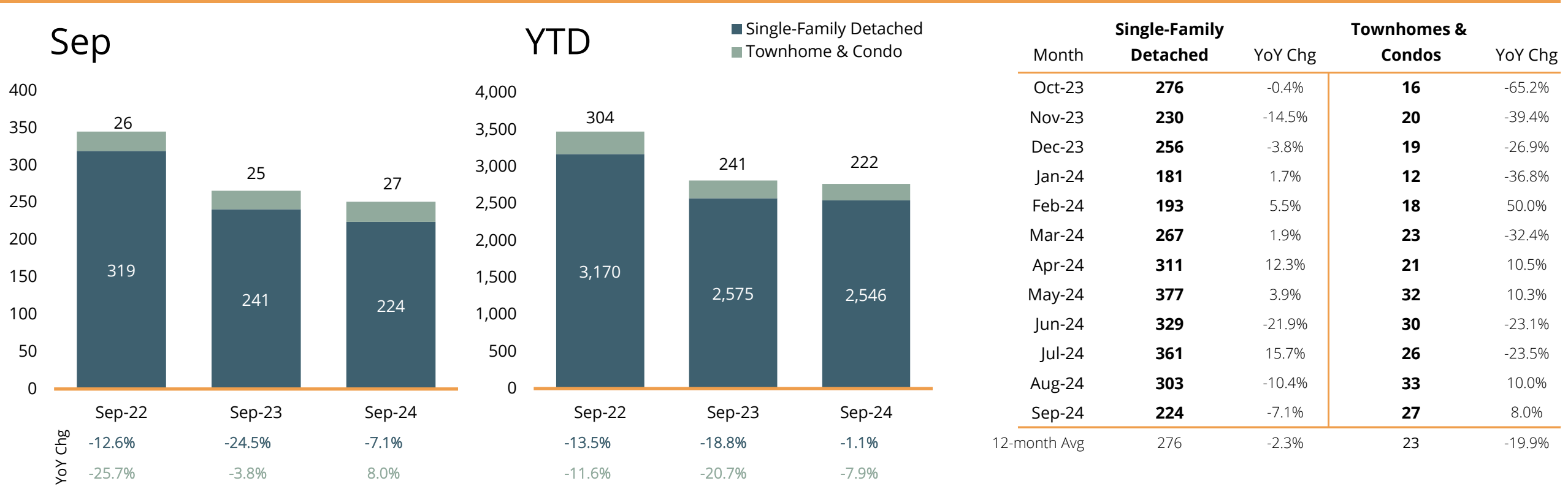
# Townhome & Condo Market Overview



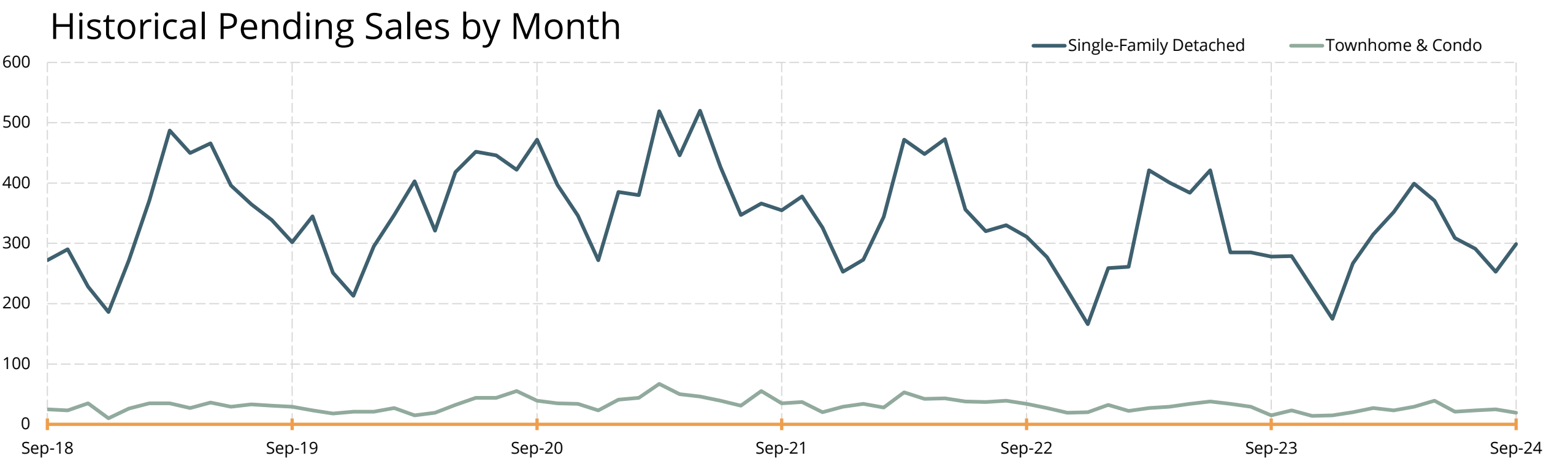
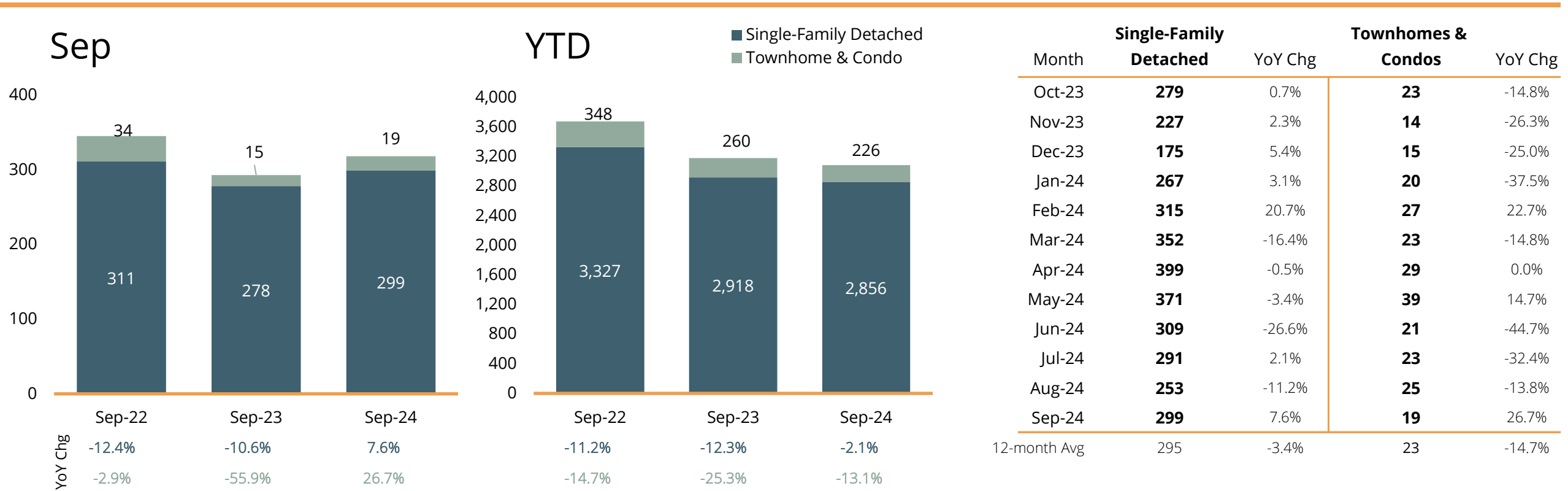
| Key Metrics                      | 2-year Trends |        | Sep-23    | Sep-24           | YoY Chg | 2023 YTD  | 2024 YTD         | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
|                                  | Sep-22        | Sep-24 |           |                  |         |           |                  |         |
| Sales                            |               |        | 25        | <b>27</b>        | 8.0%    | 241       | <b>222</b>       | -7.9%   |
| Pending Sales                    |               |        | 15        | <b>19</b>        | 26.7%   | 260       | <b>226</b>       | -13.1%  |
| New Listings                     |               |        | 25        | <b>39</b>        | 56.0%   | 306       | <b>301</b>       | -1.6%   |
| Median List Price                |               |        | \$295,000 | <b>\$260,000</b> | -11.9%  | \$279,950 | <b>\$275,000</b> | -1.8%   |
| Median Sales Price               |               |        | \$295,000 | <b>\$270,000</b> | -8.5%   | \$290,000 | <b>\$272,500</b> | -6.0%   |
| Median Price Per Square Foot     |               |        | \$267     | <b>\$276</b>     | 3.1%    | \$246     | <b>\$263</b>     | 7.0%    |
| Sold Dollar Volume (in millions) |               |        | \$9.6     | <b>\$11.5</b>    | 19.6%   | \$83.5    | <b>\$93.2</b>    | 11.6%   |
| 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            |               |        | 25        | <b>9</b>         | -64.0%  | 9         | <b>9</b>         | 0.0%    |
| Active Listings                  |               |        | 53        | <b>58</b>        | 9.4%    | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |               |        | 1.8       | <b>2.5</b>       | 34.6%   | n/a       | <b>n/a</b>       | n/a     |

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

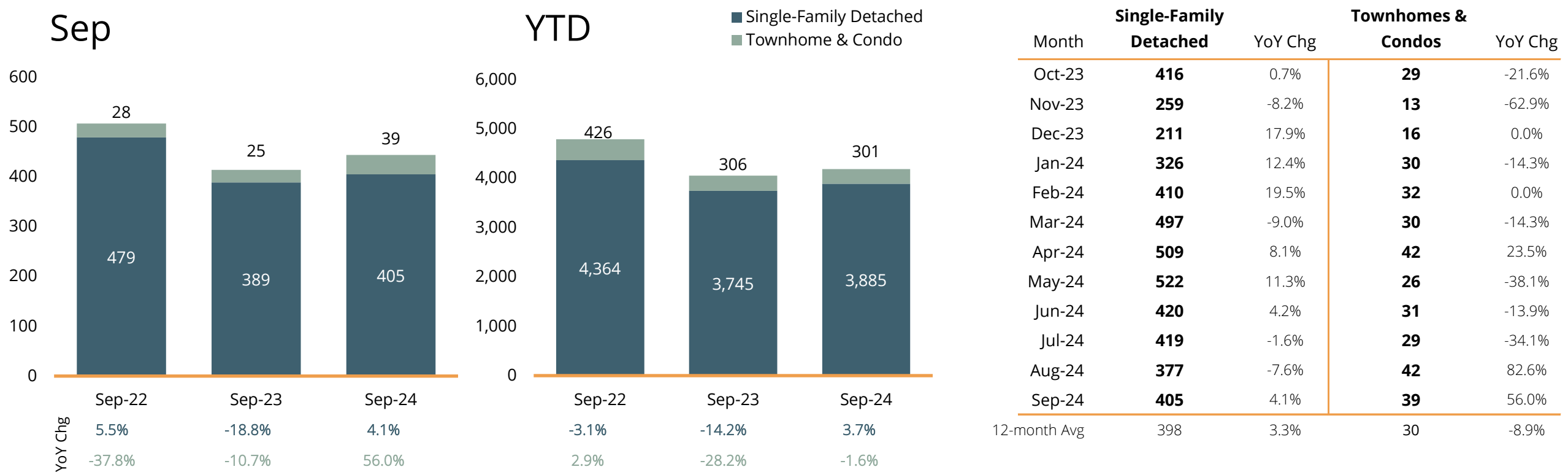
# Sales



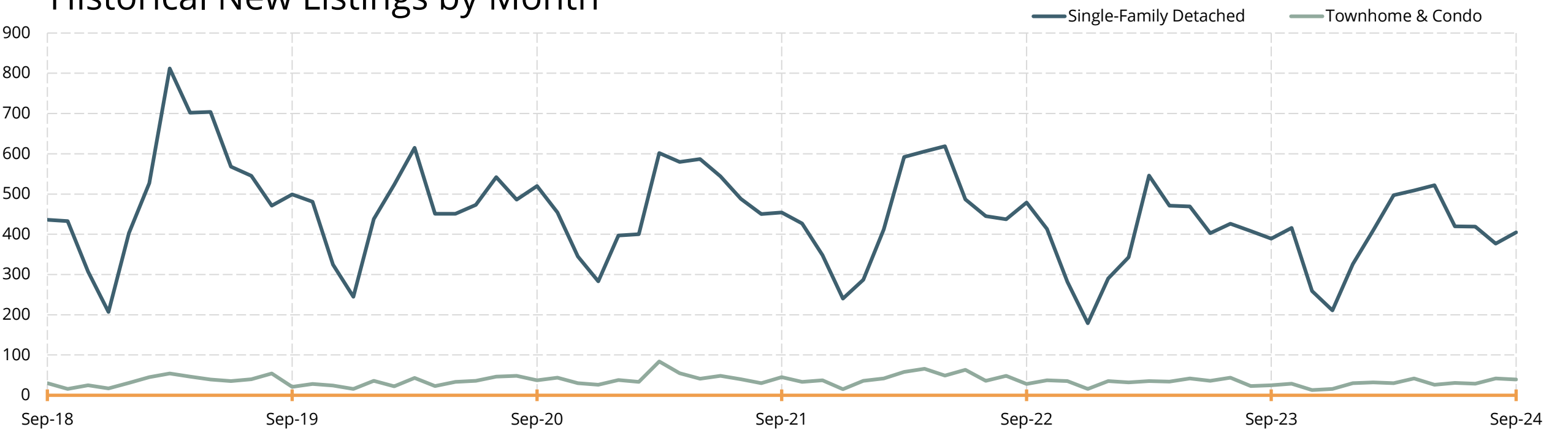
# Pending Sales



# New Listings

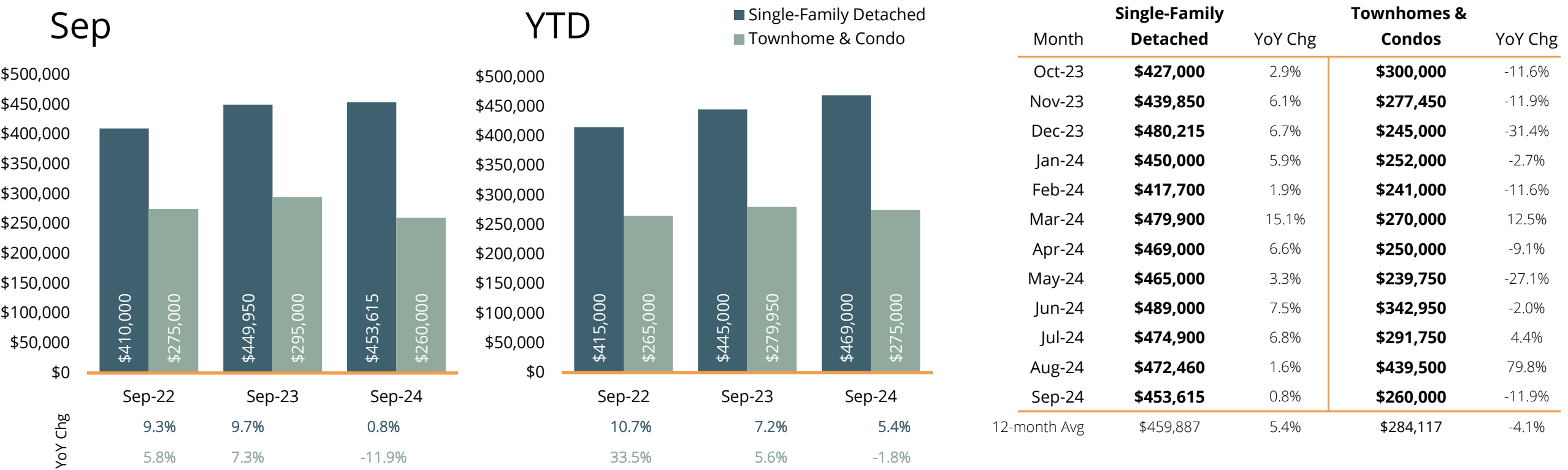


## Historical New Listings by Month

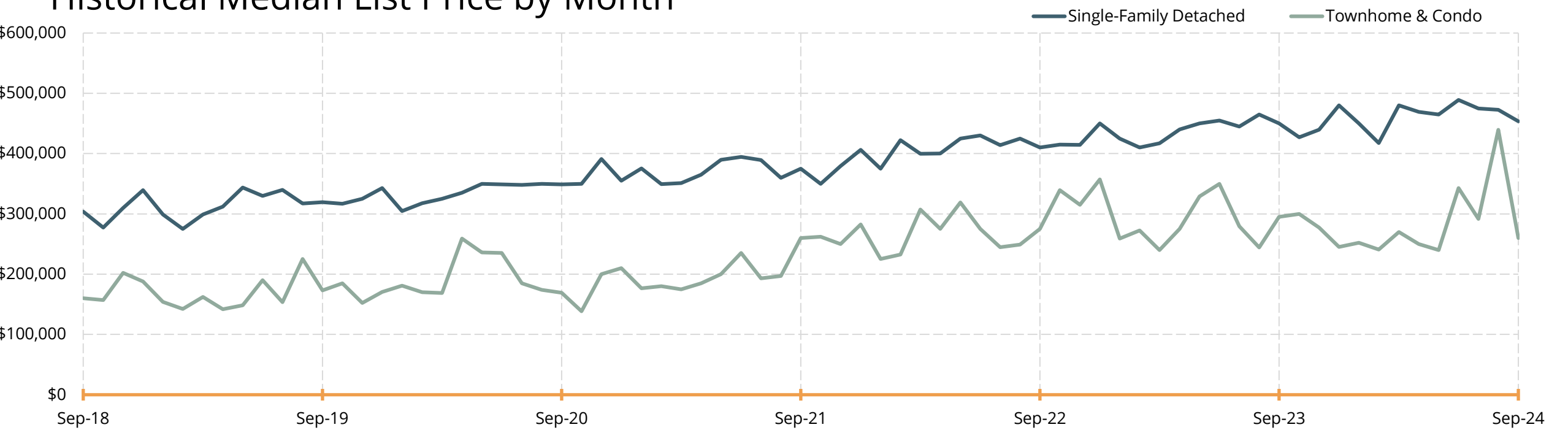


Source: Virginia REALTORS®, data accessed October 15, 2024

# Median List Price

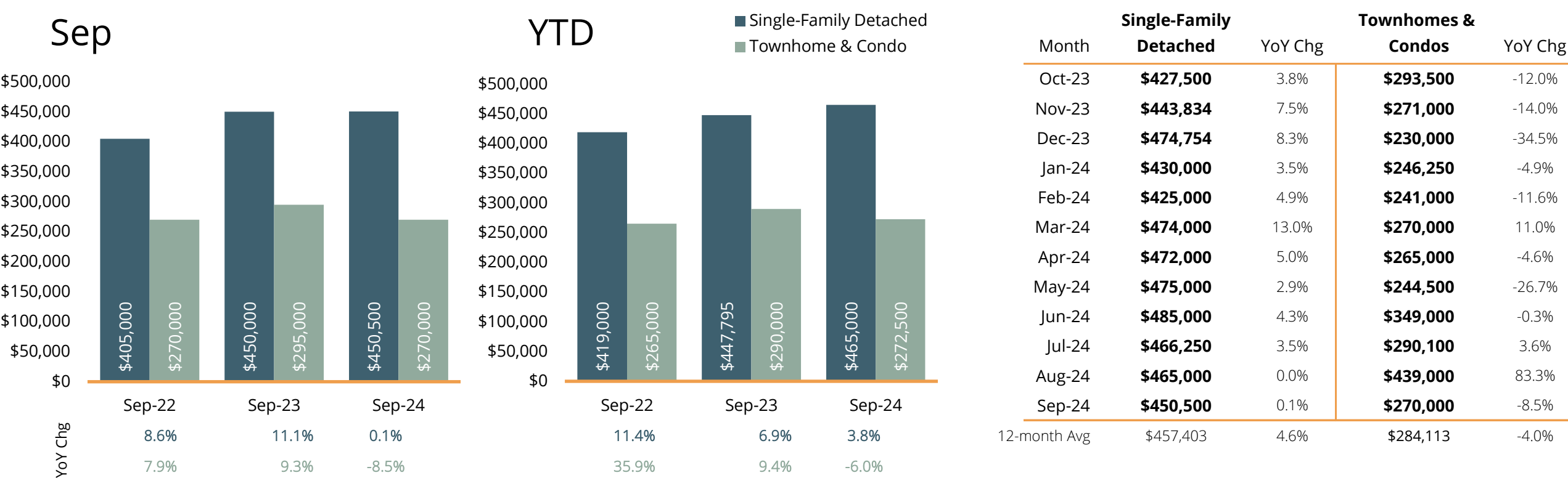


## Historical Median List Price by Month

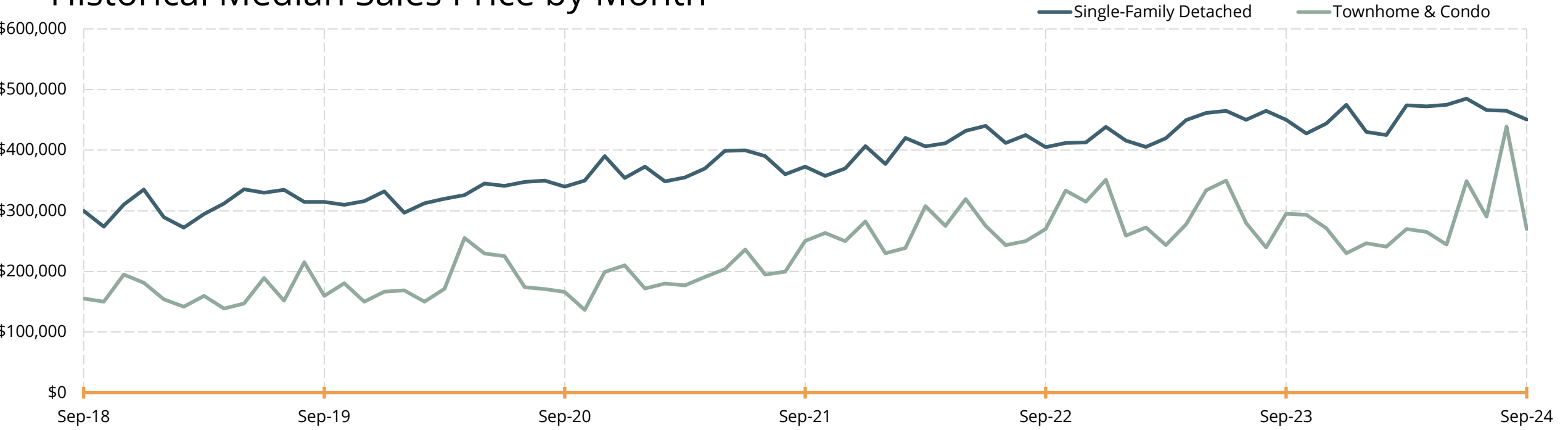


Source: Virginia REALTORS®, data accessed October 15, 2024

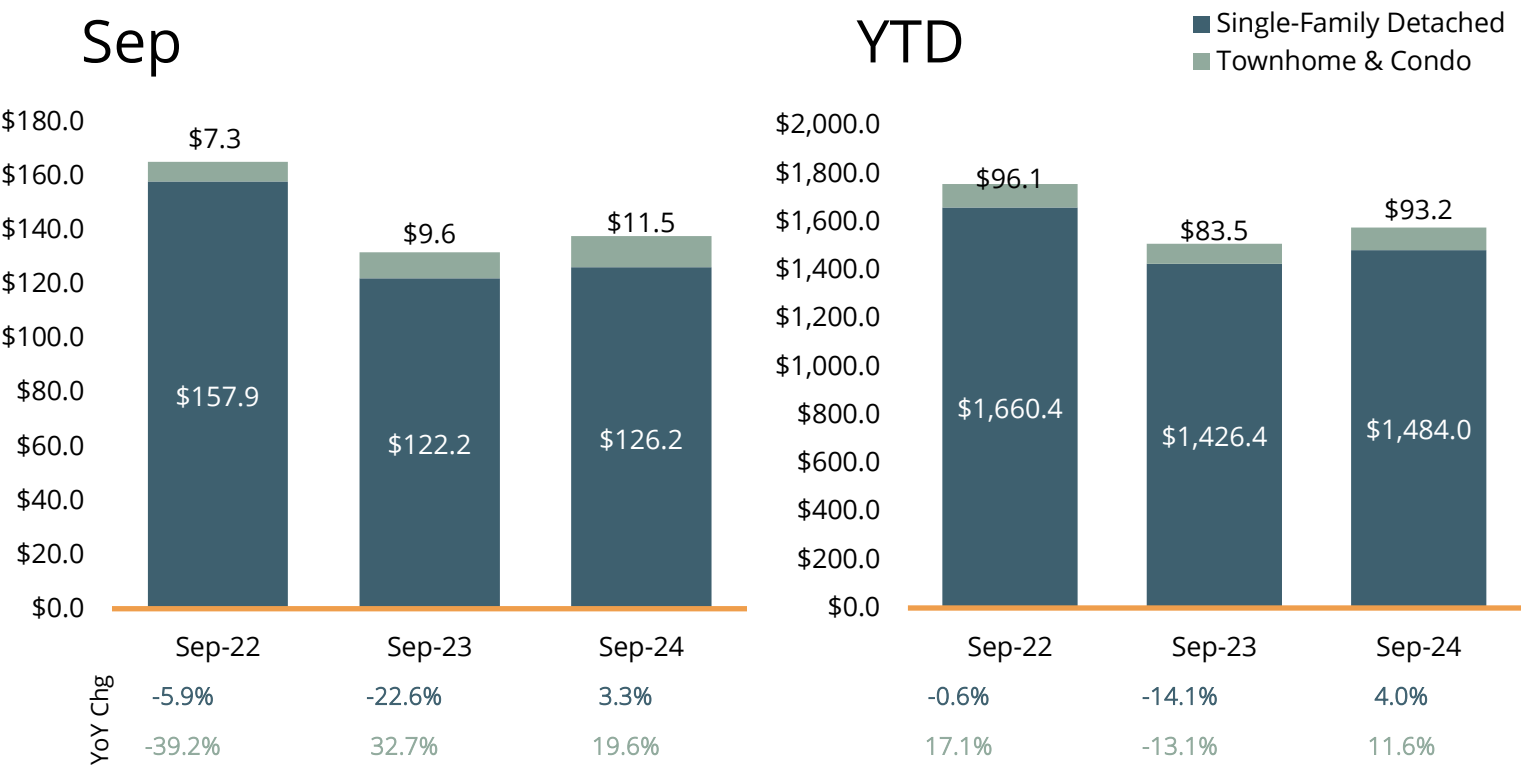
# Median Sales Price



## Historical Median Sales Price by Month

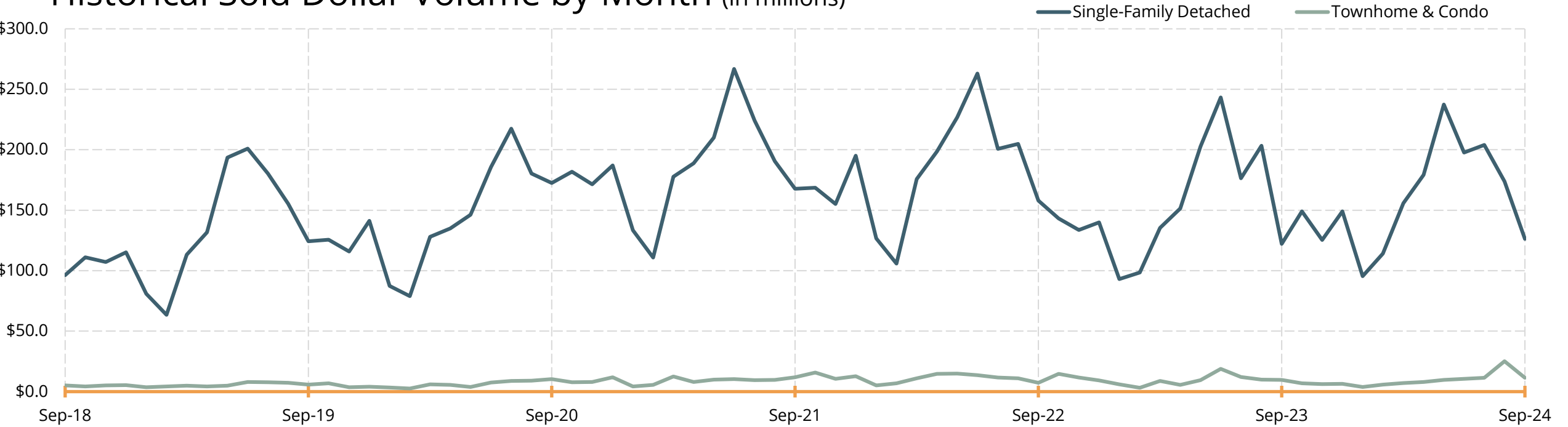


# Sold Dollar Volume (in millions)



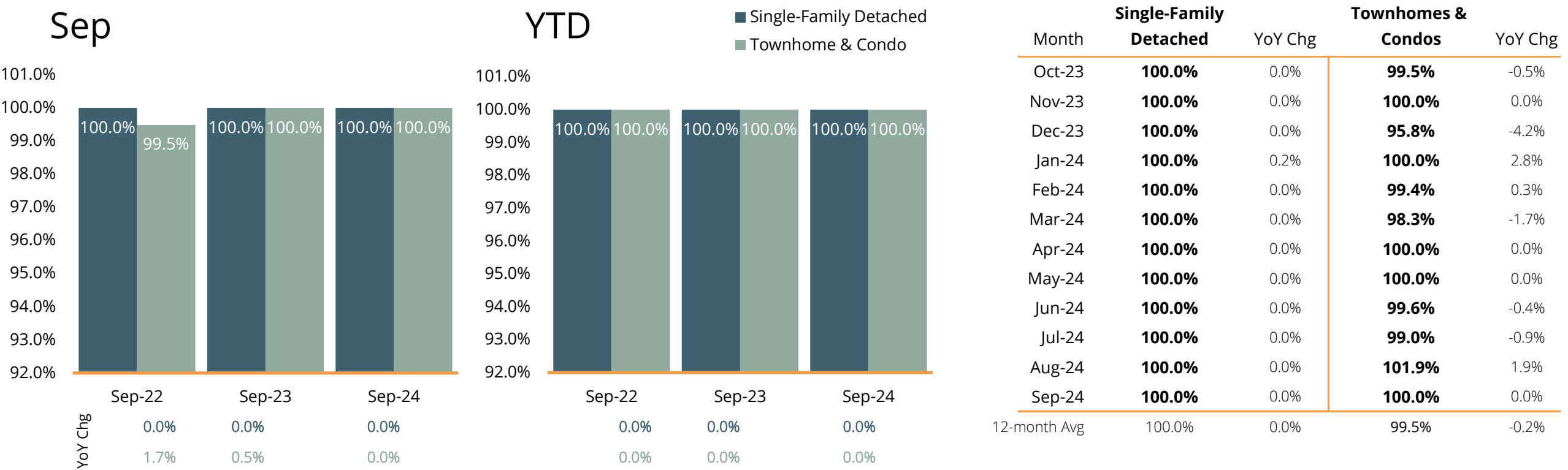
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Oct-23       | \$149.1       | 4.1%    | \$6.9       | -53.0%  |
| Nov-23       | \$125.4       | -6.3%   | \$6.3       | -46.6%  |
| Dec-23       | \$149.1       | 6.6%    | \$6.5       | -29.9%  |
| Jan-24       | \$95.4        | 2.6%    | \$3.8       | -36.4%  |
| Feb-24       | \$114.2       | 15.9%   | \$5.7       | 74.0%   |
| Mar-24       | \$155.8       | 15.1%   | \$7.2       | -19.5%  |
| Apr-24       | \$179.3       | 18.4%   | \$8.0       | 45.5%   |
| 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%   |
| 12-month Avg | \$159.0       | 3.5%    | \$9.4       | -5.4%   |

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

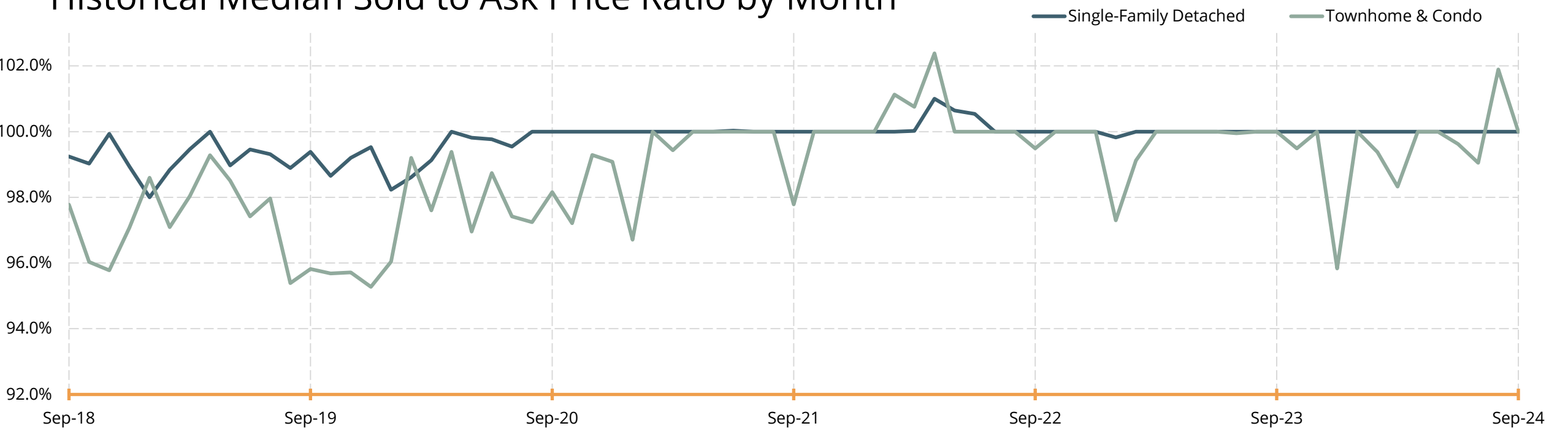


Source: Virginia REALTORS®, data accessed October 15, 2024

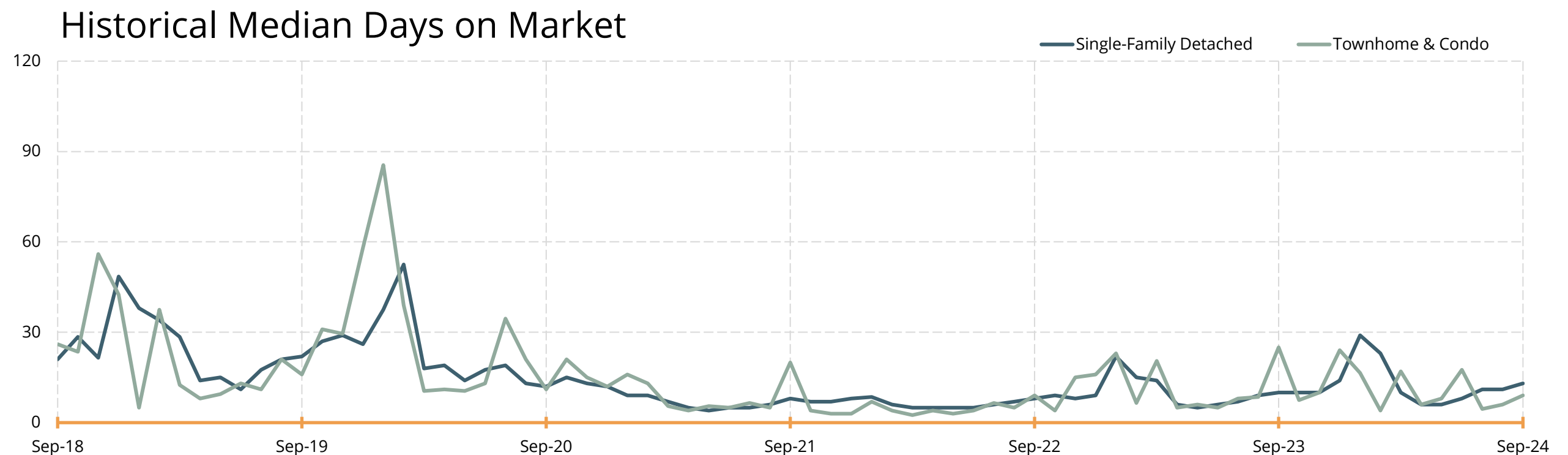
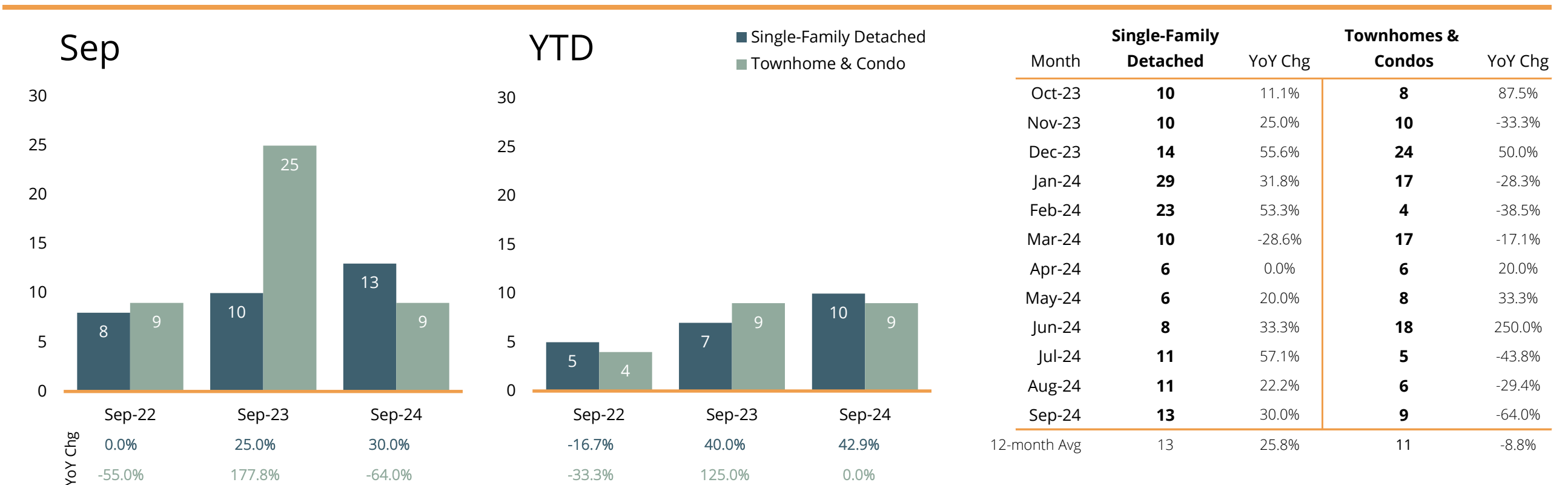
# Median Sold to Ask Price Ratio



## Historical Median Sold to Ask Price Ratio by Month



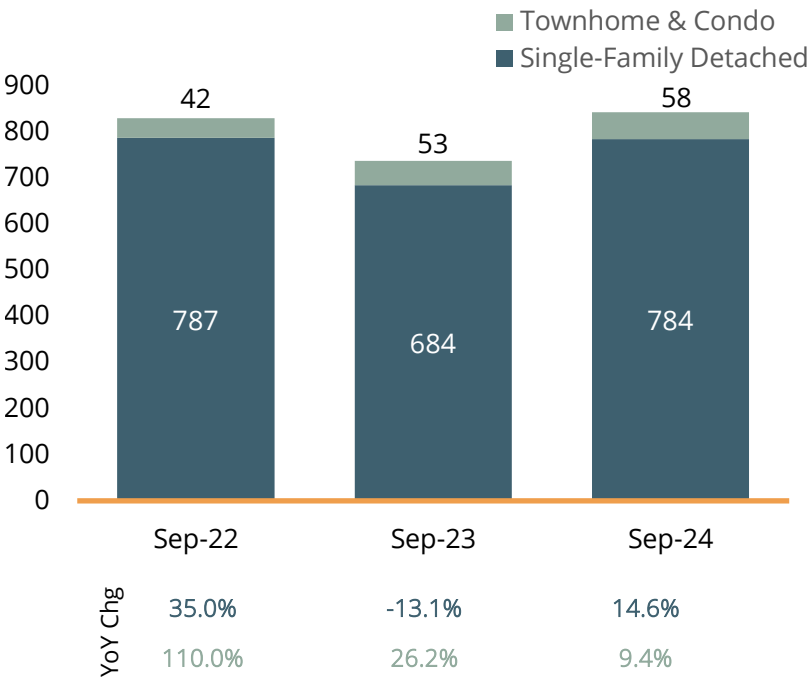
# Median Days on Market



# Active Listings

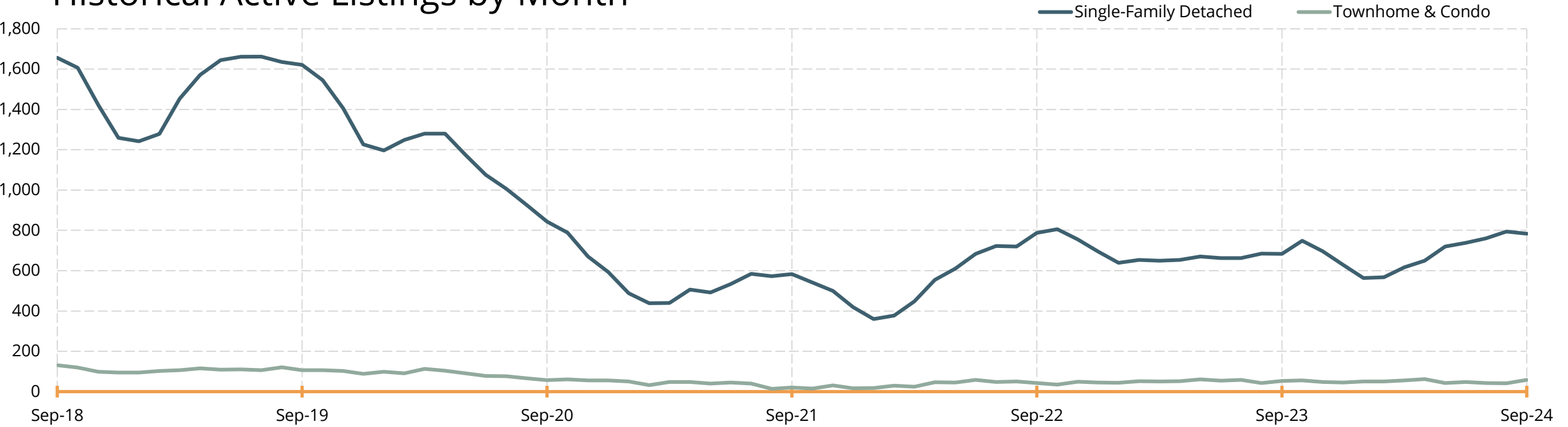


Sep



| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Oct-23       | 748           | -7.2%   | 55          | 57.1%   |
| Nov-23       | 696           | -7.8%   | 48          | -2.0%   |
| Dec-23       | 629           | -9.5%   | 45          | 0.0%    |
| Jan-24       | 564           | -11.7%  | 51          | 15.9%   |
| Feb-24       | 568           | -13.1%  | 51          | -1.9%   |
| Mar-24       | 617           | -5.1%   | 55          | 10.0%   |
| Apr-24       | 649           | -0.8%   | 62          | 19.2%   |
| 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%    |
| 12-month Avg | 689           | 0.6%    | 50          | 0.7%    |

## Historical Active Listings by Month

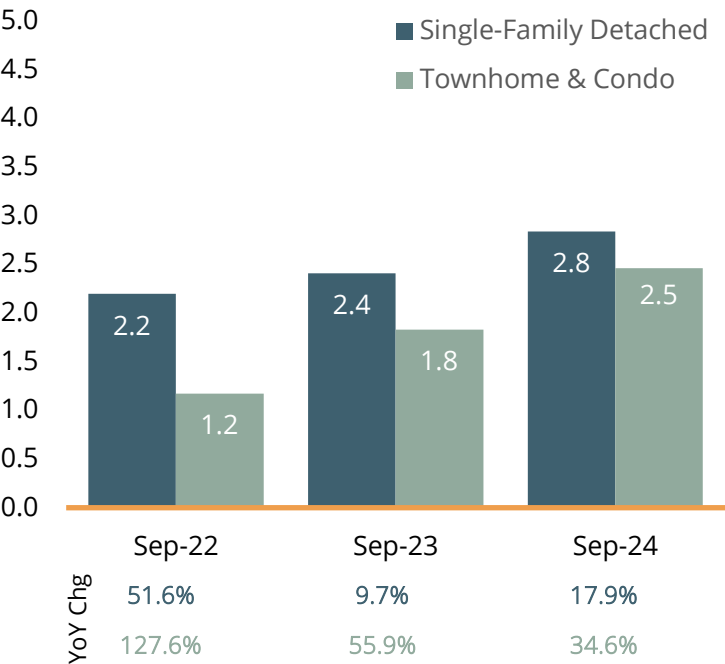


Source: Virginia REALTORS®, data accessed October 15, 2024

# Months of Supply

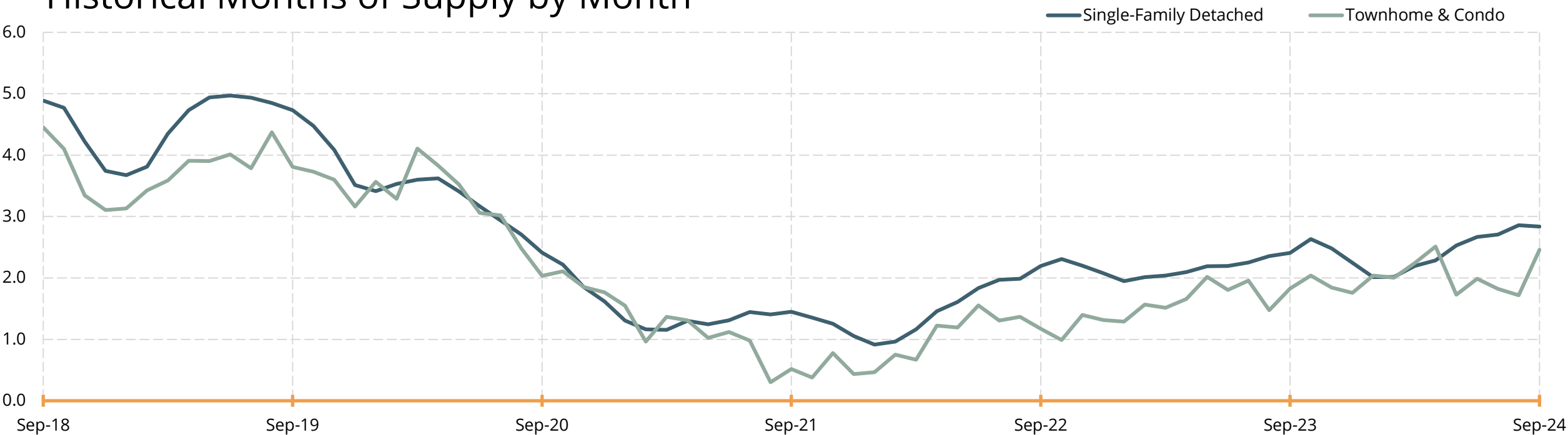


Sep



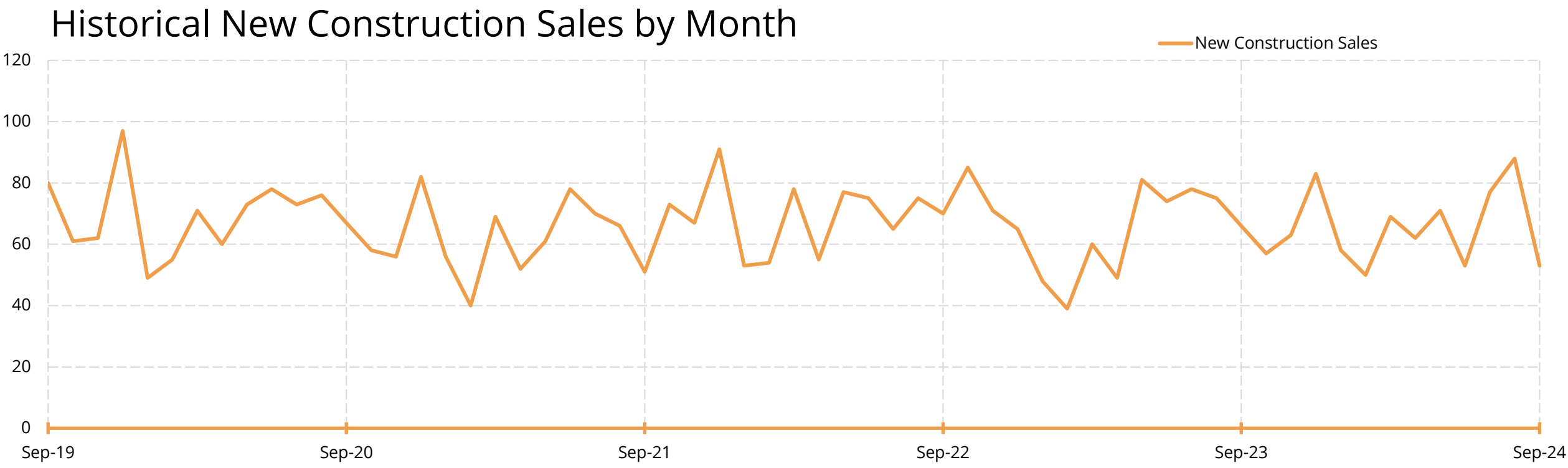
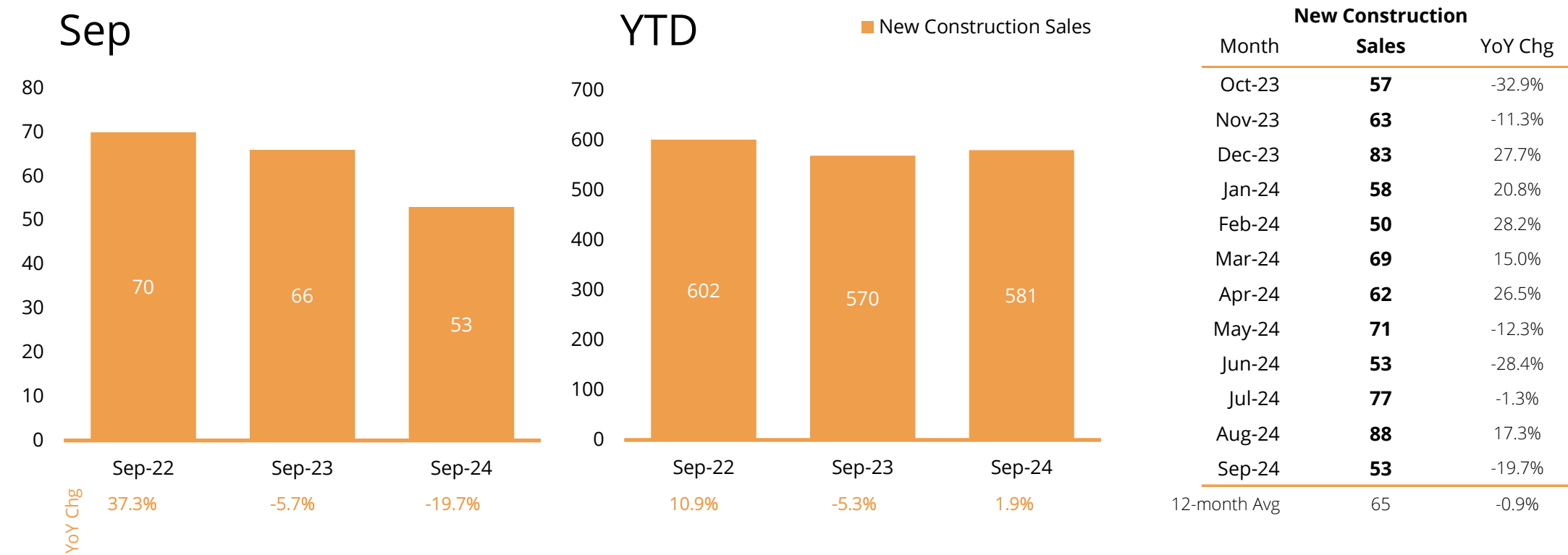
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Oct-23       | 2.6           | 14.2%   | 2.0         | 105.6%  |
| Nov-23       | 2.5           | 12.9%   | 1.8         | 32.2%   |
| Dec-23       | 2.2           | 8.3%    | 1.8         | 33.6%   |
| Jan-24       | 2.0           | 3.3%    | 2.0         | 58.4%   |
| Feb-24       | 2.0           | 0.4%    | 2.0         | 28.0%   |
| Mar-24       | 2.2           | 7.7%    | 2.2         | 48.2%   |
| Apr-24       | 2.3           | 9.0%    | 2.5         | 51.5%   |
| 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%   |
| 12-month Avg | 2.5           | 13.0%   | 2.0         | 28.4%   |

## Historical Months of Supply by Month



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

# New Construction Sales



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

# Area Overview - Total Market



| Geography        | New Listings |            |        | Sales  |            |        | Median Sales Price |                  |        | Active Listings |            |       | Months Supply |            |       |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|-------|---------------|------------|-------|
|                  | Sep-23       | Sep-24     | % chg  | Sep-23 | Sep-24     | % chg  | Sep-23             | Sep-24           | % chg  | Sep-23          | Sep-24     | % chg | Sep-23        | Sep-24     | % chg |
| Albemarle County | 171          | <b>176</b> | 2.9%   | 102    | <b>100</b> | -2.0%  | \$516,113          | <b>\$557,450</b> | 8.0%   | 298             | <b>315</b> | 5.7%  | 2.2           | <b>2.5</b> | 14.0% |
| Charlottesville  | 40           | <b>50</b>  | 25.0%  | 19     | <b>23</b>  | 21.1%  | \$450,000          | <b>\$643,300</b> | 43.0%  | 51              | <b>72</b>  | 41.2% | 1.5           | <b>2.3</b> | 52.9% |
| Fluvanna County  | 33           | <b>60</b>  | 81.8%  | 44     | <b>21</b>  | -52.3% | \$382,500          | <b>\$340,000</b> | -11.1% | 52              | <b>79</b>  | 51.9% | 1.3           | <b>2.6</b> | 99.5% |
| Greene County    | 24           | <b>31</b>  | 29.2%  | 13     | <b>20</b>  | 53.8%  | \$355,000          | <b>\$420,000</b> | 18.3%  | 51              | <b>64</b>  | 25.5% | 2.8           | <b>3.0</b> | 6.8%  |
| Louisa County    | 99           | <b>93</b>  | -6.1%  | 55     | <b>61</b>  | 10.9%  | \$401,000          | <b>\$395,000</b> | -1.5%  | 194             | <b>210</b> | 8.2%  | 3.3           | <b>3.2</b> | -3.0% |
| Nelson County    | 47           | <b>34</b>  | -27.7% | 33     | <b>26</b>  | -21.2% | \$335,000          | <b>\$343,000</b> | 2.4%   | 91              | <b>102</b> | 12.1% | 3.6           | <b>4.2</b> | 17.0% |

# Area Overview - Total Market YTD



| Geography        | New Listings YTD |              |       | Sales YTD |              |        | Median Sales Price YTD |                  |       | Active Listings YTD |            |       |
|------------------|------------------|--------------|-------|-----------|--------------|--------|------------------------|------------------|-------|---------------------|------------|-------|
|                  | Sep-23           | Sep-24       | % chg | Sep-23    | Sep-24       | % chg  | Sep-23                 | Sep-24           | % chg | Sep-23              | Sep-24     | % chg |
| Albemarle County | 1,762            | <b>1,804</b> | 2.4%  | 1,240     | <b>1,164</b> | -6.1%  | \$509,345              | <b>\$536,744</b> | 5.4%  | 298                 | <b>315</b> | 5.7%  |
| Charlottesville  | 377              | <b>425</b>   | 12.7% | 315       | <b>305</b>   | -3.2%  | \$455,000              | <b>\$527,500</b> | 15.9% | 51                  | <b>72</b>  | 41.2% |
| Fluvanna County  | 426              | <b>414</b>   | -2.8% | 346       | <b>289</b>   | -16.5% | \$349,900              | <b>\$350,000</b> | 0.0%  | 52                  | <b>79</b>  | 51.9% |
| Greene County    | 252              | <b>293</b>   | 16.3% | 167       | <b>203</b>   | 21.6%  | \$385,000              | <b>\$405,000</b> | 5.2%  | 51                  | <b>64</b>  | 25.5% |
| Louisa County    | 914              | <b>920</b>   | 0.7%  | 529       | <b>597</b>   | 12.9%  | \$389,900              | <b>\$391,250</b> | 0.3%  | 194                 | <b>210</b> | 8.2%  |
| Nelson County    | 320              | <b>330</b>   | 3.1%  | 219       | <b>210</b>   | -4.1%  | \$324,100              | <b>\$387,500</b> | 19.6% | 91                  | <b>102</b> | 12.1% |

# Area Overview - Single Family Detached Market



| Geography        | New Listings |            |        | Sales  |           |        | Median Sales Price |                  |        | Active Listings |            |       | Months Supply |            |       |
|------------------|--------------|------------|--------|--------|-----------|--------|--------------------|------------------|--------|-----------------|------------|-------|---------------|------------|-------|
|                  | Sep-23       | Sep-24     | % chg  | Sep-23 | Sep-24    | % chg  | Sep-23             | Sep-24           | % chg  | Sep-23          | Sep-24     | % chg | Sep-23        | Sep-24     | % chg |
| Albemarle County | 162          | <b>157</b> | -3.1%  | 92     | <b>88</b> | -4.3%  | \$534,775          | <b>\$585,000</b> | 9.4%   | 288             | <b>293</b> | 1.7%  | 2.4           | <b>2.5</b> | 6.0%  |
| Charlottesville  | 34           | <b>42</b>  | 23.5%  | 17     | <b>19</b> | 11.8%  | \$450,000          | <b>\$649,950</b> | 44.4%  | 40              | <b>62</b>  | 55.0% | 1.3           | <b>2.4</b> | 79.3% |
| Fluvanna County  | 33           | <b>58</b>  | 75.8%  | 44     | <b>21</b> | -52.3% | \$382,500          | <b>\$340,000</b> | -11.1% | 52              | <b>78</b>  | 50.0% | 1.3           | <b>2.6</b> | 97.1% |
| Greene County    | 24           | <b>31</b>  | 29.2%  | 13     | <b>20</b> | 53.8%  | \$355,000          | <b>\$420,000</b> | 18.3%  | 51              | <b>64</b>  | 25.5% | 2.8           | <b>3.0</b> | 7.2%  |
| Louisa County    | 96           | <b>93</b>  | -3.1%  | 54     | <b>60</b> | 11.1%  | \$401,719          | <b>\$390,000</b> | -2.9%  | 190             | <b>210</b> | 10.5% | 3.3           | <b>3.3</b> | -0.7% |
| Nelson County    | 40           | <b>24</b>  | -40.0% | 21     | <b>16</b> | -23.8% | \$460,000          | <b>\$476,388</b> | 3.6%   | 63              | <b>77</b>  | 22.2% | 3.7           | <b>4.3</b> | 15.4% |

# Area Overview - Single Family Detached Market YTD



| Geography        | New Listings YTD |              |       | Sales YTD |              |        | Median Sales Price YTD |                  |       | Active Listings YTD |            |       |
|------------------|------------------|--------------|-------|-----------|--------------|--------|------------------------|------------------|-------|---------------------|------------|-------|
|                  | Sep-23           | Sep-24       | % chg | Sep-23    | Sep-24       | % chg  | Sep-23                 | Sep-24           | % chg | Sep-23              | Sep-24     | % chg |
| Albemarle County | 1,609            | <b>1,673</b> | 4.0%  | 1,114     | <b>1,066</b> | -4.3%  | \$530,000              | <b>\$551,750</b> | 4.1%  | 288                 | <b>293</b> | 1.7%  |
| Charlottesville  | 330              | <b>356</b>   | 7.9%  | 275       | <b>247</b>   | -10.2% | \$485,000              | <b>\$575,000</b> | 18.6% | 40                  | <b>62</b>  | 55.0% |
| Fluvanna County  | 425              | <b>411</b>   | -3.3% | 346       | <b>288</b>   | -16.8% | \$349,900              | <b>\$350,000</b> | 0.0%  | 52                  | <b>78</b>  | 50.0% |
| Greene County    | 252              | <b>293</b>   | 16.3% | 167       | <b>203</b>   | 21.6%  | \$385,000              | <b>\$405,000</b> | 5.2%  | 51                  | <b>64</b>  | 25.5% |
| Louisa County    | 898              | <b>915</b>   | 1.9%  | 525       | <b>591</b>   | 12.6%  | \$385,000              | <b>\$389,925</b> | 1.3%  | 190                 | <b>210</b> | 10.5% |
| Nelson County    | 231              | <b>237</b>   | 2.6%  | 148       | <b>151</b>   | 2.0%   | \$425,000              | <b>\$483,750</b> | 13.8% | 63                  | <b>77</b>  | 22.2% |

# Area Overview - Townhome & Condo Market



| Geography        | New Listings |           |         | Sales  |           |        | Median Sales Price |                  |        | Active Listings |           |         | Months Supply |             |         |
|------------------|--------------|-----------|---------|--------|-----------|--------|--------------------|------------------|--------|-----------------|-----------|---------|---------------|-------------|---------|
|                  | Sep-23       | Sep-24    | % chg   | Sep-23 | Sep-24    | % chg  | Sep-23             | Sep-24           | % chg  | Sep-23          | Sep-24    | % chg   | Sep-23        | Sep-24      | % chg   |
| Albemarle County | 9            | <b>19</b> | 111.1%  | 10     | <b>12</b> | 20.0%  | \$300,000          | <b>\$267,999</b> | -10.7% | 10              | <b>22</b> | 120%    | 0.7           | <b>2.2</b>  | 230%    |
| Charlottesville  | 6            | <b>8</b>  | 33.3%   | 2      | <b>4</b>  | 100.0% | \$799,000          | <b>\$355,000</b> | -55.6% | 11              | <b>10</b> | -9.1%   | 2.4           | <b>1.7</b>  | -30.6%  |
| Fluvanna County  | 0            | <b>2</b>  | n/a     | 0      | <b>0</b>  | n/a    | \$0                | <b>\$0</b>       | n/a    | 0               | <b>1</b>  | n/a     | 0.0           | <b>12.0</b> | n/a     |
| Greene County    | 0            | <b>0</b>  | n/a     | 0      | <b>0</b>  | n/a    | \$0                | <b>\$0</b>       | n/a    | 0               | <b>0</b>  | n/a     | 0.0           | <b>0.0</b>  | n/a     |
| Louisa County    | 3            | <b>0</b>  | -100.0% | 1      | <b>1</b>  | 0%     | \$294,000          | <b>\$645,000</b> | 119%   | 4               | <b>0</b>  | -100.0% | 9.6           | <b>0.0</b>  | -100.0% |
| Nelson County    | 7            | <b>10</b> | 42.9%   | 12     | <b>10</b> | -16.7% | \$237,500          | <b>\$237,450</b> | 0.0%   | 28              | <b>25</b> | -10.7%  | 3.2           | <b>3.8</b>  | 17.5%   |

# Area Overview - Townhome & Condo Market YTD



| Geography        | New Listings YTD |            |        | Sales YTD |           |        | Median Sales Price YTD |                  |        | Active Listings YTD |           |         |
|------------------|------------------|------------|--------|-----------|-----------|--------|------------------------|------------------|--------|---------------------|-----------|---------|
|                  | Sep-23           | Sep-24     | % chg  | Sep-23    | Sep-24    | % chg  | Sep-23                 | Sep-24           | % chg  | Sep-23              | Sep-24    | % chg   |
| Albemarle County | 153              | <b>131</b> | -14.4% | 126       | <b>98</b> | -22.2% | \$292,500              | <b>\$258,000</b> | -11.8% | 10                  | <b>22</b> | 120.0%  |
| Charlottesville  | 47               | <b>69</b>  | 46.8%  | 40        | <b>58</b> | 45.0%  | \$303,750              | <b>\$347,450</b> | 14.4%  | 11                  | <b>10</b> | -9.1%   |
| Fluvanna County  | 1                | <b>3</b>   | 200.0% | 0         | <b>1</b>  | n/a    | \$0                    | <b>\$345,000</b> | n/a    | 0                   | <b>1</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    | 16               | <b>5</b>   | -68.8% | 4         | <b>6</b>  | 50.0%  | \$567,372              | <b>\$650,000</b> | 14.6%  | 4                   | <b>0</b>  | -100.0% |
| Nelson County    | 89               | <b>93</b>  | 4.5%   | 71        | <b>59</b> | -16.9% | \$242,000              | <b>\$236,250</b> | -2.4%  | 28                  | <b>25</b> | -10.7%  |



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.

All inquiries regarding this report may be directed to:  
Robin Spensieri  
Virginia REALTORS® Vice President of Communications and Media Relations  
[rspensieri@virginiarealtors.org](mailto:rspensieri@virginiarealtors.org)  
804-622-7954

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.