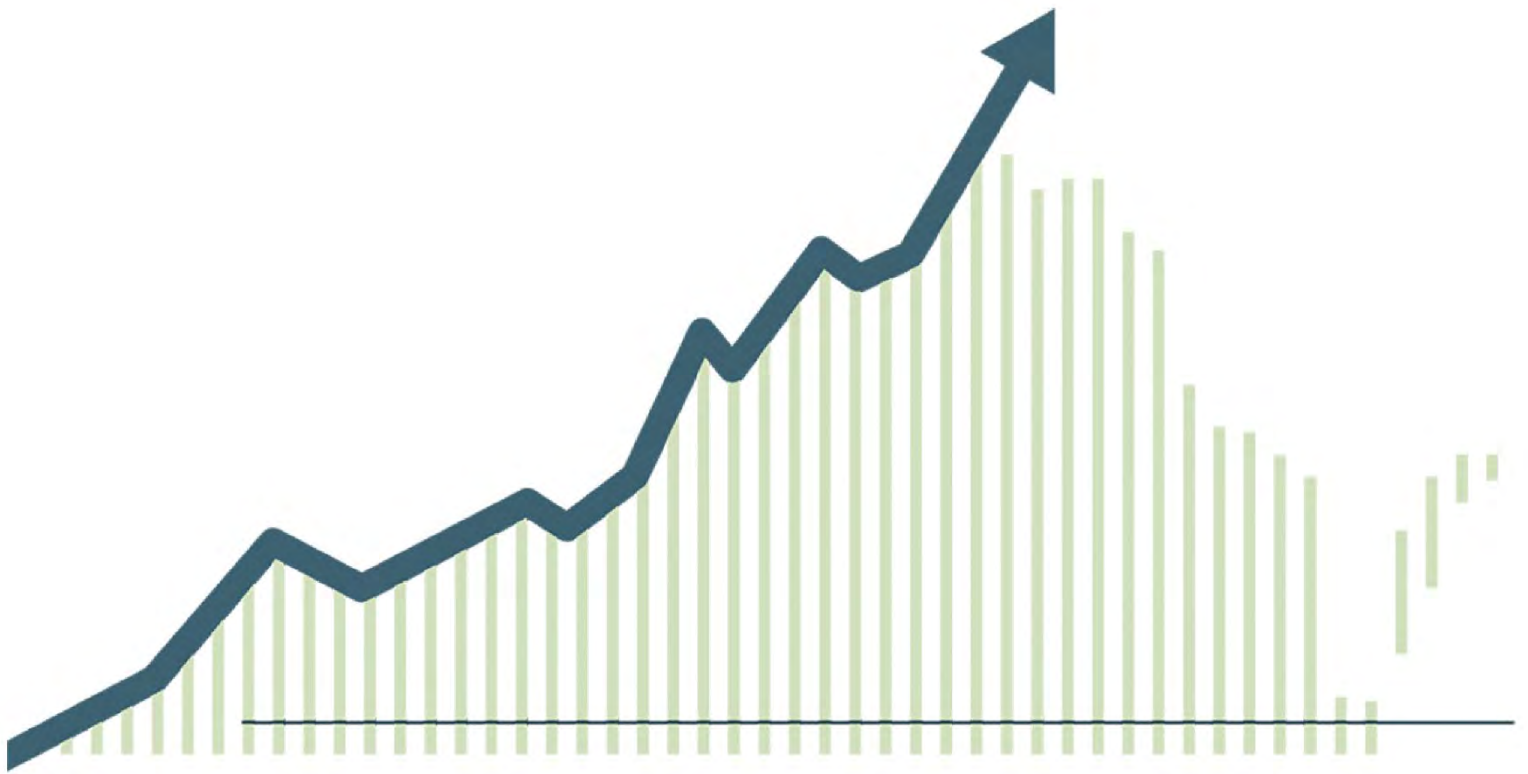




CAAR CHARLOTTESVILLE AREA HOME SALES REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Home Sales Report

Fourth Quarter 2025

Charlottesville Area Association of REALTORS®

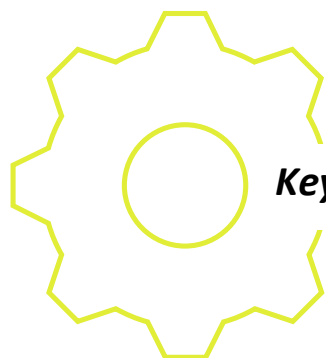
Market Report Key Takeaways

Economic Conditions

- There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals, but down about 800 jobs from the start of 2025.
- The unemployment rate in Virginia jumped to 3.9% in November (not seasonally adjusted), up 2.9% last November. In the CAAR footprint, the unemployment rate was 2.9%, up from 2.6% last November.
- Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022.

Housing Market Conditions

- Home sales in the CAAR region jumped up in the fourth quarter. There were 970 sales regionwide, 91 more than a year ago, a 10% gain.
- The median price in the CAAR footprint fell for the second straight quarter. The regionwide median price was \$464,995 in the fourth quarter, about \$10,000 lower than a year ago (-2%).
- Inventory continues to expand in the CAAR housing market. There were 925 active listings in the CAAR area at the end of the fourth quarter, a 34% increase from last year.



Key Trends Dashboard, CAAR

Economy



2.9%

Is the Nov-2025 **unemployment rate** in the CAAR footprint, which is up from Nov-2024



6.06%

Is the **30-year fixed-rate mortgage rate** during the second week of January 2026, which is down from 7.04% a year ago

Housing Market



91

More home sales in the CAAR footprint in Q4-2025 compared to last year.



-2%

Percent change in **median sales price** in the CAAR region in Q4-2025 compared to a year ago.



\$57.5

Million dollars more in total **sold volume** in the CAAR footprint in Q4-2025 compared to last year.



34%

Percent change in **active listings** at the end of Q4-2025 in the CAAR market compared to a year ago



3.0

Months of supply in the CAAR footprint in Q4-2025, which is up from a year ago

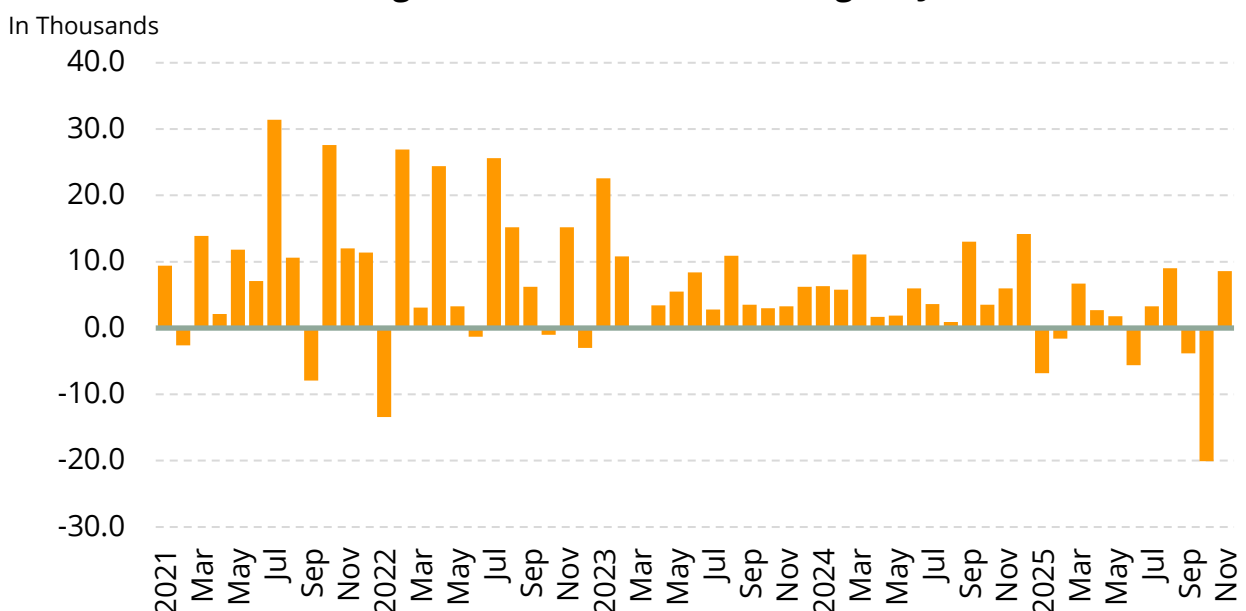
Economic Overview

The job market continues to show signs of slowing down nationally and here in Virginia the scope of the federal cuts are coming more into focus as the data comes in. The unemployment rate is creeping up slowly and inflation remains above the target level. Mortgage rates continue to drift down and reached a new 3+ year low to start 2026.

Jobs

There were approximately 4.27 million jobs in Virginia as of November 2025, this is about 8,600 more than the October 2025 totals. There was a big drop in October 2025, about 20,000 fewer jobs than September 2025, and much of this likely reflects the deferred resignations in the federal government sector going into effect October 1st. The sectors with the largest gains in November were Transportation & Warehousing (+2,500 jobs), Professional & Technical Services (+2,400 jobs), and Administrative & Waste Services (+2,000 jobs). Private Education Services shed about 600 jobs, and the Federal Government sector had about 200 fewer jobs in November compared to October 2025. Most of the additional jobs were in Northern Virginia (+5,900 jobs, +0.4%). The Roanoke region (+500 jobs, +0.3%), and the Charlottesville area (+300 jobs, +0.2%) also had some growth. Hampton Roads (-500 jobs, -0.1%), and the Staunton region (-100 jobs, -0.1%), were the only metro areas to shed jobs in November.

Figure 1
Virginia Month-to-Month Change in Jobs

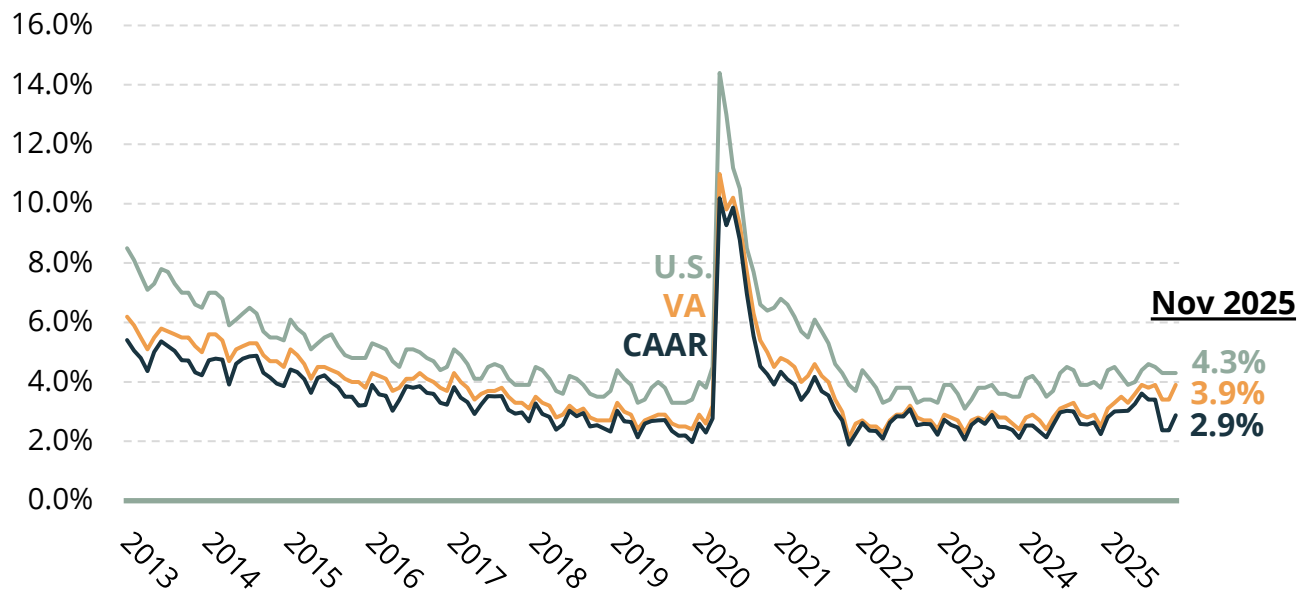


Source: U.S. Bureau of Labor Statistics, Seasonally Adjusted

Unemployment

Unemployment levels continue to rise. In November the statewide unemployment rate was 3.9%. This time last year it was 2.9%. Nationwide, the unemployment rate was 4.3% in November, up from 4.0%. In the CAAR footprint, the unemployment rate was 2.9%, up from 2.6% last November.

Figure 2
Unemployment Rate

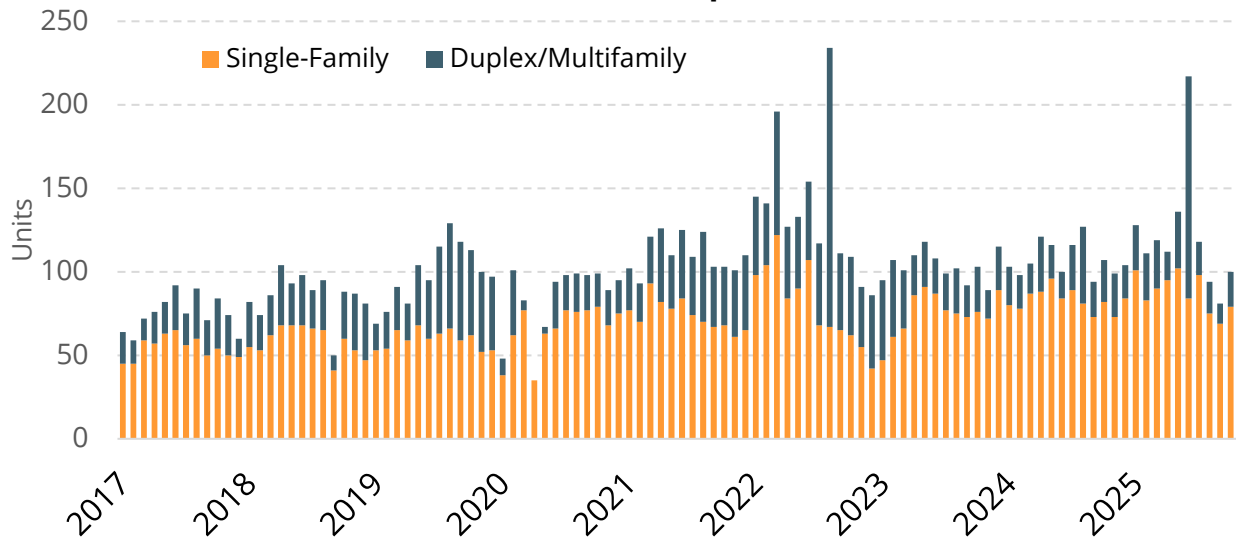


Source: U.S. Bureau of Labor Statistics, Local Area Unemployment Statistics

New Construction

Residential permitting activity continues to trend higher in 2025 in the CAAR area, a trend that is being driven by multifamily housing. Regionwide in the Charlottesville Metro Area, 1,216 building permits were issued through October. This is a 12% increase over year-to-date October permits in 2024. Most of the growth was for multifamily permits, which jumped up 37% (+91 permits). Permits for single-family homes increased 5% (+38 permits).

Figure 3
Monthly Permits for New Residential Construction
Charlottesville Metropolitan Area



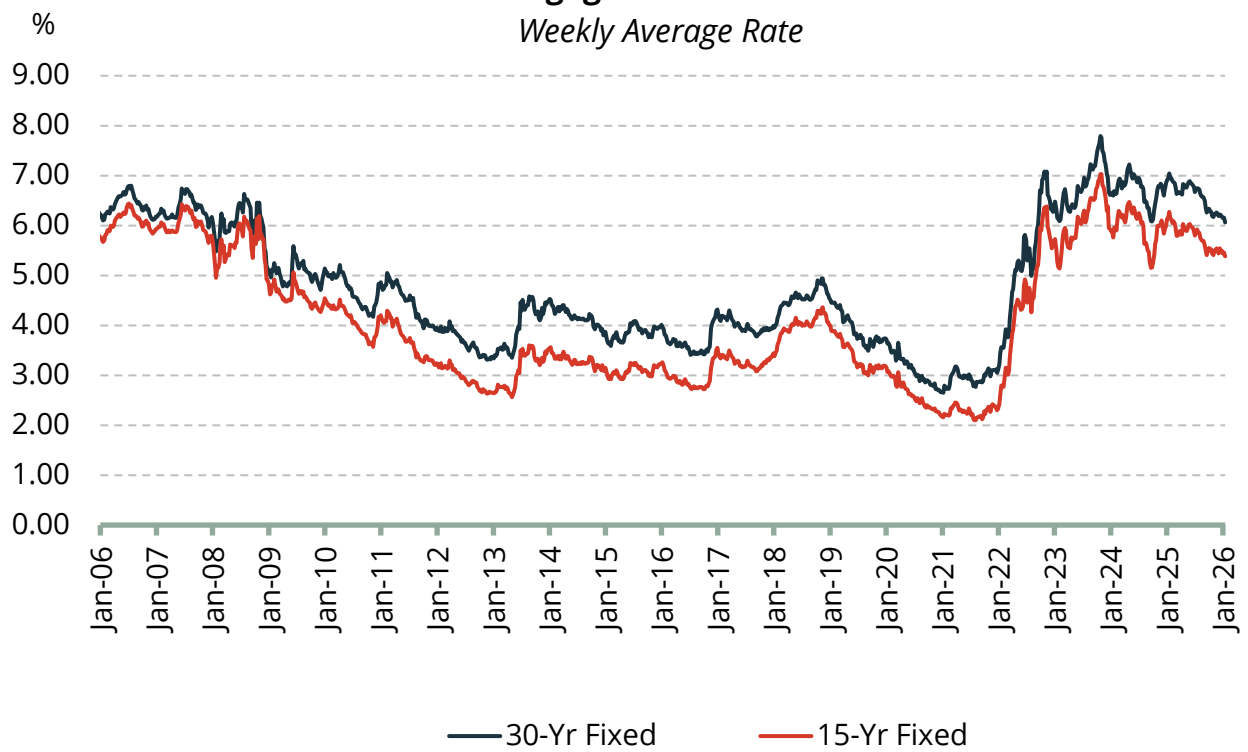
Source: U.S. Census Bureau

*Charlottesville Metropolitan Area includes Charlottesville City, Albemarle County, Buckingham County, Fluvanna County, Greene County, and Nelson County

Mortgage Rates

Mortgage rates continue to drift downward. The average rate on a 30-fixed mortgage in the second week of January 2026 was 6.06%. This is the lowest it's been since mid-September 2022. At this time last year, the average rate hit 7%, so the 1 percentage point drop in mortgage rates from the start of last year will likely lead to more activity in the housing market as the 2026 market gets underway.

Figure 4
Mortgage Interest Rates
Weekly Average Rate



Source: Freddie Mac

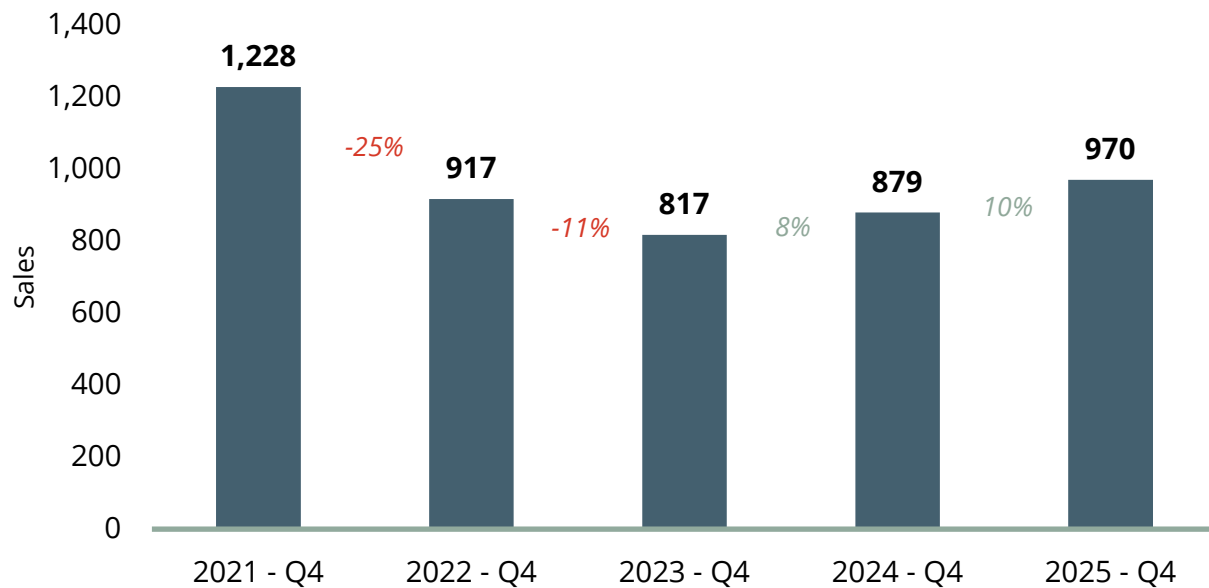
Housing Market Overview

The CAAR market had a strong fourth quarter. Sales were on the rise across the region leading to an increase in sold dollar volume. The median price was slightly lower compared to the same time last year, however, the second straight quarterly dip. Higher listing activity and an uptick in the days on market contributed to growing supply levels.

Sales

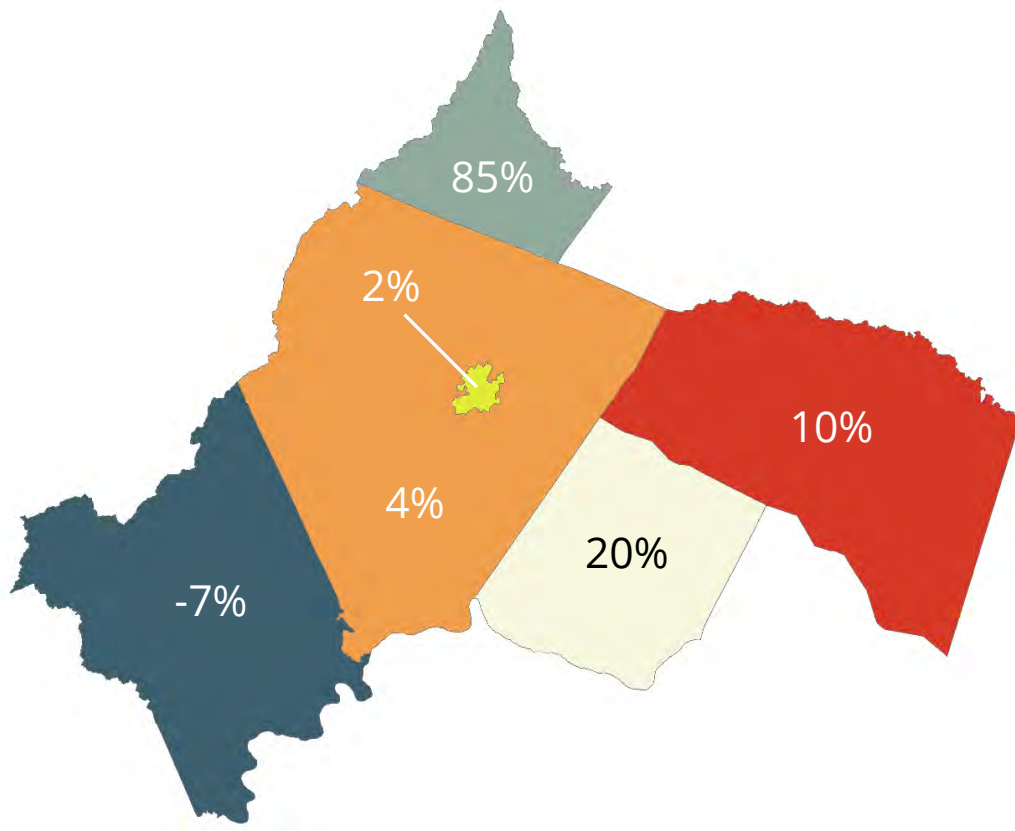
Sales were higher in the fourth quarter of this year compared to last year. The CAAR area had 970 sales this quarter, jumping 10.3%, which is 91 more sales than a year ago. Activity grew in all three months of the fourth quarter. Markets such as Greene and Fluvanna County saw an increase in sales while Nelson County experienced a drop-off in activity. Virginia experienced a 2% uptick in home sales in the final quarter of 2025.

Figure 5
Fourth Quarter Home Sales, CAAR
2021-2025



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

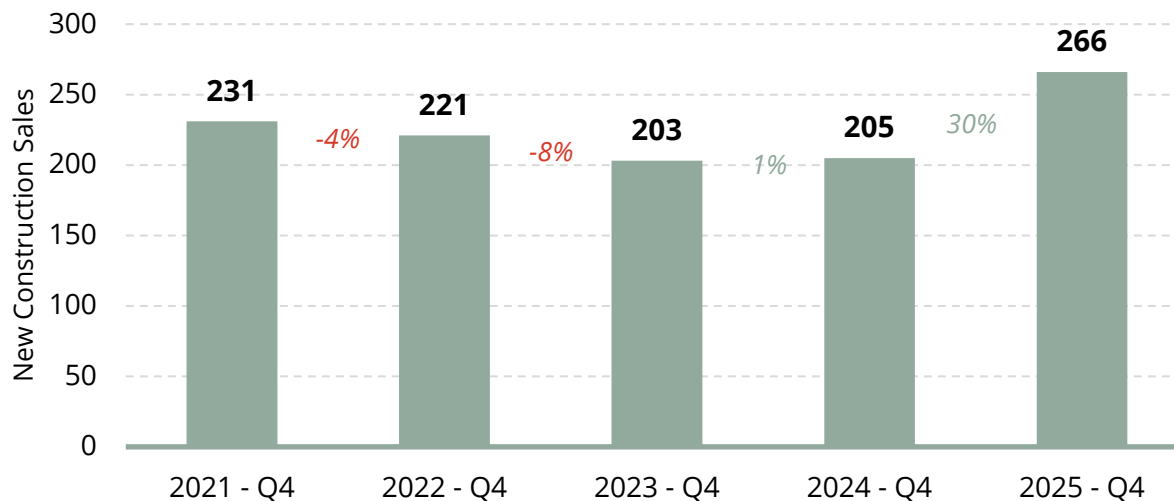
Figure 6
Change in Sales by Jurisdiction
CAAR
Fourth Quarter 2024 to Fourth Quarter 2025



<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>
Albemarle County	381	388	2%
Charlottesville	85	88	4%
Fluvanna County	90	108	20%
Greene County	60	111	85%
Louisa County	174	192	10%
Nelson County	89	83	-7%

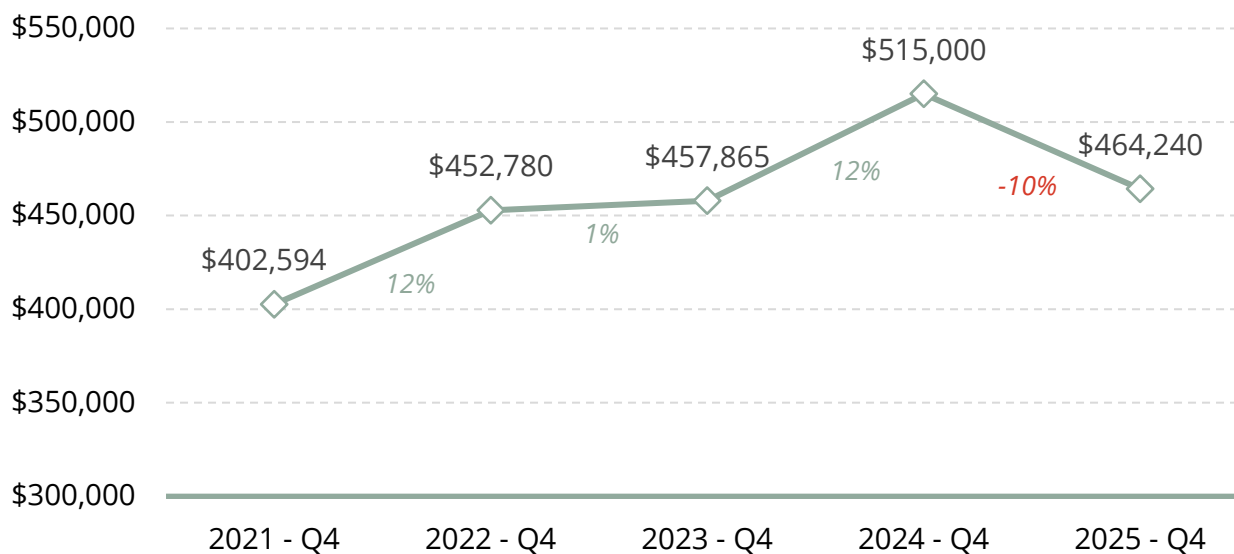
Source: Virginia REALTORS®, data accessed January 15, 2026

Figure 7
Fourth Quarter New Construction Sales, CAAR
 2021-2025



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

Figure 8
Fourth Quarter New Construction Median Sales Price, CAAR
 2021-2025

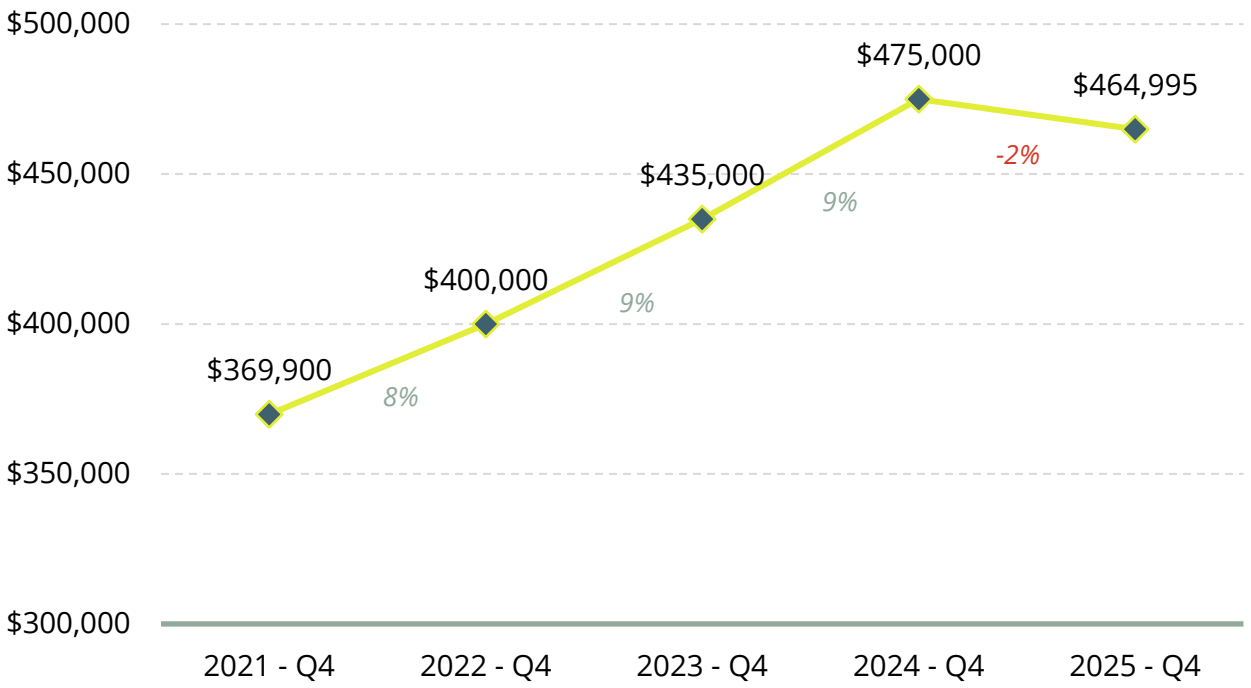


Source: Virginia REALTORS®, data accessed January 15, 2026

Sales Prices

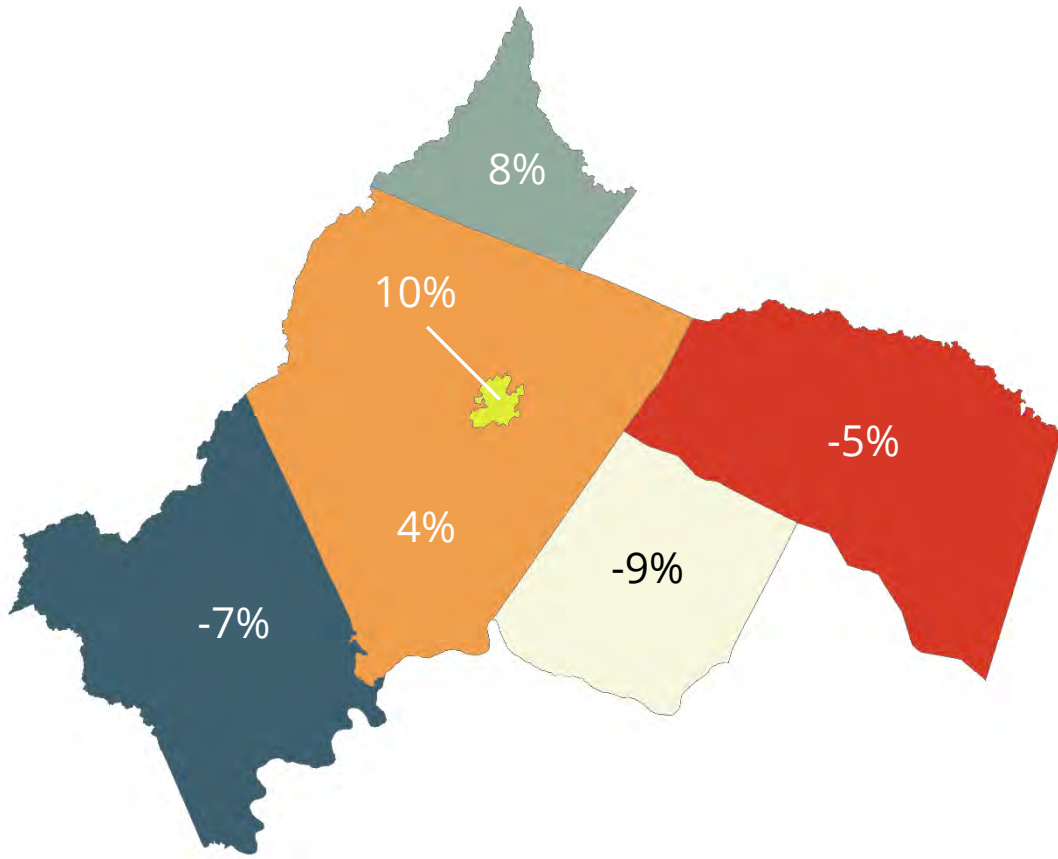
There was a slight dip in sales price in the CAAR footprint this quarter. Home prices inched down 2% bringing the median price to \$464,995 in the region, \$10,005 less than the year before. After decreasing the previous quarter, the median price rose in Charlottesville and Greene County this quarter. Home prices fell the furthest in Fluvanna and Nelson County. At the state level, the median sales price was \$425,000 in the fourth quarter, \$10,000 more than last year, growing 2.4%.

Figure 9
Fourth Quarter Median Sales Price, CAAR
2021-2025



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

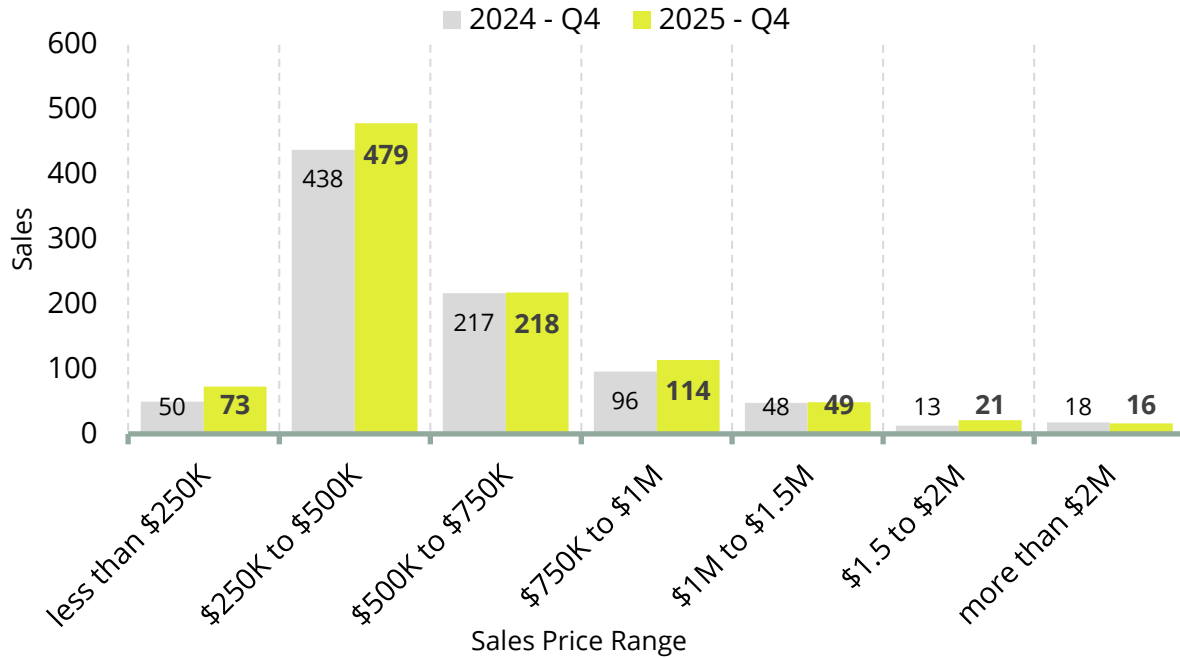
Figure 10
Change in Median Sales Price by Jurisdiction
CAAR
Fourth Quarter 2024 to Fourth Quarter 2025



<i>Jurisdiction</i>	<i>2024 - Q4</i>	<i>2025 - Q4</i>	<i>% Change</i>
Albemarle County	\$535,000	\$558,750	4%
Charlottesville	\$495,000	\$546,140	10%
Fluvanna County	\$375,000	\$341,061	-9%
Greene County	\$404,995	\$436,000	8%
Louisa County	\$452,000	\$430,000	-5%
Nelson County	\$460,000	\$429,000	-7%

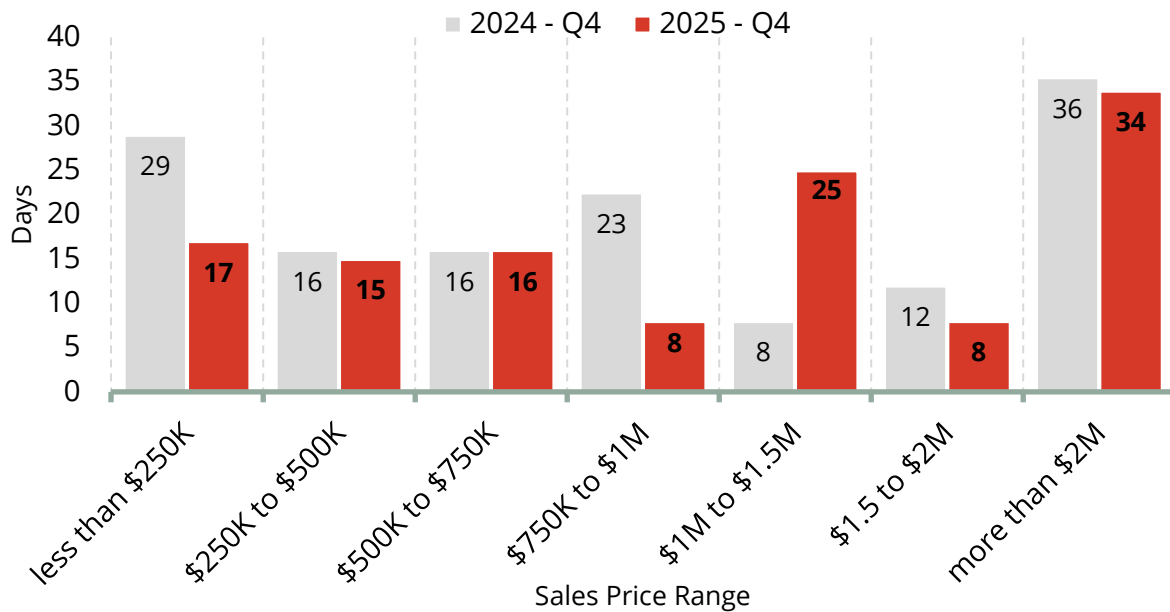
Source: Virginia REALTORS®, data accessed January 15, 2026

Figure 11
Fourth Quarter Sales Price Range Distribution - CAAR



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

Figure 12
Fourth Quarter Median DOM by Sales Price Range - CAAR

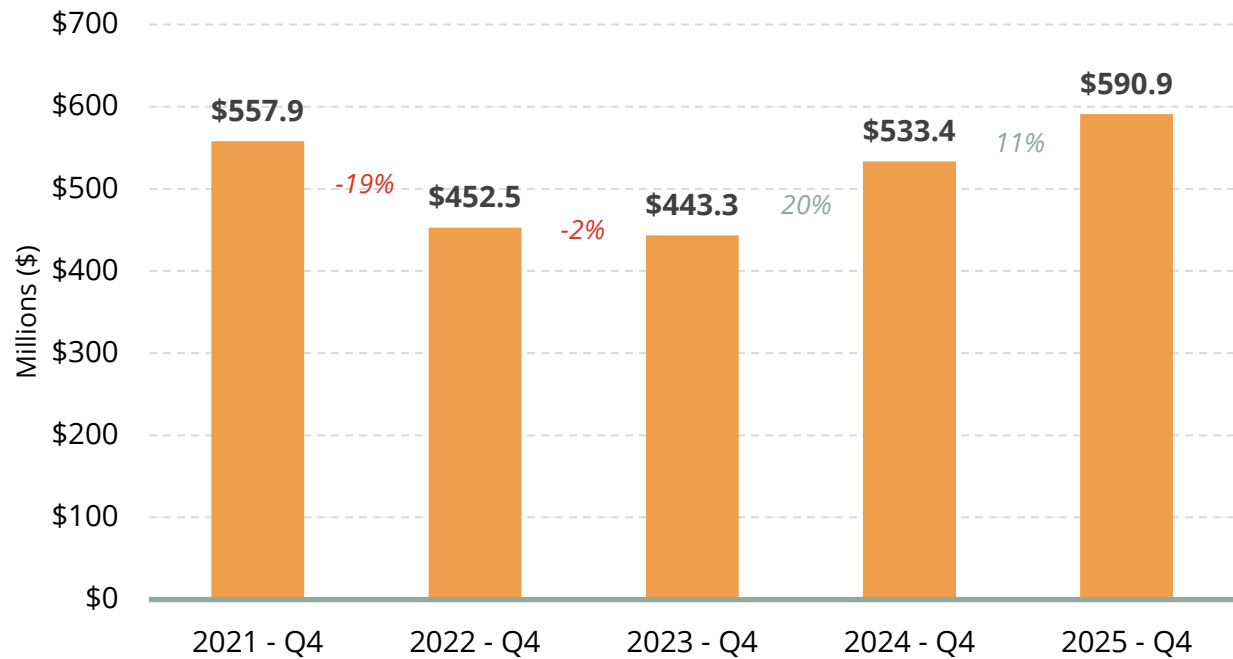


Source: Virginia REALTORS®, data accessed January 15, 2026

Sold Volume

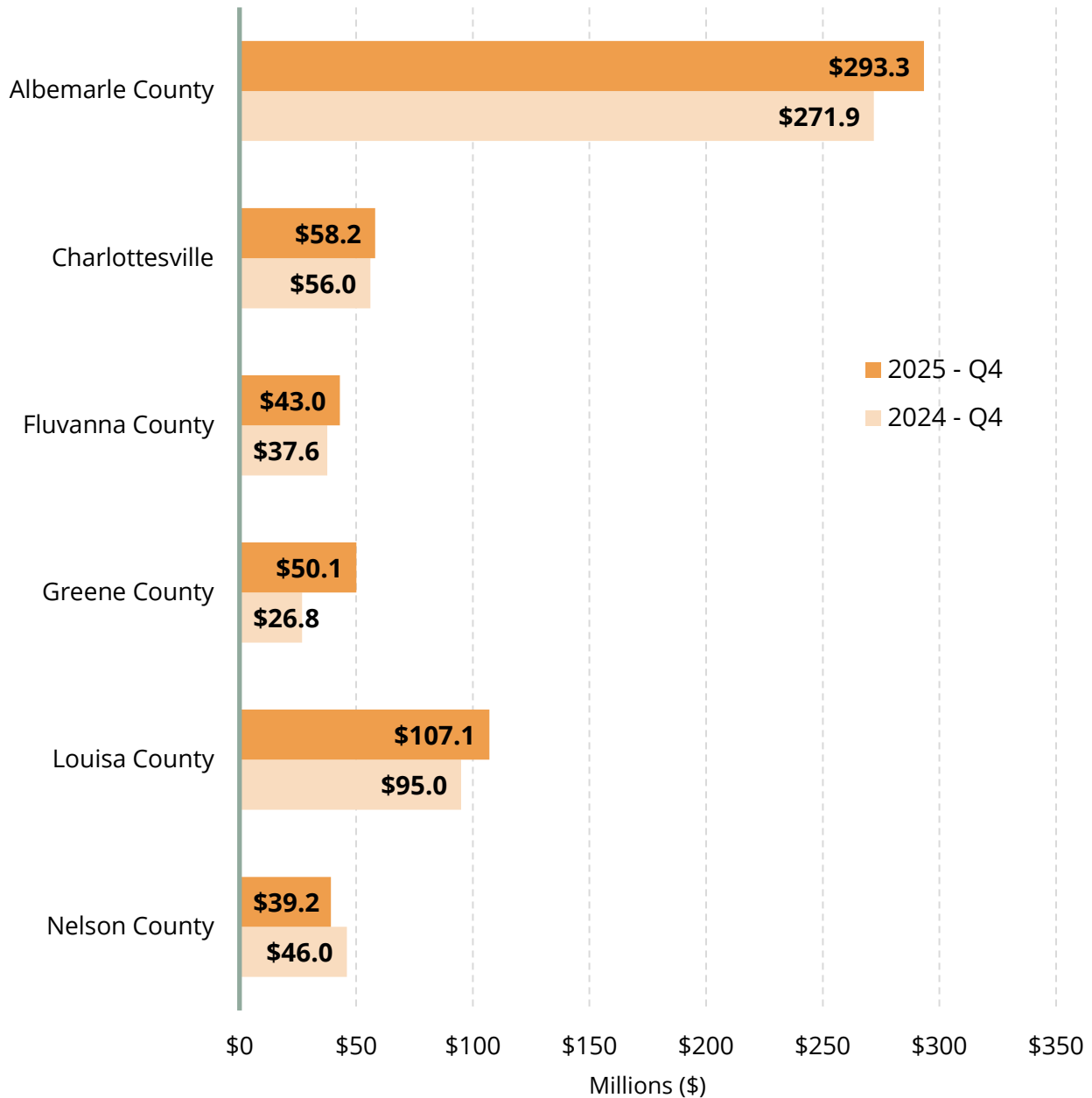
Sold dollar volume grew for the eighth consecutive quarter in the CAAR market. There was \$590.9 million of sold dollar volume in the fourth quarter, an influx of \$57.5 million, representing an 11% increase in volume. Higher sales activity and home prices led to more sold dollar volume in Albemarle and Greene County this quarter. Nelson County was the only market where sold dollar volume declined. Across the state, sold volume went up 4.7% from the previous year, leading to \$13.3 billion of total volume in the fourth quarter.

Figure 13
Fourth Quarter Sold Dollar Volume (Millions), CAAR
2021-2025



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

Figure 14
Fourth Quarter Sold Dollar Volume, CAAR Jurisdictions
2024 and 2025

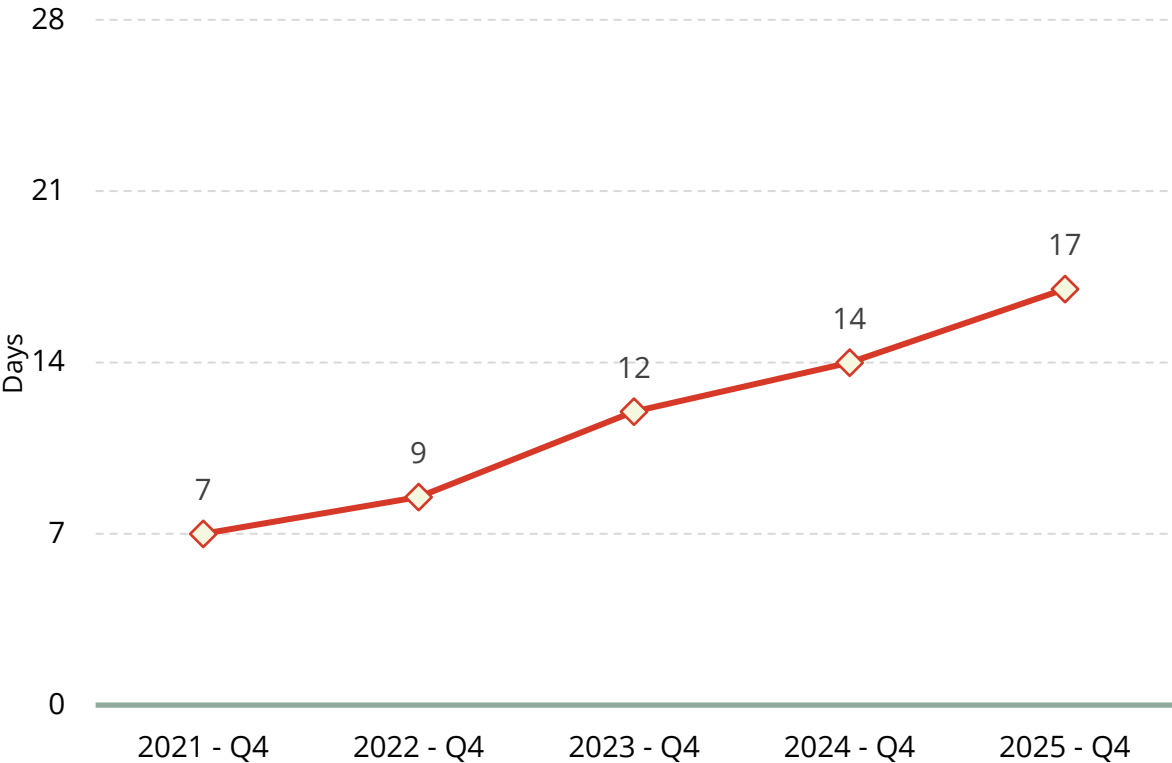


Source: Virginia REALTORS®, data accessed January 15, 2026

Days on Market

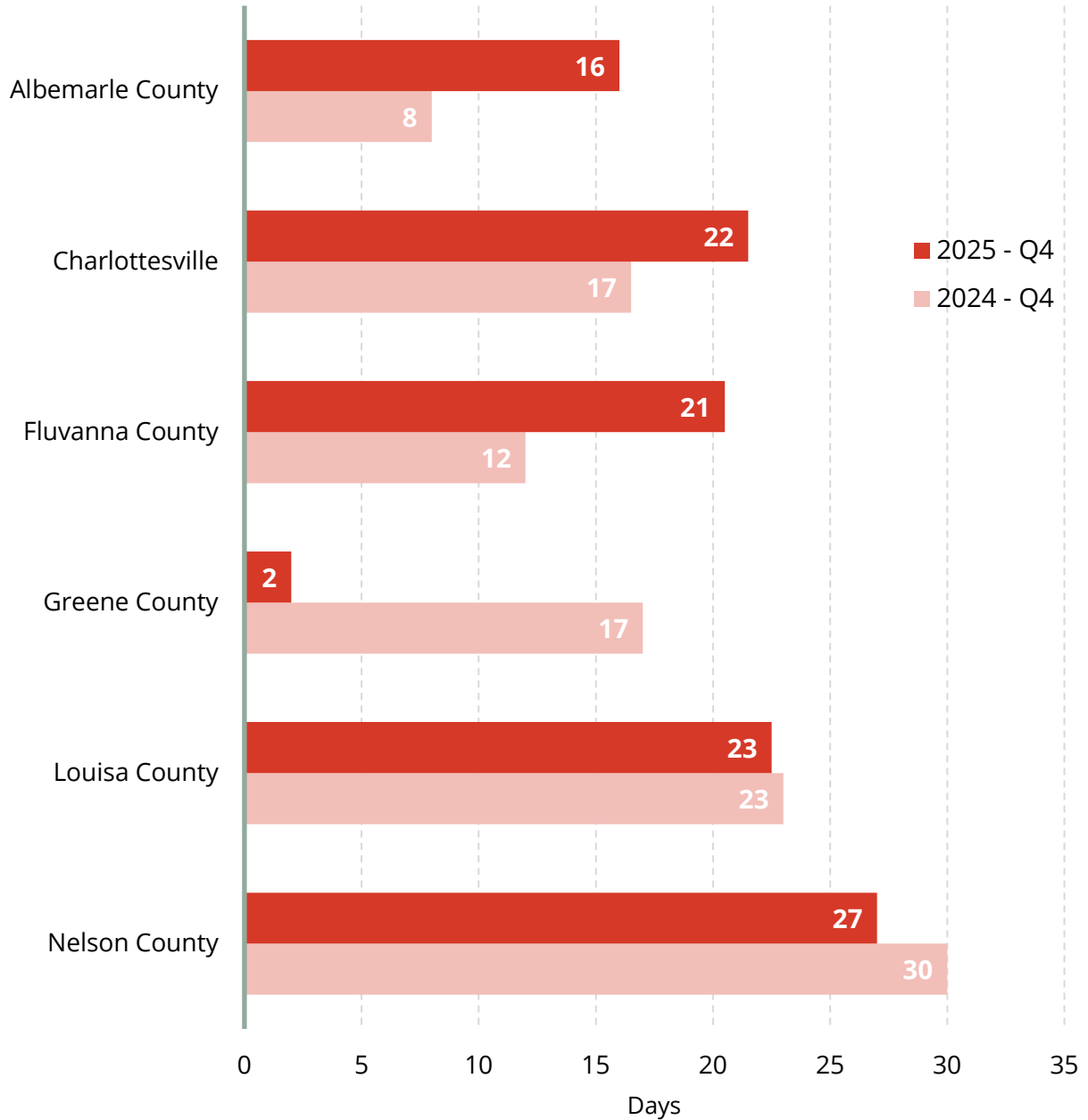
Regionwide, the median days on market edged up in the fourth quarter of 2025. Homes were on the market longer in the CAAR region with the median days on market at 17 days this quarter, three days slower than last year. At 21 days, the median days on market statewide was fivedays longer than the same time a year ago.

Figure 15
Fourth Quarter Median Days on Market, CAAR
2021-2025



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

Figure 16
Fourth Quarter Median Days on Market, CAAR Jurisdictions
2024 and 2025



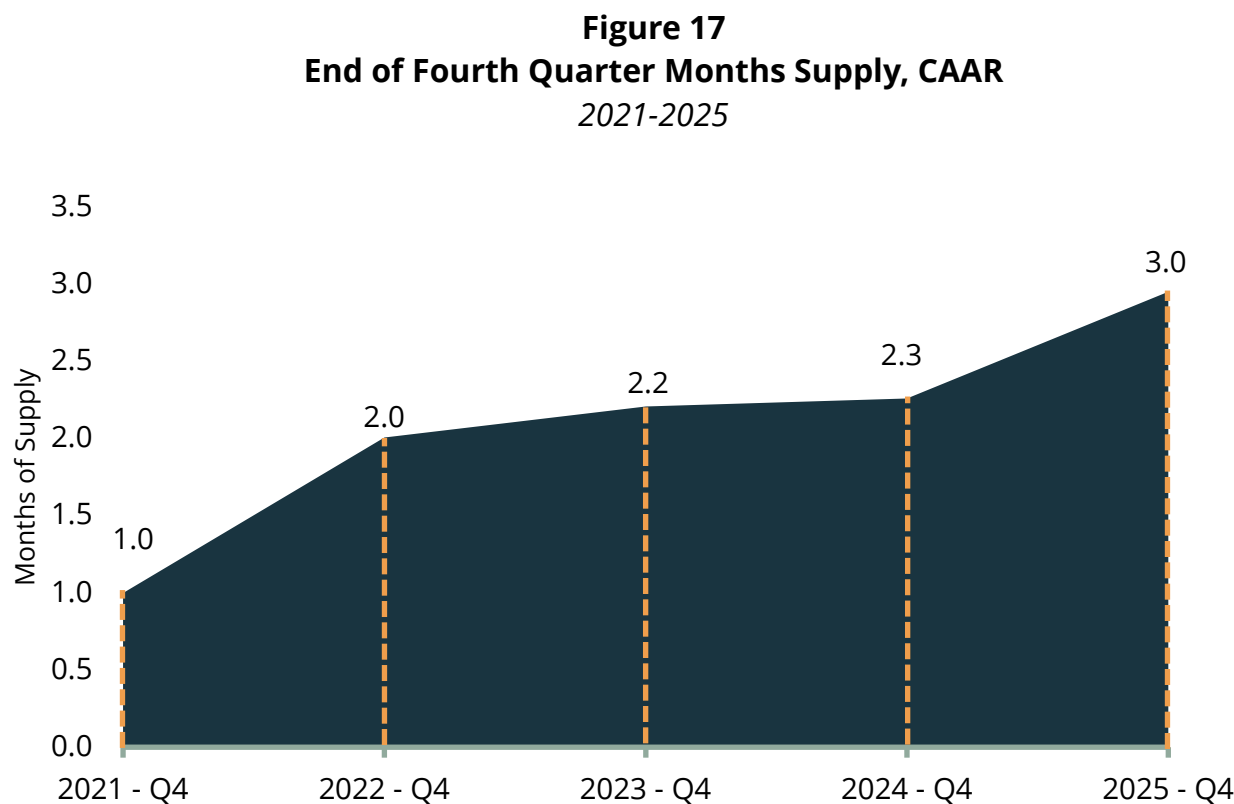
Source: Virginia REALTORS®, data accessed January 15, 2026

Inventory

Listing activity surged in the CAAR area for the seventh straight quarter. The fourth quarter ended with 925 active listings on the market, rising 34% from the previous year, an additional 236 listings. Most of the listing growth this quarter was in Louisa and Albemarle County.

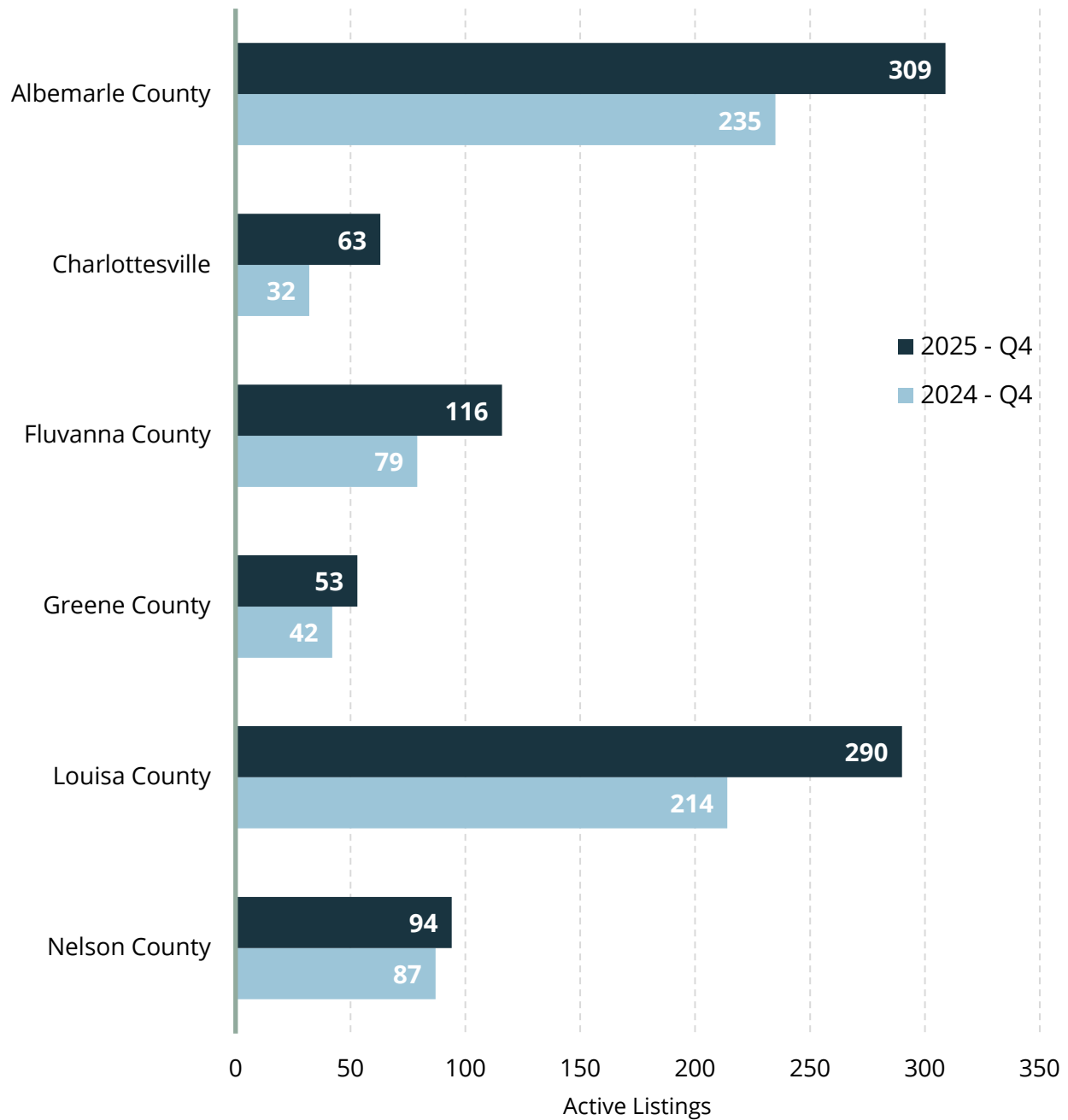
There were 19,631 listings in Virginia at the end of the fourth quarter, increasing by 14.3%, which is 2,450 more listings than the year prior.

Supply in the region went from 2.3 months to 3.0 months in the final quarter of 2025. The months of supply metric is calculated by taking the average monthly sales over the preceding 12-month period and dividing it by the inventory of active listings. Throughout the state there was 2.2 months of supply, up from 2.0 months the year before.



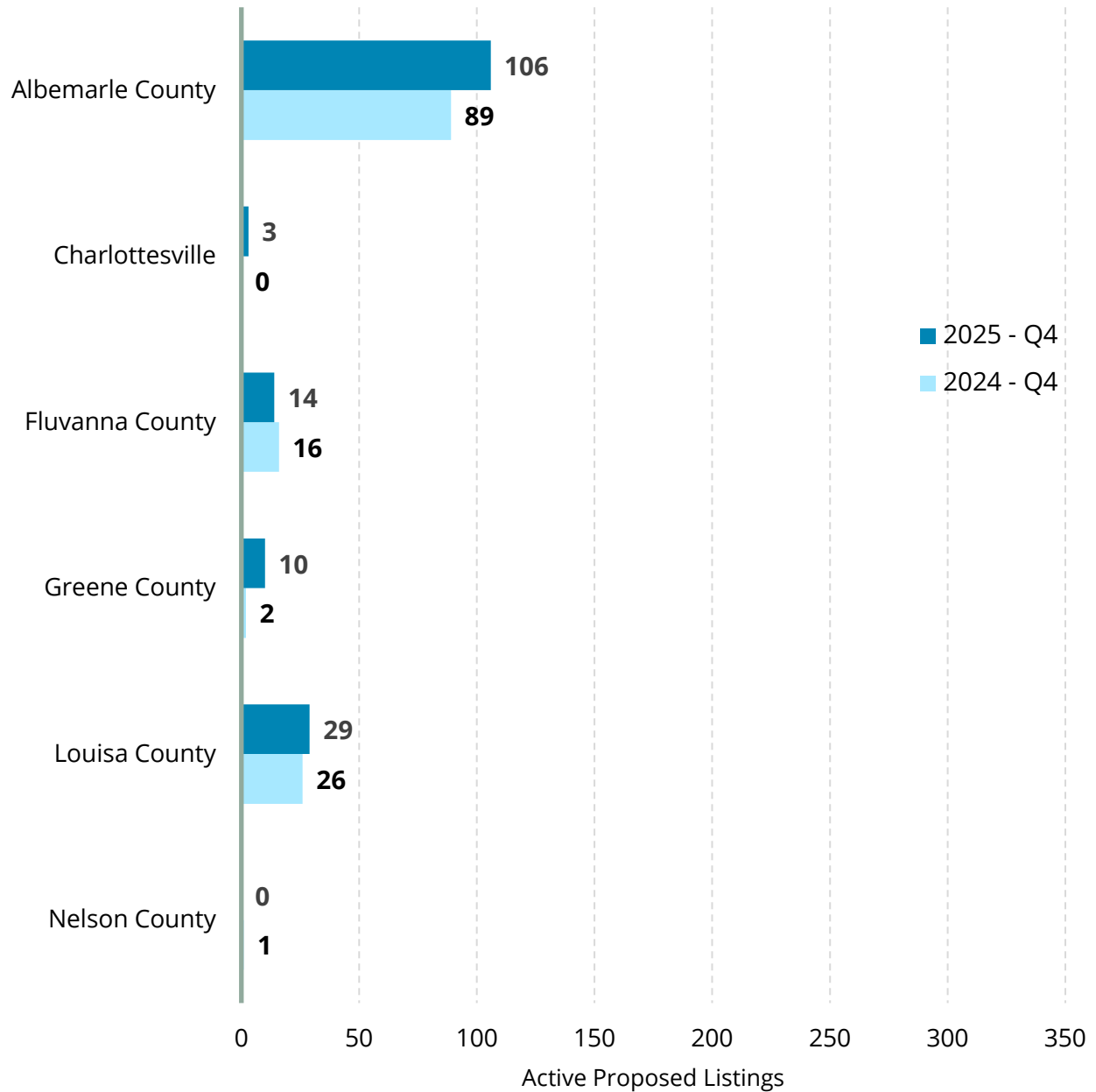
Source: Virginia REALTORS®, data accessed January 15, 2026

Figure 18
End of Fourth Quarter Active Listings (includes proposed listings)
CAAR Jurisdictions
2024 and 2025



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

Figure 19
End of Fourth Quarter Active Proposed Listings
CAAR Jurisdictions
2024 and 2025



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



Local Snapshot – *Albemarle County*

Sales: Albemarle County saw an uptick in sales after trending down the last three quarters. The total number of sales came to 388 in the fourth quarter, up 2% or 7 more sales than a year ago.

Median Sales Price: The fourth quarter median sales price was \$558,750 in Albemarle County, 4% higher than last year, a \$23,750 price bump.

Sold Dollar Volume: Sold volume grew 8% in Albemarle County with a total of \$293.3 million in the fourth quarter, \$21.4 million more than the year before.

Active Listings: At the end of the fourth quarter, there were 309 active listings in Albemarle County, 74 more listings than a year earlier, increasing by 31%.

Days on Market: The median days on market was 16 days in Albemarle County, eight days higher in the fourth quarter of this year compared to the previous year.



Local Snapshot – *Charlottesville*

Sales: Sales activity grew 4% in Charlottesville with 88 total sales in the fourth quarter, three more sales than a year earlier.

Median Sales Price: Home prices jumped this quarter after falling in the last three quarters. The median sales price was \$546,140 in Charlottesville, 10% higher than last year, a \$51,140 price gain.

Sold Dollar Volume: There was roughly \$58.2 million of sold volume in Charlottesville, \$2.1 million more than the year prior, growing by 4%.

Active Listings: In Charlottesville, the total number of active listings came to 63 at the end of the fourth quarter, surging by 97%, which is 31 additional listings.

Days on Market: At 22 days, the median days on market was five days longer in Charlottesville than the previous year.



Local Snapshot – *Fluvanna County*

Sales: Home sales rose 20% in Fluvanna County with 108 sales in the fourth quarter, 18 more than last year.

Median Sales Price: The median sales price was \$341,061 in Fluvanna County, \$33,940 less than the year before, decreasing by 9% in the fourth quarter.

Sold Dollar Volume: Higher home prices and a rise in sales led to more sold dollar volume in Fluvanna County. There was \$43.0 million of sold volume in the fourth quarter, rising 14%, an additional \$5.4 million of volume.

Active Listings: Listings have been up for the last six quarters in Fluvanna County. The fourth quarter ended with 116 listings on the market, 37 more than a year ago, a 47% jump in activity.

Days on Market: Fluvanna County's median days on market was 21 days in the fourth quarter, nine days longer than the previous year.



Local Snapshot – *Greene County*

Sales: In Greene County, there were 111 home sales in the fourth quarter, 51 more sales than last year, an 85% growth in activity.

Median Sales Price: At \$436,000, the median sales price in Greene County was \$31,005 higher than the year before, increasing by 8%.

Sold Dollar Volume: There was an 87% surge in sold dollar volume in Greene County bringing the total amount to \$50.1 million in the fourth quarter, \$23.2 million more than the previous year.

Active Listings: The total number of listings came to 53 in Greene County at the end of the fourth quarter, 26% higher than last year, which is 11 additional listings.

Days on Market: The days on market has been dipping for the last four quarters in Greene County. At two days, the median days on market was 15 days less than the same time a year ago.



Local Snapshot – *Louisa County*

Sales: Louisa County had 192 sales in the final quarter of the year, 18 more sales than the previous year, gaining 10%.

Median Sales Price: Prices dipped 5% in the fourth quarter, bringing the median price to \$430,000 in Louisa County, \$22,000 less than last year.

Sold Dollar Volume: At \$107.1 million, sold volume in Louisa County was \$12 million higher than a year ago, representing a 13% rise in volume.

Active Listings: There were 76 additional listings on the market in Louisa County as the fourth quarter ended with 290 total listings, increasing by 36%.

Days on Market: Homes sold in Louisa County sold one day faster with the median days on market at 23 days in the fourth quarter.



Local Snapshot – *Nelson County*

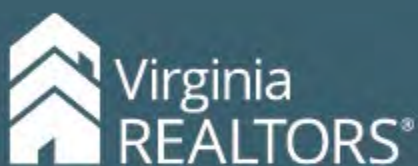
Sales: The year ended with 83 sales in Nelson County, six fewer sales than the year before, decreasing by 7% in the fourth quarter.

Median Sales Price: There was a \$31,000 price drop in Nelson County with the median price of homes at \$429,000 in the fourth quarter, 7% less than a year earlier.

Sold Dollar Volume: Sold dollar volume totaled \$39.2 million in Nelson County, down 15% or \$6.8 million from the previous year.

Active Listings: Nelson County had 94 listings at the end of the fourth quarter, up 8% from the previous year, an additional seven listings.

Days on Market: For homes sold in Nelson County, the median days on market was 27 days in the fourth quarter, three days less than last year.



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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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.