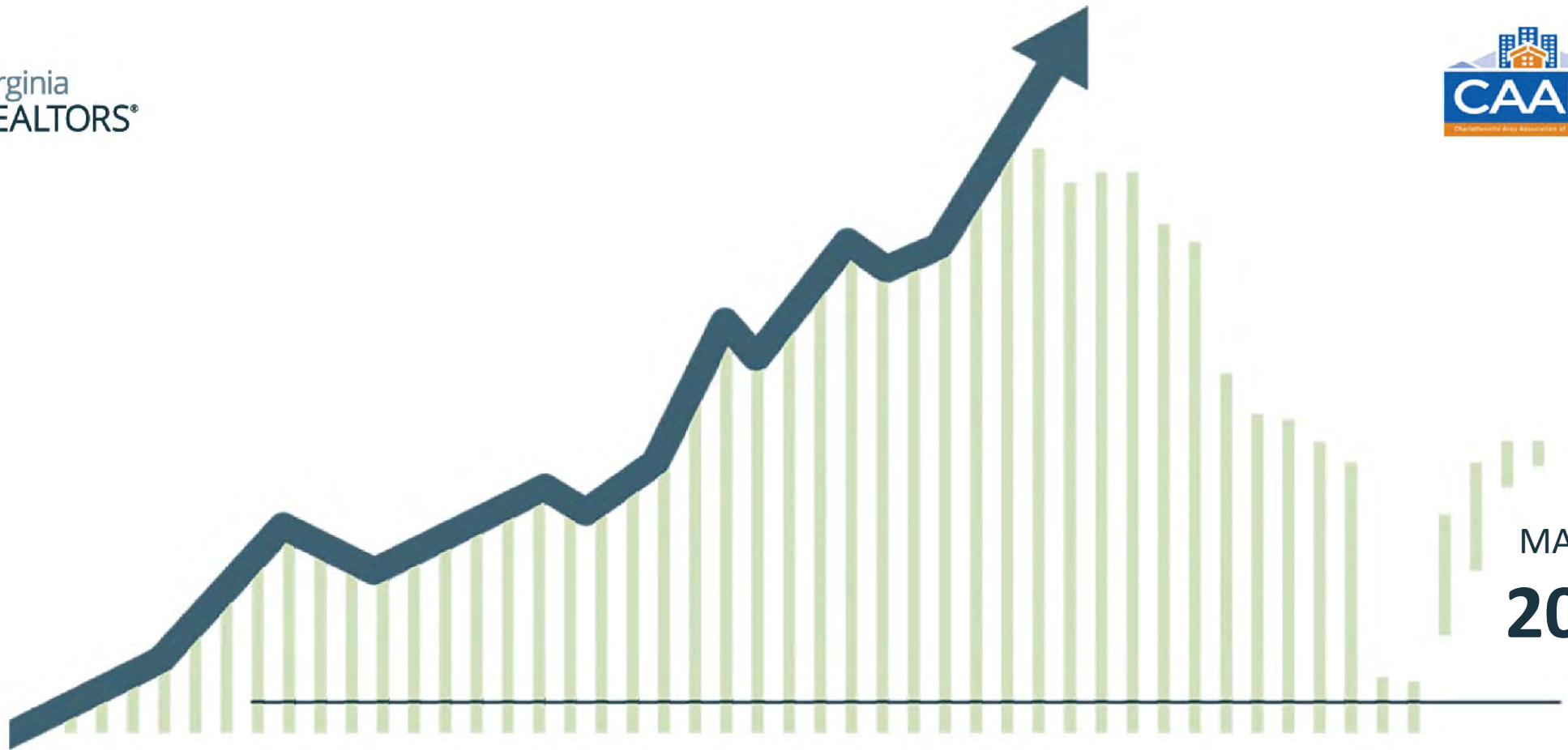




MARCH
2026

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report

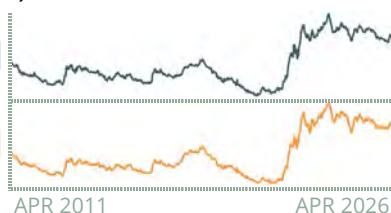


Key Market Trends: March 2026

- There was a small dip in sales in the CAAR market this month.** In March, there were 282 sales in the area, 2.8% less than the previous year, which is eight fewer sales. Activity increased in Louisa County with 16 more sales than last year (+29.6%) and Charlottesville with nine additional home sales (+33.3%). Sales fell by double digits in Fluvanna County down 13 sales from a year ago (-31.0%) and Nelson County with 12 fewer transactions (-40.0%). Albemarle County had 7 fewer sales than a year ago (-6.4%).
- Pending sales jumped across the CAAR footprint this month.** There was an 11.3% rise in activity with 454 total pending sales in March, 46 more than the year before. Albemarle County had 21 more pending sales compared to last year (+12.1%) while Charlottesville had 19 additional pending sales (+35.8%). The only market where pending sales declined was Fluvanna County with six fewer than the year prior (-10.3%).
- Regionwide median sales price climbed again, driven by strong growth in Albemarle and Louisa.** At \$464,995, the median sales price in the CAAR footprint was \$16,495 higher than last year, increasing by 3.7%. The median home price in Louisa County jumped up the sharpest (+23.9%), and the median price in Albemarle also rose at a strong rate (+8.8%). The median sales price dipped in Fluvanna County (-3.5%) and the Charlottesville market (-5.6%) compared to last March.
- Supply continued to expand as more active listings hit the market.** March ended with 1,071 active listings in the CAAR footprint, rising 22.4%, which is 196 additional listings. Listing activity surged in each of the region's local markets. Albemarle County had 69 more listings than the year prior (+21.1%) and Fluvanna County had 44 additional listings (+60.3%).

INTEREST RATE
TRACKER

30-YR Fixed
15-YR Fixed



April 16, 2026

6.30 %

5.65 %



CAAR Market Dashboard

YoY Chg	Mar-26	Indicator
▼ -2.8%	282	Sales
▲ 11.3%	454	Pending Sales
▲ 11.4%	705	New Listings
▲ 4.8%	\$471,750	Median List Price
▲ 3.7%	\$464,995	Median Sales Price
▲ 1.0%	\$262	Median Price Per Square Foot
▲ 1.6%	\$163.0	Sold Dollar Volume (in millions)
▼ -0.2%	99.8%	Median Sold/Ask Price Ratio
▲ 37.9%	20	Median Days on Market
▲ 22.4%	1,071	Active Listings
▲ 19.1%	3.4	Months of Supply
▲ 12.3%	82	New Construction Sales

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Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

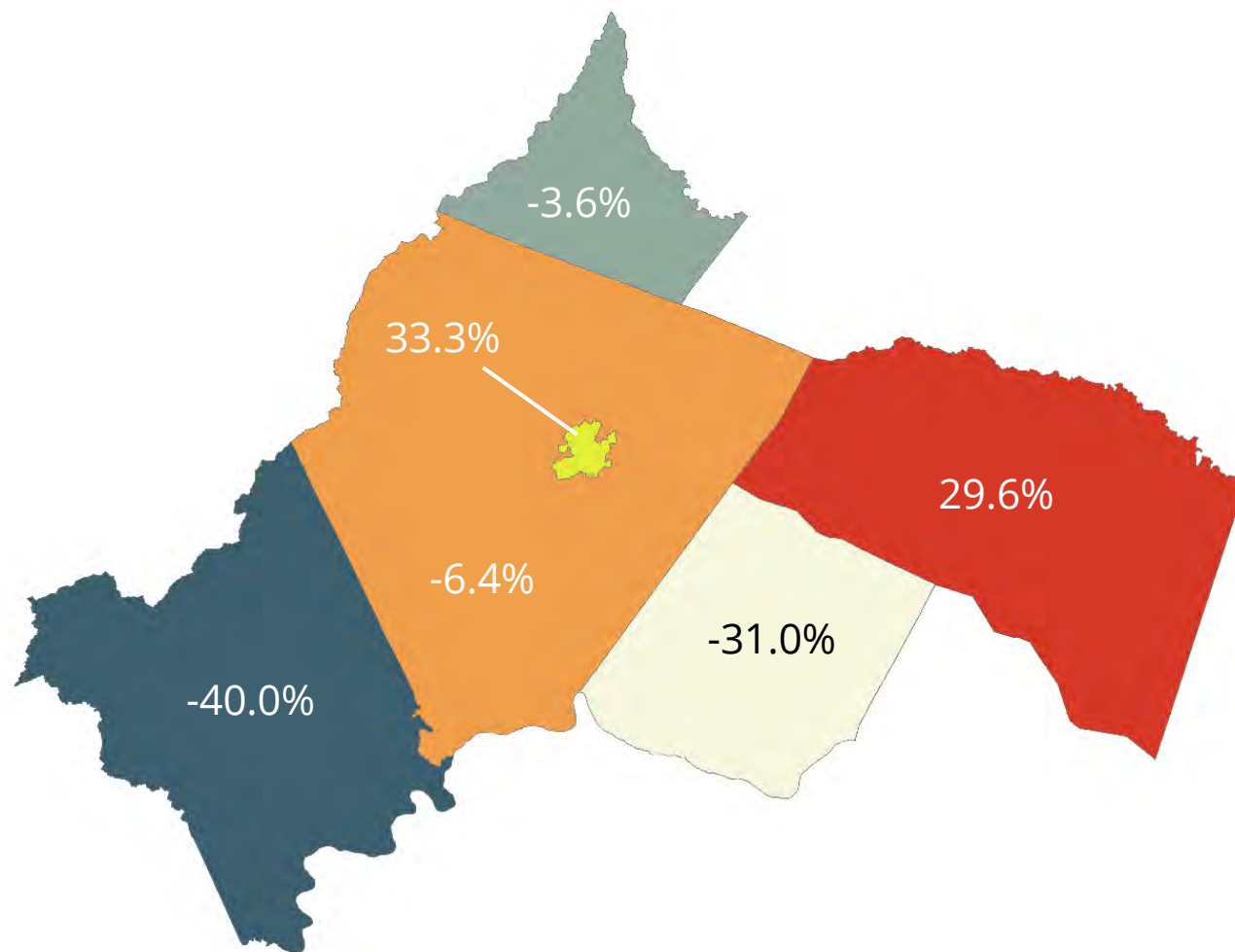
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

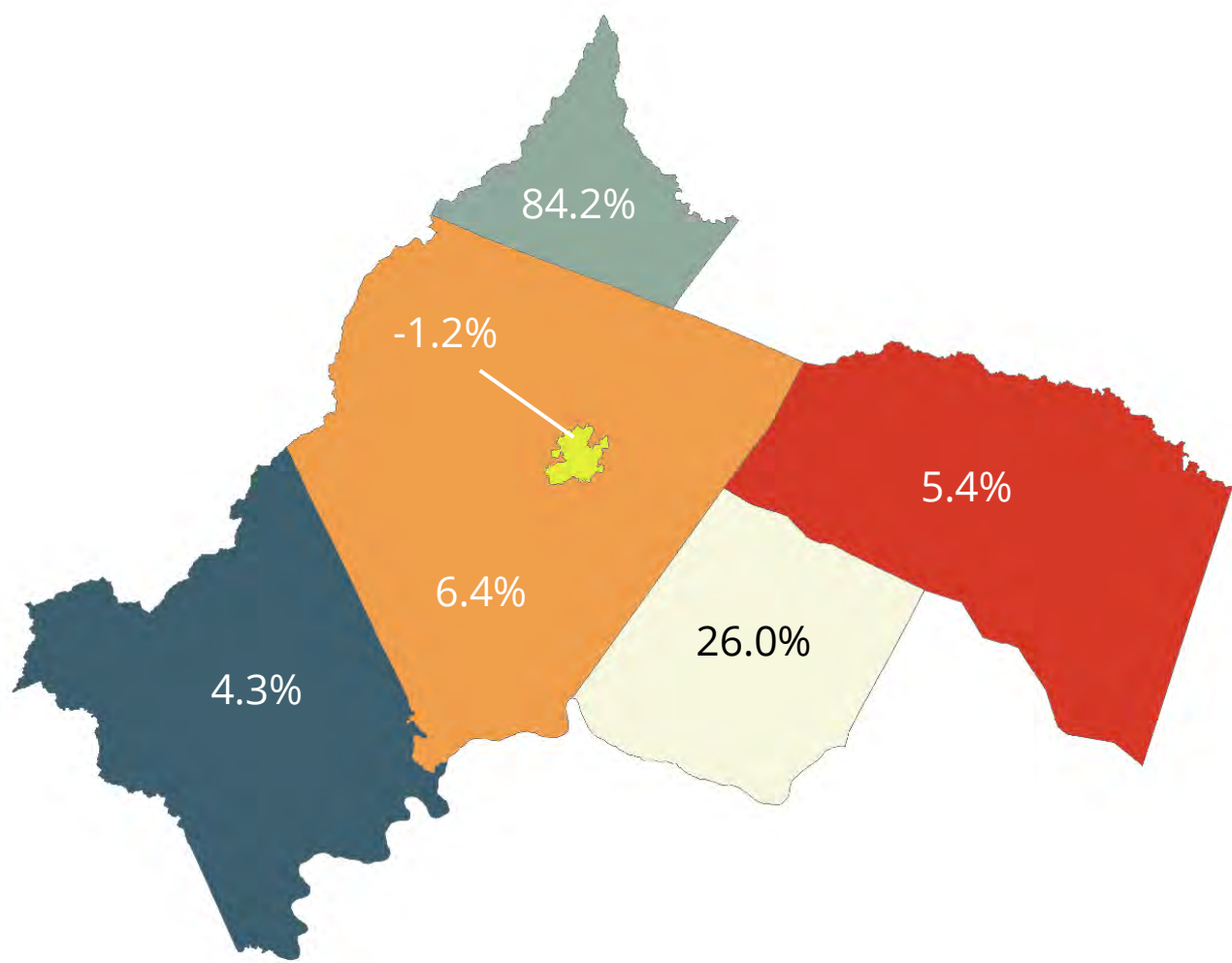


Market Activity - CAAR Footprint



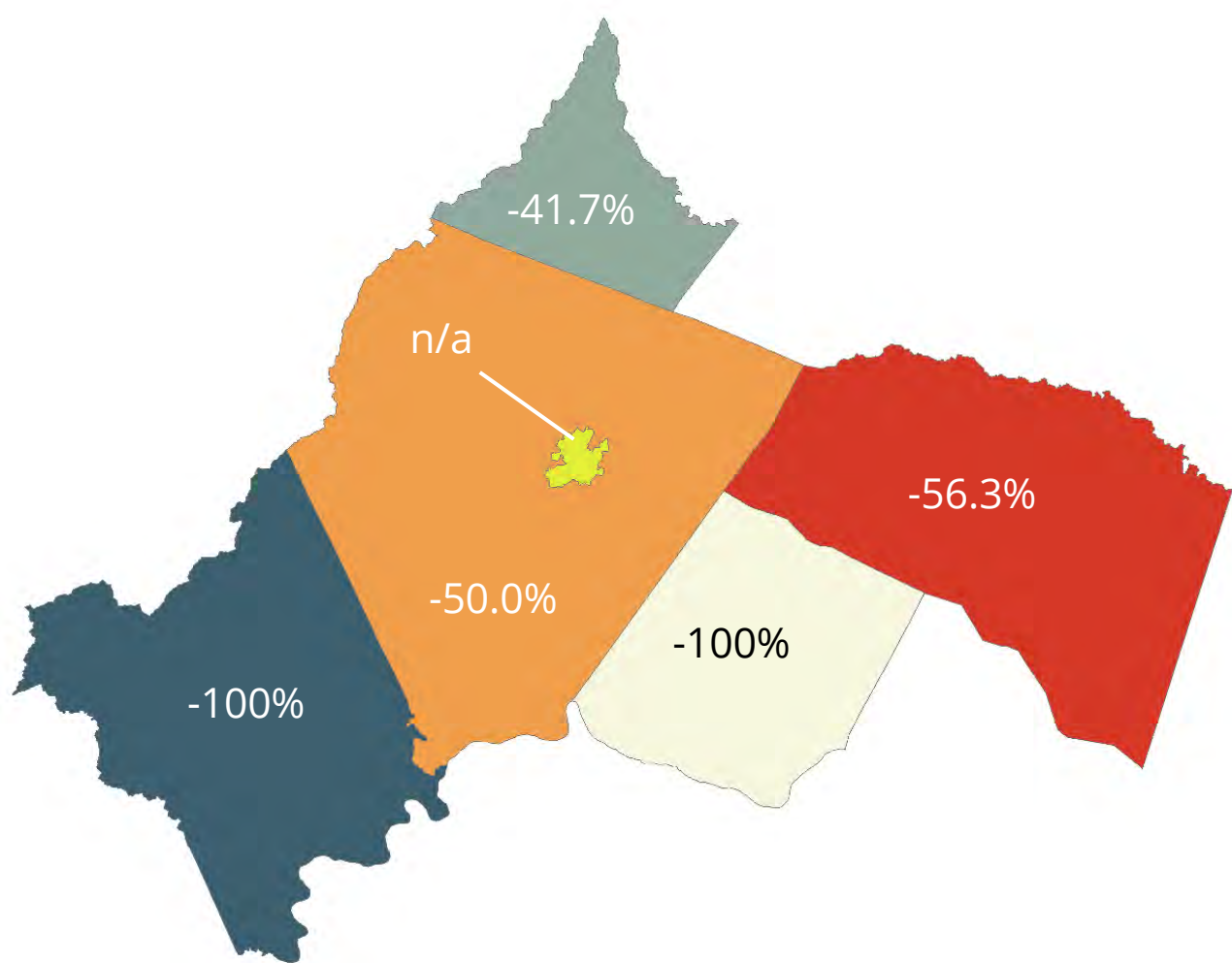
Jurisdiction	Total Sales		
	Mar-25	Mar-26	% Chg
Albemarle County	109	102	-6.4%
Charlottesville	27	36	33.3%
Fluvanna County	42	29	-31.0%
Greene County	28	27	-3.6%
Louisa County	54	70	29.6%
Nelson County	30	18	-40.0%
CAAR	290	282	-2.8%

Active Listings: Total Inventory (includes proposed listings)



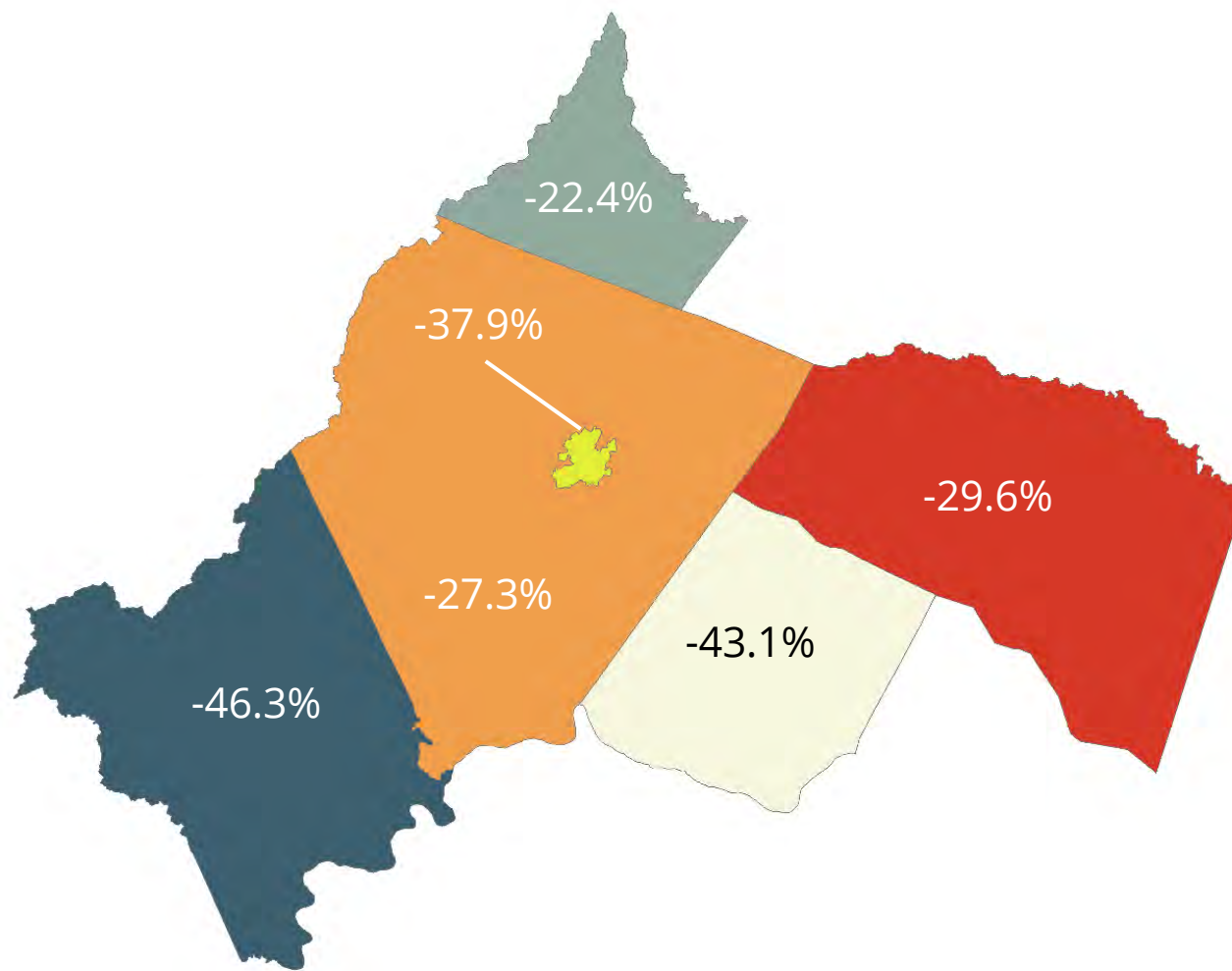
Jurisdiction	Active Listings		
	Mar-25	Mar-26	% Chg
Albemarle County	327	348	6.4%
Charlottesville	86	85	-1.2%
Fluvanna County	73	92	26.0%
Greene County	38	70	84.2%
Louisa County	257	271	5.4%
Nelson County	94	98	4.3%
CAAR	875	964	10.2%

Active Listings: Proposed Listings



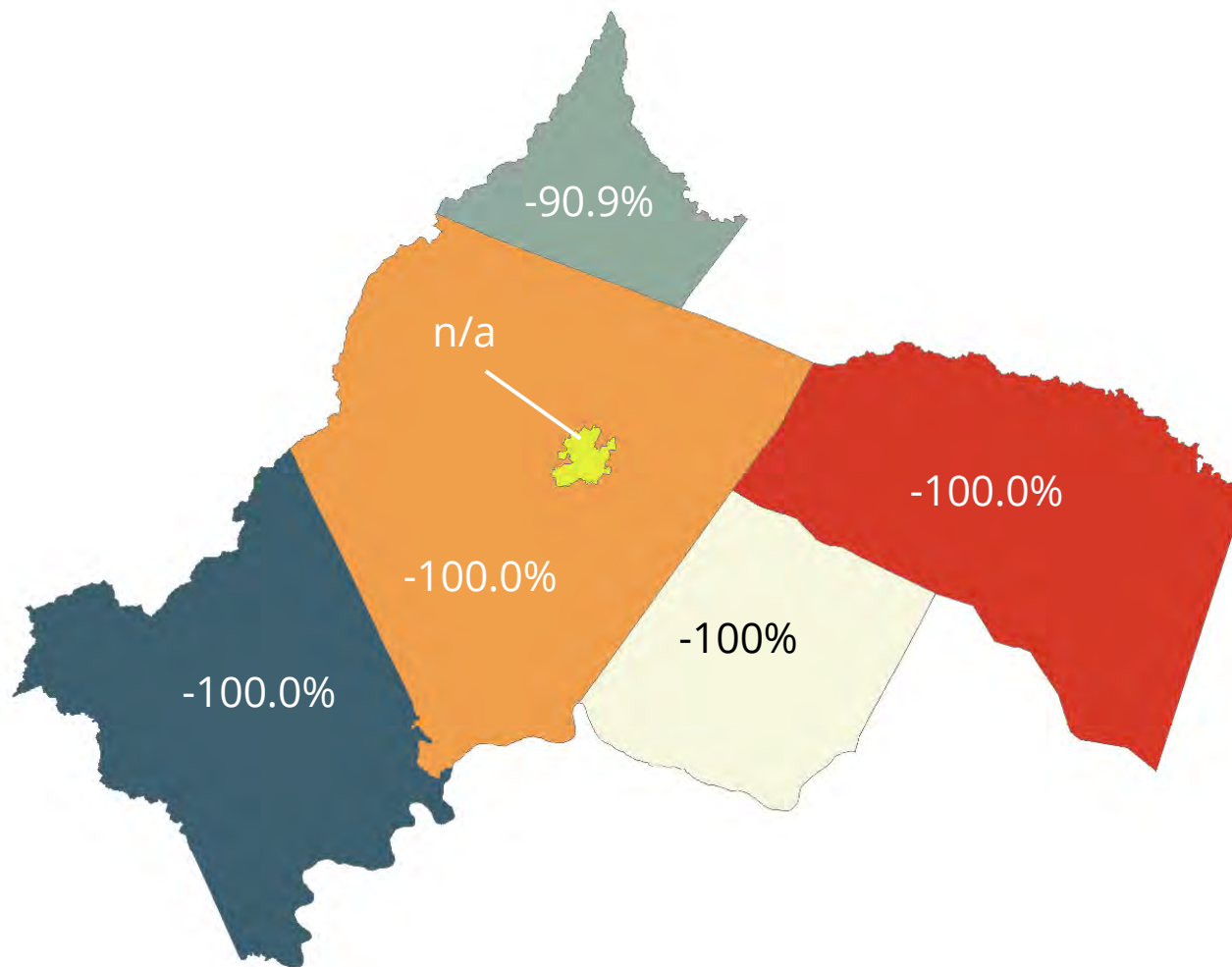
Jurisdiction	Active Listings		% Chg
	Mar-25	Mar-26	
Albemarle County	96	48	-50.0%
Charlottesville	0	0	n/a
Fluvanna County	9	0	-100.0%
Greene County	36	21	-41.7%
Louisa County	32	14	-56.3%
Nelson County	1	0	-100%
CAAR	174	83	-52.3%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		
	Total Inventory		
	Mar-25	Mar-26	% Chg
Albemarle County	275	200	-27.3%
Charlottesville	95	59	-37.9%
Fluvanna County	58	33	-43.1%
Greene County	49	38	-22.4%
Louisa County	115	81	-29.6%
Nelson County	41	22	-46.3%
CAAR	633	433	-31.6%

New Listings: Proposed Listings



New Listings
Proposed Listings

<i>Jurisdiction</i>	Mar-25	Mar-26	% Chg
Albemarle County	26	0	-100.0%
Charlottesville	0	0	n/a
Fluvanna County	1	0	-100.0%
Greene County	22	2	-90.9%
Louisa County	11	0	-100.0%
Nelson County	2	0	-100.0%
CAAR	62	2	-96.8%

Total Market Overview



Key Metrics	2-year Trends			Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24		Mar-26						
Sales				290	282	-2.8%	695	683	-1.7%
Pending Sales				408	454	11.3%	962	987	2.6%
New Listings				633	705	11.4%	1,430	1,512	5.7%
Median List Price				\$450,000	\$471,750	4.8%	\$454,690	\$453,073	-0.4%
Median Sales Price				\$448,500	\$464,995	3.7%	\$452,240	\$450,000	-0.5%
Median Price Per Square Foot				\$259	\$262	1.0%	\$259	\$260	0.4%
Sold Dollar Volume (in millions)				\$160.5	\$163.0	1.6%	\$386.6	\$390.7	1.1%
Median Sold/Ask Price Ratio				100.0%	99.8%	-0.2%	100.0%	99.6%	-0.4%
Median Days on Market				15	20	37.9%	14	25	75.0%
Active Listings				875	1,071	22.4%	n/a	n/a	n/a
Months of Supply				2.9	3.4	19.1%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends			Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24		Mar-26						
Sales				267	264	-1.1%	634	637	0.5%
Pending Sales				376	420	11.7%	891	910	2.1%
New Listings				585	654	11.8%	1,304	1,395	7.0%
Median List Price				\$458,694	\$482,500	5.2%	\$470,385	\$464,895	-1.2%
Median Sales Price				\$468,000	\$482,500	3.1%	\$468,000	\$460,301	-1.6%
Median Price Per Square Foot				\$257	\$261	1.4%	\$257	\$258	0.7%
Sold Dollar Volume (in millions)				\$150.6	\$157.4	4.5%	\$363.1	\$373.9	3.0%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	99.9%	-0.1%
Median Days on Market				14	20	42.9%	12	24	100.0%
Active Listings				799	977	22.3%	n/a	n/a	n/a
Months of Supply				2.8	3.4	19.1%	n/a	n/a	n/a

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

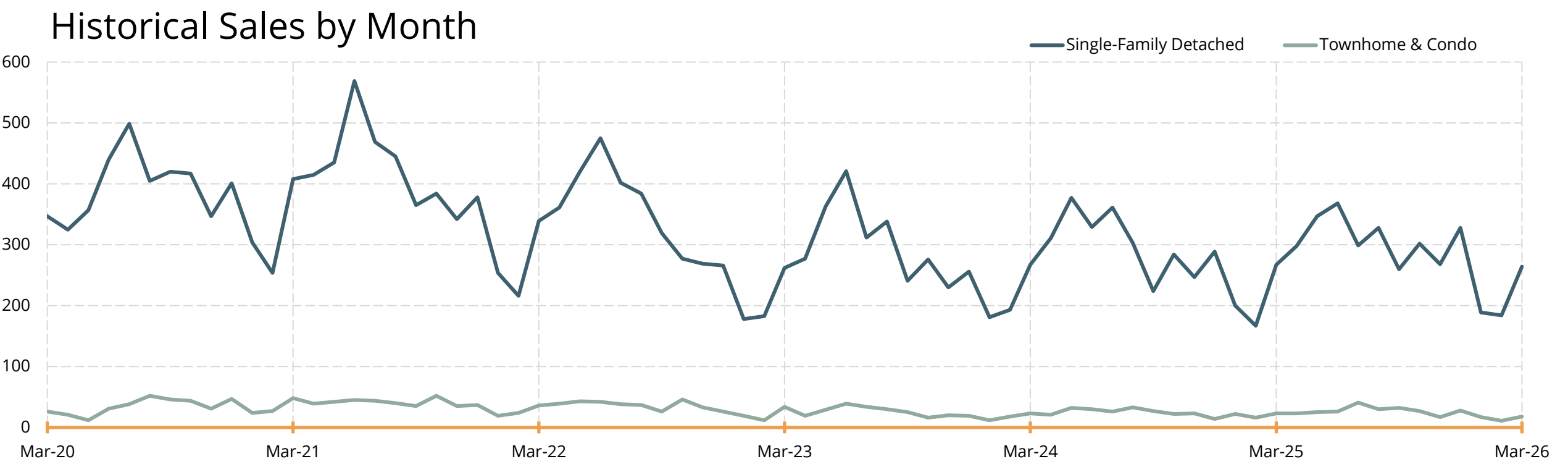
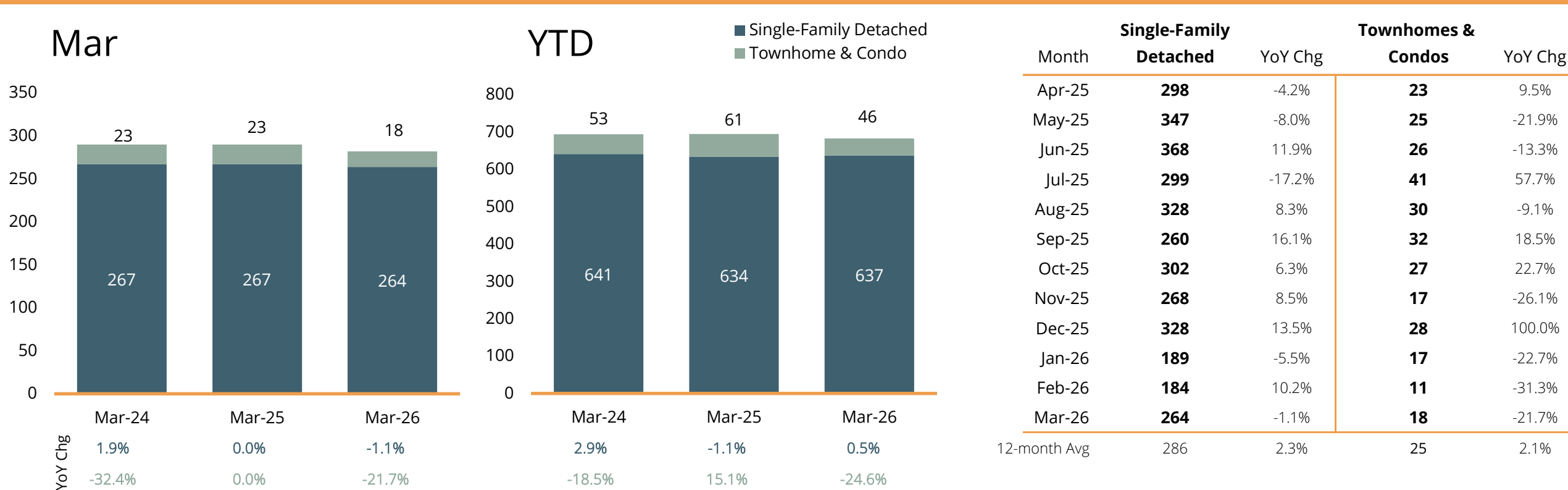
Townhome & Condo Market Overview



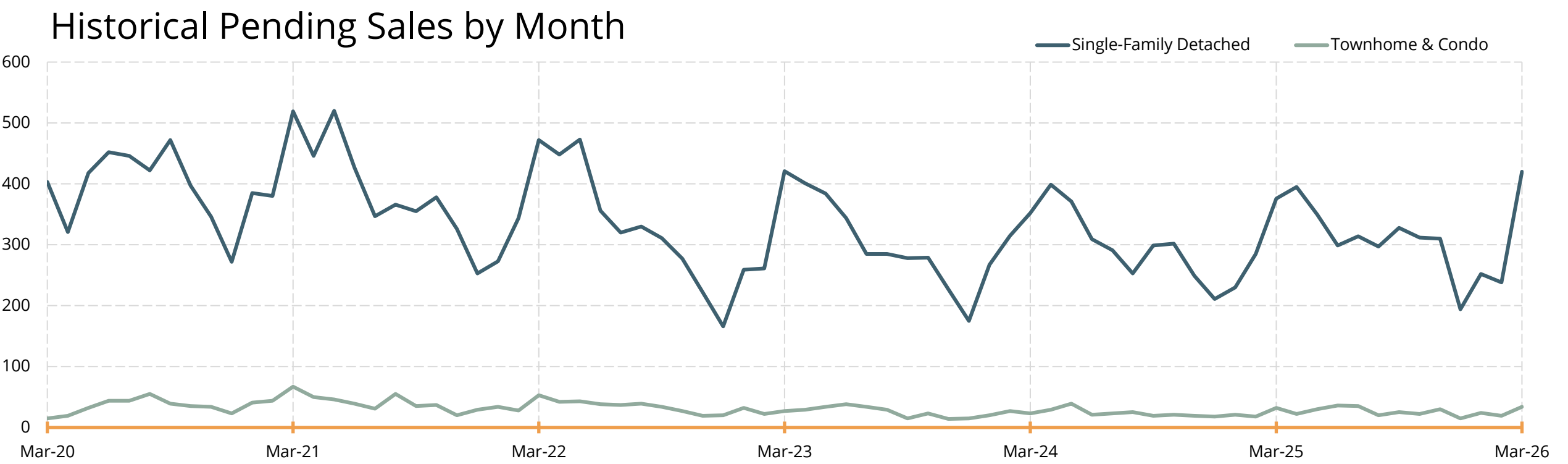
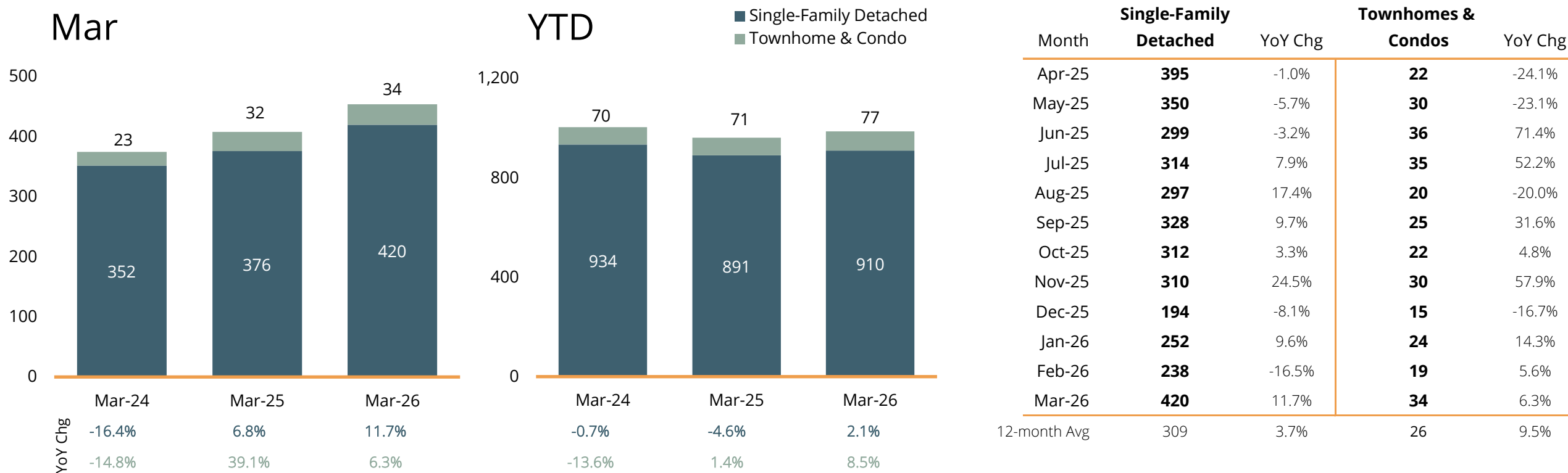
Key Metrics	2-year Trends		Mar-25	Mar-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Mar-24	Mar-26						
Sales			23	18	-21.7%	61	46	-24.6%
Pending Sales			32	34	6.3%	71	77	8.5%
New Listings			48	51	6.3%	126	117	-7.1%
Median List Price			\$349,999	\$304,500	-13.0%	\$306,750	\$299,000	-2.5%
Median Sales Price			\$340,000	\$300,750	-11.5%	\$300,000	\$284,000	-5.3%
Median Price Per Square Foot			\$275	\$277	0.8%	\$297	\$270	-9.4%
Sold Dollar Volume (in millions)			\$9.9	\$5.6	-43.4%	\$23.6	\$16.8	-28.6%
Median Sold/Ask Price Ratio			98.4%	97.6%	-0.9%	97.6%	97.6%	0.0%
Median Days on Market			24	17	-29.2%	23	45	93.5%
Active Listings			76	94	23.7%	n/a	n/a	n/a
Months of Supply			3.1	3.7	18.8%	n/a	n/a	n/a

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

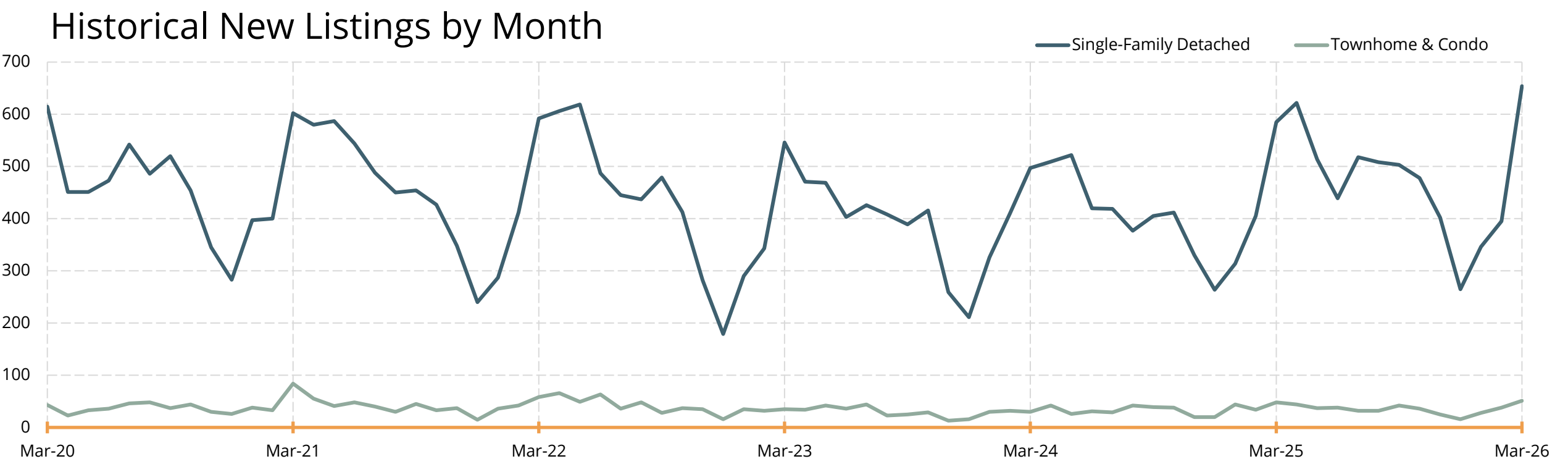
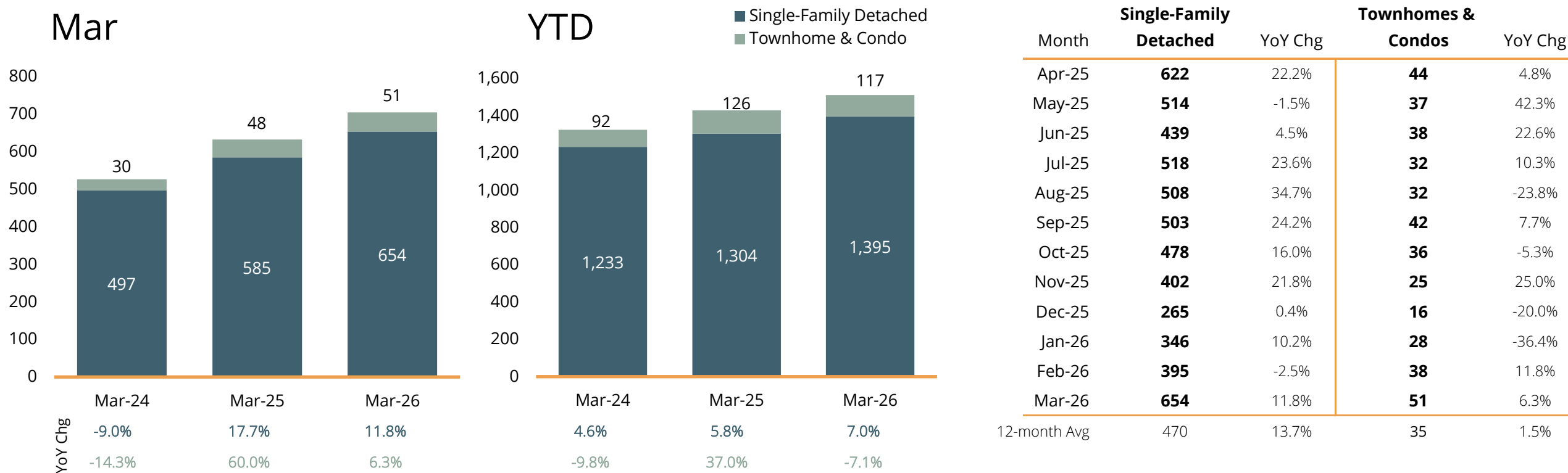
Sales



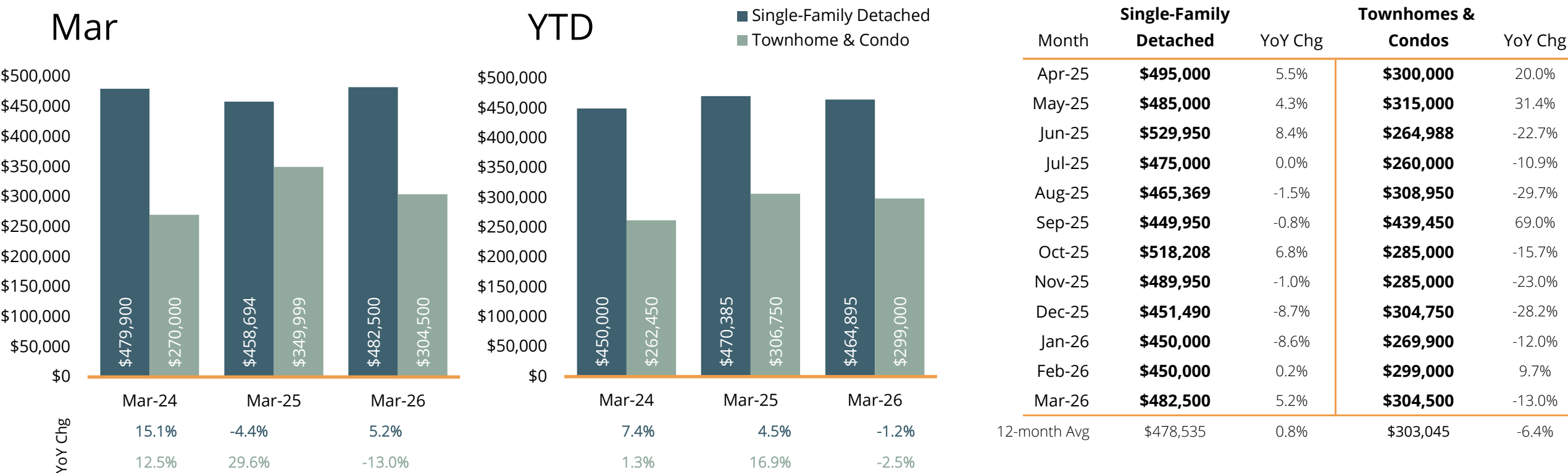
Pending Sales



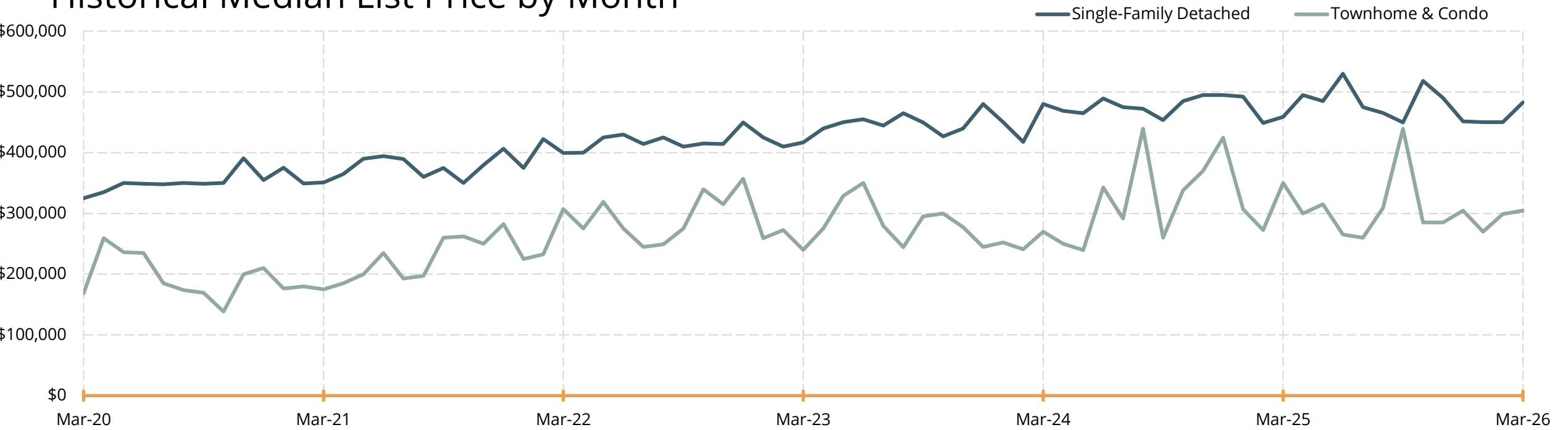
New Listings



Median List Price

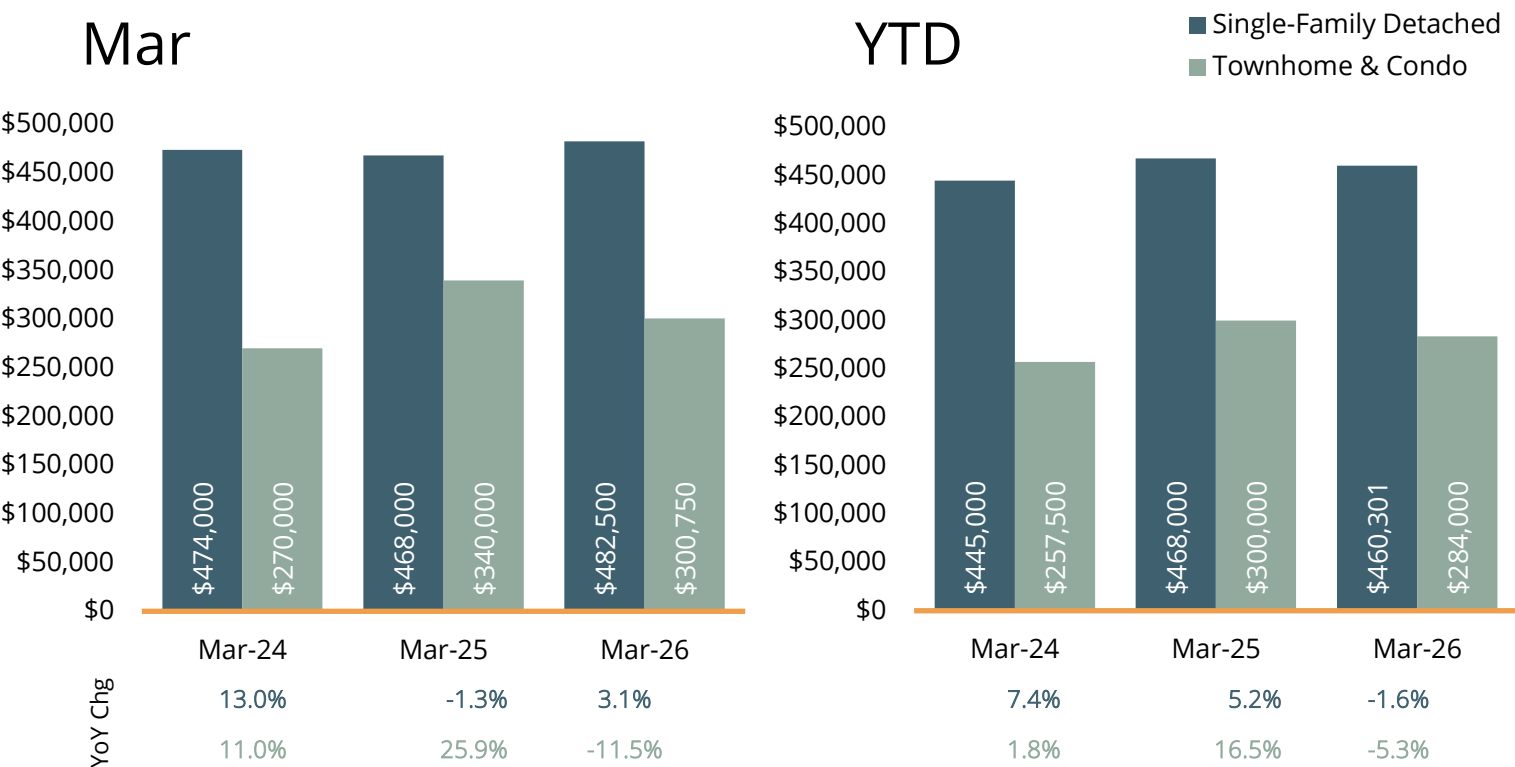


Historical Median List Price by Month



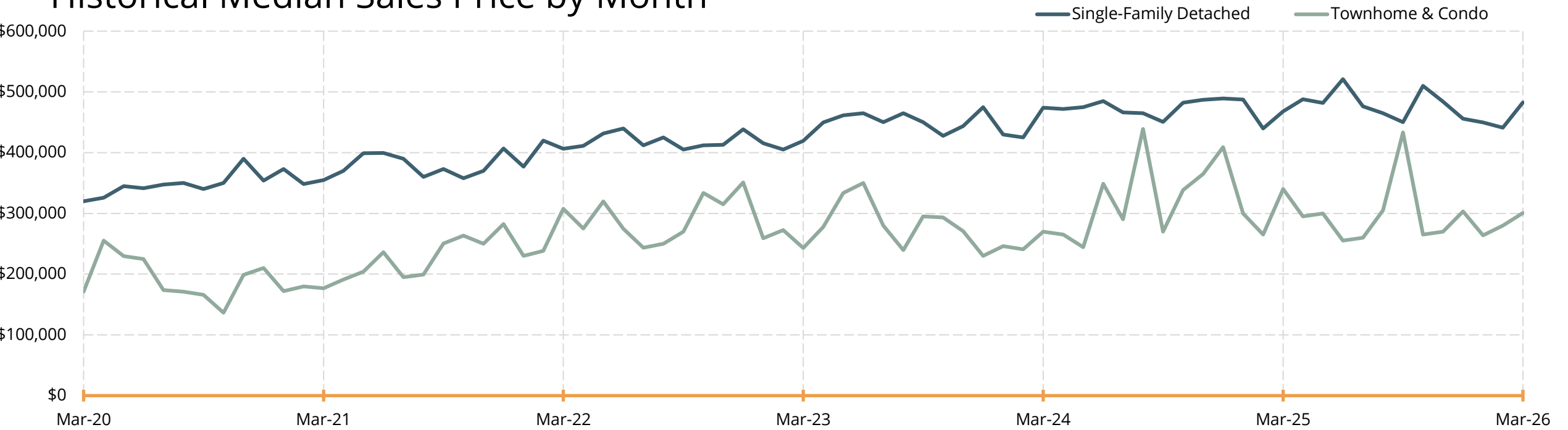
Source: Virginia REALTORS®, data accessed April 15, 2026

Median Sales Price



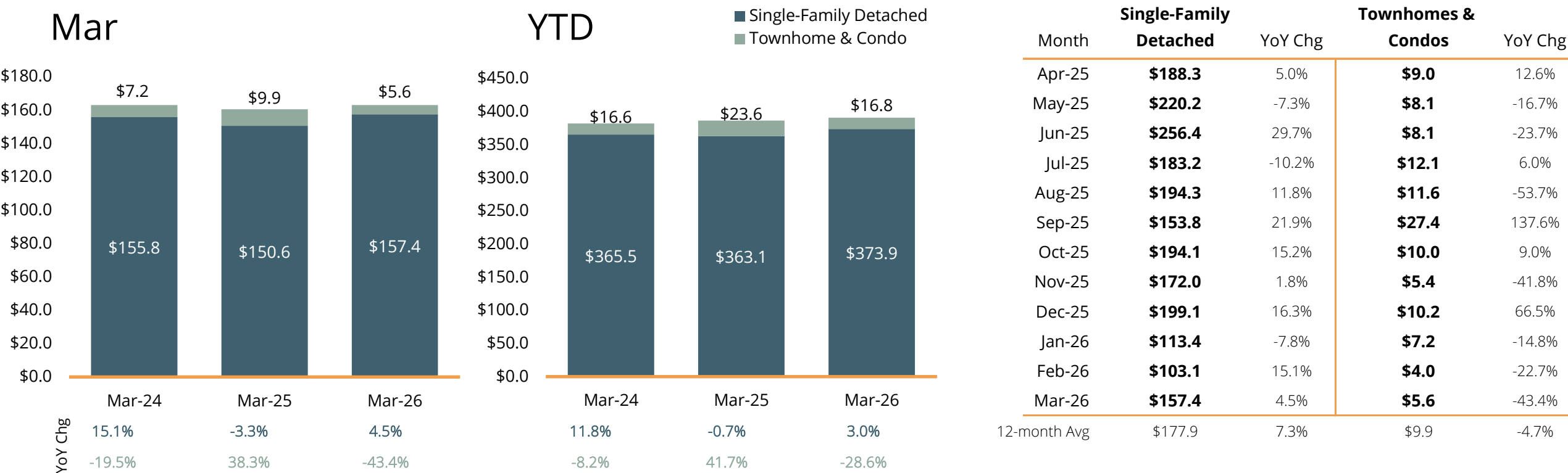
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Apr-25	\$488,000	3.4%	\$295,000	11.3%
May-25	\$481,713	1.4%	\$300,000	22.7%
Jun-25	\$521,000	7.4%	\$255,000	-26.9%
Jul-25	\$476,000	2.1%	\$260,000	-10.4%
Aug-25	\$465,000	0.0%	\$305,000	-30.5%
Sep-25	\$449,995	-0.1%	\$433,500	60.6%
Oct-25	\$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%
Jan-26	\$449,900	-7.7%	\$264,000	-12.0%
Feb-26	\$441,000	0.2%	\$280,000	5.7%
Mar-26	\$482,500	3.1%	\$300,750	-11.5%
12-month Avg	\$475,398	0.7%	\$294,313	-8.9%

Historical Median Sales Price by Month

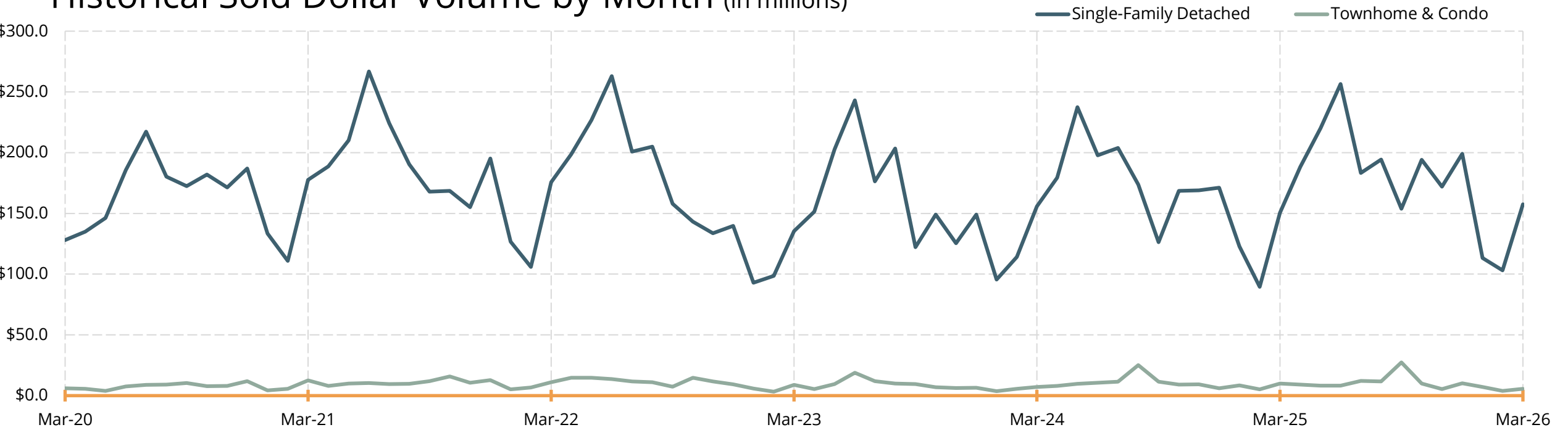


Source: Virginia REALTORS®, data accessed April 15, 2026

Sold Dollar Volume (in millions)

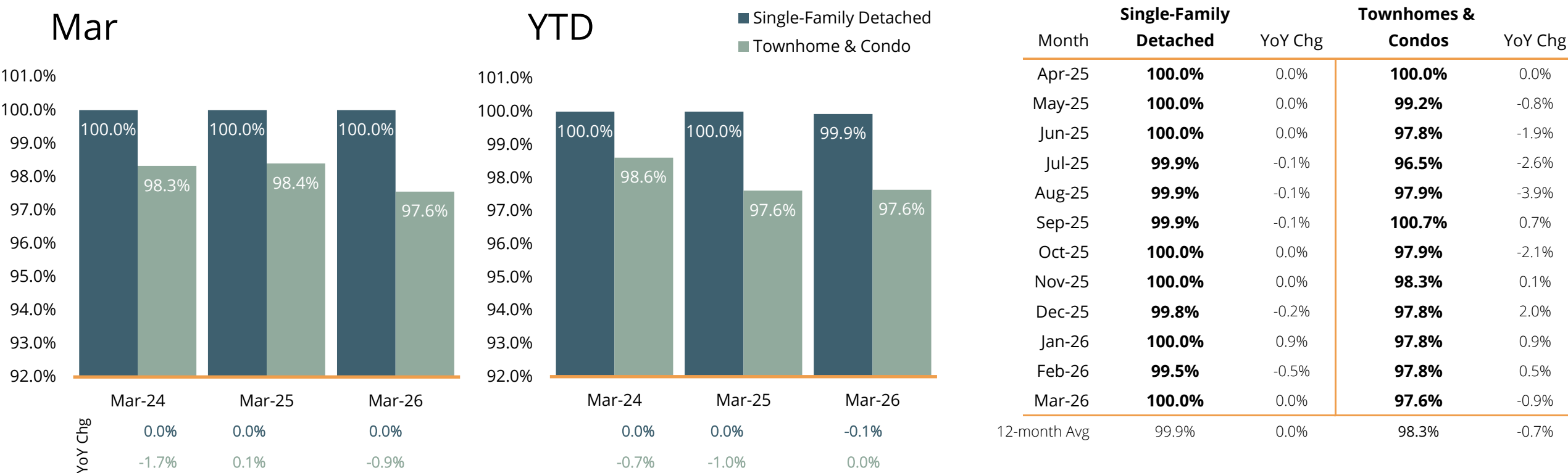


Historical Sold Dollar Volume by Month (in millions)

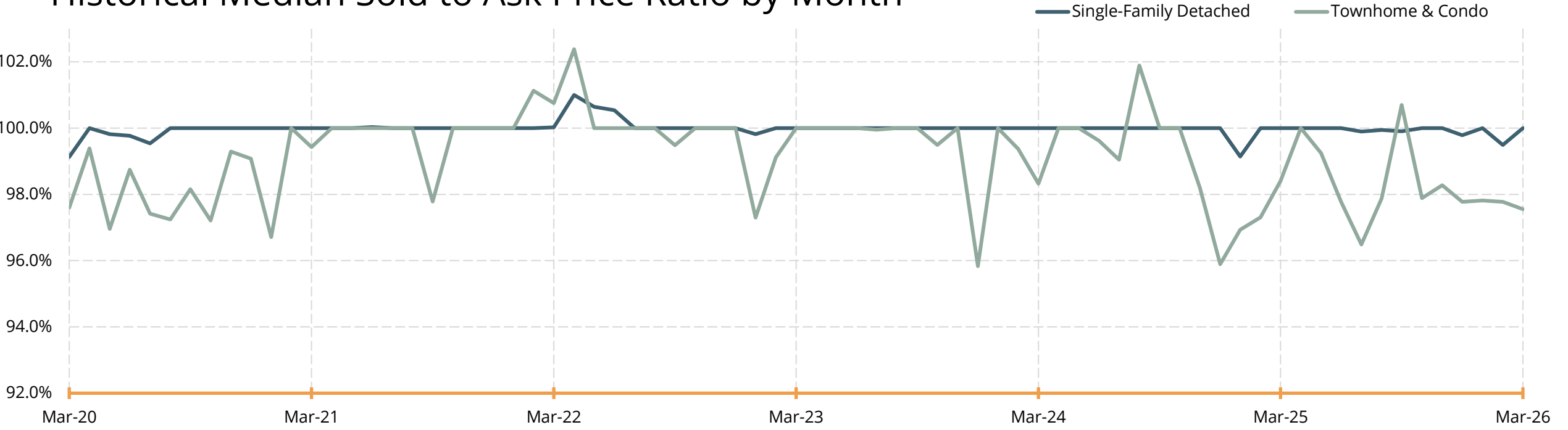


Source: Virginia REALTORS®, data accessed April 15, 2026

Median Sold to Ask Price Ratio

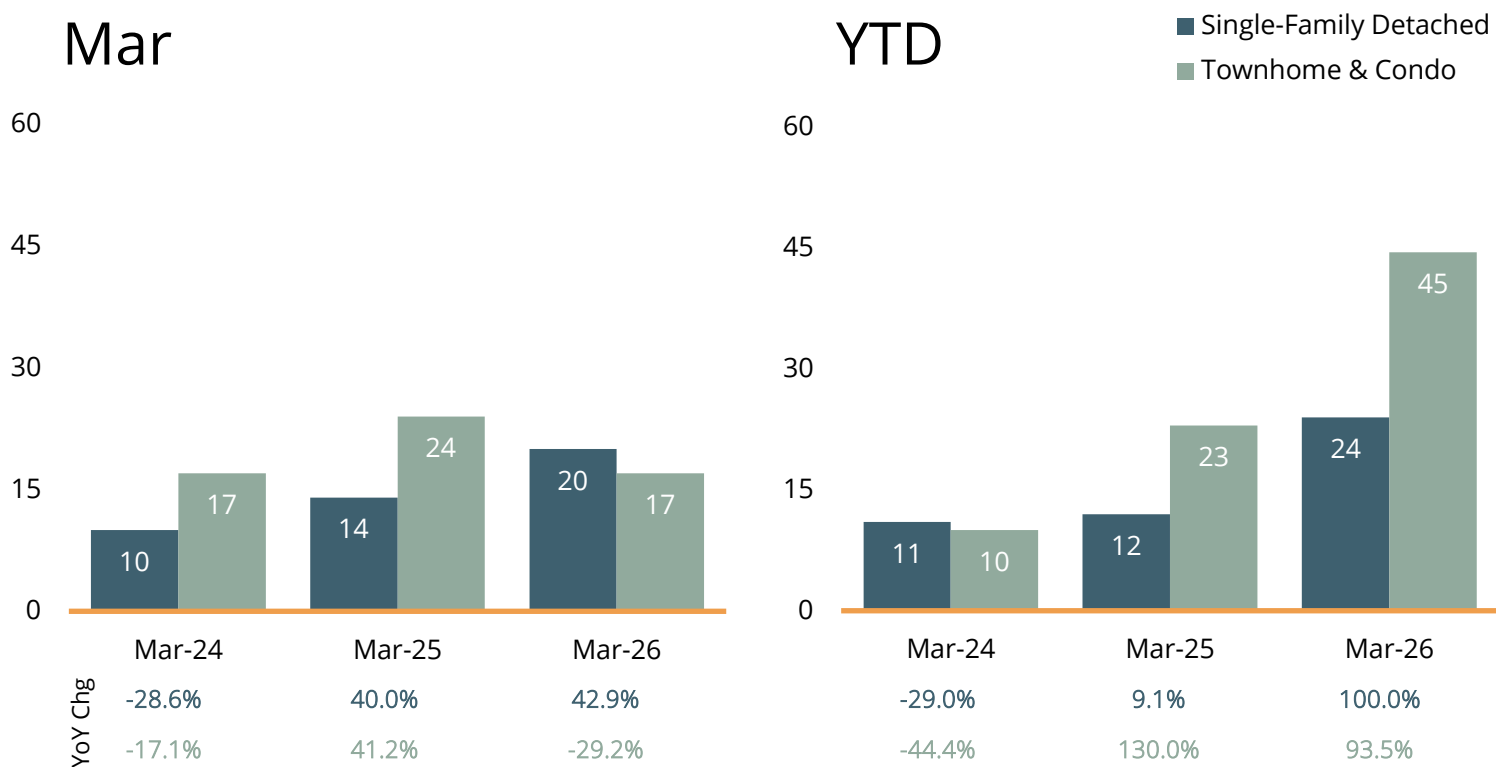


Historical Median Sold to Ask Price Ratio by Month



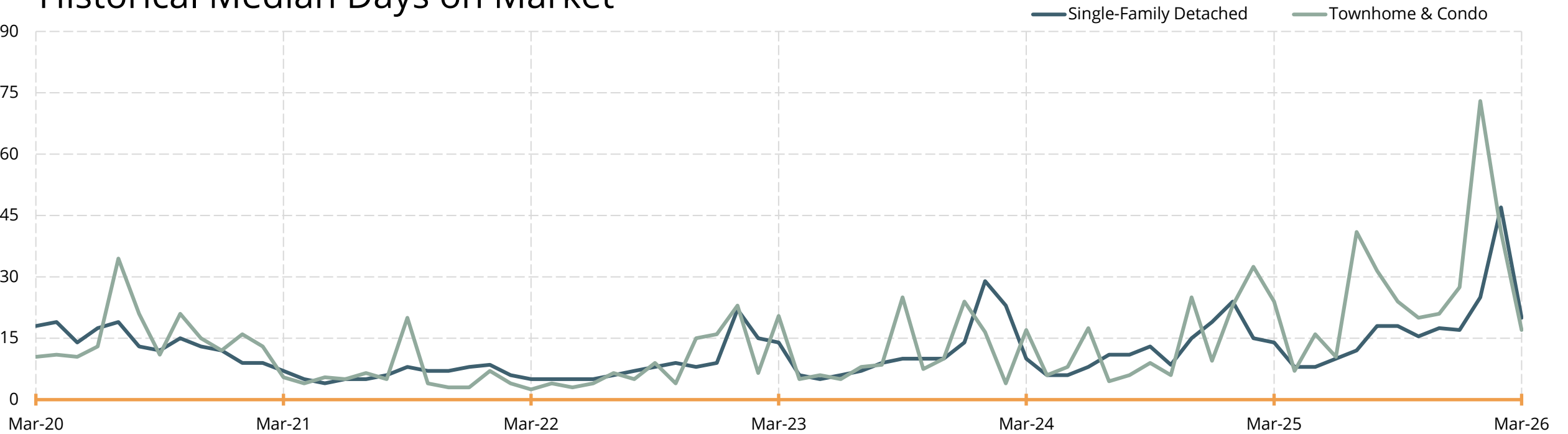
Source: Virginia REALTORS®, data accessed April 15, 2026

Median Days on Market



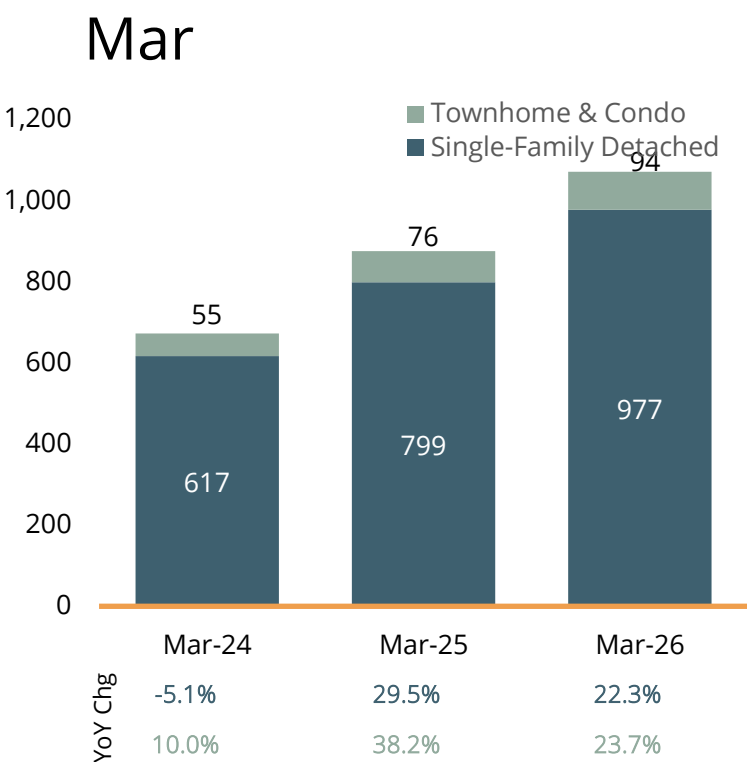
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Apr-25	8	33.3%	7	16.7%
May-25	8	33.3%	16	100.0%
Jun-25	10	25.0%	11	-40.0%
Jul-25	12	9.1%	41	811.1%
Aug-25	18	63.6%	32	425.0%
Sep-25	18	38.5%	24	166.7%
Oct-25	16	82.4%	20	233.3%
Nov-25	18	16.7%	21	-16.0%
Dec-25	17	-10.5%	28	189.5%
Jan-26	25	4.2%	73	217.4%
Feb-26	47	213.3%	41	26.2%
Mar-26	20	42.9%	17	-29.2%
12-month Avg	18	43.5%	27	92.7%

Historical Median Days on Market

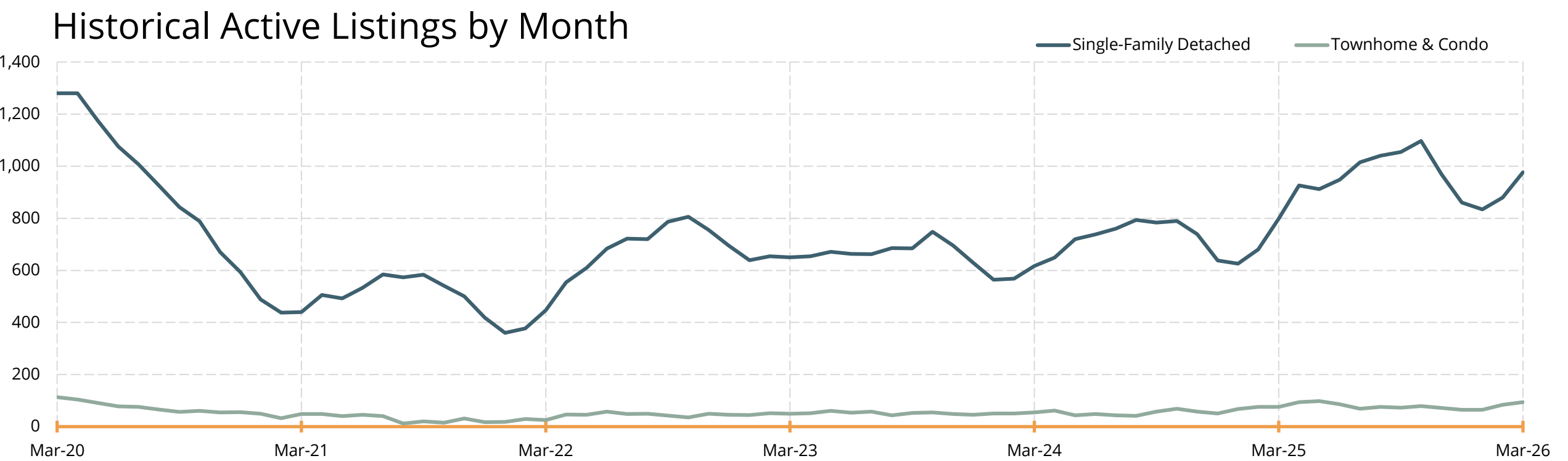


Source: Virginia REALTORS®, data accessed April 15, 2026

Active Listings



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jan-26	834	33.2%	65	-4.4%
Feb-26	880	29.4%	84	10.5%
Mar-26	977	22.3%	94	23.7%
12-month Avg	959	32.1%	80	37.8%

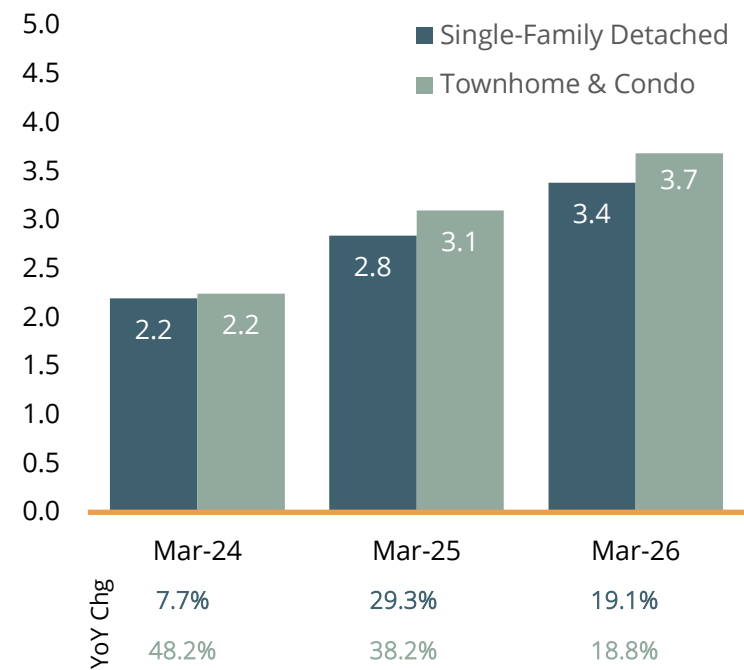


Source: Virginia REALTORS®, data accessed April 15, 2026

Months of Supply

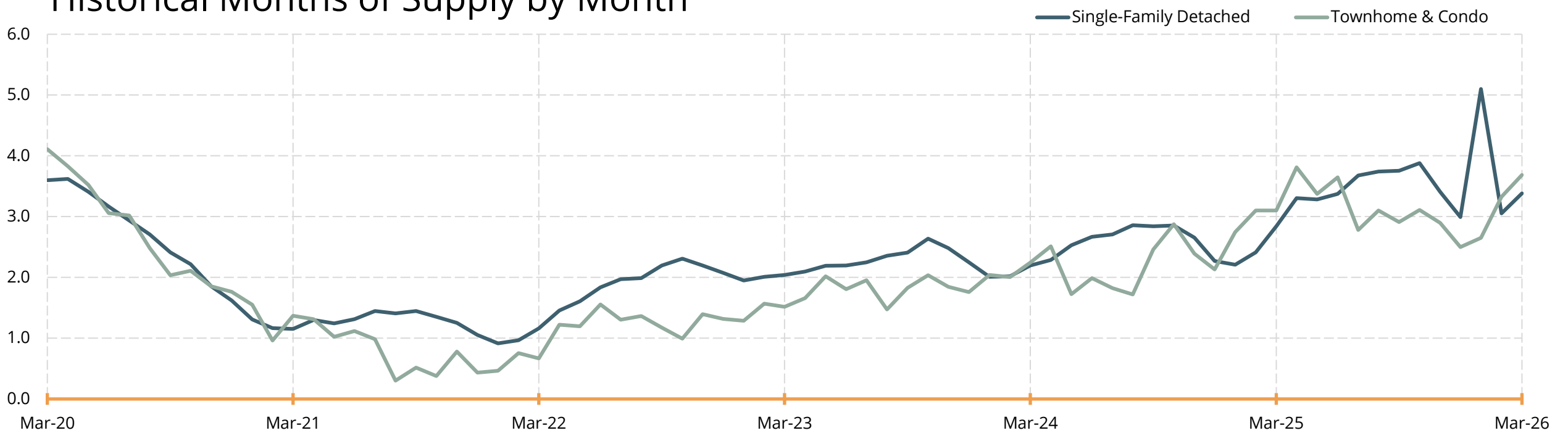


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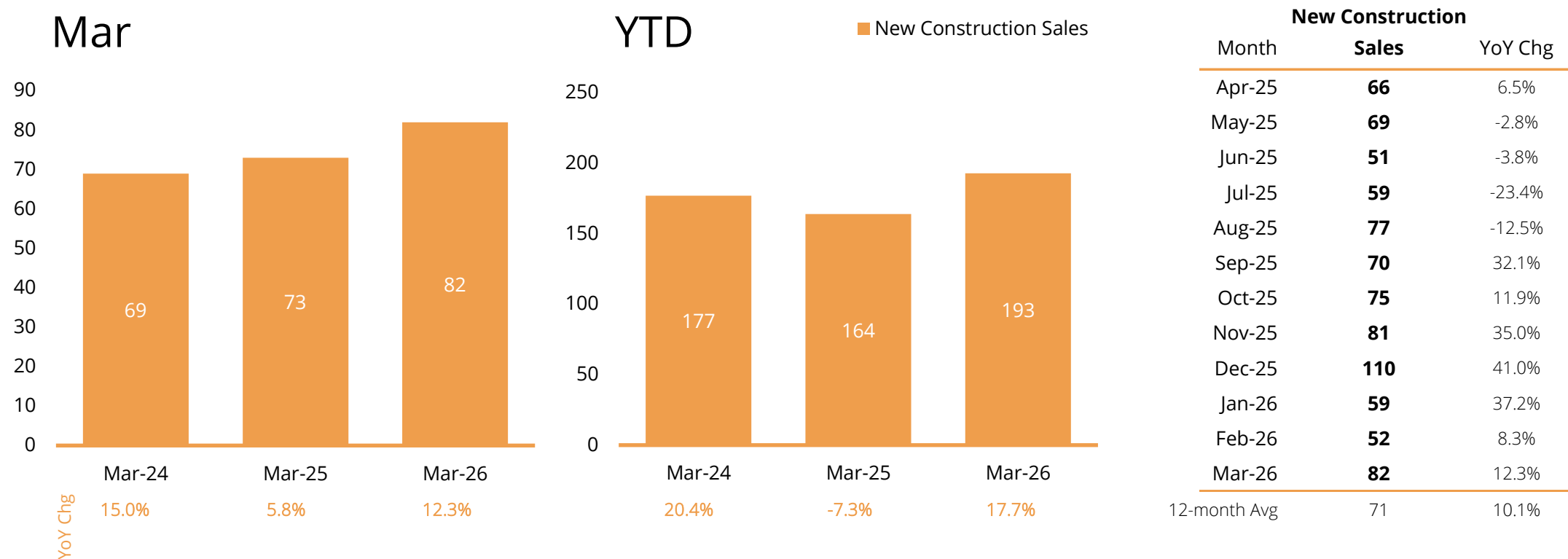
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
Aug-25	3.7	30.7%	3.1	80.3%
Sep-25	3.8	32.3%	2.9	18.3%
Oct-25	3.9	36.0%	3.1	8.1%
Nov-25	3.4	28.2%	2.9	21.2%
Dec-25	3.0	31.7%	2.5	17.2%
Jan-26	5.1	130.8%	2.6	-3.6%
Feb-26	3.1	26.6%	3.3	7.2%
Mar-26	3.4	19.1%	3.7	18.8%
12-month Avg	3.6	37.9%	3.1	32.2%

Historical Months of Supply by Month

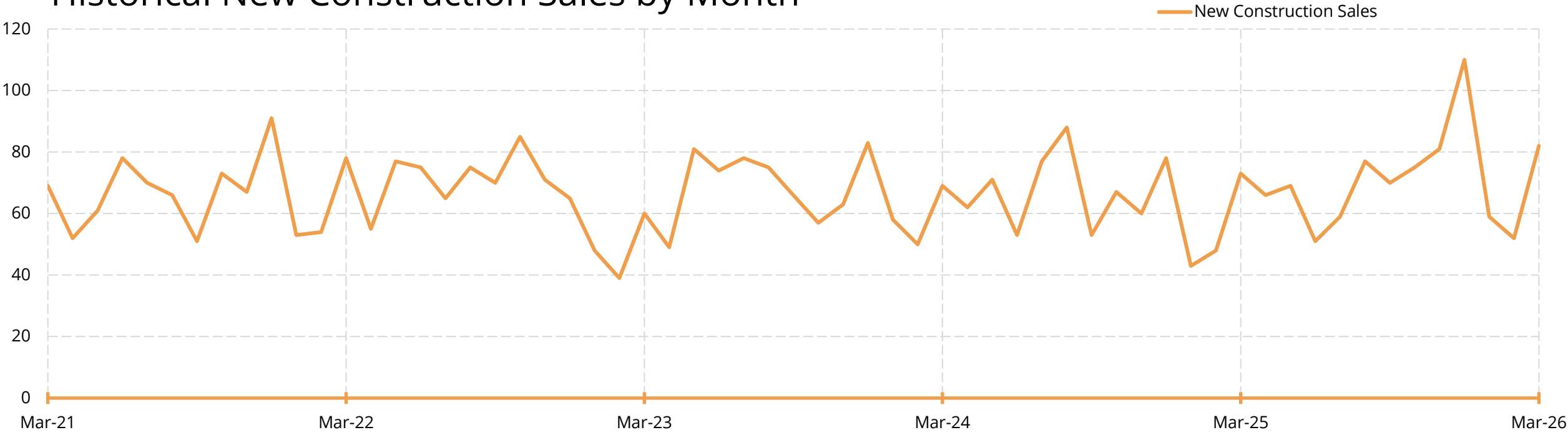


Source: Virginia REALTORS®, data accessed April 15, 2026

New Construction Sales



Historical New Construction Sales by Month



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Albemarle County	275	283	2.9%	109	102	-6.4%	\$539,900	\$587,500	8.8%	327	396	21.1%	2.5	3.2	24.8%
Charlottesville	95	91	-4.2%	27	36	33.3%	\$535,000	\$505,000	-5.6%	86	97	12.8%	2.7	2.7	0.1%
Fluvanna County	58	88	51.7%	42	29	-31.0%	\$362,795	\$350,000	-3.5%	73	117	60.3%	2.2	3.3	51.7%
Greene County	49	53	8.2%	28	27	-3.6%	\$429,495	\$376,600	-12.3%	38	71	86.8%	1.7	2.2	32.8%
Louisa County	115	148	28.7%	54	70	29.6%	\$383,245	\$474,850	23.9%	257	287	11.7%	4.0	4.6	13.3%
Nelson County	41	42	2.4%	30	18	-40.0%	\$523,750	\$415,000	-20.8%	94	103	9.6%	3.6	4.3	18.4%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Albemarle County	574	613	6.8%	262	232	-11.5%	\$541,058	\$550,000	1.7%	327	396	21.1%
Charlottesville	166	185	11.4%	60	80	33.3%	\$480,000	\$477,500	-0.5%	86	97	12.8%
Fluvanna County	147	159	8.2%	93	82	-11.8%	\$367,945	\$347,500	-5.6%	73	117	60.3%
Greene County	99	138	39.4%	54	74	37.0%	\$429,000	\$396,950	-7.5%	38	71	86.8%
Louisa County	329	328	-0.3%	154	165	7.1%	\$372,563	\$455,000	22.1%	257	287	11.7%
Nelson County	115	89	-22.6%	72	50	-30.6%	\$440,000	\$415,000	-5.7%	94	103	9.6%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Albemarle County	254	255	0.4%	99	97	-2.0%	\$540,788	\$595,000	10.0%	298	356	19.5%	2.5	3.2	24.8%
Charlottesville	77	75	-2.6%	21	32	52.4%	\$650,000	\$517,500	-20.4%	71	73	2.8%	2.7	2.4	-10.9%
Fluvanna County	58	88	51.7%	41	29	-29.3%	\$364,589	\$350,000	-4.0%	73	117	60.3%	2.2	3.3	50.6%
Greene County	49	53	8.2%	28	27	-3.6%	\$429,495	\$376,600	-12.3%	38	71	86.8%	1.7	2.2	32.8%
Louisa County	115	148	28.7%	54	70	29.6%	\$383,245	\$474,850	23.9%	257	282	9.7%	4.1	4.5	10.5%
Nelson County	32	35	9.4%	24	9	-62.5%	\$578,250	\$455,000	-21.3%	62	78	25.8%	3.4	4.9	45.7%

Area Overview - Single Family Detached Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Albemarle County	525	554	5.5%	241	217	-10.0%	\$544,000	\$585,000	7.5%	298	356	19.5%
Charlottesville	136	154	13.2%	47	68	44.7%	\$500,000	\$500,000	0.0%	71	73	2.8%
Fluvanna County	146	159	8.9%	92	82	-10.9%	\$369,990	\$347,500	-6.1%	73	117	60.3%
Greene County	99	138	39.4%	54	74	37.0%	\$429,000	\$396,950	-7.5%	38	71	86.8%
Louisa County	328	323	-1.5%	152	165	8.6%	\$369,950	\$455,000	23.0%	257	282	9.7%
Nelson County	70	67	-4.3%	48	31	-35.4%	\$525,000	\$490,000	-6.7%	62	78	25.8%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Albemarle County	21	28	33.3%	10	5	-50.0%	\$380,000	\$245,000	-35.5%	29	40	38%	2.8	3.4	24%
Charlottesville	18	16	-11.1%	6	4	-33.3%	\$345,500	\$330,000	-4.5%	15	24	60.0%	2.8	4.4	60.0%
Fluvanna County	0	0	n/a	1	0	-100.0%	\$293,288	\$0	-100.0%	0	0	n/a	0.0	0.0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Louisa County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	5	n/a	0.0	20.0	n/a
Nelson County	9	7	-22.2%	6	9	50.0%	\$327,500	\$399,675	22.0%	32	25	-21.9%	4.3	3.1	-27.5%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg	Mar-25	Mar-26	% chg
Albemarle County	49	59	20.4%	21	15	-28.6%	\$340,000	\$245,000	-27.9%	29	40	37.9%
Charlottesville	30	31	3.3%	13	12	-7.7%	\$340,435	\$427,500	25.6%	15	24	60.0%
Fluvanna County	1	0	-100.0%	1	0	-100.0%	\$293,288	\$0	-100.0%	0	0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	1	5	400.0%	2	0	-100.0%	\$537,500	\$0	-100.0%	0	5	n/a
Nelson County	45	22	-51.1%	24	19	-20.8%	\$275,000	\$291,500	6.0%	32	25	-21.9%



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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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.