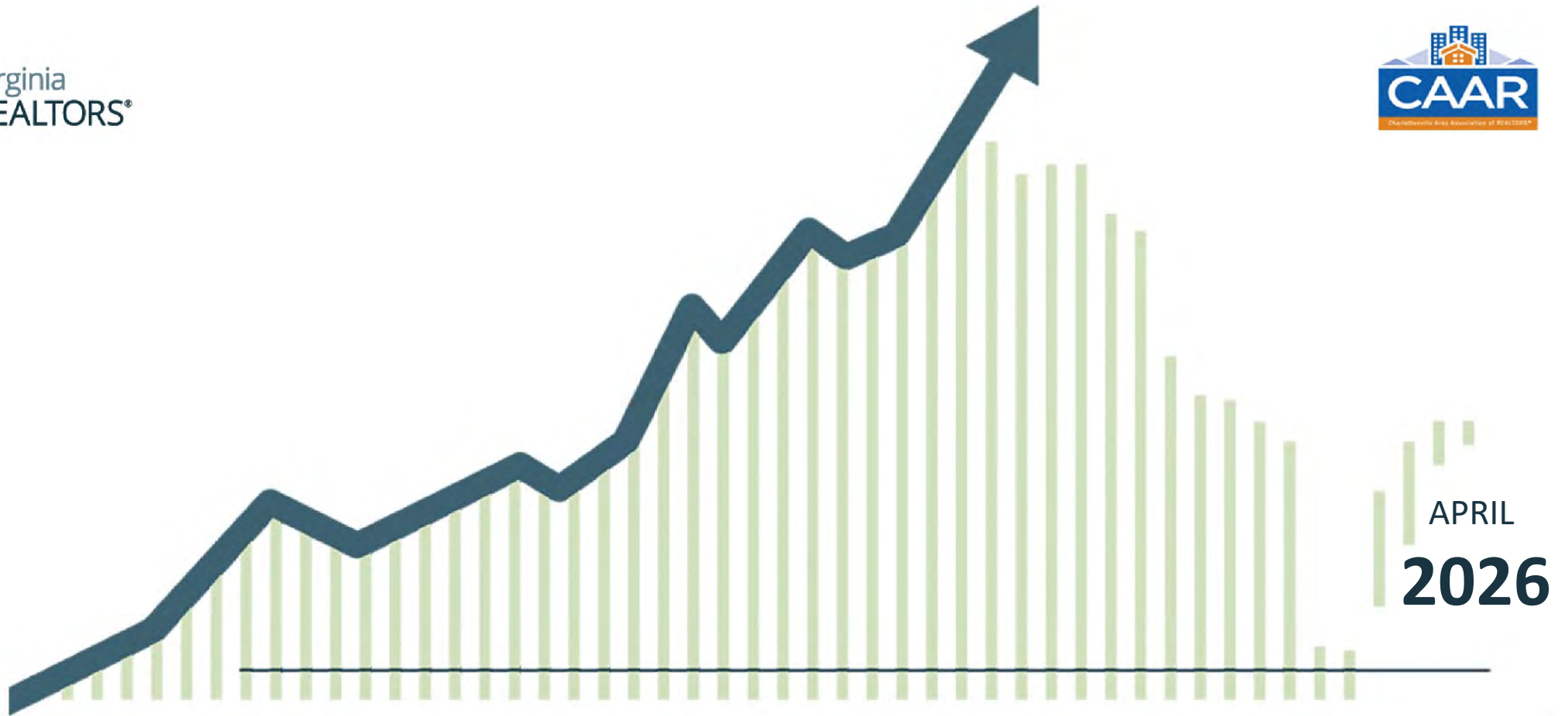




CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report

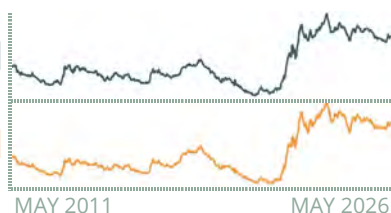


Key Market Trends: April 2026

- > **The CAAR area experienced an increase in sales this month.** Home sales jumped 15.9% resulting in 372 sales in April, 51 more sales than the year before. Sales increased in Albemarle County after falling for three consecutive months (+18 sales). Activity was also on the rise in Louisa County with 14 more sales than a year ago (+20%). There was a dip in sales in Greene County (-10.7%) and Fluvanna County (-2.4%) this month.
- > **Regionwide, there was a surge in pending sales activity.** There were 486 total pending sales in the CAAR area this month, 69 more than the year prior, rising 16.5%. Pending sales went up the most in Louisa County with 39 additional pending sales (+50.6%) and Albemarle County with 26 more than the previous year (+15.7%). Activity was down 11.3% in Charlottesville with seven fewer pending sales than last year.
- > **Home prices fell across the CAAR footprint.** In April, prices dipped 3.6% with the median home price at \$458,100 in the region, \$16,900 less than the previous year. At \$295,000 the median sales price in Nelson County was \$137,500 lower than the year before, a 31.8% price drop. Charlottesville saw prices decrease for the third straight month with homes costing \$101,250 less than last year (-17.3%). Prices inched up in Louisa County (+3.3%) and Albemarle County (+1.1%).
- > **Active listings have been steadily climbing for the last two years in the CAAR market.** The total number of listings came to 1,210 at the end of April, 190 more than a year earlier, rising 18.6%. Fluvanna County (+71 listings) and Albemarle County (+67 listings) experienced the sharpest increase in listing activity this month. After 14 straight months of growth, listings declined 12.8% in Charlottesville (-16 listings).

INTEREST RATE
TRACKER

30-YR Fixed
15-YR Fixed



6.36 %

5.71 %



CAAR Market Dashboard

YoY Chg	Apr-26	Indicator
▲ 15.9%	372	Sales
▲ 16.5%	486	Pending Sales
▲ 18.6%	790	New Listings
▼ -3.3%	\$459,350	Median List Price
▼ -3.6%	\$458,100	Median Sales Price
▼ -1.2%	\$265	Median Price Per Square Foot
▲ 12.7%	\$222.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 12.5%	9	Median Days on Market
▲ 18.6%	1,210	Active Listings
▲ 13.5%	3.8	Months of Supply
▲ 25.8%	83	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.

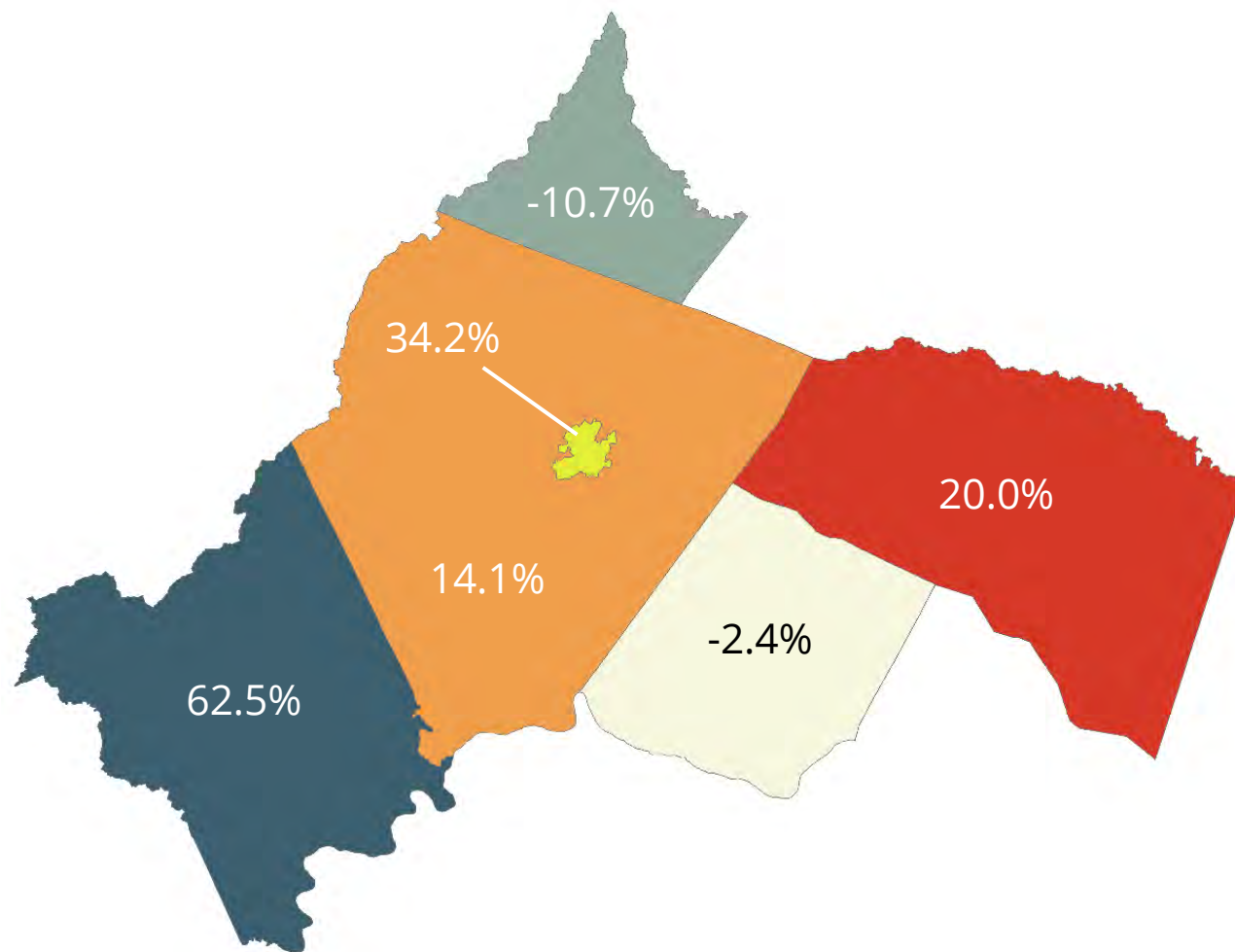
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

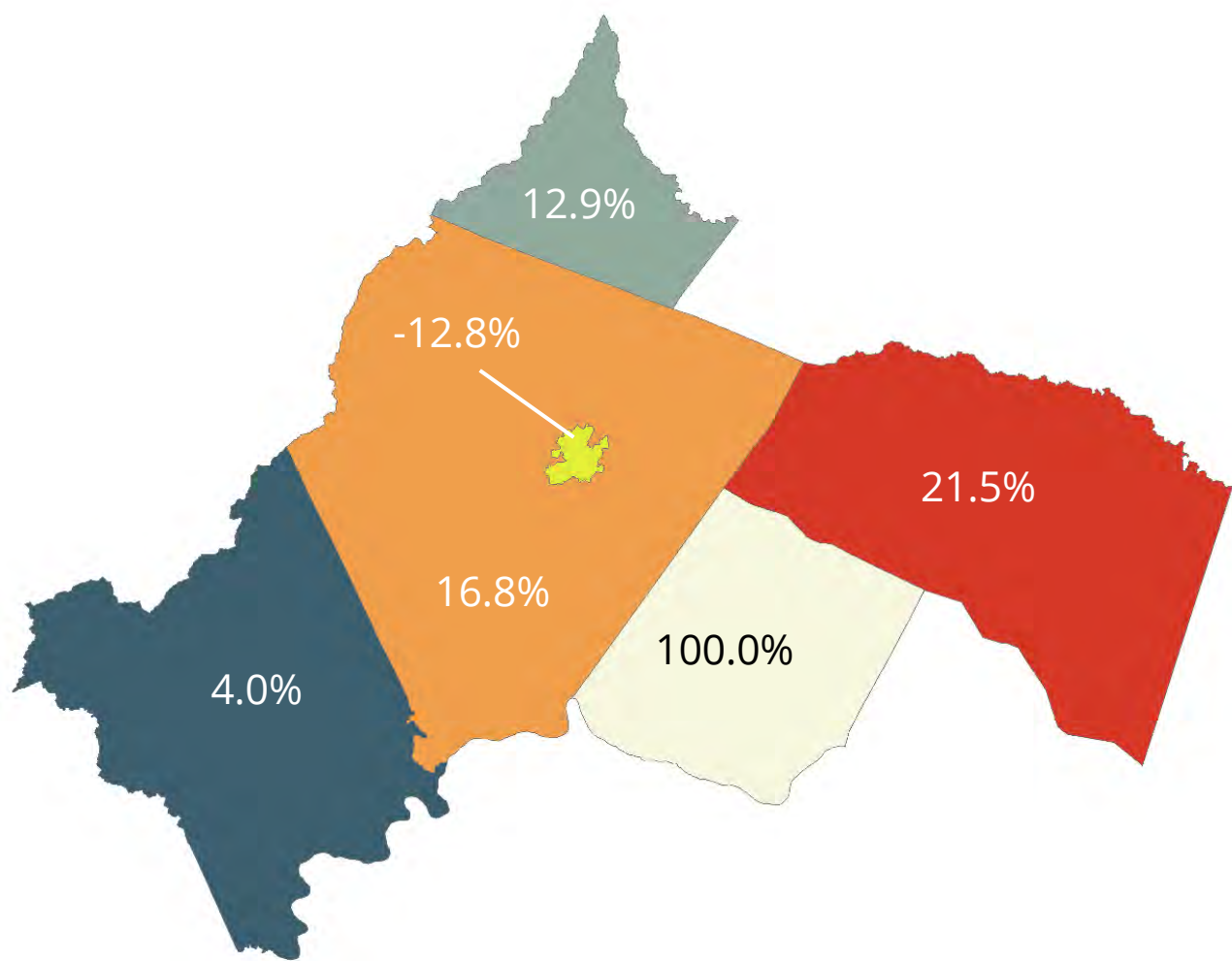


Market Activity - CAAR Footprint



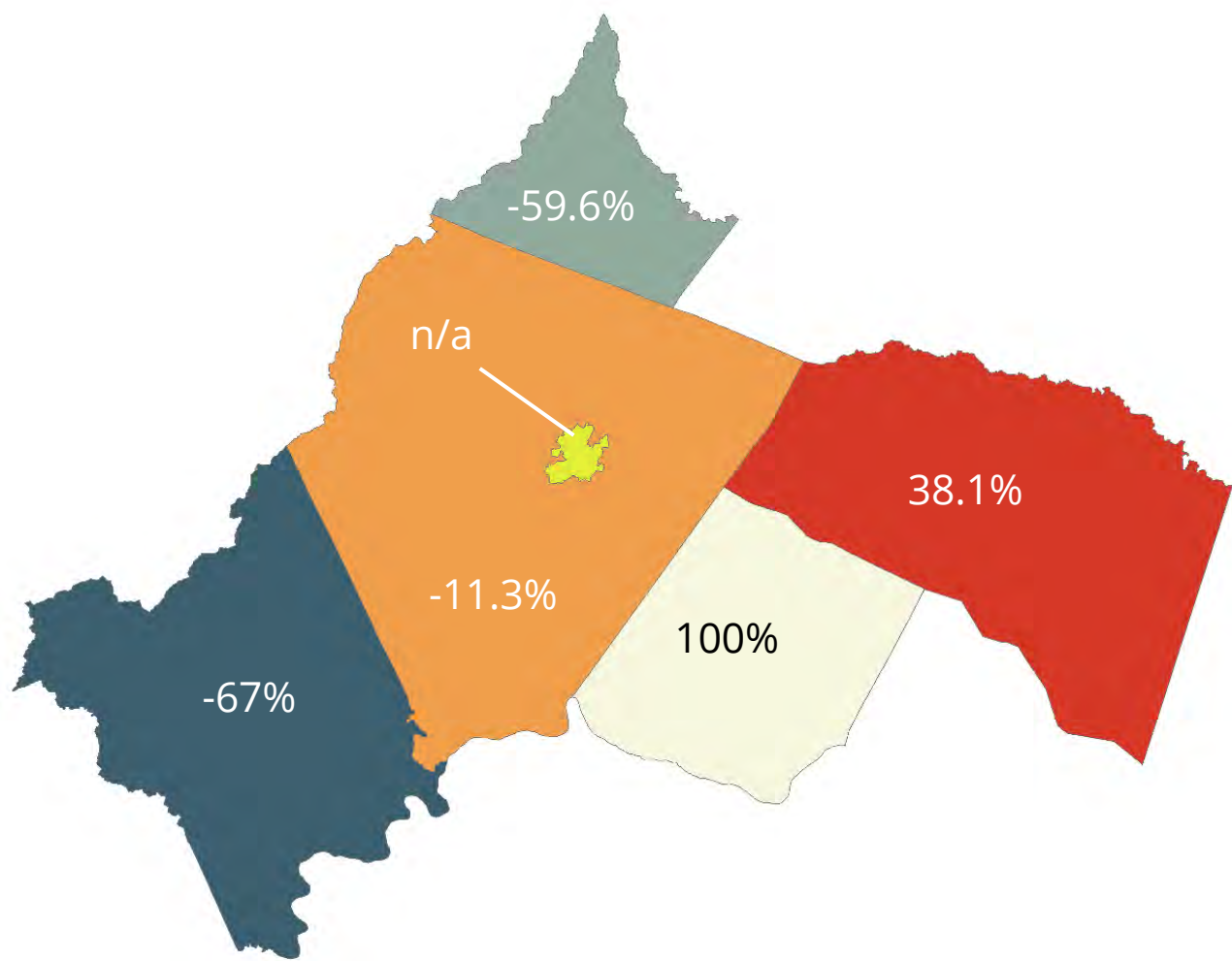
Jurisdiction	Total Sales		
	Apr-25	Apr-26	% Chg
Albemarle County	128	146	14.1%
Charlottesville	38	51	34.2%
Fluvanna County	41	40	-2.4%
Greene County	28	25	-10.7%
Louisa County	70	84	20.0%
Nelson County	16	26	62.5%
CAAR	321	372	15.9%

Active Listings: Total Inventory (includes proposed listings)



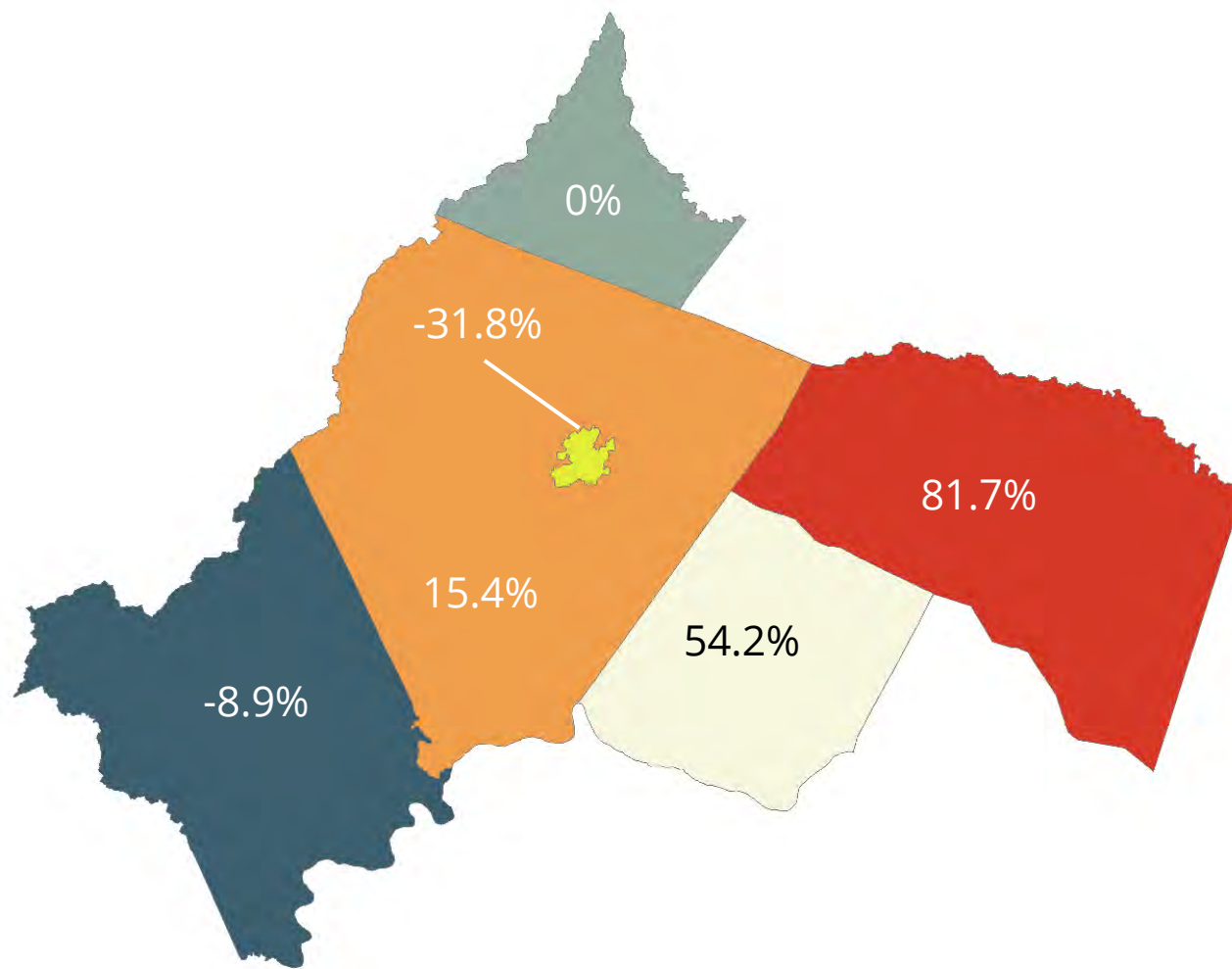
Jurisdiction	Active Listings		
	Apr-25	Apr-26	% Chg
Albemarle County	398	465	16.8%
Charlottesville	125	109	-12.8%
Fluvanna County	71	142	100.0%
Greene County	70	79	12.9%
Louisa County	256	311	21.5%
Nelson County	100	104	4.0%
CAAR	1020	1,210	18.6%

Active Listings: Proposed Listings



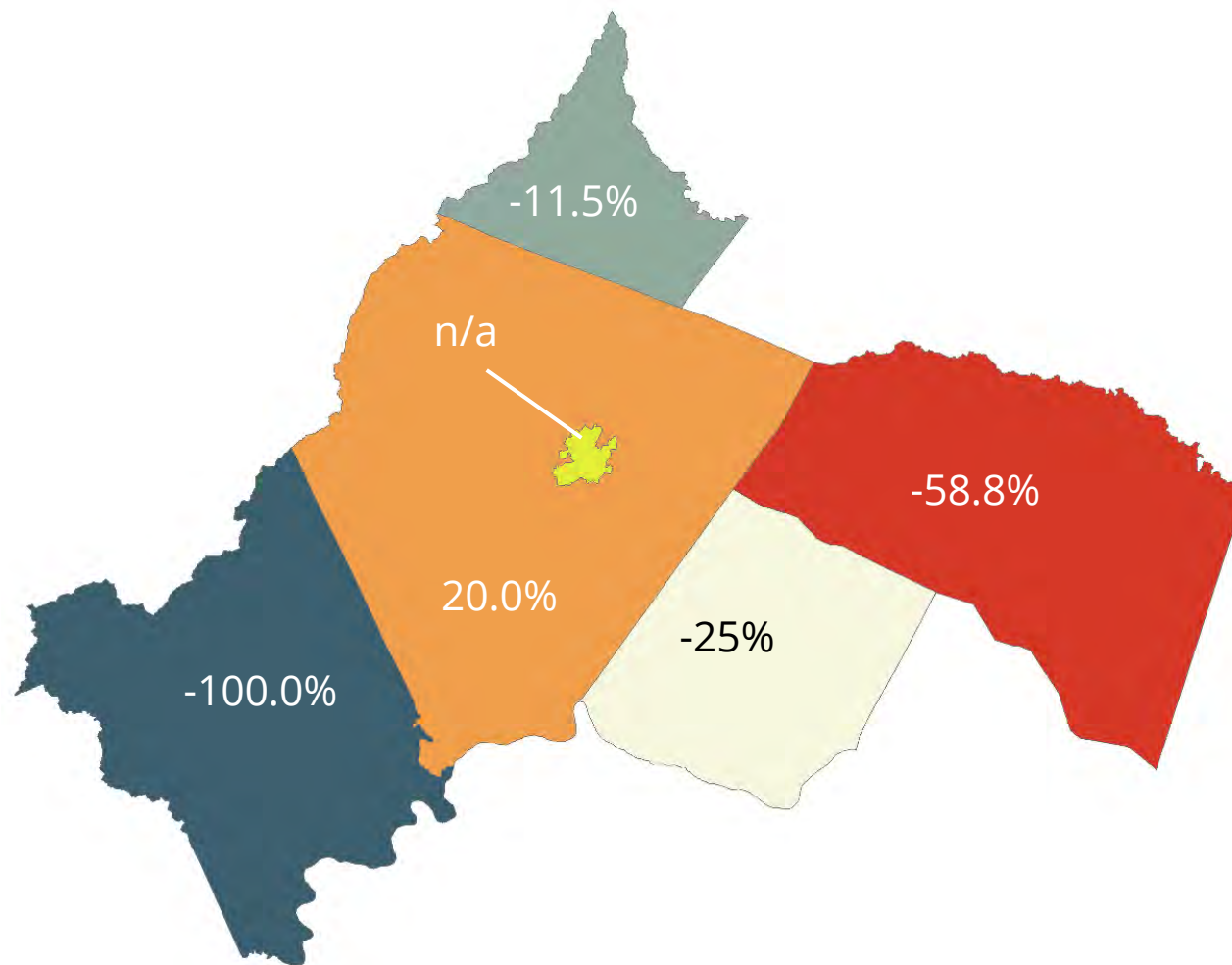
Jurisdiction	Active Listings		% Chg
	Apr-25	Apr-26	
Albemarle County	115	102	-11.3%
Charlottesville	0	3	n/a
Fluvanna County	9	18	100.0%
Greene County	52	21	-59.6%
Louisa County	21	29	38.1%
Nelson County	3	1	-67%
CAAR	200	174	-13.0%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings Total Inventory		
	Apr-25	Apr-26	% Chg
Albemarle County	267	308	15.4%
Charlottesville	107	73	-31.8%
Fluvanna County	59	91	54.2%
Greene County	79	79	0.0%
Louisa County	109	198	81.7%
Nelson County	45	41	-8.9%
CAAR	666	790	18.6%

New Listings: Proposed Listings



New Listings			
Proposed Listings			
<i>Jurisdiction</i>	Apr-25	Apr-26	% Chg
Albemarle County	30	36	20.0%
Charlottesville	0	0	n/a
Fluvanna County	8	6	-25.0%
Greene County	26	23	-11.5%
Louisa County	17	7	-58.8%
Nelson County	2	0	-100.0%
CAAR	83	72	-13.3%

Total Market Overview



Key Metrics	2-year Trends	Apr-25	Apr-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Apr-24						
Sales		321	372	15.9%	1,016	1,055	3.8%
Pending Sales		417	486	16.5%	1,379	1,473	6.8%
New Listings		666	790	18.6%	2,096	2,302	9.8%
Median List Price		\$475,000	\$459,350	-3.3%	\$459,950	\$454,978	-1.1%
Median Sales Price		\$475,000	\$458,100	-3.6%	\$460,000	\$450,908	-2.0%
Median Price Per Square Foot		\$268	\$265	-1.2%	\$263	\$262	-0.3%
Sold Dollar Volume (in millions)		\$197.3	\$222.3	12.7%	\$583.9	\$613.0	5.0%
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	98.8%	-1.2%
Median Days on Market		8	9	12.5%	10	17	70.0%
Active Listings		1,020	1,210	18.6%	n/a	n/a	n/a
Months of Supply		3.3	3.8	13.5%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Apr-25	Apr-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Apr-24						
Sales		298	344	15.4%	932	981	5.3%
Pending Sales		395	457	15.7%	1,286	1,367	6.3%
New Listings		622	748	20.3%	1,926	2,143	11.3%
Median List Price		\$495,000	\$484,250	-2.2%	\$474,970	\$469,000	-1.3%
Median Sales Price		\$488,000	\$482,250	-1.2%	\$473,000	\$467,156	-1.2%
Median Price Per Square Foot		\$264	\$265	0.3%	\$259	\$261	0.7%
Sold Dollar Volume (in millions)		\$188.3	\$212.4	12.8%	\$551.3	\$586.3	6.3%
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Median Days on Market		8	8	0.0%	13	18	38.5%
Active Listings		926	1,111	20.0%	n/a	n/a	n/a
Months of Supply		3.3	3.4	2.3%	n/a	n/a	n/a

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

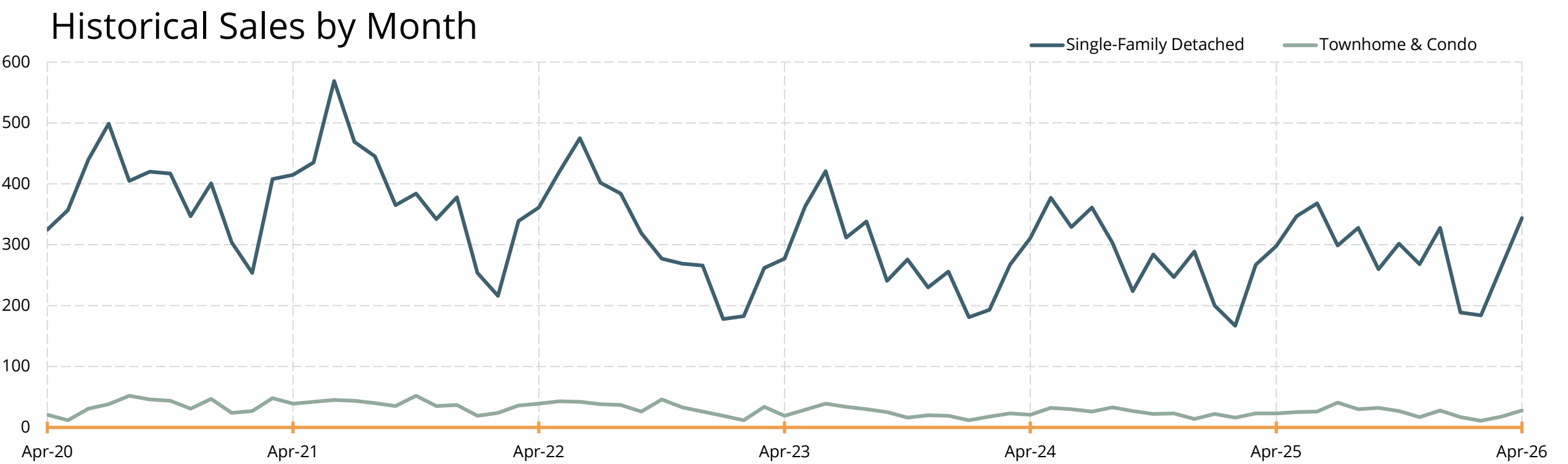
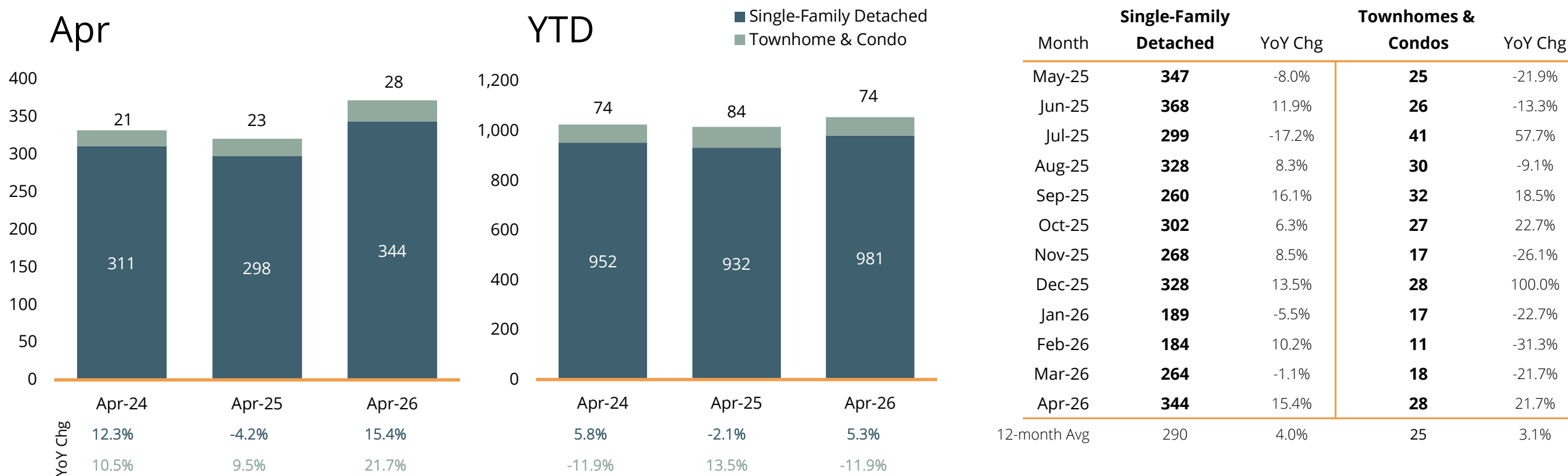
Townhome & Condo Market Overview



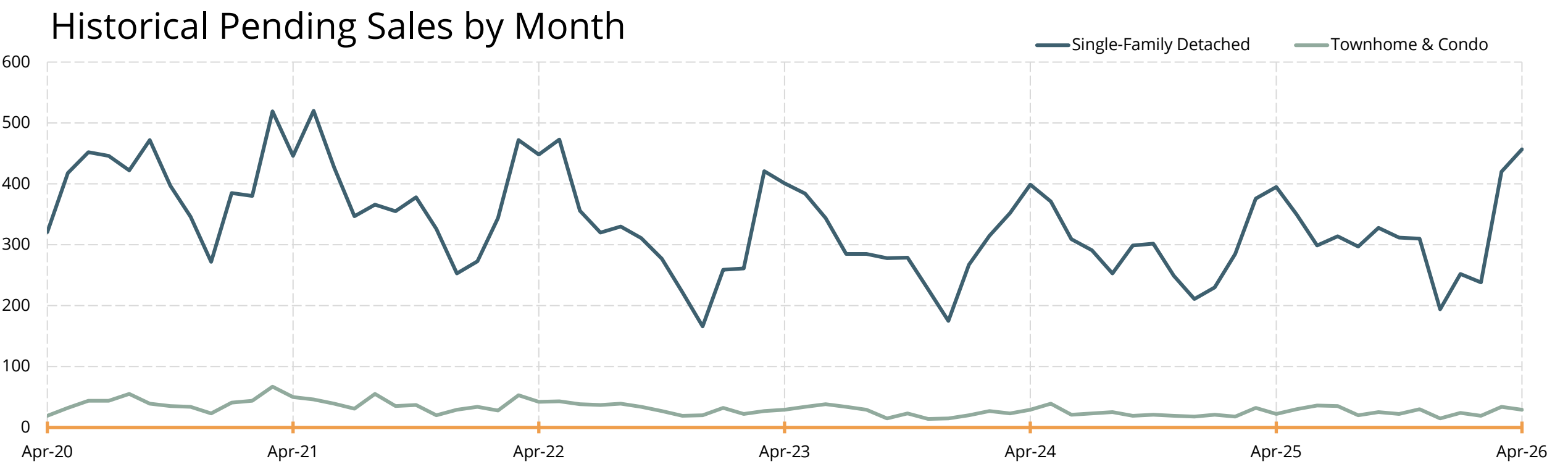
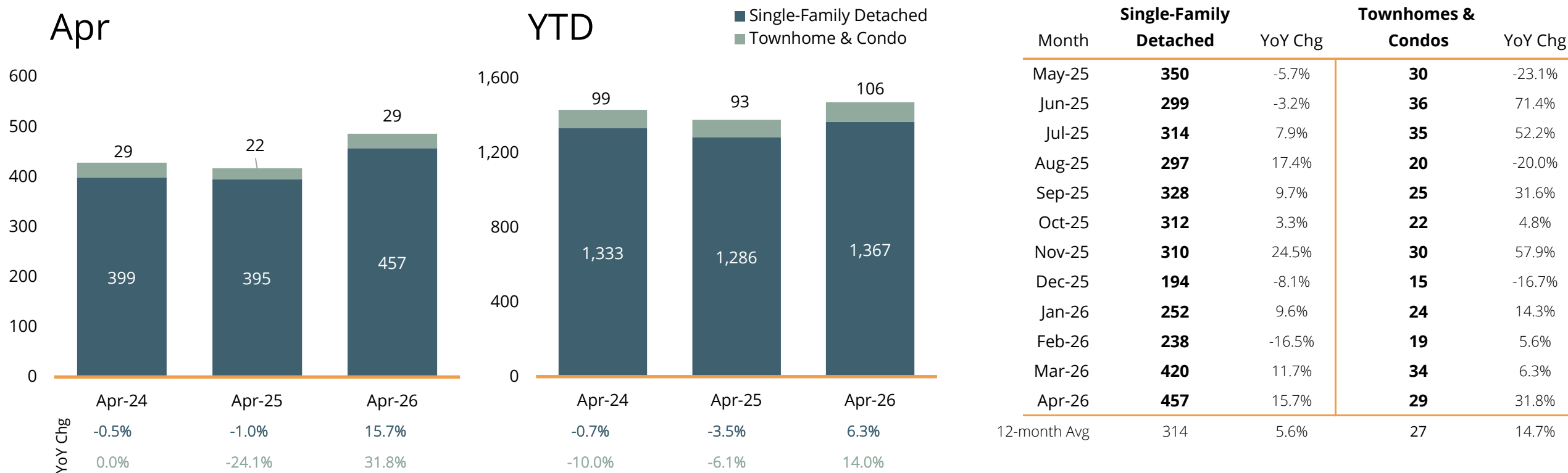
Key Metrics	2-year Trends	Apr-25	Apr-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Apr-24		Apr-26				
Sales		23	28	21.7%	84	74	-11.9%
Pending Sales		22	29	31.8%	93	106	14.0%
New Listings		44	42	-4.5%	170	159	-6.5%
Median List Price		\$300,000	\$276,500	-7.8%	\$305,000	\$295,900	-3.0%
Median Sales Price		\$295,000	\$252,500	-14.4%	\$300,000	\$270,000	-10.0%
Median Price Per Square Foot		\$319	\$259	-19.0%	\$306	\$269	-12.1%
Sold Dollar Volume (in millions)		\$9.0	\$9.9	9.3%	\$32.6	\$26.7	-18.1%
Median Sold/Ask Price Ratio		100.0%	97.6%	-2.4%	98.4%	97.6%	-0.8%
Median Days on Market		7	43	514.3%	18	41	127.8%
Active Listings		94	99	5.3%	n/a	n/a	n/a
Months of Supply		3.8	3.8	0.6%	n/a	n/a	n/a

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

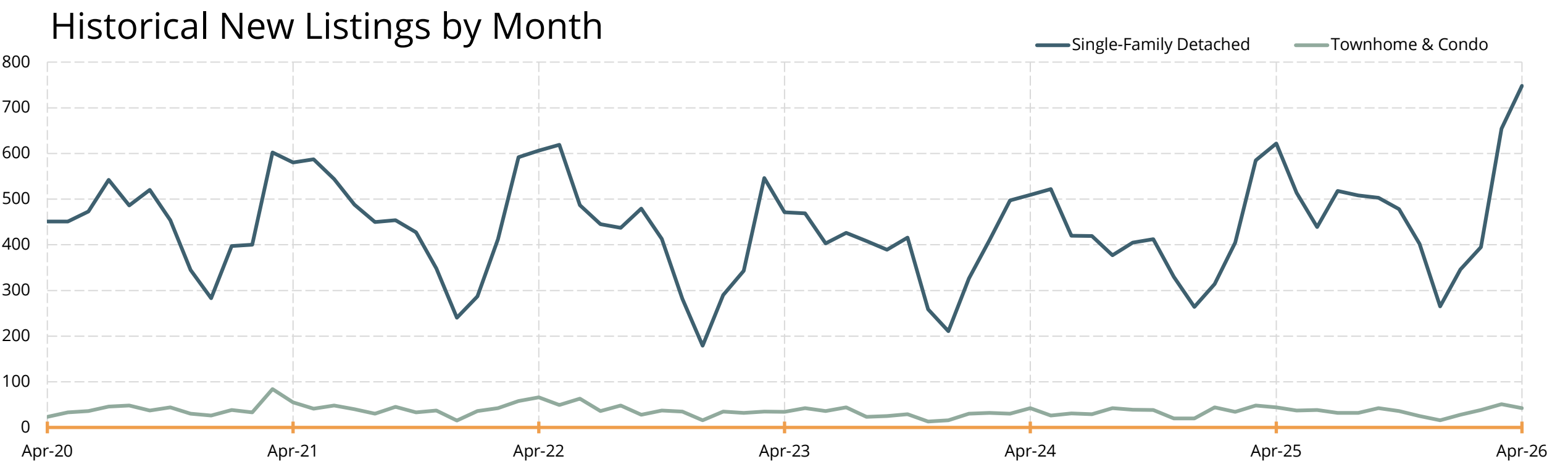
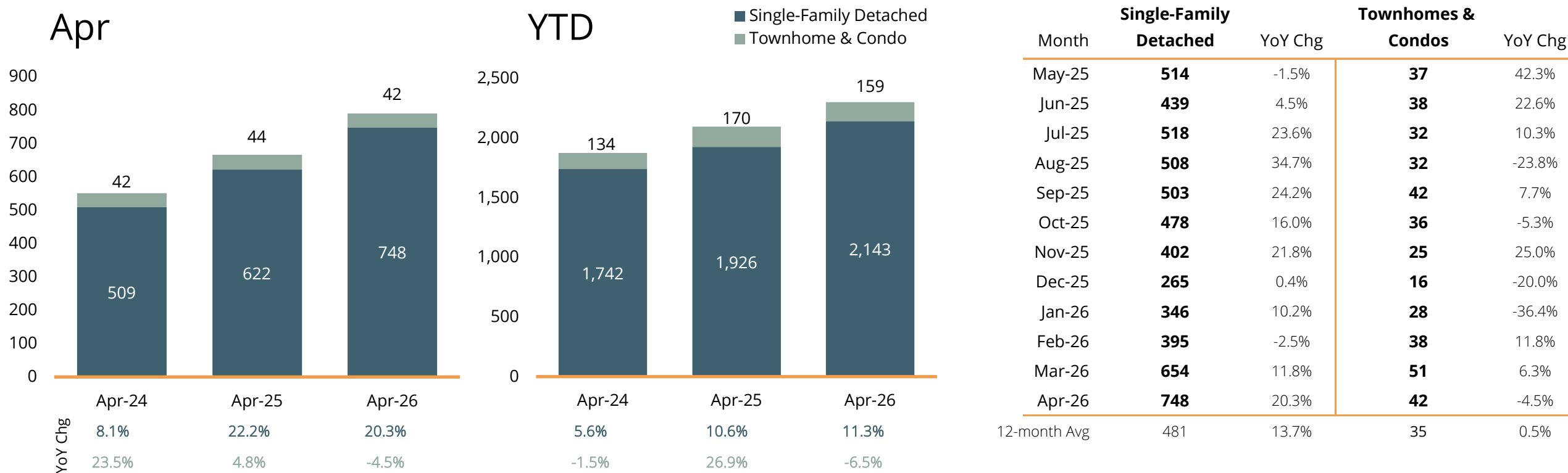
Sales



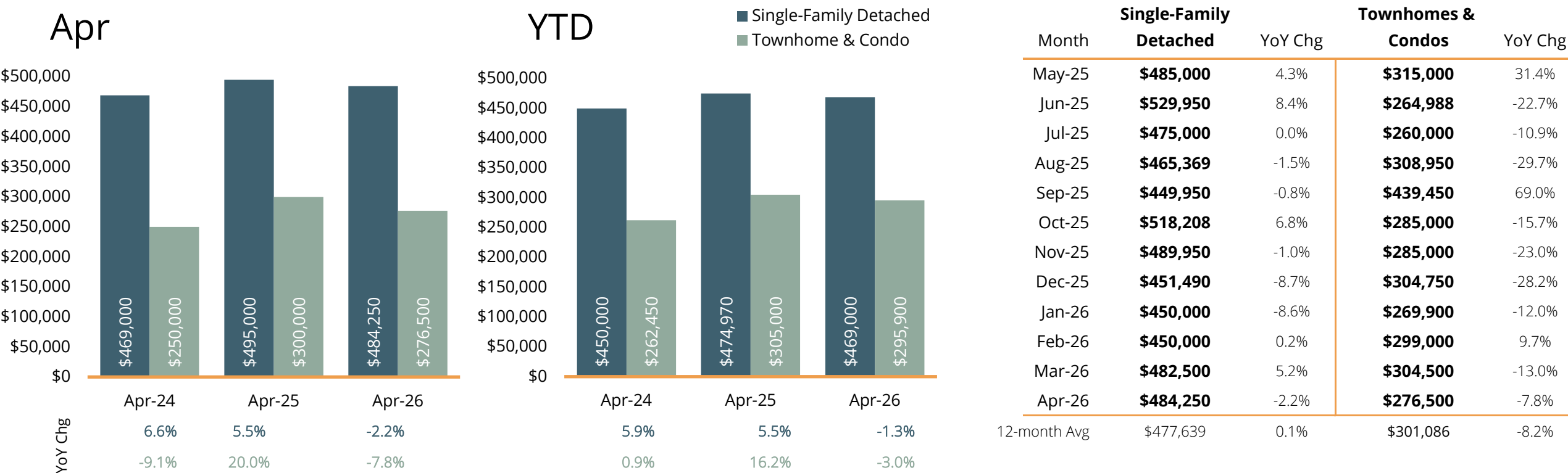
Pending Sales



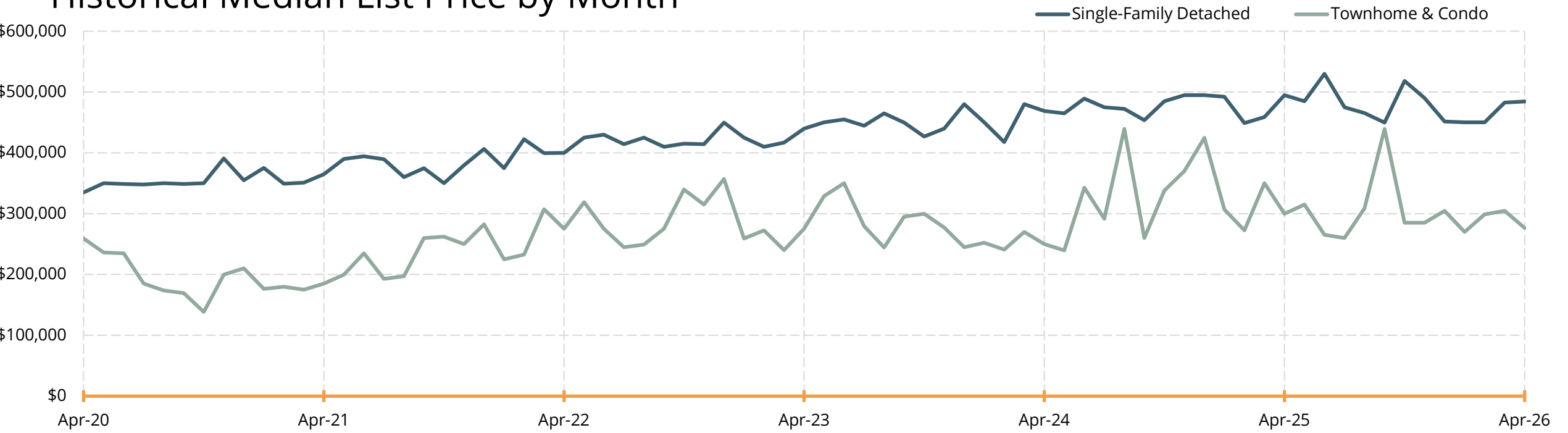
New Listings



Median List Price

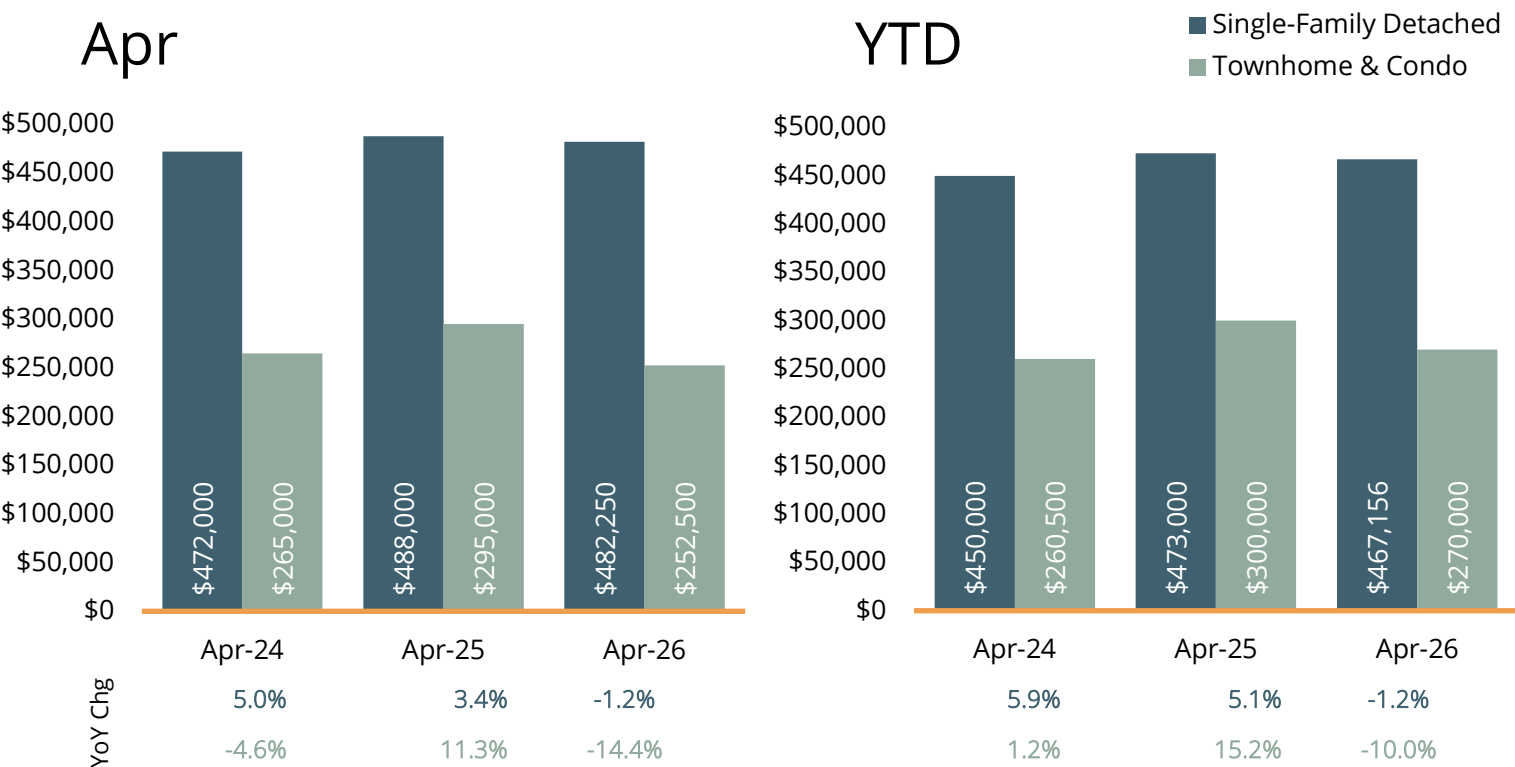


Historical Median List Price by Month



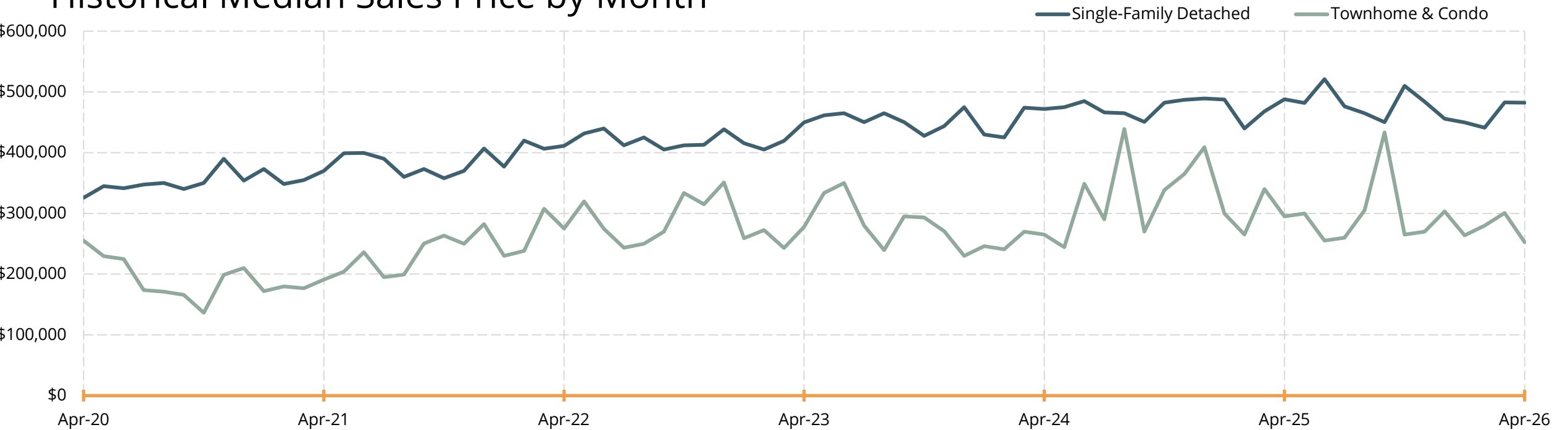
Source: Virginia REALTORS®, data accessed May 15, 2026

Median Sales Price



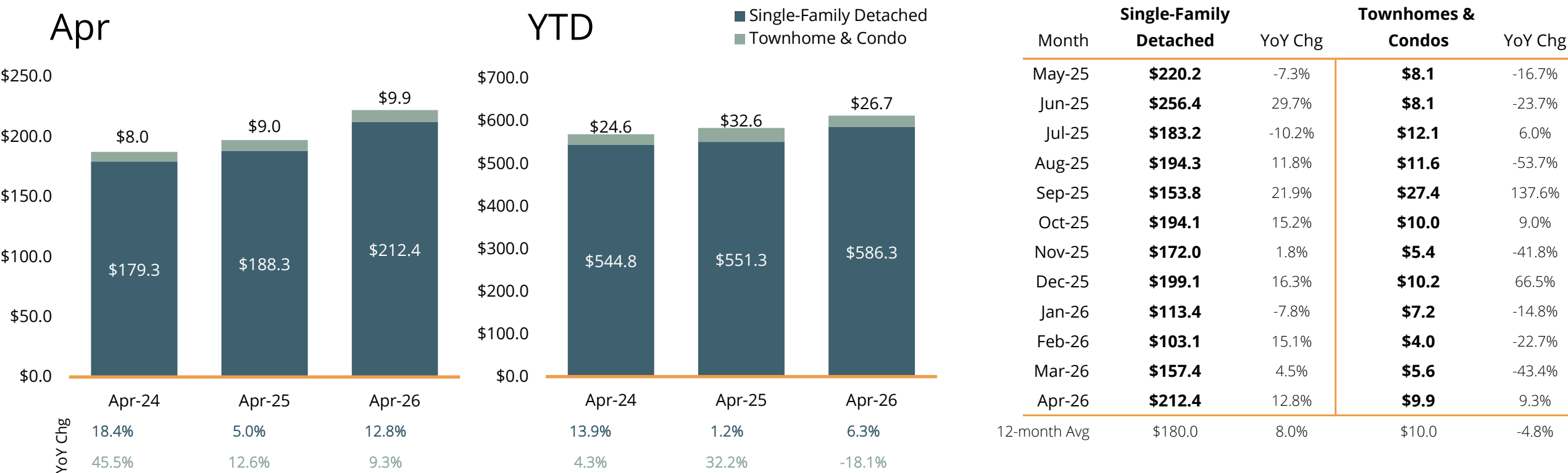
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-25	\$481,713	1.4%	\$300,000	22.7%
Jun-25	\$521,000	7.4%	\$255,000	-26.9%
Jul-25	\$476,000	2.1%	\$260,000	-10.4%
Aug-25	\$465,000	0.0%	\$305,000	-30.5%
Sep-25	\$449,995	-0.1%	\$433,500	60.6%
Oct-25	\$510,000	5.7%	\$265,000	-21.7%
Nov-25	\$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%
Apr-26	\$482,250	-1.2%	\$252,500	-14.4%
12-month Avg	\$474,919	0.3%	\$290,771	-10.6%

Historical Median Sales Price by Month

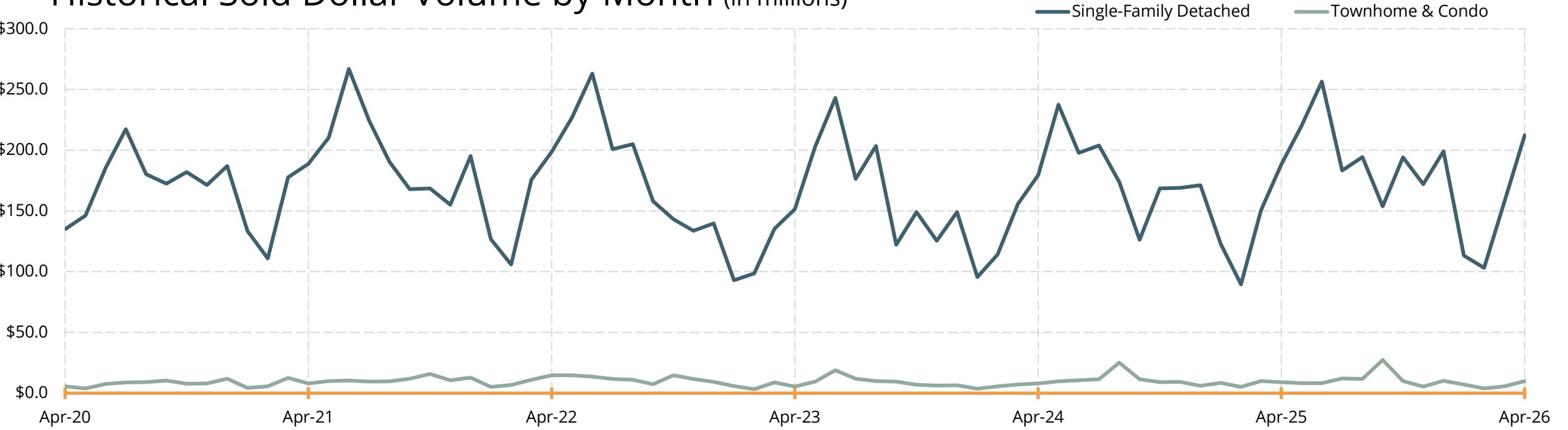


Source: Virginia REALTORS®, data accessed May 15, 2026

Sold Dollar Volume (in millions)

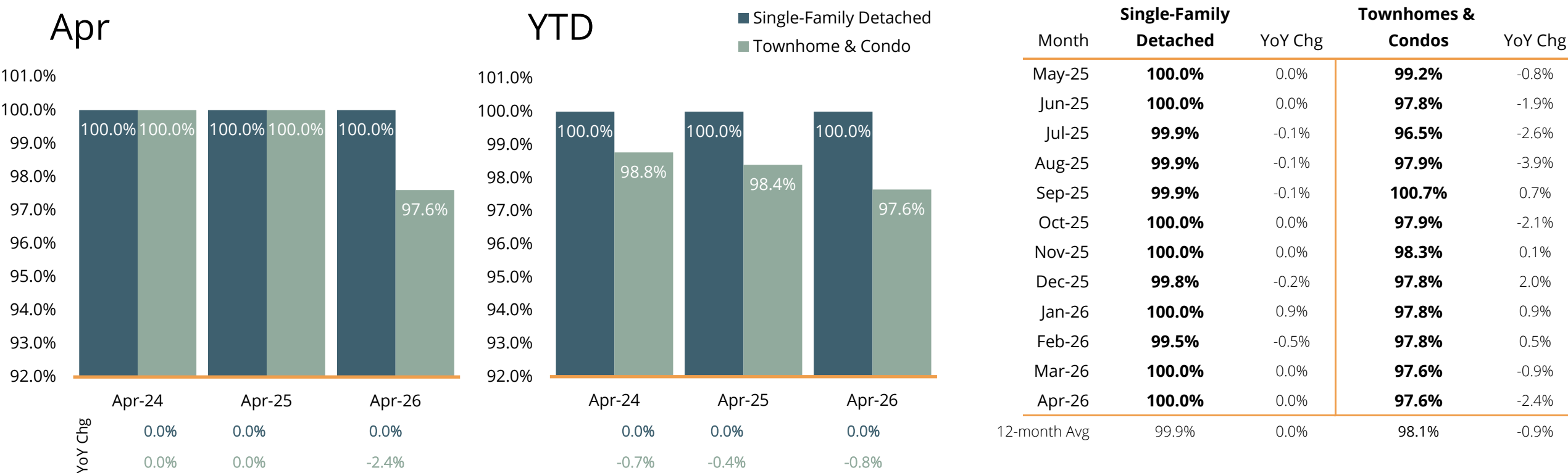


Historical Sold Dollar Volume by Month (in millions)

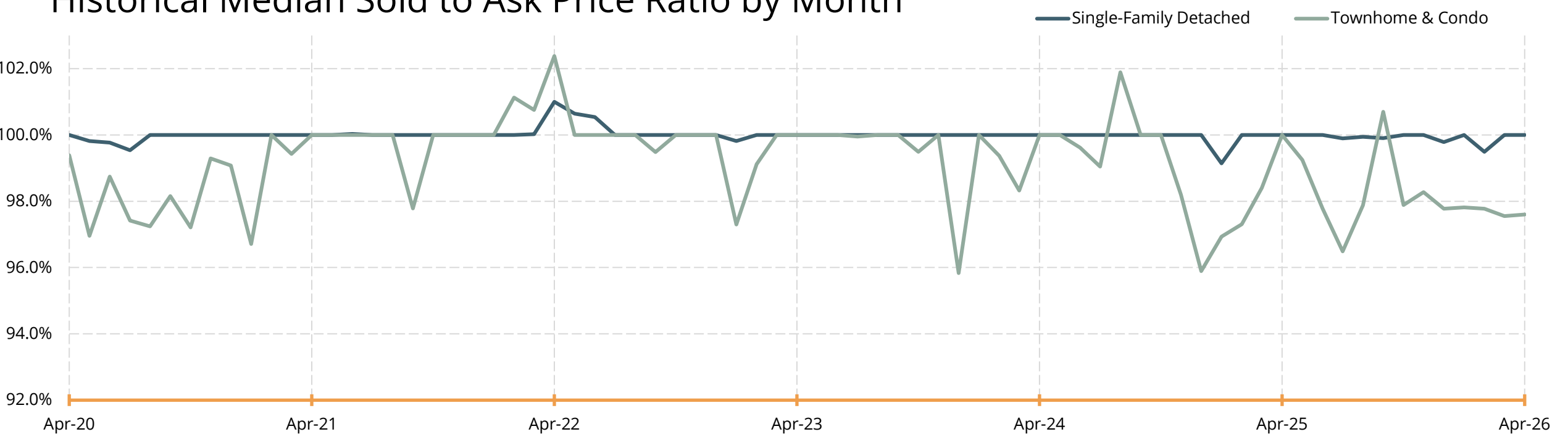


Source: Virginia REALTORS®, data accessed May 15, 2026

Median Sold to Ask Price Ratio

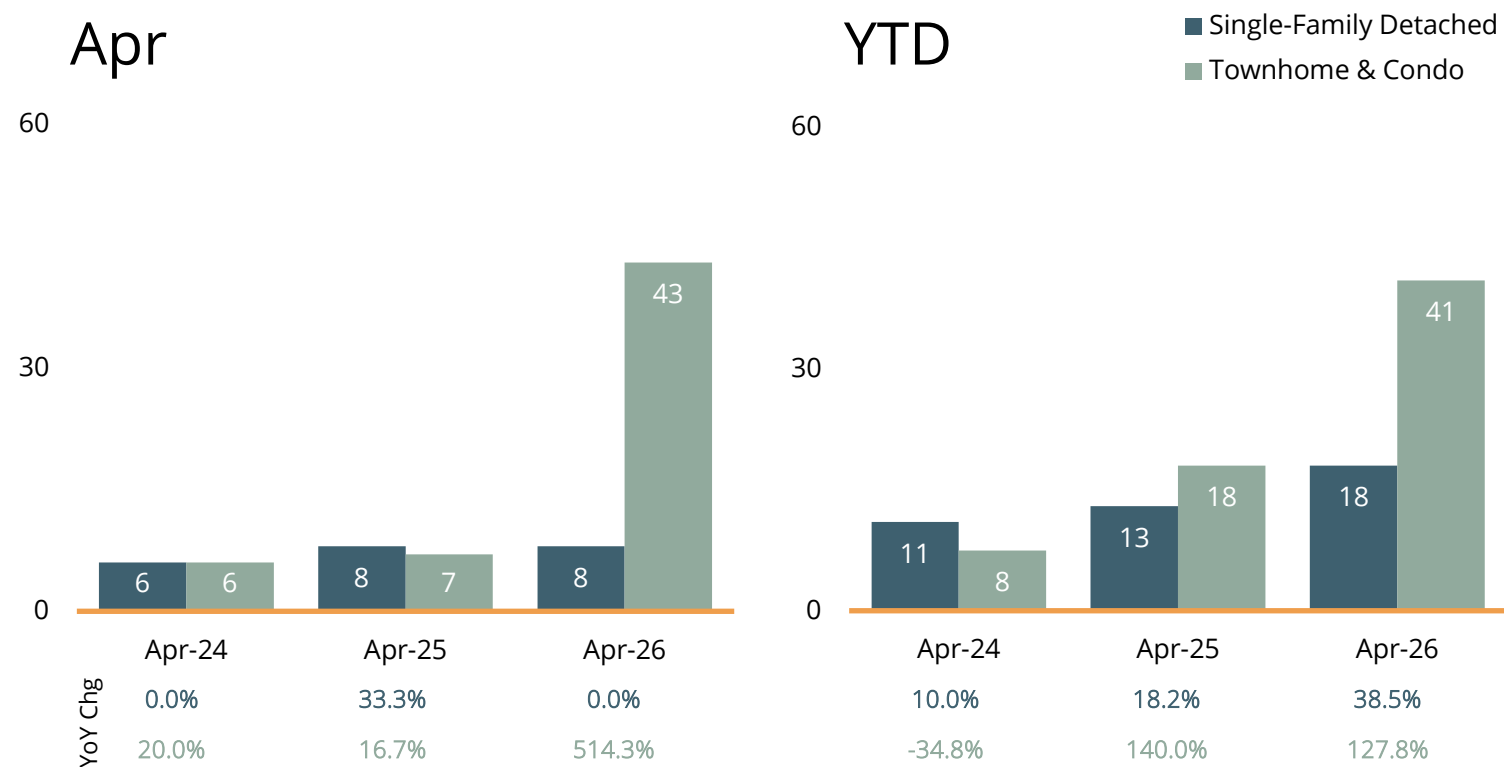


Historical Median Sold to Ask Price Ratio by Month

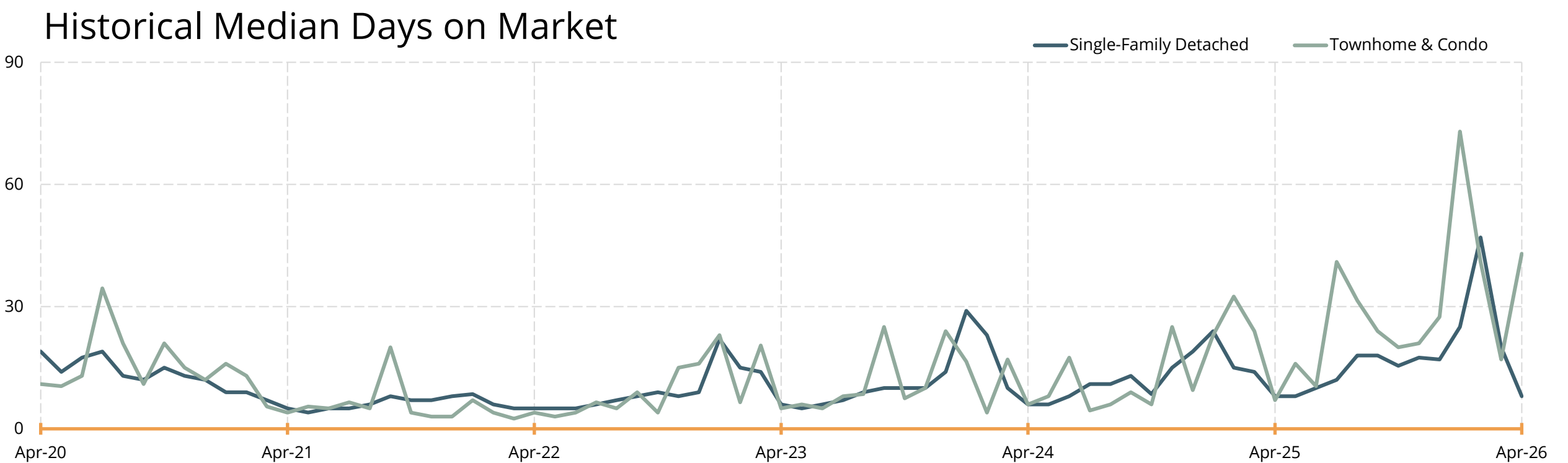


Source: Virginia REALTORS®, data accessed May 15, 2026

Median Days on Market

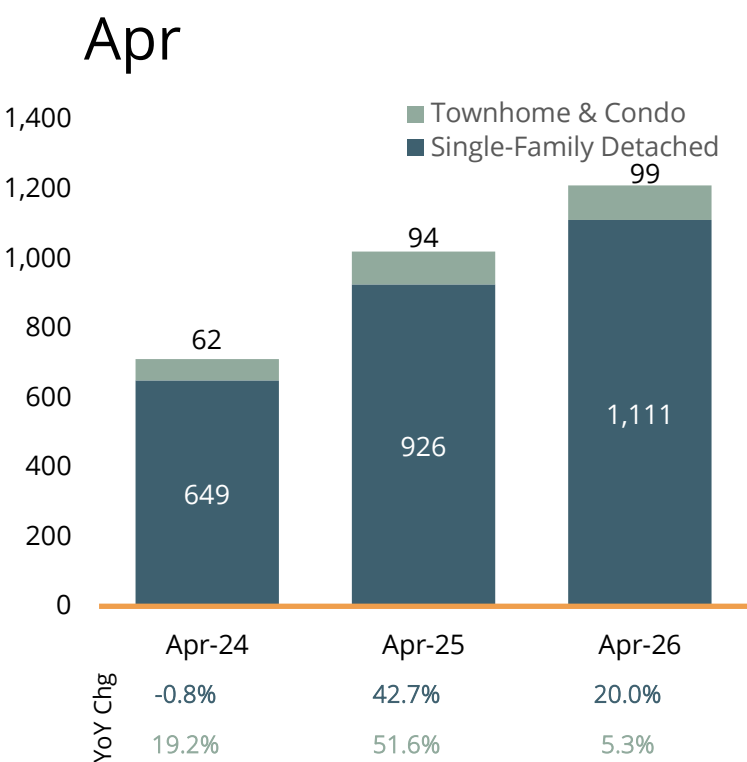


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-25	8	33.3%	16	100.0%
Jun-25	10	25.0%	11	-40.0%
Jul-25	12	9.1%	41	811.1%
Aug-25	18	63.6%	32	425.0%
Sep-25	18	38.5%	24	166.7%
Oct-25	16	82.4%	20	233.3%
Nov-25	18	16.7%	21	-16.0%
Dec-25	17	-10.5%	28	189.5%
Jan-26	25	4.2%	73	217.4%
Feb-26	47	213.3%	41	26.2%
Mar-26	20	42.9%	17	-29.2%
Apr-26	8	0.0%	43	514.3%
12-month Avg	18	41.6%	30	112.5%

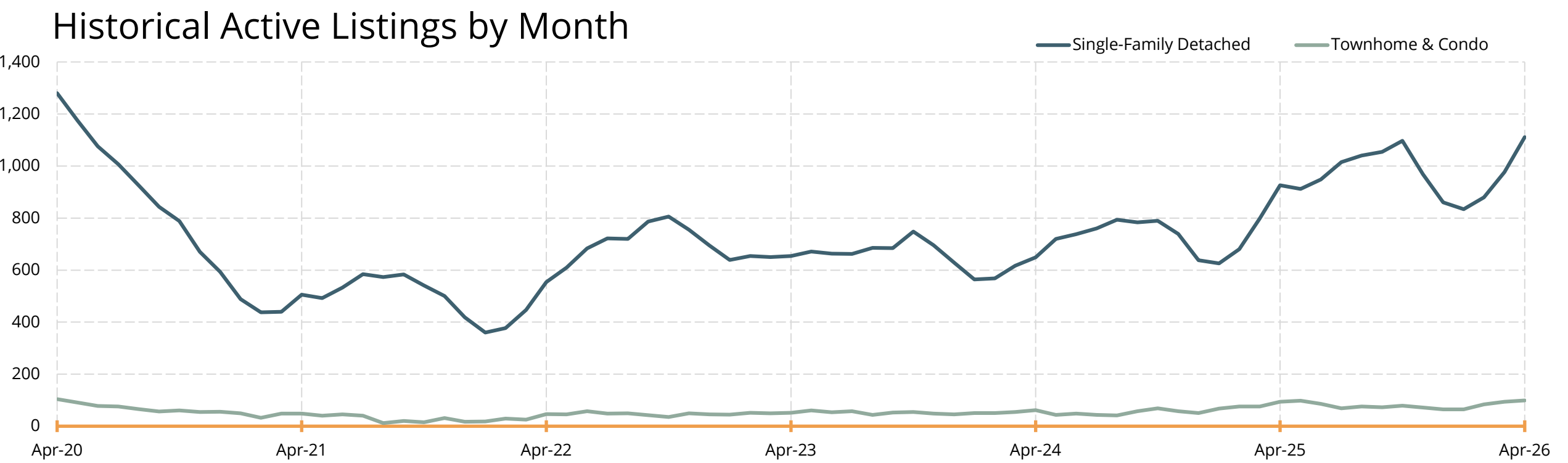


Source: Virginia REALTORS®, data accessed May 15, 2026

Active Listings



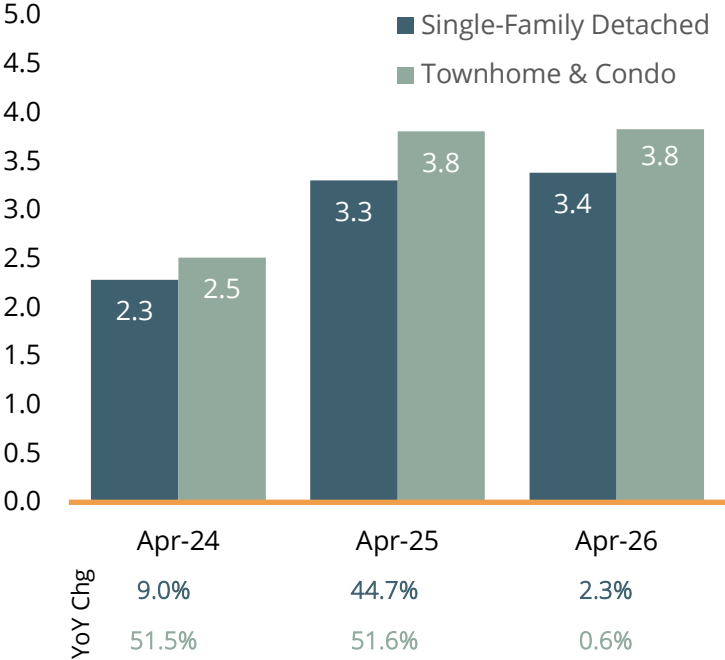
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-25	912	26.7%	98	127.9%
Jun-25	948	28.5%	86	79.2%
Jul-25	1,015	33.6%	69	60.5%
Aug-25	1,040	31.0%	76	85.4%
Sep-25	1,055	34.6%	73	25.9%
Oct-25	1,097	38.9%	79	14.5%
Nov-25	969	31.1%	72	24.1%
Dec-25	860	34.8%	65	27.5%
Jan-26	834	33.2%	65	-4.4%
Feb-26	880	29.4%	84	10.5%
Mar-26	977	22.3%	94	23.7%
Apr-26	1,111	20.0%	99	5.3%
12-month Avg	975	30.1%	80	32.4%



Months of Supply

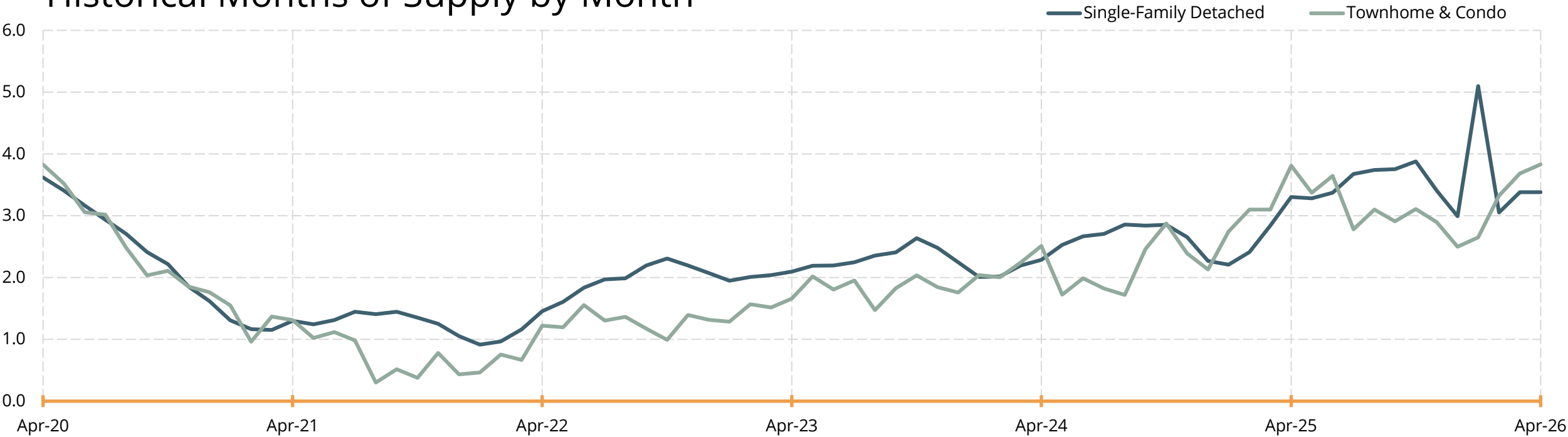


Apr



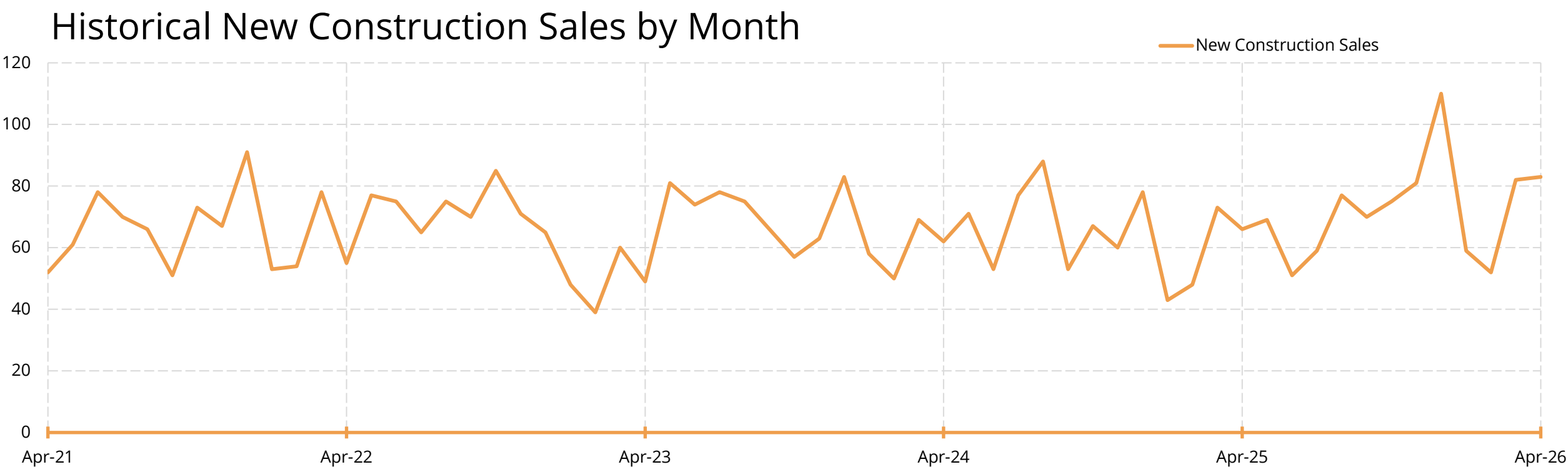
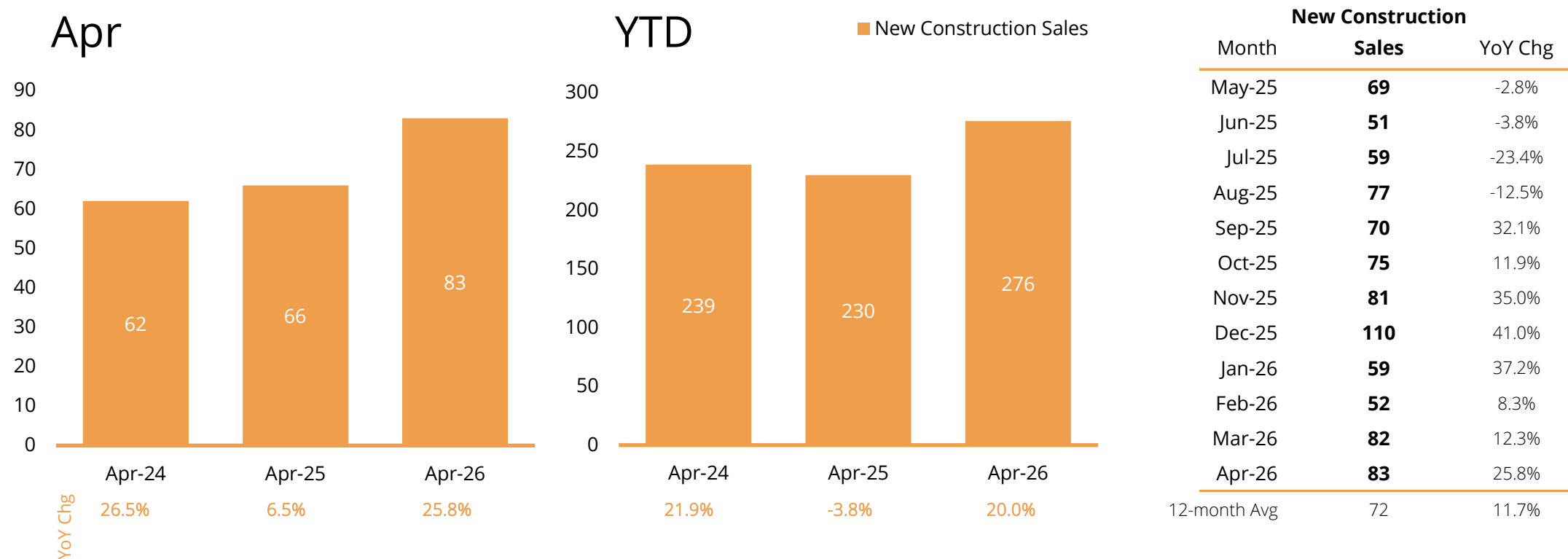
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
Aug-25	3.7	30.7%	3.1	80.3%
Sep-25	3.8	32.3%	2.9	18.3%
Oct-25	3.9	36.0%	3.1	8.1%
Nov-25	3.4	28.2%	2.9	21.2%
Dec-25	3.0	31.7%	2.5	17.2%
Jan-26	5.1	130.8%	2.6	-3.6%
Feb-26	3.1	26.6%	3.3	7.2%
Mar-26	3.4	19.1%	3.7	18.8%
Apr-26	3.4	2.3%	3.8	0.6%
12-month Avg	3.6	33.8%	3.2	26.6%

Historical Months of Supply by Month



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

New Construction Sales



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	267	308	15.4%	128	146	14.1%	\$547,800	\$554,084	1.1%	398	465	16.8%	3.1	3.7	18.5%
Charlottesville	107	73	-31.8%	38	51	34.2%	\$586,250	\$485,000	-17.3%	125	109	-12.8%	4.0	3.0	-25.1%
Fluvanna County	59	91	54.2%	41	40	-2.4%	\$350,000	\$340,500	-2.7%	71	142	100.0%	2.1	4.0	88.8%
Greene County	79	79	0.0%	28	25	-10.7%	\$440,338	\$418,925	-4.9%	70	79	12.9%	3.0	2.5	-17.0%
Louisa County	109	198	81.7%	70	84	20.0%	\$407,500	\$421,000	3.3%	256	311	21.5%	4.0	4.9	20.7%
Nelson County	45	41	-8.9%	16	26	62.5%	\$432,500	\$295,000	-31.8%	100	104	4.0%	4.0	4.2	5.4%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	299	921	208.0%	390	378	-3.1%	\$540,394	\$551,497	2.1%	398	465	16.8%
Charlottesville	273	258	-5.5%	98	131	33.7%	\$493,000	\$477,500	-3.1%	125	109	-12.8%
Fluvanna County	206	250	21.4%	134	122	-9.0%	\$365,900	\$344,500	-5.8%	71	142	100.0%
Greene County	178	217	21.9%	82	99	20.7%	\$434,999	\$405,000	-6.9%	70	79	12.9%
Louisa County	438	526	20.1%	224	249	11.2%	\$385,000	\$449,000	16.6%	256	311	21.5%
Nelson County	160	130	-18.8%	88	76	-13.6%	\$435,000	\$407,338	-6.4%	100	104	4.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	249	287	15.3%	119	136	14.3%	\$570,000	\$582,715	2.2%	367	416	13.4%	3.1	3.2	0.9%
Charlottesville	93	59	-36.6%	31	42	35.5%	\$618,000	\$502,958	-18.6%	100	83	-17.0%	3.9	2.4	-37.3%
Fluvanna County	59	91	54.2%	41	40	-2.4%	\$350,000	\$340,500	-2.7%	71	142	100.0%	2.1	3.3	54.4%
Greene County	79	79	0.0%	28	25	-10.7%	\$440,338	\$418,925	-4.9%	70	79	12.9%	3.0	2.2	-25.8%
Louisa County	107	196	83.2%	70	83	18.6%	\$407,500	\$418,500	2.7%	254	308	21.3%	4.0	4.5	11.5%
Nelson County	35	36	2.9%	9	18	100.0%	\$461,000	\$392,500	-14.9%	64	83	29.7%	3.7	4.9	34.1%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	774	841	8.7%	360	353	-1.9%	\$550,000	\$585,000	6.4%	367	416	13.4%
Charlottesville	229	213	-7.0%	78	110	41.0%	\$529,000	\$500,333	-5.4%	100	83	-17.0%
Fluvanna County	205	250	22.0%	133	122	-8.3%	\$367,945	\$344,500	-6.4%	71	142	100.0%
Greene County	178	217	21.9%	82	99	20.7%	\$434,999	\$405,000	-6.9%	70	79	12.9%
Louisa County	435	519	19.3%	222	248	11.7%	\$385,000	\$449,000	16.6%	254	308	21.3%
Nelson County	105	103	-1.9%	57	49	-14.0%	\$501,250	\$475,000	-5.2%	64	83	29.7%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	18	21	16.7%	9	10	11.1%	\$295,000	\$242,500	-17.8%	31	49	58%	3.0	4.2	41%
Charlottesville	14	14	0.0%	7	9	28.6%	\$285,000	\$300,000	5.3%	25	26	4.0%	4.5	4.7	4.0%
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	2	2	0.0%	0	1	n/a	\$0	\$2,175,000	n/a	2	3	50.0%	3.0	9.0	200.0%
Nelson County	10	5	-50.0%	7	8	14.3%	\$330,000	\$230,000	-30.3%	36	21	-41.7%	4.7	2.6	-45.2%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	67	80	19.4%	30	25	-16.7%	\$340,000	\$245,000	-27.9%	31	49	58.1%
Charlottesville	44	45	2.3%	20	21	5.0%	\$303,000	\$382,500	26.2%	25	26	4.0%
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	#DIV/0!	0	0	n/a
Louisa County	3	7	133.3%	2	1	-50.0%	\$537,500	\$2,175,000	304.7%	2	3	50.0%
Nelson County	55	27	-50.9%	31	27	-12.9%	\$290,000	\$259,000	-10.7%	36	21	-41.7%



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.

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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.