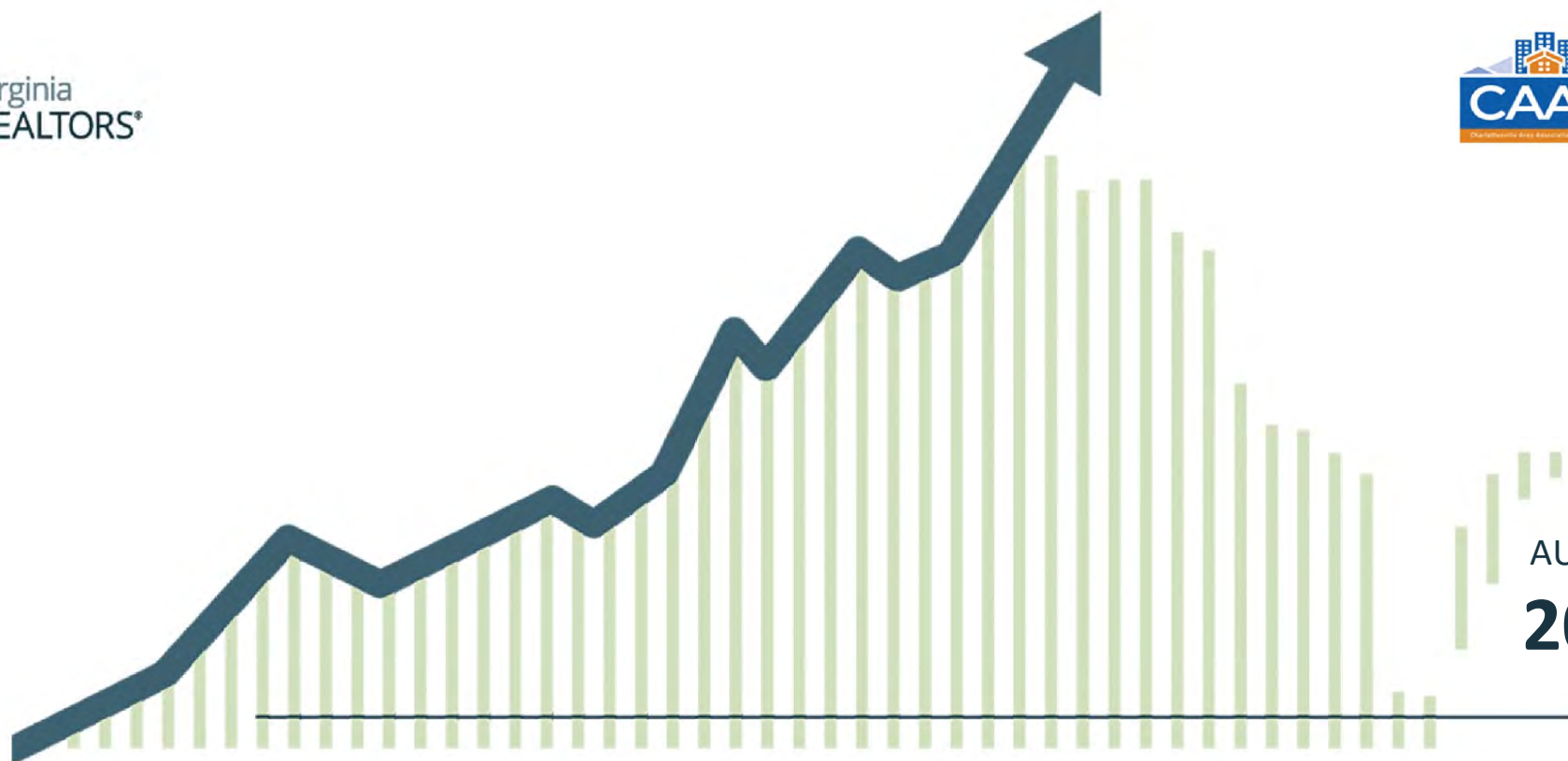




AUGUST  
**2026**

# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# CAAR Market Indicators Report



## Key Market Trends: August 2026

- There was a decrease in sales activity across the CAAR region this month.** After rising the last four months, home sales fell 12.6% in August leading to 313 total sales in the area, 45 less than last year. Albemarle County experienced the sharpest drop in sales this month with 22 fewer than a year ago (-16.2%). Sales also dropped in Greene County with 17 fewer sales compared to last August (-41.5%). Activity grew in Nelson County with six more sales than the year before (+20.0%). Sales activity remained the same in Charlottesville.
- Pending sales increased in the CAAR market.** The total number of pending sales came to 337 in the region, up 6.3% from the previous year, which is 20 additional pending sales. There were 40 more pending sales in Albemarle County compared to last year (+42.1%) while Nelson County had eight additional pending sales (+25.8%). Greene county experienced a 36.4% drop in activity with 12 fewer pending sales than the year before. After rising the last four months, pending sales declined in Fluvanna County this month (-23.9%).
- Home prices continued to climb in the CAAR footprint.** The median sales price was \$480,000 in August, \$30,000 higher than the year prior, increasing by 6.7%. Prices jumped in areas such as Albemarle County with homes costing \$38,092 more than last year (+7.0%) and Louisa County with the median price up \$31,007 (+7.3%). In Greene County, prices fell 5.4% bringing the median price to \$405,750 this month, \$23,230 less than last year.
- Supply is rising as more active listings came on to the market this month.** There were 297 more listings in the CAAR area, leading to 1,413 total listings at the end of August, a 26.6% surge in activity. Listings went up the most in Albemarle County with 159 more than the previous year (+39.8%), followed by Fluvanna County with 56 additional listings (+52.3%) and Louisa County with 44 more listings (+14.2%). Charlottesville experienced its fifth straight month of listing decline (-4.2%).



### CAAR Market Dashboard

| YoY Chg  | Aug-26    | Indicator                        |
|----------|-----------|----------------------------------|
| ▼ -12.6% | 313       | Sales                            |
| ▲ 6.3%   | 337       | Pending Sales                    |
| ▲ 4.8%   | 566       | New Listings                     |
| ▲ 6.7%   | \$480,000 | Median List Price                |
| ▲ 6.7%   | \$480,000 | Median Sales Price               |
| ▲ 2.6%   | \$266     | Median Price Per Square Foot     |
| ▼ -10.4% | \$184.5   | Sold Dollar Volume (in millions) |
| ▼ -0.6%  | 99.2%     | Median Sold/Ask Price Ratio      |
| ▲ 10.0%  | 22        | Median Days on Market            |
| ▲ 26.6%  | 1,413     | Active Listings                  |
| ▲ 22.7%  | 4.3       | Months of Supply                 |
| ▼ -32.5% | 52        | New Construction Sales           |

### INTEREST RATE TRACKER



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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.

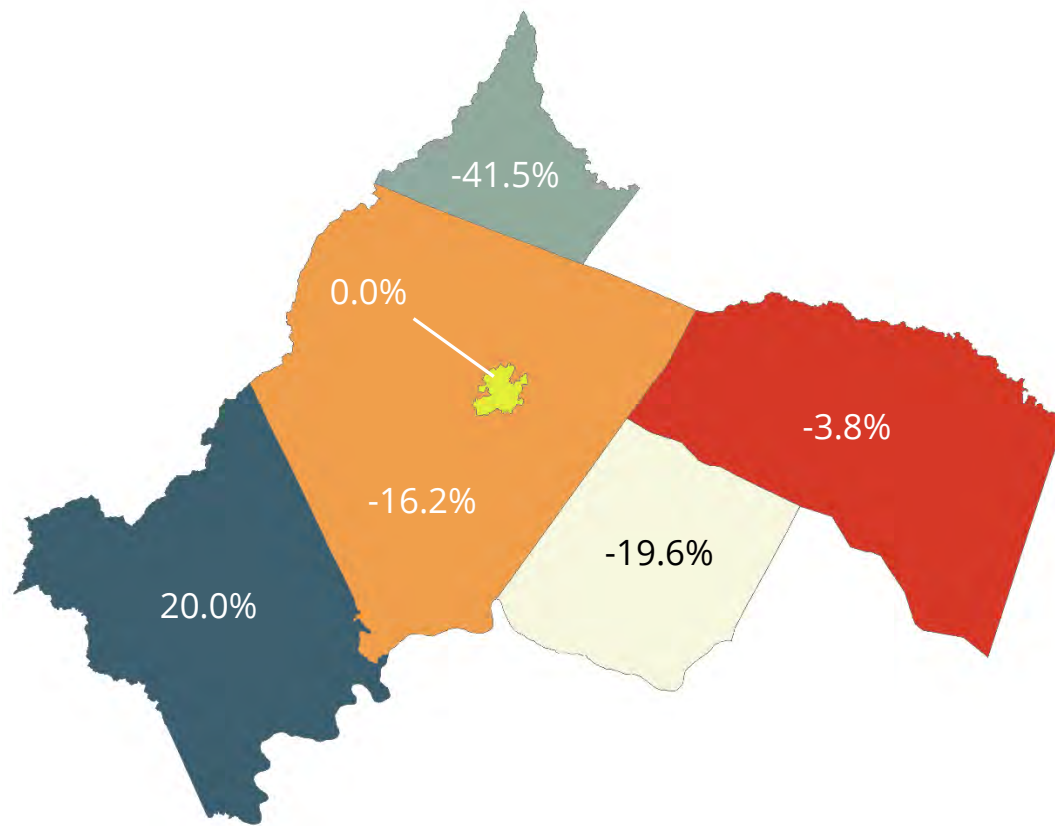
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

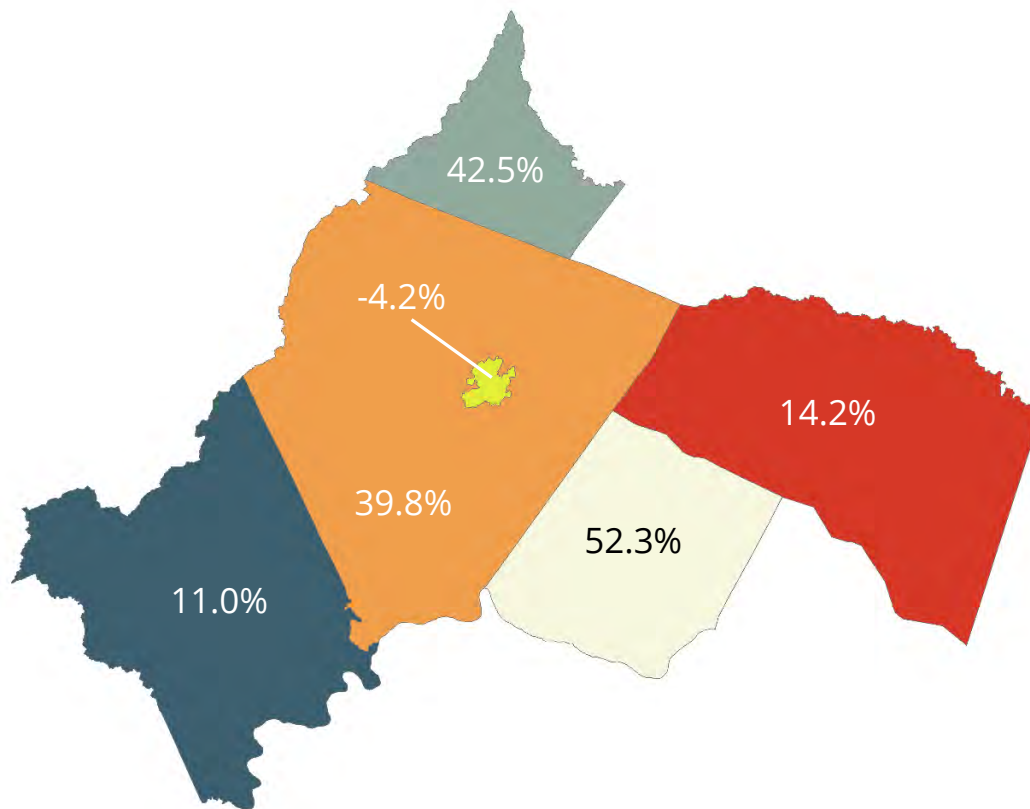


# Market Activity - CAAR Footprint



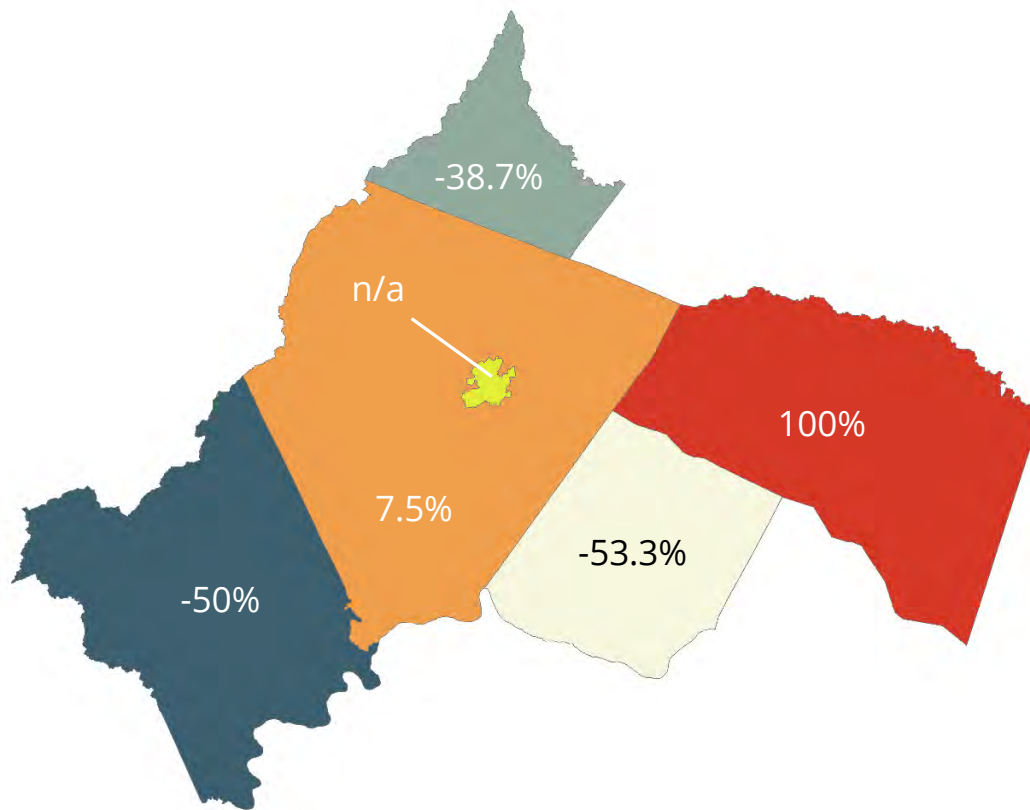
| Jurisdiction     | Total Sales |            |               |
|------------------|-------------|------------|---------------|
|                  | Aug-25      | Aug-26     | % Chg         |
| Albemarle County | 136         | 114        | -16.2%        |
| Charlottesville  | 26          | 26         | 0.0%          |
| Fluvanna County  | 46          | 37         | -19.6%        |
| Greene County    | 41          | 24         | -41.5%        |
| Louisa County    | 79          | 76         | -3.8%         |
| Nelson County    | 30          | 36         | 20.0%         |
| <b>CAAR</b>      | <b>358</b>  | <b>313</b> | <b>-12.6%</b> |

# Active Listings: Total Inventory (includes proposed listings)



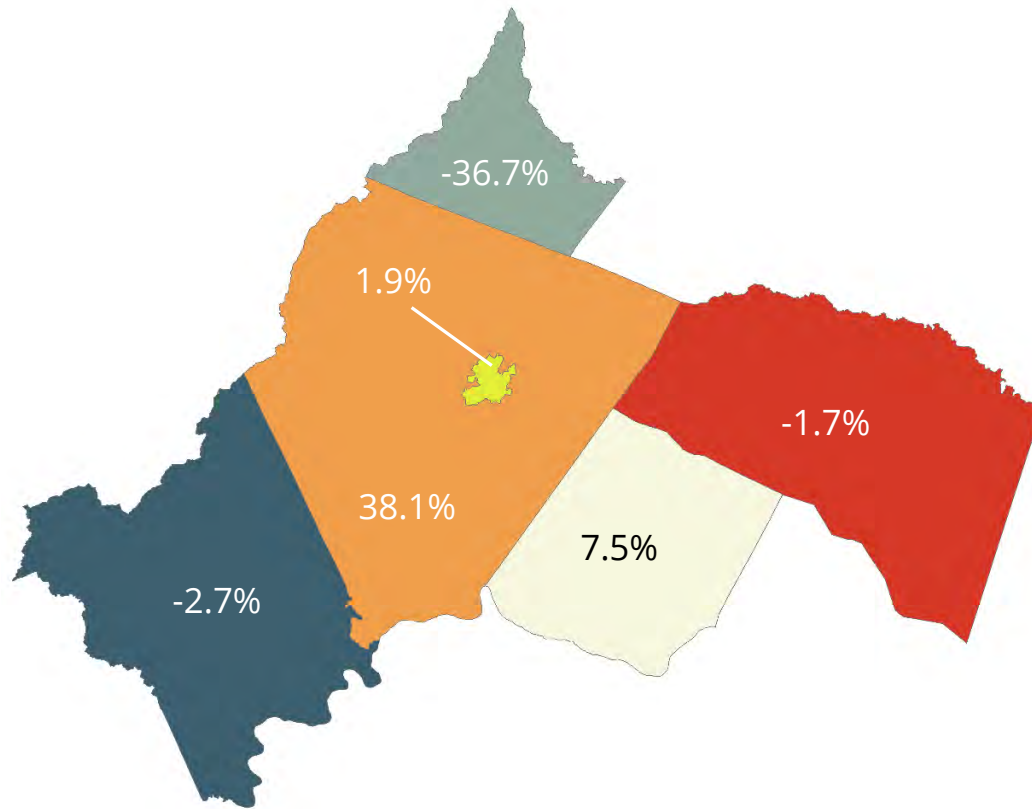
| Jurisdiction     | Active Listings |              | % Chg        |
|------------------|-----------------|--------------|--------------|
|                  | Aug-25          | Aug-26       |              |
| Albemarle County | 400             | 559          | 39.8%        |
| Charlottesville  | 118             | 113          | -4.2%        |
| Fluvanna County  | 107             | 163          | 52.3%        |
| Greene County    | 73              | 104          | 42.5%        |
| Louisa County    | 309             | 353          | 14.2%        |
| Nelson County    | 109             | 121          | 11.0%        |
| <b>CAAR</b>      | <b>1,116</b>    | <b>1,413</b> | <b>26.6%</b> |

# Active Listings: Proposed Listings



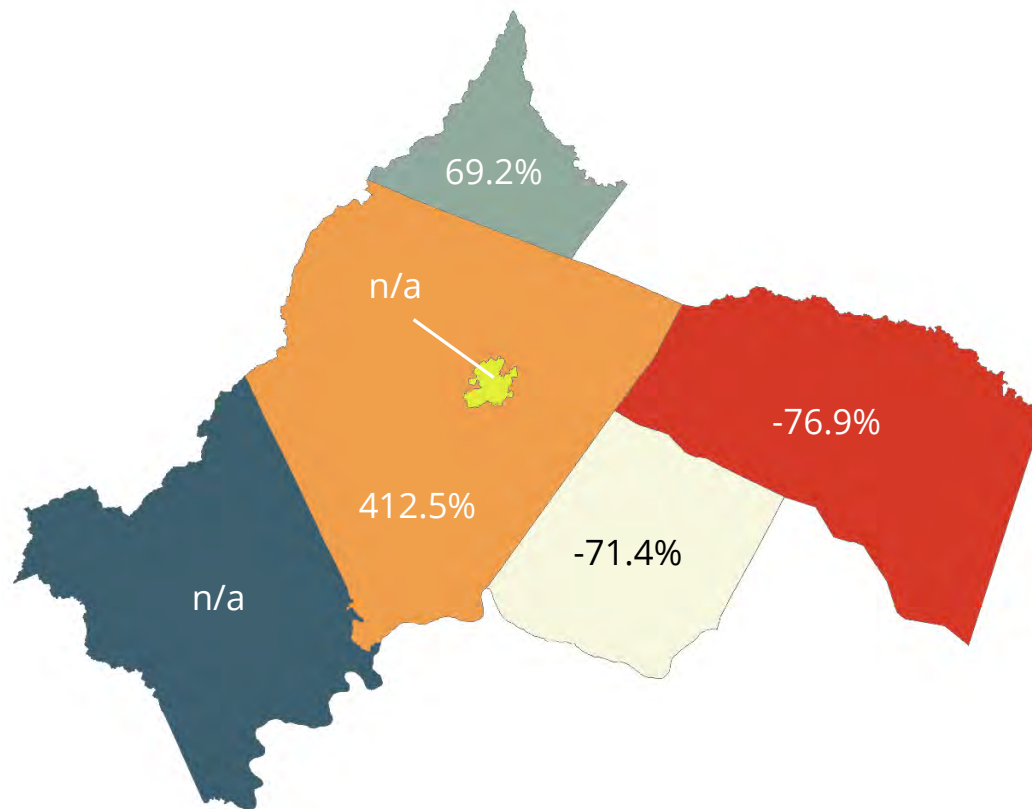
| Jurisdiction     | Active Listings |            | % Chg        |
|------------------|-----------------|------------|--------------|
|                  | Aug-25          | Aug-26     |              |
| Albemarle County | 106             | 114        | 7.5%         |
| Charlottesville  | 0               | 1          | n/a          |
| Fluvanna County  | 15              | 7          | -53.3%       |
| Greene County    | 31              | 19         | -38.7%       |
| Louisa County    | 12              | 24         | 100.0%       |
| Nelson County    | 4               | 2          | -50.0%       |
| <b>CAAR</b>      | <b>168</b>      | <b>167</b> | <b>-0.6%</b> |

# New Listings: Total Inventory (includes proposed listings)



| Jurisdiction     | New Listings |            | % Chg       |
|------------------|--------------|------------|-------------|
|                  | Aug-25       | Aug-26     |             |
| Albemarle County | 168          | 232        | 38.1%       |
| Charlottesville  | 53           | 54         | 1.9%        |
| Fluvanna County  | 53           | 57         | 7.5%        |
| Greene County    | 109          | 69         | -36.7%      |
| Louisa County    | 120          | 118        | -1.7%       |
| Nelson County    | 37           | 36         | -2.7%       |
| <b>CAAR</b>      | <b>540</b>   | <b>566</b> | <b>4.8%</b> |

# New Listings: Proposed Listings



| Jurisdiction     | New Listings |           | % Chg        |
|------------------|--------------|-----------|--------------|
|                  | Aug-25       | Aug-26    |              |
| Albemarle County | 8            | 41        | 412.5%       |
| Charlottesville  | 0            | 0         | n/a          |
| Fluvanna County  | 7            | 2         | -71.4%       |
| Greene County    | 13           | 22        | 69.2%        |
| Louisa County    | 13           | 3         | -76.9%       |
| Nelson County    | 0            | 0         | n/a          |
| <b>CAAR</b>      | <b>41</b>    | <b>68</b> | <b>65.9%</b> |

# Total Market Overview



| Key Metrics                      | Aug-24 | 2-year Trends | Aug-26 | Aug-25    | Aug-26           | YoY Chg | 2025 YTD  | 2026 YTD         | YoY Chg |
|----------------------------------|--------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| Sales                            |        |               |        | 358       | <b>313</b>       | -12.6%  | 2,480     | <b>2,608</b>     | 5.2%    |
| Pending Sales                    |        |               |        | 317       | <b>337</b>       | 6.3%    | 2,760     | <b>2,985</b>     | 8.2%    |
| New Listings                     |        |               |        | 540       | <b>566</b>       | 4.8%    | 4,214     | <b>4,743</b>     | 12.6%   |
| Median List Price                |        |               |        | \$450,000 | <b>\$480,000</b> | 6.7%    | \$469,382 | <b>\$475,000</b> | 1.2%    |
| Median Sales Price               |        |               |        | \$450,000 | <b>\$480,000</b> | 6.7%    | \$465,000 | <b>\$474,000</b> | 1.9%    |
| Median Price Per Square Foot     |        |               |        | \$259     | <b>\$266</b>     | 2.6%    | \$294     | <b>\$298</b>     | 1.5%    |
| Sold Dollar Volume (in millions) |        |               |        | \$205.9   | <b>\$184.5</b>   | -10.4%  | \$1,478.1 | <b>\$1,581.2</b> | 7.0%    |
| Median Sold/Ask Price Ratio      |        |               |        | 99.8%     | <b>99.2%</b>     | -0.6%   | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Median Days on Market            |        |               |        | 20        | <b>22</b>        | 10.0%   | 12        | <b>17</b>        | 41.7%   |
| Active Listings                  |        |               |        | 1,116     | <b>1,413</b>     | 26.6%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |        |               |        | 3.5       | <b>4.3</b>       | 22.7%   | n/a       | <b>n/a</b>       | n/a     |

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

# Single-Family Detached Market Overview



| Key Metrics                      | Aug-24 | 2-year Trends | Aug-26 | Aug-25    | Aug-26           | YoY Chg | 2025 YTD  | 2026 YTD         | YoY Chg |
|----------------------------------|--------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| Sales                            |        |               |        | 328       | <b>287</b>       | -12.5%  | 2,274     | <b>2,435</b>     | 7.1%    |
| Pending Sales                    |        |               |        | 297       | <b>305</b>       | 2.7%    | 2,546     | <b>2,752</b>     | 8.1%    |
| New Listings                     |        |               |        | 508       | <b>527</b>       | 3.7%    | 3,905     | <b>4,373</b>     | 12.0%   |
| Median List Price                |        |               |        | \$465,369 | <b>\$499,950</b> | 7.4%    | \$480,000 | <b>\$489,990</b> | 2.1%    |
| Median Sales Price               |        |               |        | \$465,000 | <b>\$500,000</b> | 7.5%    | \$479,441 | <b>\$486,755</b> | 1.5%    |
| Median Price Per Square Foot     |        |               |        | \$257     | <b>\$266</b>     | 3.4%    | \$266     | <b>\$270</b>     | 1.9%    |
| Sold Dollar Volume (in millions) |        |               |        | \$194.3   | <b>\$175.8</b>   | -9.5%   | \$1,405.5 | <b>\$1,520.1</b> | 8.2%    |
| Median Sold/Ask Price Ratio      |        |               |        | 99.9%     | <b>99.1%</b>     | -0.8%   | 100.0%    | <b>100.0%</b>    | 0.0%    |
| Median Days on Market            |        |               |        | 18        | <b>23</b>        | 27.8%   | 12        | <b>17</b>        | 41.7%   |
| Active Listings                  |        |               |        | 1,040     | <b>1,295</b>     | 24.5%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |        |               |        | 3.6       | <b>4.3</b>       | 18.5%   | n/a       | <b>n/a</b>       | n/a     |

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

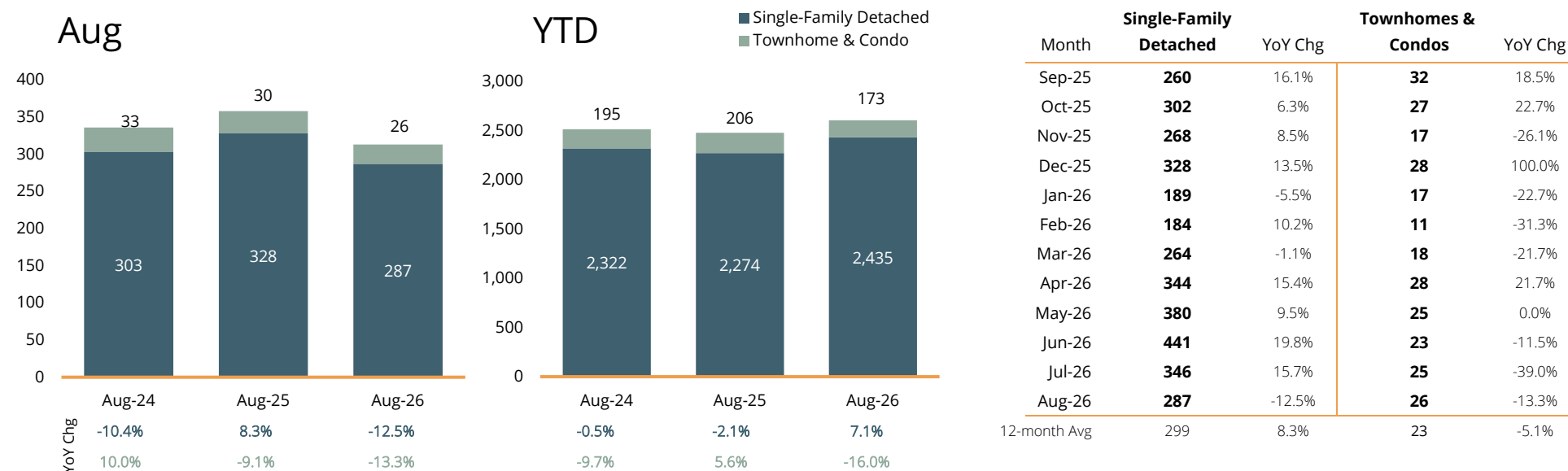
# Townhome & Condo Market Overview



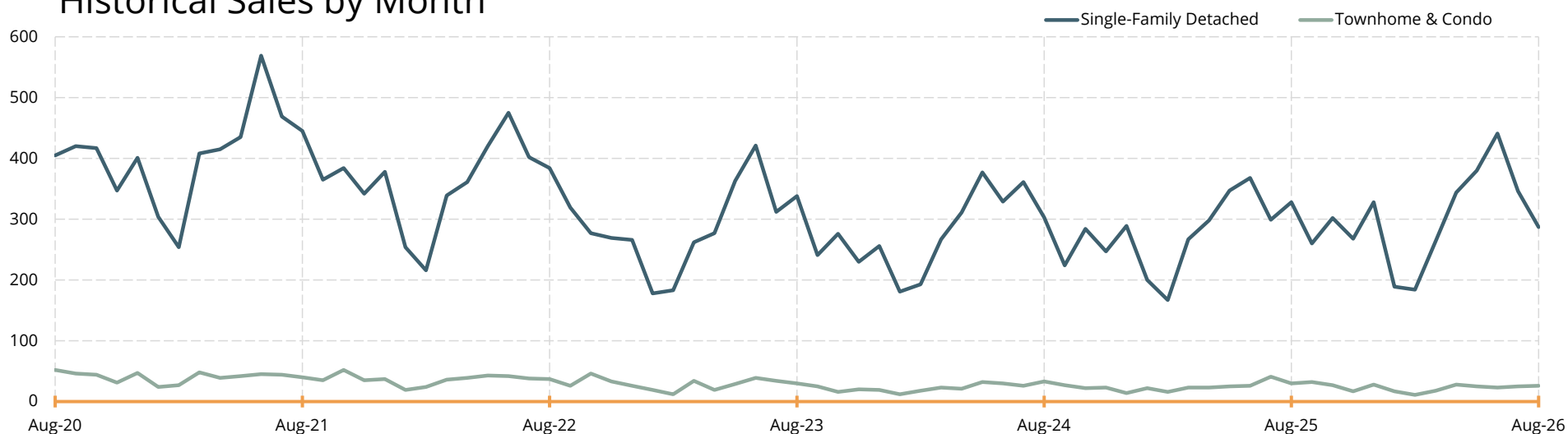
| Key Metrics                      | Aug-24 | 2-year Trends | Aug-26 | Aug-25    | Aug-26           | YoY Chg | 2025 YTD  | 2026 YTD         | YoY Chg |
|----------------------------------|--------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| Sales                            |        |               |        | 30        | <b>26</b>        | -13.3%  | 206       | <b>173</b>       | -16.0%  |
| Pending Sales                    |        |               |        | 20        | <b>32</b>        | 60.0%   | 214       | <b>233</b>       | 8.9%    |
| New Listings                     |        |               |        | 32        | <b>39</b>        | 21.9%   | 309       | <b>370</b>       | 19.7%   |
| Median List Price                |        |               |        | \$308,950 | <b>\$264,250</b> | -14.5%  | \$299,000 | <b>\$292,700</b> | -2.1%   |
| Median Sales Price               |        |               |        | \$305,000 | <b>\$260,000</b> | -14.8%  | \$290,000 | <b>\$279,000</b> | -3.8%   |
| Median Price Per Square Foot     |        |               |        | \$275     | <b>\$267</b>     | -3.1%   | \$279     | <b>\$265</b>     | -5.1%   |
| Sold Dollar Volume (in millions) |        |               |        | \$11.6    | <b>\$8.8</b>     | -24.6%  | \$72.6    | <b>\$61.1</b>    | -15.8%  |
| Median Sold/Ask Price Ratio      |        |               |        | 97.9%     | <b>99.8%</b>     | 1.9%    | 98.4%     | <b>98.1%</b>     | -0.3%   |
| Median Days on Market            |        |               |        | 32        | <b>19</b>        | -41.3%  | 20        | <b>28</b>        | 41.0%   |
| Active Listings                  |        |               |        | 76        | <b>118</b>       | 55.3%   | n/a       | <b>n/a</b>       | n/a     |
| Months of Supply                 |        |               |        | 2.6       | <b>5.0</b>       | 90.1%   | n/a       | <b>n/a</b>       | n/a     |

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

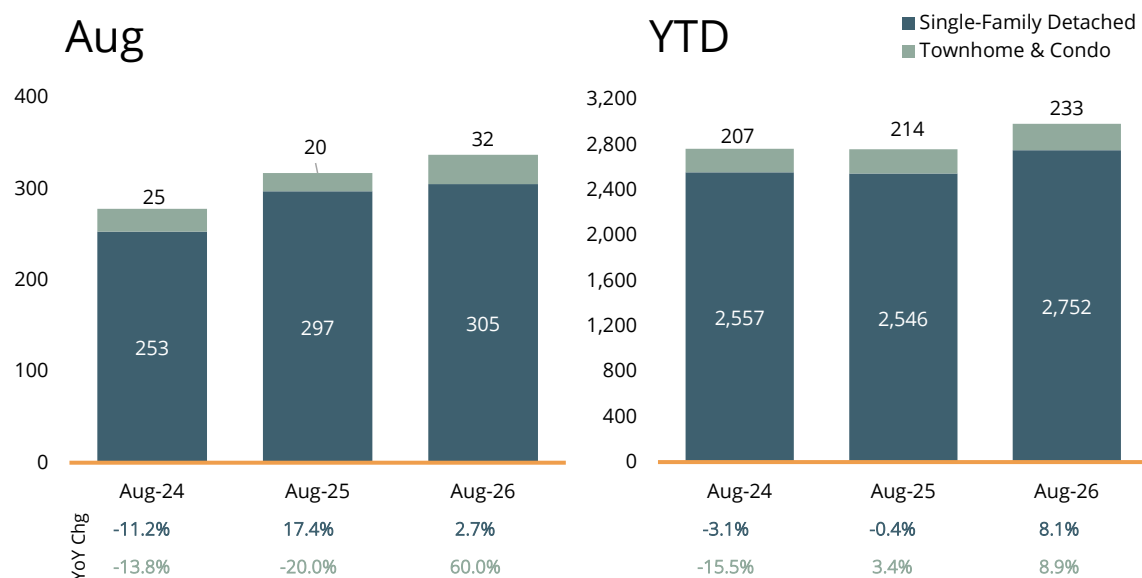
# Sales



## Historical Sales by Month

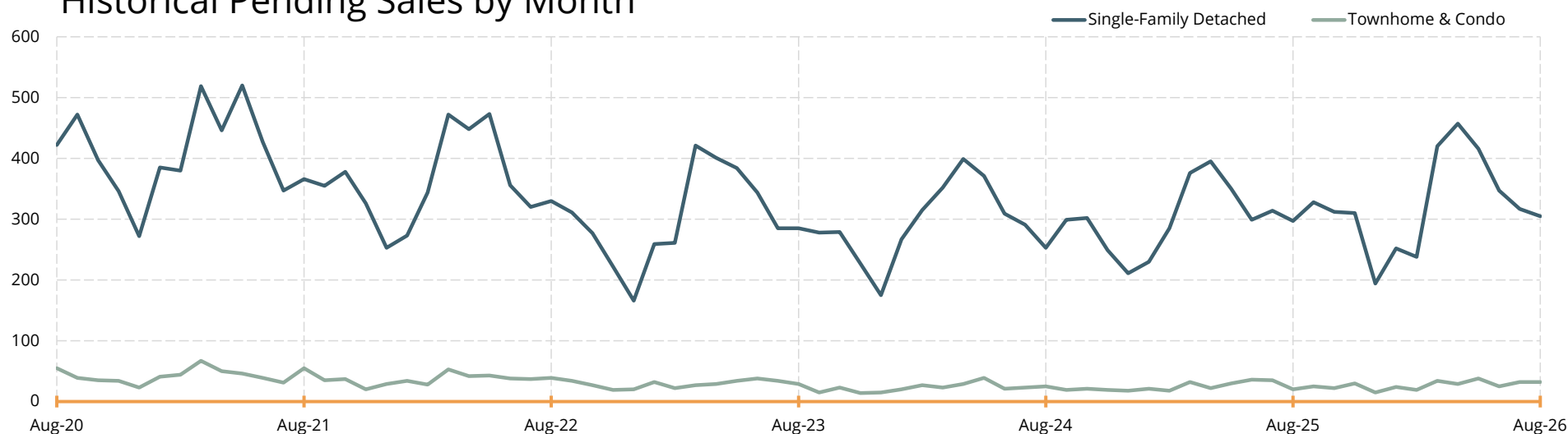


# Pending Sales

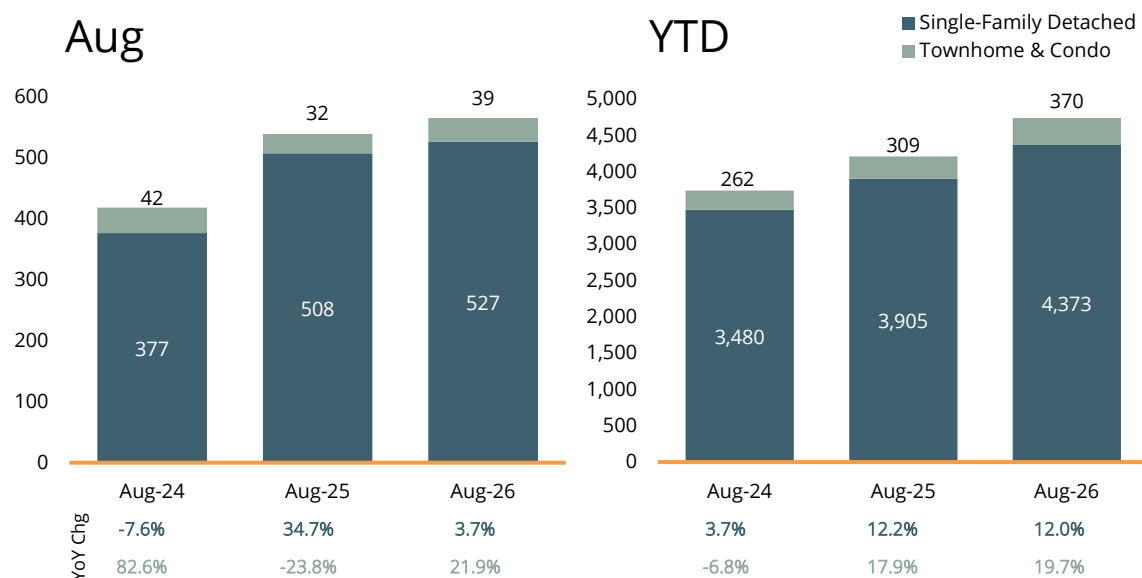


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Sep-25       | 328                    | 9.7%    | 25                 | 31.6%   |
| Oct-25       | 312                    | 3.3%    | 22                 | 4.8%    |
| Nov-25       | 310                    | 24.5%   | 30                 | 57.9%   |
| Dec-25       | 194                    | -8.1%   | 15                 | -16.7%  |
| Jan-26       | 252                    | 9.6%    | 24                 | 14.3%   |
| Feb-26       | 238                    | -16.5%  | 19                 | 5.6%    |
| Mar-26       | 420                    | 11.7%   | 34                 | 6.3%    |
| Apr-26       | 457                    | 15.7%   | 29                 | 31.8%   |
| May-26       | 416                    | 18.9%   | 38                 | 26.7%   |
| Jun-26       | 347                    | 16.1%   | 25                 | -30.6%  |
| Jul-26       | 317                    | 1.0%    | 32                 | -8.6%   |
| Aug-26       | 305                    | 2.7%    | 32                 | 60.0%   |
| 12-month Avg | 325                    | 8.0%    | 27                 | 11.7%   |

## Historical Pending Sales by Month

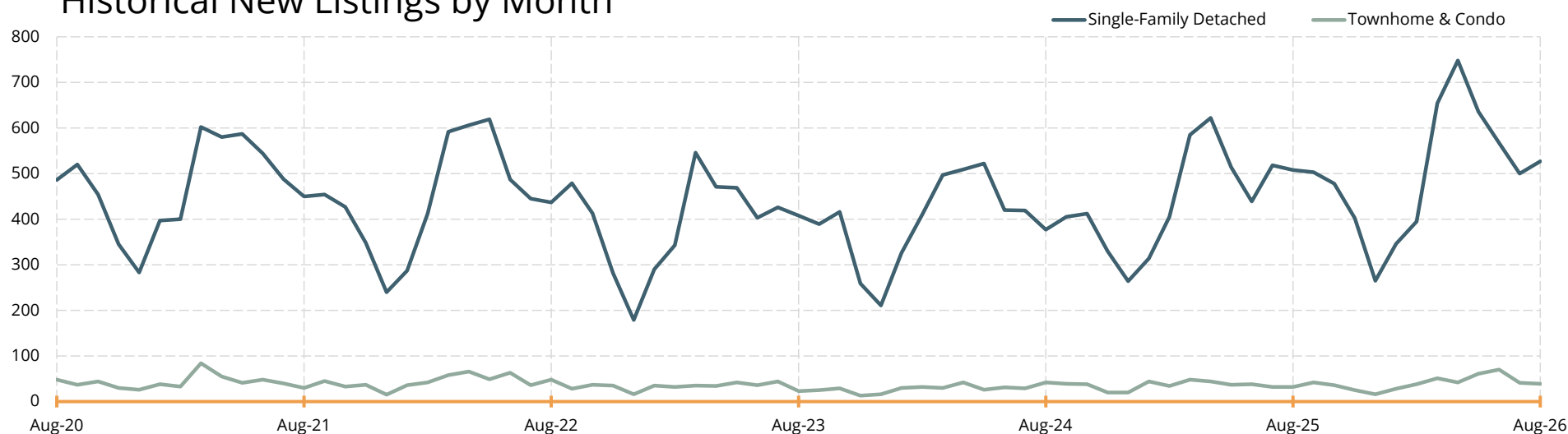


# New Listings

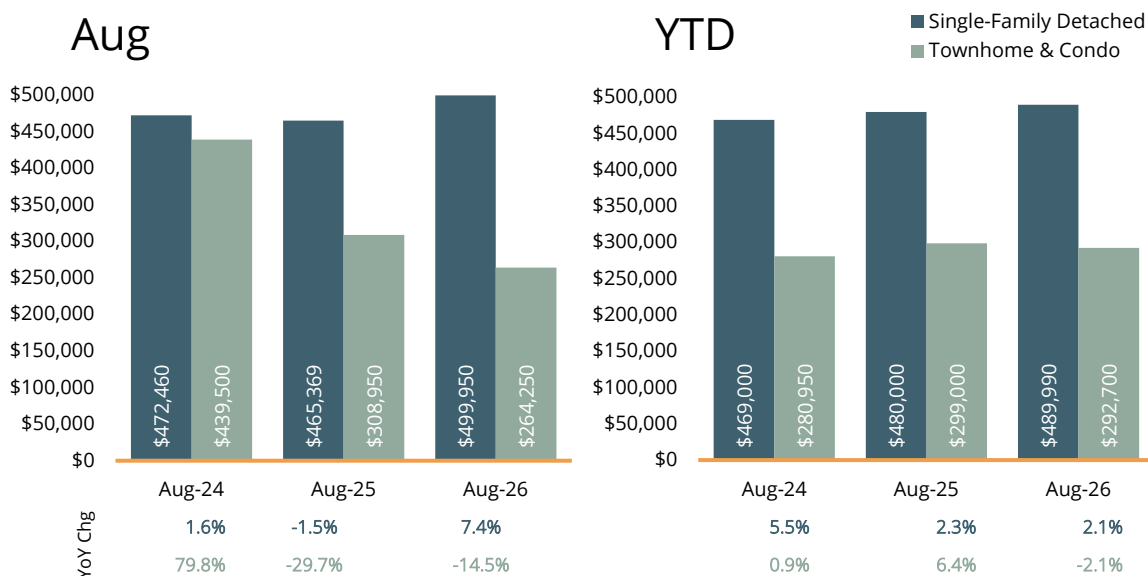


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Sep-25       | 503                    | 24.2%   | 42                 | 7.7%    |
| Oct-25       | 478                    | 16.0%   | 36                 | -5.3%   |
| Nov-25       | 402                    | 21.8%   | 25                 | 25.0%   |
| Dec-25       | 265                    | 0.4%    | 16                 | -20.0%  |
| Jan-26       | 346                    | 10.2%   | 28                 | -36.4%  |
| Feb-26       | 395                    | -2.5%   | 38                 | 11.8%   |
| Mar-26       | 654                    | 11.8%   | 51                 | 6.3%    |
| Apr-26       | 748                    | 20.3%   | 42                 | -4.5%   |
| May-26       | 636                    | 23.7%   | 61                 | 64.9%   |
| Jun-26       | 567                    | 29.2%   | 70                 | 84.2%   |
| Jul-26       | 500                    | -3.5%   | 41                 | 28.1%   |
| Aug-26       | 527                    | 3.7%    | 39                 | 21.9%   |
| 12-month Avg | 502                    | 13.3%   | 41                 | 14.8%   |

## Historical New Listings by Month

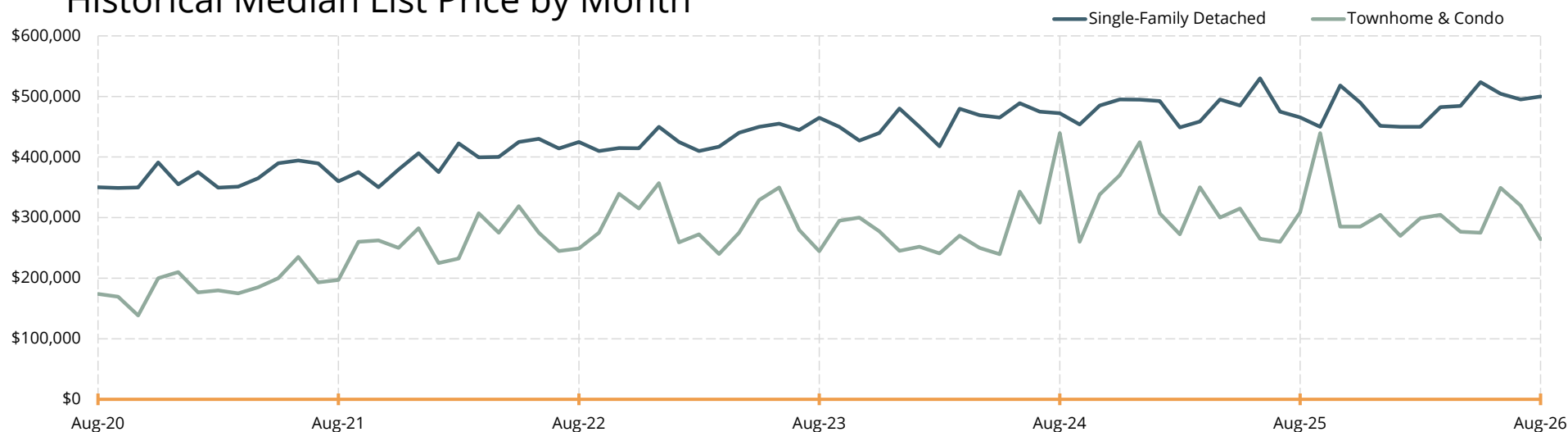


# Median List Price

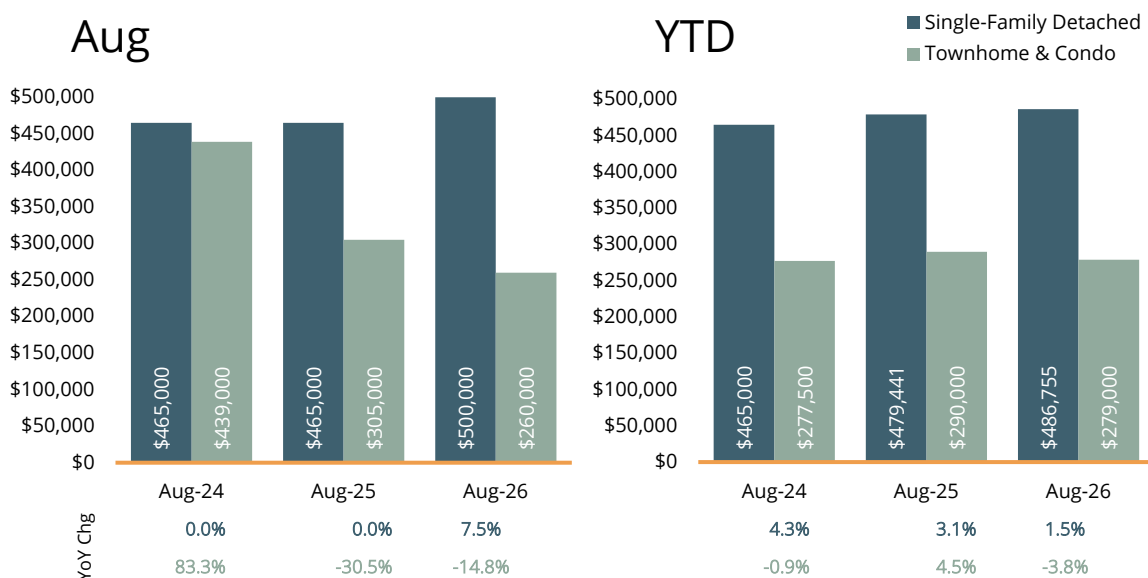


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Sep-25       | \$449,950              | -0.8%   | \$439,450          | 69.0%   |
| Oct-25       | \$518,208              | 6.8%    | \$285,000          | -15.7%  |
| Nov-25       | \$489,950              | -1.0%   | \$285,000          | -23.0%  |
| Dec-25       | \$451,490              | -8.7%   | \$304,750          | -28.2%  |
| Jan-26       | \$450,000              | -8.6%   | \$269,900          | -12.0%  |
| Feb-26       | \$450,000              | 0.2%    | \$299,000          | 9.7%    |
| Mar-26       | \$482,500              | 5.2%    | \$304,500          | -13.0%  |
| Apr-26       | \$484,250              | -2.2%   | \$276,500          | -7.8%   |
| May-26       | \$523,725              | 8.0%    | \$275,000          | -12.7%  |
| Jun-26       | \$504,480              | -4.8%   | \$349,000          | 31.7%   |
| Jul-26       | \$495,000              | 4.2%    | \$320,000          | 23.1%   |
| Aug-26       | \$499,950              | 7.4%    | \$264,250          | -14.5%  |
| 12-month Avg | \$483,292              | 0.4%    | \$306,029          | -2.6%   |

## Historical Median List Price by Month

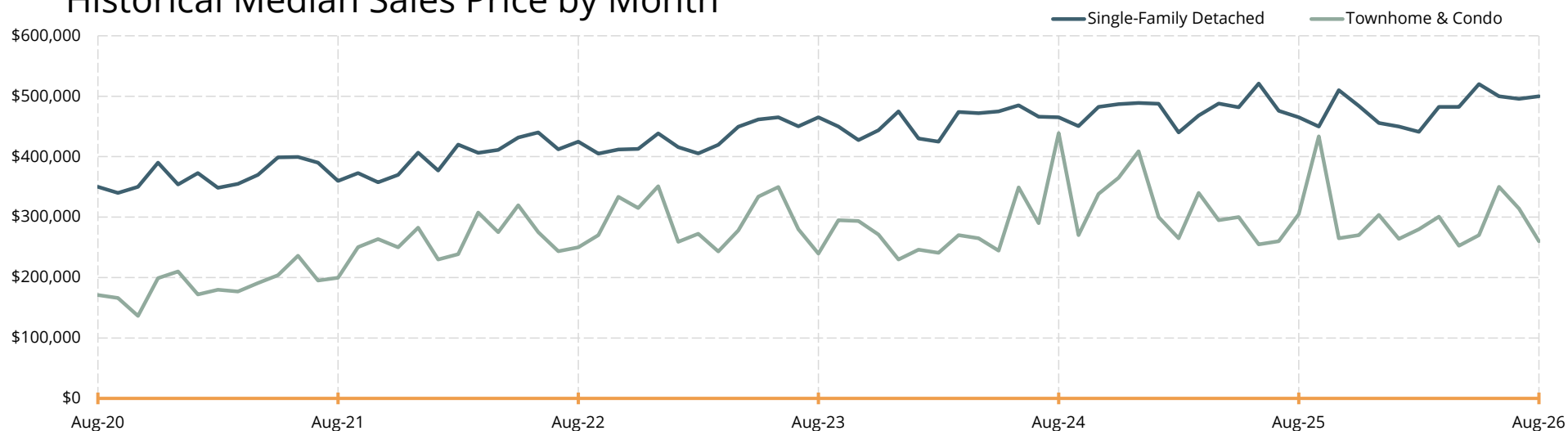


# Median Sales Price

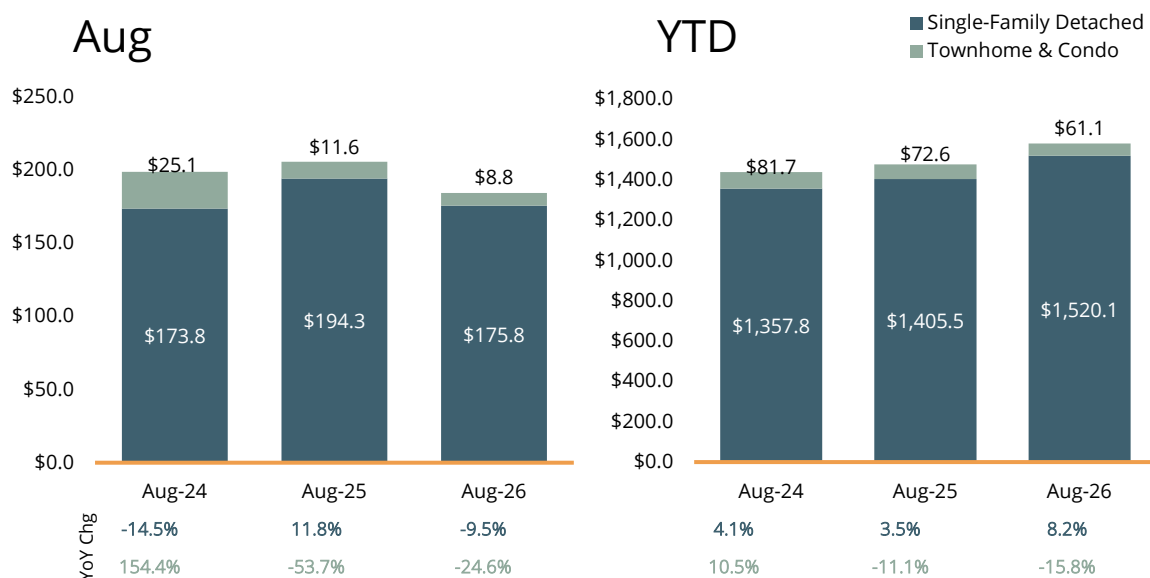


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Sep-25       | \$449,995              | -0.1%   | \$433,500          | 60.6%   |
| Oct-25       | \$510,000              | 5.7%    | \$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%  |
| May-26       | \$520,000              | 7.9%    | \$270,000          | -10.0%  |
| Jun-26       | \$500,000              | -4.0%   | \$350,000          | 37.3%   |
| Jul-26       | \$495,630              | 4.1%    | \$314,000          | 20.8%   |
| Aug-26       | \$500,000              | 7.5%    | \$260,000          | -14.8%  |
| 12-month Avg | \$480,912              | 0.6%    | \$296,938          | -3.8%   |

## Historical Median Sales Price by Month

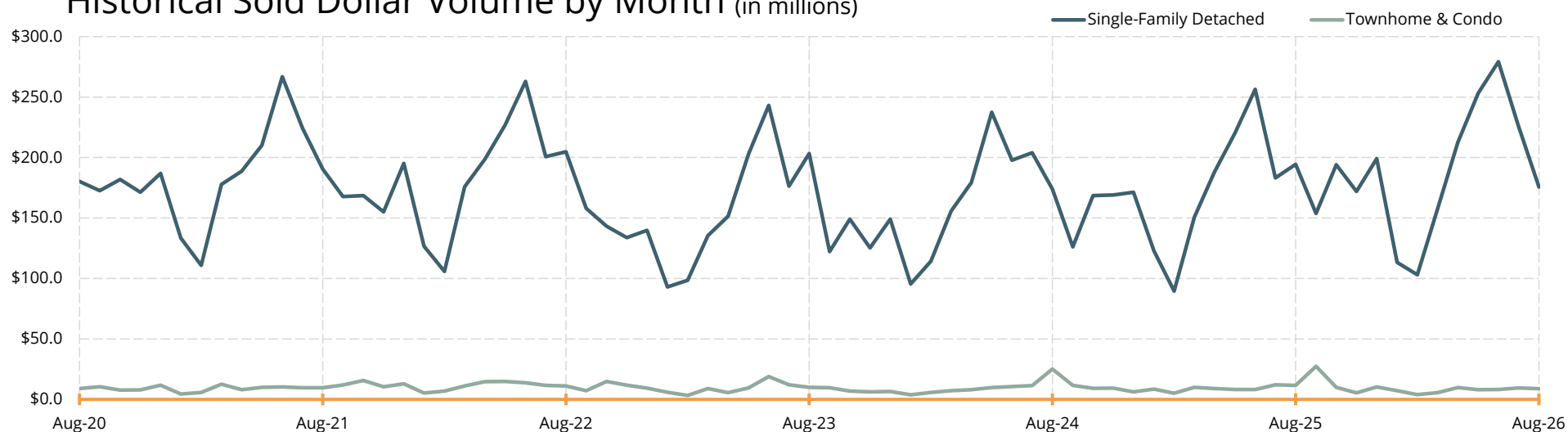


# Sold Dollar Volume (in millions)

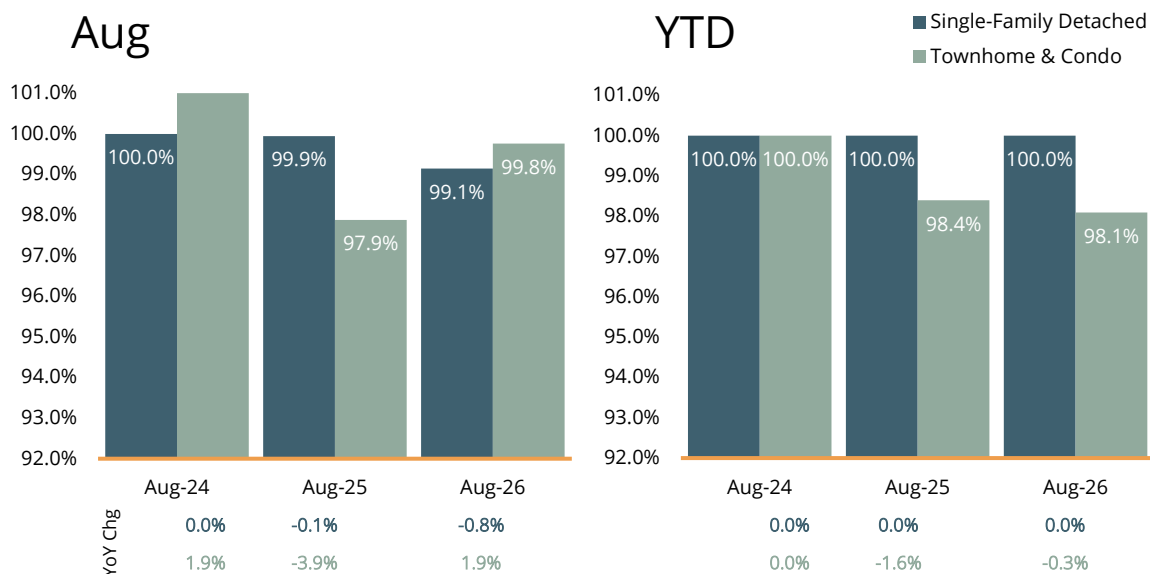


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
|              |                        |         |                    |         |
| Sep-25       | \$153.8                | 21.9%   | \$27.4             | 137.6%  |
| Oct-25       | \$194.1                | 15.2%   | \$10.0             | 9.0%    |
| Nov-25       | \$172.0                | 1.8%    | \$5.4              | -41.8%  |
| Dec-25       | \$199.1                | 16.3%   | \$10.2             | 66.5%   |
| Jan-26       | \$113.4                | -7.8%   | \$7.2              | -14.8%  |
| Feb-26       | \$103.1                | 15.1%   | \$4.0              | -22.7%  |
| Mar-26       | \$157.4                | 4.5%    | \$5.6              | -43.4%  |
| Apr-26       | \$212.4                | 12.8%   | \$9.9              | 9.3%    |
| May-26       | \$253.2                | 15.0%   | \$8.0              | -1.3%   |
| Jun-26       | \$279.3                | 8.9%    | \$8.1              | -0.1%   |
| Jul-26       | \$225.6                | 23.1%   | \$9.5              | -21.8%  |
| Aug-26       | \$175.8                | -9.5%   | \$8.8              | -24.6%  |
| 12-month Avg | \$186.6                | 9.7%    | \$9.5              | 4.9%    |

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

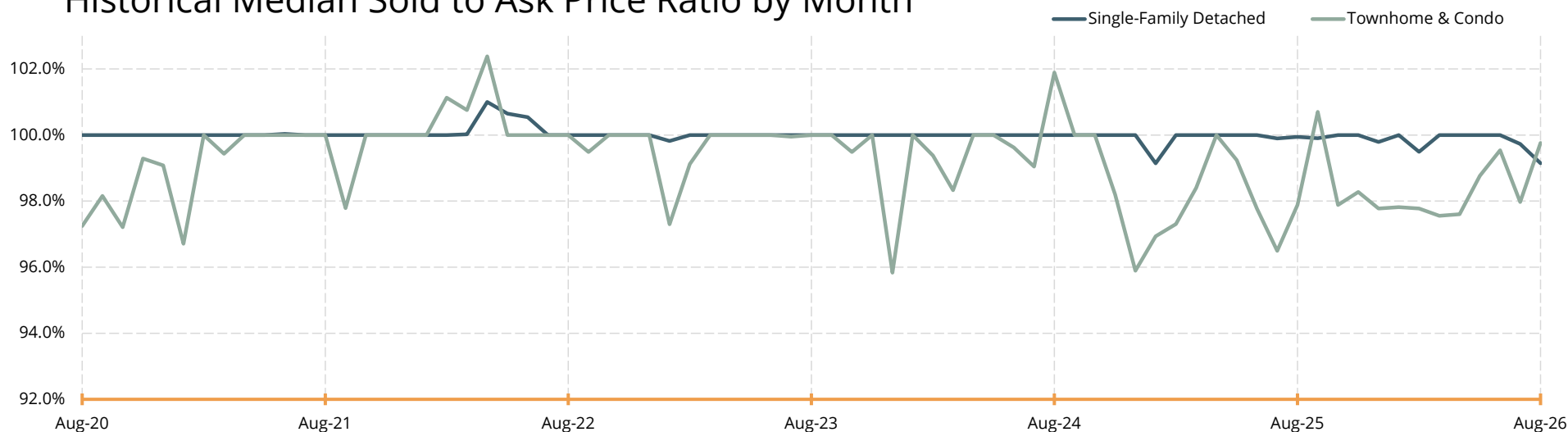


# Median Sold to Ask Price Ratio

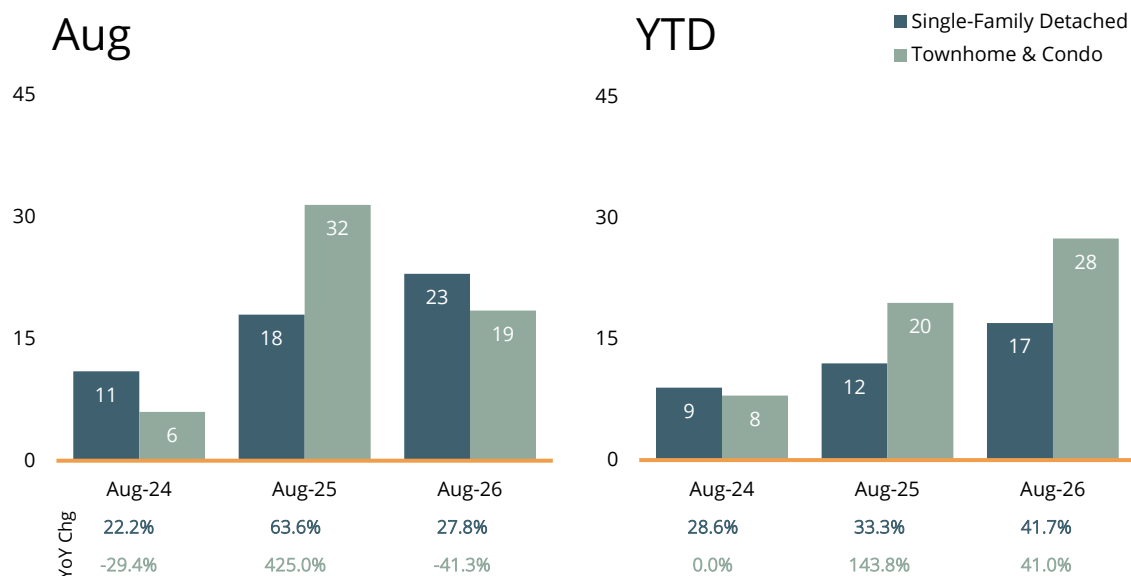


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Sep-25       | 99.9%                  | -0.1%   | 100.7%             | 0.7%    |
| Oct-25       | 100.0%                 | 0.0%    | 97.9%              | -2.1%   |
| Nov-25       | 100.0%                 | 0.0%    | 98.3%              | 0.1%    |
| Dec-25       | 99.8%                  | -0.2%   | 97.8%              | 2.0%    |
| Jan-26       | 100.0%                 | 0.9%    | 97.8%              | 0.9%    |
| Feb-26       | 99.5%                  | -0.5%   | 97.8%              | 0.5%    |
| Mar-26       | 100.0%                 | 0.0%    | 97.6%              | -0.9%   |
| Apr-26       | 100.0%                 | 0.0%    | 97.6%              | -2.4%   |
| May-26       | 100.0%                 | 0.0%    | 98.8%              | -0.5%   |
| Jun-26       | 100.0%                 | 0.0%    | 99.5%              | 1.8%    |
| Jul-26       | 99.7%                  | -0.2%   | 98.0%              | 1.5%    |
| Aug-26       | 99.1%                  | -0.8%   | 99.8%              | 1.9%    |
| 12-month Avg | 99.8%                  | -0.1%   | 98.5%              | 0.3%    |

## Historical Median Sold to Ask Price Ratio by Month

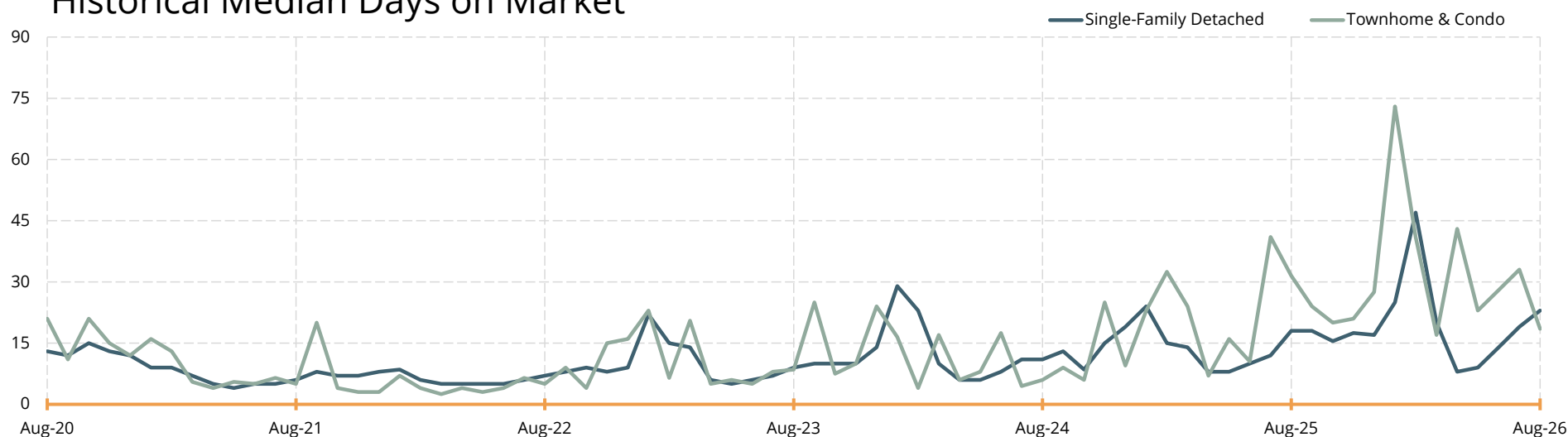


# Median Days on Market

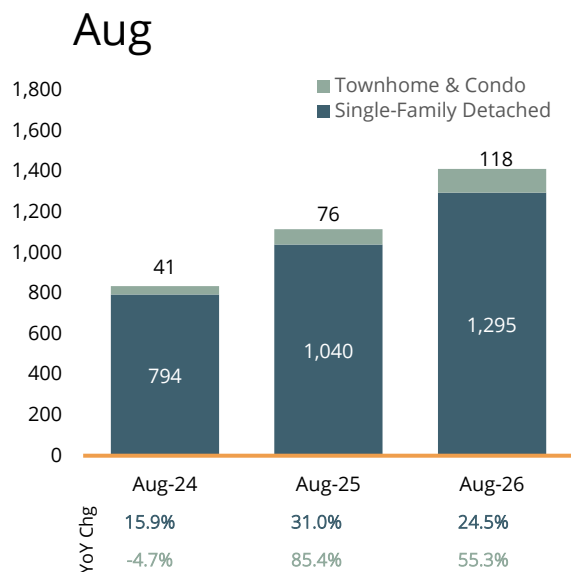


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Sep-25       | 18                     | 38.5%   | 24                 | 166.7%  |
| Oct-25       | 16                     | 82.4%   | 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%  |
| May-26       | 9                      | 12.5%   | 23                 | 43.8%   |
| Jun-26       | 14                     | 40.0%   | 28                 | 166.7%  |
| Jul-26       | 19                     | 58.3%   | 33                 | -19.5%  |
| Aug-26       | 23                     | 27.8%   | 19                 | -41.3%  |
| 12-month Avg | 19                     | 41.6%   | 31                 | 57.0%   |

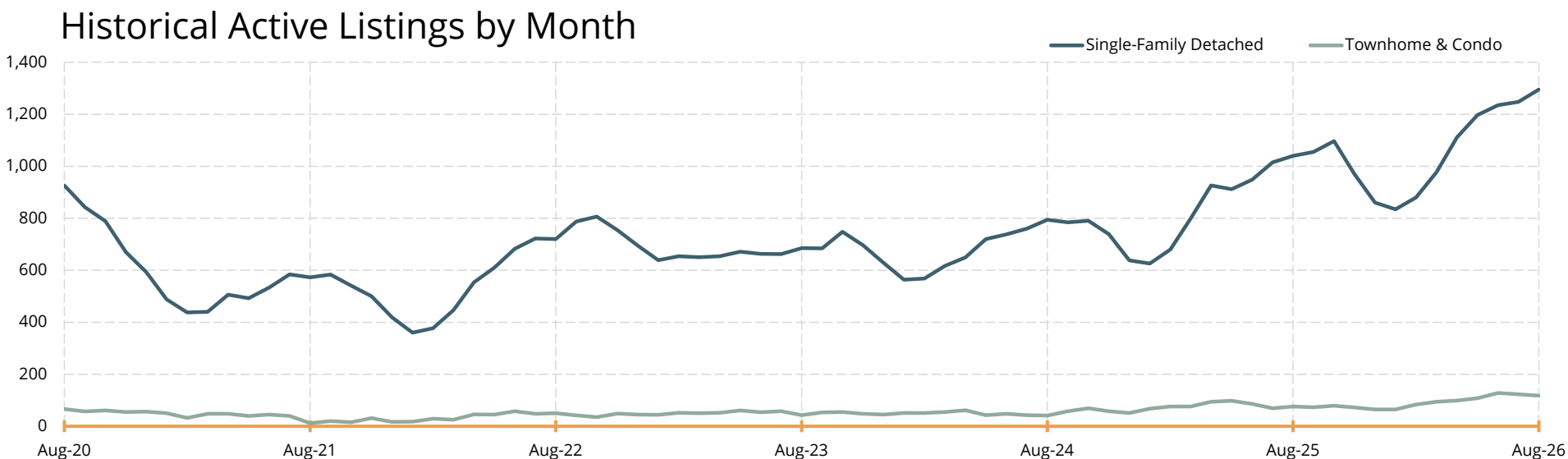
## Historical Median Days on Market



# Active Listings



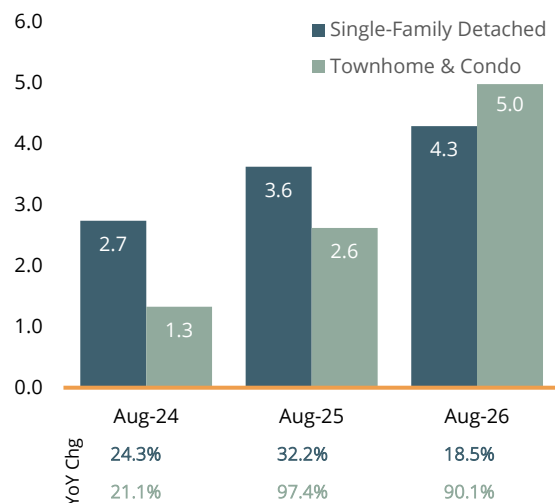
| Month        | Single-Family |         | Townhomes & |         |
|--------------|---------------|---------|-------------|---------|
|              | Detached      | YoY Chg | Condos      | YoY Chg |
| Sep-25       | 1,055         | 34.6%   | 73          | 25.9%   |
| Oct-25       | 1,097         | 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%    |
| May-26       | 1,197         | 31.3%   | 108         | 10.2%   |
| Jun-26       | 1,235         | 30.3%   | 128         | 48.8%   |
| Jul-26       | 1,248         | 23.0%   | 123         | 78.3%   |
| Aug-26       | 1,295         | 24.5%   | 118         | 55.3%   |
| 12-month Avg | 1,063         | 28.9%   | 92          | 26.1%   |



# Months of Supply

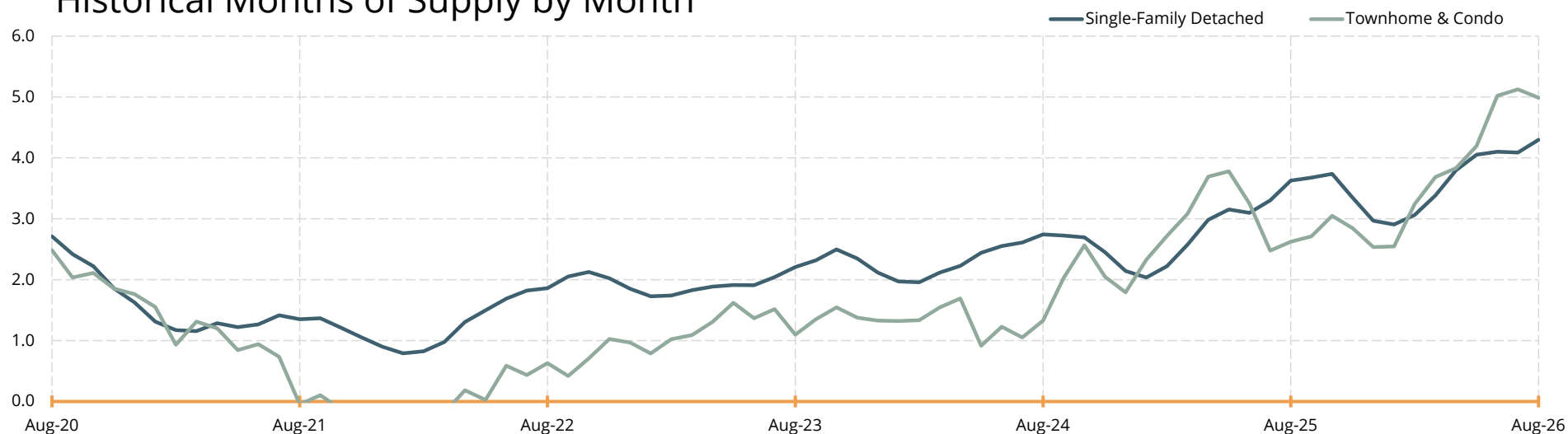


Aug

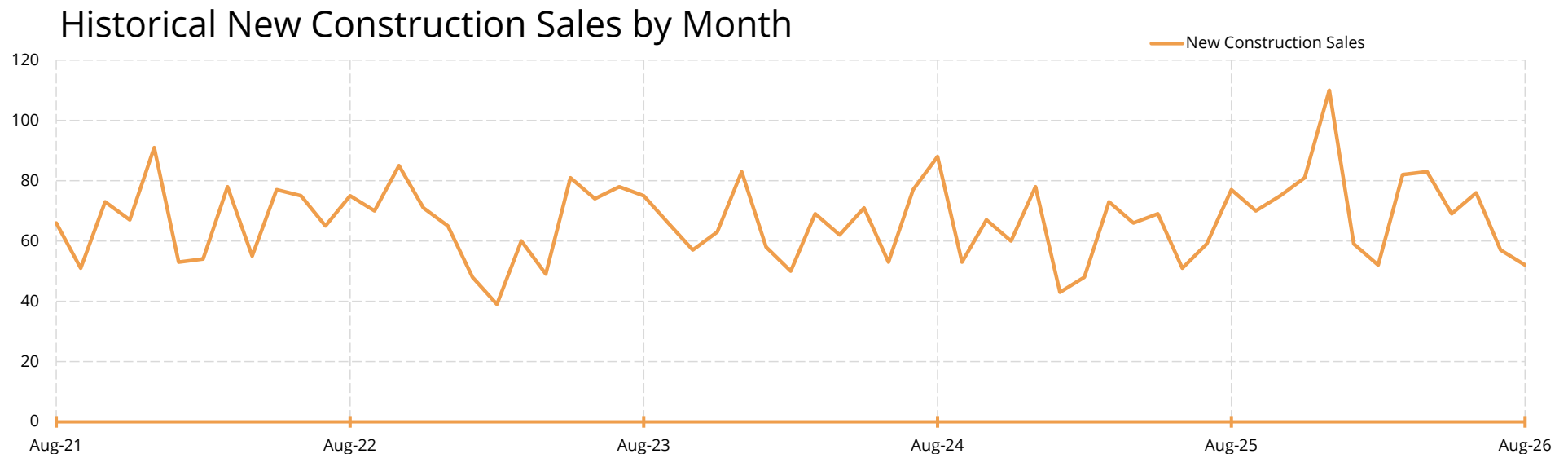
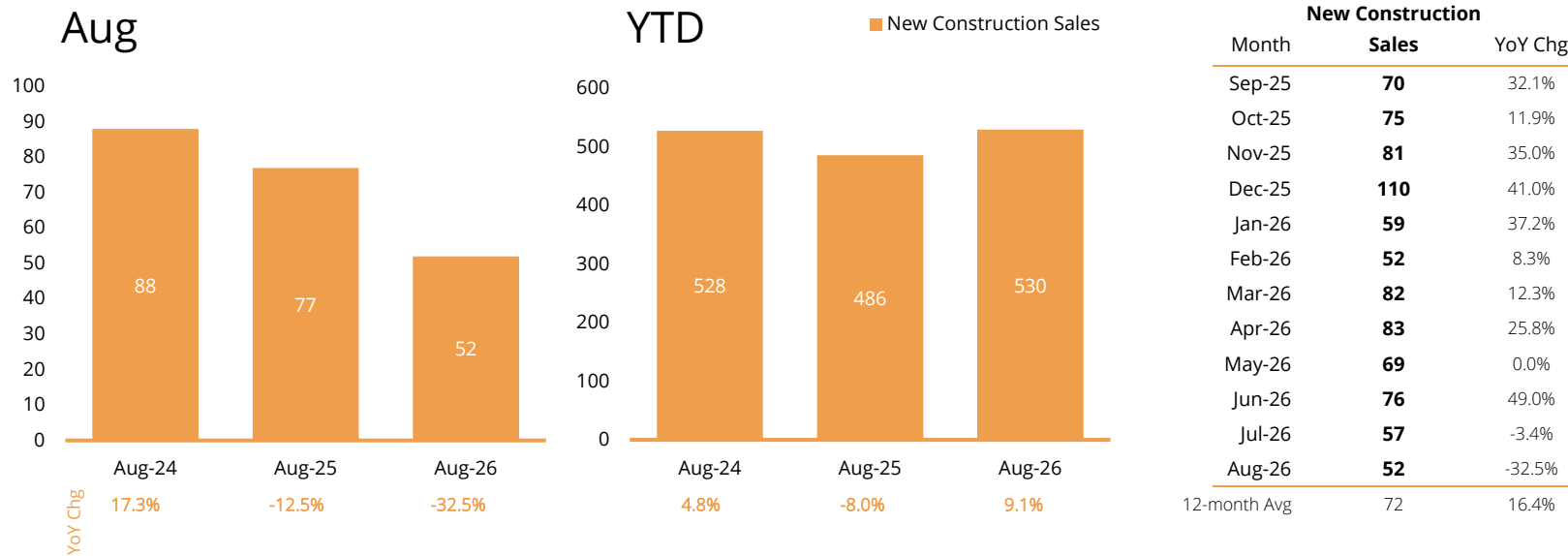


| Month        | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
|              |                        |         |                    |         |
| Sep-25       | 3.7                    | 34.8%   | 2.7                | 33.6%   |
| Oct-25       | 3.7                    | 38.7%   | 3.0                | 18.8%   |
| Nov-25       | 3.3                    | 36.4%   | 2.8                | 38.9%   |
| Dec-25       | 3.0                    | 38.5%   | 2.5                | 41.4%   |
| Jan-26       | 2.9                    | 42.6%   | 2.5                | 9.3%    |
| Feb-26       | 3.1                    | 37.9%   | 3.2                | 19.3%   |
| Mar-26       | 3.4                    | 31.4%   | 3.7                | 19.6%   |
| Apr-26       | 3.8                    | 27.3%   | 3.8                | 3.8%    |
| May-26       | 4.1                    | 28.5%   | 4.2                | 10.9%   |
| Jun-26       | 4.1                    | 32.4%   | 5.0                | 54.4%   |
| Jul-26       | 4.1                    | 23.8%   | 5.1                | 106.8%  |
| Aug-26       | 4.3                    | 18.5%   | 5.0                | 90.1%   |
| 12-month Avg | 3.6                    | 31.5%   | 3.6                | 35.1%   |

## Historical Months of Supply by Month



# New Construction Sales



# Area Overview - Total Market



| Geography        | New Listings |            |        | Sales  |            |        | Median Sales Price |                  |       | Active Listings |            |       | Months Supply |            |        |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|-------|-----------------|------------|-------|---------------|------------|--------|
|                  | Aug-25       | Aug-26     | % chg  | Aug-25 | Aug-26     | % chg  | Aug-25             | Aug-26           | % chg | Aug-25          | Aug-26     | % chg | Aug-25        | Aug-26     | % chg  |
| Albemarle County | 168          | <b>232</b> | 38.1%  | 136    | <b>114</b> | -16.2% | \$544,678          | <b>\$582,770</b> | 7.0%  | 400             | <b>559</b> | 39.8% | 2.9           | <b>4.4</b> | 50.4%  |
| Charlottesville  | 53           | <b>54</b>  | 1.9%   | 26     | <b>26</b>  | 0.0%   | \$492,750          | <b>\$485,000</b> | -1.6% | 118             | <b>113</b> | -4.2% | 3.8           | <b>3.0</b> | -18.9% |
| Fluvanna County  | 53           | <b>57</b>  | 7.5%   | 46     | <b>37</b>  | -19.6% | \$374,530          | <b>\$386,055</b> | 3.1%  | 107             | <b>163</b> | 52.3% | 3.0           | <b>4.3</b> | 43.1%  |
| Greene County    | 109          | <b>69</b>  | -36.7% | 41     | <b>24</b>  | -41.5% | \$428,980          | <b>\$405,750</b> | -5.4% | 73              | <b>104</b> | 42.5% | 2.6           | <b>3.3</b> | 28.7%  |
| Louisa County    | 120          | <b>118</b> | -1.7%  | 79     | <b>76</b>  | -3.8%  | \$425,000          | <b>\$456,007</b> | 7.3%  | 309             | <b>353</b> | 14.2% | 5.1           | <b>5.2</b> | 0.9%   |
| Nelson County    | 37           | <b>36</b>  | -2.7%  | 30     | <b>36</b>  | 20.0%  | \$470,000          | <b>\$450,000</b> | -4.3% | 109             | <b>121</b> | 11.0% | 4.0           | <b>4.9</b> | 21.8%  |

# Area Overview - Total Market YTD



| Geography        | New Listings YTD |              |        | Sales YTD |              |       | Median Sales Price YTD |                  |       | Active Listings YTD |            |       |
|------------------|------------------|--------------|--------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|-------|
|                  | Aug-25           | Aug-26       | % chg  | Aug-25    | Aug-26       | % chg | Aug-25                 | Aug-26           | % chg | Aug-25              | Aug-26     | % chg |
| Albemarle County | 1,577            | <b>1,910</b> | 21.1%  | 1,017     | <b>1,010</b> | -0.7% | \$545,000              | <b>\$574,995</b> | 5.5%  | 400                 | <b>559</b> | 39.8% |
| Charlottesville  | 468              | <b>466</b>   | -0.4%  | 272       | <b>317</b>   | 16.5% | \$500,000              | <b>\$500,000</b> | 0.0%  | 118                 | <b>113</b> | -4.2% |
| Fluvanna County  | 409              | <b>513</b>   | 25.4%  | 296       | <b>306</b>   | 3.4%  | \$376,200              | <b>\$370,000</b> | -1.6% | 107                 | <b>163</b> | 52.3% |
| Greene County    | 506              | <b>440</b>   | -13.0% | 208       | <b>227</b>   | 9.1%  | \$429,000              | <b>\$408,500</b> | -4.8% | 73                  | <b>104</b> | 42.5% |
| Louisa County    | 945              | <b>1,098</b> | 16.2%  | 490       | <b>563</b>   | 14.9% | \$410,000              | <b>\$455,000</b> | 11.0% | 309                 | <b>353</b> | 14.2% |
| Nelson County    | 309              | <b>316</b>   | 2.3%   | 197       | <b>185</b>   | -6.1% | \$437,500              | <b>\$425,000</b> | -2.9% | 109                 | <b>121</b> | 11.0% |

# Area Overview - Single Family Detached Market



| Geography        | New Listings |            |        | Sales  |            |        | Median Sales Price |                  |       | Active Listings |            |       | Months Supply |            |        |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|-------|-----------------|------------|-------|---------------|------------|--------|
|                  | Aug-25       | Aug-26     | % chg  | Aug-25 | Aug-26     | % chg  | Aug-25             | Aug-26           | % chg | Aug-25          | Aug-26     | % chg | Aug-25        | Aug-26     | % chg  |
| Albemarle County | 151          | <b>209</b> | 38.4%  | 122    | <b>103</b> | -15.6% | \$558,677          | <b>\$606,834</b> | 8.6%  | 377             | <b>493</b> | 30.8% | 3.1           | <b>4.2</b> | 34.9%  |
| Charlottesville  | 48           | <b>44</b>  | -8.3%  | 20     | <b>23</b>  | 15.0%  | \$492,750          | <b>\$490,000</b> | -0.6% | 96              | <b>87</b>  | -9.4% | 3.6           | <b>2.8</b> | -23.2% |
| Fluvanna County  | 53           | <b>57</b>  | 7.5%   | 46     | <b>37</b>  | -19.6% | \$374,530          | <b>\$386,055</b> | 3.1%  | 107             | <b>163</b> | 52.3% | 3.1           | <b>4.4</b> | 41.1%  |
| Greene County    | 109          | <b>69</b>  | -36.7% | 41     | <b>24</b>  | -41.5% | \$428,980          | <b>\$405,750</b> | -5.4% | 73              | <b>104</b> | 42.5% | 2.6           | <b>3.3</b> | 28.7%  |
| Louisa County    | 120          | <b>117</b> | -2.5%  | 77     | <b>75</b>  | -2.6%  | \$418,297          | <b>\$453,014</b> | 8.3%  | 309             | <b>351</b> | 13.6% | 5.2           | <b>5.2</b> | 0.1%   |
| Nelson County    | 27           | <b>31</b>  | 14.8%  | 22     | <b>25</b>  | 13.6%  | \$537,500          | <b>\$523,200</b> | -2.7% | 78              | <b>97</b>  | 24.4% | 4.0           | <b>5.7</b> | 43.9%  |

# Area Overview - Single Family Detached Market YTD



| Geography        | New Listings YTD |              |        | Sales YTD |            |       | Median Sales Price YTD |                  |       | Active Listings YTD |            |       |
|------------------|------------------|--------------|--------|-----------|------------|-------|------------------------|------------------|-------|---------------------|------------|-------|
|                  | Aug-25           | Aug-26       | % chg  | Aug-25    | Aug-26     | % chg | Aug-25                 | Aug-26           | % chg | Aug-25              | Aug-26     | % chg |
| Albemarle County | 1,442            | <b>1,702</b> | 18.0%  | 921       | <b>946</b> | 2.7%  | \$570,000              | <b>\$598,000</b> | 4.9%  | 377                 | <b>493</b> | 30.8% |
| Charlottesville  | 395              | <b>385</b>   | -2.5%  | 225       | <b>264</b> | 17.3% | \$527,000              | <b>\$525,000</b> | -0.4% | 96                  | <b>87</b>  | -9.4% |
| Fluvanna County  | 408              | <b>512</b>   | 25.5%  | 295       | <b>306</b> | 3.7%  | \$377,630              | <b>\$370,000</b> | -2.0% | 107                 | <b>163</b> | 52.3% |
| Greene County    | 506              | <b>440</b>   | -13.0% | 208       | <b>227</b> | 9.1%  | \$429,000              | <b>\$408,500</b> | -4.8% | 73                  | <b>104</b> | 42.5% |
| Louisa County    | 941              | <b>1,089</b> | 15.7%  | 486       | <b>557</b> | 14.6% | \$410,000              | <b>\$454,332</b> | 10.8% | 309                 | <b>351</b> | 13.6% |
| Nelson County    | 213              | <b>245</b>   | 15.0%  | 139       | <b>135</b> | -2.9% | \$490,000              | <b>\$500,000</b> | 2.0%  | 78                  | <b>97</b>  | 24.4% |

# Area Overview - Townhome & Condo Market



| Geography        | New Listings |           |        | Sales  |           |        | Median Sales Price |                  |        | Active Listings |           |        | Months Supply |            |         |
|------------------|--------------|-----------|--------|--------|-----------|--------|--------------------|------------------|--------|-----------------|-----------|--------|---------------|------------|---------|
|                  | Aug-25       | Aug-26    | % chg  | Aug-25 | Aug-26    | % chg  | Aug-25             | Aug-26           | % chg  | Aug-25          | Aug-26    | % chg  | Aug-25        | Aug-26     | % chg   |
| Albemarle County | 17           | <b>23</b> | 35.3%  | 14     | <b>11</b> | -21.4% | \$253,500          | <b>\$265,000</b> | 4.5%   | 23              | <b>66</b> | 187%   | 1.1           | <b>7.2</b> | 528%    |
| Charlottesville  | 5            | <b>10</b> | 100.0% | 6      | <b>3</b>  | -50.0% | \$488,750          | <b>\$329,000</b> | -32.7% | 22              | <b>26</b> | 18.2%  | 4.4           | <b>4.4</b> | 0.3%    |
| Fluvanna 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    | -4.0          | <b>0.0</b> | -100.0% |
| 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    | 0            | <b>1</b>  | n/a    | 2      | <b>1</b>  | -50%   | \$657,500          | <b>\$489,786</b> | -26%   | 0               | <b>2</b>  | n/a    | 0.0           | <b>3.4</b> | n/a     |
| Nelson County    | 10           | <b>5</b>  | -50.0% | 8      | <b>11</b> | 37.5%  | \$283,500          | <b>\$245,000</b> | -13.6% | 31              | <b>24</b> | -22.6% | 4.0           | <b>3.0</b> | -25.0%  |

# Area Overview - Townhome & Condo Market YTD



| New Listings YTD |        |            |        | Sales YTD |           |         | Median Sales Price YTD |                  |         | Active Listings YTD |           |        |
|------------------|--------|------------|--------|-----------|-----------|---------|------------------------|------------------|---------|---------------------|-----------|--------|
| Geography        | Aug-25 | Aug-26     | % chg  | Aug-25    | Aug-26    | % chg   | Aug-25                 | Aug-26           | % chg   | Aug-25              | Aug-26    | % chg  |
| Albemarle County | 135    | <b>208</b> | 54.1%  | 96        | <b>64</b> | -33.3%  | \$281,000              | <b>\$260,000</b> | -7.5%   | 23                  | <b>66</b> | 187.0% |
| Charlottesville  | 73     | <b>81</b>  | 11.0%  | 47        | <b>53</b> | 12.8%   | \$314,000              | <b>\$350,000</b> | 11.5%   | 22                  | <b>26</b> | 18.2%  |
| Fluvanna County  | 1      | <b>1</b>   | 0.0%   | 1         | <b>0</b>  | -100.0% | \$293,288              | <b>\$0</b>       | -100.0% | 0                   | <b>0</b>  | n/a    |
| Greene County    | 0      | <b>0</b>   | n/a    | 0         | <b>0</b>  | n/a     | \$0                    | <b>\$0</b>       | n/a     | 0                   | <b>0</b>  | n/a    |
| Louisa County    | 4      | <b>9</b>   | n/a    | 4         | <b>6</b>  | 50.0%   | \$630,000              | <b>\$505,893</b> | -19.7%  | 0                   | <b>2</b>  | n/a    |
| Nelson County    | 96     | <b>71</b>  | -26.0% | 58        | <b>50</b> | -13.8%  | \$263,250              | <b>\$255,000</b> | -3.1%   | 31                  | <b>24</b> | -22.6% |



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Data and analysis provided by Virginia REALTORS® Research Team

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