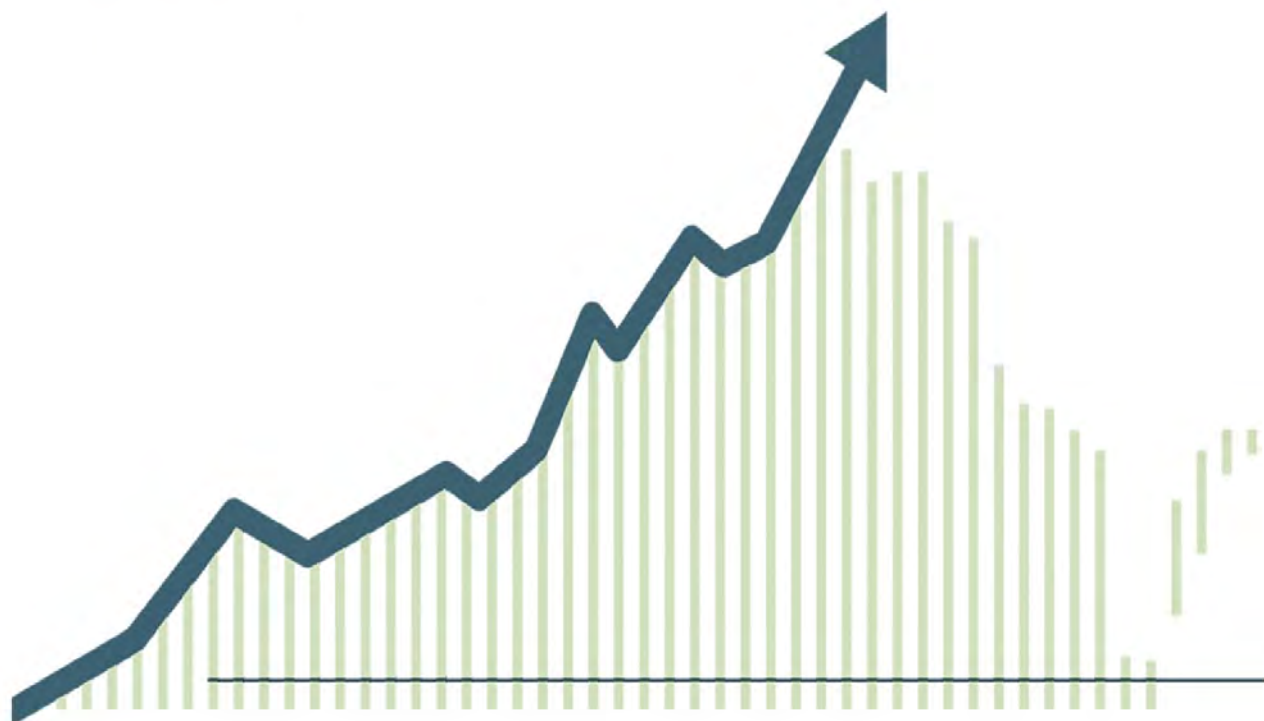




CAAR CHARLOTTESVILLE AREA HOUSING MARKET REPORT Q1-2026

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



Regional Market Dashboard

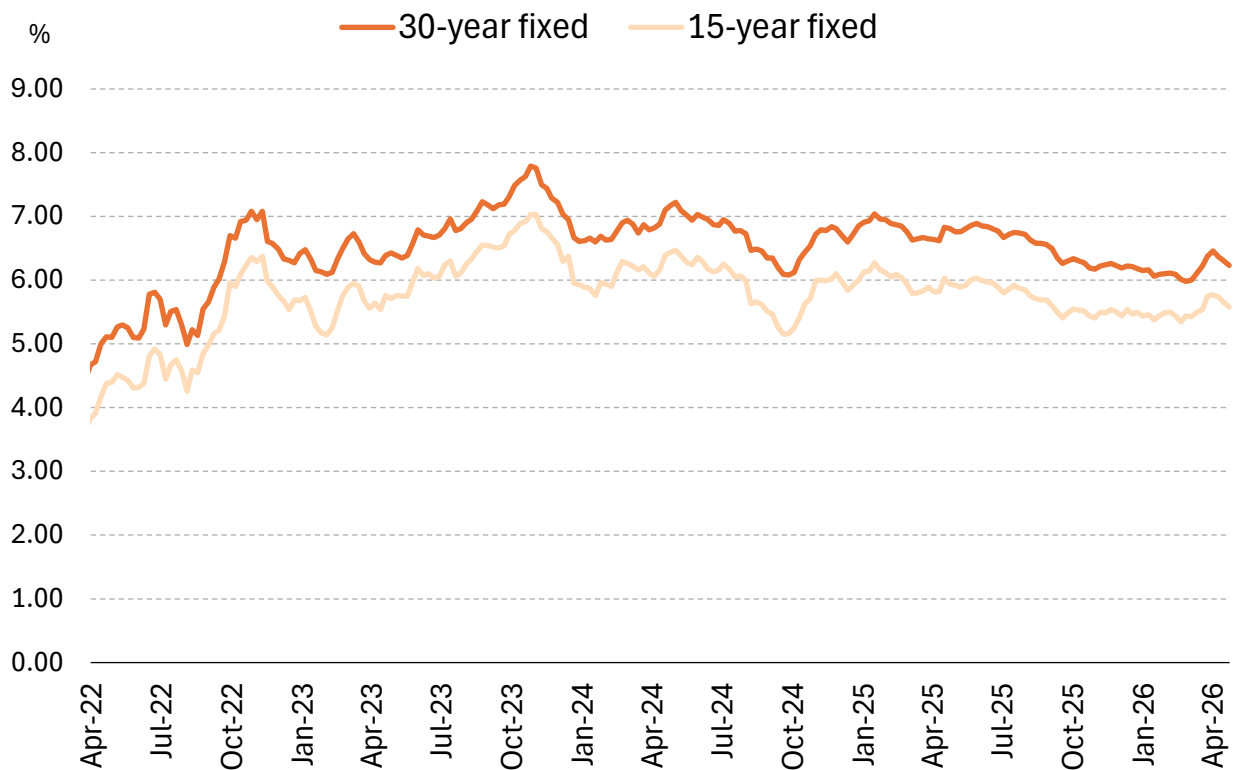
CAAR Footprint	2026 - Q1	2025 - Q1	Change
CLOSED SALES	683	695	-1.7%
PENDING SALES	987	962	2.6%
MEDIAN SOLD PRICE	\$450,000	\$450,000	0.0%
SOLD DOLLAR VOLUME	\$390.7	\$386.6	1.1%
AVG. SOLD/LIST PRICE RATIO	98.6%	99.1%	-0.5% (PERCENTAGE POINTS)
MEDIAN DAYS ON MARKET	28	18	10 (DAYS)
ACTIVE LISTINGS	1,071	875	22.4%
MONTHS OF SUPPLY	3.4	2.9	0.5 (MONTHS)

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



Mortgage Rate Tracker

Weekly Average	April 23, 2026	1 month ago	1 year ago
30-YEAR FIXED MORTGAGE	6.23%	6.22%	6.83%
15-YEAR FIXED MORTGAGE	5.58%	5.54%	6.03%



Source: Freddie Mac

REPORT INDEX

Regional Market Dashboard	2
Mortgage Rate Tracker	3
Regional Market Summary	6
Regional Market Snapshots	7
Closed Sales	8
Pending Sales	9
Median Sold Price	10
Sold Dollar Volume	11
Average Sold-to-Ask Price Ratio	12
Median Days on Market	13
Active Listings	14
Months of Supply	15
Local Market Dashboards.....	16
Historical Market Data	23

Charlottesville Region

HOUSING MARKET CONDITIONS



1ST QUARTER

2026

Q1-2026 CAAR

REGIONAL MARKET SUMMARY

Market Activity: The CAAR regional housing market had a dip in sales overall to start 2026, though some local markets had an influx of sales activity. There were 683 total sales regionwide in the first quarter of 2026 (Jan-Mar), 12 fewer than the same period last year, a 2% decrease. Statewide sales numbers were up 6% compared to the first quarter last year. Within the CAAR footprint, the sharpest drop in closed sales this quarter occurred in Nelson County (-31%). Albemarle County (-11%), and Fluvanna County (-11%) also had a slowdown in activity. Meanwhile, the Greene County (+37%), and Charlottesville (+33%) markets had a big jump in sales from a year ago. Both of these localities also had a big surge in pending sales (new contracts) during the quarter, indicating stronger buyer activity in those markets compared to last year.

Price Trends: Home prices continue to cool in parts of the region as more supply hits the market. The regionwide median sales price in the CAAR area was \$450,000 in the first quarter, the same as the first quarter last year (0%). Price changes varied widely by locality. The median sold price in Greene County (-7%), and Fluvanna County (-6%) were down from last year, and the median price rose modestly in Albemarle County (+2%), and Charlottesville (+1%).

Inventory Conditions: The inventory of active listings in the region expanded significantly in the first quarter. There were 1,071 active listings at the end of the first quarter in the CAAR footprint, an influx of 196 listings compared to last year (+22%). Active listings in all local markets in the region increased sharply this quarter. The regionwide months of supply in the first quarter was 3.4 months, which is up from 2.9 months a year ago.

Outlook: Market conditions in the region are pointing towards choppy spring market in 2026. Within the first quarter, February was the only month that sales activity outpaced last year, and this correlated with mortgage rates falling. This suggests that the pace of the spring market will be largely dependent on the direction of rates. Buyers in the market will have more options to choose from this spring, and home price growth has slowed in some areas, so if rates dip, it could facilitate more sales in the coming months.

CAAR

REGIONAL MARKET SNAPSHOTS



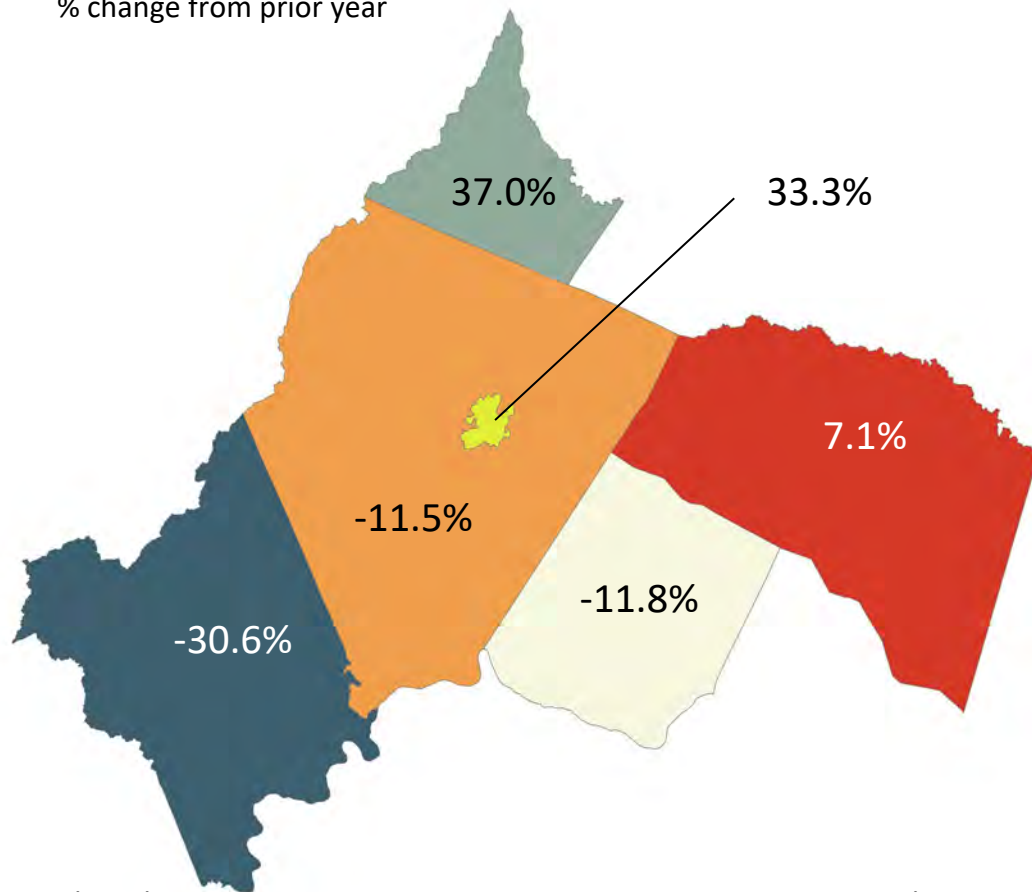
1ST QUARTER

2026

CAAR Regional Market Snapshot

CLOSED SALES

% change from prior year



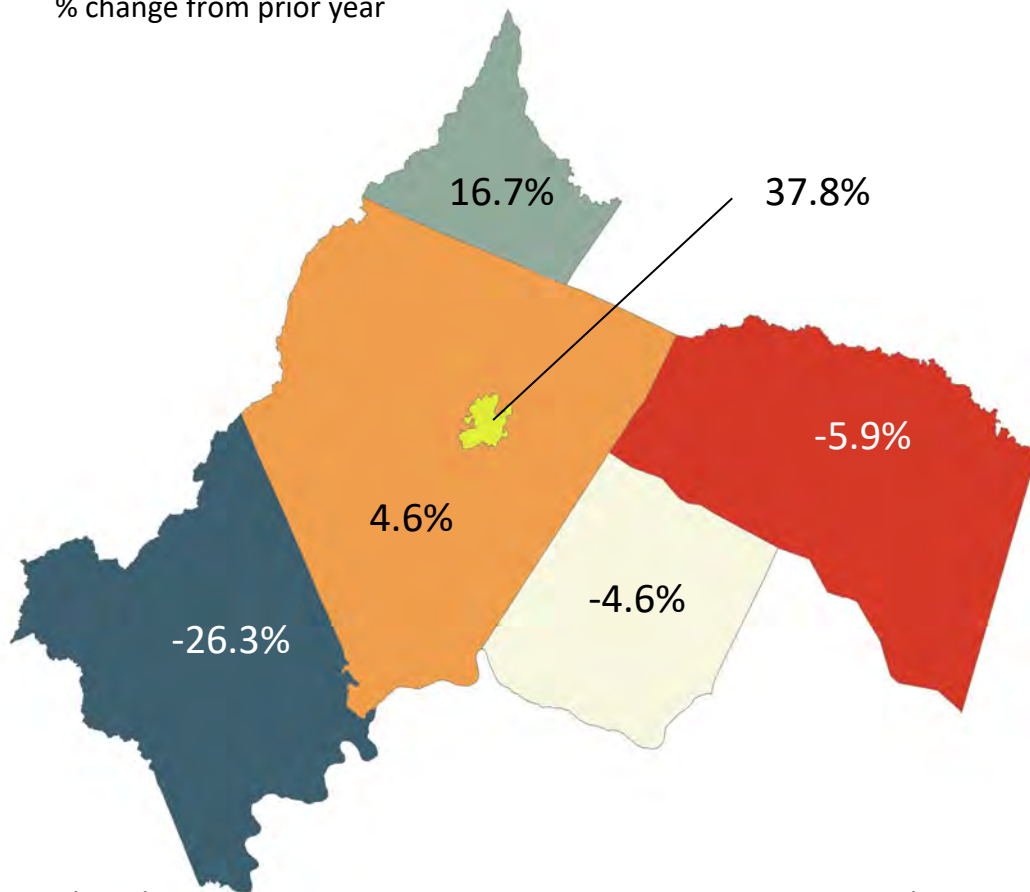
Local Market	2026 - Q1	2025 - Q1	% Change
Albemarle County	232	262	-11.5%
Charlottesville	80	60	33.3%
Fluvanna County	82	93	-11.8%
Greene County	74	54	37.0%
Louisa County	165	154	7.1%
Nelson County	50	72	-30.6%

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

CAAR Regional Market Snapshot

PENDING SALES

% change from prior year

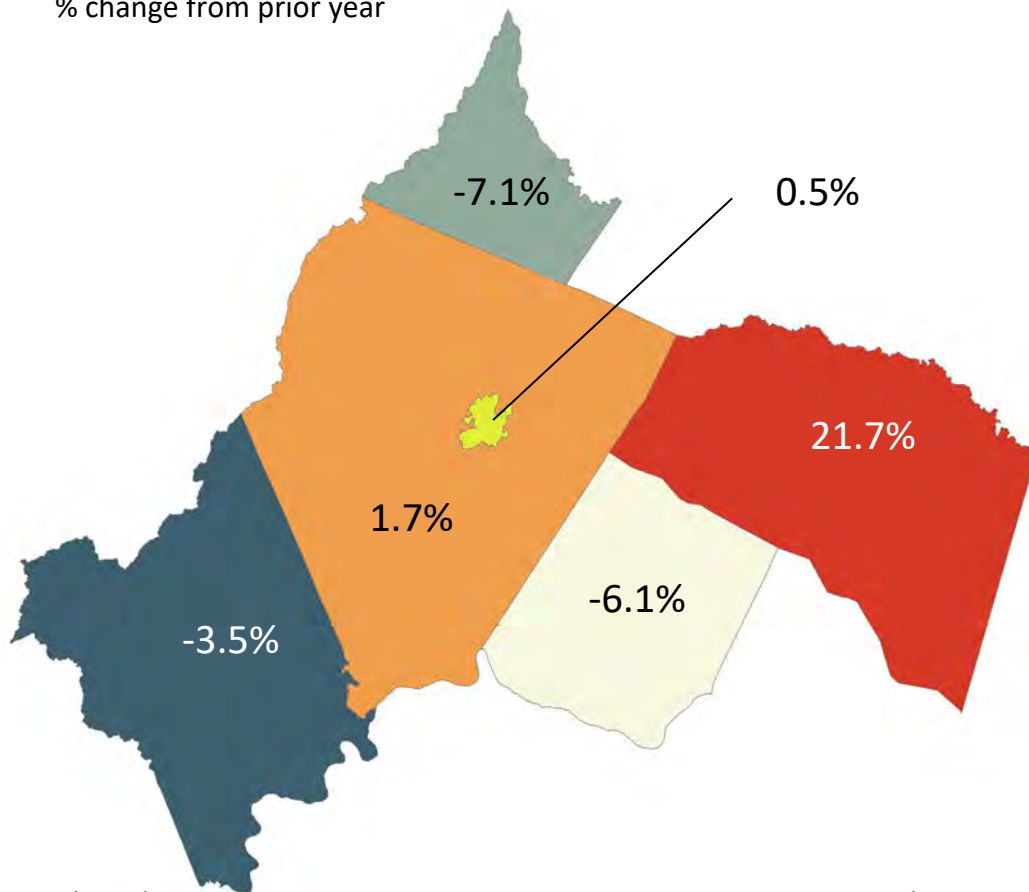


Local Market	2026 - Q1	2025 - Q1	% Change
Albemarle County	384	367	4.6%
Charlottesville	135	98	37.8%
Fluvanna County	124	130	-4.6%
Greene County	77	66	16.7%
Louisa County	208	221	-5.9%
Nelson County	59	80	-26.3%

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

MEDIAN SOLD PRICE

% change from prior year



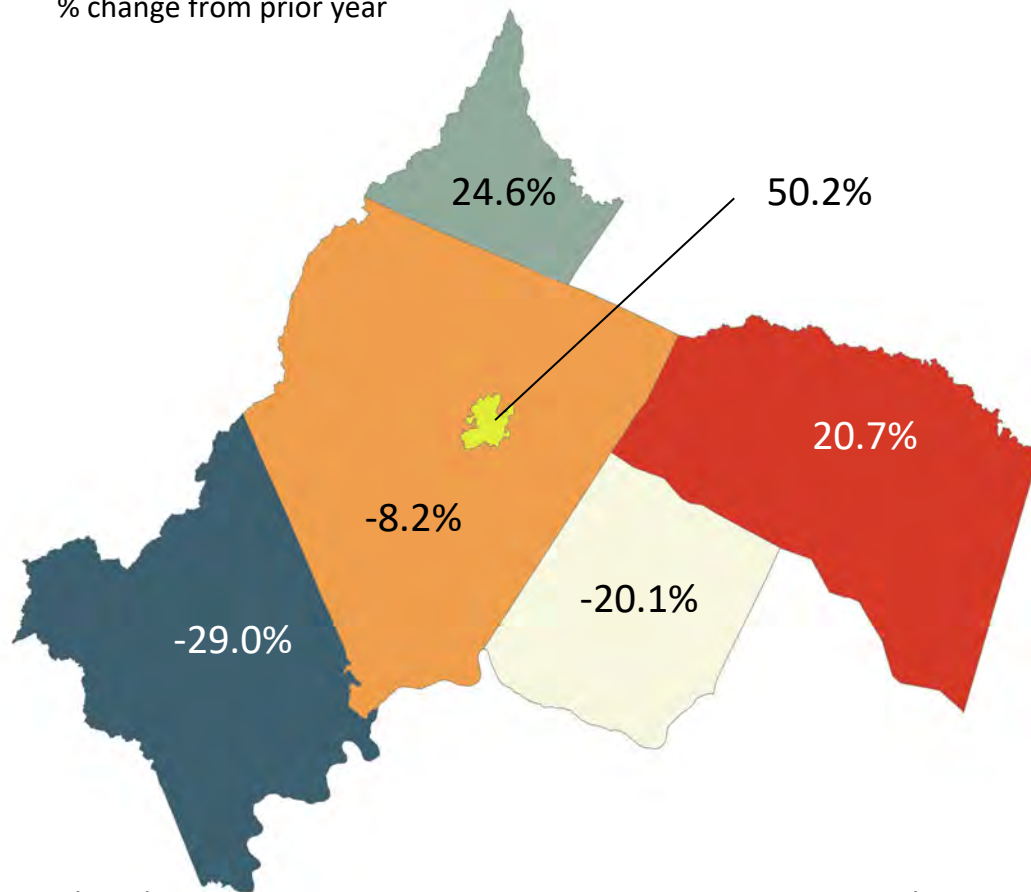
<i>Local Market</i>	2026 - Q1	2025 - Q1	% Change
Albemarle County	\$550,000	\$541,058	1.7%
Charlottesville	\$477,500	\$475,000	0.5%
Fluvanna County	\$347,500	\$369,990	-6.1%
Greene County	\$396,950	\$427,500	-7.1%
Louisa County	\$455,000	\$373,782	21.7%
Nelson County	\$415,000	\$430,000	-3.5%

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

CAAR Regional Market Snapshot

SOLD DOLLAR VOLUME (in millions)

% change from prior year

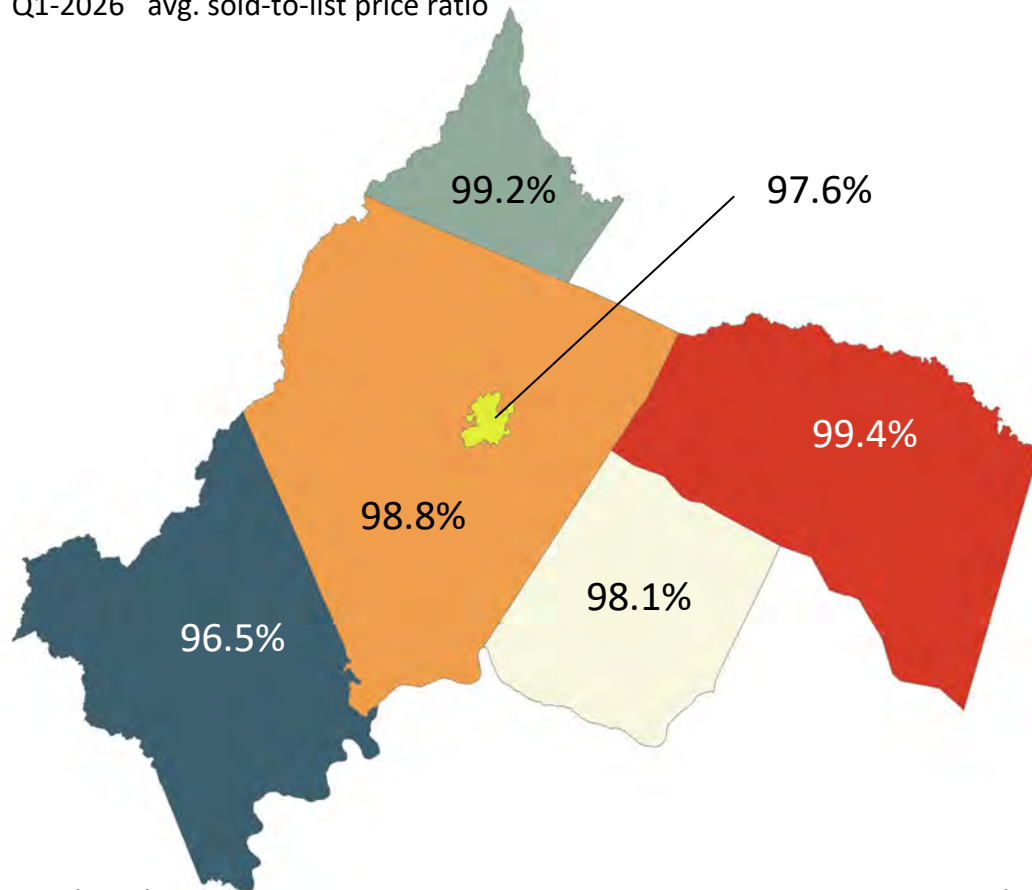


Local Market	2026 - Q1	2025 - Q1	% Change
Albemarle County	\$167.3	\$182.3	-8.2%
Charlottesville	\$46.3	\$30.8	50.2%
Fluvanna County	\$32.9	\$41.2	-20.1%
Greene County	\$30.4	\$24.4	24.6%
Louisa County	\$90.3	\$74.8	20.7%
Nelson County	\$23.4	\$32.9	-29.0%

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

AVERAGE SOLD-TO-LIST PRICE RATIO

Q1-2026 avg. sold-to-list price ratio

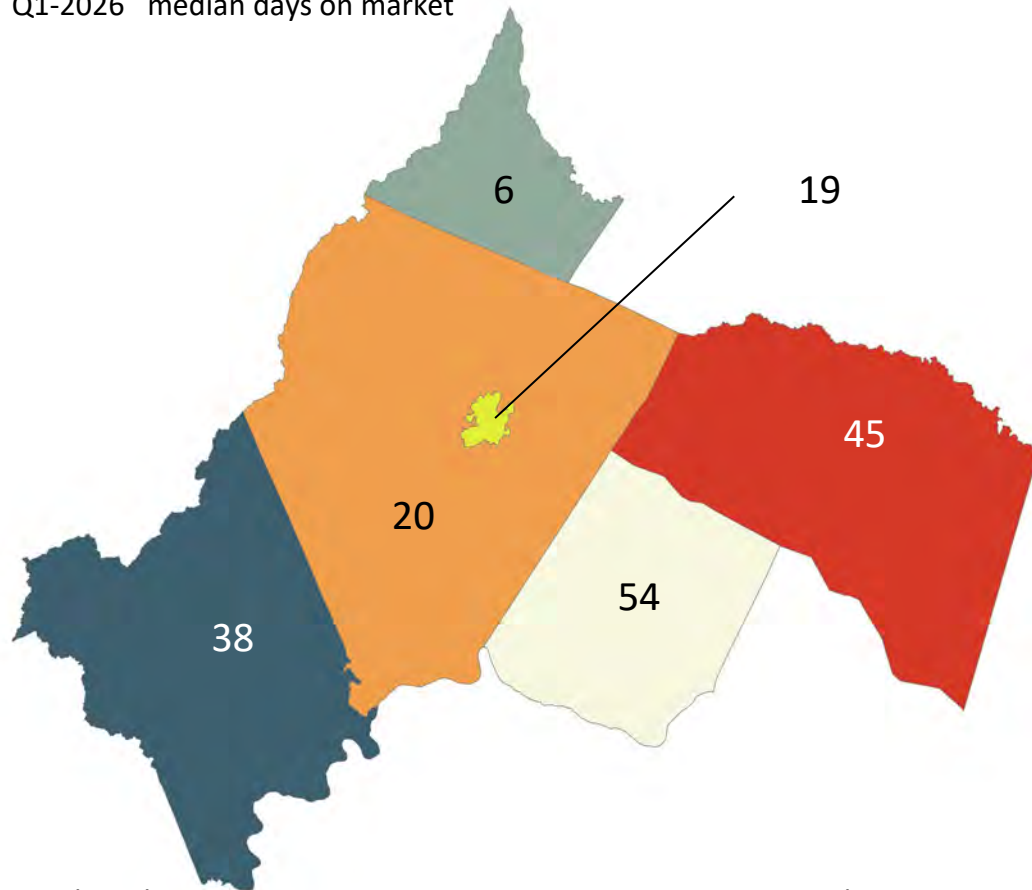


Local Market	2026 - Q1	2025 - Q1	Pct. Point Change
Albemarle County	98.8%	99.9%	-1.1%
Charlottesville	97.6%	99.6%	-2.0%
Fluvanna County	98.1%	98.5%	-0.4%
Greene County	99.2%	99.8%	-0.5%
Louisa County	99.4%	98.7%	0.7%
Nelson County	96.5%	96.3%	0.2%

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

MEDIAN DAYS ON MARKET

Q1-2026 median days on market

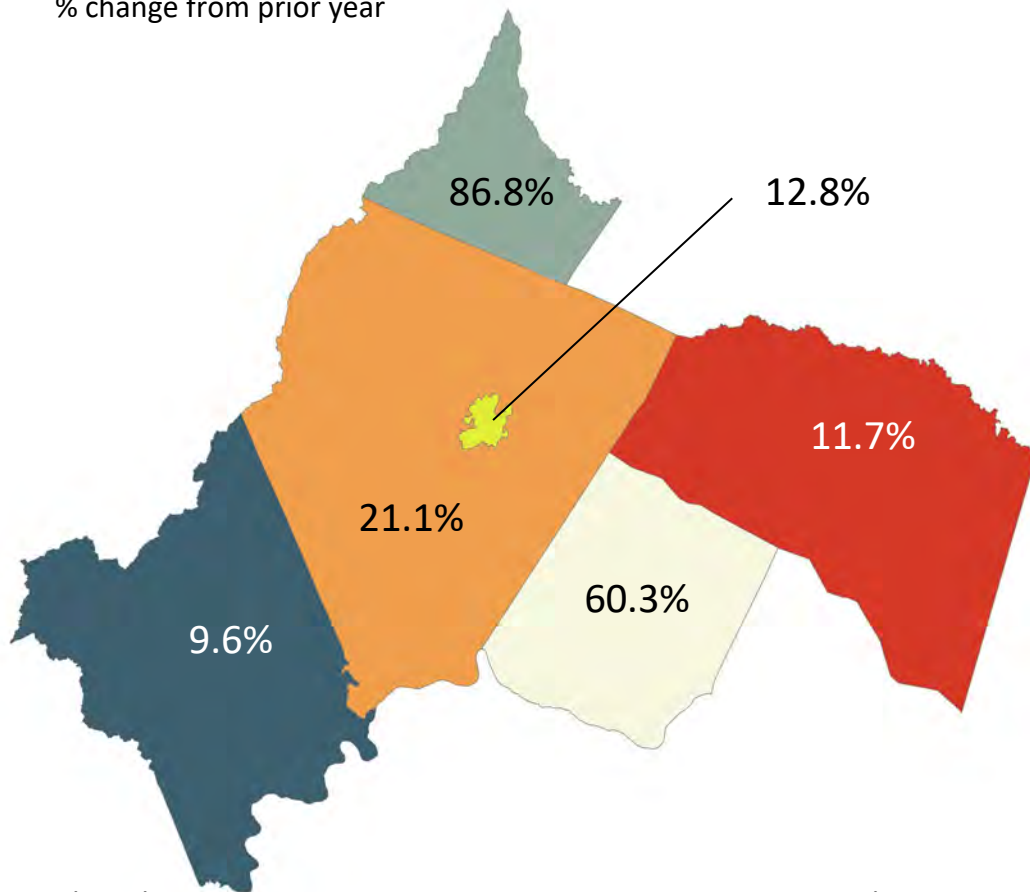


Local Market	2026 - Q1	2025 - Q1	Change in Days
Albemarle County	20	8	13
Charlottesville	19	14	5
Fluvanna County	54	17	37
Greene County	6	11	-5
Louisa County	45	40	6
Nelson County	38	40	-2

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

ACTIVE LISTINGS

% change from prior year

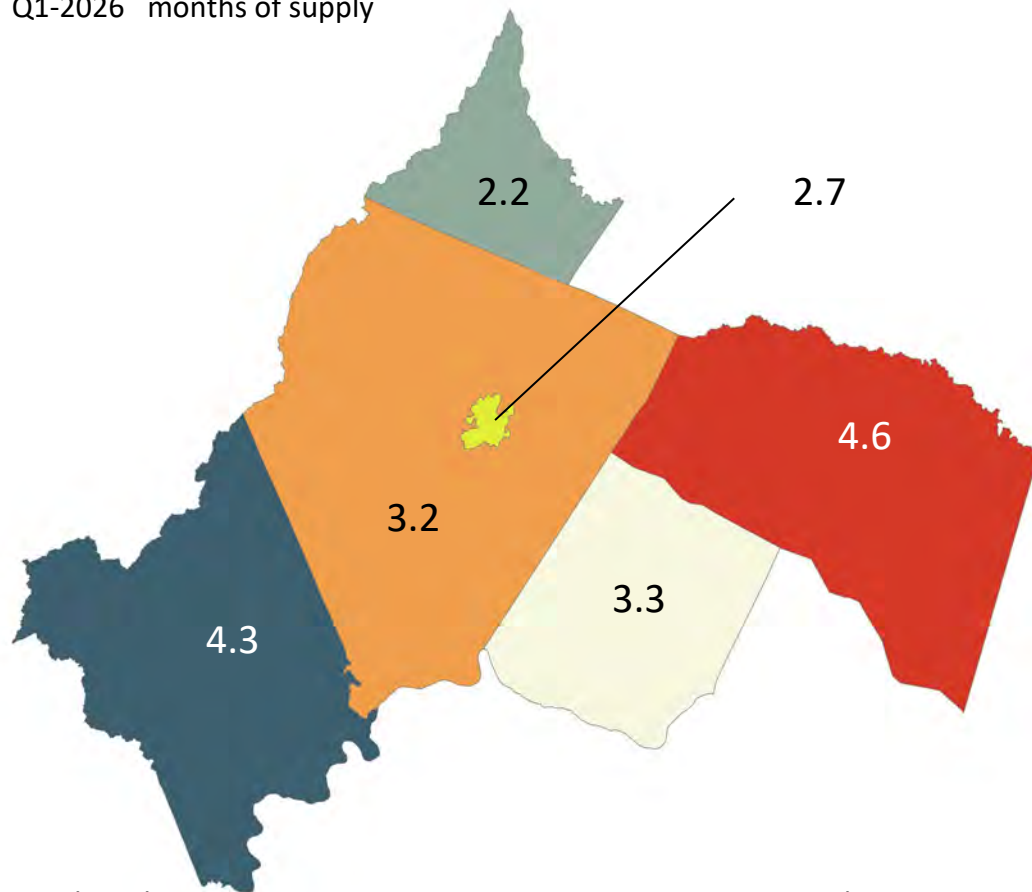


<i>Local Market</i>	2026 - Q1	2025 - Q1	% Change
Albemarle County	396	327	21.1%
Charlottesville	97	86	12.8%
Fluvanna County	117	73	60.3%
Greene County	71	38	86.8%
Louisa County	287	257	11.7%
Nelson County	103	94	9.6%

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

MONTHS OF SUPPLY

Q1-2026 months of supply



<i>Local Market</i>	2026 - Q1	2025 - Q1	Change in Months
Albemarle County	3.2	2.5	0.6
Charlottesville	2.7	2.7	0.0
Fluvanna County	3.3	2.2	1.1
Greene County	2.2	1.7	0.6
Louisa County	4.6	4.0	0.5
Nelson County	4.3	3.6	0.7

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

CAAR

LOCAL MARKET DASHBOARDS



1ST QUARTER

2026

1ST QUARTER 2026 ALBEMARLE COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	232	262	-11.5%	232	262	-11.5%
PENDING SALES	384	367	4.6%	384	367	4.6%
MEDIAN SOLD PRICE (\$)	550,000	541,058	1.7%	550,000	541,058	1.7%
SOLD VOLUME (\$ in Millions)	167.3	182.3	-8.2%	167.3	182.3	-8.2%
AVG. SOLD/LIST RATIO	98.8%	99.9%	-1.1%	98.8%	99.9%	-1.1%
MEDIAN DAYS ON MARKET	20	8	13	20	8	13
ACTIVE LISTINGS	396	327	21.1%	396	327	21.1%
MONTHS OF SUPPLY	3.2	2.5	0.6	3.2	2.5	0.6



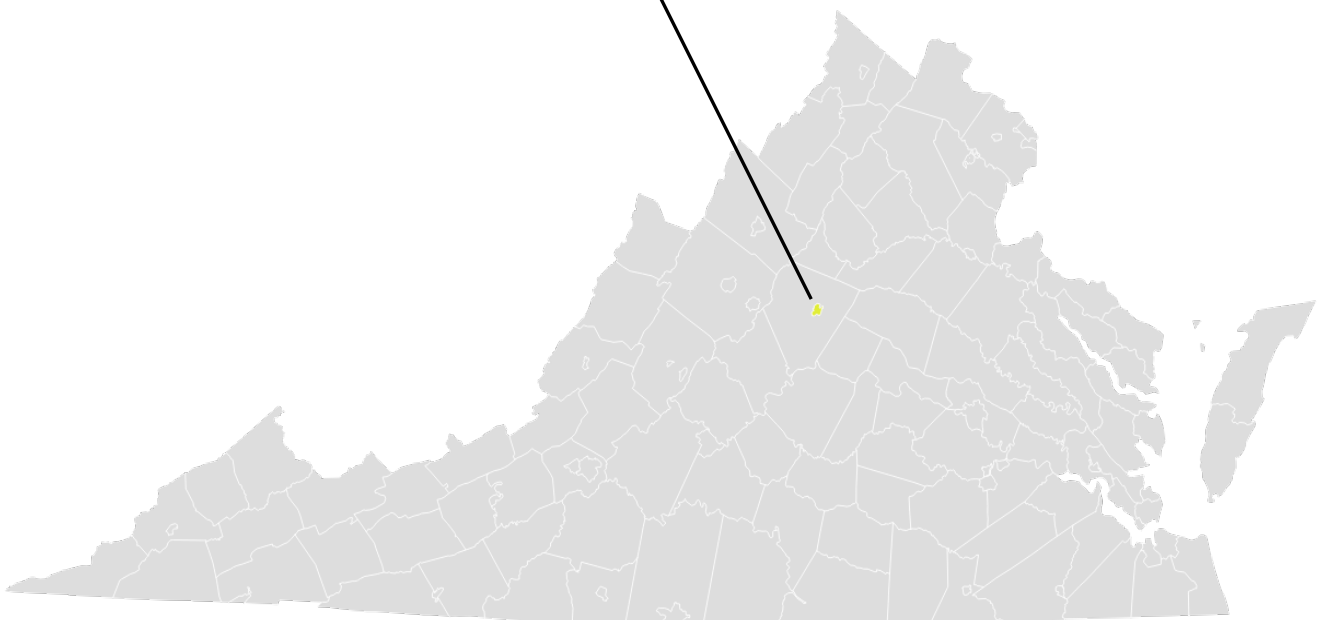
Source: Virginia REALTORS®, data accessed April 15, 2026

1ST QUARTER 2026 CHARLOTTESVILLE

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	80	60	33.3%	80	60	33.3%
PENDING SALES	135	98	37.8%	135	98	37.8%
MEDIAN SOLD PRICE (\$)	477,500	475,000	0.5%	477,500	475,000	0.5%
SOLD VOLUME (\$ in Millions)	46.3	30.8	50.2%	46.3	30.8	50.2%
AVG. SOLD/LIST RATIO	97.6%	99.6%	-2.0%	97.6%	99.6%	-2.0%
MEDIAN DAYS ON MARKET	19	14	5	19	14	5
ACTIVE LISTINGS	97	86	12.8%	97	86	12.8%
MONTHS OF SUPPLY	2.7	2.7	0.0	2.7	2.7	0.0



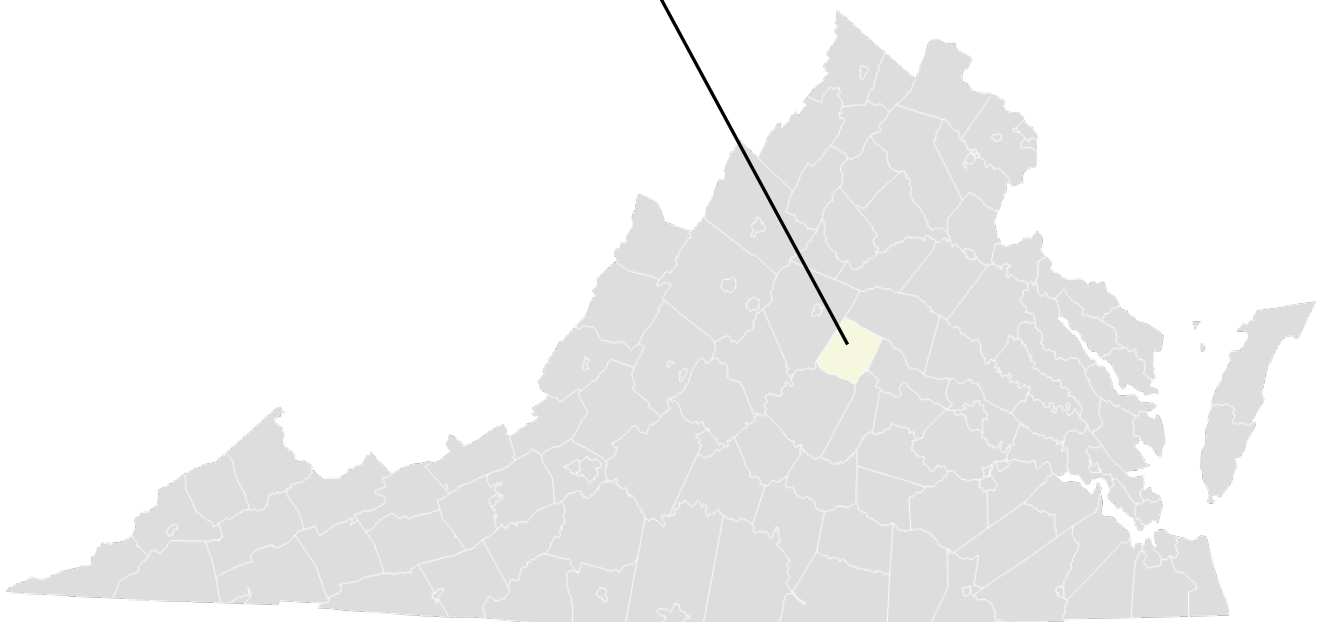
Source: Virginia REALTORS®, data accessed April 15, 2026

1ST QUARTER 2026 FLUVANNA COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	82	93	-11.8%	82	93	-11.8%
PENDING SALES	124	130	-4.6%	124	130	-4.6%
MEDIAN SOLD PRICE (\$)	347,500	369,990	-6.1%	347,500	369,990	-6.1%
SOLD VOLUME (\$ in Millions)	32.9	41.2	-20.1%	32.9	41.2	-20.1%
AVG. SOLD/LIST RATIO	98.1%	98.5%	-0.4%	98.1%	98.5%	-0.4%
MEDIAN DAYS ON MARKET	54	17	37	54	17	37
ACTIVE LISTINGS	117	73	60.3%	117	73	60.3%
MONTHS OF SUPPLY	3.3	2.2	1.1	3.3	2.2	1.1



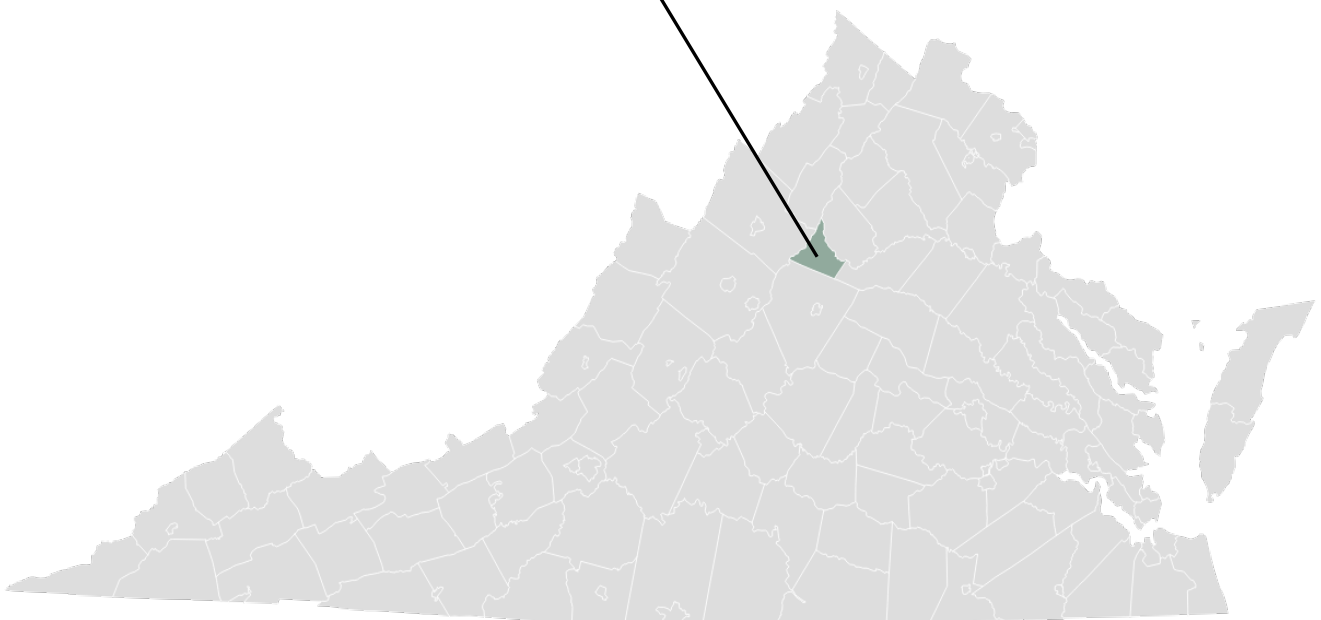
Source: Virginia REALTORS®, data accessed April 15, 2026

1ST QUARTER 2026 GREENE COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	74	54	37.0%	74	54	37.0%
PENDING SALES	77	66	16.7%	77	66	16.7%
MEDIAN SOLD PRICE (\$)	396,950	427,500	-7.1%	396,950	427,500	-7.1%
SOLD VOLUME (\$ in Millions)	30.4	24.4	24.6%	30.4	24.4	24.6%
AVG. SOLD/LIST RATIO	99.2%	99.8%	-0.5%	99.2%	99.8%	-0.5%
MEDIAN DAYS ON MARKET	6	11	-5	6	11	-5
ACTIVE LISTINGS	71	38	86.8%	71	38	86.8%
MONTHS OF SUPPLY	2.2	1.7	0.6	2.2	1.7	0.6



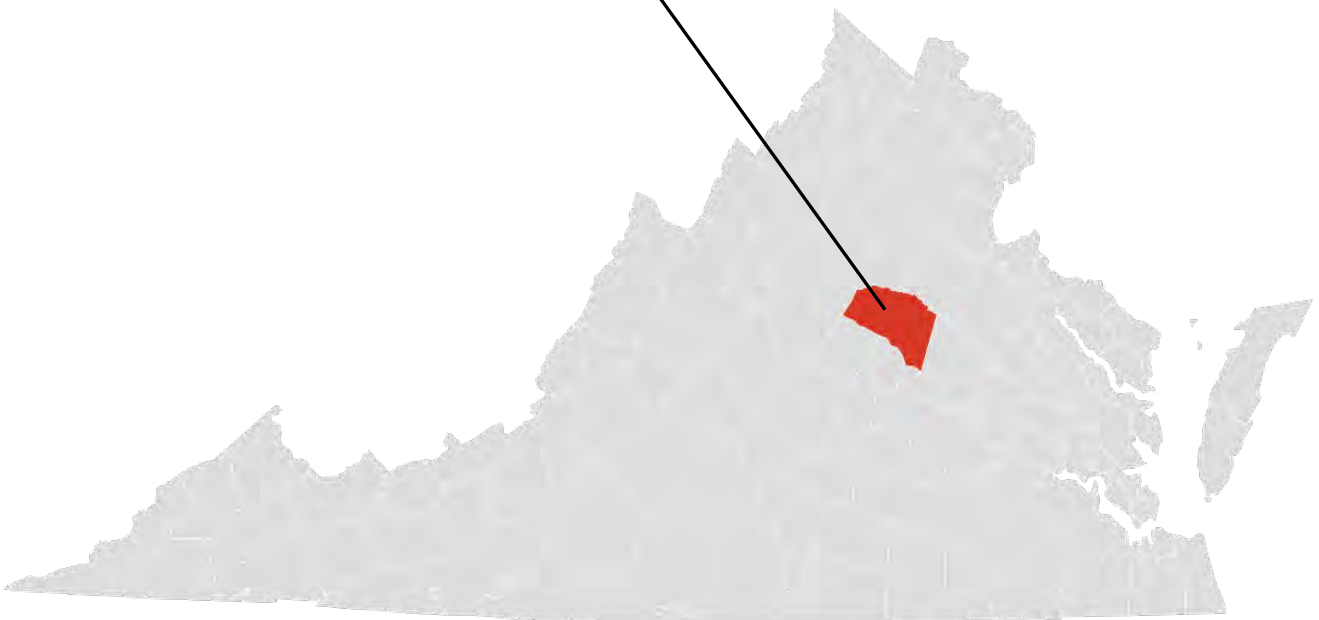
Source: Virginia REALTORS®, data accessed April 15, 2026

1ST QUARTER 2026 LOUISA COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	165	154	7.1%	165	154	7.1%
PENDING SALES	208	221	-5.9%	208	221	-5.9%
MEDIAN SOLD PRICE (\$)	455,000	373,782	21.7%	455,000	373,782	21.7%
SOLD VOLUME (\$ in Millions)	90.3	74.8	20.7%	90.3	74.8	20.7%
AVG. SOLD/LIST RATIO	99.4%	98.7%	0.7%	99.4%	98.7%	0.7%
MEDIAN DAYS ON MARKET	45	40	6	45	40	6
ACTIVE LISTINGS	287	257	11.7%	287	257	11.7%
MONTHS OF SUPPLY	4.6	4.0	0.5	4.6	4.0	0.5



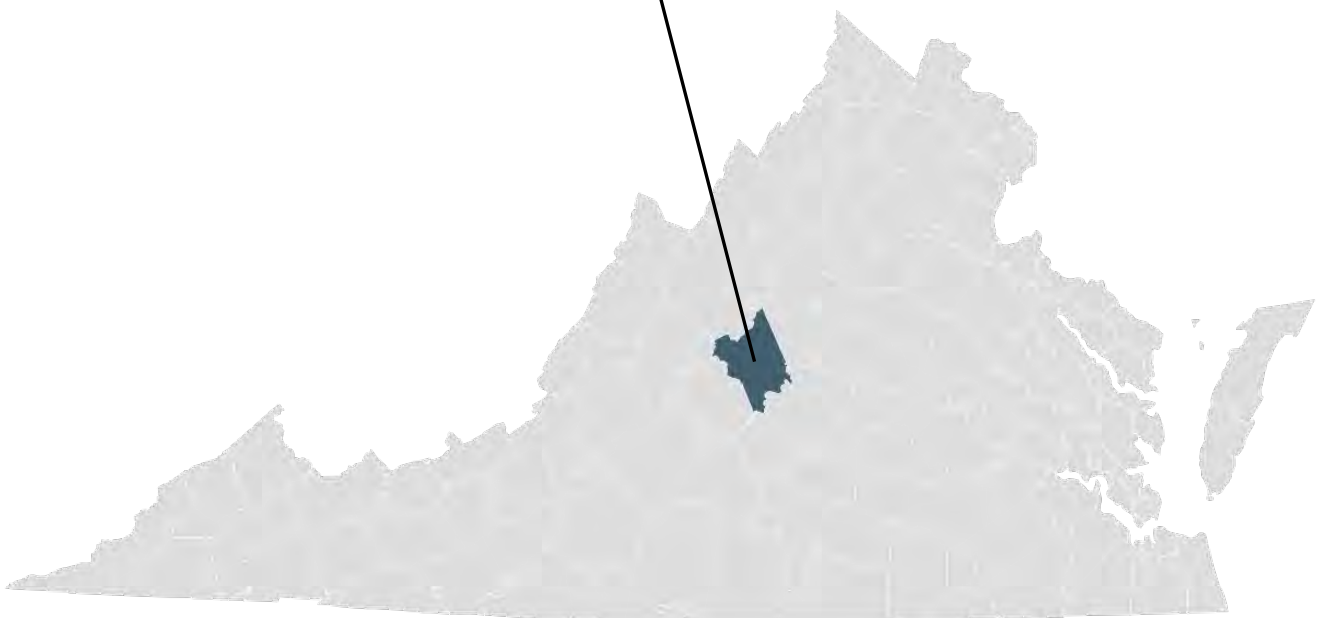
Source: Virginia REALTORS®, data accessed April 15, 2026

1ST QUARTER 2026 NELSON COUNTY

CURRENT CONDITIONS

YEAR-TO-DATE CONDITIONS

INDICATOR	2026 - Q1	2025 - Q1	Chg	2026 YTD	2025 YTD	Chg
CLOSED SALES	50	72	-30.6%	50	72	-30.6%
PENDING SALES	59	80	-26.3%	59	80	-26.3%
MEDIAN SOLD PRICE (\$)	415,000	430,000	-3.5%	415,000	430,000	-3.5%
SOLD VOLUME (\$ in Millions)	23.4	32.9	-29.0%	23.4	32.9	-29.0%
AVG. SOLD/LIST RATIO	96.5%	96.3%	0.2%	96.5%	96.3%	0.2%
MEDIAN DAYS ON MARKET	38	40	-2	38	40	-2
ACTIVE LISTINGS	103	94	9.6%	103	94	9.6%
MONTHS OF SUPPLY	4.3	3.6	0.7	4.3	3.6	0.7



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

CAAR

HISTORICAL MARKET DATA



1ST QUARTER

2020 - 2026

1ST QUARTER HISTORICAL MARKET DATA

CLOSED SALES	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
CAAR Region	840	1,065	888	688	694	695	683
Albemarle County	344	421	339	299	275	262	232
Charlottesville	110	114	106	64	74	60	80
Fluvanna County	107	155	116	83	67	93	82
Greene County	75	69	67	47	49	54	74
Louisa County	140	186	154	135	166	154	165
Nelson County	64	120	106	60	63	72	50
PENDING SALES	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
CAAR Region	1,108	1,436	1,204	1,022	1,004	962	987
Albemarle County	493	654	469	449	428	367	384
Charlottesville	133	166	147	104	104	98	135
Fluvanna County	146	167	140	128	109	130	124
Greene County	82	80	98	66	67	66	77
Louisa County	186	238	230	206	223	221	208
Nelson County	68	131	120	69	73	80	59

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

1ST QUARTER HISTORICAL MARKET DATA

MEDIAN SOLD PRICE (\$)	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
CAAR Region	302,000	345,000	389,900	401,200	435,000	450,000	450,000
Albemarle County	389,421	429,900	476,750	458,798	526,900	541,058	550,000
Charlottesville	337,000	397,650	412,000	377,500	482,000	475,000	477,500
Fluvanna County	237,000	270,070	335,263	336,000	341,000	369,990	347,500
Greene County	275,000	312,000	335,000	389,900	365,000	427,500	396,950
Louisa County	249,975	282,651	344,914	369,900	384,425	373,782	455,000
Nelson County	211,500	308,500	361,250	325,000	385,000	430,000	415,000
SOLD DOLLAR VOLUME (\$ in millions)	<i>2020 - Q1</i>	<i>2021 - Q1</i>	<i>2022 - Q1</i>	<i>2023 - Q1</i>	<i>2024 - Q1</i>	<i>2025 - Q1</i>	<i>2026 - Q1</i>
CAAR Region	306.5	444.6	431.4	345.1	382.1	386.6	390.7
Albemarle County	160.4	213.8	210.5	175.1	192.3	182.3	167.3
Charlottesville	43.5	57.3	50.8	29.0	39.7	30.8	46.3
Fluvanna County	27.7	48.5	41.2	32.7	24.9	41.2	32.9
Greene County	20.8	21.8	25.1	21.2	20.3	24.4	30.4
Louisa County	40.4	64.2	60.4	62.9	74.8	74.8	90.3
Nelson County	13.6	39.0	43.5	24.2	30.1	32.9	23.4

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

1ST QUARTER HISTORICAL MARKET DATA

AVG SOLD/LIST RATIO	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
CAAR Region	97.6%	99.2%	101.2%	99.2%	99.1%	99.1%	98.6%
Albemarle County	97.9%	99.0%	101.3%	98.9%	99.8%	99.9%	98.8%
Charlottesville	98.0%	98.8%	101.2%	101.5%	99.4%	99.6%	97.6%
Fluvanna County	97.2%	100.5%	100.8%	99.1%	100.3%	98.5%	98.1%
Greene County	98.0%	98.0%	101.5%	101.4%	99.8%	99.8%	99.2%
Louisa County	97.8%	100.3%	101.7%	99.3%	98.6%	98.7%	99.4%
Nelson County	94.1%	97.3%	100.2%	96.5%	95.4%	96.3%	96.5%
MEDIAN DOM (DAYS)	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1
CAAR Region	33	8	5	17	16	18	28
Albemarle County	26	12	5	13	7	8	20
Charlottesville	17	5	7	11	7	14	19
Fluvanna County	33	5	4	15	14	17	54
Greene County	47	7	5	12	46	11	6
Louisa County	39	11	10	24	49	40	45
Nelson County	84	12	5	34	48	40	38

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

1ST QUARTER HISTORICAL MARKET DATA

ACTIVE LISTINGS (end of quarter)	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1	
CAAR Region	1,393	488	472	700	672	875	1,071	
Albemarle County	642	251	173	279	255	327	396	
Charlottesville	117	60	36	54	49	86	97	
Fluvanna County	107	16	72	70	43	73	117	
Greene County	100	32	54	62	50	38	71	
Louisa County	218	68	99	173	195	257	287	
Nelson County	209	61	38	62	80	94	103	
MONTHS OF SUPPLY	2020 - Q1	2021 - Q1	2022 - Q1	2023 - Q1	2024 - Q1	2025 - Q1	2026 - Q1	
CAAR Region	3.6	1.2	1.1	2.0	2.2	2.9	3.4	
Albemarle County	3.8	1.5	1.0	1.9	1.9	2.5	3.2	
Charlottesville	2.4	1.3	0.7	1.3	1.5	2.7	2.7	
Fluvanna County	2.3	0.3	1.4	1.6	1.3	2.2	3.3	
Greene County	3.3	1.1	2.0	2.5	2.7	1.7	2.2	
Louisa County	3.5	0.9	1.3	2.7	3.1	4.0	4.6	
Nelson County	7.0	1.3	0.9	2.2	3.1	3.6	4.3	

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



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All inquiries regarding this report may be directed to:

Robin Spensieri
Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
804-622-7954

Data and analysis provided by the Virginia REALTORS® Research Team:

Ryan Price
Virginia REALTORS® Chief Economist
rprice@virginiarealtors.org

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.