

APRIL
2022

CAAR CHARLOTTEVILLE AREA MARKET INDICATORS REPORT

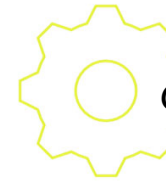
CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: April 2022

- Sales in the CAAR market continue to moderate from last year.** There were 400 sales throughout the region in April, 54 fewer sales than last year, which is an 11.9% decline. Sales activity has been slowing down compared to the frenzied pace last year for eight straight months, but the April sales totals are higher than average for the region. At the local level the sharpest drop in sales occurred in Fluvanna County (-32.8%), Nelson County (-32.7%), and Albemarle County (-26.0%). Sales activity surged in Greene County (+54.5%) and Louisa County (+27.8%) compared to last April.
- Pending sales were relatively flat compared to last April in the CAAR market.** There were 490 pending sales in the CAAR footprint in April, six fewer than last year, inching down 1.2%. Nelson County had 14 fewer pending sales in April compared to last year, and Louisa County had 13 fewer. There were seven fewer pending sales in Albemarle County in April compared to a year ago. Some local markets had an influx of pending sales, led by Greene County, with 17 more pending sales than last April.
- While sales activity slowed down, prices continue to climb rapidly.** The median sales price in the CAAR region in April was \$400,000, jumping up 11.1%, a gain of \$40,000. Most local markets in the region continue to have double-digit price growth, led by Nelson County (+55.1%), Fluvanna County (+19.3%), and Charlottesville (+14.6%). Greene County was the only local market to have a drop in the median sales price this month (-4.5%).
- Inventory in the CAAR housing market expanded for the first time in years.** There were 600 active listings at the end of April in the CAAR footprint, 46 more listings than there were a year ago, which is an 8.3% increase. New listings also increased, up 5.8% from last April, an influx of 37 new listings.



CAAR Market Dashboard

YoY Chg	Apr-22	Indicator
▼ -11.9%	400	Sales
▼ -1.2%	490	Pending Sales
▲ 5.8%	672	New Listings
▲ 11.1%	\$389,000	Median List Price
▲ 11.1%	\$400,000	Median Sales Price
▲ 15.3%	\$234	Median Price Per Square Foot
▲ 8.4%	\$213.3	Sold Dollar Volume (in millions)
▲ 1.1%	101.1%	Median Sold/Ask Price Ratio
▼ -44.0%	19	Average Days on Market
▲ 8.3%	600	Active Listings
▲ 10.3%	1.4	Months of Supply
▲ 5.8%	55	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.

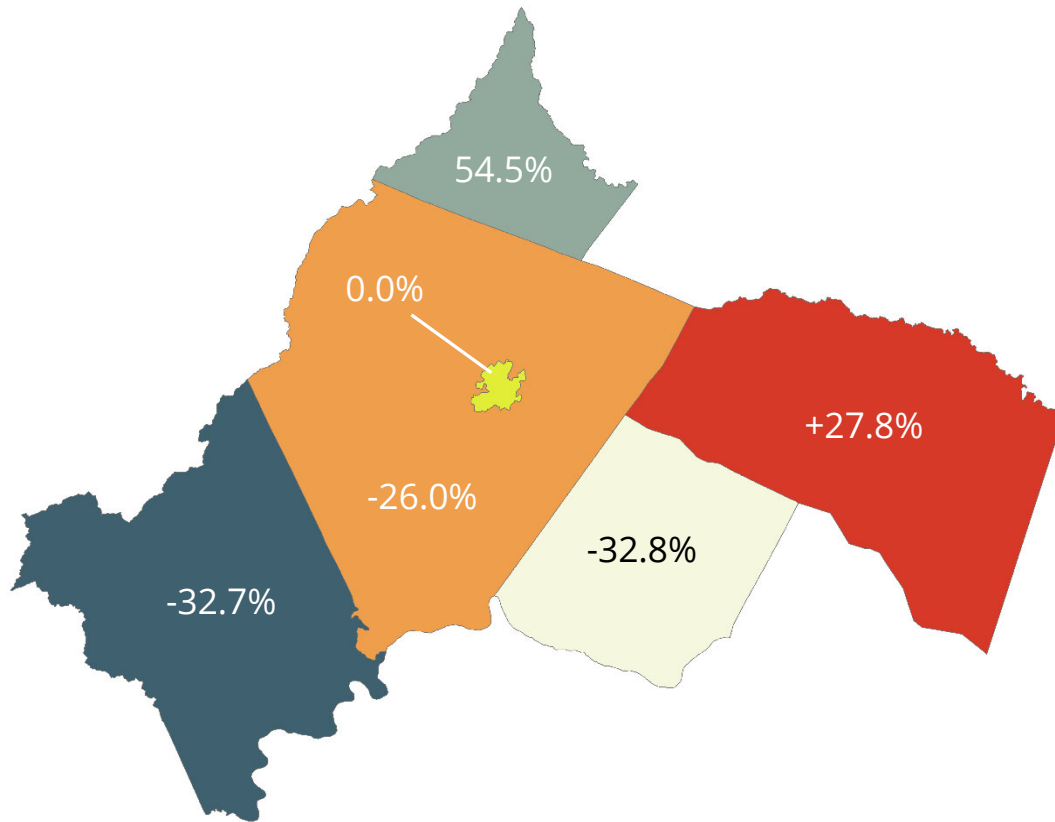
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	Apr-21	Apr-22	% Chg
Albemarle County	196	145	-26.0%
Charlottesville	57	57	0.0%
Fluvanna County	58	39	-32.8%
Greene County	22	34	54.5%
Louisa County	72	92	27.8%
Nelson County	49	33	-32.7%
CAAR	454	400	-11.9%

Total Market Overview



Key Metrics	2-year Trends		Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20	Apr-22						
Sales			454	400	-11.9%	1,519	1,288	-15.2%
Pending Sales			496	490	-1.2%	1,932	1,694	-12.3%
New Listings			635	672	5.8%	2,189	2,099	-4.1%
Median List Price			\$350,000	\$389,000	11.1%	\$349,000	\$386,385	10.7%
Median Sales Price			\$360,000	\$400,000	11.1%	\$350,000	\$392,295	12.1%
Median Price Per Square Foot			\$203	\$234	15.3%	\$195	\$234	20.0%
Sold Dollar Volume (in millions)			\$196.7	\$213.3	8.4%	\$641.3	\$644.7	0.5%
Median Sold/Ask Price Ratio			100.0%	101.1%	1.1%	100.0%	100.0%	0.0%
Average Days on Market			34	19	-44.0%	40	26	-34.4%
Active Listings			554	600	8.3%	n/a	n/a	n/a
Months of Supply			1.3	1.4	10.3%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20	Apr-22						
Sales			415	361	-13.0%	1,381	1,170	-15.3%
Pending Sales			446	448	0.4%	1,730	1,537	-11.2%
New Listings			580	606	4.5%	1,979	1,897	-4.1%
Median List Price			\$365,000	\$399,999	9.6%	\$360,000	\$399,000	10.8%
Median Sales Price			\$369,900	\$411,275	11.2%	\$364,833	\$400,000	9.6%
Median Price Per Square Foot			\$206	\$231	11.9%	\$196	\$232	18.5%
Sold Dollar Volume (in millions)			\$188.7	\$198.6	5.3%	\$610.7	\$607.0	-0.6%
Median Sold/Ask Price Ratio			100.0%	101.0%	1.0%	100.0%	100.0%	0.0%
Average Days on Market			35	20	-43.5%	41	28	-31.7%
Active Listings			506	554	9.5%	n/a	n/a	n/a
Months of Supply			1.3	1.5	12.0%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

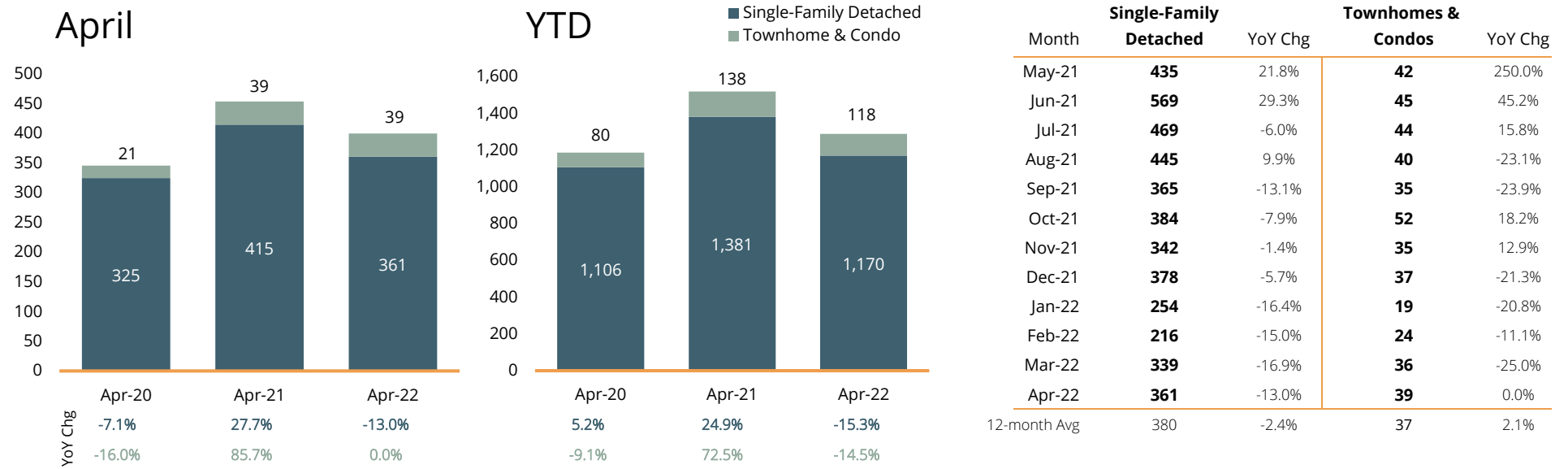
Townhome & Condo Market Overview



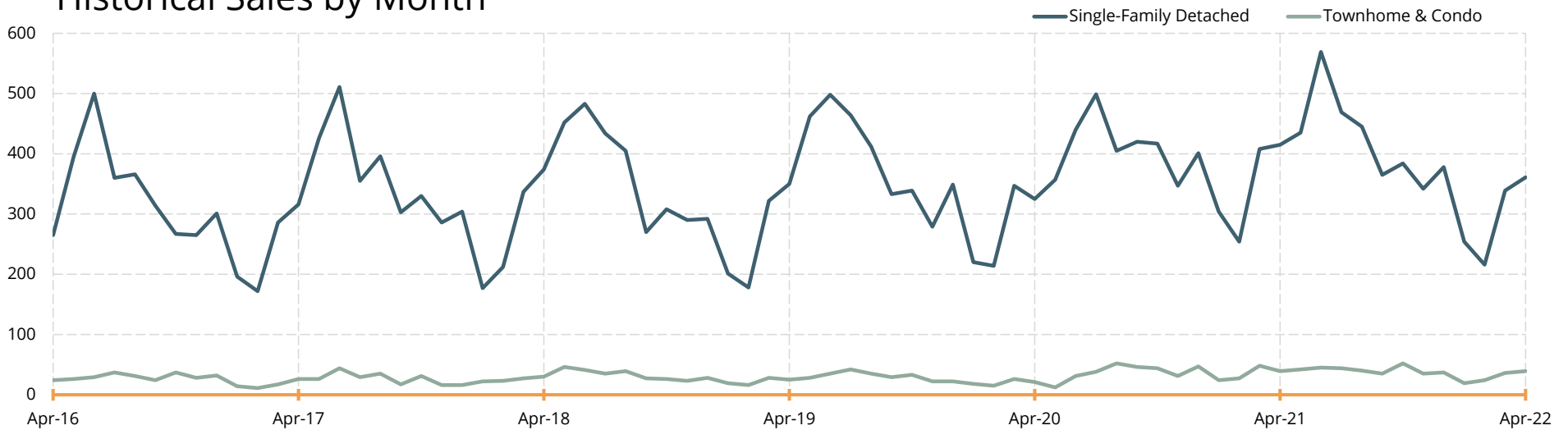
Key Metrics	2-year Trends		Apr-21	Apr-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
	Apr-20	Apr-22						
Sales			39	39	0.0%	138	118	-14.5%
Pending Sales			50	42	-16.0%	202	157	-22.3%
New Listings			55	66	20.0%	210	202	-3.8%
Median List Price			\$184,900	\$275,000	48.7%	\$177,000	\$259,000	46.3%
Median Sales Price			\$191,000	\$275,000	44.0%	\$177,450	\$262,475	47.9%
Median Price Per Square Foot			\$183	\$253	38.0%	\$179	\$246	37.4%
Sold Dollar Volume (in millions)			\$8.0	\$14.7	82.7%	\$30.6	\$37.7	23.2%
Median Sold/Ask Price Ratio			100.0%	102.4%	2.4%	98.9%	100.9%	2.0%
Average Days on Market			22	12	-46.6%	35	13	-64.5%
Active Listings			48	46	-4.2%	n/a	n/a	n/a
Months of Supply			1.3	1.2	-6.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed May 16, 2022

Sales

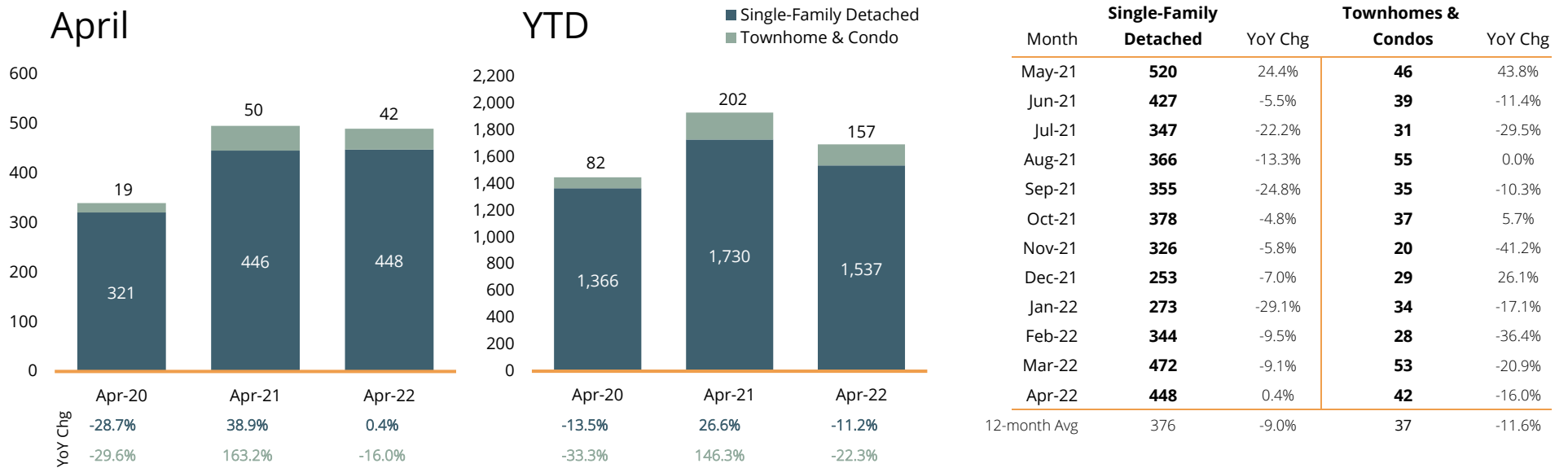


Historical Sales by Month

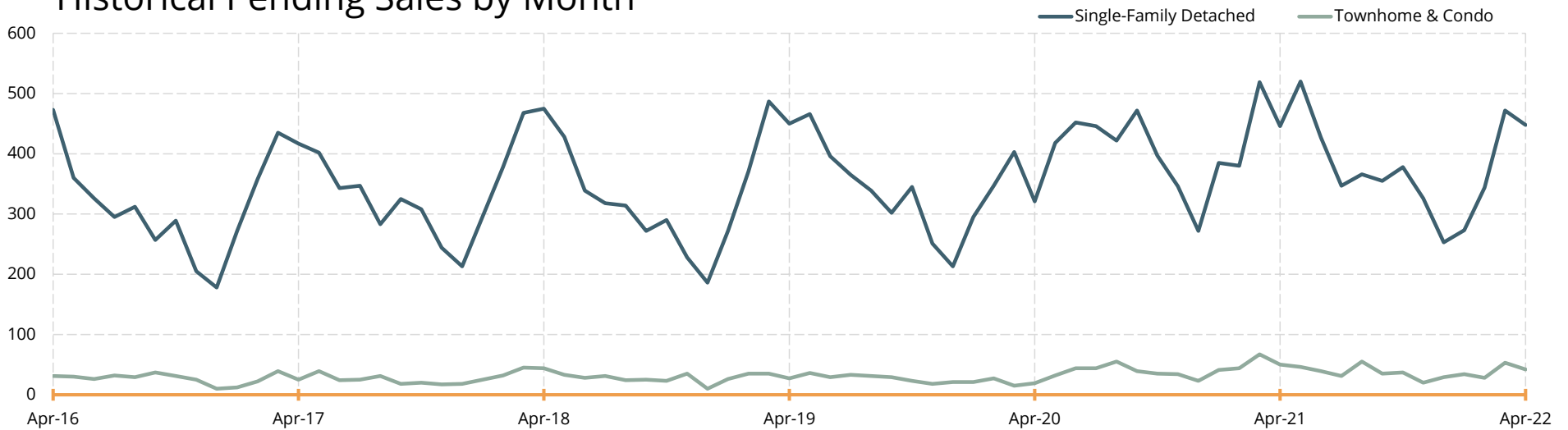


Source: Virginia REALTORS®, data accessed May 16, 2022

Pending Sales

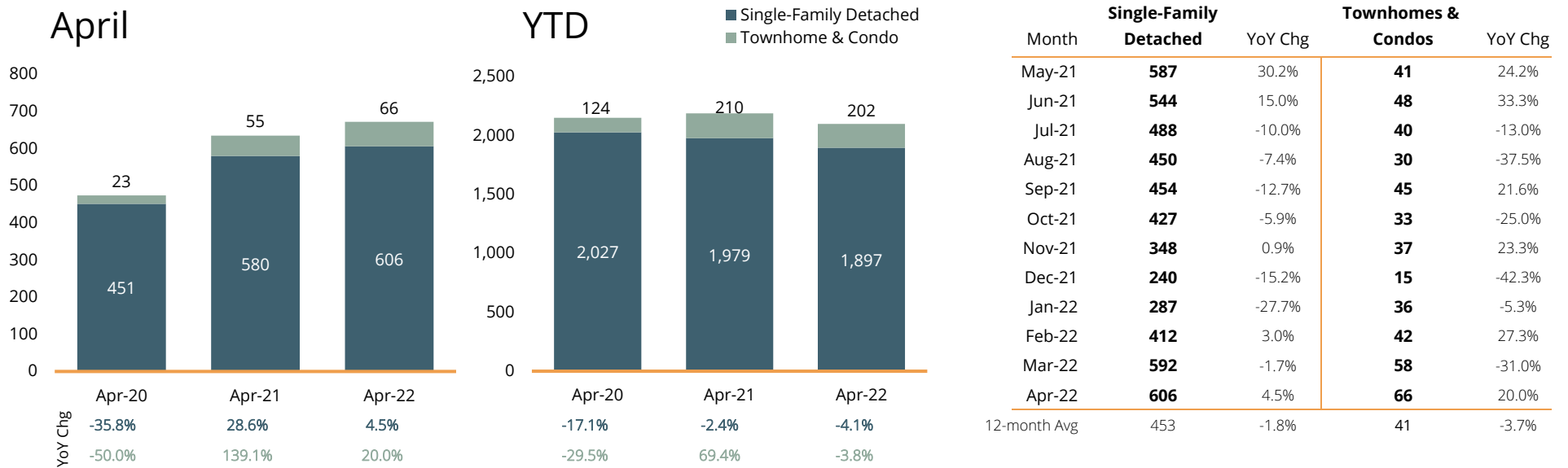


Historical Pending Sales by Month

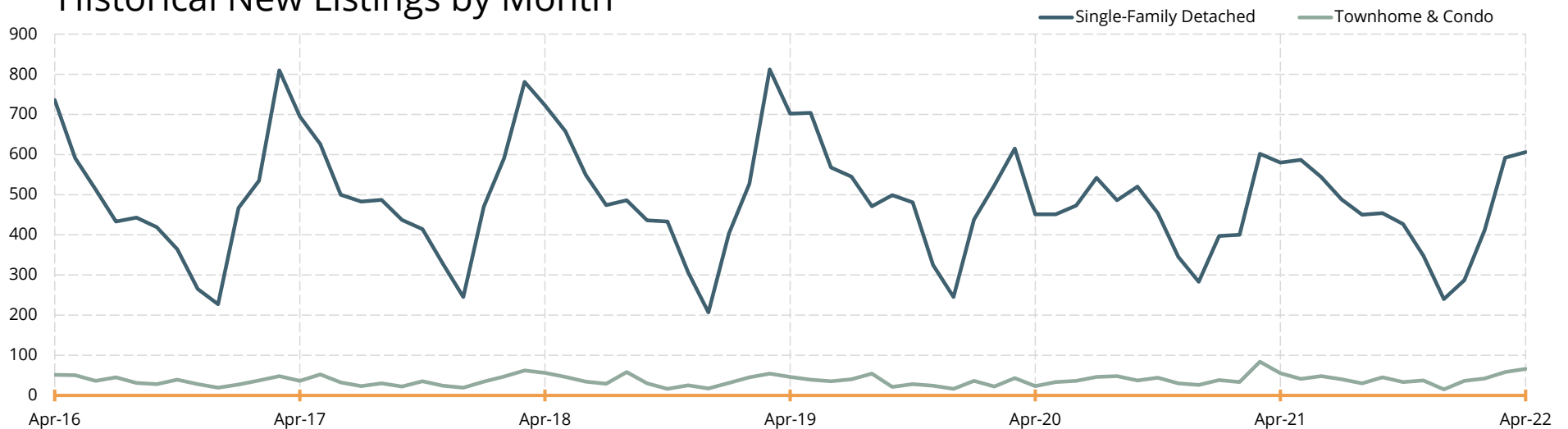


Source: Virginia REALTORS®, data accessed May 16, 2022

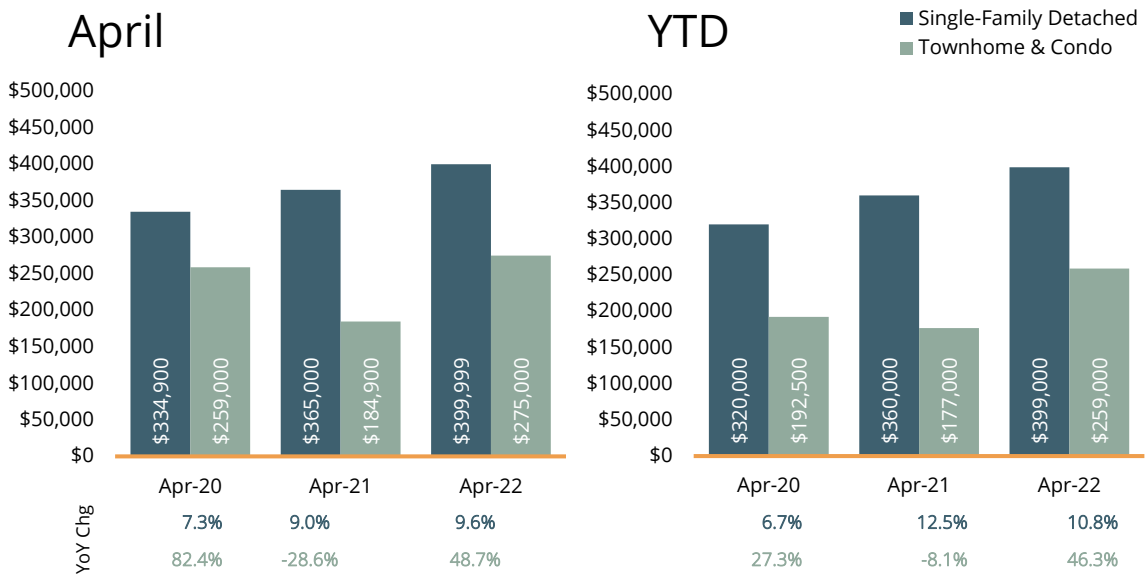
New Listings



Historical New Listings by Month

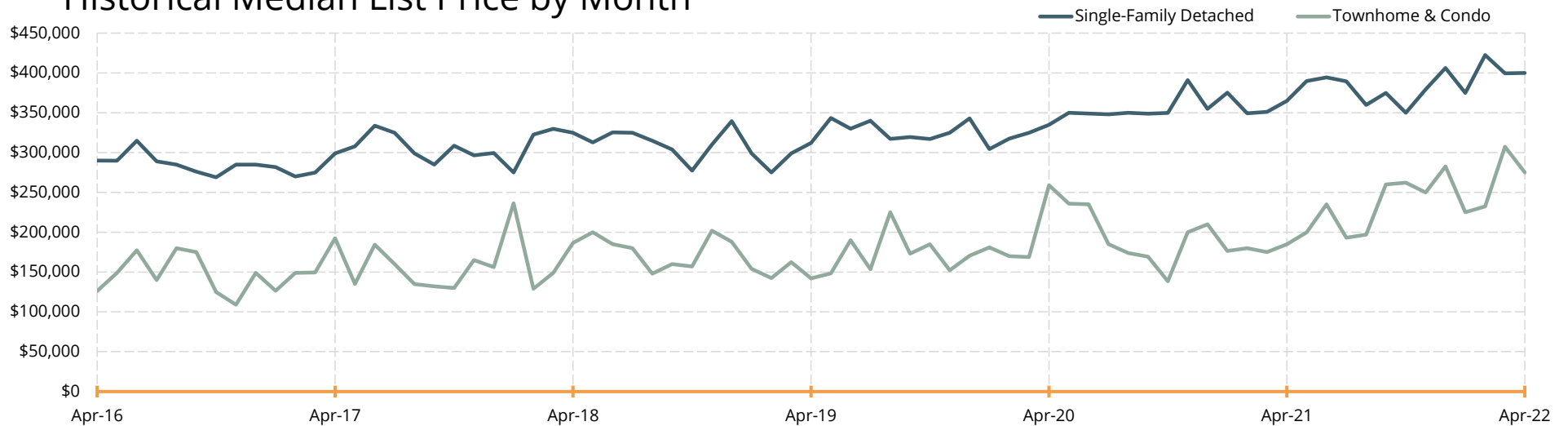


Median List Price



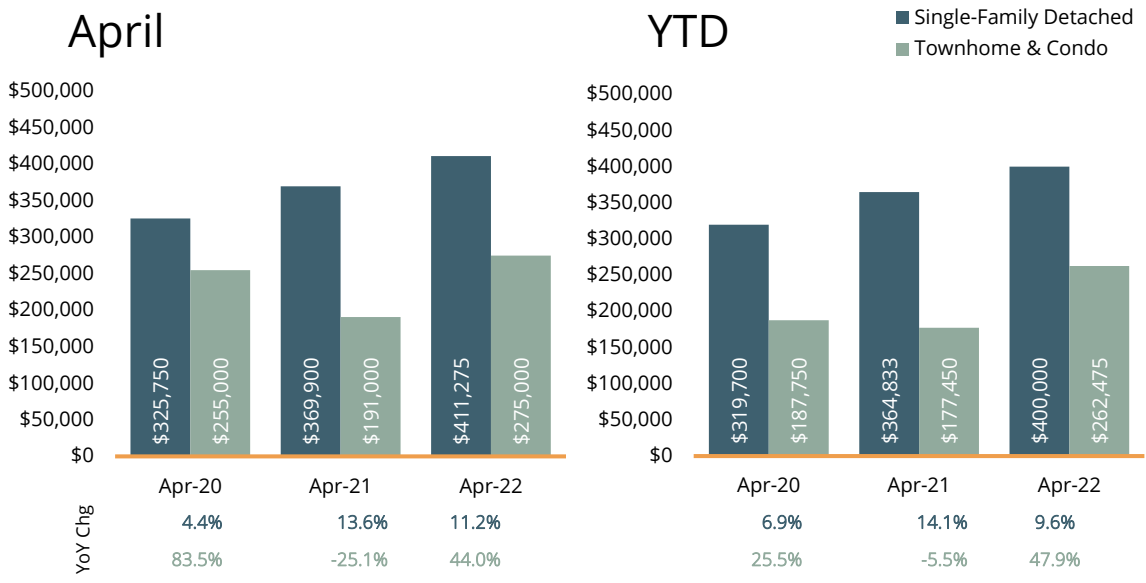
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-21	\$389,900	11.4%	\$199,825	-15.3%
Jun-21	\$394,400	13.0%	\$235,000	0.0%
Jul-21	\$389,502	11.9%	\$193,000	4.3%
Aug-21	\$359,900	2.8%	\$197,000	13.3%
Sep-21	\$375,000	7.5%	\$260,000	53.6%
Oct-21	\$350,000	0.0%	\$262,250	89.4%
Nov-21	\$379,450	-3.0%	\$250,000	25.1%
Dec-21	\$406,293	14.4%	\$282,668	34.6%
Jan-22	\$375,000	-0.1%	\$225,000	27.5%
Feb-22	\$422,500	20.9%	\$232,500	29.2%
Mar-22	\$399,570	13.8%	\$307,365	75.6%
Apr-22	\$399,999	9.6%	\$275,000	48.7%
12-month Avg	\$386,793	8.4%	\$243,301	29.0%

Historical Median List Price by Month



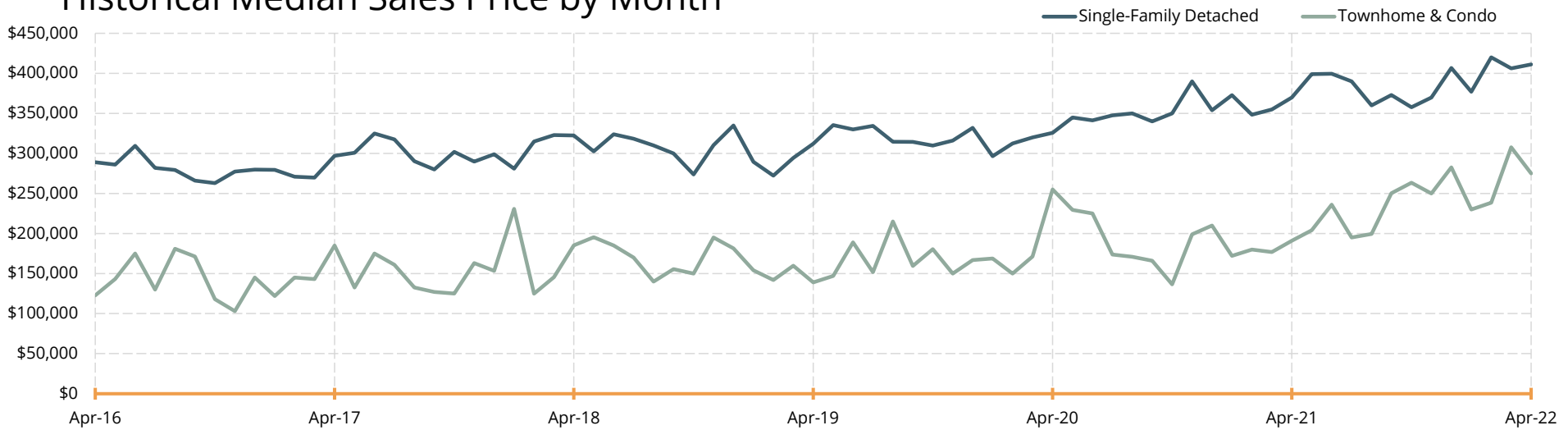
Source: Virginia REALTORS®, data accessed May 16, 2022

Median Sales Price



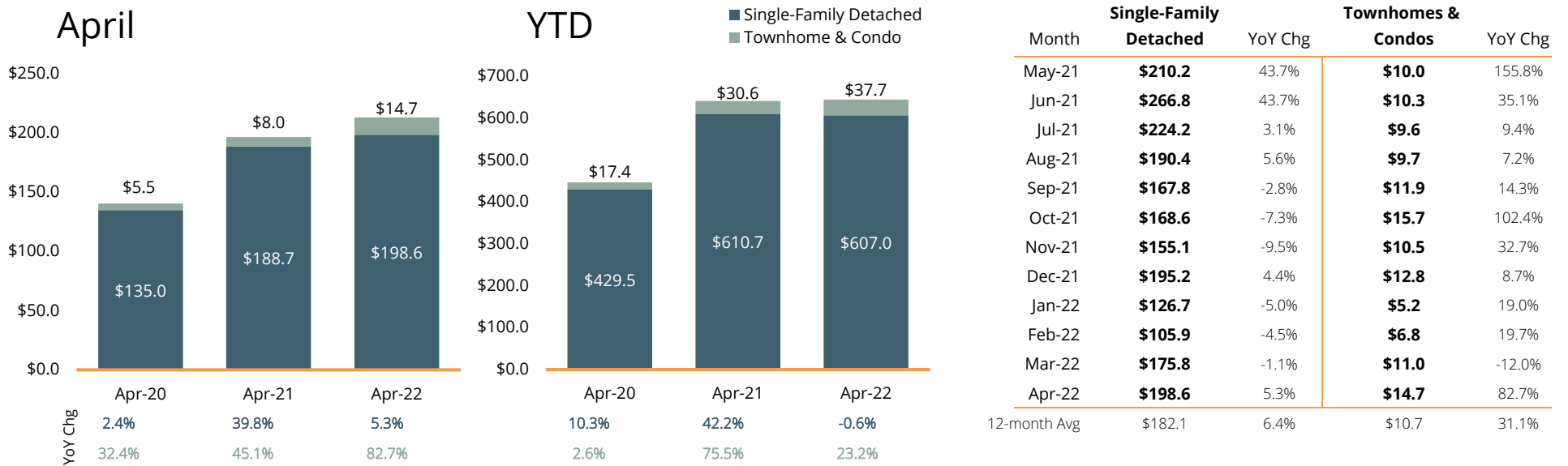
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
May-21	\$399,000	15.7%	\$204,000	-11.1%
Jun-21	\$399,500	17.1%	\$236,000	4.9%
Jul-21	\$390,000	12.2%	\$195,000	12.2%
Aug-21	\$360,000	2.9%	\$199,500	16.7%
Sep-21	\$373,000	9.7%	\$250,275	50.8%
Oct-21	\$357,725	2.2%	\$263,500	93.0%
Nov-21	\$369,950	-5.1%	\$250,000	25.6%
Dec-21	\$406,793	14.9%	\$282,668	34.6%
Jan-22	\$377,155	1.1%	\$230,000	33.7%
Feb-22	\$420,000	20.5%	\$238,500	32.6%
Mar-22	\$406,235	14.4%	\$307,615	73.9%
Apr-22	\$411,275	11.2%	\$275,000	44.0%
12-month Avg	\$389,219	9.5%	\$244,338	31.5%

Historical Median Sales Price by Month

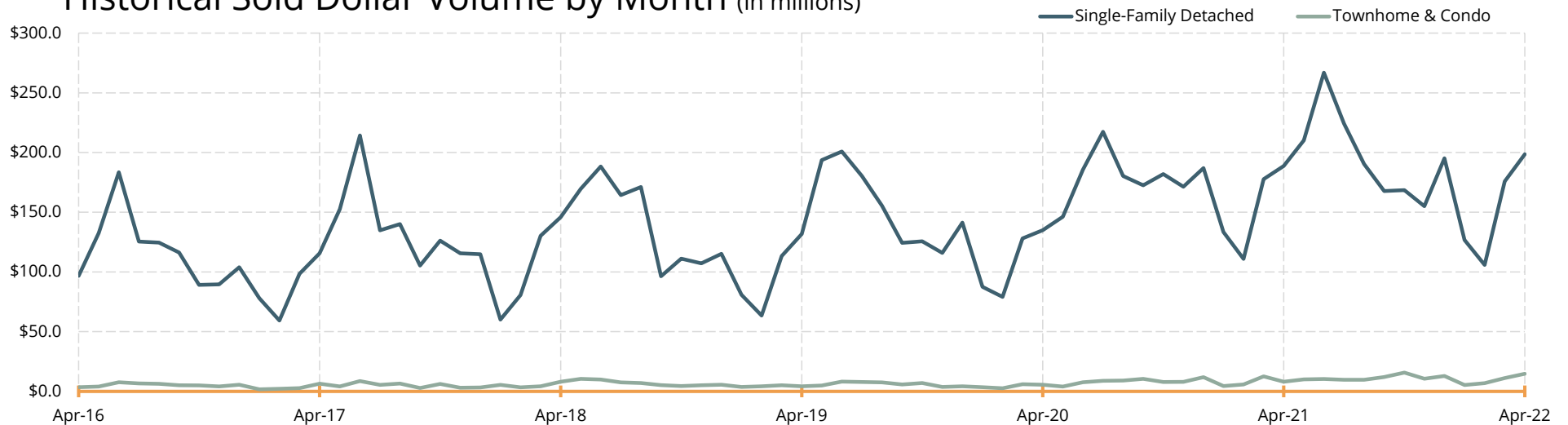


Source: Virginia REALTORS®, data accessed May 16, 2022

Sold Dollar Volume (in millions)

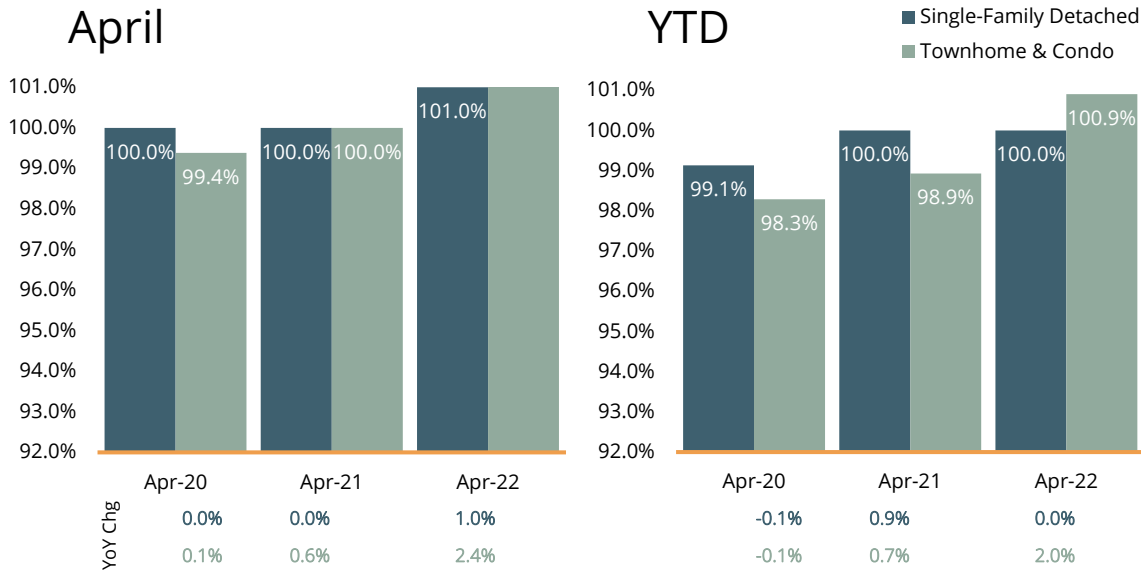


Historical Sold Dollar Volume by Month (in millions)



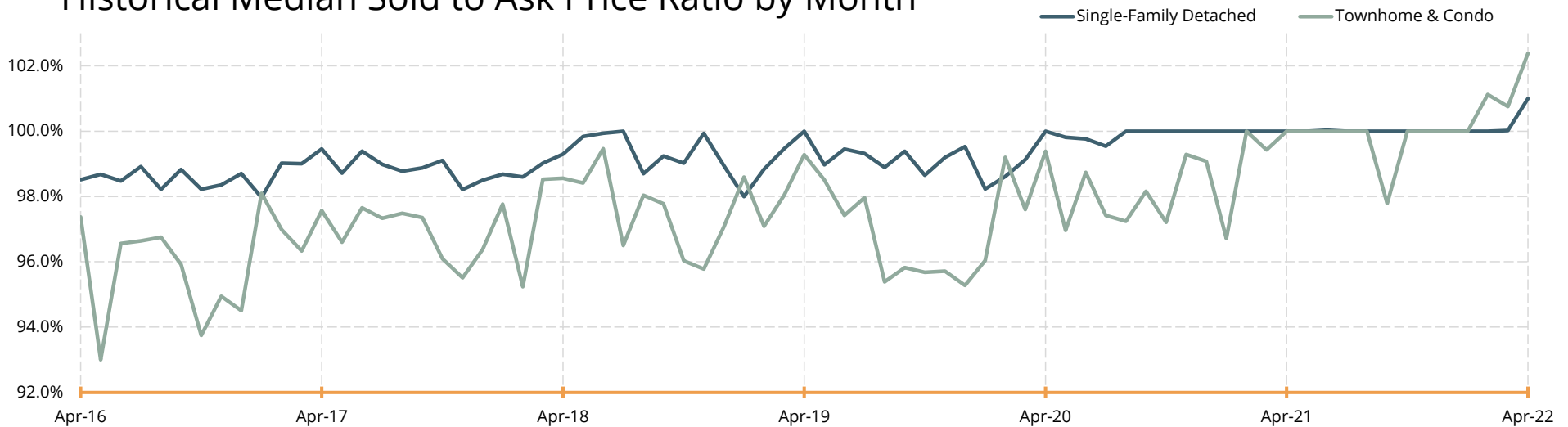
Source: Virginia REALTORS®, data accessed May 16, 2022

Median Sold to Ask Price Ratio

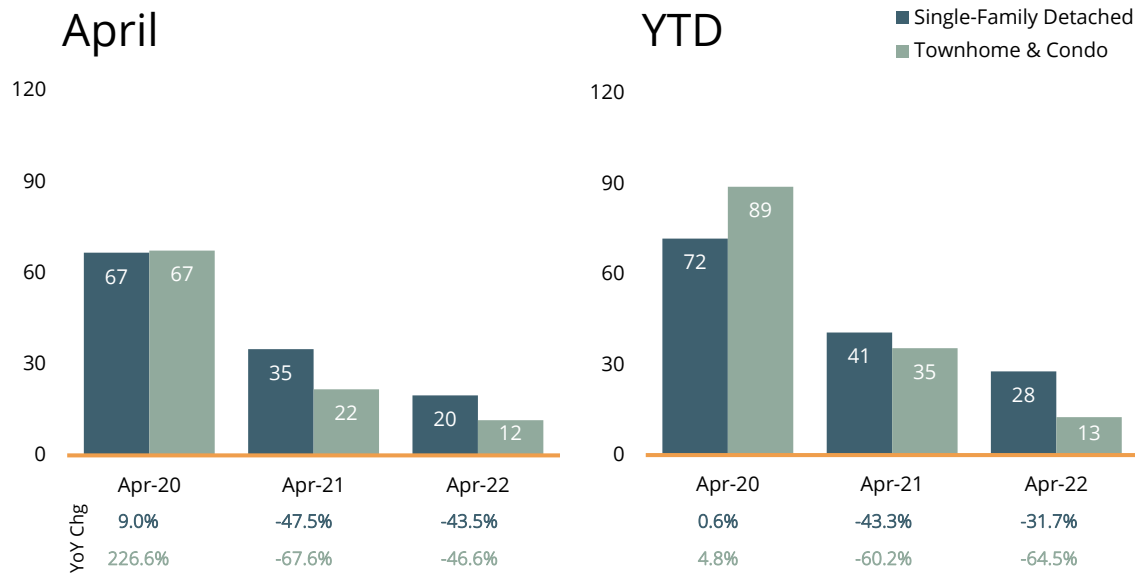


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
May-21	100.0%	0.2%	100.0%	3.1%
Jun-21	100.0%	0.3%	100.0%	1.3%
Jul-21	100.0%	0.5%	100.0%	2.6%
Aug-21	100.0%	0.0%	100.0%	2.8%
Sep-21	100.0%	0.0%	97.8%	-0.4%
Oct-21	100.0%	0.0%	100.0%	2.9%
Nov-21	100.0%	0.0%	100.0%	0.7%
Dec-21	100.0%	0.0%	100.0%	0.9%
Jan-22	100.0%	0.0%	100.0%	3.4%
Feb-22	100.0%	0.0%	101.1%	1.1%
Mar-22	100.0%	0.0%	100.8%	1.3%
Apr-22	101.0%	1.0%	102.4%	2.4%
12-month Avg	100.1%	0.2%	100.2%	1.8%

Historical Median Sold to Ask Price Ratio by Month

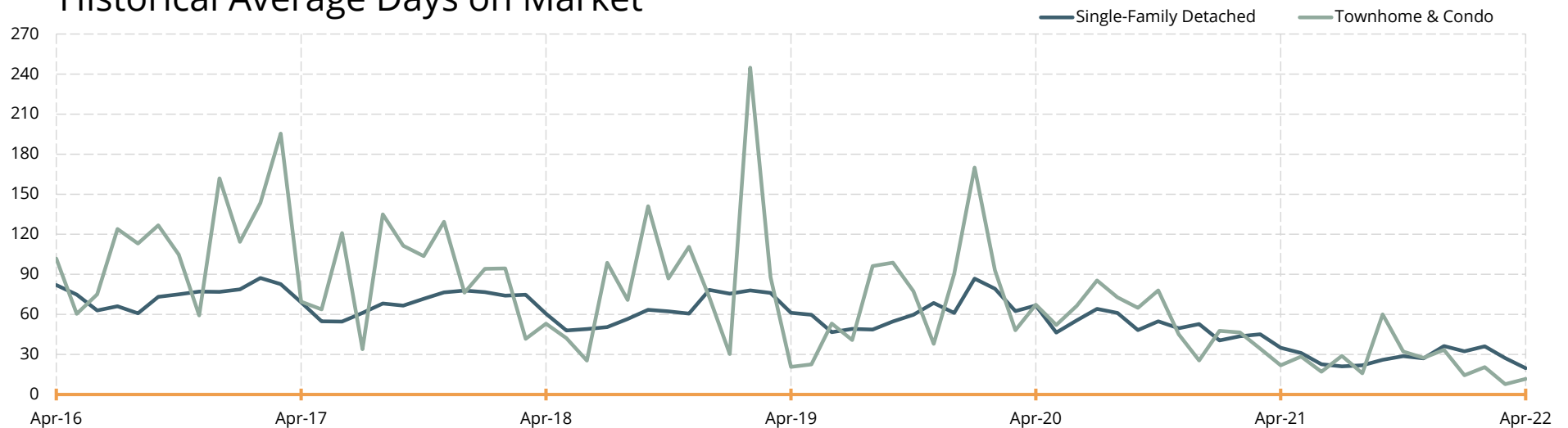


Average Days on Market



Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
May-21	31	-32.9%	28	-45.4%
Jun-21	23	-59.3%	17	-74.4%
Jul-21	21	-67.2%	29	-66.2%
Aug-21	22	-64.3%	16	-78.2%
Sep-21	26	-46.2%	60	-7.7%
Oct-21	29	-47.6%	32	-58.7%
Nov-21	27	-45.5%	27	-39.1%
Dec-21	36	-31.3%	33	31.1%
Jan-22	32	-20.1%	14	-70.0%
Feb-22	36	-17.3%	20	-56.0%
Mar-22	27	-39.7%	8	-77.4%
Apr-22	20	-43.5%	12	-46.6%
12-month Avg	27	-44.7%	25	-53.6%

Historical Average Days on Market

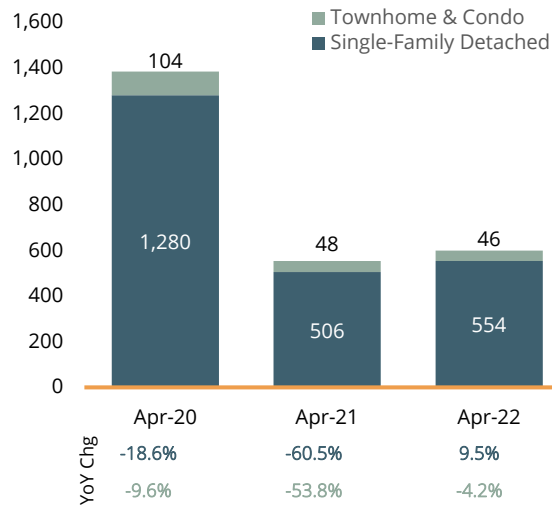


Source: Virginia REALTORS®, data accessed May 16, 2022

Active Listings

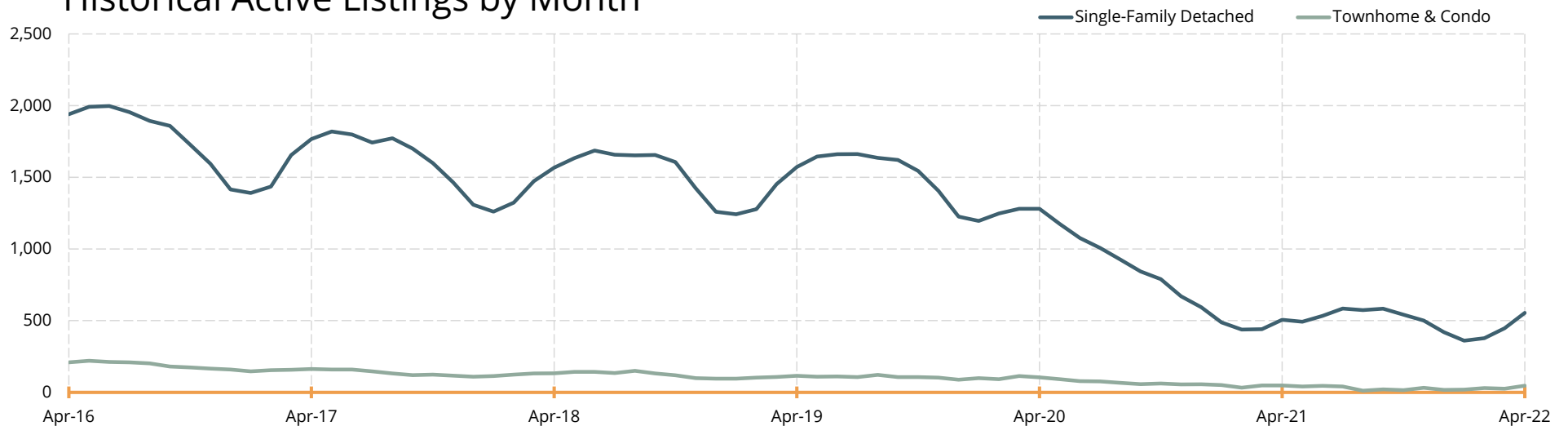


April



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-21	492	-58.1%	40	-56.0%
Jun-21	533	-50.5%	45	-42.3%
Jul-21	584	-42.0%	40	-47.4%
Aug-21	573	-38.1%	12	-81.8%
Sep-21	583	-30.8%	20	-64.9%
Oct-21	541	-31.4%	15	-75.4%
Nov-21	500	-25.4%	31	-43.6%
Dec-21	419	-29.3%	17	-69.6%
Jan-22	360	-26.2%	18	-64.0%
Feb-22	377	-13.9%	29	-9.4%
Mar-22	447	1.6%	25	-47.9%
Apr-22	554	9.5%	46	-4.2%
12-month Avg	497	-33.4%	28	-52.9%

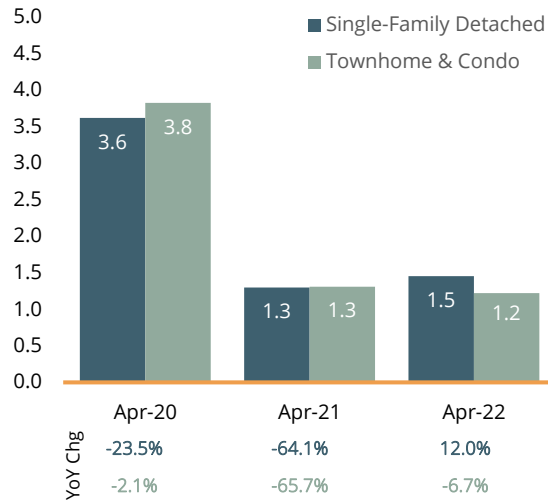
Historical Active Listings by Month



Months of Supply

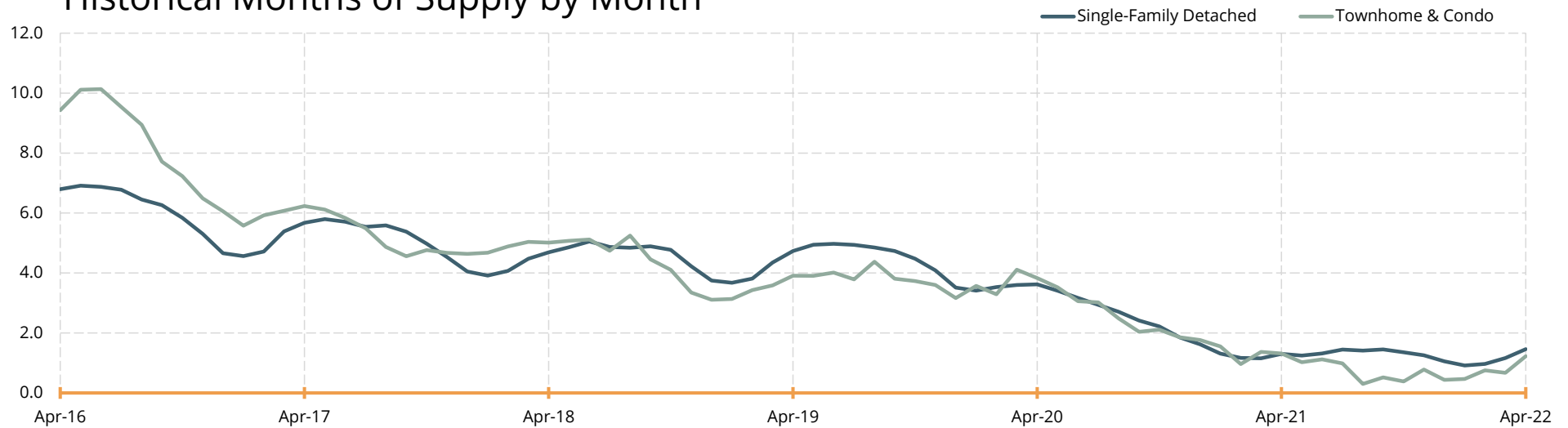


April

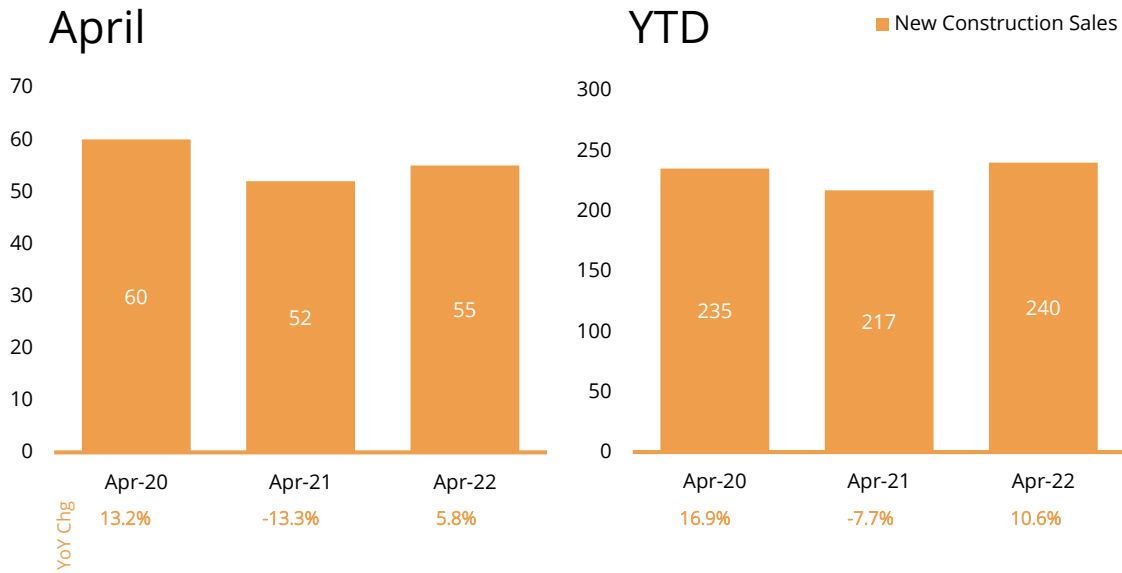


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-21	1.2	-63.5%	1.0	-70.9%
Jun-21	1.3	-58.5%	1.1	-63.4%
Jul-21	1.4	-50.7%	1.0	-67.5%
Aug-21	1.4	-48.0%	0.3	-87.8%
Sep-21	1.4	-39.9%	0.5	-74.7%
Oct-21	1.4	-38.9%	0.4	-82.0%
Nov-21	1.3	-32.4%	0.8	-58.0%
Dec-21	1.1	-34.9%	0.4	-75.3%
Jan-22	0.9	-30.1%	0.5	-70.0%
Feb-22	1.0	-17.1%	0.8	-21.7%
Mar-22	1.2	0.7%	0.7	-51.3%
Apr-22	1.5	12.0%	1.2	-6.7%
12-month Avg	1.3	-40.5%	0.7	-65.5%

Historical Months of Supply by Month

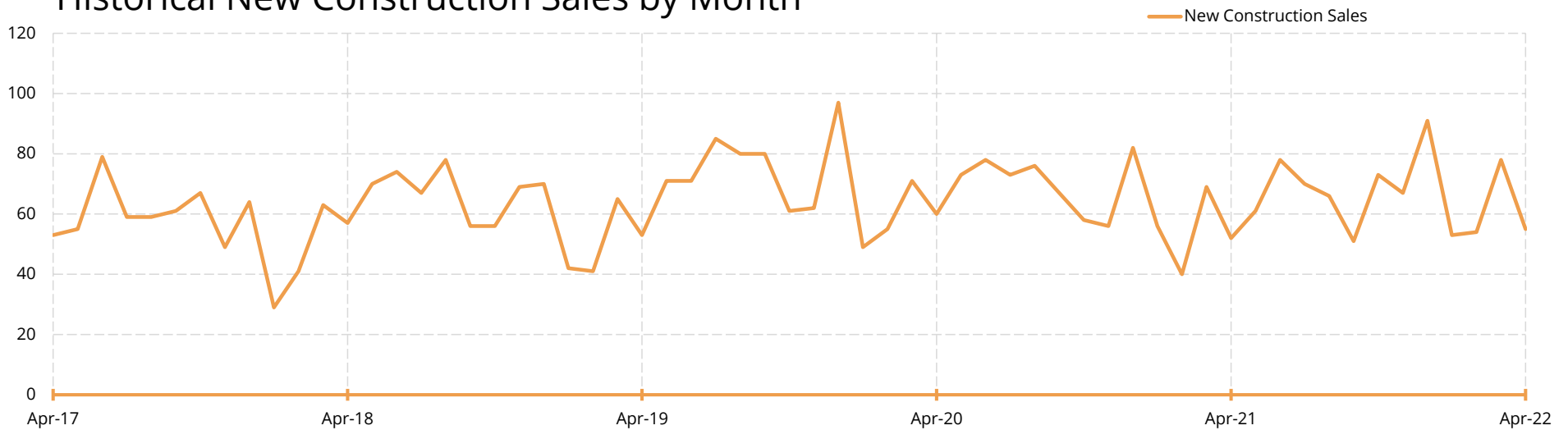


New Construction Sales



Month	Sales	YoY Chg
May-21	61	-16.4%
Jun-21	78	0.0%
Jul-21	70	-4.1%
Aug-21	66	-13.2%
Sep-21	51	-23.9%
Oct-21	73	25.9%
Nov-21	67	19.6%
Dec-21	91	11.0%
Jan-22	53	-5.4%
Feb-22	54	35.0%
Mar-22	78	13.0%
Apr-22	55	5.8%
12-month Avg	66	2.2%

Historical New Construction Sales by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Albemarle County	283	282	-0.4%	196	145	-26.0%	\$413,750	\$470,000	13.6%	288	230	-20.1%	1.7	1.3	-19.8%
Charlottesville	80	85	6.3%	57	57	0.0%	\$450,000	\$515,500	14.6%	61	46	-24.6%	1.3	0.9	-32.5%
Fluvanna County	69	80	15.9%	58	39	-32.8%	\$275,000	\$328,000	19.3%	22	92	318.2%	0.4	1.9	366.8%
Greene County	48	48	0.0%	22	34	54.5%	\$368,450	\$352,000	-4.5%	42	53	26.2%	1.5	1.8	20.3%
Louisa County	110	131	19.1%	72	92	27.8%	\$320,000	\$353,000	10.3%	76	128	68.4%	1.0	1.7	65.8%
Nelson County	45	46	2.2%	49	33	-32.7%	\$274,000	\$425,000	55.1%	65	51	-21.5%	1.4	1.3	-2.6%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Albemarle County	1,011	841	-16.8%	617	484	-21.6%	\$421,896	\$475,000	12.6%	288	230	-20.1%
Charlottesville	266	243	-8.6%	171	163	-4.7%	\$425,000	\$450,000	5.9%	61	46	-24.6%
Fluvanna County	246	253	2.8%	213	155	-27.2%	\$271,000	\$330,263	21.9%	22	92	318.2%
Greene County	135	177	31.1%	91	101	11.0%	\$317,650	\$338,700	6.6%	42	53	26.2%
Louisa County	359	404	12.5%	258	246	-4.7%	\$289,950	\$349,793	20.6%	76	128	68.4%
Nelson County	172	181	5.2%	169	139	-17.8%	\$286,000	\$380,000	32.9%	65	51	-21.5%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Albemarle County	257	251	-2.3%	183	131	-28.4%	\$425,000	\$495,000	16.5%	269	211	-21.6%	1.7	1.3	-19.6%
Charlottesville	67	68	1.5%	51	50	-2.0%	\$451,000	\$520,250	15.4%	47	37	-21.3%	1.1	0.8	-29.5%
Fluvanna County	69	80	15.9%	58	38	-34.5%	\$275,000	\$327,500	19.1%	22	92	318.2%	0.4	1.9	365.4%
Greene County	48	48	0.0%	22	34	54.5%	\$368,450	\$352,000	-4.5%	42	53	26.2%	1.5	1.8	20.3%
Louisa County	110	131	19.1%	72	92	27.8%	\$320,000	\$353,000	10.3%	76	128	68.4%	1.0	1.7	64.5%
Nelson County	29	28	-3.4%	29	16	-44.8%	\$369,000	\$607,500	64.6%	50	33	-34.0%	1.6	1.3	-15.6%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Albemarle County	909	751	-17.4%	565	438	-22.5%	\$435,000	\$501,805	15.4%	269	211	-21.6%
Charlottesville	224	212	-5.4%	150	146	-2.7%	\$435,000	\$464,000	6.7%	47	37	-21.3%
Fluvanna County	246	252	2.4%	213	154	-27.7%	\$271,000	\$330,000	21.8%	22	92	318.2%
Greene County	135	177	31.1%	91	101	11.0%	\$317,650	\$338,700	6.6%	42	53	26.2%
Louisa County	358	403	12.6%	255	246	-3.5%	\$289,900	\$349,793	20.7%	76	128	68.4%
Nelson County	107	102	-4.7%	107	85	-20.6%	\$390,000	\$465,000	19.2%	50	33	-34.0%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Albemarle County	26	31	19.2%	13	14	7.7%	\$191,000	\$238,738	25.0%	19	19	0.0%	1.5	1.2	-20.0%
Charlottesville	13	17	30.8%	6	7	16.7%	\$235,000	\$315,000	34.0%	14	9	-35.7%	2.1	1.2	-42.9%
Fluvanna County	0	0	n/a	0	1	n/a	\$0	\$400,000	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	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Nelson County	16	18	12.5%	20	17	-15.0%	\$166,500	\$275,000	65.2%	15	18	20.0%	0.9	1.3	40.5%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg	Apr-21	Apr-22	% chg
Albemarle County	102	90	-11.8%	52	46	-11.5%	\$173,000	\$261,500	51.2%	19	19	0.0%
Charlottesville	42	31	-26.2%	21	17	-19.0%	\$250,000	\$310,000	24.0%	14	9	-35.7%
Fluvanna County	0	1	n/a	0	1	n/a	\$0	\$400,000	n/a	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	1	0.0%	3	0	-100.0%	\$412,000	\$0	-100.0%	0	0	n/a
Nelson County	65	79	21.5%	62	54	-12.9%	\$149,250	\$255,500	71.2%	15	18	20.0%



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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The numbers reported here are preliminary and based on current entries into multiple listing services. Over time, data may be adjusted slightly to reflect increased reporting. Information is sourced from multiple listing services across Virginia and is deemed reliable, but not guaranteed.