

DECEMBER  
**2021**

# CAAR CHARLOTTEVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

# CAAR Market Indicators Report



## Key Market Trends: December 2021

- > **Sales activity continues to moderate in the CAAR housing market.** There were 415 sales in the region in December, 33 fewer sales than a year ago, which is a 7.4% decrease. Sales have been slowing down five out of the last six months in the CAAR market. There were some local markets that had sales growth, notably Charlottesville (+31.0%) and Albemarle County (+10.5%). The sharpest drop in sales occurred in Nelson County (-49.2%).
- > **For the seventh straight month there were fewer pending sales in the CAAR area.** There were 282 pending sales across the CAAR footprint in December, a 4.4% decline from last year, which is 13 fewer pending sales. Pending sales also declined from November's level (-18.5%), but this is a typical seasonal change. Greene County had the largest drop in pending sales, down 35.0% from last December. There was a small uptick in Charlottesville, which had 2 more pending sales than a year ago (+8.7%).
- > **Strong price growth resumes in the CAAR area after falling flat last month.** The December median sales price in the CAAR market was \$399,500, which is a 16.6% jump from last year, a gain of nearly \$57,000. Price growth was widespread in the region. The largest gains were in Nelson County (+41.5%) and Albemarle County (+16.0%). Charlottesville was the only local market to have a drop in the median sales price, down 6.9% from last December.
- > **Inventory shortage is getting worse, large drop in active listings and new listings.** There were just 436 active listings in the CAAR footprint at the end of December, 213 fewer listings than a year ago, which is a 32.8% reduction. After a small uptick in November, new listings declined again in the region, down 17.5% from last December, which is 54 fewer new listings.



## CAAR Market Dashboard

YoY Chg	Dec-21	Indicator
▼ -7.4%	415	Sales
▼ -4.4%	282	Pending Sales
▼ -17.5%	255	New Listings
▲ 14.5%	\$399,000	Median List Price
▲ 16.6%	\$399,500	Median Sales Price
▲ 17.9%	\$224	Median Price Per Square Foot
▲ 4.7%	\$208.0	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -27.8%	36	Average Days on Market
▼ -32.8%	436	Active Listings
▼ -38.8%	1.0	Months of Supply
▲ 11.0%	91	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.**

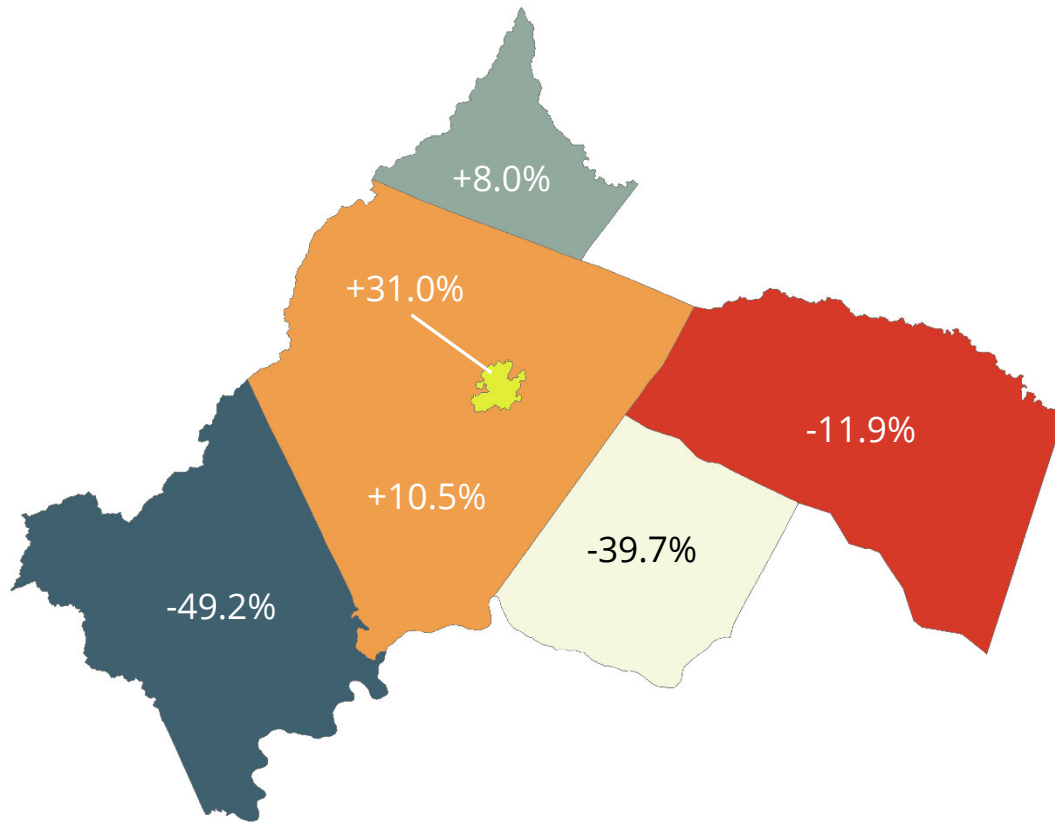
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - CAAR Footprint



<i>Jurisdiction</i>	Total Sales		
	Dec-20	Dec-21	% Chg
Albemarle County	171	189	10.5%
Charlottesville	42	55	31.0%
Fluvanna County	63	38	-39.7%
Greene County	25	27	8.0%
Louisa County	84	74	-11.9%
Nelson County	63	32	-49.2%
<b>CAAR</b>	<b>448</b>	<b>415</b>	<b>-7.4%</b>

# Total Market Overview



Key Metrics	2-year Trends		Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19	Dec-21						
Sales			448	<b>415</b>	-7.4%	4,773	<b>5,236</b>	9.7%
Pending Sales			295	<b>282</b>	-4.4%	4,979	<b>5,196</b>	4.4%
New Listings			309	<b>255</b>	-17.5%	6,005	<b>6,016</b>	0.2%
Median List Price			\$348,550	<b>\$399,000</b>	14.5%	\$332,575	<b>\$364,583</b>	9.6%
Median Sales Price			\$342,535	<b>\$399,500</b>	16.6%	\$330,000	<b>\$365,000</b>	10.6%
Median Price Per Square Foot			\$190	<b>\$224</b>	17.9%	\$182	<b>\$207</b>	13.3%
Sold Dollar Volume (in millions)			\$198.8	<b>\$208.0</b>	4.7%	\$1,956.6	<b>\$2,310.2</b>	18.1%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	99.7%	<b>100.0%</b>	0.3%
Average Days on Market			50	<b>36</b>	-27.8%	60	<b>31</b>	-48.6%
Active Listings			649	<b>436</b>	-32.8%	n/a	<b>n/a</b>	n/a
Months of Supply			1.6	<b>1.0</b>	-38.8%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19	Dec-21						
Sales			401	<b>378</b>	-5.7%	4,392	<b>4,768</b>	8.6%
Pending Sales			272	<b>253</b>	-7.0%	4,591	<b>4,702</b>	2.4%
New Listings			283	<b>240</b>	-15.2%	5,581	<b>5,517</b>	-1.1%
Median List Price			\$355,000	<b>\$406,293</b>	14.4%	\$349,000	<b>\$375,000</b>	7.4%
Median Sales Price			\$354,000	<b>\$406,793</b>	14.9%	\$342,630	<b>\$377,500</b>	10.2%
Median Price Per Square Foot			\$190	<b>\$227</b>	19.6%	\$183	<b>\$208</b>	13.6%
Sold Dollar Volume (in millions)			\$187.0	<b>\$195.2</b>	4.4%	\$1,871.9	<b>\$2,189.0</b>	16.9%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Average Days on Market			53	<b>36</b>	-31.3%	59	<b>31</b>	-48.1%
Active Listings			593	<b>419</b>	-29.3%	n/a	<b>n/a</b>	n/a
Months of Supply			1.6	<b>1.1</b>	-34.9%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

# Townhome & Condo Market Overview



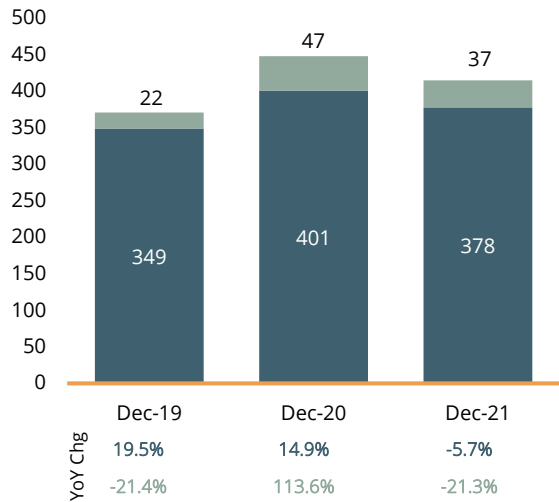
Key Metrics	2-year Trends		Dec-20	Dec-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Dec-19	Dec-21						
Sales			47	<b>37</b>	-21.3%	381	<b>468</b>	22.8%
Pending Sales			23	<b>29</b>	26.1%	388	<b>494</b>	27.3%
New Listings			26	<b>15</b>	-42.3%	424	<b>499</b>	17.7%
Median List Price			\$210,000	<b>\$282,668</b>	34.6%	\$179,500	<b>\$214,900</b>	19.7%
Median Sales Price			\$210,000	<b>\$282,668</b>	34.6%	\$175,000	<b>\$212,500</b>	21.4%
Median Price Per Square Foot			\$193	<b>\$189</b>	-2.4%	\$178	<b>\$193</b>	8.9%
Sold Dollar Volume (in millions)			\$11.8	<b>\$12.8</b>	8.7%	\$84.7	<b>\$121.2</b>	43.1%
Median Sold/Ask Price Ratio			99.1%	<b>100.0%</b>	0.9%	98.1%	<b>100.0%</b>	1.9%
Average Days on Market			25	<b>33</b>	31.1%	68	<b>31</b>	-53.7%
Active Listings			56	<b>17</b>	-69.6%	n/a	<b>n/a</b>	n/a
Months of Supply			1.8	<b>0.4</b>	-75.3%	n/a	<b>n/a</b>	n/a

Source: Virginia REALTORS®, data accessed January 15, 2022

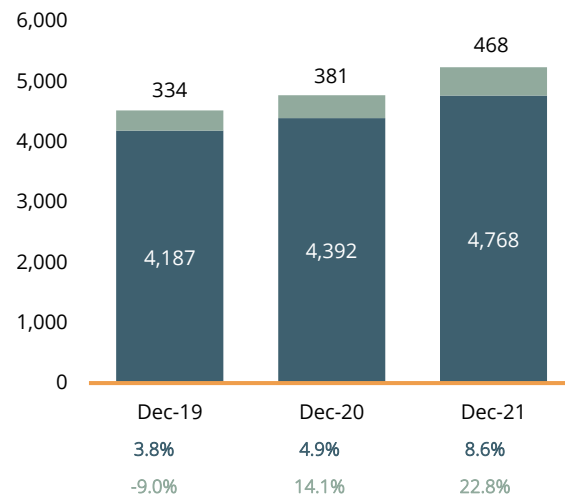
# Sales



## December



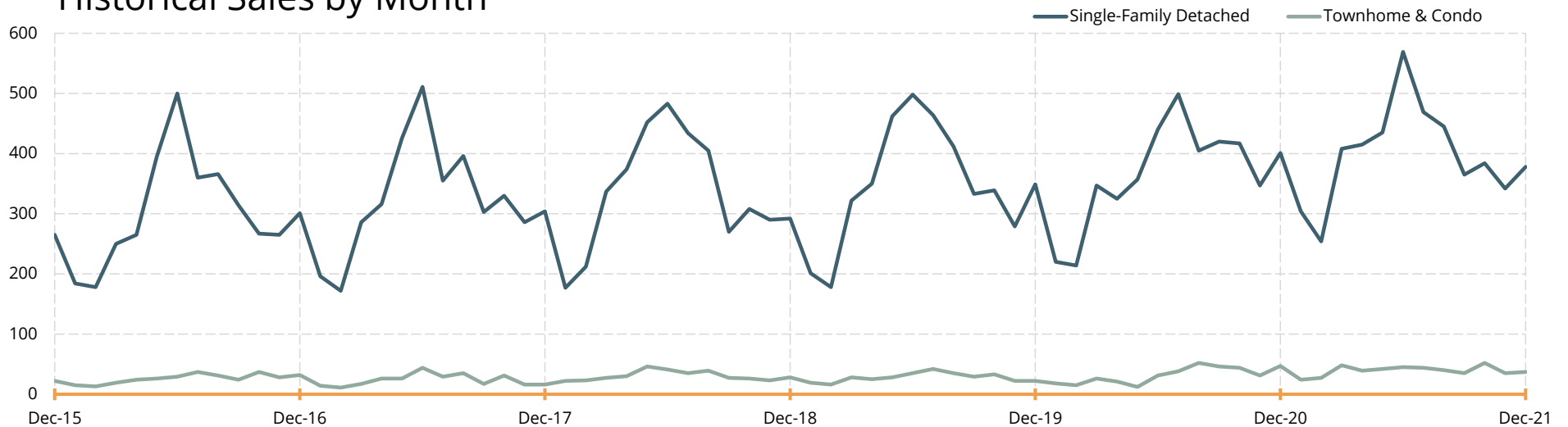
## YTD



## Single-Family

Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	304	38.2%	24	33.3%
Feb-21	254	18.7%	27	80.0%
Mar-21	408	17.6%	48	84.6%
Apr-21	415	27.7%	39	85.7%
May-21	435	21.8%	42	250.0%
Jun-21	569	29.3%	45	45.2%
Jul-21	469	-6.0%	44	15.8%
Aug-21	445	9.9%	40	-23.1%
Sep-21	365	-13.1%	35	-23.9%
Oct-21	384	-7.9%	52	18.2%
Nov-21	342	-1.4%	35	12.9%
Dec-21	378	-5.7%	37	-21.3%
12-month Avg	397	8.6%	39	22.8%

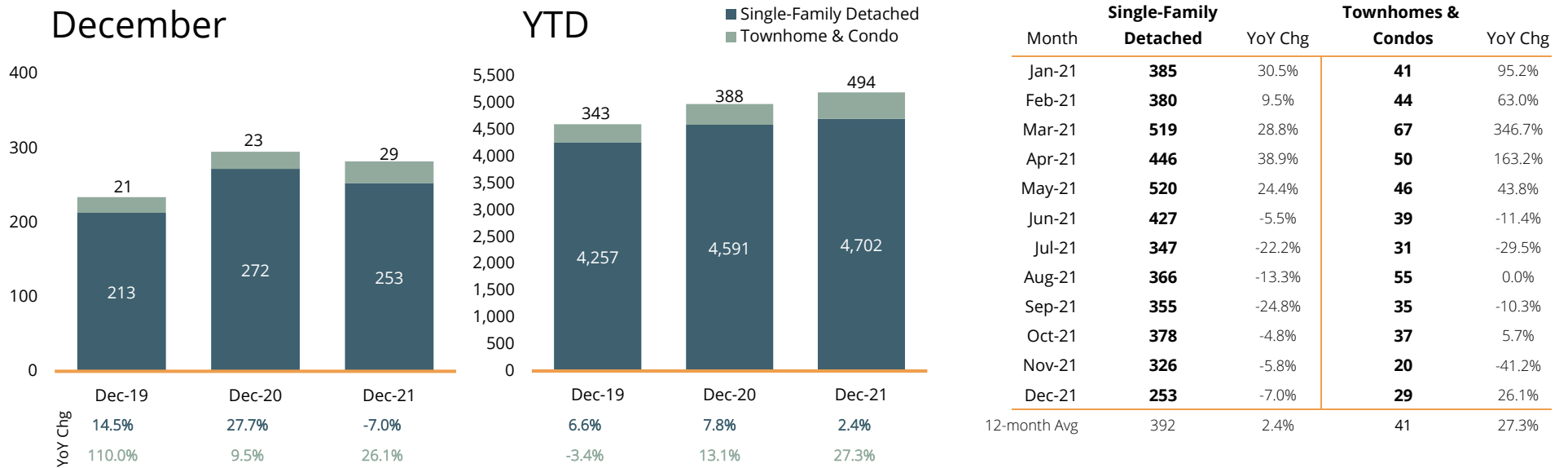
## Historical Sales by Month



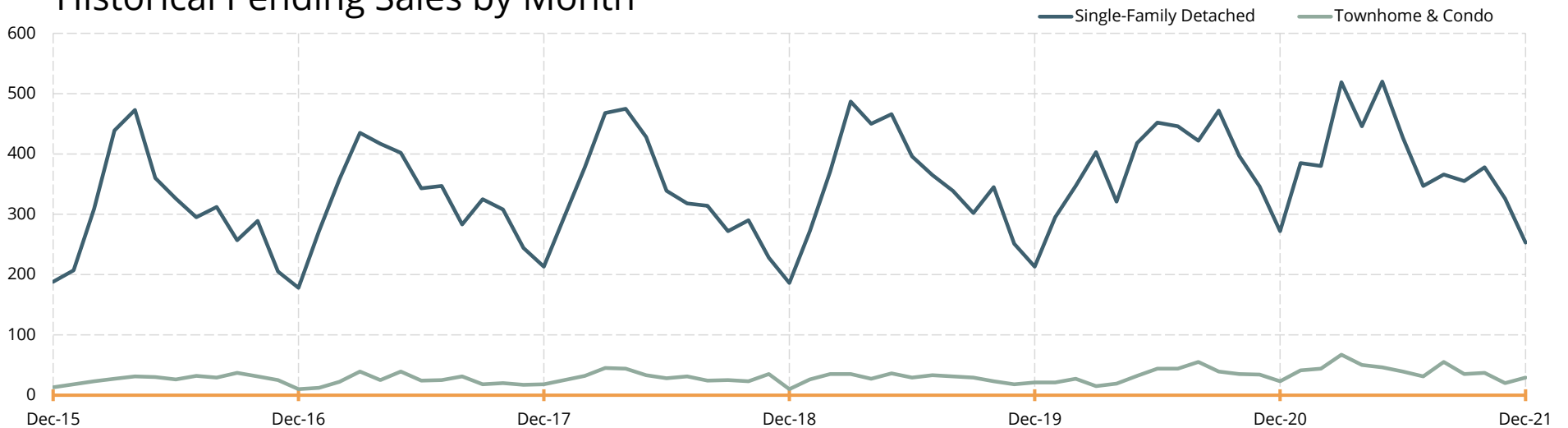
Source: Virginia REALTORS®, data accessed January 15, 2022



# Pending Sales



## Historical Pending Sales by Month

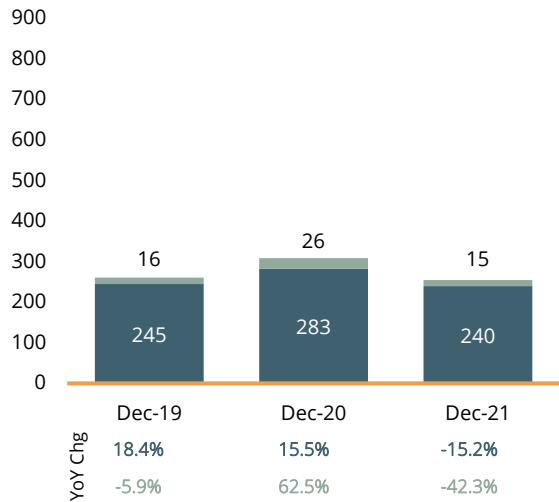


Source: Virginia REALTORS®, data accessed January 15, 2022

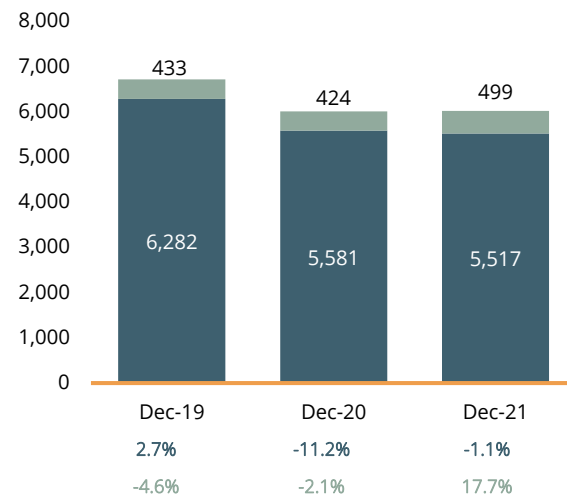
# New Listings



## December

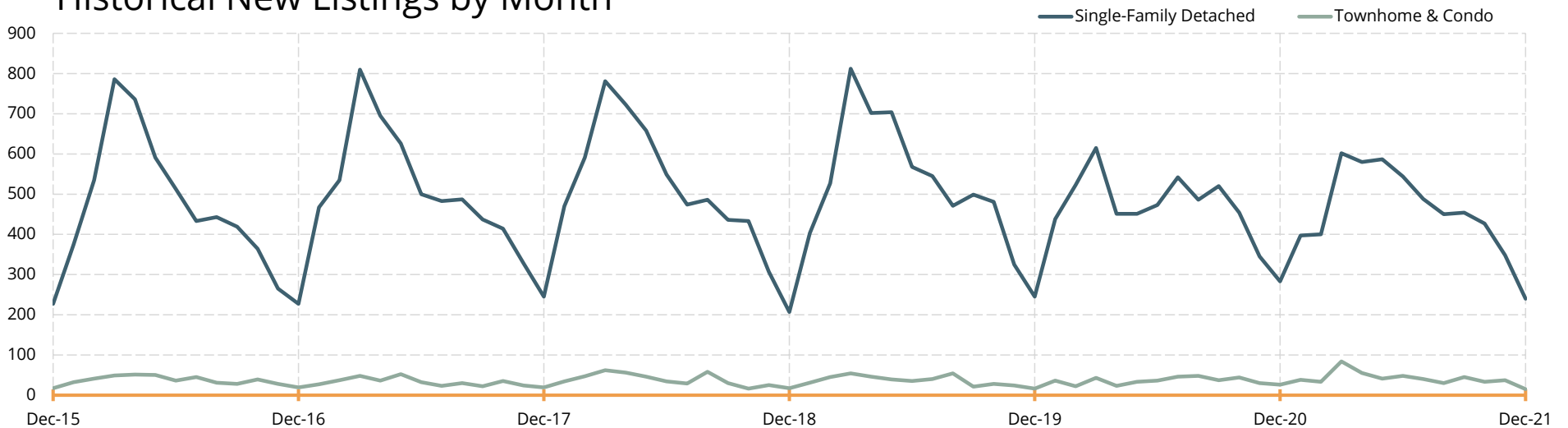


## YTD

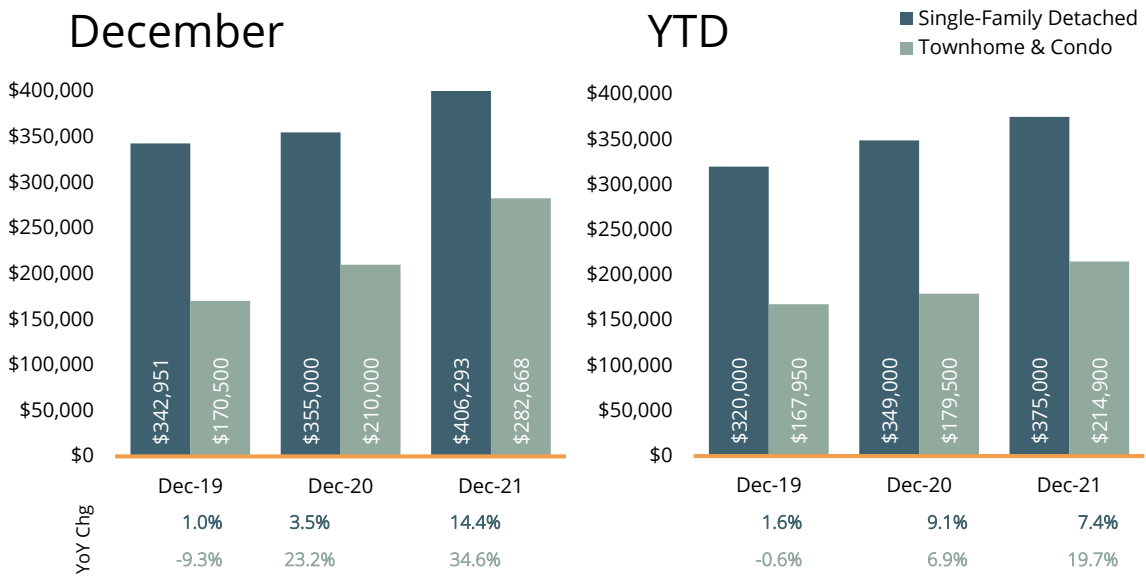


Month	Single-Family Detached		Townhomes & Condos	
	Count	YoY Chg	Count	YoY Chg
Jan-21	397	-9.4%	38	5.6%
Feb-21	400	-23.5%	33	50.0%
Mar-21	602	-2.1%	84	95.3%
Apr-21	580	28.6%	55	139.1%
May-21	587	30.2%	41	24.2%
Jun-21	544	15.0%	48	33.3%
Jul-21	488	-10.0%	40	-13.0%
Aug-21	450	-7.4%	30	-37.5%
Sep-21	454	-12.7%	45	21.6%
Oct-21	427	-5.9%	33	-25.0%
Nov-21	348	0.9%	37	23.3%
Dec-21	240	-15.2%	15	-42.3%
12-month Avg	460	-1.1%	42	17.7%

## Historical New Listings by Month

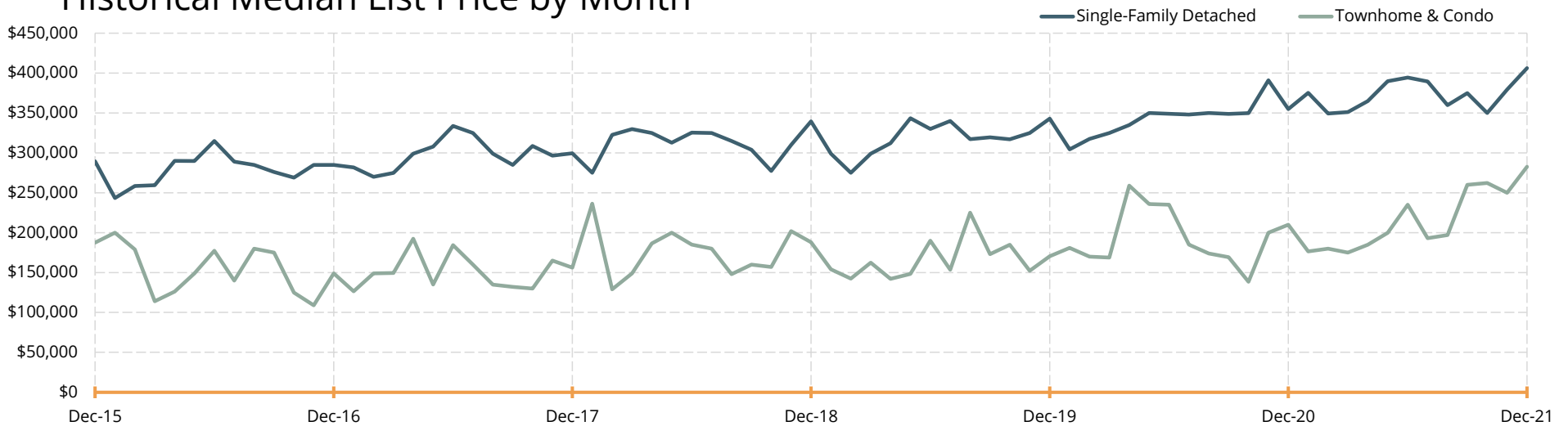


# Median List Price



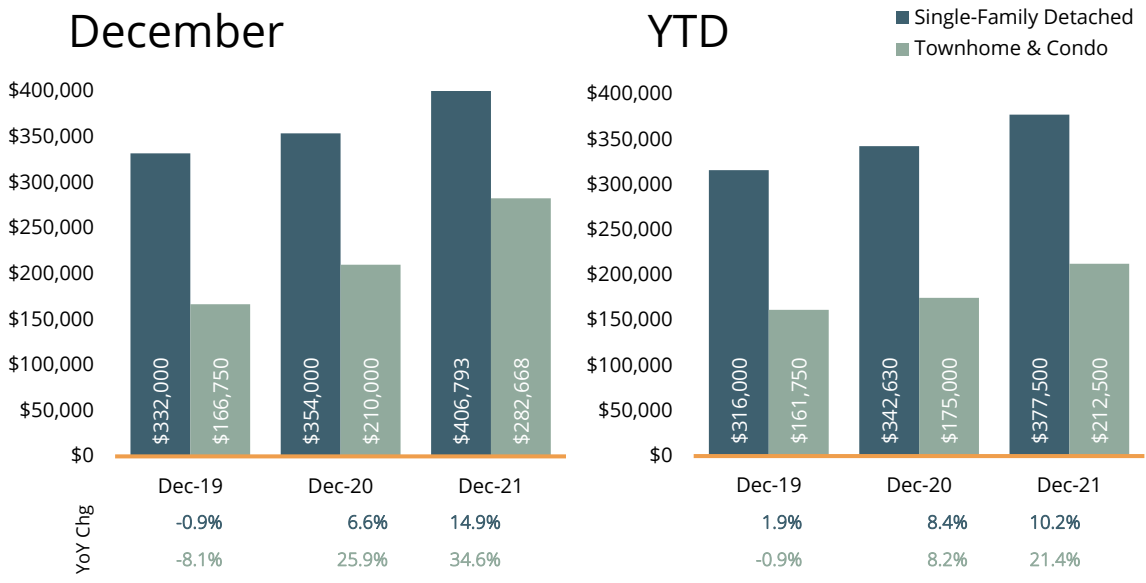
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jan-21	\$375,225	23.2%	\$176,500	-2.5%
Feb-21	\$349,450	10.1%	\$179,900	5.8%
Mar-21	\$351,135	8.0%	\$175,000	3.7%
Apr-21	\$365,000	9.0%	\$184,900	-28.6%
May-21	\$389,900	11.4%	\$199,825	-15.3%
Jun-21	\$394,400	13.0%	\$235,000	0.0%
Jul-21	\$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%
12-month Avg	\$373,771	8.8%	\$216,337	11.6%

## Historical Median List Price by Month



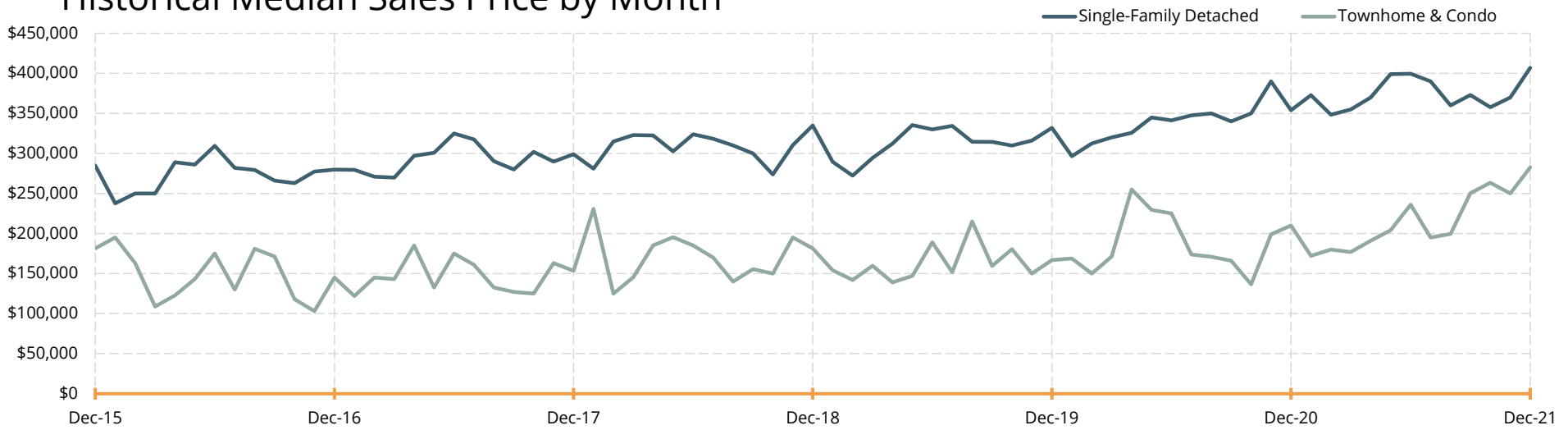
Source: Virginia REALTORS®, data accessed January 15, 2022

# Median Sales Price



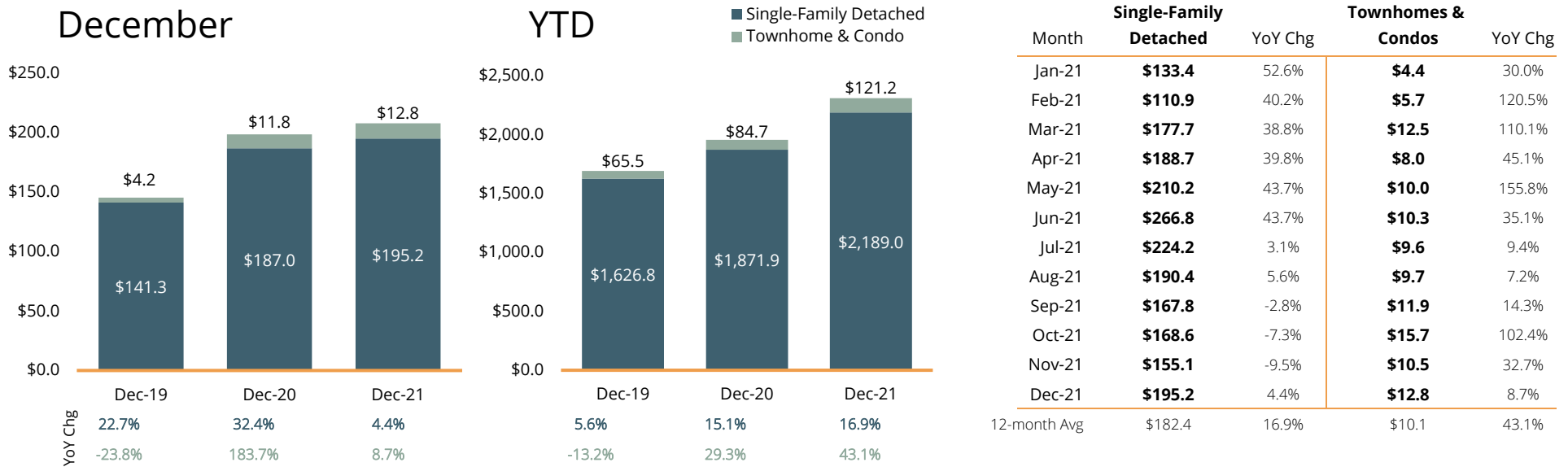
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jan-21	<b>\$372,876</b>	25.7%	<b>\$172,000</b>	1.9%
Feb-21	<b>\$348,450</b>	11.5%	<b>\$179,900</b>	19.9%
Mar-21	<b>\$355,000</b>	10.9%	<b>\$176,860</b>	3.3%
Apr-21	<b>\$369,900</b>	13.6%	<b>\$191,000</b>	-25.1%
May-21	<b>\$399,000</b>	15.7%	<b>\$204,000</b>	-11.1%
Jun-21	<b>\$399,500</b>	17.1%	<b>\$236,000</b>	4.9%
Jul-21	<b>\$390,000</b>	12.2%	<b>\$195,000</b>	12.2%
Aug-21	<b>\$360,000</b>	2.9%	<b>\$199,500</b>	16.7%
Sep-21	<b>\$373,000</b>	9.7%	<b>\$250,275</b>	50.8%
Oct-21	<b>\$357,725</b>	2.2%	<b>\$263,500</b>	93.0%
Nov-21	<b>\$369,950</b>	-5.1%	<b>\$250,000</b>	25.6%
Dec-21	<b>\$406,793</b>	14.9%	<b>\$282,668</b>	34.6%
12-month Avg	\$375,183	10.5%	\$216,725	15.3%

## Historical Median Sales Price by Month

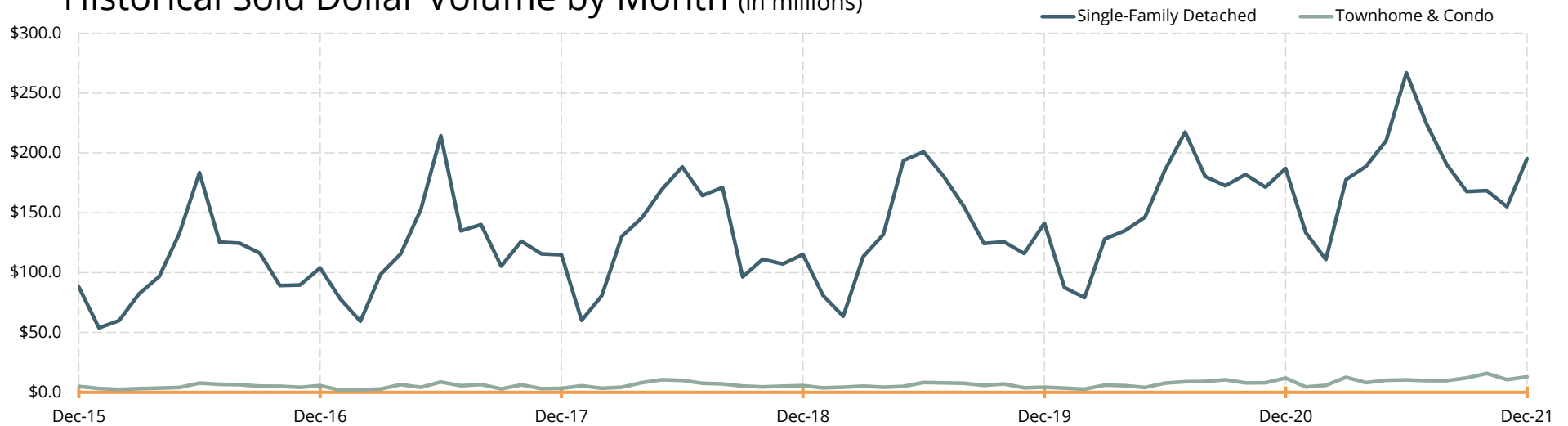


Source: Virginia REALTORS®, data accessed January 15, 2022

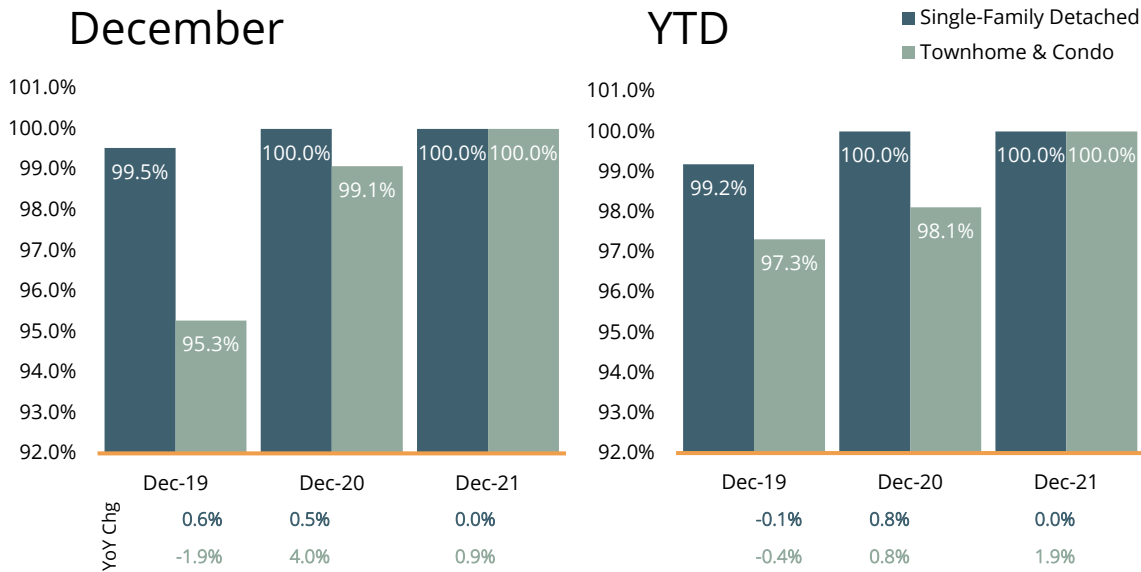
# Sold Dollar Volume (in millions)



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

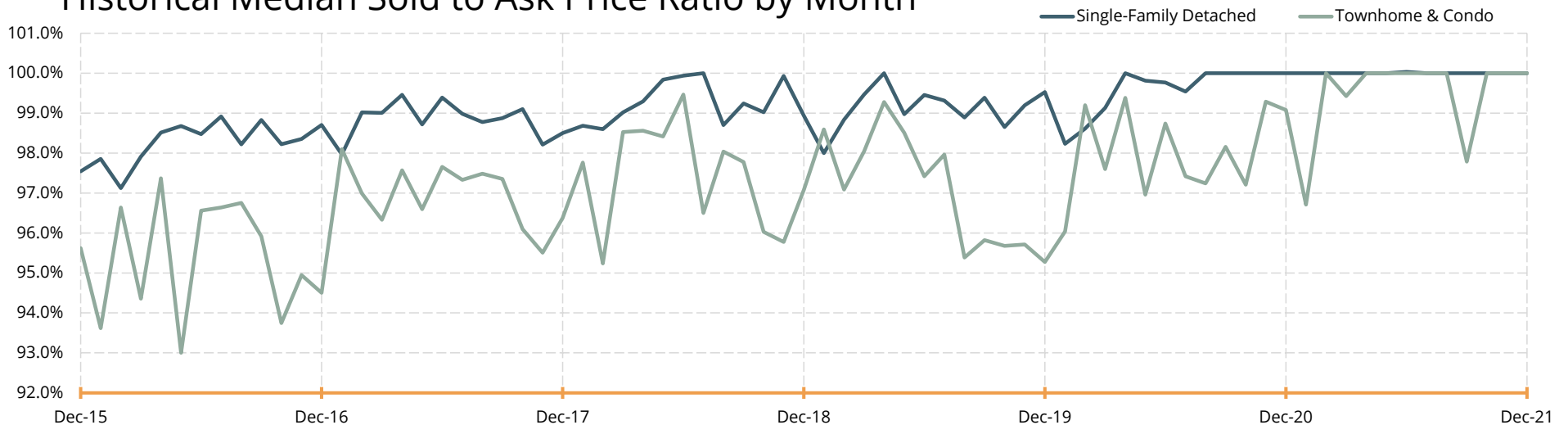


# Median Sold to Ask Price Ratio

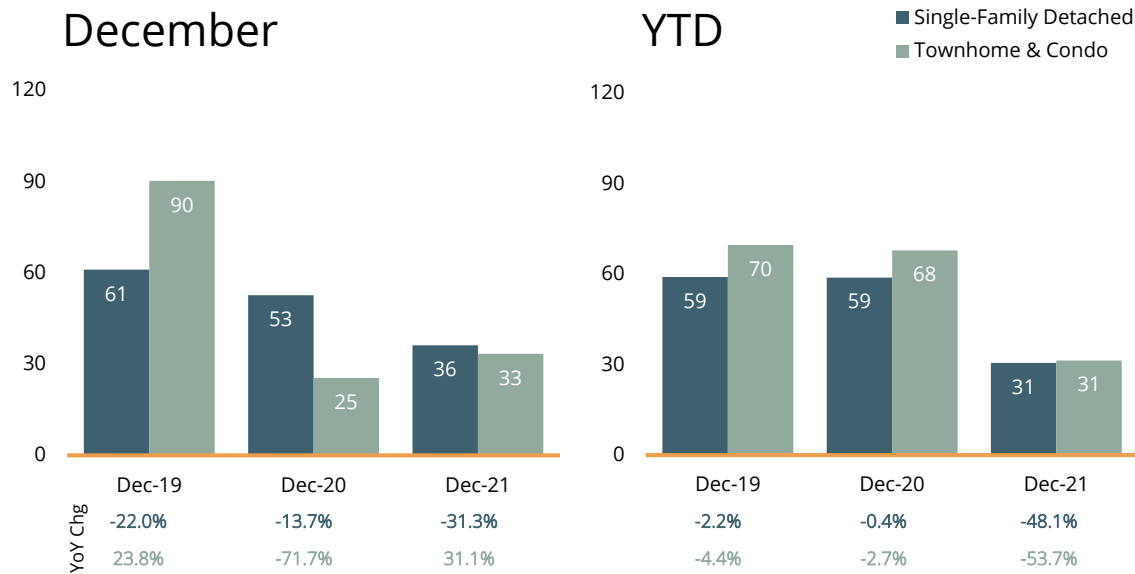


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Jan-21	100.0%	1.8%	96.7%	0.7%
Feb-21	100.0%	1.4%	100.0%	0.8%
Mar-21	100.0%	0.9%	99.4%	1.9%
Apr-21	100.0%	0.0%	100.0%	0.6%
May-21	100.0%	0.2%	100.0%	3.1%
Jun-21	100.0%	0.3%	100.0%	1.3%
Jul-21	100.0%	0.5%	100.0%	2.6%
Aug-21	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%
12-month Avg	100.0%	0.4%	99.5%	1.5%

## Historical Median Sold to Ask Price Ratio by Month

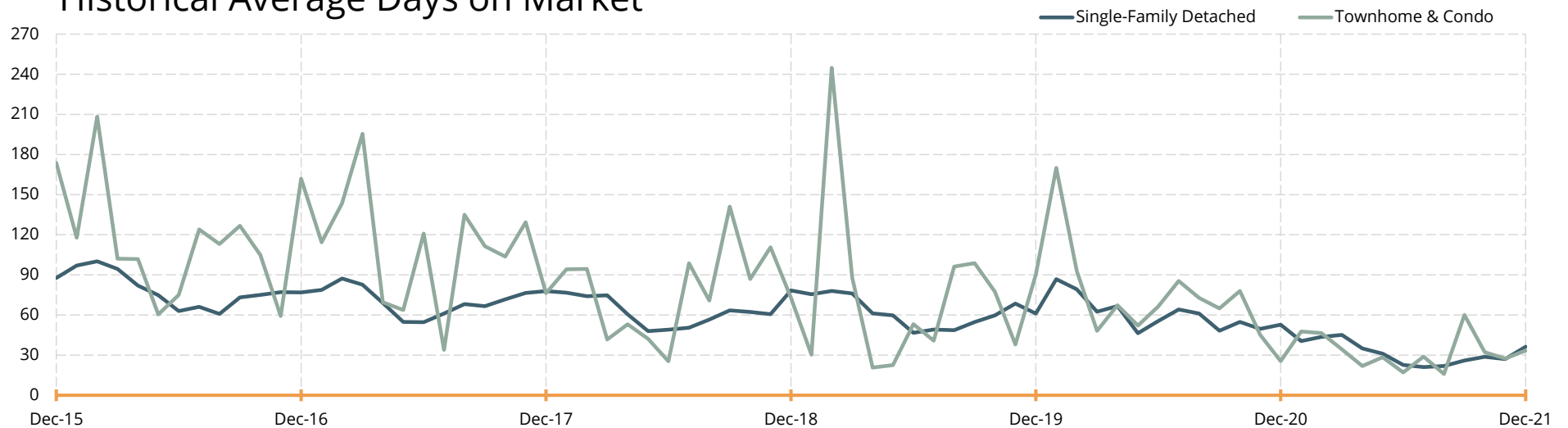


# Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Jan-21	40	-53.4%	48	-72.0%
Feb-21	44	-45.0%	46	-50.1%
Mar-21	45	-27.8%	34	-28.9%
Apr-21	35	-47.5%	22	-67.6%
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%
12-month Avg	32	-48.0%	33	-54.7%

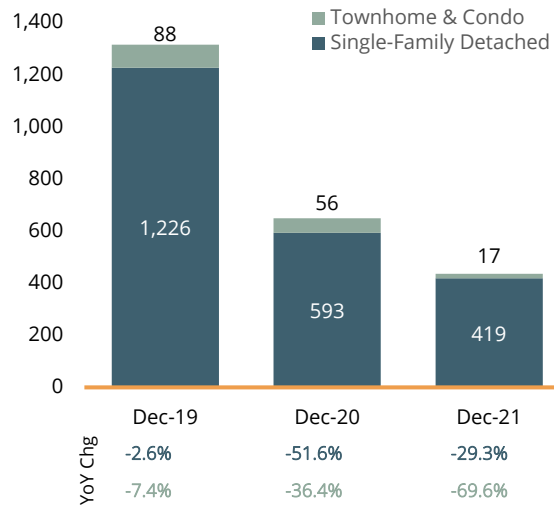
## Historical Average Days on Market



# Active Listings

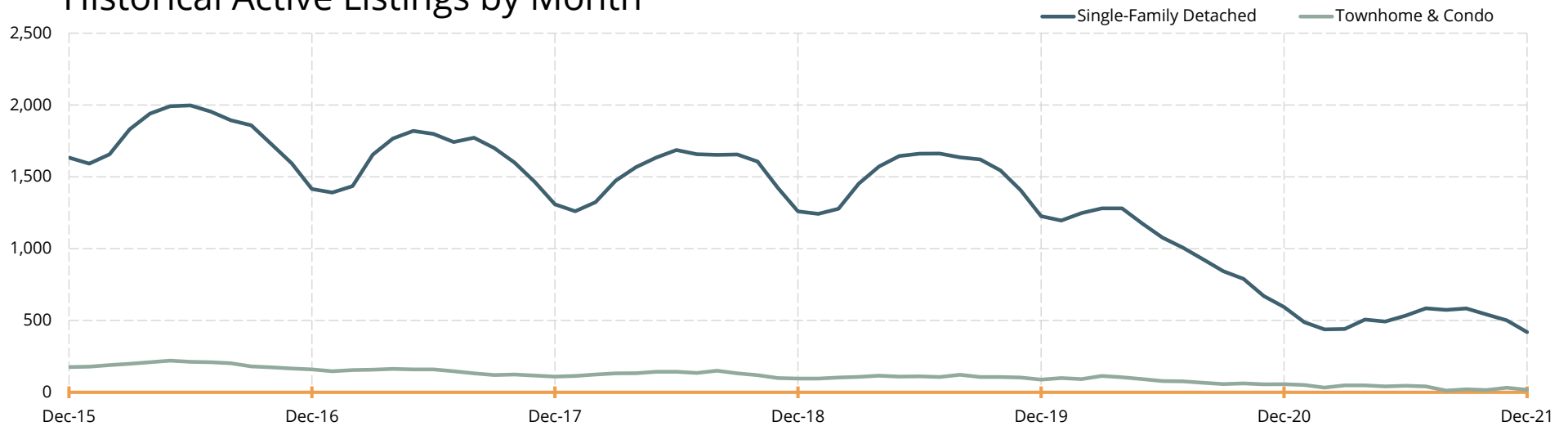


## December



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	488	-59.2%	50	-49.5%
Feb-21	438	-64.9%	32	-64.8%
Mar-21	440	-65.6%	48	-57.5%
Apr-21	506	-60.5%	48	-53.8%
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%
12-month Avg	508	-49.5%	33	-58.0%

## Historical Active Listings by Month

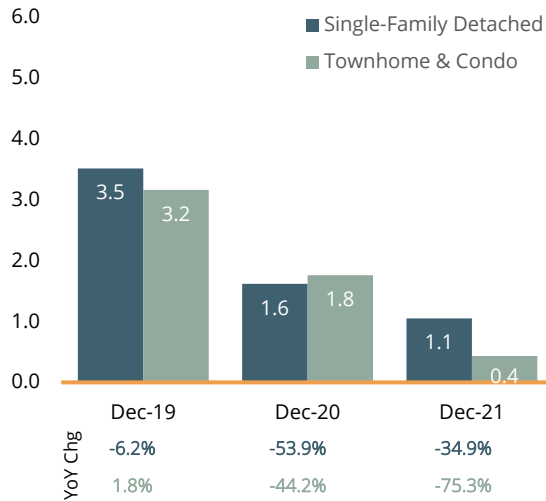




# Months of Supply

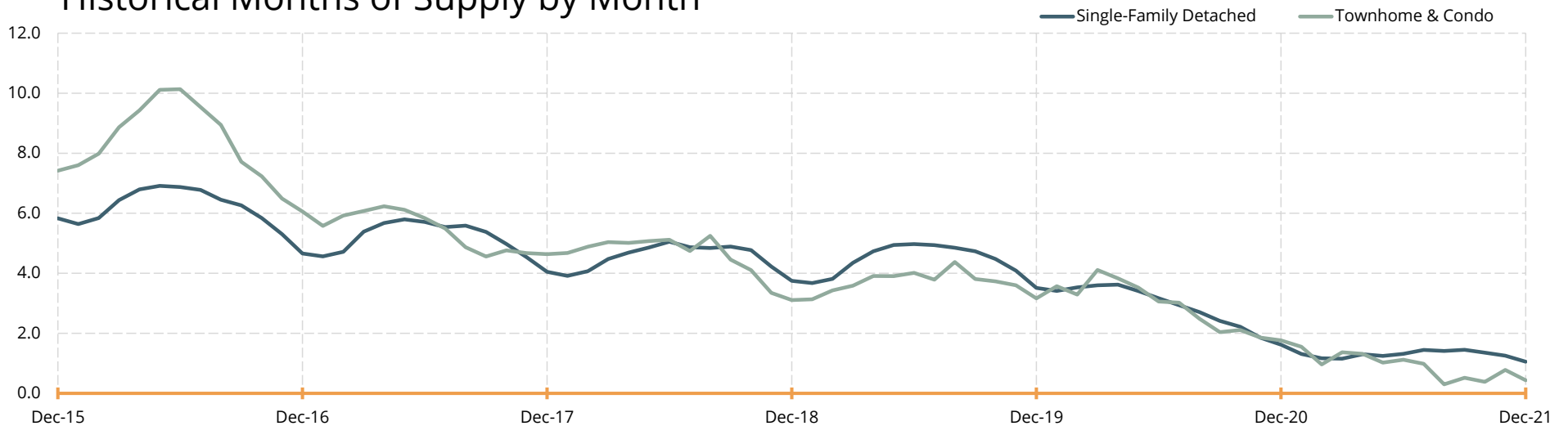


## December

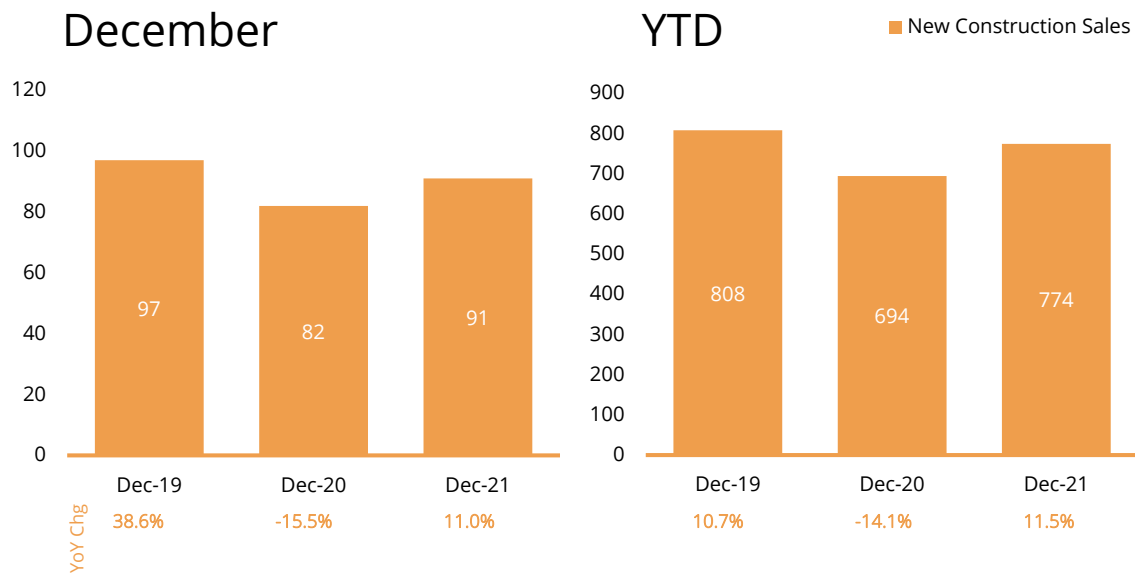


Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jan-21	1.3	-61.7%	1.6	-56.5%
Feb-21	1.2	-67.0%	1.0	-70.7%
Mar-21	1.2	-68.0%	1.4	-66.7%
Apr-21	1.3	-64.1%	1.3	-65.7%
May-21	1.2	-63.5%	1.0	-70.9%
Jun-21	1.3	-58.5%	1.1	-63.4%
Jul-21	1.4	-50.7%	1.0	-67.5%
Aug-21	1.4	-48.0%	0.3	-87.8%
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%
12-month Avg	1.3	-55.2%	0.9	-69.0%

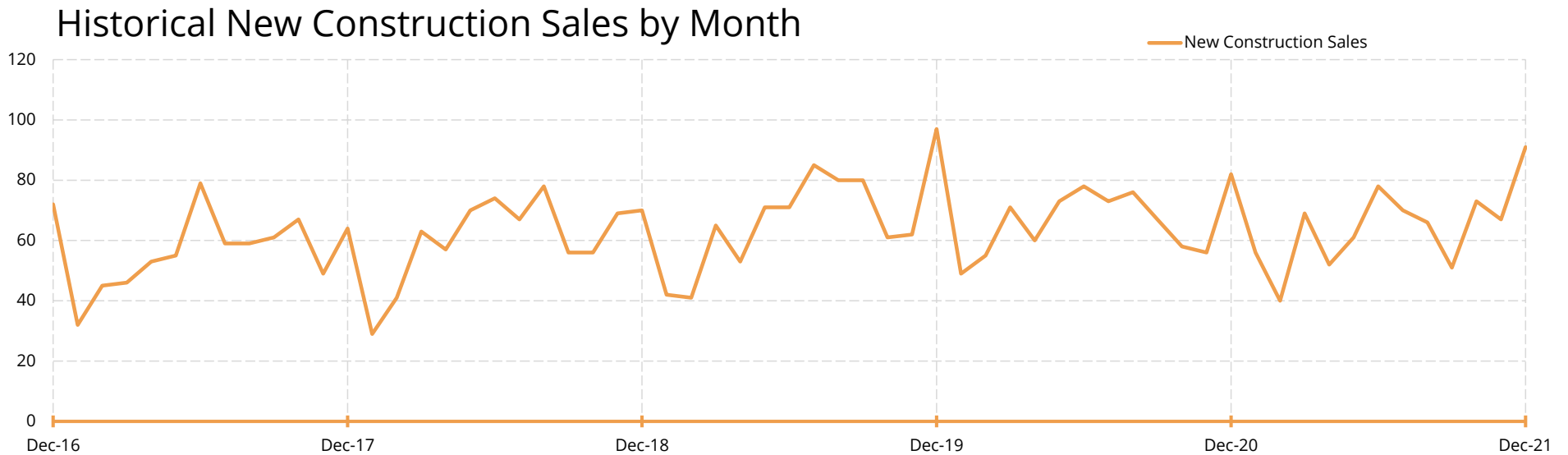
## Historical Months of Supply by Month



# New Construction Sales



New Construction		
Month	Sales	YoY Chg
Jan-21	56	14.3%
Feb-21	40	-27.3%
Mar-21	69	-2.8%
Apr-21	52	-13.3%
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%
12-month Avg	65	-3.0%



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	114	<b>109</b>	-4.4%	171	<b>189</b>	10.5%	\$390,000	<b>\$452,500</b>	16.0%	313	<b>158</b>	-49.5%	1.9	<b>0.9</b>	-55.5%
Charlottesville	24	<b>18</b>	-25.0%	42	<b>55</b>	31.0%	\$436,042	<b>\$406,000</b>	-6.9%	56	<b>35</b>	-37.5%	1.2	<b>0.7</b>	-46.5%
Fluvanna County	57	<b>36</b>	-36.8%	63	<b>38</b>	-39.7%	\$289,500	<b>\$305,504</b>	5.5%	55	<b>64</b>	16.4%	1.1	<b>1.2</b>	6.4%
Greene County	23	<b>21</b>	-8.7%	25	<b>27</b>	8.0%	\$310,000	<b>\$350,000</b>	12.9%	47	<b>37</b>	-21.3%	1.6	<b>1.3</b>	-19.2%
Louisa County	59	<b>49</b>	-16.9%	84	<b>74</b>	-11.9%	\$297,000	<b>\$335,000</b>	12.8%	98	<b>99</b>	1.0%	1.4	<b>1.3</b>	-6.4%
Nelson County	32	<b>22</b>	-31.3%	63	<b>32</b>	-49.2%	\$294,950	<b>\$417,500</b>	41.5%	80	<b>43</b>	-46.3%	1.9	<b>1.0</b>	-45.9%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	2,661	<b>2,590</b>	-2.7%	1,944	<b>2,204</b>	13.4%	\$403,150	<b>\$425,000</b>	5.4%	313	<b>158</b>	-49.5%
Charlottesville	638	<b>666</b>	4.4%	551	<b>644</b>	16.9%	\$376,000	<b>\$400,000</b>	6.4%	56	<b>35</b>	-37.5%
Fluvanna County	794	<b>788</b>	-0.8%	587	<b>642</b>	9.4%	\$252,500	<b>\$289,950</b>	14.8%	55	<b>64</b>	16.4%
Greene County	379	<b>391</b>	3.2%	343	<b>334</b>	-2.6%	\$292,000	<b>\$329,950</b>	13.0%	47	<b>37</b>	-21.3%
Louisa County	1,020	<b>1,076</b>	5.5%	852	<b>919</b>	7.9%	\$272,000	<b>\$309,925</b>	13.9%	98	<b>99</b>	1.0%
Nelson County	513	<b>505</b>	-1.6%	496	<b>493</b>	-0.6%	\$260,000	<b>\$337,500</b>	29.8%	80	<b>43</b>	-46.3%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	106	<b>105</b>	-0.9%	154	<b>169</b>	9.7%	\$403,150	<b>\$477,000</b>	18.3%	291	<b>150</b>	-48.5%	1.9	<b>0.9</b>	-53.5%
Charlottesville	22	<b>16</b>	-27.3%	35	<b>45</b>	28.6%	\$449,900	<b>\$406,000</b>	-9.8%	44	<b>29</b>	-34.1%	1.1	<b>0.6</b>	-43.7%
Fluvanna County	57	<b>36</b>	-36.8%	63	<b>38</b>	-39.7%	\$289,500	<b>\$305,504</b>	5.5%	55	<b>64</b>	16.4%	1.1	<b>1.2</b>	5.9%
Greene County	23	<b>21</b>	-8.7%	25	<b>27</b>	8.0%	\$310,000	<b>\$350,000</b>	12.9%	47	<b>37</b>	-21.3%	1.6	<b>1.3</b>	-19.2%
Louisa County	58	<b>49</b>	-15.5%	82	<b>74</b>	-9.8%	\$294,925	<b>\$335,000</b>	13.6%	96	<b>99</b>	3.1%	1.4	<b>1.3</b>	-4.9%
Nelson County	17	<b>13</b>	-23.5%	42	<b>25</b>	-40.5%	\$342,450	<b>\$445,000</b>	29.9%	60	<b>40</b>	-33.3%	2.1	<b>1.5</b>	-29.0%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	2,486	<b>2,344</b>	-5.7%	1,807	<b>2,004</b>	10.9%	\$415,000	<b>\$442,539</b>	6.6%	291	<b>150</b>	-48.5%
Charlottesville	552	<b>570</b>	3.3%	471	<b>551</b>	17.0%	\$400,000	<b>\$417,500</b>	4.4%	44	<b>29</b>	-34.1%
Fluvanna County	791	<b>788</b>	-0.4%	584	<b>642</b>	9.9%	\$252,295	<b>\$289,950</b>	14.9%	55	<b>64</b>	16.4%
Greene County	379	<b>391</b>	3.2%	343	<b>334</b>	-2.6%	\$292,000	<b>\$329,950</b>	13.0%	47	<b>37</b>	-21.3%
Louisa County	1,010	<b>1,073</b>	6.2%	844	<b>914</b>	8.3%	\$270,950	<b>\$309,900</b>	14.4%	96	<b>99</b>	3.1%
Nelson County	363	<b>351</b>	-3.3%	343	<b>323</b>	-5.8%	\$319,000	<b>\$425,000</b>	33.2%	60	<b>40</b>	-33.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	8	<b>4</b>	-50.0%	17	<b>20</b>	17.6%	\$210,000	<b>\$281,838</b>	34.2%	22	<b>8</b>	-63.6%	1.9	<b>0.5</b>	-75.1%
Charlottesville	2	<b>2</b>	0.0%	7	<b>10</b>	42.9%	\$240,000	<b>\$483,500</b>	101.5%	12	<b>6</b>	-50.0%	1.8	<b>0.8</b>	-57.0%
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	0.0	<b>0.0</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	0.0	<b>0.0</b>	n/a
Louisa County	1	<b>0</b>	-100.0%	2	<b>0</b>	-100.0%	\$393,950	<b>\$0</b>	-100.0%	2	<b>0</b>	-100.0%	3.0	<b>0.0</b>	-100.0%
Nelson County	15	<b>9</b>	-40.0%	21	<b>7</b>	-66.7%	\$160,000	<b>\$216,600</b>	35.4%	20	<b>3</b>	-85.0%	1.6	<b>0.2</b>	-86.6%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg	Dec-20	Dec-21	% chg
Albemarle County	175	<b>246</b>	40.6%	137	<b>200</b>	46.0%	\$170,000	<b>\$202,500</b>	19.1%	22	<b>8</b>	-63.6%
Charlottesville	86	<b>96</b>	11.6%	80	<b>93</b>	16.3%	\$268,450	<b>\$256,400</b>	-4.5%	12	<b>6</b>	-50.0%
Fluvanna County	3	<b>0</b>	-100.0%	3	<b>0</b>	-100.0%	\$380,000	<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	10	<b>3</b>	-70.0%	8	<b>5</b>	-37.5%	\$378,900	<b>\$422,500</b>	11.5%	2	<b>0</b>	-100.0%
Nelson County	150	<b>154</b>	2.7%	153	<b>170</b>	11.1%	\$132,500	<b>\$177,000</b>	33.6%	20	<b>3</b>	-85.0%





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.

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