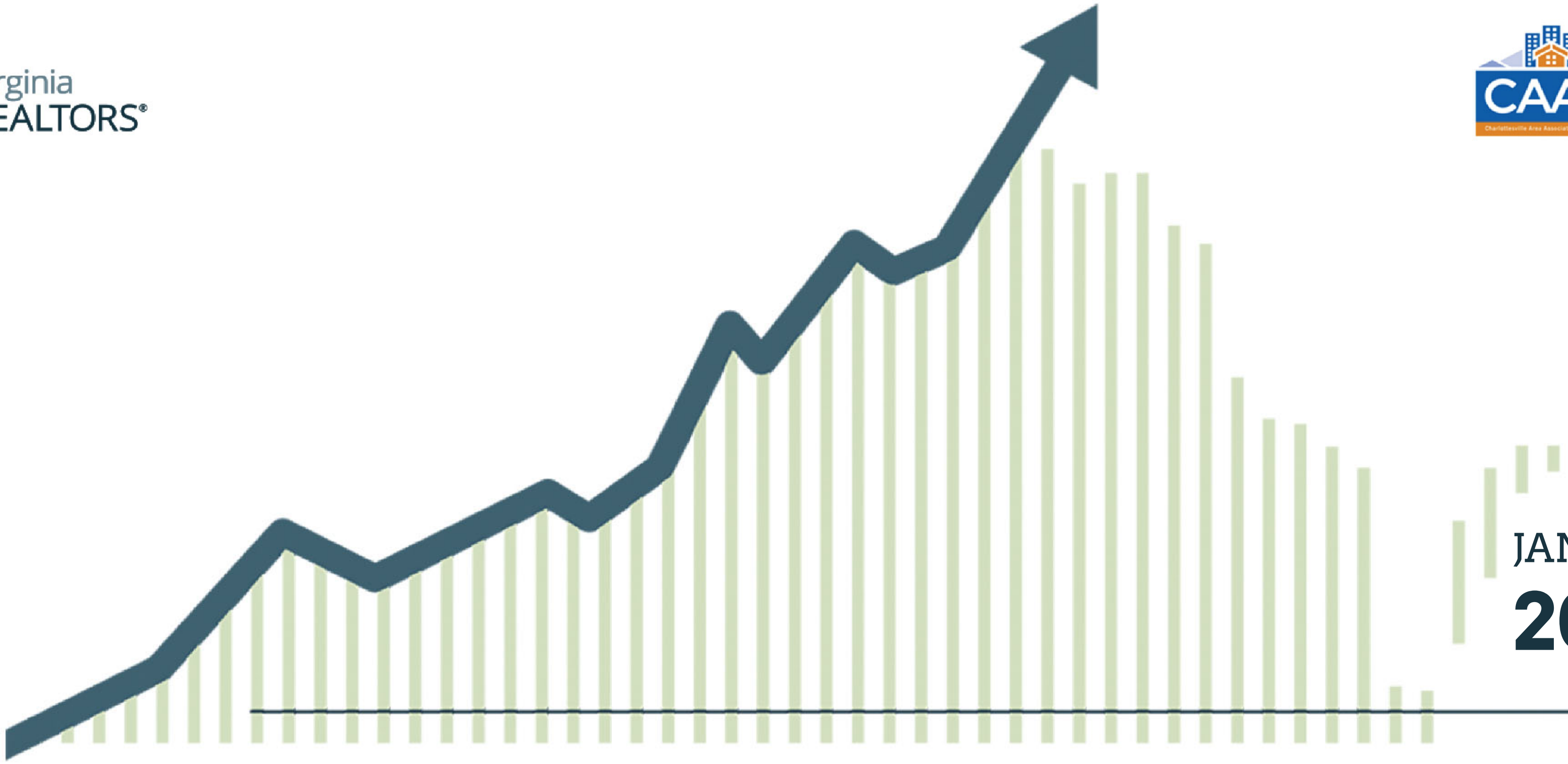


JANUARY
2022

CAAR CHARLOTTESVILLE AREA
MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report

Key Market Trends: **January 2022**

Large drop in sales this month reflects moderation in market activity. There were 273 sales across the CAAR footprint in January, 55 fewer sales than this time last year, which is a 16.8% decline. This is the sharpest drop in sales since the pandemic began. The decline is due partially to the fact that last January was unusually busy, but it also signals a slowdown in some local areas, likely because of the very low inventory available. The largest drop in sales this month occurred in Charlottesville (-42.1%), Nelson County (-30.4%), and Albemarle County (-17.6%). Fluvanna County was the only local market to have an increase in sales this month compared to last year (+8.8%).

Large drop in pending sales, signals slower sales activity in coming months. There were 307 pending sales in the CAAR market in January, 119 fewer pending sales than a year ago, which is a 27.9% decrease. This is the eighth straight month of declining pending sales. The sharpest declines were in Fluvanna County (-49.2%), Albemarle County (-37%), and Louisa County (-26.8%).

Modest home price growth in the CAAR region overall compared to last year. At $370,000, the January median sales price in the CAAR region rose 2.6% from a year ago, which is a $9,500 gain. The strongest price gains this month were in Greene County (+33.6%), Fluvanna County (+21.6%), and Louisa County (+16.5%).

Less than one month of supply in the CAAR footprint, new listings down significantly. There were just 378 active listings in the CAAR region at the end of January, down 29.7% from last year, a reduction of 160 listings. New listings were down by 25.7% compared to a year ago, which is the sharpest drop since the start of the pandemic. There is now less than one month of supply in the region's housing market, the lowest it has ever been.

INTEREST RATE TRACKER

February 17, 2022

30-YR Fixed 3.92 %

15-YR Fixed 3.15 %

5/1-YR ADJ. 2.98 %

CAAR Market Dashboard

YoY Chg	Jan-22	Indicator
▼ -16.8%	273	Sales
▼ -27.9%	307	Pending Sales
▼ -25.7%	323	New Listings
▲ 2.6%	$374,500	Median List Price
▲ 2.6%	$370,000	Median Sales Price
▲ 17.2%	$224	Median Price Per Square Foot
▼ -4.3%	$131.9	Sold Dollar Volume (in millions)
– 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -24.2%	31	Average Days on Market
▼ -29.7%	378	Active Listings
▼ -34.1%	0.9	Months of Supply
▼ -5.4%	53	New Construction Sales

Sources: Virginia REALTORS®, data accessed February 15, 2022, Federal Reserve Bank of St. Louis

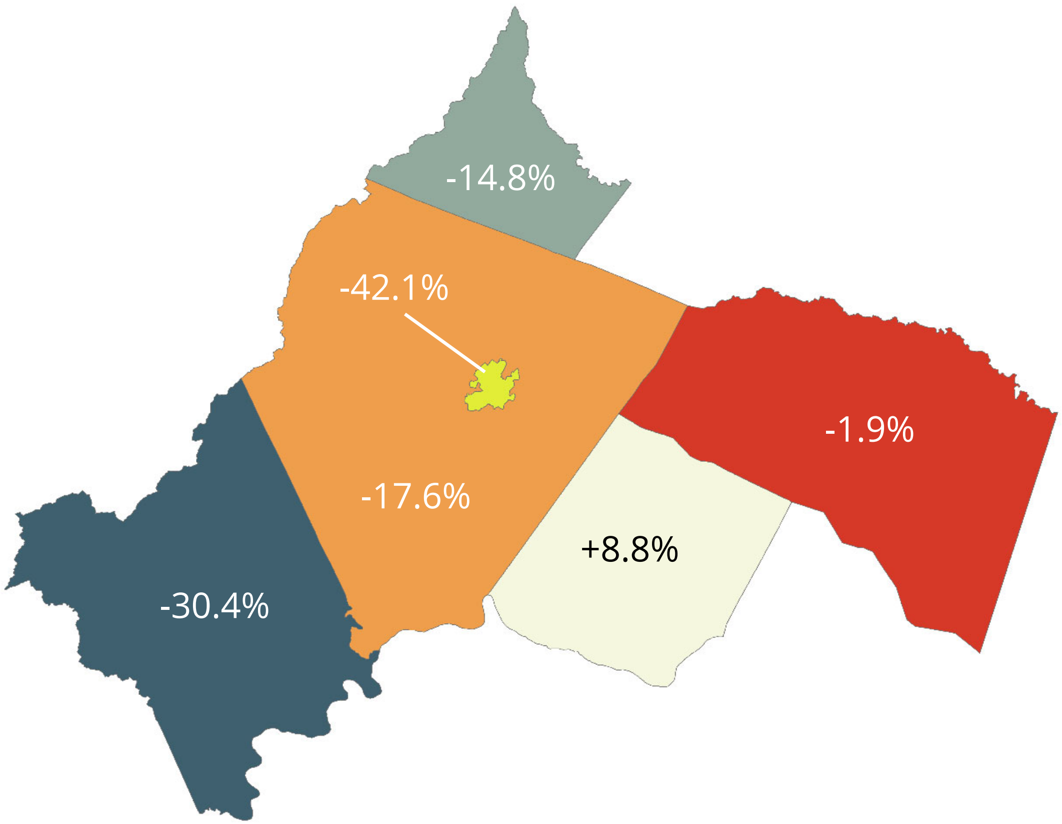
Report Index

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

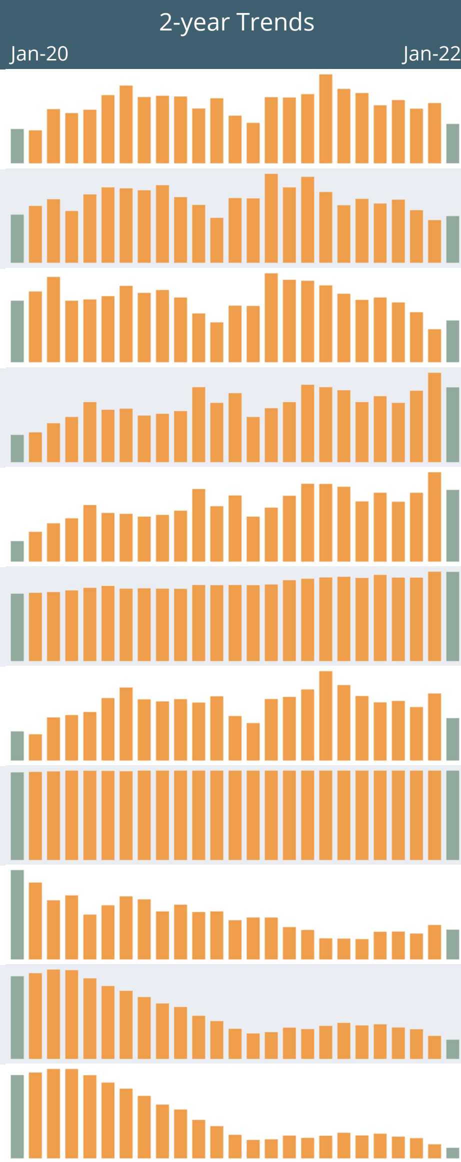


Total Sales

Jurisdiction	Jan-21	Jan-22	% Chg
Albemarle County	131	108	-17.6%
Charlottesville	38	22	-42.1%
Fluvanna County	34	37	8.8%
Greene County	27	23	-14.8%
Louisa County	52	51	-1.9%
Nelson County	46	32	-30.4%
CAAR	**328**	**273**	**-16.8%**

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

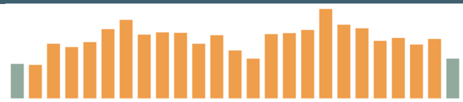
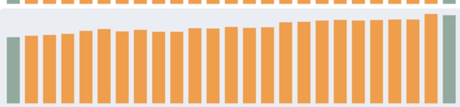
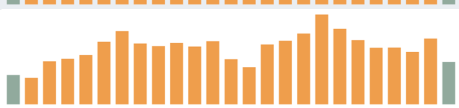
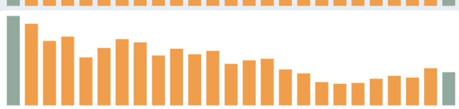
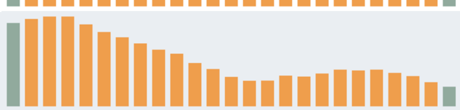
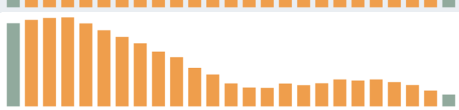
Total Market Overview



Key Metrics	Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales	328	**273**	-16.8%	328	**273**	-16.8%
Pending Sales	426	**307**	-27.9%	426	**307**	-27.9%
New Listings	435	**323**	-25.7%	435	**323**	-25.7%
Median List Price	$364,900	**$374,500**	2.6%	$364,900	**$374,500**	2.6%
Median Sales Price	$360,500	**$370,000**	2.6%	$360,000	**$370,000**	2.8%
Median Price Per Square Foot	$191	**$224**	17.2%	$191	**$224**	17.2%
Sold Dollar Volume (in millions)	$137.8	**$131.9**	-4.3%	$137.8	**$131.9**	-4.3%
Median Sold/Ask Price Ratio	100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market	41	**31**	-24.2%	41	**31**	-24.0%
Active Listings	538	**378**	-29.7%	n/a	**n/a**	n/a
Months of Supply	1.3	**0.9**	-34.1%	n/a	**n/a**	n/a

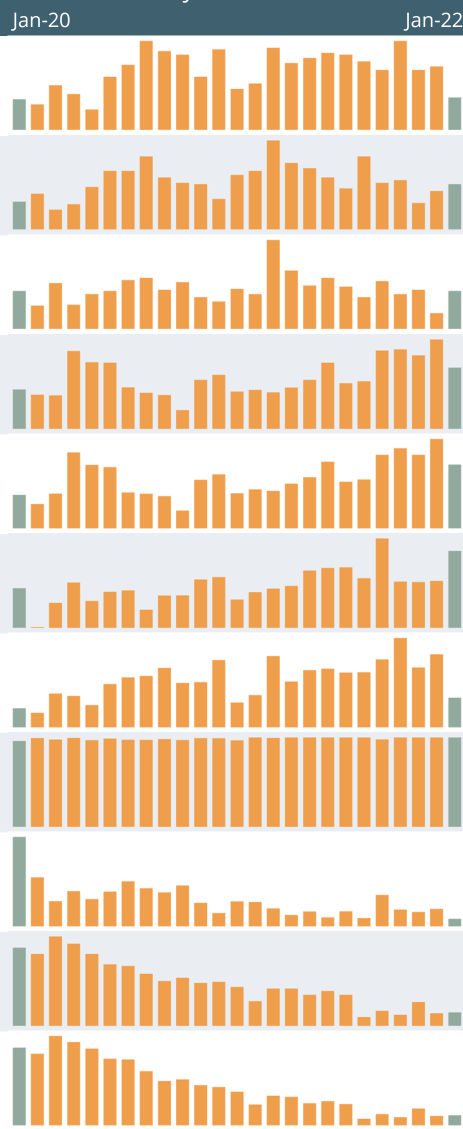
Source: Virginia REALTORS®, data accessed February 15, 2022

Single-Family Detached Market Overview

Key Metrics	2-year Trends Jan-20 Jan-22	Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		304	**254**	-16.4%	304	**254**	-16.4%
Pending Sales		385	**273**	-29.1%	385	**273**	-29.1%
New Listings		397	**287**	-27.7%	397	**287**	-27.7%
Median List Price		$375,225	**$375,000**	-0.1%	$375,000	**$375,000**	0.0%
Median Sales Price		$372,876	**$377,155**	1.1%	$372,252	**$377,155**	1.3%
Median Price Per Square Foot		$194	**$224**	15.3%	$194	**$224**	15.7%
Sold Dollar Volume (in millions)		$133.4	**$126.7**	-5.0%	$133.4	**$126.7**	-5.0%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		40	**32**	-20.1%	40	**32**	-19.9%
Active Listings		488	**360**	-26.2%	n/a	**n/a**	n/a
Months of Supply		1.3	**0.9**	-30.1%	n/a	**n/a**	n/a

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

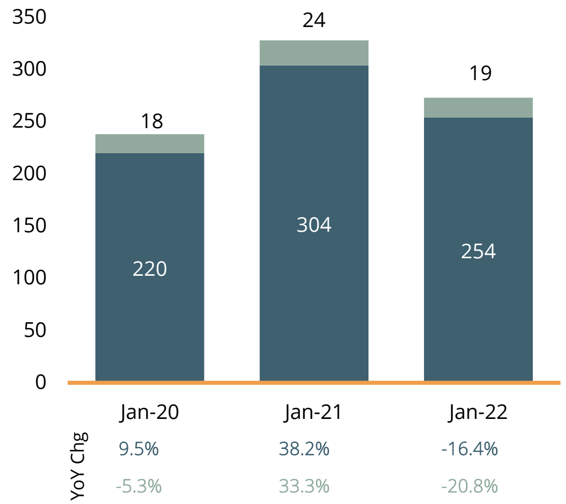
Townhome & Condo Market Overview



Key Metrics	2-year Trends	Jan-21	Jan-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		24	**19**	-20.8%	24	**19**	-20.8%
Pending Sales		41	**34**	-17.1%	41	**34**	-17.1%
New Listings		38	**36**	-5.3%	38	**36**	-5.3%
Median List Price		$176,500	**$225,000**	27.5%	$176,500	**$225,000**	27.5%
Median Sales Price		$172,000	**$230,000**	33.7%	$172,000	**$230,000**	33.7%
Median Price Per Square Foot		$167	**$224**	34.5%	$167	**$224**	34.5%
Sold Dollar Volume (in millions)		$4.4	**$5.2**	19.0%	$4.4	**$5.2**	19.0%
Median Sold/Ask Price Ratio		96.7%	**100.0%**	3.4%	96.7%	**100.0%**	3.4%
Average Days on Market		48	**14**	-70.0%	48	**14**	-70.0%
Active Listings		50	**18**	-64.0%	n/a	**n/a**	n/a
Months of Supply		1.6	**0.5**	-70.0%	n/a	**n/a**	n/a

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

January



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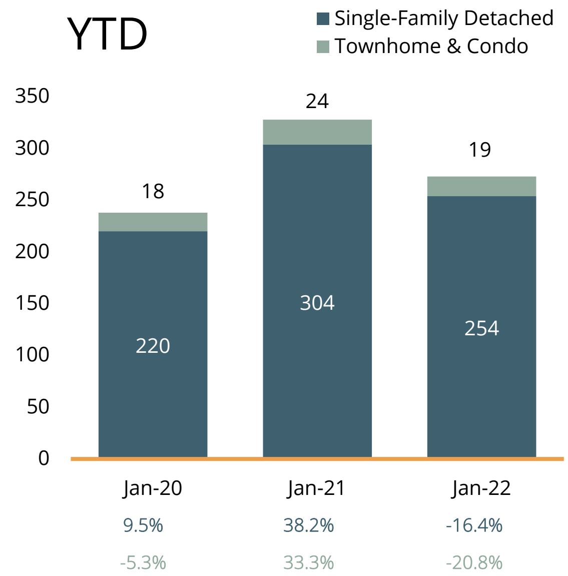
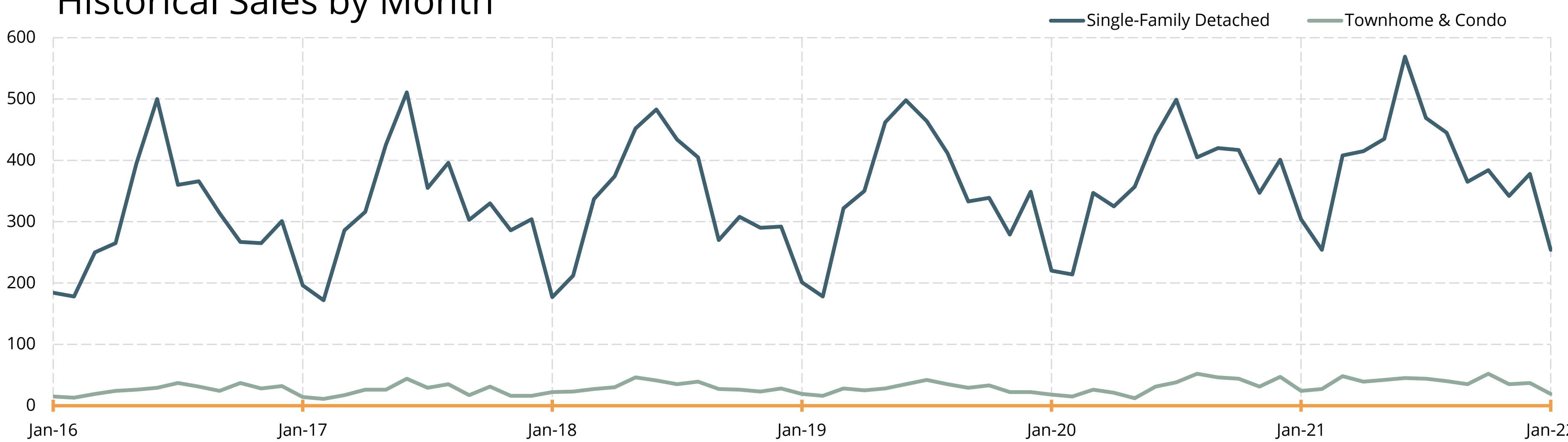


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	**254**	18.7%	**27**	80.0%
Mar-21	**408**	17.6%	**48**	84.6%
Apr-21	**415**	27.7%	**39**	85.7%
May-21	**435**	21.8%	**42**	250.0%
Jun-21	**569**	29.3%	**45**	45.2%
Jul-21	**469**	-6.0%	**44**	15.8%
Aug-21	**445**	9.9%	**40**	-23.1%
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%
Jan-22	**254**	-16.4%	**19**	-20.8%
12-month Avg	393	5.4%	39	19.6%

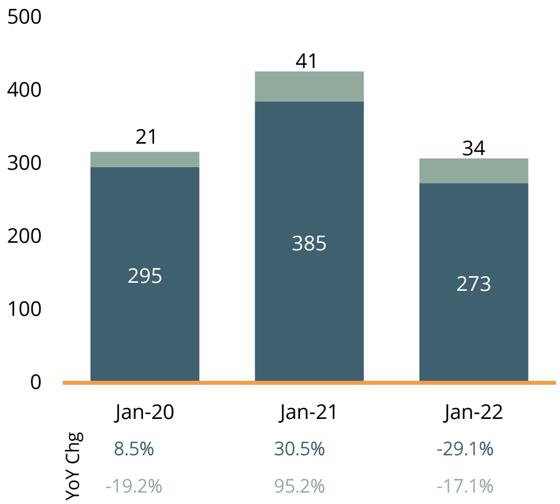
Historical Sales by Month



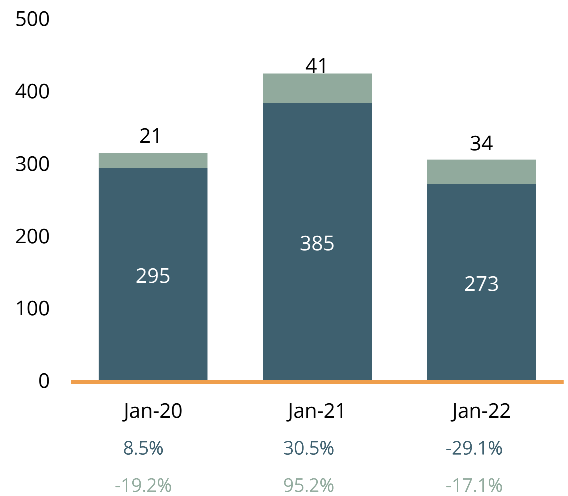
Source: Virginia REALTORS®, data accessed February 15, 2022

Pending Sales

January

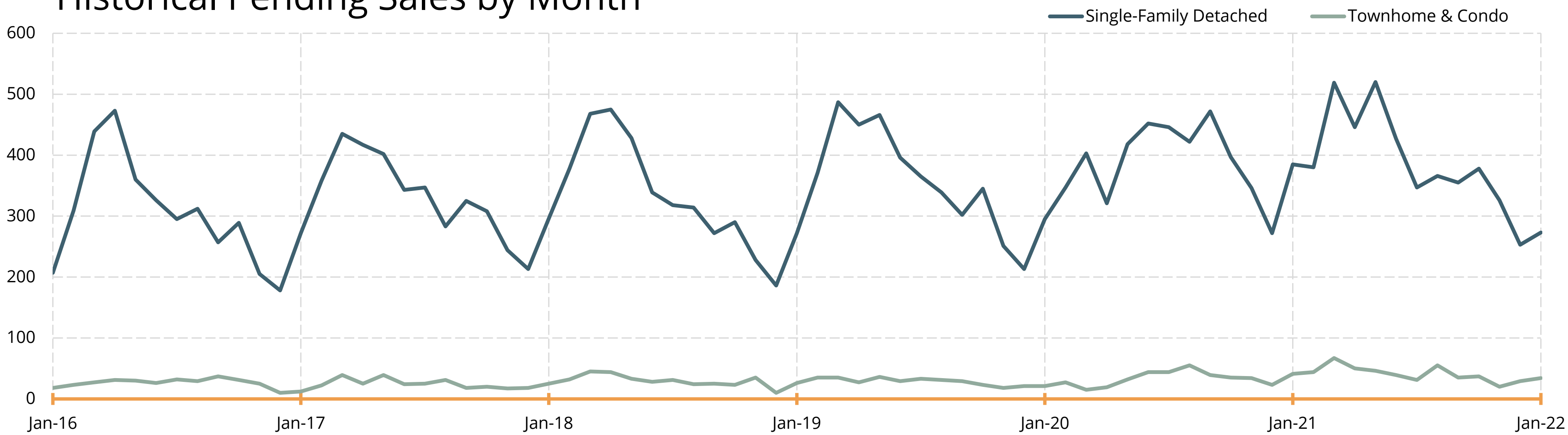


YTD



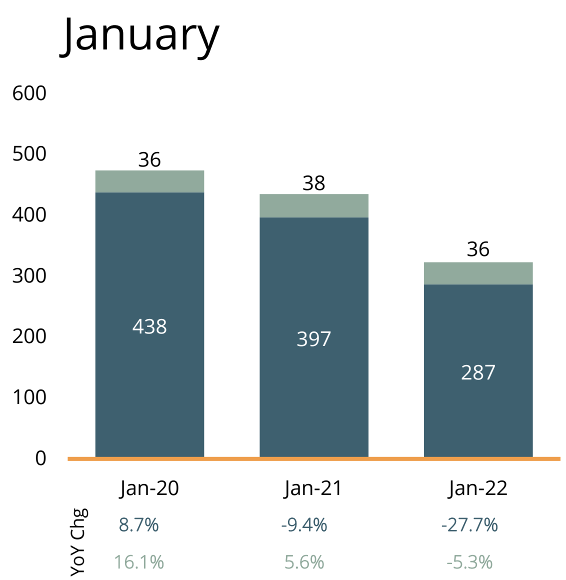
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	**380**	9.5%	**44**	63.0%
Mar-21	**519**	28.8%	**67**	346.7%
Apr-21	**446**	38.9%	**50**	163.2%
May-21	**520**	24.4%	**46**	43.8%
Jun-21	**427**	-5.5%	**39**	-11.4%
Jul-21	**347**	-22.2%	**31**	-29.5%
Aug-21	**366**	-13.3%	**55**	0.0%
Sep-21	**355**	-24.8%	**35**	-10.3%
Oct-21	**378**	-4.8%	**37**	5.7%
Nov-21	**326**	-5.8%	**20**	-41.2%
Dec-21	**253**	-7.0%	**29**	26.1%
Jan-22	**273**	-29.1%	**34**	-17.1%
12-month Avg	383	-1.9%	41	19.4%

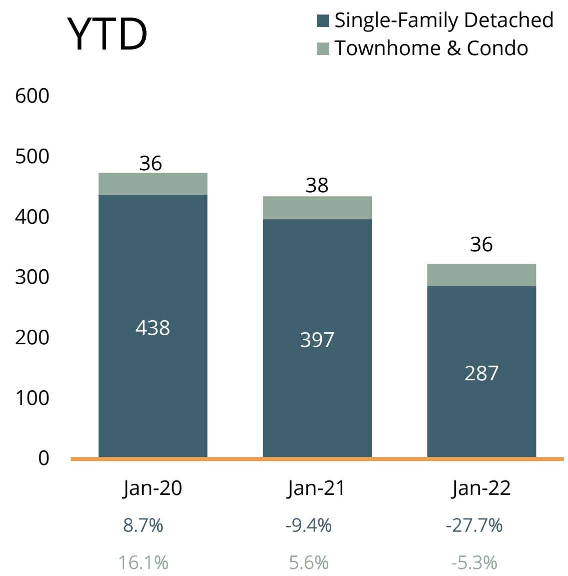
Historical Pending Sales by Month



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

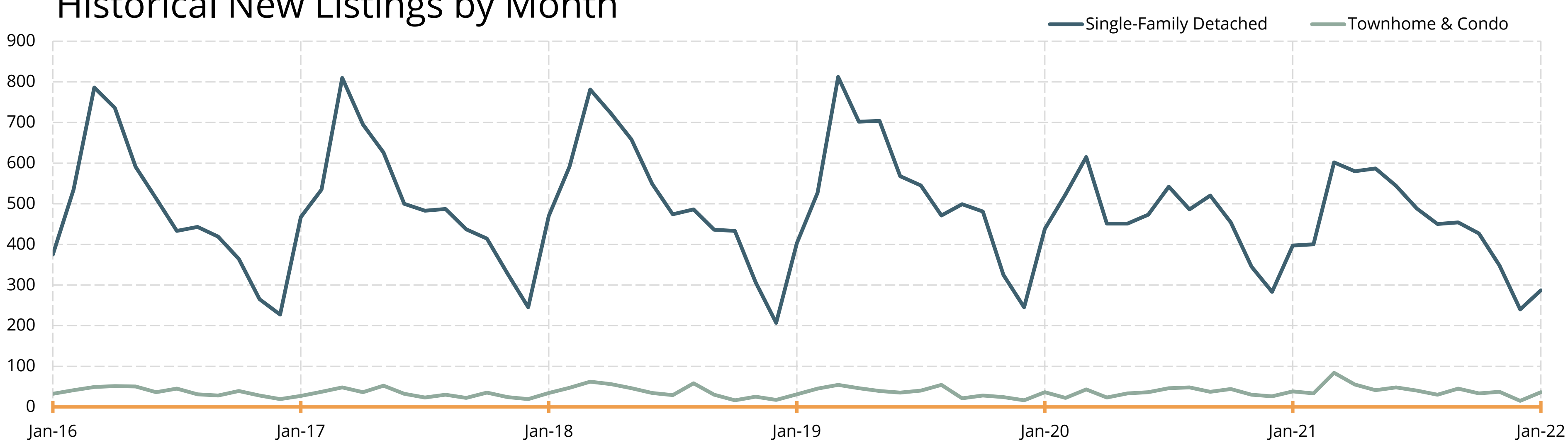
New Listings





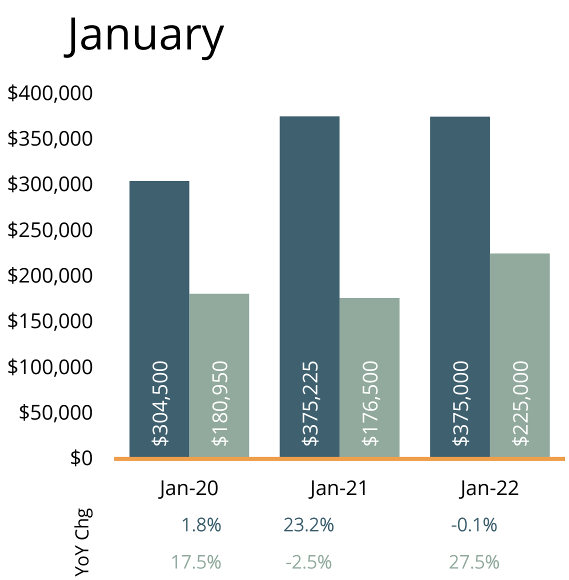
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	**400**	-23.5%	**33**	50.0%
Mar-21	**602**	-2.1%	**84**	95.3%
Apr-21	**580**	28.6%	**55**	139.1%
May-21	**587**	30.2%	**41**	24.2%
Jun-21	**544**	15.0%	**48**	33.3%
Jul-21	**488**	-10.0%	**40**	-13.0%
Aug-21	**450**	-7.4%	**30**	-37.5%
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%
Jan-22	**287**	-27.7%	**36**	-5.3%
12-month Avg	451	-2.4%	41	16.7%

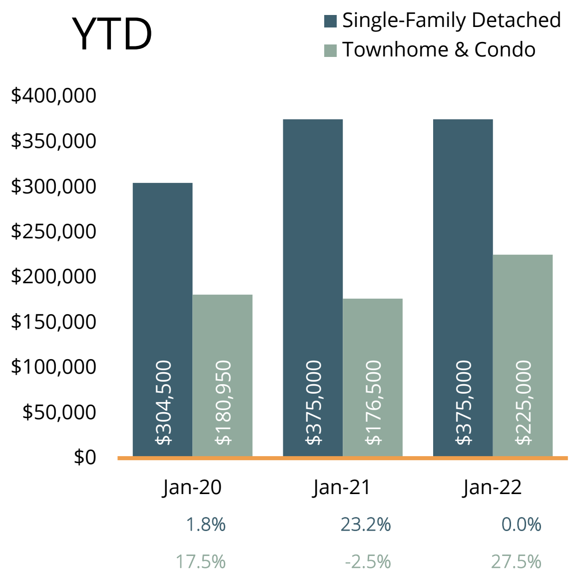
Historical New Listings by Month



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

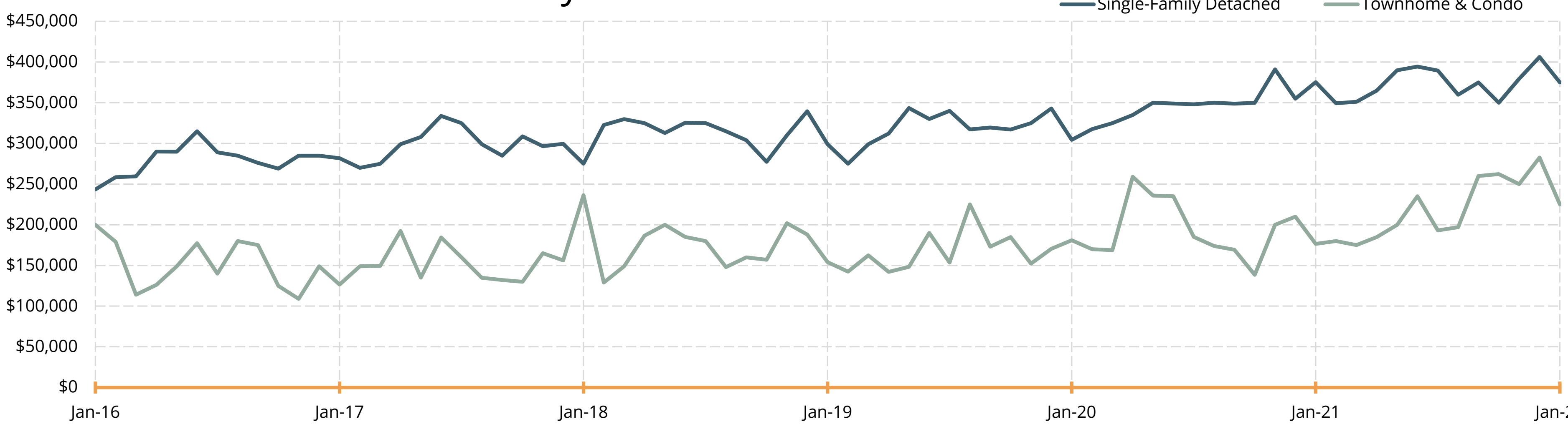
Median List Price





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-22	**$375,000**	-0.1%	**$225,000**	27.5%
12-month Avg	$373,753	6.9%	$220,379	13.9%

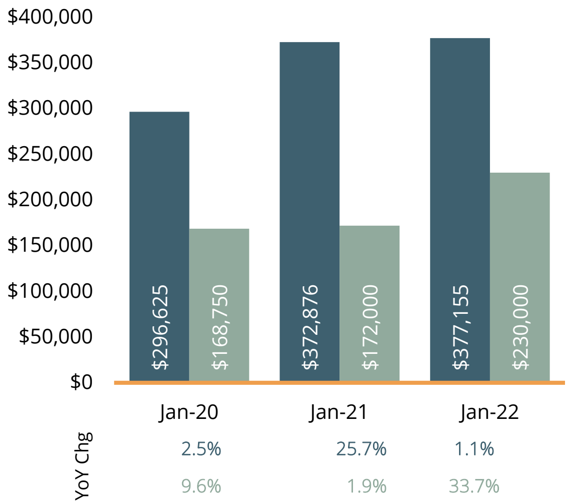
Historical Median List Price by Month



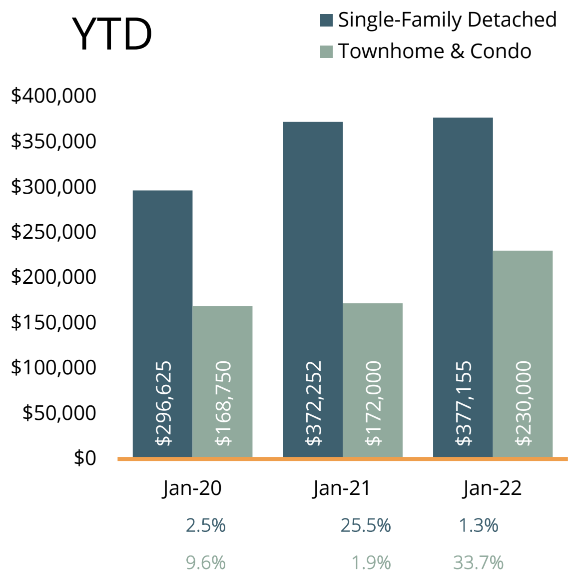
Source: Virginia REALTORS®, data accessed February 15, 2022

Median Sales Price

January

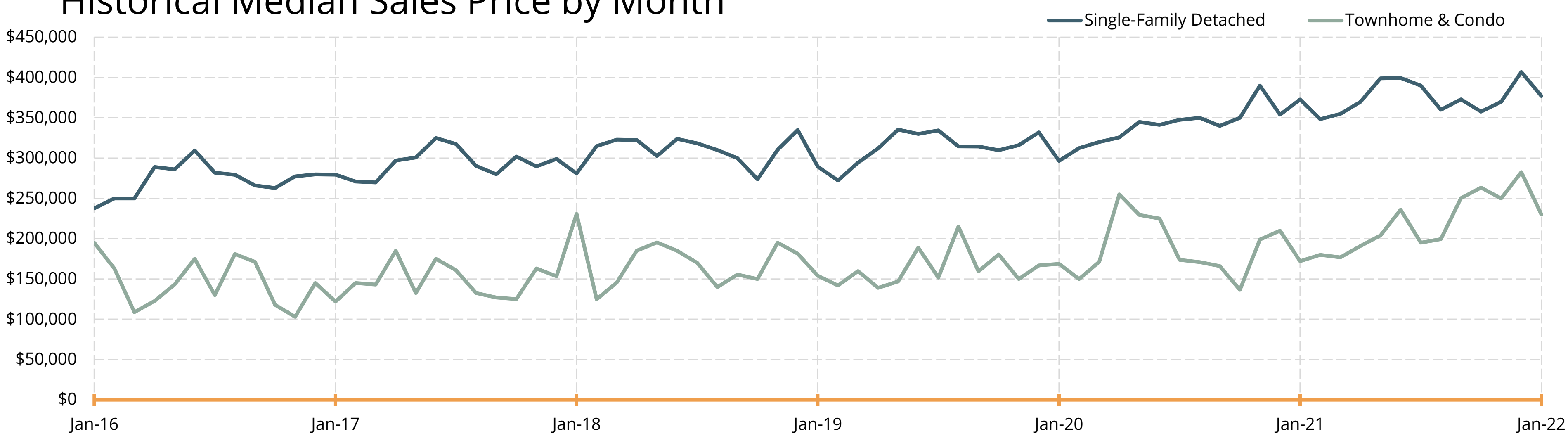


YTD



Month	**Single-Family Detached**	YoY Chg	**Townhomes & Condos**	YoY Chg
Feb-21	**$348,450**	11.5%	**$179,900**	19.9%
Mar-21	**$355,000**	10.9%	**$176,860**	3.3%
Apr-21	**$369,900**	13.6%	**$191,000**	-25.1%
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%
12-month Avg	$375,539	8.6%	$221,559	17.7%

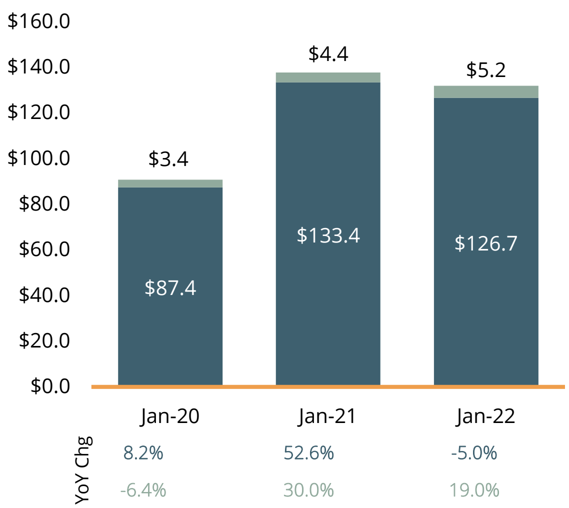
Historical Median Sales Price by Month



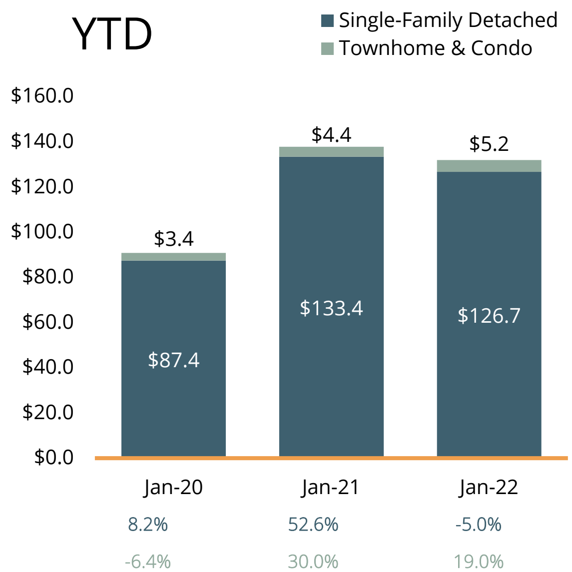
Source: Virginia REALTORS®, data accessed February 15, 2022

Sold Dollar Volume (in millions)

January

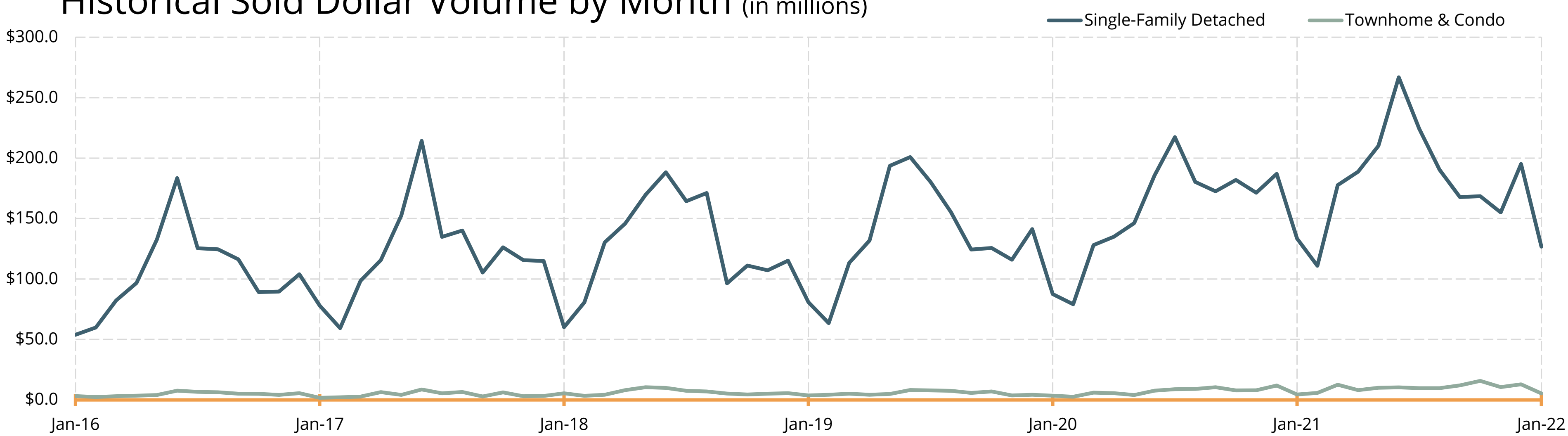


YTD



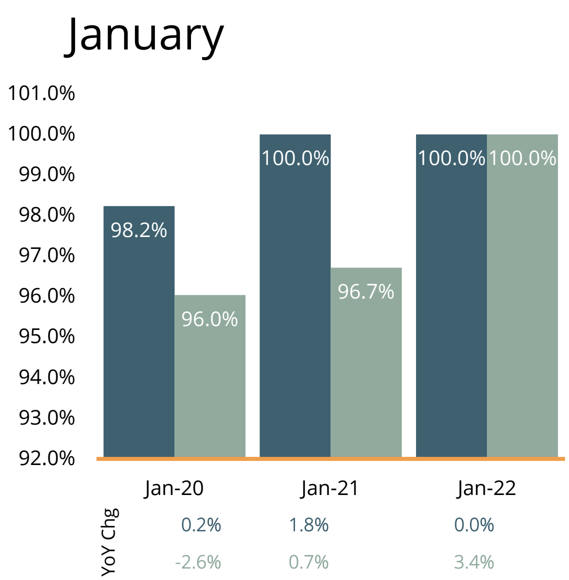
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Feb-21	**$110.9**	40.2%	**$5.7**	120.5%
Mar-21	**$177.7**	38.8%	**$12.5**	110.1%
Apr-21	**$188.7**	39.8%	**$8.0**	45.1%
May-21	**$210.2**	43.7%	**$10.0**	155.8%
Jun-21	**$266.8**	43.7%	**$10.3**	35.1%
Jul-21	**$224.2**	3.1%	**$9.6**	9.4%
Aug-21	**$190.4**	5.6%	**$9.7**	7.2%
Sep-21	**$167.8**	-2.8%	**$11.9**	14.3%
Oct-21	**$168.6**	-7.3%	**$15.7**	102.4%
Nov-21	**$155.1**	-9.5%	**$10.5**	32.7%
Dec-21	**$195.2**	4.4%	**$12.8**	8.7%
Jan-22	**$126.7**	-5.0%	**$5.2**	19.0%
12-month Avg	$181.9	13.8%	$10.2	42.4%

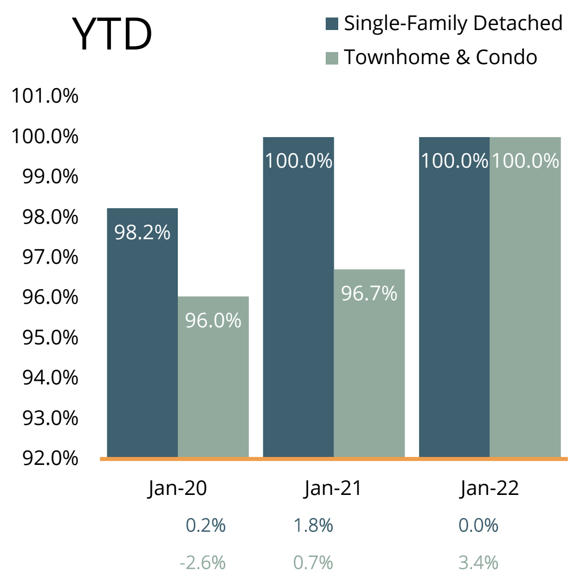
Historical Sold Dollar Volume by Month (in millions)



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

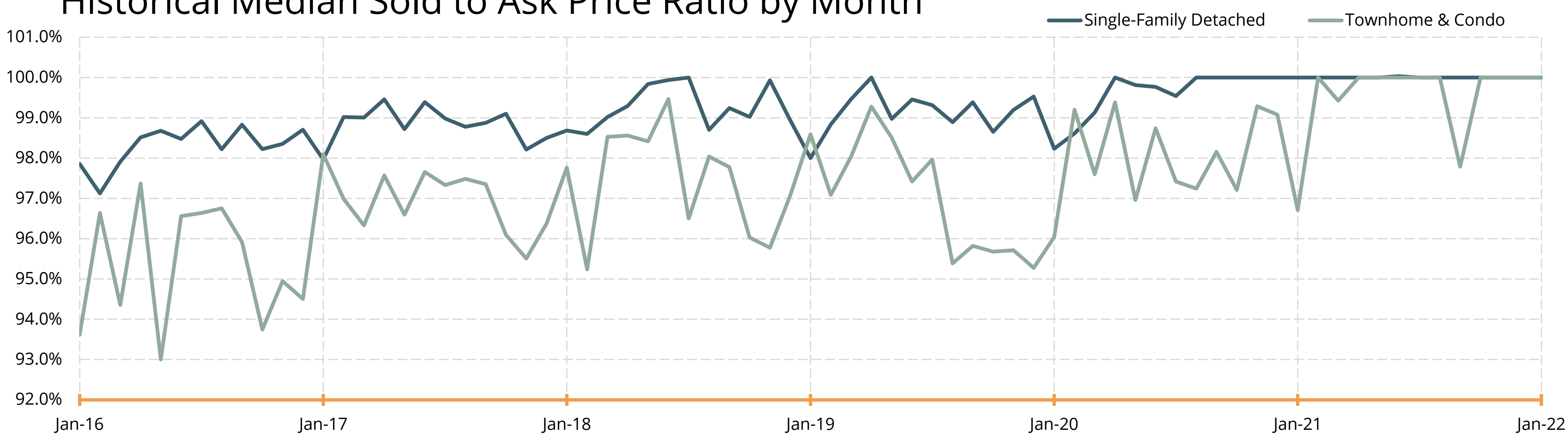
Median Sold to Ask Price Ratio





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-22	**100.0%**	0.0%	**100.0%**	3.4%
12-month Avg	100.0%	0.3%	99.8%	1.7%

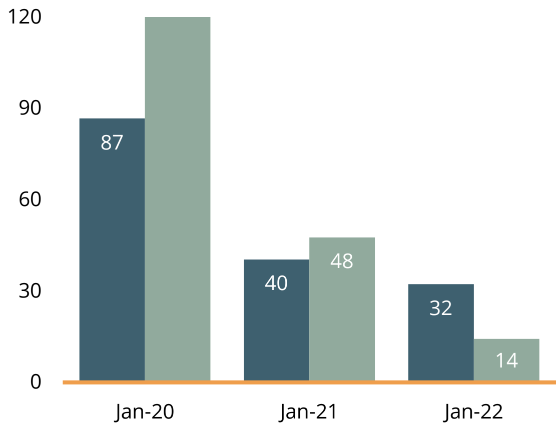
Historical Median Sold to Ask Price Ratio by Month



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

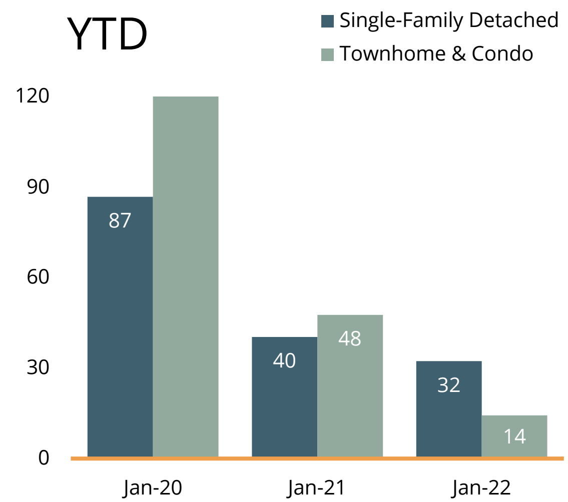
Average Days on Market

January



YoY Chg	Jan-20	Jan-21	Jan-22
	14.9%	-53.4%	-20.1%
	461.6%	-72.0%	-70.0%

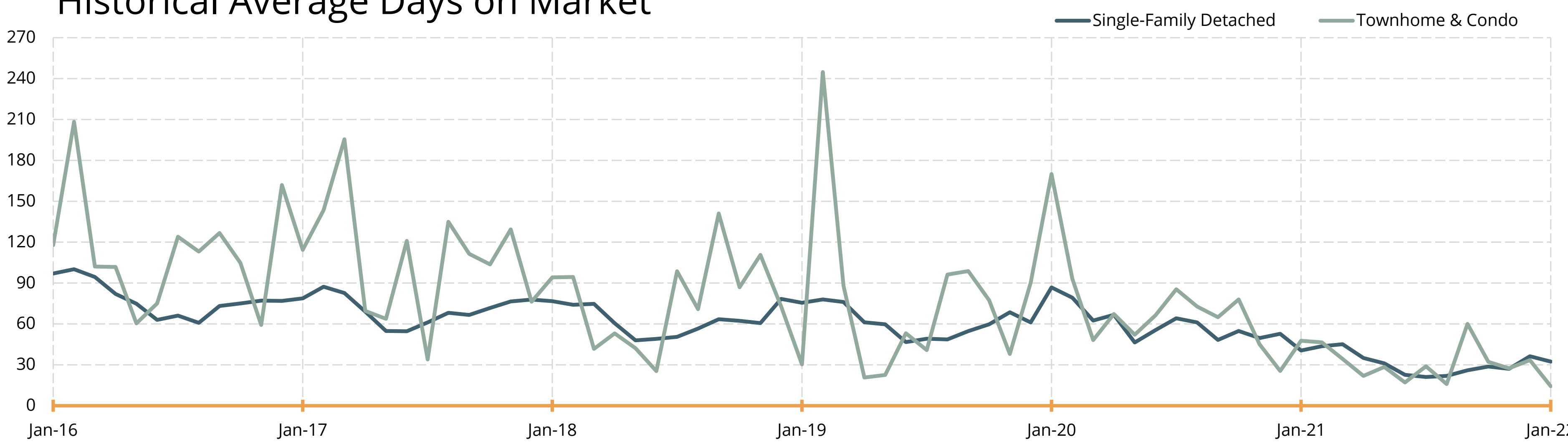
YTD



Jan-20	Jan-21	Jan-22
14.9%	-53.5%	-19.9%
461.6%	-72.0%	-70.0%

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-22	**32**	-20.1%	**14**	-70.0%
12-month Avg	31	-45.6%	30	-51.8%

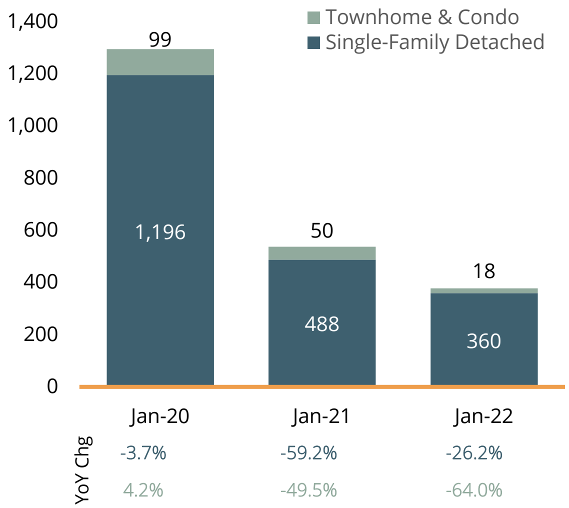
Historical Average Days on Market



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

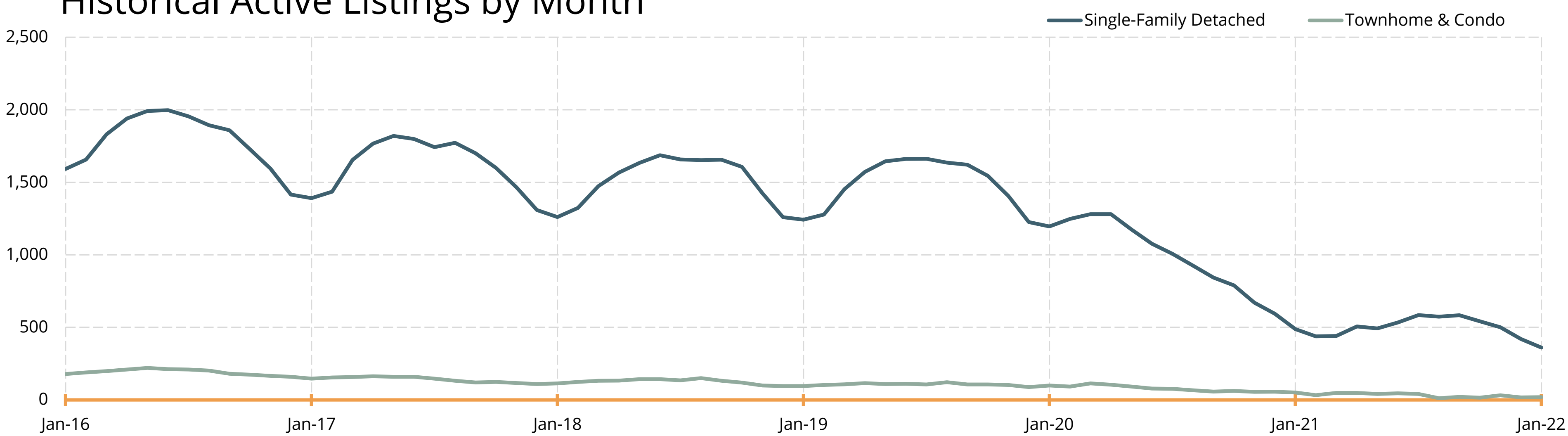
Active Listings

January



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-22	**360**	-26.2%	**18**	-64.0%
12-month Avg	497	-47.5%	31	-59.2%

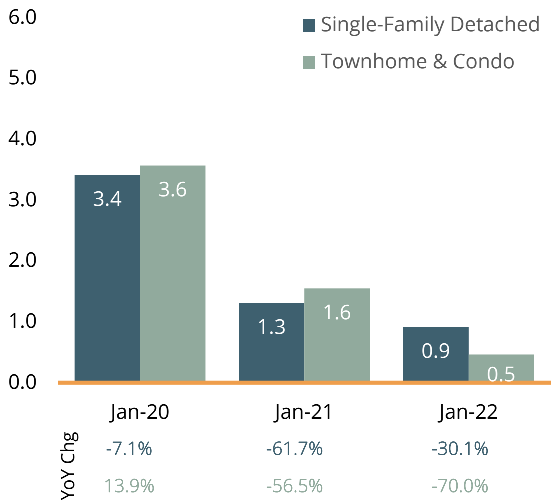
Historical Active Listings by Month



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

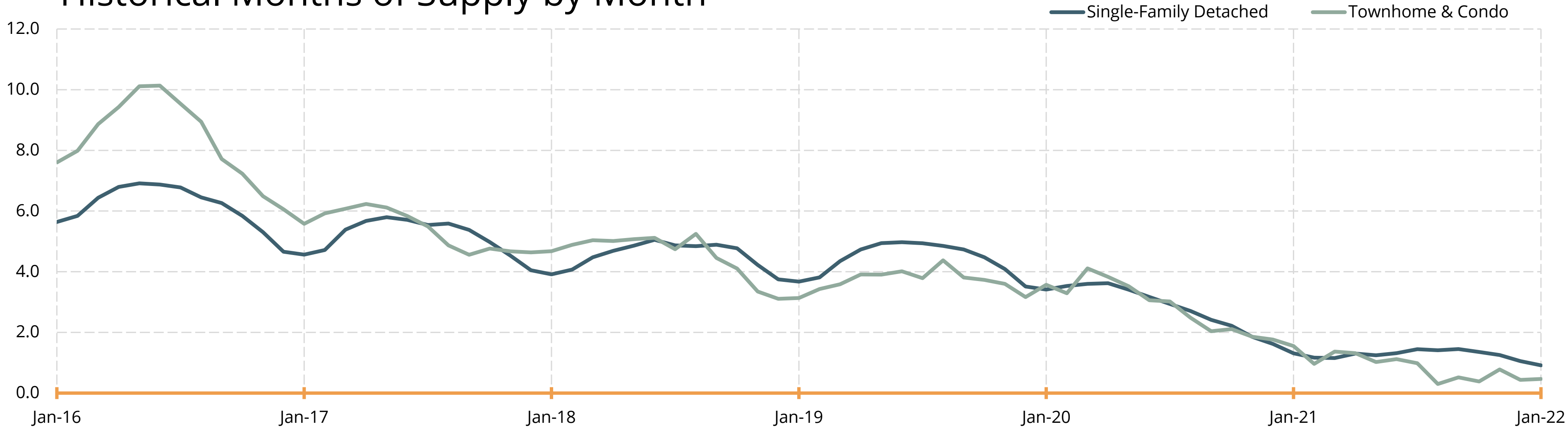
Months of Supply

January



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Jan-22	**0.9**	-30.1%	**0.5**	-70.0%
12-month Avg	1.3	-53.5%	0.8	-70.5%

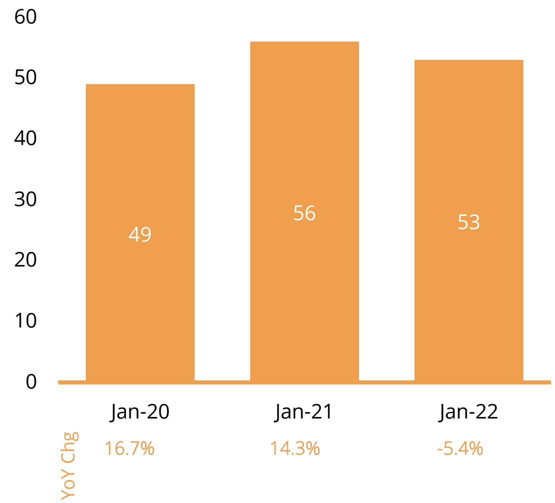
Historical Months of Supply by Month



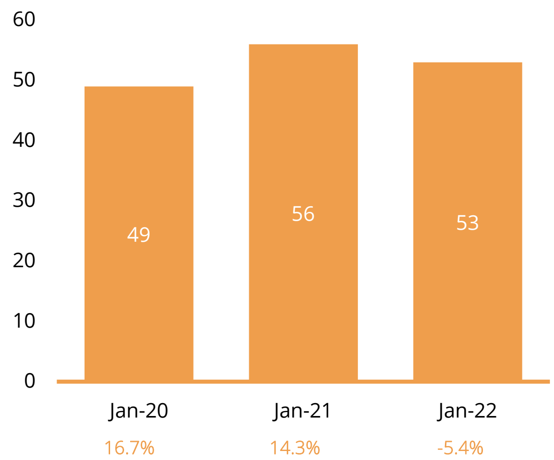
Source: Virginia REALTORS®, data accessed February 15, 2022

New Construction Sales

January

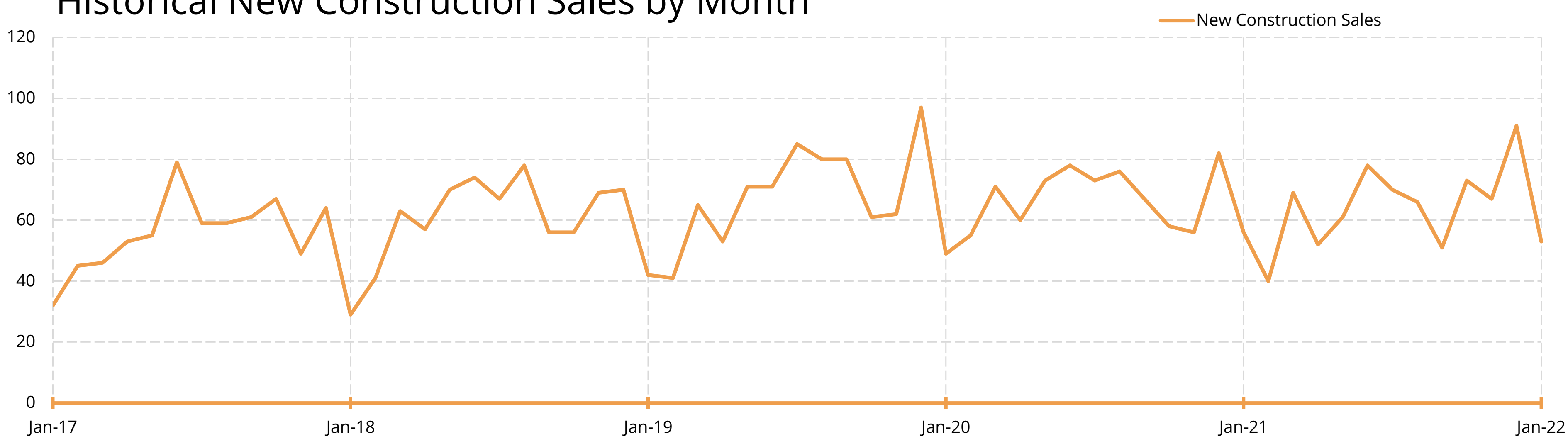


YTD



Month	New Construction Sales	YoY Chg
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%
Jan-22	**53**	-5.4%
12-month Avg	64	-4.2%

Historical New Construction Sales by Month



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

Area Overview - Total Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Albemarle County	196	**125**	-36.2%	131	**108**	-17.6%	$435,000	**$463,910**	6.6%	255	**138**	-45.9%	1.5	**0.8**	-50.7%
Charlottesville	37	**42**	13.5%	38	**22**	-42.1%	$395,500	**$358,250**	-9.4%	46	**26**	-43.5%	1.0	**0.5**	-50.2%
Fluvanna County	62	**38**	-38.7%	34	**37**	8.8%	$267,250	**$325,000**	21.6%	38	**59**	55.3%	0.8	**1.1**	41.8%
Greene County	24	**29**	20.8%	27	**23**	-14.8%	$274,045	**$366,000**	33.6%	40	**37**	-7.5%	1.4	**1.3**	-3.9%
Louisa County	74	**46**	-37.8%	52	**51**	-1.9%	$295,000	**$343,818**	16.5%	84	**81**	-3.6%	1.2	**1.1**	-8.9%
Nelson County	42	**43**	2.4%	46	**32**	-30.4%	$311,950	**$281,500**	-9.8%	75	**37**	-50.7%	1.7	**0.9**	-46.5%

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

Area Overview - Total Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Albemarle County	196	**125**	-36.2%	131	**108**	-17.6%	$435,000	**$463,910**	6.6%	255	**138**	-45.9%
Charlottesville	37	**42**	13.5%	38	**22**	-42.1%	$395,500	**$358,250**	-9.4%	46	**26**	-43.5%
Fluvanna County	62	**38**	-38.7%	34	**37**	8.8%	$264,500	**$325,000**	22.9%	38	**59**	55.3%
Greene County	24	**29**	20.8%	27	**23**	-14.8%	$274,045	**$366,000**	33.6%	40	**37**	-7.5%
Louisa County	74	**46**	-37.8%	52	**51**	-1.9%	$295,000	**$343,818**	16.5%	84	**81**	-3.6%
Nelson County	42	**43**	2.4%	46	**32**	-30.4%	$311,950	**$281,500**	-9.8%	75	**37**	-50.7%

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

Area Overview - Single Family Detached Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Albemarle County	180	**112**	-37.8%	123	**99**	-19.5%	$446,000	**$490,000**	9.9%	236	**130**	-44.9%	1.5	**0.8**	-48.6%
Charlottesville	34	**36**	5.9%	34	**19**	-44.1%	$400,500	**$368,000**	-8.1%	35	**20**	-42.9%	0.9	**0.4**	-49.5%
Fluvanna County	62	**38**	-38.7%	34	**37**	8.8%	$267,250	**$325,000**	21.6%	38	**59**	55.3%	0.8	**1.1**	41.1%
Greene County	24	**29**	20.8%	27	**23**	-14.8%	$274,045	**$366,000**	33.6%	40	**37**	-7.5%	1.4	**1.3**	-3.9%
Louisa County	73	**46**	-37.0%	52	**51**	-1.9%	$295,000	**$343,818**	16.5%	84	**81**	-3.6%	1.2	**1.1**	-9.3%
Nelson County	24	**26**	8.3%	34	**25**	-26.5%	$360,500	**$367,500**	1.9%	55	**33**	-40.0%	1.8	**1.3**	-30.4%

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

Area Overview - Single Family Detached Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Albemarle County	180	**112**	-37.8%	123	**99**	-19.5%	$446,000	**$490,000**	9.9%	236	**130**	-44.9%
Charlottesville	34	**36**	5.9%	34	**19**	-44.1%	$400,500	**$368,000**	-8.1%	35	**20**	-42.9%
Fluvanna County	62	**38**	-38.7%	34	**37**	8.8%	$264,500	**$325,000**	22.9%	38	**59**	55.3%
Greene County	24	**29**	20.8%	27	**23**	-14.8%	$274,045	**$366,000**	33.6%	40	**37**	-7.5%
Louisa County	73	**46**	-37.0%	52	**51**	-1.9%	$295,000	**$343,818**	16.5%	84	**81**	-3.6%
Nelson County	24	**26**	8.3%	34	**25**	-26.5%	$360,500	**$367,500**	1.9%	55	**33**	-40.0%

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

Area Overview - Townhome & Condo Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Albemarle County	16	**13**	-18.8%	8	**9**	12.5%	$155,500	**$199,900**	28.6%	19	**8**	-57.9%	1.6	**0.5**	-70.9%
Charlottesville	3	**6**	100.0%	4	**3**	-25.0%	$209,000	**$220,000**	5.3%	11	**6**	-45.5%	1.7	**0.8**	-53.2%
Fluvanna County	0	**0**	n/a	0	**0**	n/a	$0	**$0**	n/a	0	**0**	n/a	0.0	**0.0**	n/a
Greene County	0	**0**	n/a	0	**0**	n/a	$0	**$0**	n/a	0	**0**	n/a	0.0	**0.0**	n/a
Louisa County	1	**0**	-100.0%	0	**0**	n/a	$0	**$0**	n/a	0	**0**	n/a	0.0	**0.0**	n/a
Nelson County	18	**17**	-5.6%	12	**7**	-41.7%	$145,750	**$250,000**	71.5%	20	**4**	-80.0%	1.5	**0.3**	-81.1%

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

Area Overview - Townhome & Condo Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg	Jan-21	Jan-22	% chg
Albemarle County	16	**13**	-18.8%	8	**9**	12.5%	$155,500	**$199,900**	28.6%	19	**8**	-57.9%
Charlottesville	3	**6**	100.0%	4	**3**	-25.0%	$209,000	**$220,000**	5.3%	11	**6**	-45.5%
Fluvanna County	0	**0**	n/a	0	**0**	n/a	$0	**$0**	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	**0**	-100.0%	0	**0**	n/a	$0	**$0**	n/a	0	**0**	n/a
Nelson County	18	**17**	-5.6%	12	**7**	-41.7%	$145,750	**$250,000**	71.5%	20	**4**	-80.0%

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

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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804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Lisa Sturtevant, PhD.

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.