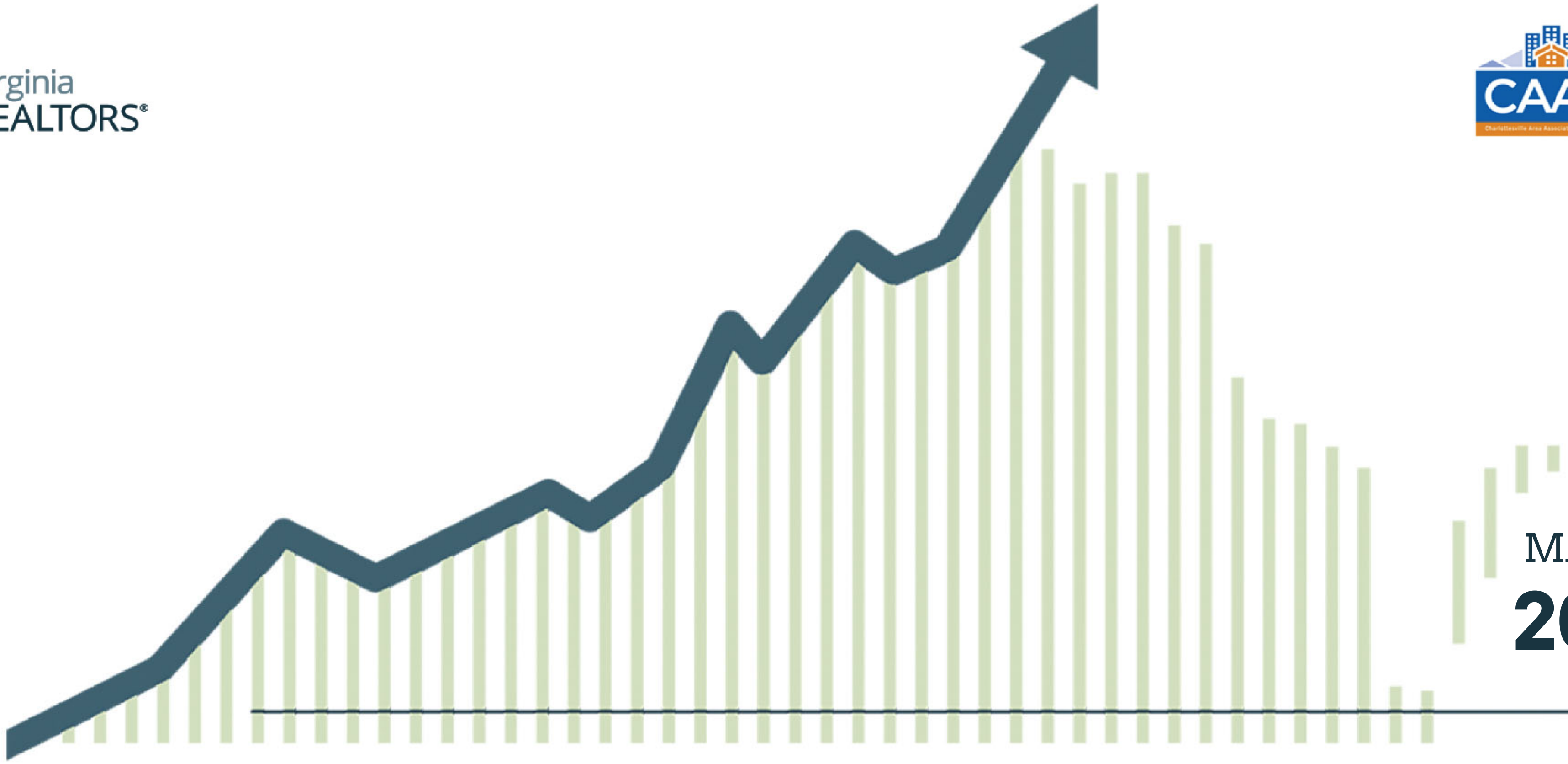


MARCH
2022

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report

Key Market Trends: **March 2022**

Sales activity remains well below last year's pace but still robust. There were 375 sales in the CAAR housing market in March, 81 fewer sales than last year, which is a 17.8% decline. While sales have been moderating since the fall compared to last year, this month's sales totals are still the second highest March sales total in years. Nearly all local markets had fewer sales this month compared to last March. Albemarle County had a 19.7% drop in sales and Charlottesville had 7.8% fewer sales than last March. Greene County was the only local market to have a modest uptick in sales activity, with two more sales than last year (+9.1%).

Pending sales continue to moderate in the CAAR market. There were 525 pending sales in the CAAR region in March, 61 fewer pending sales than a year ago, which is a 10.4% drop. Pending sales were up 41.1% from last month (February), which is a typical seasonal change. At the local level, the sharpest drops occurred in Albemarle County (-20.9%) and Nelson County (-16.7%). Both Greene County and Louisa County had more pending sales this month, rising 10.0% and 8.2%, respectively, from last March.

Prices continue to climb rapidly throughout the region. The median sales price in the CAAR market in March was $395,450, jumping up 16.3% from a year ago, which is a gain of over $55,000. All local markets had rising median sales prices this month, led by Nelson County (+30.8%), Louisa County (+27.4%), and Fluvanna County (+26.4%).

Supply in the region's housing market continues to shrink, but the rate has moderated; some local markets see a surge in listings. There were 472 active listings in the CAAR footprint at the end of March, 16 fewer listings than a year ago, which is a modest 3.3% decline. Fluvanna County had a surge of 56 additional active listings (+350%) and Louisa County had 31 more listings than last March (+45.6%).

April 14, 2022

INTEREST RATE TRACKER

30-YR Fixed		5.00 %
15-YR Fixed		4.17 %
5/1-YR ADJ.		3.69 %

CAAR Market Dashboard

YoY Chg	Mar-22	Indicator
▼ -17.8%	375	Sales
▼ -10.4%	525	Pending Sales
▼ -5.2%	650	New Listings
▲ 16.5%	$395,975	Median List Price
▲ 16.3%	$395,450	Median Sales Price
▲ 24.2%	$238	Median Price Per Square Foot
▼ -1.8%	$186.8	Sold Dollar Volume (in millions)
– 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -42.4%	25	Average Days on Market
▼ -3.3%	472	Active Listings
▼ -4.6%	1.1	Months of Supply
▲ 13.0%	78	New Construction Sales

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

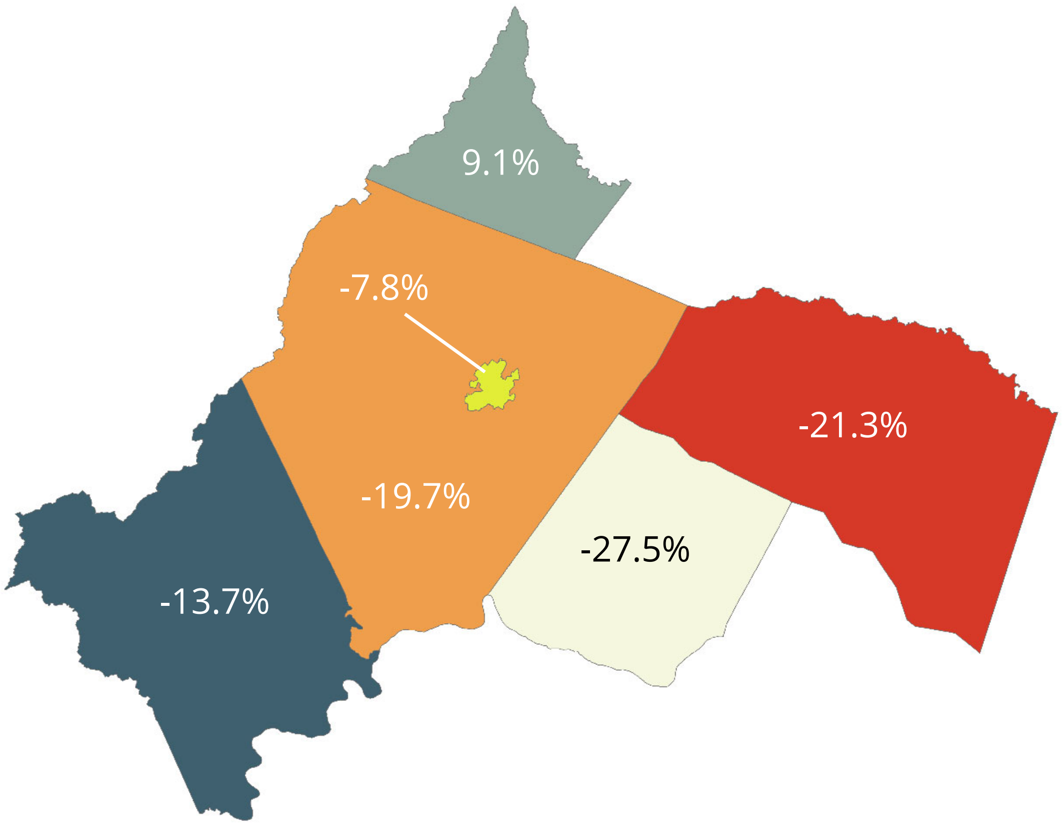
Report Index

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

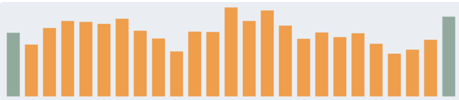
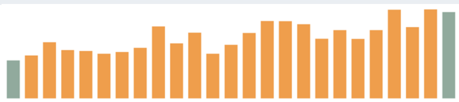
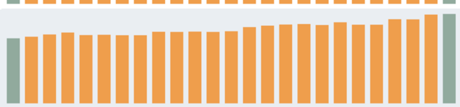
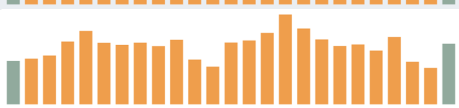
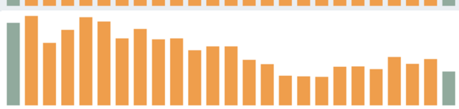


Total Sales

Jurisdiction	Mar-21	Mar-22	% Chg
Albemarle County	183	147	-19.7%
Charlottesville	51	47	-7.8%
Fluvanna County	69	50	-27.5%
Greene County	22	24	9.1%
Louisa County	80	63	-21.3%
Nelson County	51	44	-13.7%
CAAR	**456**	**375**	**-17.8%**

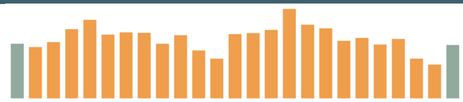
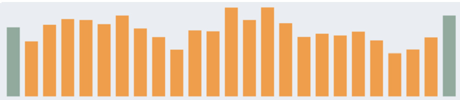
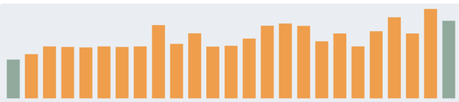
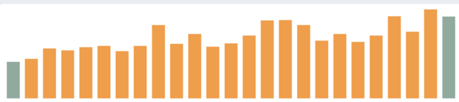
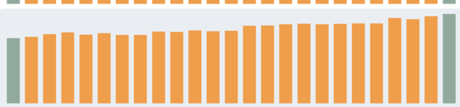
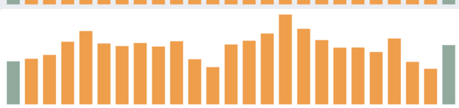
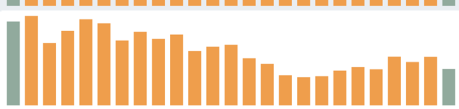
Source: Virginia REALTORS®, data accessed April 15, 2022

Total Market Overview

Key Metrics	2-year Trends Mar-20 … Mar-22	Mar-21	Mar-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		456	**375**	-17.8%	1,065	**888**	-16.6%
Pending Sales		586	**525**	-10.4%	1,436	**1,204**	-16.2%
New Listings		686	**650**	-5.2%	1,554	**1,427**	-8.2%
Median List Price		$339,900	**$395,975**	16.5%	$344,500	**$385,770**	12.0%
Median Sales Price		$340,000	**$395,450**	16.3%	$342,000	**$389,900**	14.0%
Median Price Per Square Foot		$192	**$238**	24.2%	$191	**$234**	22.4%
Sold Dollar Volume (in millions)		$190.3	**$186.8**	-1.8%	$444.6	**$431.4**	-3.0%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		44	**25**	-42.4%	43	**30**	-30.8%
Active Listings		488	**472**	-3.3%	n/a	**n/a**	n/a
Months of Supply		1.2	**1.1**	-4.6%	n/a	**n/a**	n/a

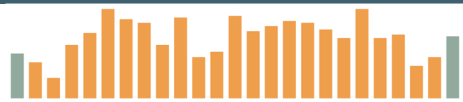
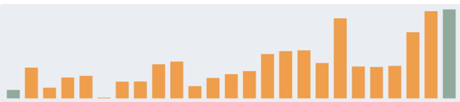
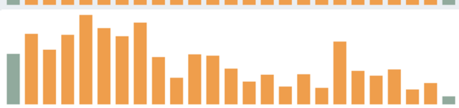
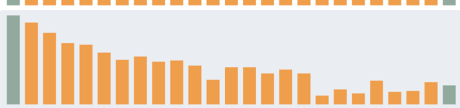
Source: Virginia REALTORS®, data accessed April 15, 2022

Single-Family Detached Market Overview

Key Metrics	2-year Trends (Mar-20 – Mar-22)	Mar-21	Mar-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		408	**339**	-16.9%	966	**809**	-16.3%
Pending Sales		519	**472**	-9.1%	1,284	**1,089**	-15.2%
New Listings		602	**592**	-1.7%	1,399	**1,291**	-7.7%
Median List Price		$351,135	**$399,570**	13.8%	$359,000	**$399,000**	11.1%
Median Sales Price		$355,000	**$406,235**	14.4%	$358,773	**$400,000**	11.5%
Median Price Per Square Foot		$193	**$238**	23.2%	$193	**$233**	20.4%
Sold Dollar Volume (in millions)		$177.7	**$175.8**	-1.1%	$422.0	**$408.4**	-3.2%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		45	**27**	-39.7%	43	**31**	-27.4%
Active Listings		440	**447**	1.6%	n/a	**n/a**	n/a
Months of Supply		1.2	**1.2**	0.7%	n/a	**n/a**	n/a

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

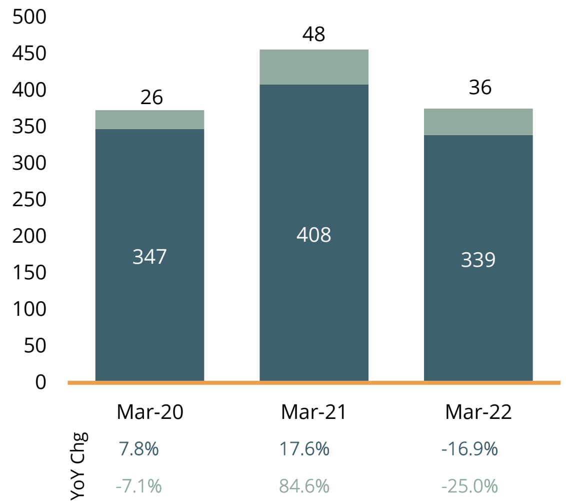
Townhome & Condo Market Overview

Key Metrics	2-year Trends Mar-20 Mar-22	Mar-21	Mar-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		48	**36**	-25.0%	99	**79**	-20.2%
Pending Sales		67	**53**	-20.9%	152	**115**	-24.3%
New Listings		84	**58**	-31.0%	155	**136**	-12.3%
Median List Price		$175,000	**$307,365**	75.6%	$175,000	**$259,000**	48.0%
Median Sales Price		$176,860	**$307,615**	73.9%	$173,720	**$261,500**	50.5%
Median Price Per Square Foot		$180	**$249**	38.6%	$176	**$242**	37.7%
Sold Dollar Volume (in millions)		$12.5	**$11.0**	-12.0%	$22.6	**$23.0**	2.0%
Median Sold/Ask Price Ratio		99.4%	**100.8%**	1.3%	98.3%	**100.3%**	2.0%
Average Days on Market		34	**8**	-77.4%	41	**13**	-67.7%
Active Listings		48	**25**	-47.9%	n/a	**n/a**	n/a
Months of Supply		1.4	**0.7**	-51.3%	n/a	**n/a**	n/a

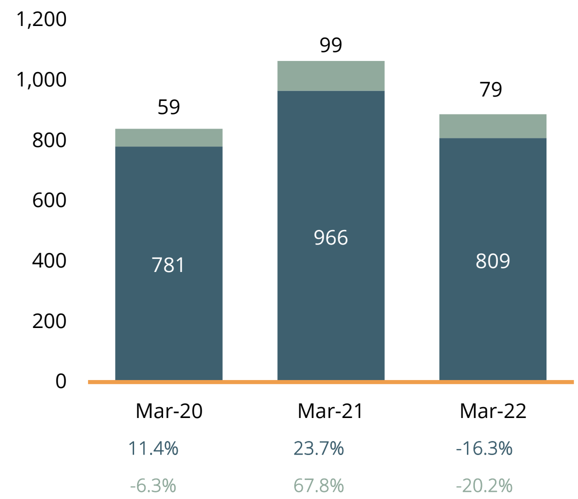
Source: Virginia REALTORS®, data accessed April 15, 2022

Sales

March

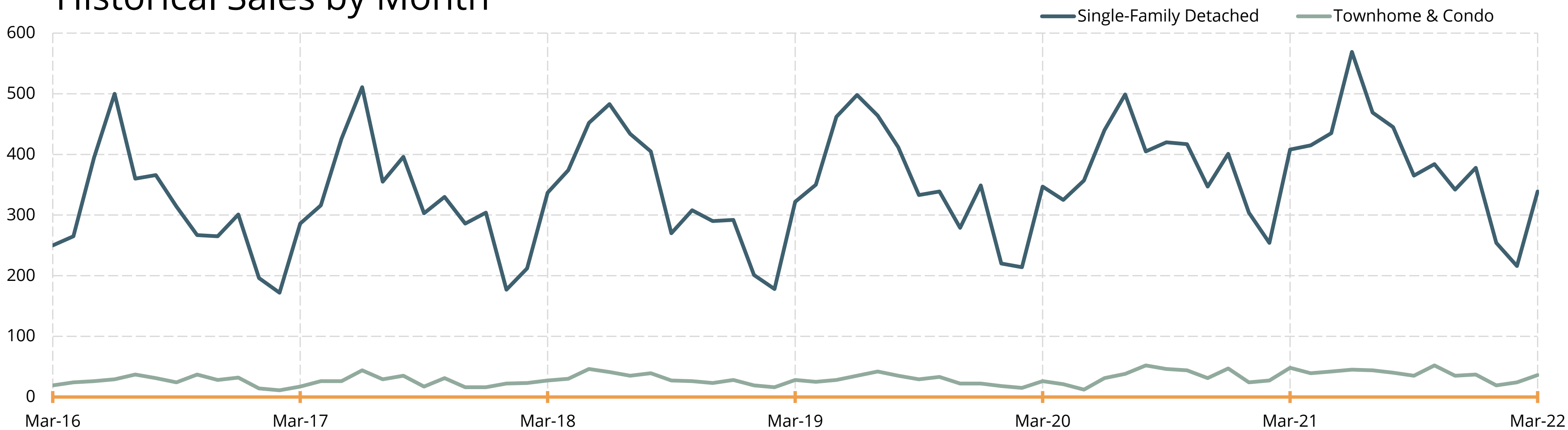


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-22	**216**	-15.0%	**24**	-11.1%
Mar-22	**339**	-16.9%	**36**	-25.0%
12-month Avg	384	0.7%	37	6.4%

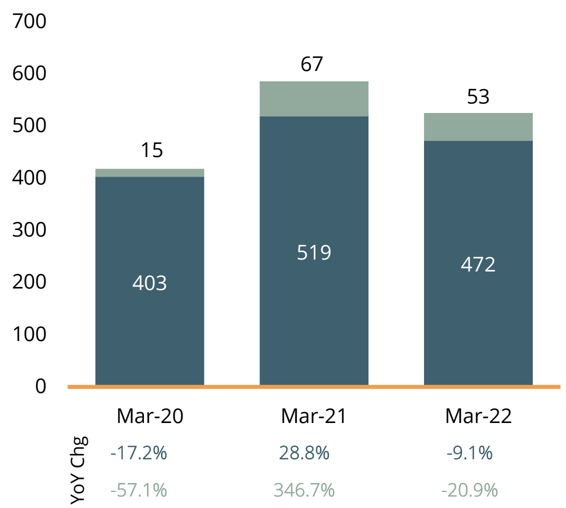
Historical Sales by Month



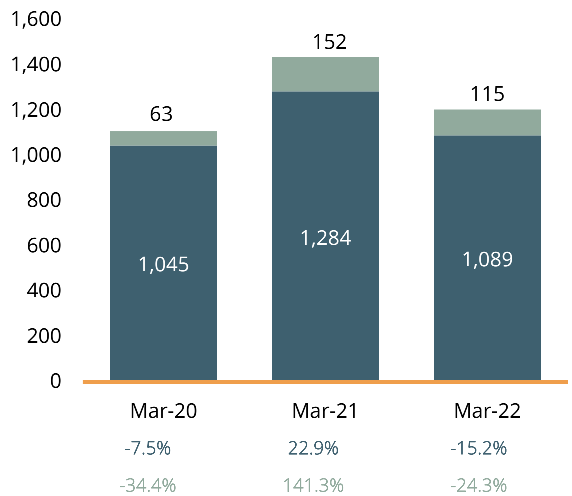
Source: Virginia REALTORS®, data accessed April 15, 2022

Pending Sales

March

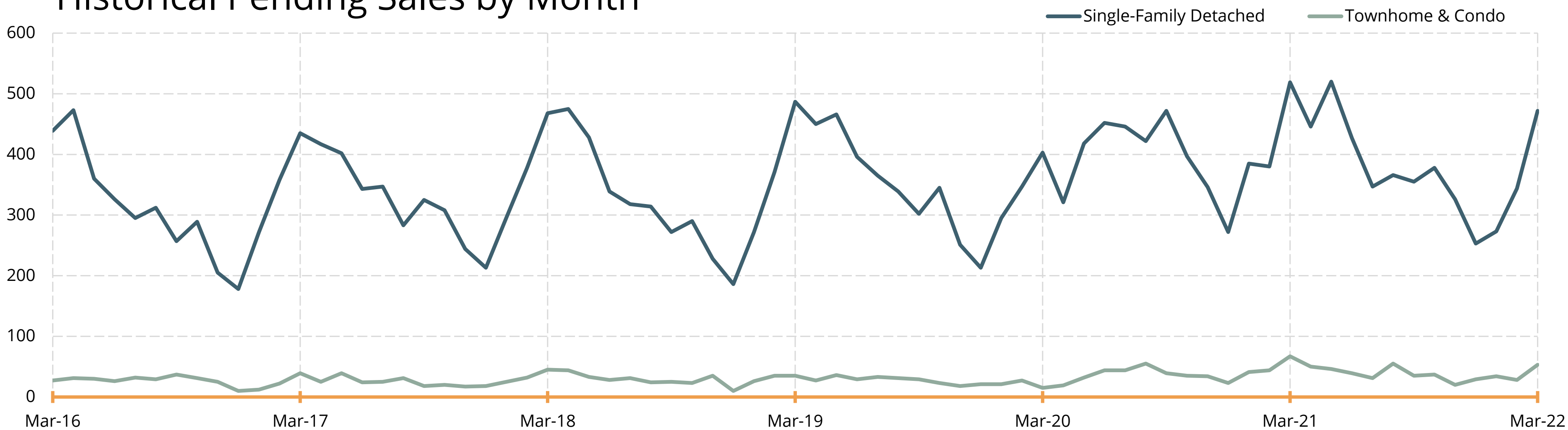


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-22	**344**	-9.5%	**28**	-36.4%
Mar-22	**472**	-9.1%	**53**	-20.9%
12-month Avg	376	-6.7%	38	-4.2%

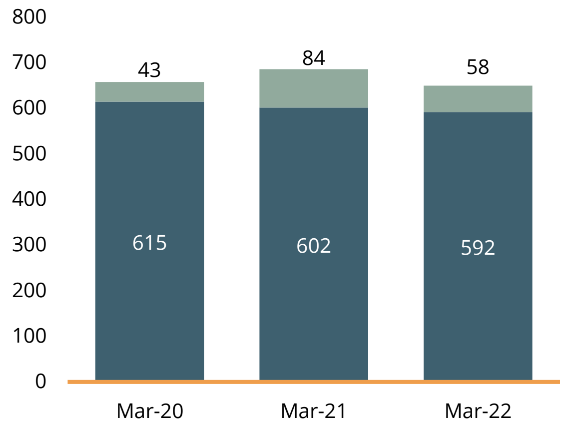
Historical Pending Sales by Month



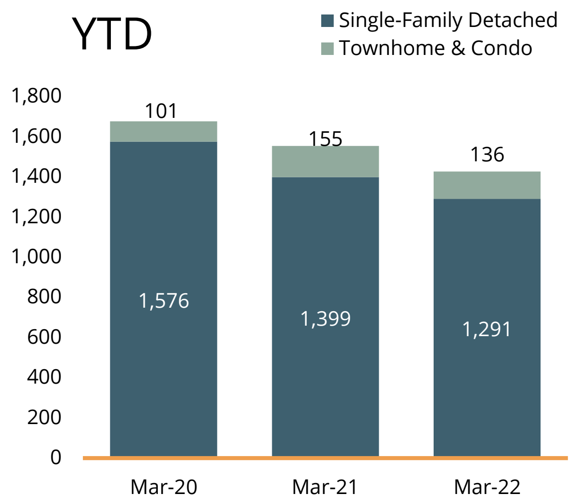
Source: Virginia REALTORS®, data accessed April 15, 2022

New Listings

March



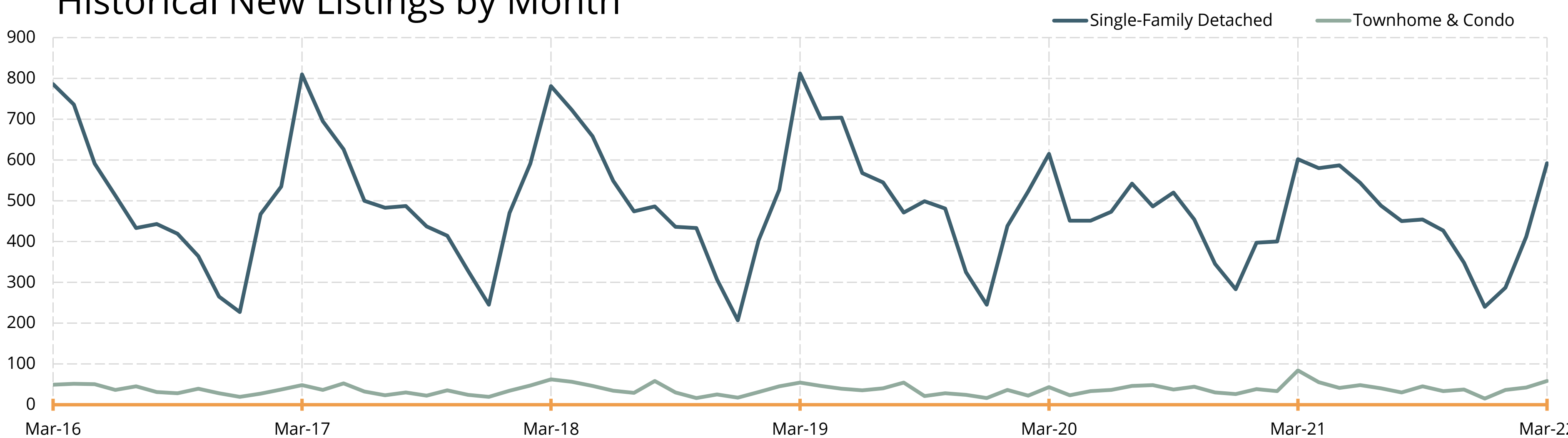
YTD



YoY Chg	Mar-20	Mar-21	Mar-22	Mar-20	Mar-21	Mar-22
	-24.3%	-2.1%	-1.7%	-9.5%	-11.2%	-7.7%
	-20.4%	95.3%	-31.0%	-22.3%	53.5%	-12.3%

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-22	**412**	3.0%	**42**	27.3%
Mar-22	**592**	-1.7%	**58**	-31.0%
12-month Avg	451	0.1%	40	0.4%

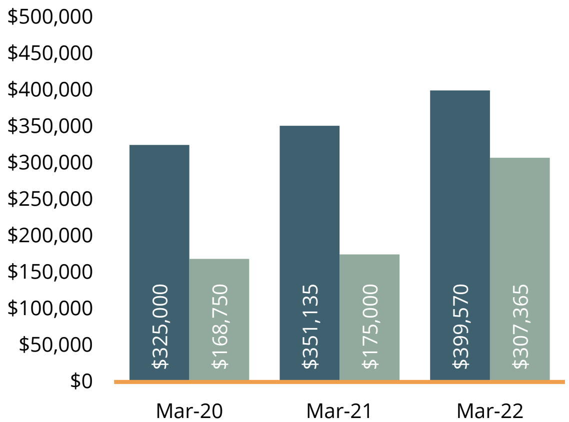
Historical New Listings by Month



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

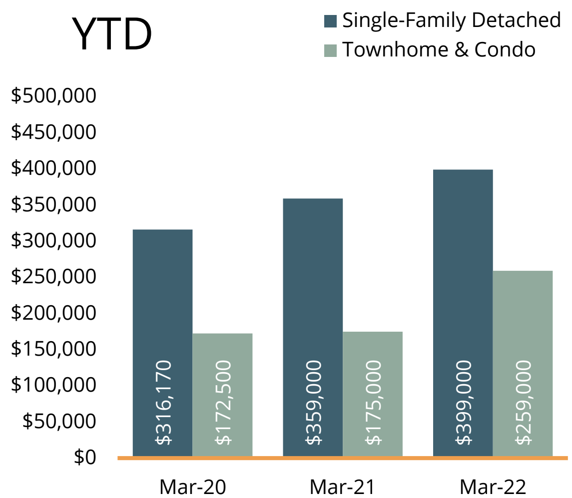
Median List Price

March



YoY Chg	Mar-20	Mar-21	Mar-22
	8.7%	8.0%	13.8%
	3.9%	3.7%	75.6%

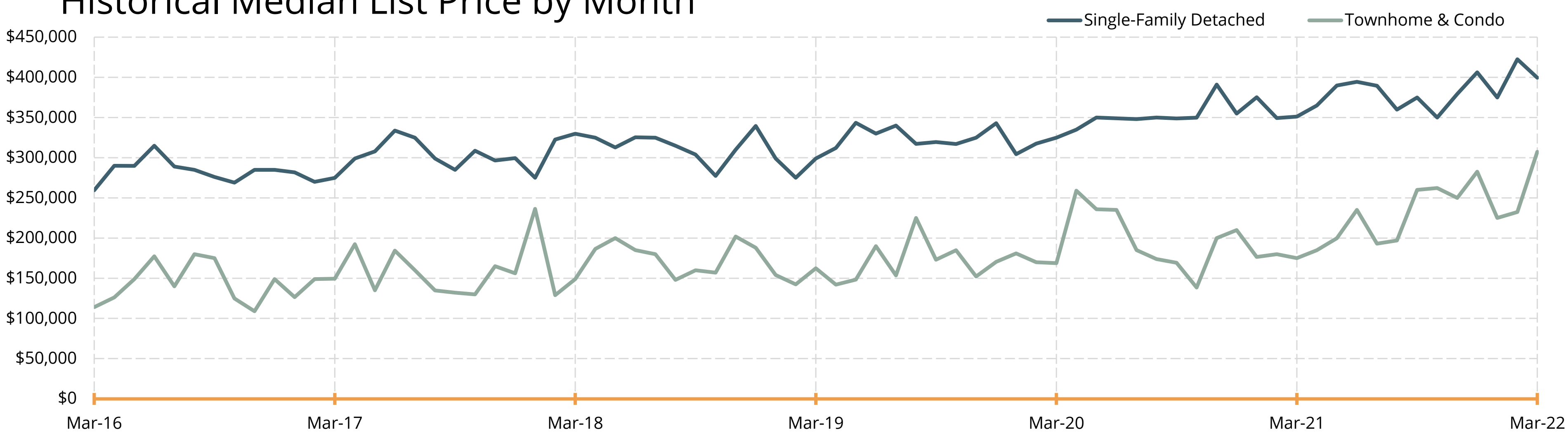
YTD



	Mar-20	Mar-21	Mar-22
	6.1%	13.5%	11.1%
	12.0%	1.4%	48.0%

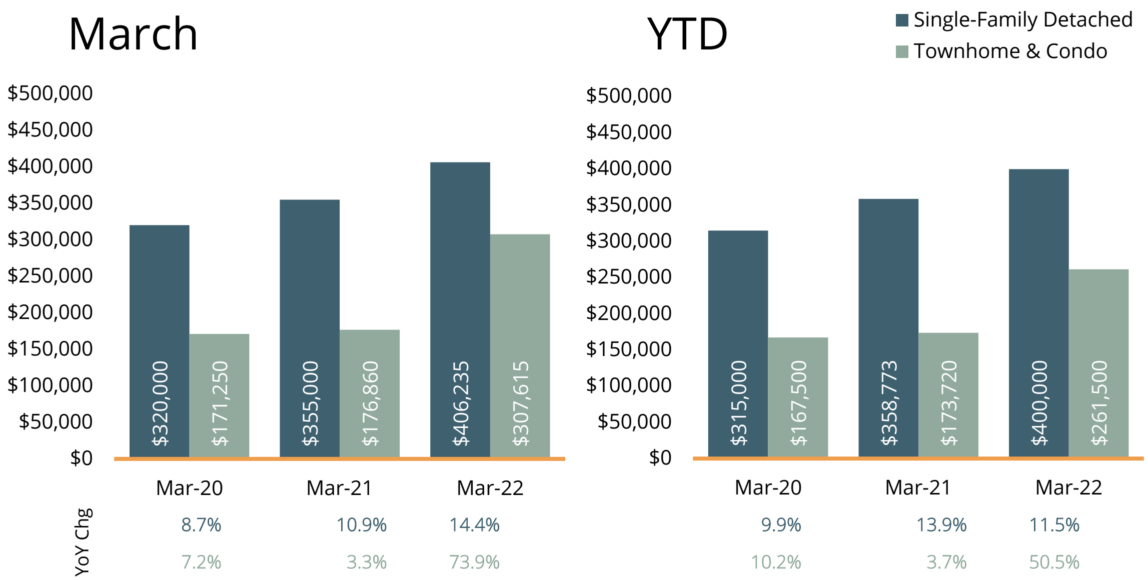
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-21	**$365,000**	9.0%	**$184,900**	-28.6%
May-21	**$389,900**	11.4%	**$199,825**	-15.3%
Jun-21	**$394,400**	13.0%	**$235,000**	0.0%
Jul-21	**$389,502**	11.9%	**$193,000**	4.3%
Aug-21	**$359,900**	2.8%	**$197,000**	13.3%
Sep-21	**$375,000**	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%
Feb-22	**$422,500**	20.9%	**$232,500**	29.2%
Mar-22	**$399,570**	13.8%	**$307,365**	75.6%
12-month Avg	$383,876	8.3%	$235,792	21.0%

Historical Median List Price by Month



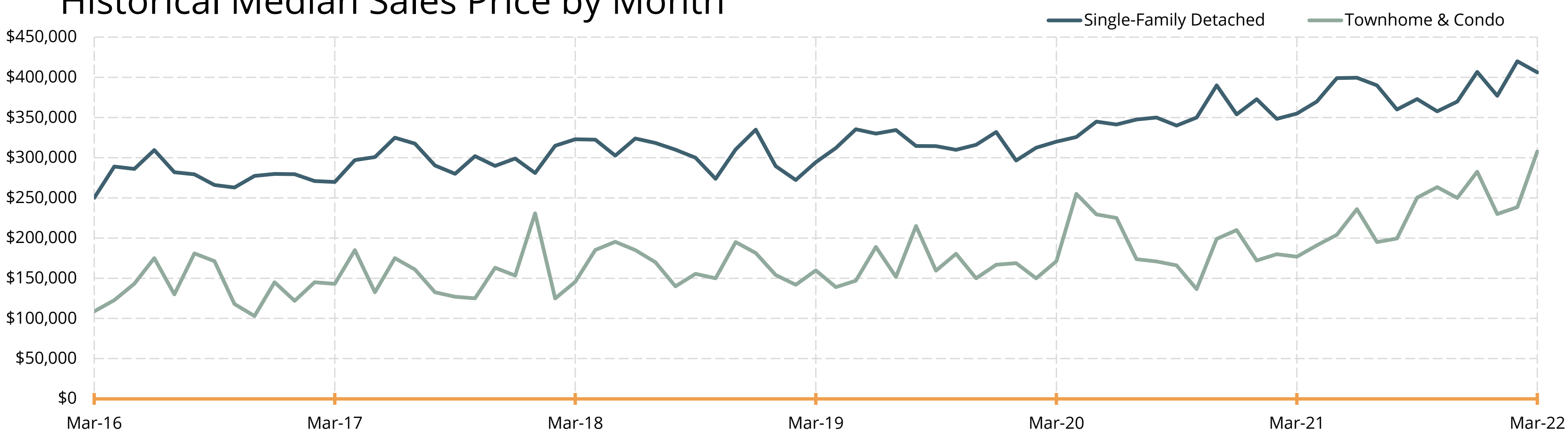
Source: Virginia REALTORS®, data accessed April 15, 2022

Median Sales Price



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-22	**$420,000**	20.5%	**$238,500**	32.6%
Mar-22	**$406,235**	14.4%	**$307,615**	73.9%
12-month Avg	$385,772	9.7%	$237,338	24.1%

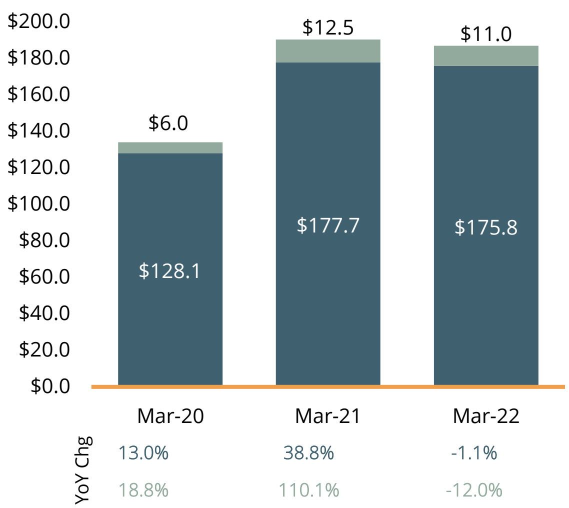
Historical Median Sales Price by Month



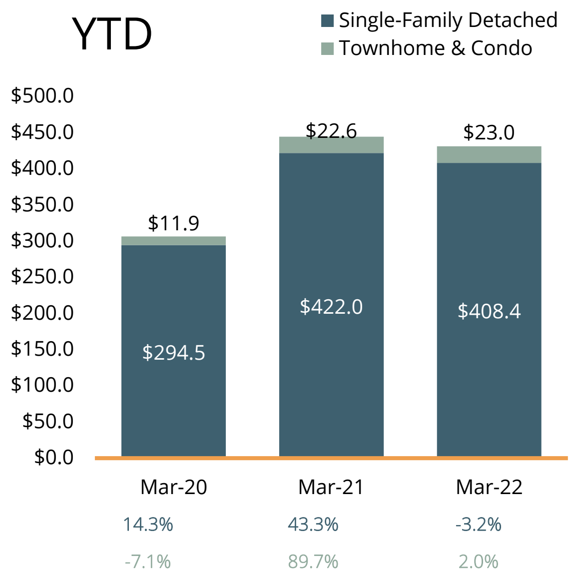
Source: Virginia REALTORS®, data accessed April 15, 2022

Sold Dollar Volume (in millions)

March

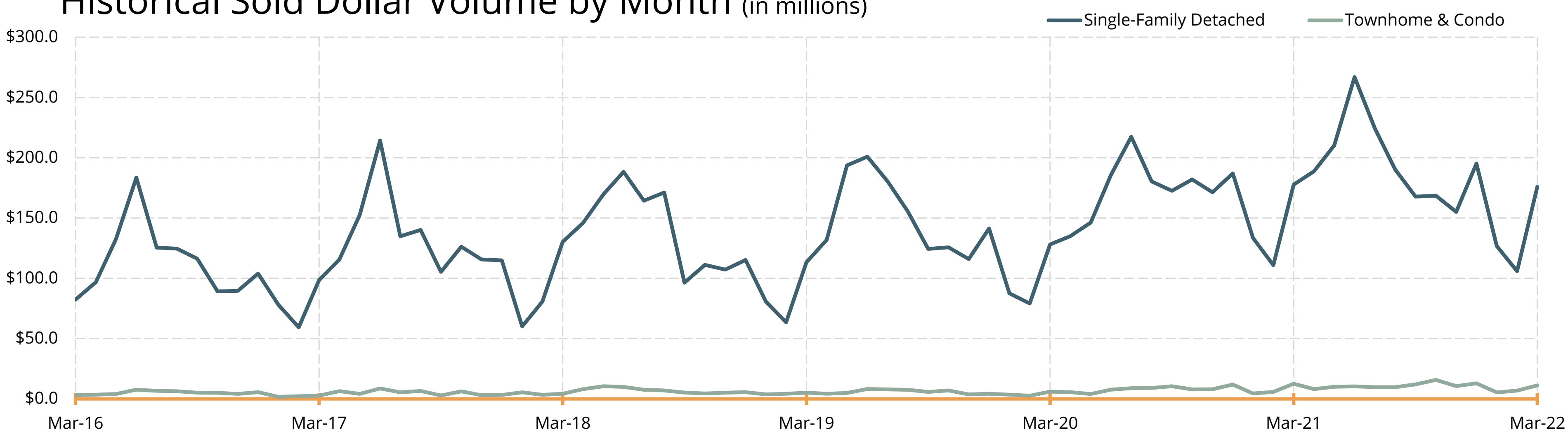


YTD



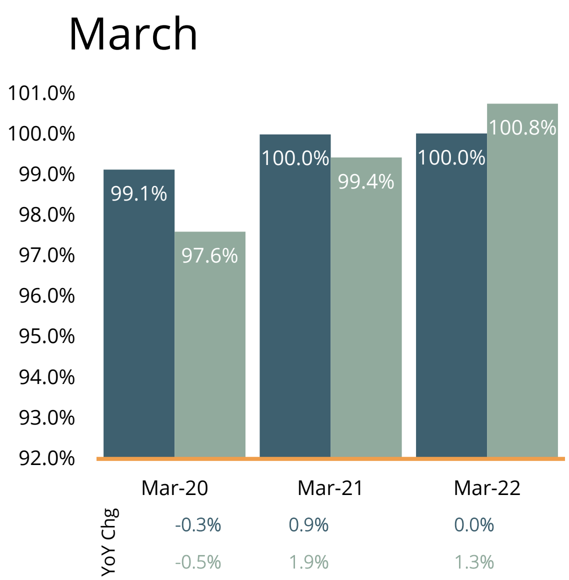
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-21	**$188.7**	39.8%	**$8.0**	45.1%
May-21	**$210.2**	43.7%	**$10.0**	155.8%
Jun-21	**$266.8**	43.7%	**$10.3**	35.1%
Jul-21	**$224.2**	3.1%	**$9.6**	9.4%
Aug-21	**$190.4**	5.6%	**$9.7**	7.2%
Sep-21	**$167.8**	-2.8%	**$11.9**	14.3%
Oct-21	**$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%
Feb-22	**$105.9**	-4.5%	**$6.8**	19.7%
Mar-22	**$175.8**	-1.1%	**$11.0**	-12.0%
12-month Avg	$181.3	8.8%	$10.1	27.5%

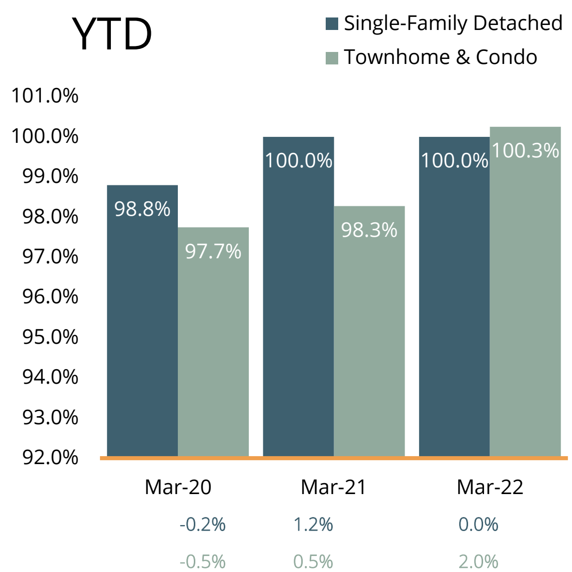
Historical Sold Dollar Volume by Month (in millions)



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

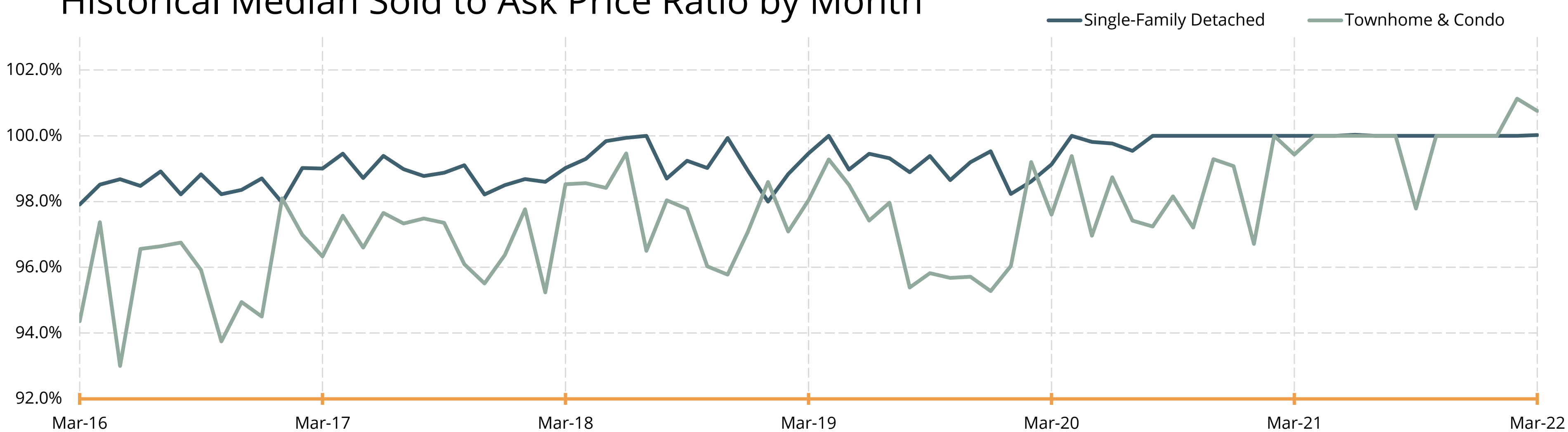
Median Sold to Ask Price Ratio





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-22	**100.0%**	0.0%	**101.1%**	1.1%
Mar-22	**100.0%**	0.0%	**100.8%**	1.3%
12-month Avg	100.0%	0.1%	100.0%	1.7%

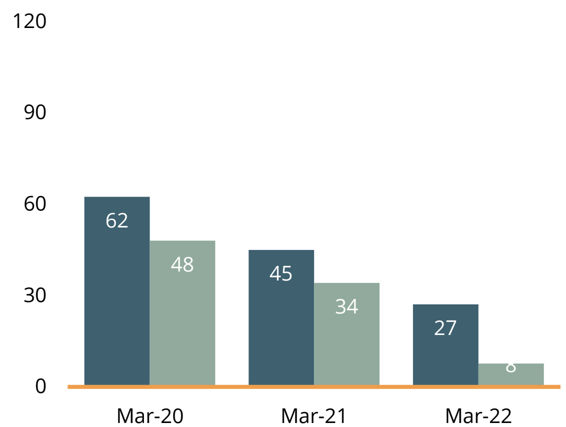
Historical Median Sold to Ask Price Ratio by Month



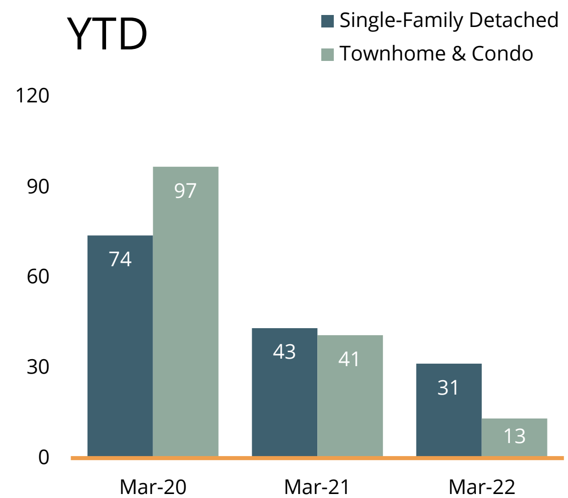
Source: Virginia REALTORS®, data accessed April 15, 2022

Average Days on Market

March



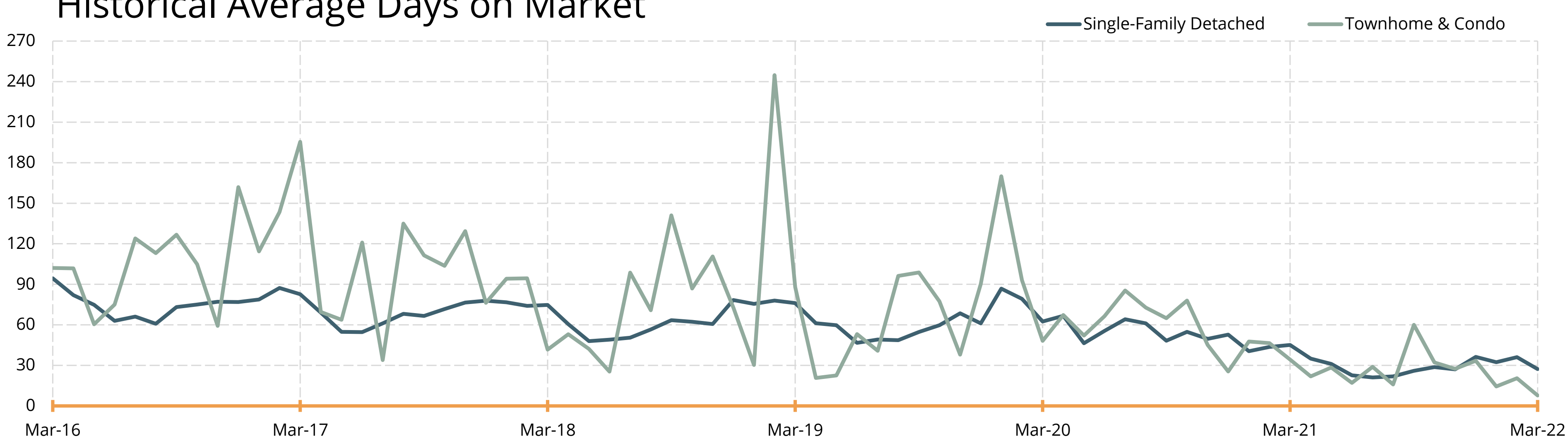
YTD



YoY Chg	Mar-20	Mar-21	Mar-22	Mar-20	Mar-21	Mar-22
	-17.9%	-27.8%	-39.7%	-3.3%	-41.6%	-27.4%
	-45.3%	-28.9%	-77.4%	-12.4%	-57.8%	-67.7%

Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-22	**36**	-17.3%	**20**	-56.0%
Mar-22	**27**	-39.7%	**8**	-77.4%
12-month Avg	29	-45.1%	26	-55.2%

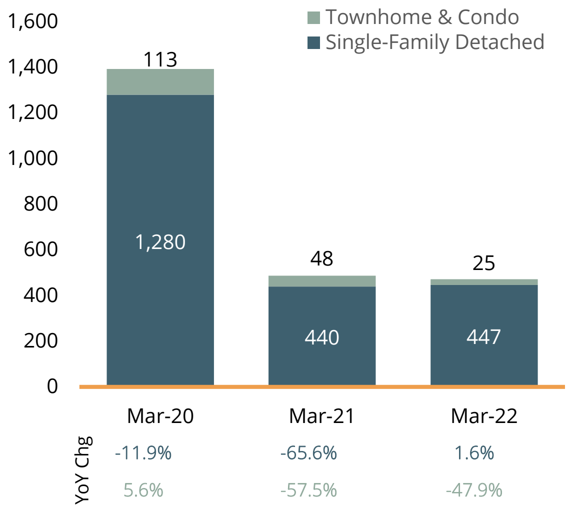
Historical Average Days on Market



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

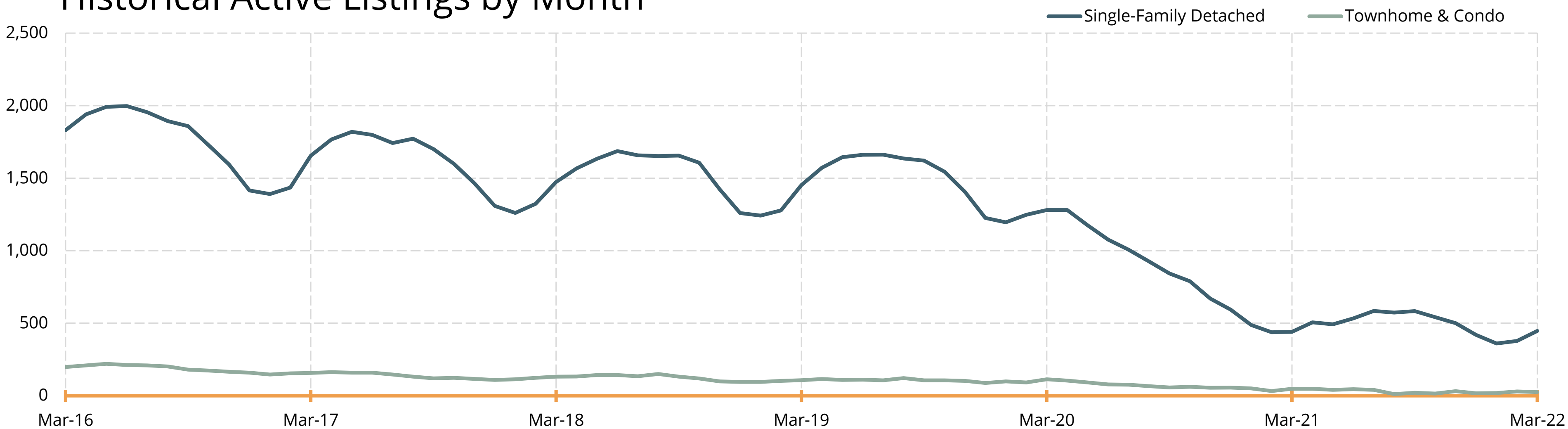
Active Listings

March



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Feb-22	**377**	-13.9%	**29**	-9.4%
Mar-22	**447**	1.6%	**25**	-47.9%
12-month Avg	493	-39.2%	28	-56.1%

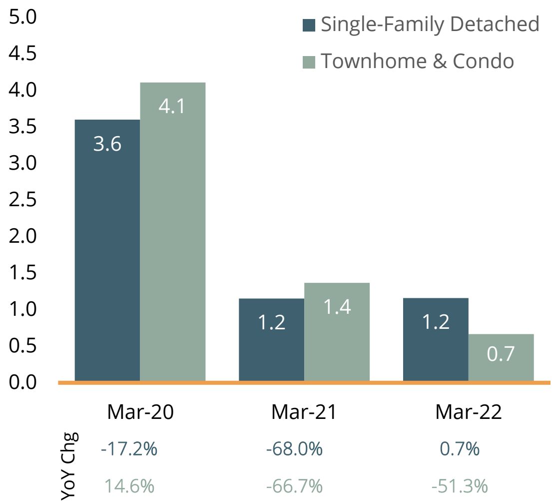
Historical Active Listings by Month



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

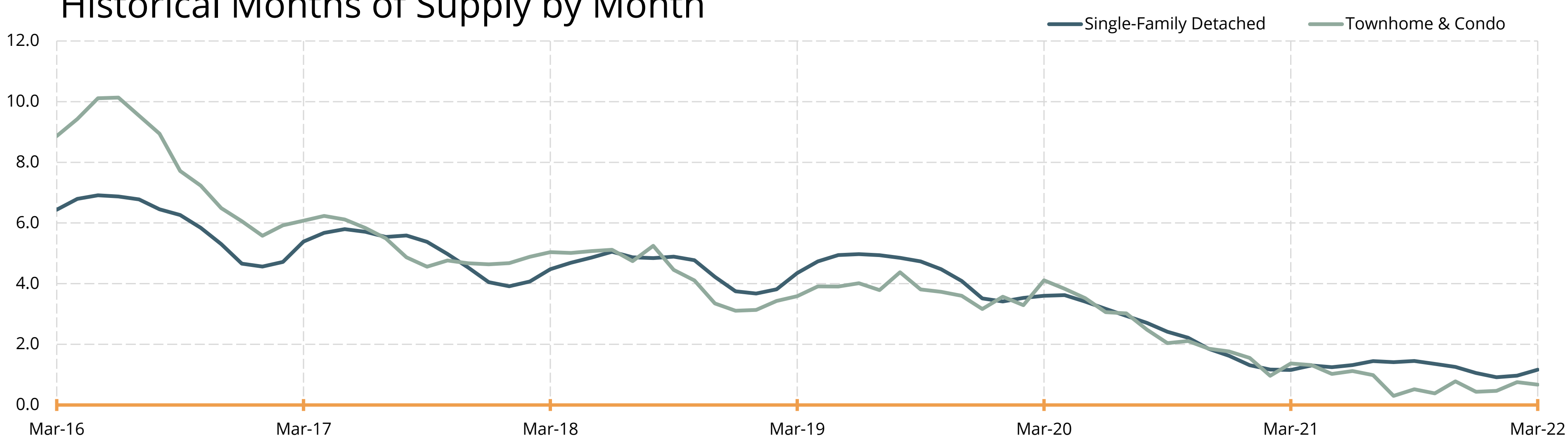
Months of Supply

March



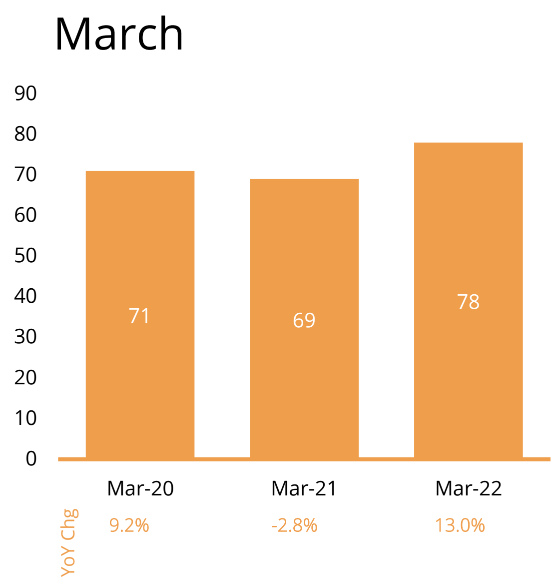
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-21	**1.3**	-64.1%	**1.3**	-65.7%
May-21	**1.2**	-63.5%	**1.0**	-70.9%
Jun-21	**1.3**	-58.5%	**1.1**	-63.4%
Jul-21	**1.4**	-50.7%	**1.0**	-67.5%
Aug-21	**1.4**	-48.0%	**0.3**	-87.8%
Sep-21	**1.4**	-39.9%	**0.5**	-74.7%
Oct-21	**1.4**	-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%
Feb-22	**1.0**	-17.1%	**0.8**	-21.7%
Mar-22	**1.2**	0.7%	**0.7**	-51.3%
12-month Avg	1.2	-46.1%	0.7	-68.3%

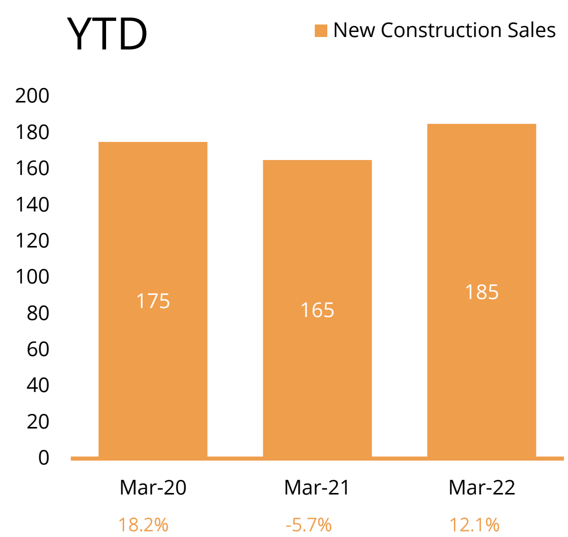
Historical Months of Supply by Month



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

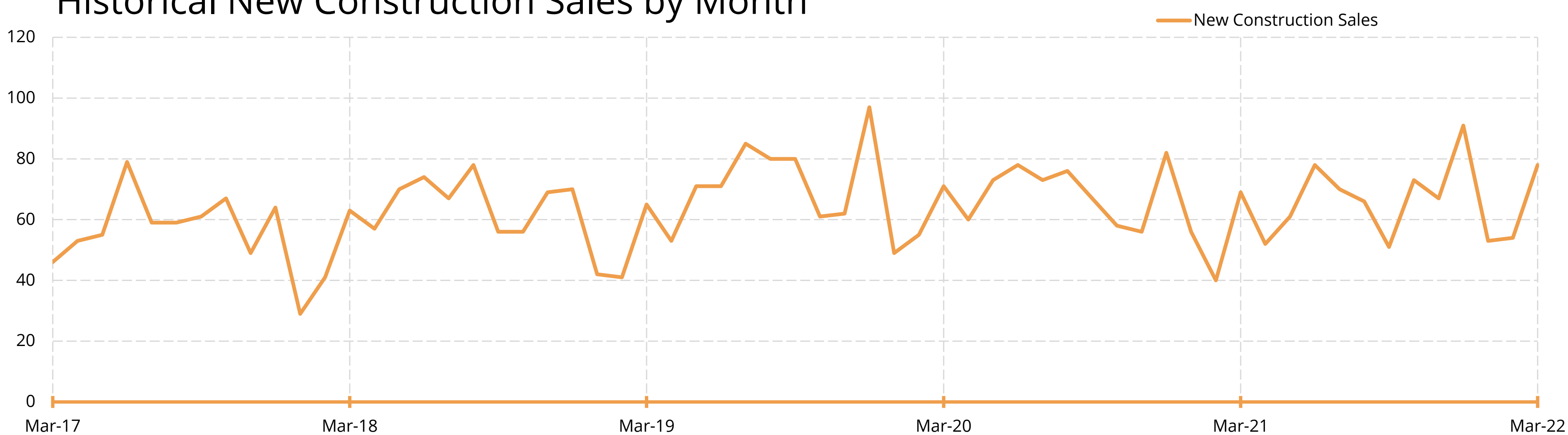
New Construction Sales





Month	New Construction Sales	YoY Chg
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%
Feb-22	**54**	35.0%
Mar-22	**78**	13.0%
12-month Avg	66	0.8%

Historical New Construction Sales by Month



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

Area Overview - Total Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg
Albemarle County	326	**255**	-21.8%	183	**147**	-19.7%	$417,500	**$465,501**	11.5%	251	**173**	-31.1%	1.5	**1.0**	-34.4%
Charlottesville	100	**74**	-26.0%	51	**47**	-7.8%	$415,000	**$520,000**	25.3%	60	**36**	-40.0%	1.3	**0.7**	-47.7%
Fluvanna County	57	**78**	36.8%	69	**50**	-27.5%	$265,000	**$335,000**	26.4%	16	**72**	350.0%	0.3	**1.4**	373.9%
Greene County	41	**62**	51.2%	22	**24**	9.1%	$313,500	**$330,000**	5.3%	32	**54**	68.8%	1.1	**2.0**	71.3%
Louisa County	112	**130**	16.1%	80	**63**	-21.3%	$281,841	**$359,000**	27.4%	68	**99**	45.6%	0.9	**1.3**	46.7%
Nelson County	50	**51**	2.0%	51	**44**	-13.7%	$308,000	**$402,829**	30.8%	61	**38**	-37.7%	1.3	**0.9**	-28.5%

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

Area Overview - Total Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg
Albemarle County	728	**559**	-23.2%	421	**339**	-19.5%	$428,700	**$476,750**	11.2%	251	**173**	-31.1%
Charlottesville	186	**158**	-15.1%	114	**106**	-7.0%	$396,200	**$412,000**	4.0%	60	**36**	-40.0%
Fluvanna County	177	**173**	-2.3%	155	**116**	-25.2%	$270,000	**$335,263**	24.2%	16	**72**	350.0%
Greene County	87	**129**	48.3%	69	**67**	-2.9%	$312,000	**$335,000**	7.4%	32	**54**	68.8%
Louisa County	249	**273**	9.6%	186	**154**	-17.2%	$284,300	**$344,914**	21.3%	68	**99**	45.6%
Nelson County	127	**135**	6.3%	120	**106**	-11.7%	$306,500	**$361,250**	17.9%	61	**38**	-37.7%

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

Area Overview - Single Family Detached Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg
Albemarle County	281	**228**	-18.9%	165	**129**	-21.8%	$431,000	**$512,750**	19.0%	234	**164**	-29.9%	1.5	**1.0**	-32.2%
Charlottesville	84	**67**	-20.2%	42	**45**	7.1%	$421,250	**$520,000**	23.4%	45	**32**	-28.9%	1.1	**0.7**	-38.6%
Fluvanna County	57	**77**	35.1%	69	**50**	-27.5%	$265,000	**$335,000**	26.4%	16	**72**	350.0%	0.3	**1.4**	371.6%
Greene County	41	**62**	51.2%	22	**24**	9.1%	$313,500	**$330,000**	5.3%	32	**54**	68.8%	1.1	**2.0**	71.3%
Louisa County	112	**129**	15.2%	79	**63**	-20.3%	$281,030	**$359,000**	27.7%	68	**98**	44.1%	0.9	**1.3**	44.1%
Nelson County	27	**29**	7.4%	31	**28**	-9.7%	$400,000	**$439,500**	9.9%	45	**27**	-40.0%	1.4	**1.0**	-28.0%

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

Area Overview - Single Family Detached Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg
Albemarle County	652	**500**	-23.3%	382	**307**	-19.6%	$439,016	**$512,983**	16.8%	234	**164**	-29.9%
Charlottesville	157	**144**	-8.3%	99	**96**	-3.0%	$415,000	**$440,000**	6.0%	45	**32**	-28.9%
Fluvanna County	177	**172**	-2.8%	155	**116**	-25.2%	$270,000	**$335,263**	24.2%	16	**72**	350.0%
Greene County	87	**129**	48.3%	69	**67**	-2.9%	$312,000	**$335,000**	7.4%	32	**54**	68.8%
Louisa County	248	**272**	9.7%	183	**154**	-15.8%	$282,651	**$344,914**	22.0%	68	**98**	44.1%
Nelson County	78	**74**	-5.1%	78	**69**	-11.5%	$395,000	**$425,000**	7.6%	45	**27**	-40.0%

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

Area Overview - Townhome & Condo Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg
Albemarle County	45	**27**	-40.0%	18	**18**	0.0%	$176,860	**$300,115**	69.7%	17	**9**	-47.1%	1.3	**0.6**	-58.0%
Charlottesville	16	**7**	-56.3%	9	**2**	-77.8%	$255,000	**$357,000**	40.0%	15	**4**	-73.3%	2.2	**0.5**	-75.5%
Fluvanna County	0	**1**	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	0	**1**	n/a	1	**0**	-100.0%	$412,000	**$0**	-100.0%	0	**1**	n/a	0.0	**6.0**	n/a
Nelson County	23	**22**	-4.3%	20	**16**	-20.0%	$137,500	**$282,500**	105.5%	16	**11**	-31.3%	1.1	**0.8**	-28.0%

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

Area Overview - Townhome & Condo Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg	Mar-21	Mar-22	% chg
Albemarle County	76	**59**	-22.4%	39	**32**	-17.9%	$173,000	**$268,250**	55.1%	17	**9**	-47.1%
Charlottesville	29	**14**	-51.7%	15	**10**	-33.3%	$250,000	**$296,250**	18.5%	15	**4**	-73.3%
Fluvanna County	0	**1**	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	**1**	0.0%	3	**0**	-100.0%	$412,000	**$0**	-100.0%	0	**1**	n/a
Nelson County	49	**61**	24.5%	42	**37**	-11.9%	$145,000	**$253,000**	74.5%	16	**11**	-31.3%

Source: Virginia REALTORS®, data accessed April 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.

All inquiries regarding this report may be directed to:

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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.