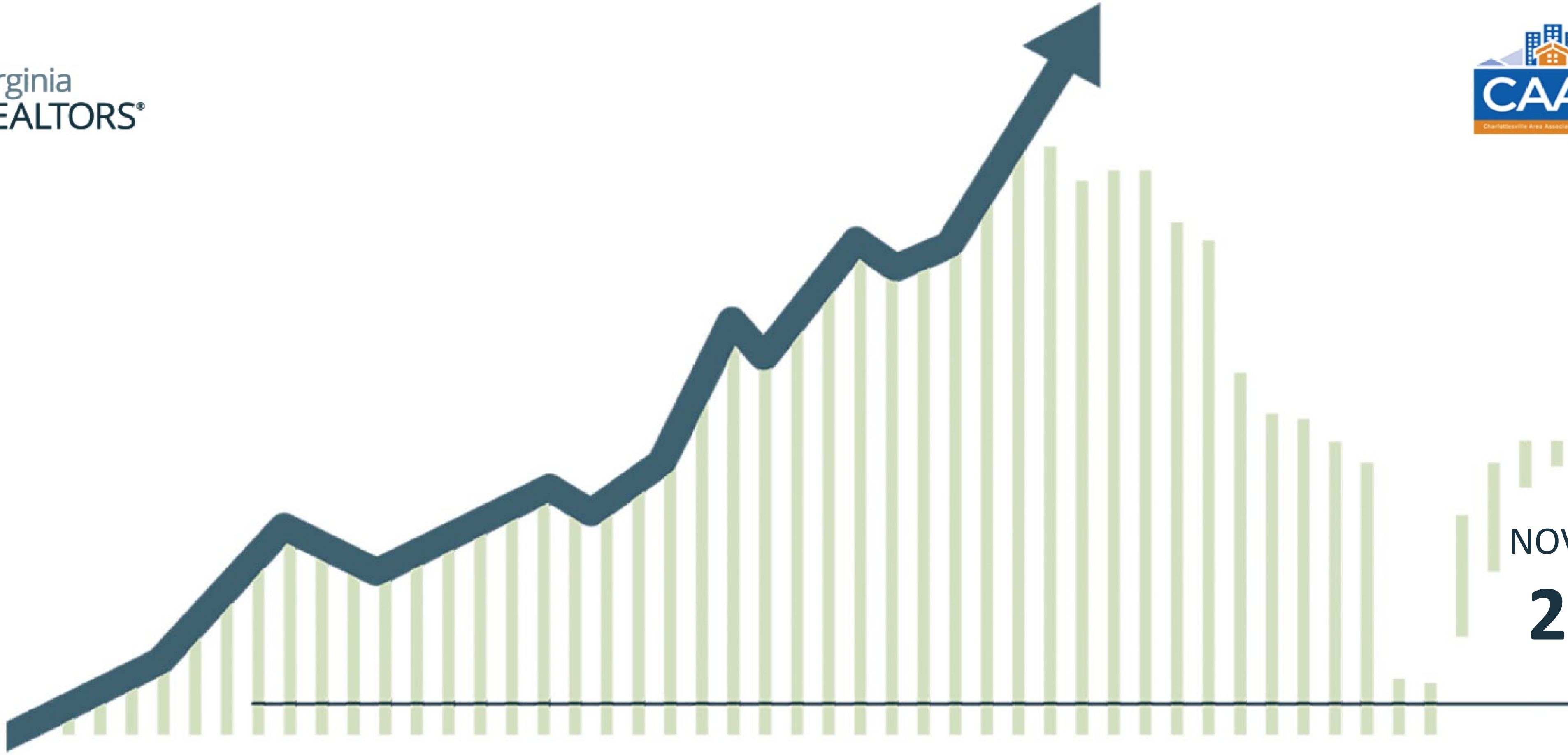


NOVEMBER

2022

CAAR CHARLOTTESVILLE AREA

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY

VIRGINIA REALTORS®

CAAR Market Indicators Report

Key Market Trends: **November 2022**

- **Sales continued to trend down in the CAAR area in November.** There were 302 sales in the CAAR market in November, 75 fewer sales compared to the same time last year, which is a 19.9% drop. Louisa County had the largest drop in sales this month with 28 fewer sales than last November (-35.9%), followed by Greene County which had 17 fewer sales than last year (-53.1%). Albemarle County had 11 fewer sales than last November (-8.0%).
- **Pending sales continued to fall in the CAAR region.** There were 241 pending sales in the area in November, down 30.3% or 105 fewer sales than a year ago. Albemarle County had 48 fewer pending sales, a 33.8% decrease and Greene County had 18 fewer pending sales than last November (-52.9%). The decrease in pending sales across all the local markets reflects how widespread the cool down is in the region.
- **Despite declining sales, home prices have continued to grow in the CAAR market.** In November, the median sales price was $399,945, up 9.6% from a year ago, a gain of $34,945. Nearly all local markets had climbing prices this month. The strongest price growth took place in Greene County, where the median price jumped up $85,000 since last November (+27.9%) and Albemarle County with a median price increase of $39,000 from a year ago (+9.2%). The only county to see median home prices decrease was Nelson County with prices down by $109,000 or 27.6% compared to last year.
- **The number of active listings rose for the eight consecutive month in the region.** At the end of November, there were 804 active listings on the market in the CAAR footprint, 273 more listings than the previous year, representing a 51.4% increase. Most of the active listing growth was in Albemarle County with 91 additional listings (+44%) and Louisa County with 87 more active listings than last November (+76.3%).

December 15, 2022

INTEREST RATE TRACKER

30-YR Fixed 6.31 %

15-YR Fixed 5.54 %

CAAR Market Dashboard

YoY Chg	Nov-22	Indicator
▼ -19.9%	302	Sales
▼ -30.3%	241	Pending Sales
▼ -17.7%	317	New Listings
▲ 8.4%	$399,900	Median List Price
▲ 9.6%	$399,945	Median Sales Price
▲ 10.9%	$232	Median Price Per Square Foot
▼ -12.1%	$145.5	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 9.5%	30	Average Days on Market
▲ 51.4%	804	Active Listings
▲ 75.6%	2.1	Months of Supply
▲ 6.0%	71	New Construction Sales

Sources: Virginia REALTORS®, data accessed December 15, 2022, Freddie Mac

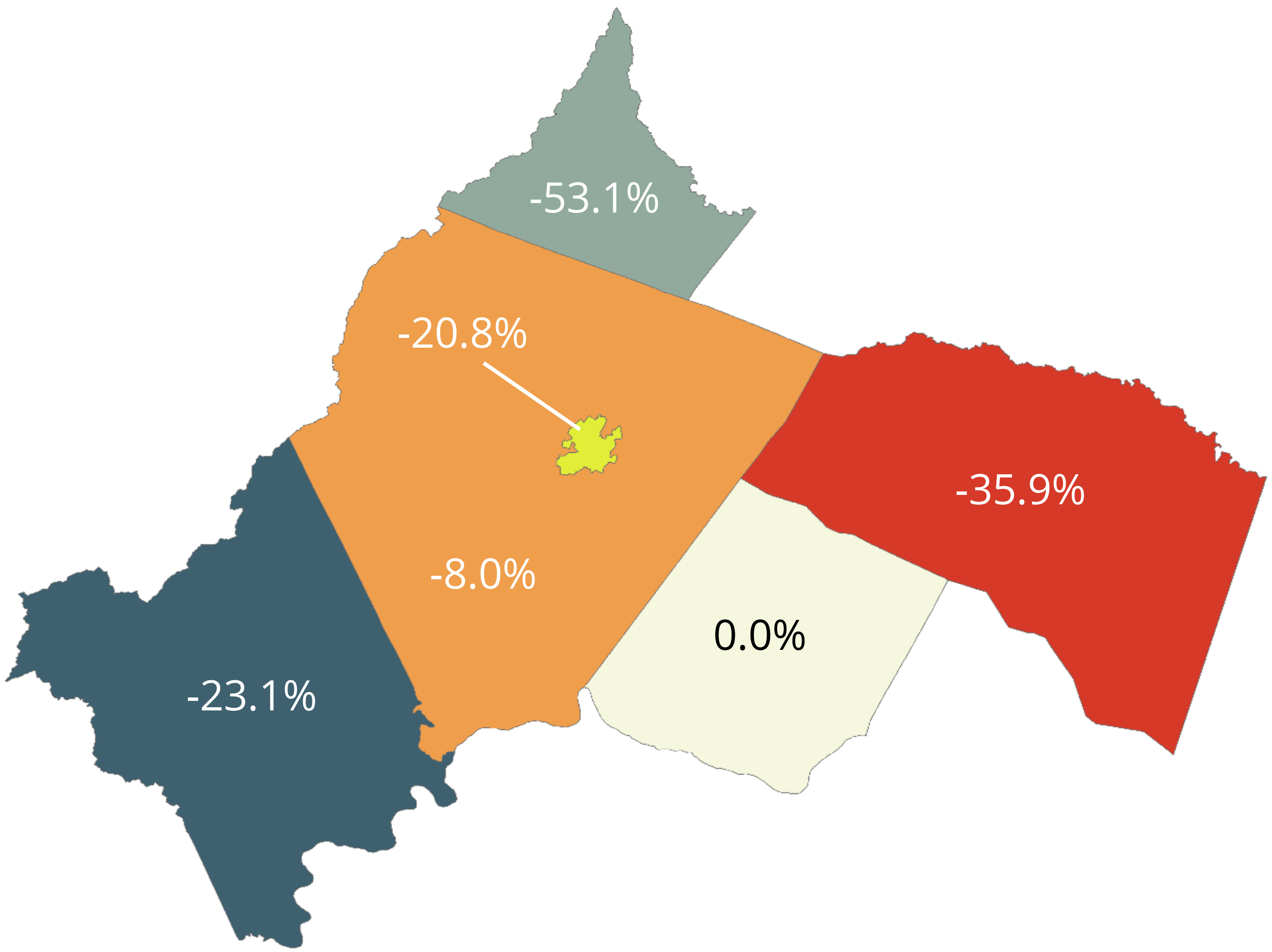
Report Index

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

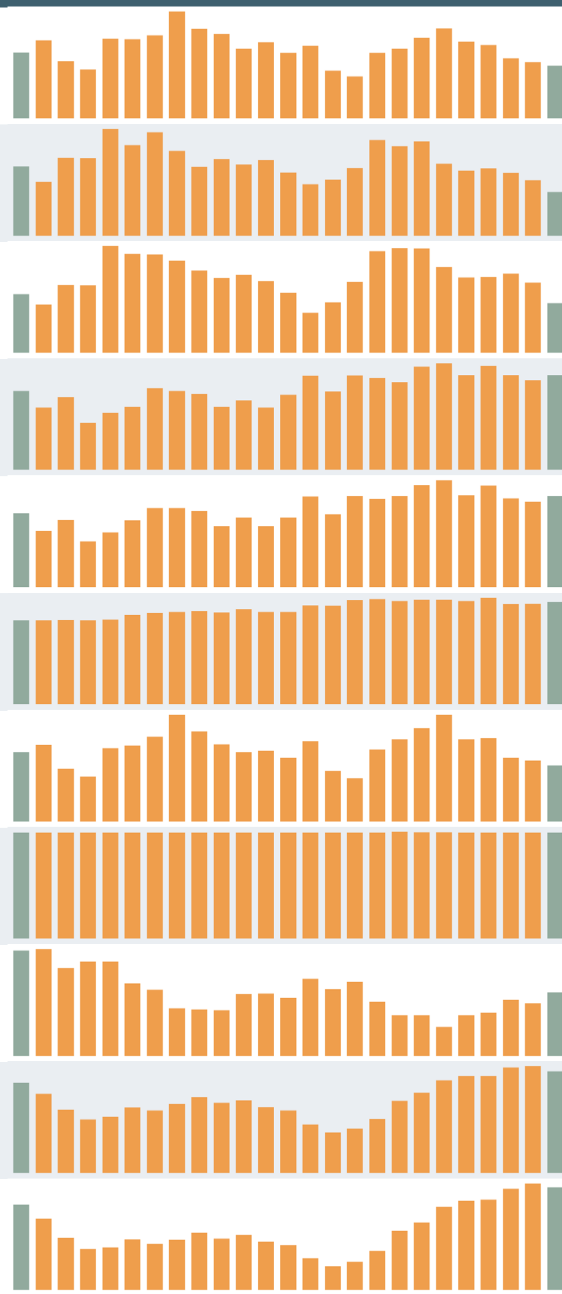


Total Sales			
Jurisdiction	Nov-21	Nov-22	% Chg
Albemarle County	137	126	-8.0%
Charlottesville	48	38	-20.8%
Fluvanna County	43	43	0.0%
Greene County	32	15	-53.1%
Louisa County	78	50	-35.9%
Nelson County	39	30	-23.1%
CAAR	**377**	**302**	**-19.9%**

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

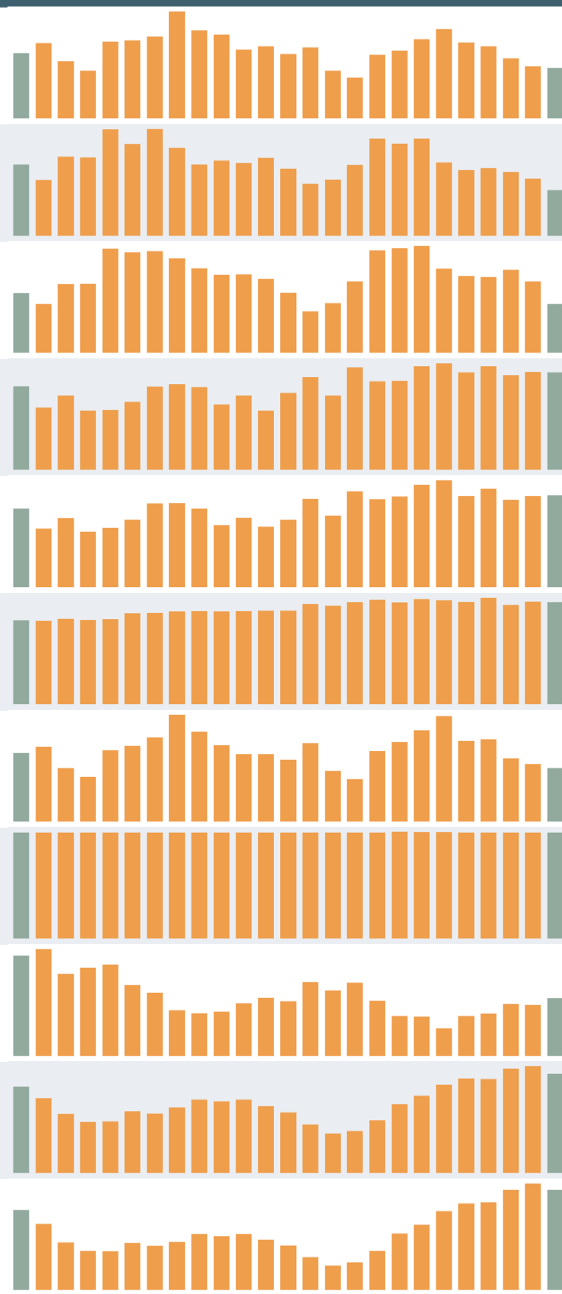
Total Market Overview

Key Metrics	2-year Trends Nov-20 … Nov-22	Nov-21	Nov-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		377	**302**	-19.9%	4,821	**4,099**	-15.0%
Pending Sales		346	**241**	-30.3%	4,914	**4,220**	-14.1%
New Listings		385	**317**	-17.7%	5,761	**5,557**	-3.5%
Median List Price		$369,000	**$399,900**	8.4%	$359,324	**$399,900**	11.3%
Median Sales Price		$365,000	**$399,945**	9.6%	$362,000	**$405,000**	11.9%
Median Price Per Square Foot		$210	**$232**	10.9%	$206	**$235**	14.5%
Sold Dollar Volume (in millions)		$165.6	**$145.5**	-12.1%	$2,102.2	**$2,060.0**	-2.0%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		27	**30**	9.5%	30	**22**	-25.5%
Active Listings		531	**804**	51.4%	n/a	**n/a**	n/a
Months of Supply		1.2	**2.1**	75.6%	n/a	**n/a**	n/a



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

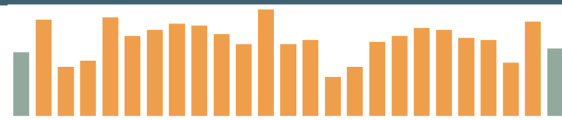
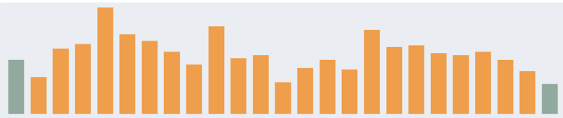
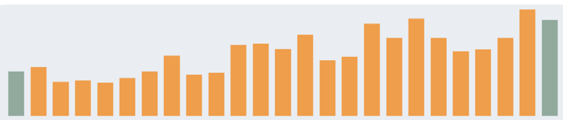
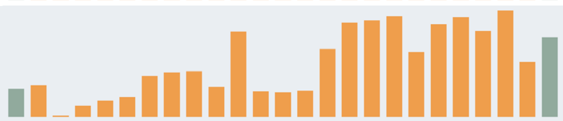
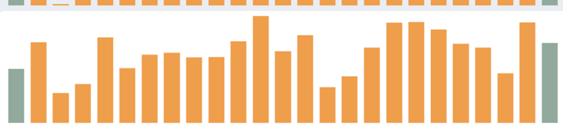
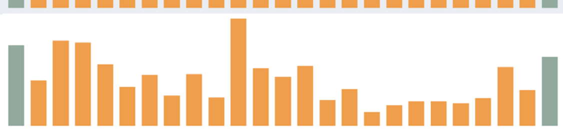
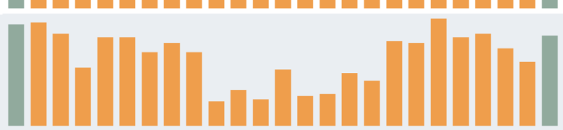
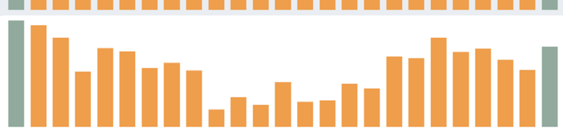
Single-Family Detached Market Overview



Key Metrics	2-year Trends (Nov-20 – Nov-22)	Nov-21	Nov-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		342	**269**	-21.3%	4,390	**3,716**	-15.4%
Pending Sales		326	**222**	-31.9%	4,449	**3,826**	-14.0%
New Listings		348	**282**	-19.0%	5,277	**5,059**	-4.1%
Median List Price		$379,450	**$414,440**	9.2%	$375,000	**$415,000**	10.7%
Median Sales Price		$369,950	**$412,929**	11.6%	$375,000	**$417,000**	11.2%
Median Price Per Square Foot		$213	**$232**	8.9%	$207	**$235**	13.8%
Sold Dollar Volume (in millions)		$155.1	**$133.8**	-13.8%	$1,993.8	**$1,937.4**	-2.8%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		27	**29**	5.6%	30	**23**	-23.6%
Active Listings		500	**755**	51.0%	n/a	**n/a**	n/a
Months of Supply		1.3	**2.2**	75.5%	n/a	**n/a**	n/a

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

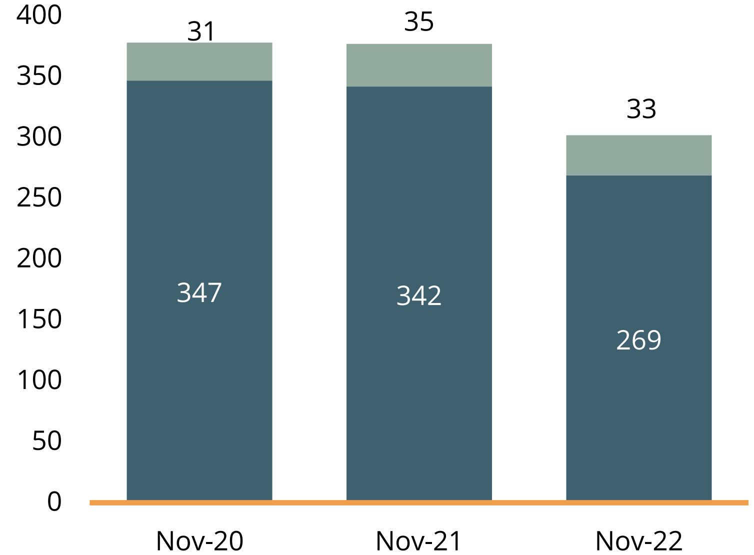
Townhome & Condo Market Overview

Key Metrics	2-year Trends Nov-20 — Nov-22	Nov-21	Nov-22	YoY Chg	2021 YTD	2022 YTD	YoY Chg
Sales		35	**33**	-5.7%	431	**383**	-11.1%
Pending Sales		20	**19**	-5.0%	465	**394**	-15.3%
New Listings		37	**35**	-5.4%	484	**498**	2.9%
Median List Price		$250,000	**$315,000**	26.0%	$199,975	**$272,250**	36.1%
Median Sales Price		$250,000	**$315,000**	26.0%	$205,000	**$271,450**	32.4%
Median Price Per Square Foot		$187	**$235**	25.2%	$195	**$239**	22.7%
Sold Dollar Volume (in millions)		$10.5	**$11.8**	11.8%	$108.3	**$122.6**	13.2%
Median Sold/Ask Price Ratio		100.0%	**100.0%**	0.0%	100.0%	**100.0%**	0.0%
Average Days on Market		27	**38**	40.2%	31	**18**	-43.5%
Active Listings		31	**49**	58.1%	n/a	**n/a**	n/a
Months of Supply		0.8	**1.4**	79.5%	n/a	**n/a**	n/a

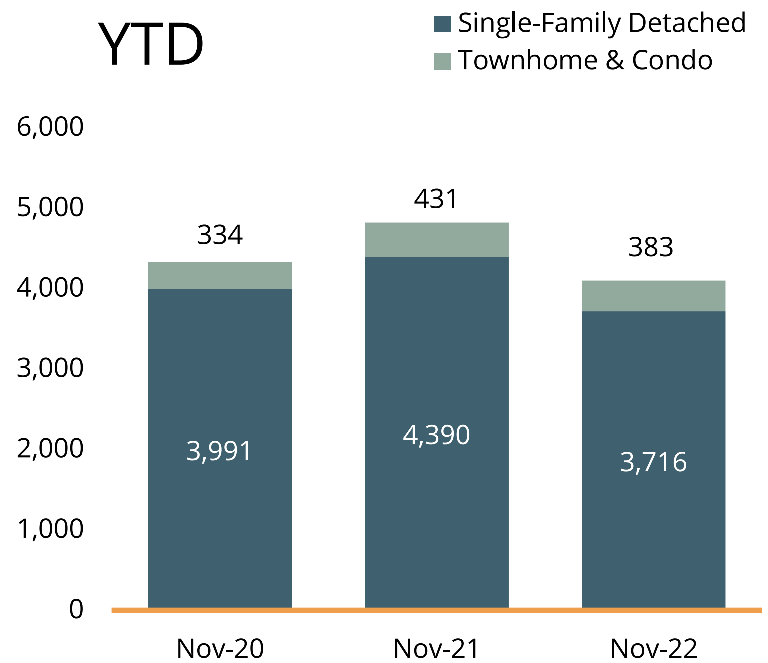
Source: Virginia REALTORS®, data accessed December 15, 2022

Sales

Nov



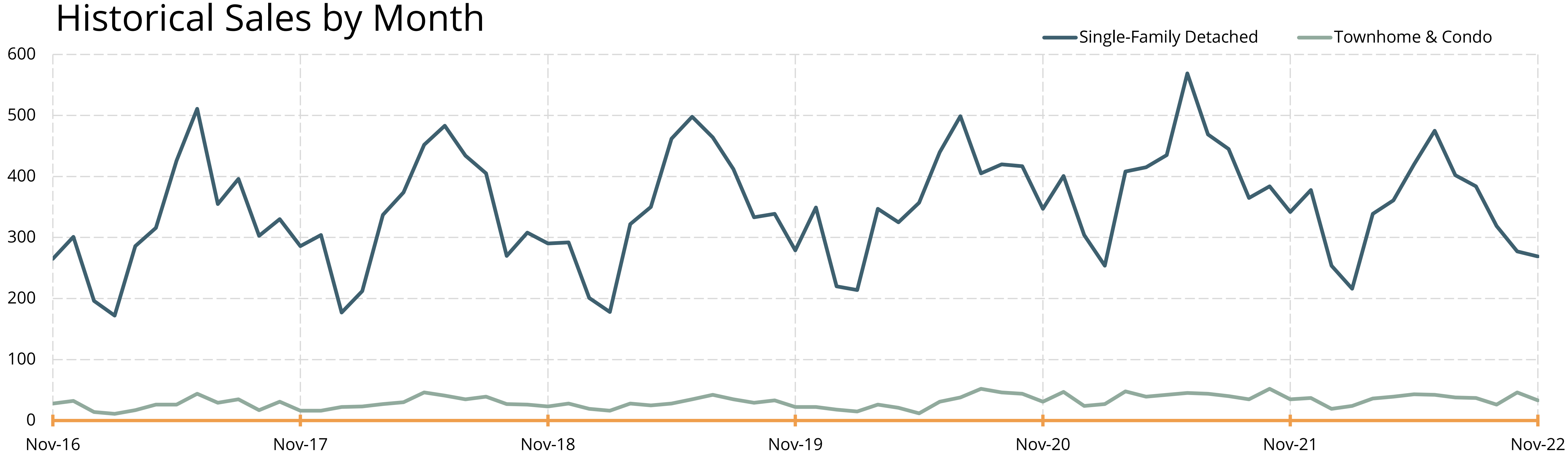
YTD



YoY Chg	Nov-20	Nov-21	Nov-22	Nov-20 (YTD)	Nov-21 (YTD)	Nov-22 (YTD)
Single-Family Detached	24.4%	-1.4%	-21.3%	4.0%	10.0%	-15.4%
Townhome & Condo	40.9%	12.9%	-5.7%	7.1%	29.0%	-11.1%

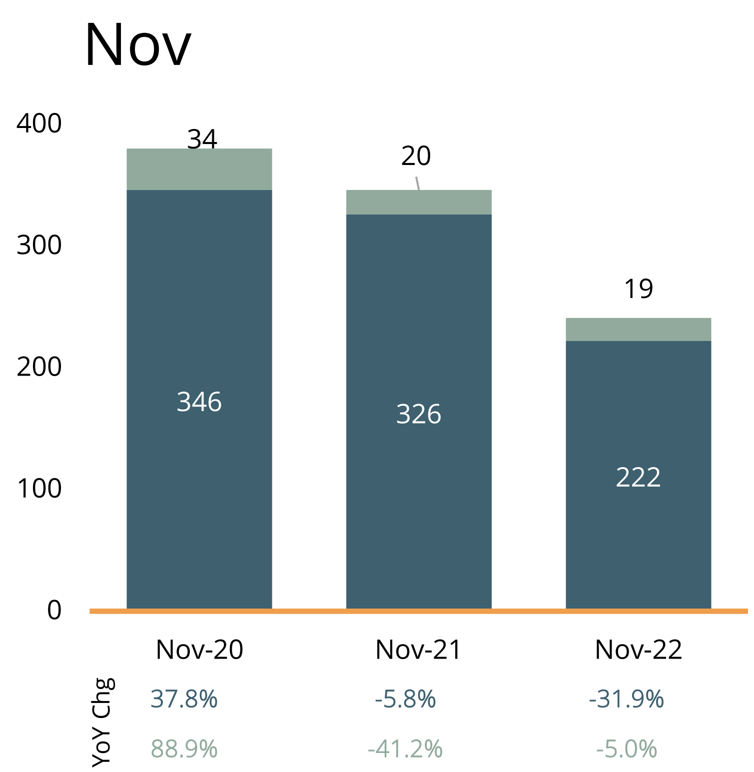
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Dec-21	**378**	-5.7%	**37**	-21.3%
Jan-22	**254**	-16.4%	**19**	-20.8%
Feb-22	**216**	-15.0%	**24**	-11.1%
Mar-22	**339**	-16.9%	**36**	-25.0%
Apr-22	**361**	-13.0%	**39**	0.0%
May-22	**420**	-3.4%	**43**	2.4%
Jun-22	**475**	-16.5%	**42**	-6.7%
Jul-22	**402**	-14.3%	**38**	-13.6%
Aug-22	**384**	-13.7%	**37**	-7.5%
Sep-22	**319**	-12.6%	**26**	-25.7%
Oct-22	**277**	-27.9%	**46**	-11.5%
Nov-22	**269**	-21.3%	**33**	-5.7%
12-month Avg	341	-14.5%	35	-12.1%

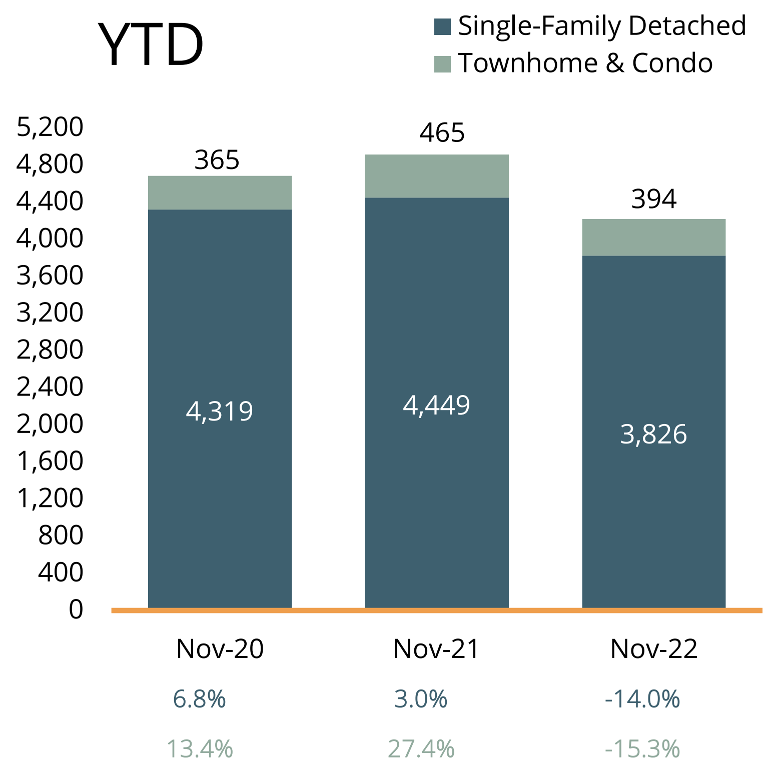
Historical Sales by Month



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

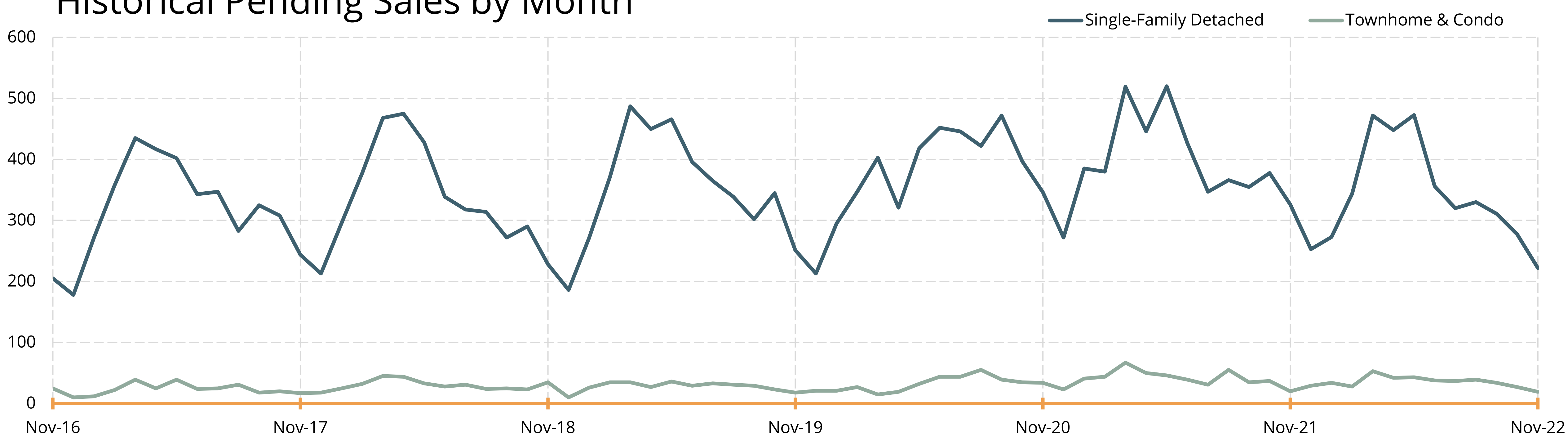
Pending Sales





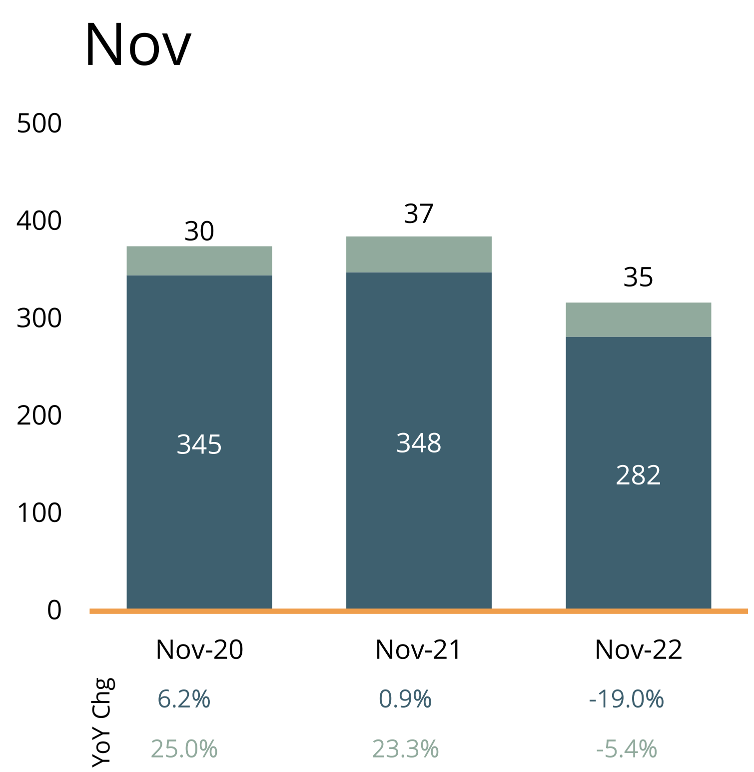
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Dec-21	**253**	-7.0%	**29**	26.1%
Jan-22	**273**	-29.1%	**34**	-17.1%
Feb-22	**344**	-9.5%	**28**	-36.4%
Mar-22	**472**	-9.1%	**53**	-20.9%
Apr-22	**448**	0.4%	**42**	-16.0%
May-22	**473**	-9.0%	**43**	-6.5%
Jun-22	**356**	-16.6%	**38**	-2.6%
Jul-22	**320**	-7.8%	**37**	19.4%
Aug-22	**330**	-9.8%	**39**	-29.1%
Sep-22	**311**	-12.4%	**34**	-2.9%
Oct-22	**277**	-26.7%	**27**	-27.0%
Nov-22	**222**	-31.9%	**19**	-5.0%
12-month Avg	340	-13.6%	35	-13.3%

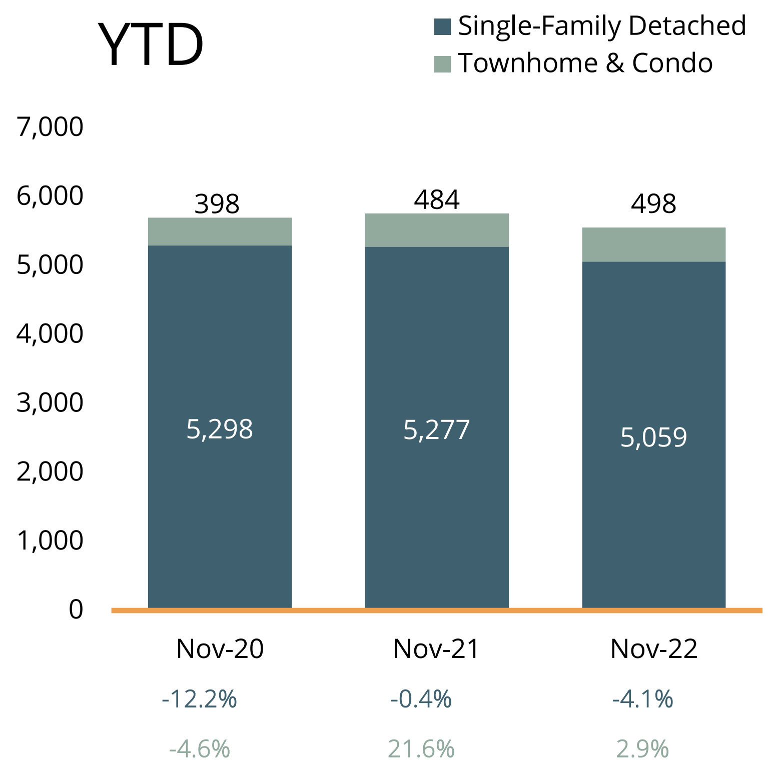
Historical Pending Sales by Month



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

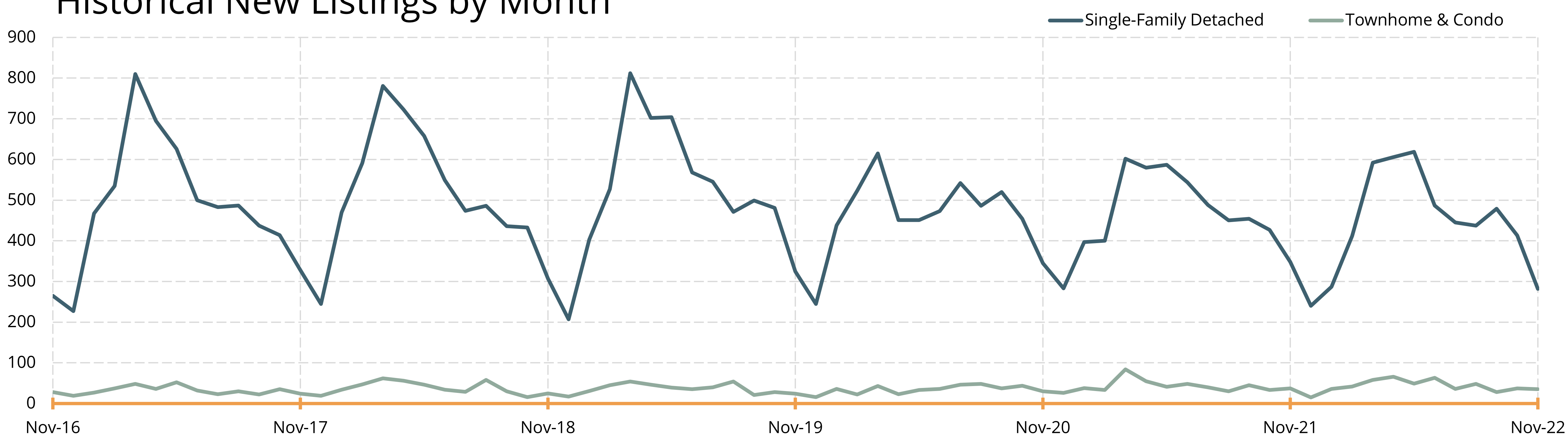
New Listings



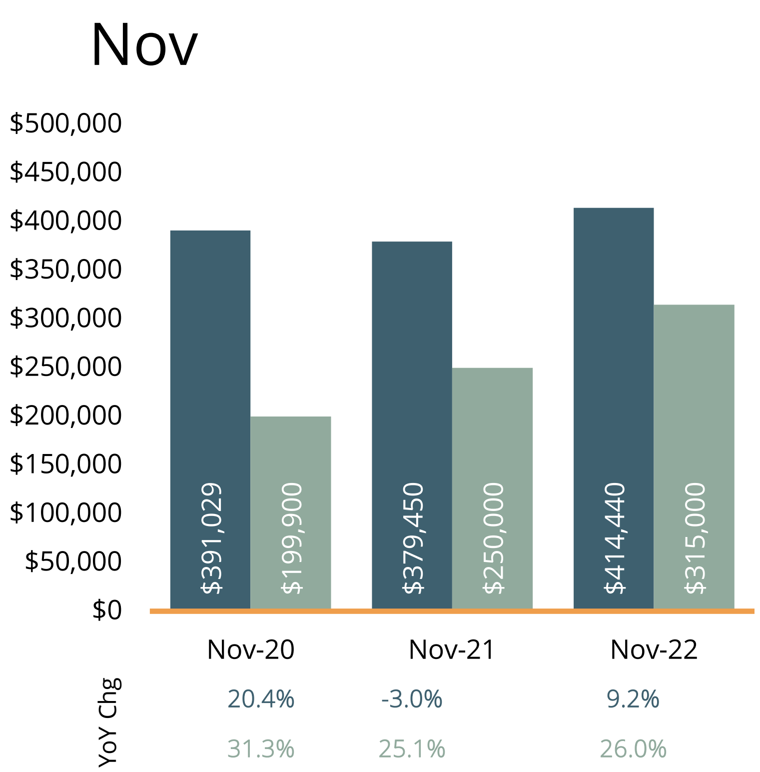


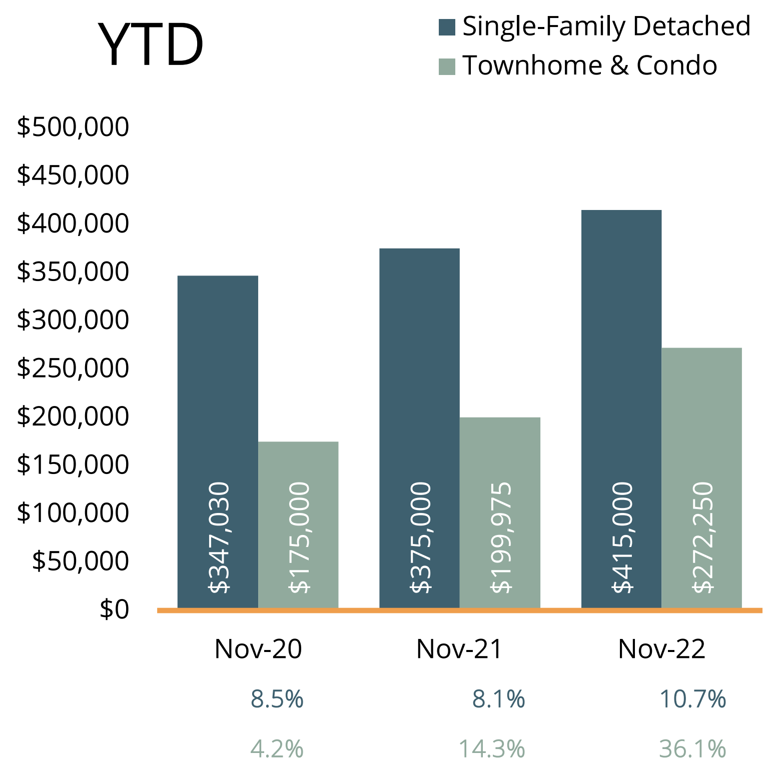
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Dec-21	**240**	-15.2%	**15**	-42.3%
Jan-22	**287**	-27.7%	**36**	-5.3%
Feb-22	**412**	3.0%	**42**	27.3%
Mar-22	**592**	-1.7%	**58**	-31.0%
Apr-22	**606**	4.5%	**66**	20.0%
May-22	**619**	5.5%	**49**	19.5%
Jun-22	**487**	-10.5%	**63**	31.3%
Jul-22	**445**	-8.8%	**36**	-10.0%
Aug-22	**437**	-2.9%	**48**	60.0%
Sep-22	**479**	5.5%	**28**	-37.8%
Oct-22	**413**	-3.3%	**37**	12.1%
Nov-22	**282**	-19.0%	**35**	-5.4%
12-month Avg	442	-4.7%	43	0.6%

Historical New Listings by Month



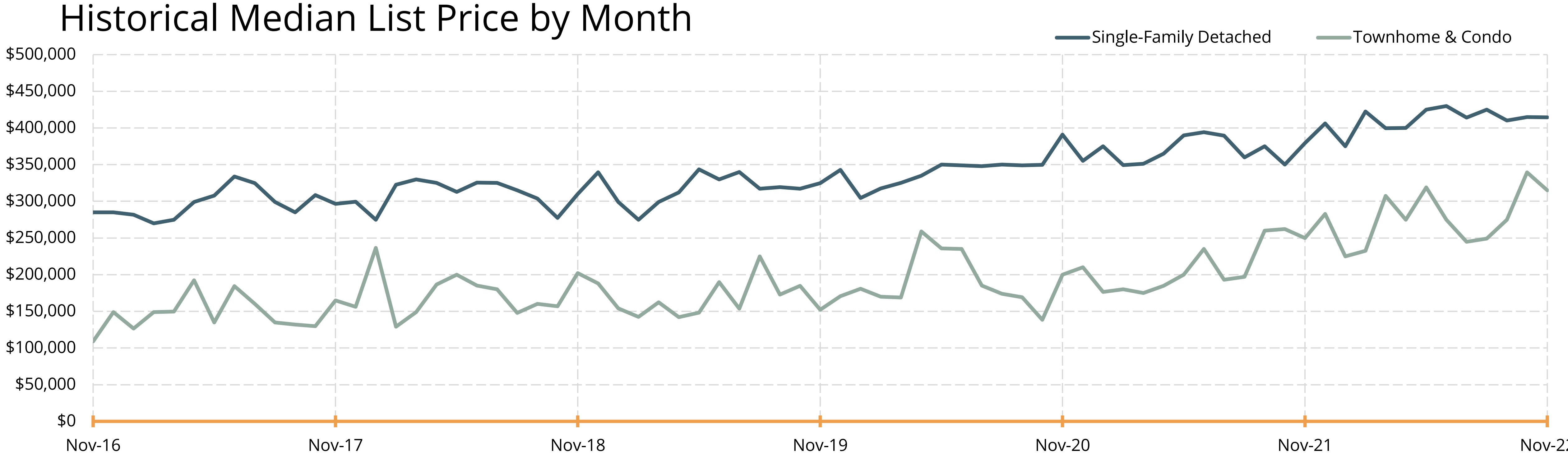
Median List Price





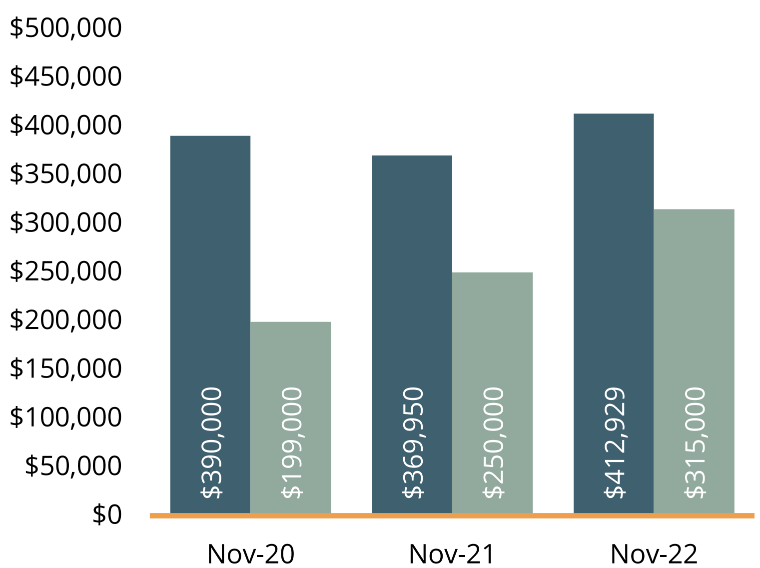
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Dec-21	**$406,293**	14.4%	**$282,668**	34.6%
Jan-22	**$375,000**	-0.1%	**$225,000**	27.5%
Feb-22	**$422,500**	20.9%	**$232,500**	29.2%
Mar-22	**$399,570**	13.8%	**$307,365**	75.6%
Apr-22	**$399,999**	9.6%	**$275,000**	48.7%
May-22	**$425,000**	9.0%	**$319,000**	59.6%
Jun-22	**$429,900**	9.0%	**$275,000**	17.0%
Jul-22	**$414,250**	6.4%	**$244,750**	26.8%
Aug-22	**$425,000**	18.1%	**$249,000**	26.4%
Sep-22	**$410,000**	9.3%	**$275,000**	5.8%
Oct-22	**$414,900**	18.5%	**$339,500**	29.5%
Nov-22	**$414,440**	9.2%	**$315,000**	26.0%
12-month Avg	$411,404	11.3%	$278,315	32.4%

Historical Median List Price by Month

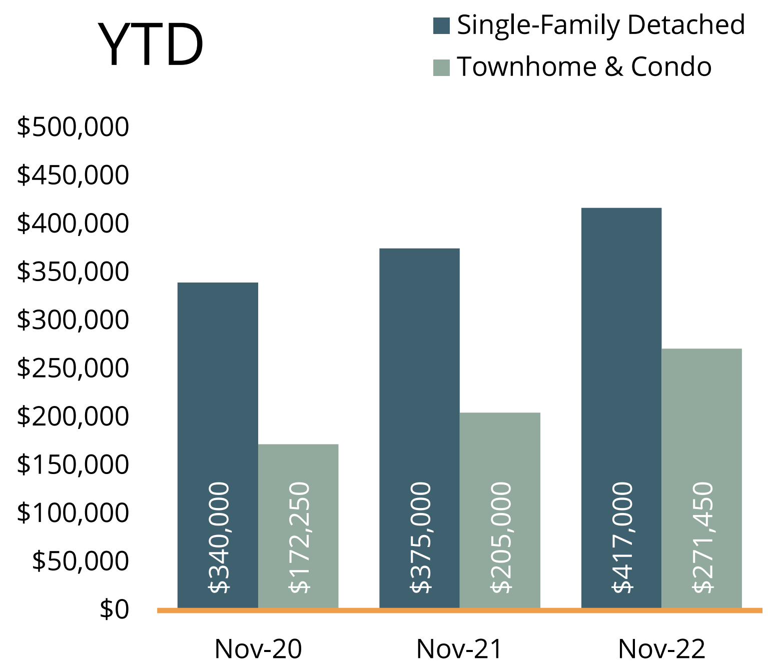


Median Sales Price

Nov



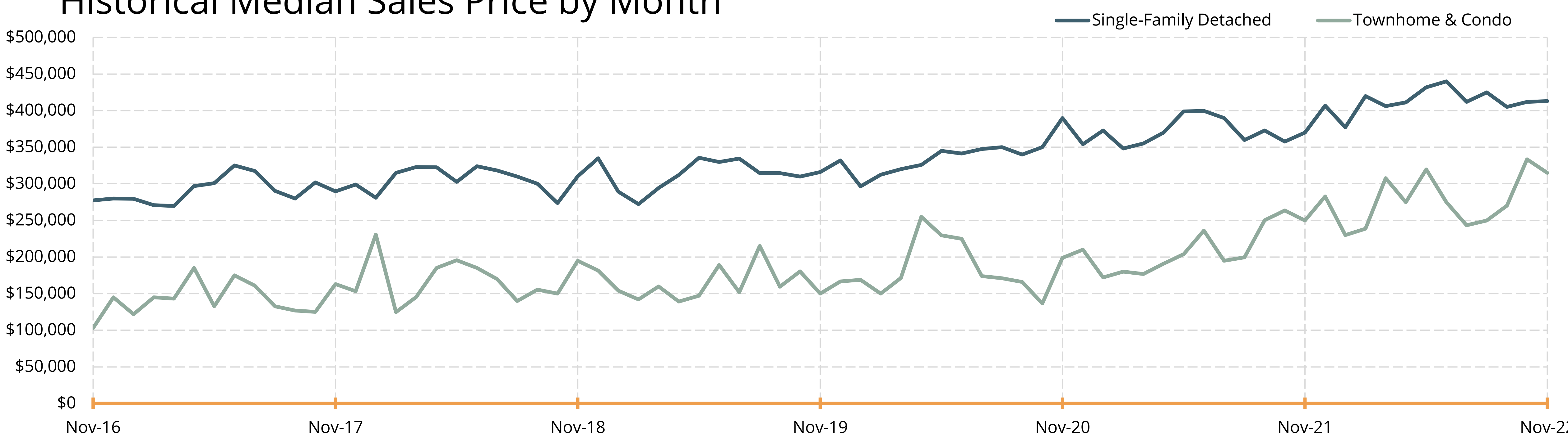
YTD



YoY Chg	Nov-20	Nov-21	Nov-22	Nov-20	Nov-21	Nov-22
	23.4%	-5.1%	11.6%	7.9%	10.3%	11.2%
	32.7%	25.6%	26.0%	7.5%	19.0%	32.4%

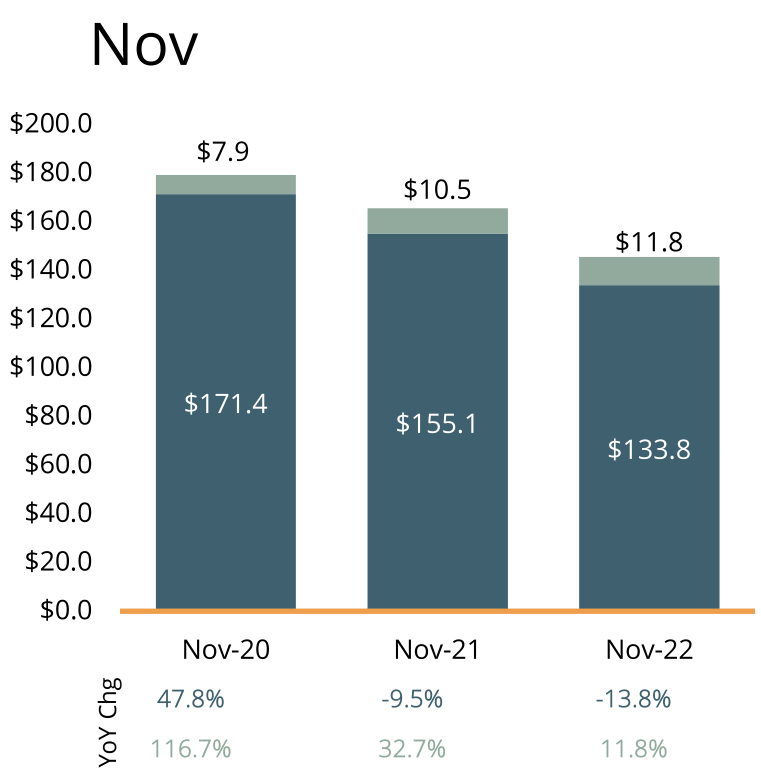
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Dec-21	**$406,793**	14.9%	**$282,668**	34.6%
Jan-22	**$377,155**	1.1%	**$230,000**	33.7%
Feb-22	**$420,000**	20.5%	**$238,500**	32.6%
Mar-22	**$406,235**	14.4%	**$307,615**	73.9%
Apr-22	**$411,275**	11.2%	**$275,000**	44.0%
May-22	**$431,750**	8.2%	**$319,571**	56.7%
Jun-22	**$440,000**	10.1%	**$274,900**	16.5%
Jul-22	**$412,025**	5.6%	**$243,500**	24.9%
Aug-22	**$425,000**	18.1%	**$250,000**	25.3%
Sep-22	**$405,000**	8.6%	**$270,000**	7.9%
Oct-22	**$412,000**	15.2%	**$333,500**	26.6%
Nov-22	**$412,929**	11.6%	**$315,000**	26.0%
12-month Avg	$413,347	11.5%	$278,355	32.1%

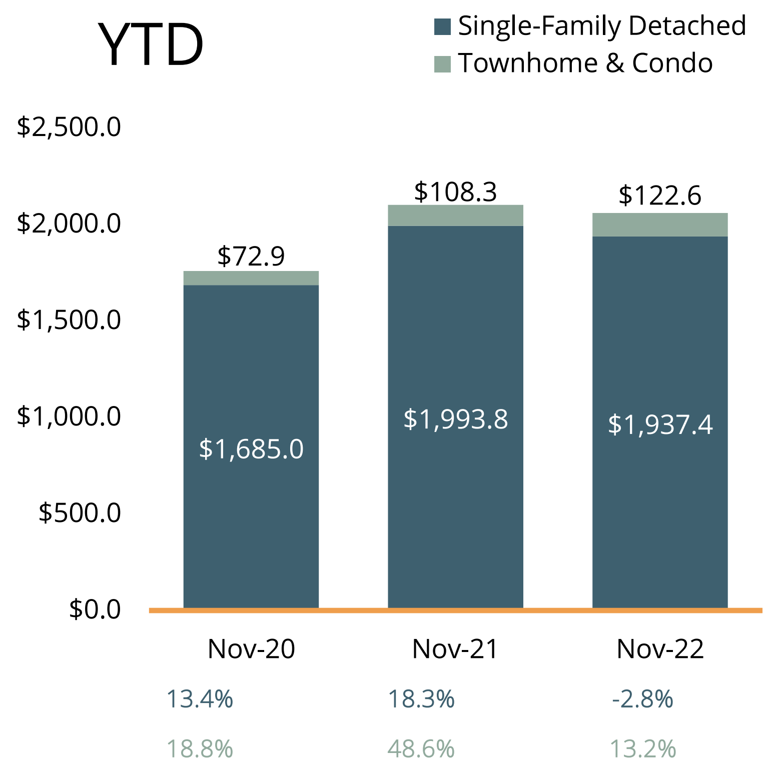
Historical Median Sales Price by Month



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

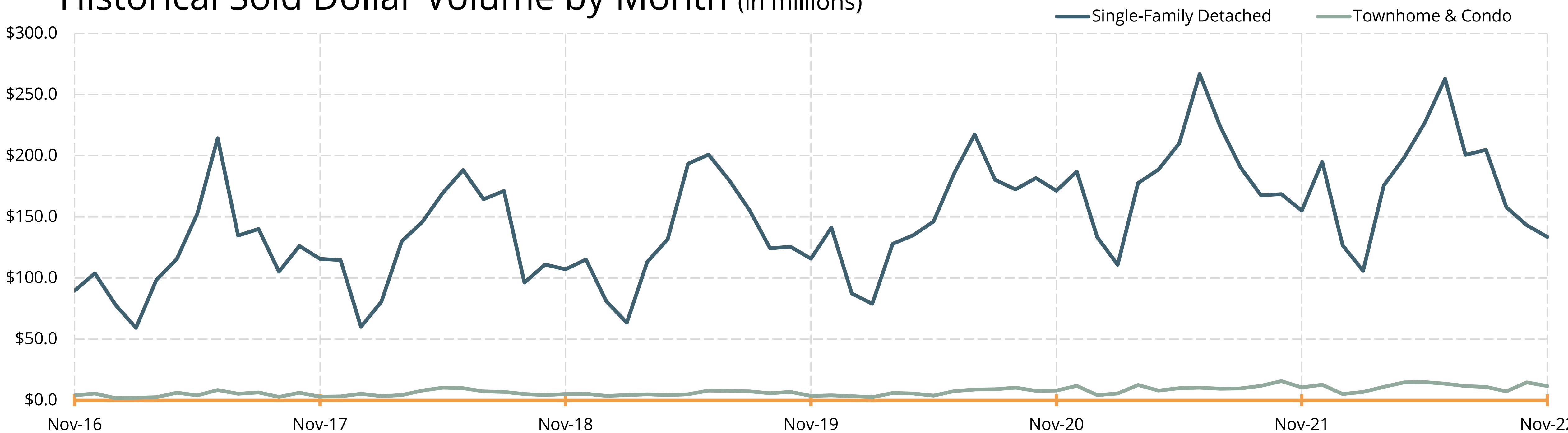
Sold Dollar Volume (in millions)





Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Apr-22	**$198.6**	5.3%	**$14.7**	82.7%
May-22	**$226.8**	7.9%	**$14.8**	47.9%
Jun-22	**$263.0**	-1.4%	**$13.7**	33.1%
Jul-22	**$200.8**	-10.5%	**$11.6**	20.8%
Aug-22	**$204.9**	7.6%	**$11.1**	14.4%
Sep-22	**$157.9**	-5.9%	**$7.3**	-39.2%
Oct-22	**$143.2**	-15.1%	**$14.8**	-6.0%
Nov-22	**$133.8**	-13.8%	**$11.8**	11.8%
12-month Avg	$177.7	-2.2%	$11.3	12.8%

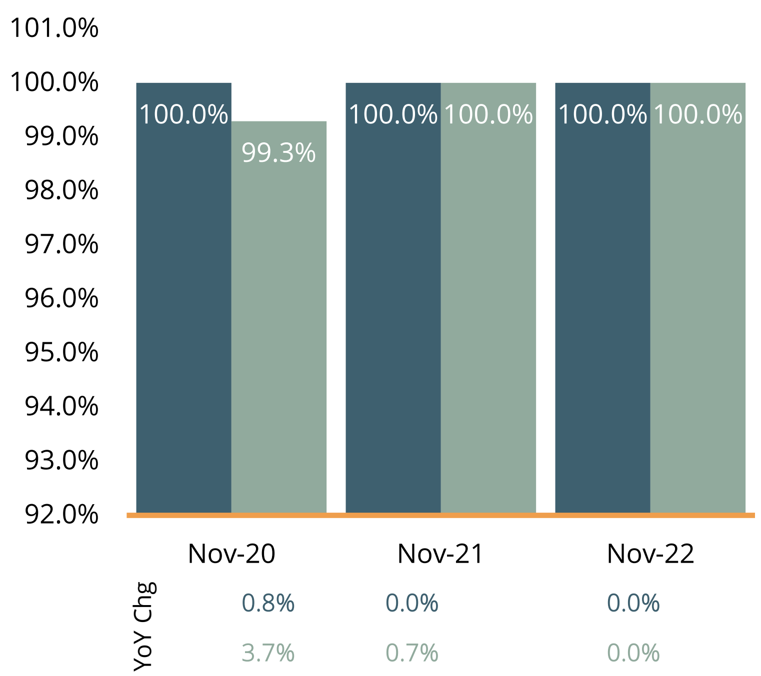
Historical Sold Dollar Volume by Month (in millions)



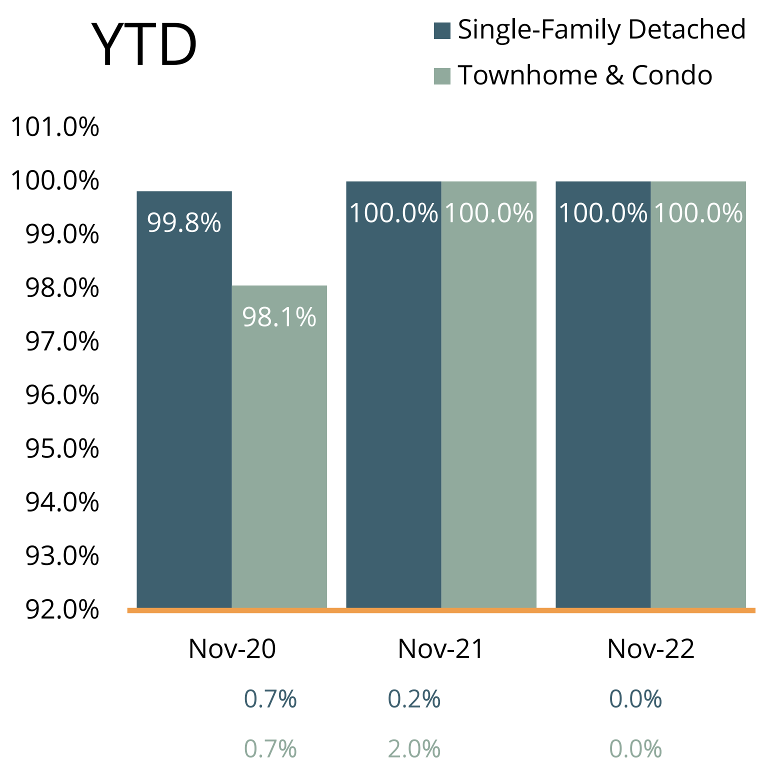
Source: Virginia REALTORS®, data accessed December 15, 2022

Median Sold to Ask Price Ratio

Nov

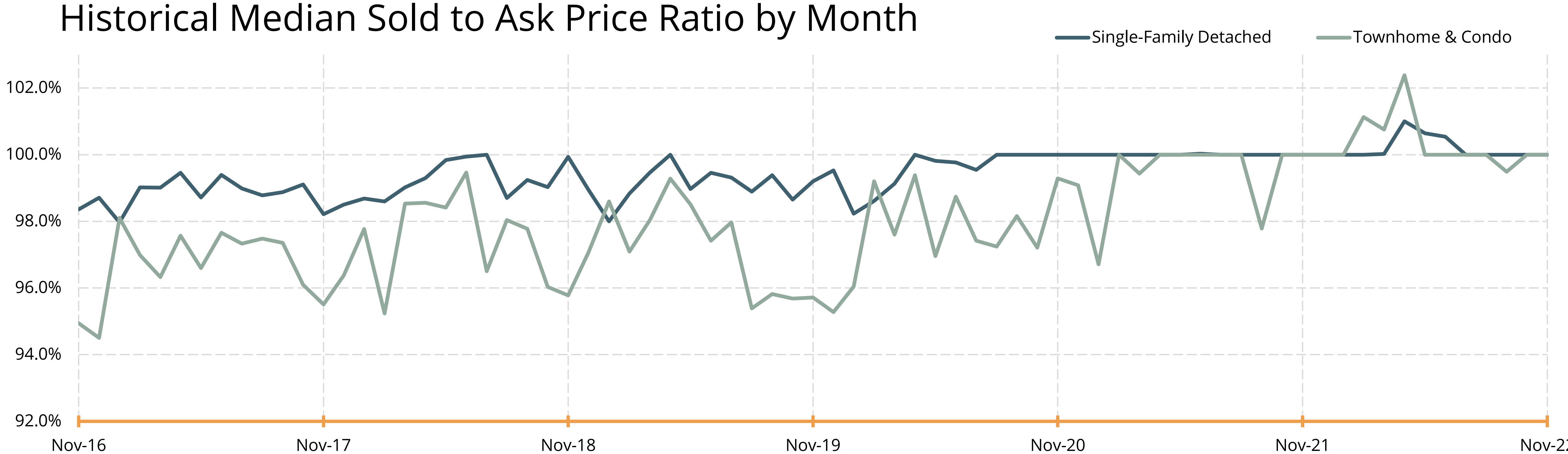


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-22	**100.6%**	0.6%	**100.0%**	0.0%
Jun-22	**100.5%**	0.5%	**100.0%**	0.0%
Jul-22	**100.0%**	0.0%	**100.0%**	0.0%
Aug-22	**100.0%**	0.0%	**100.0%**	0.0%
Sep-22	**100.0%**	0.0%	**99.5%**	1.7%
Oct-22	**100.0%**	0.0%	**100.0%**	0.0%
Nov-22	**100.0%**	0.0%	**100.0%**	0.0%
12-month Avg	100.2%	0.2%	100.3%	0.9%

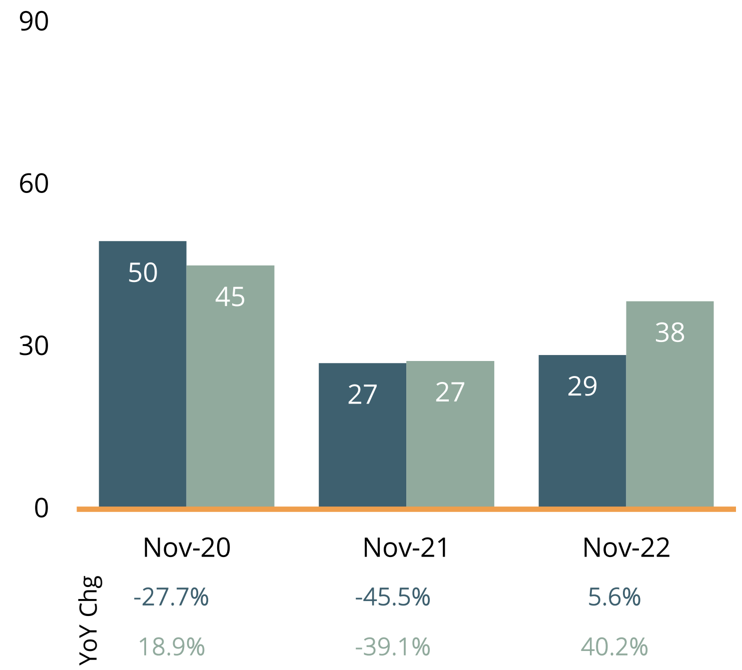
Historical Median Sold to Ask Price Ratio by Month



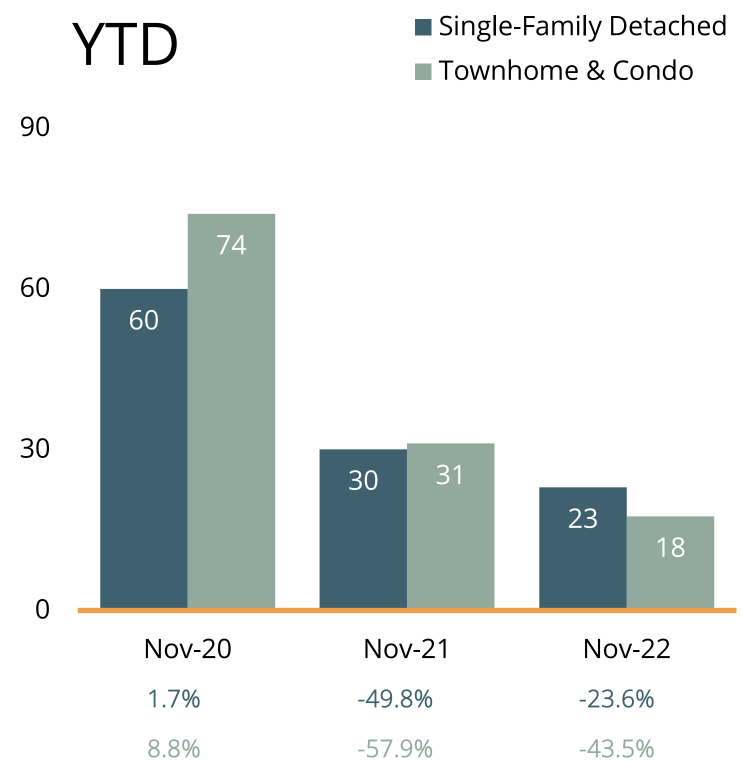
Source: Virginia REALTORS®, data accessed December 15, 2022

Average Days on Market

Nov

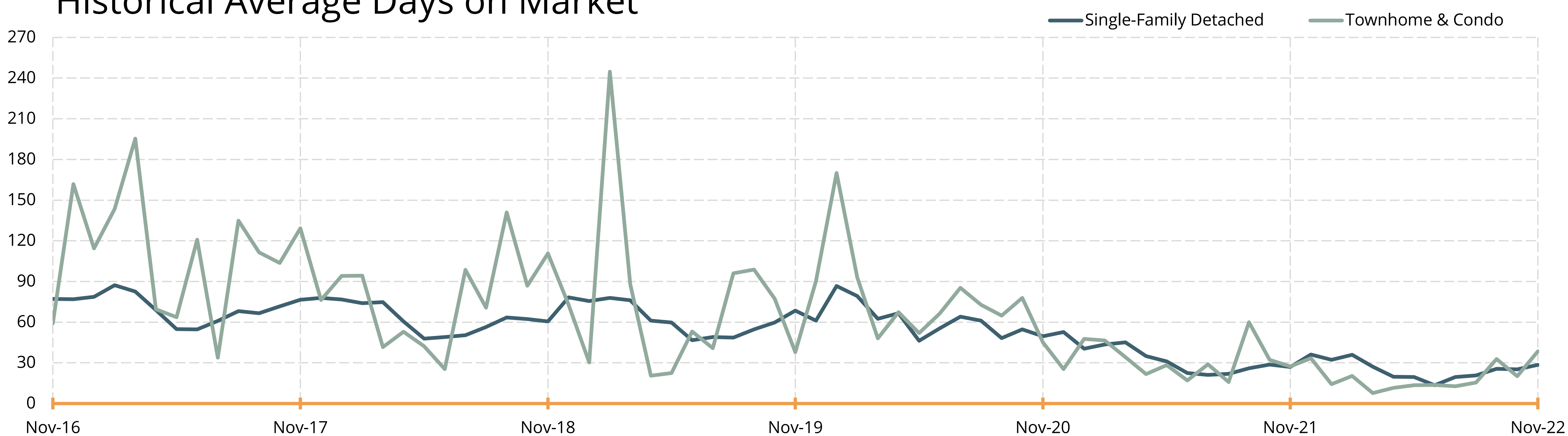


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-22	**20**	-37.2%	**14**	-52.2%
Jun-22	**13**	-40.2%	**14**	-19.1%
Jul-22	**20**	-6.9%	**13**	-56.2%
Aug-22	**21**	-5.0%	**15**	-3.0%
Sep-22	**26**	-1.3%	**33**	-45.4%
Oct-22	**25**	-12.1%	**20**	-37.5%
Nov-22	**29**	5.6%	**38**	40.2%
12-month Avg	25	-23.0%	20	-39.2%

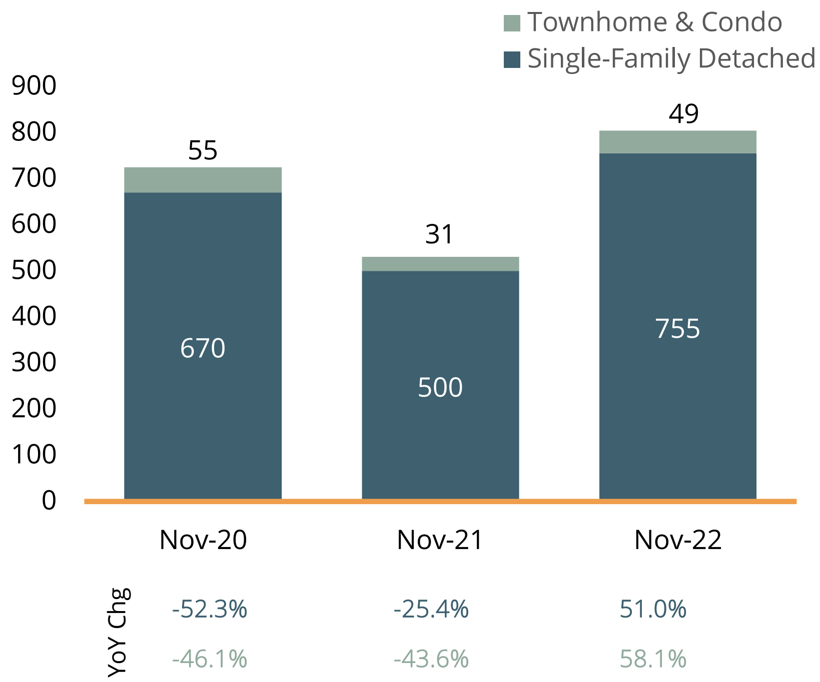
Historical Average Days on Market



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

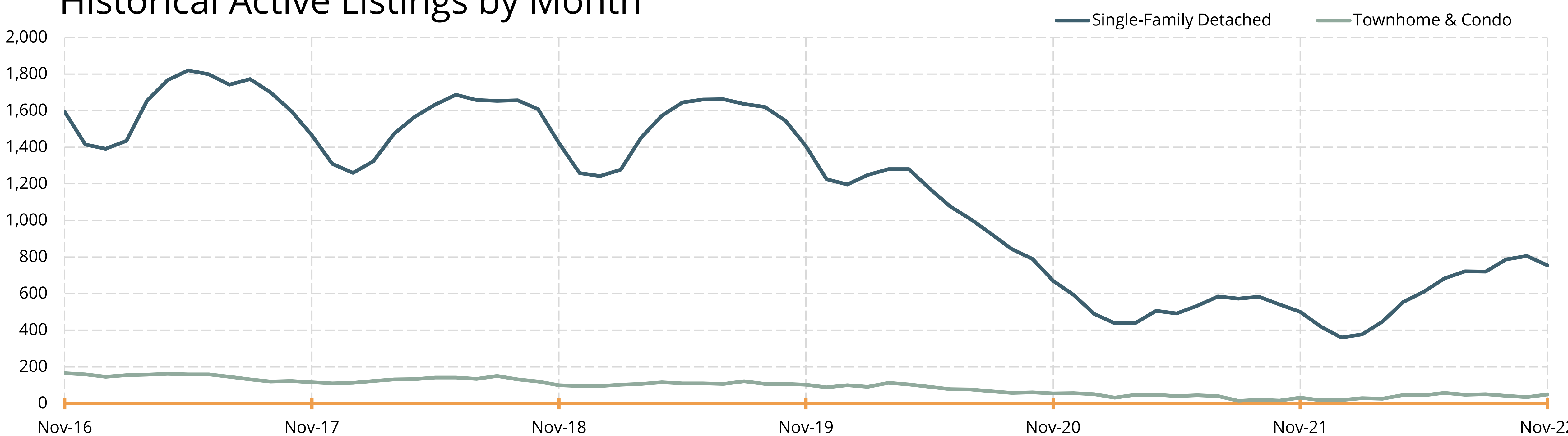
Active Listings

Nov



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
May-22	**610**	24.0%	**45**	12.5%
Jun-22	**683**	28.1%	**58**	28.9%
Jul-22	**722**	23.6%	**48**	20.0%
Aug-22	**720**	25.7%	**50**	257.1%
Sep-22	**787**	35.0%	**42**	110.0%
Oct-22	**806**	49.0%	**35**	133.3%
Nov-22	**755**	51.0%	**49**	58.1%
12-month Avg	603	15.5%	39	5.2%

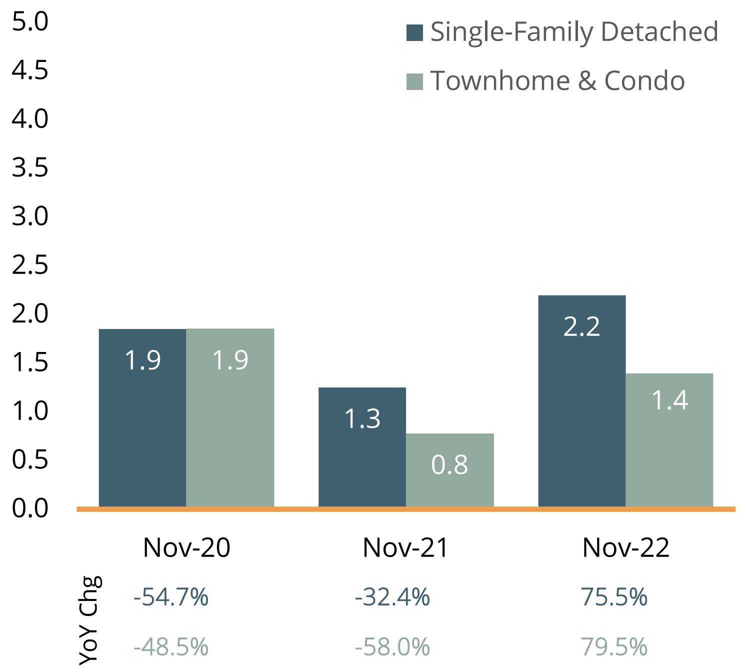
Historical Active Listings by Month



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

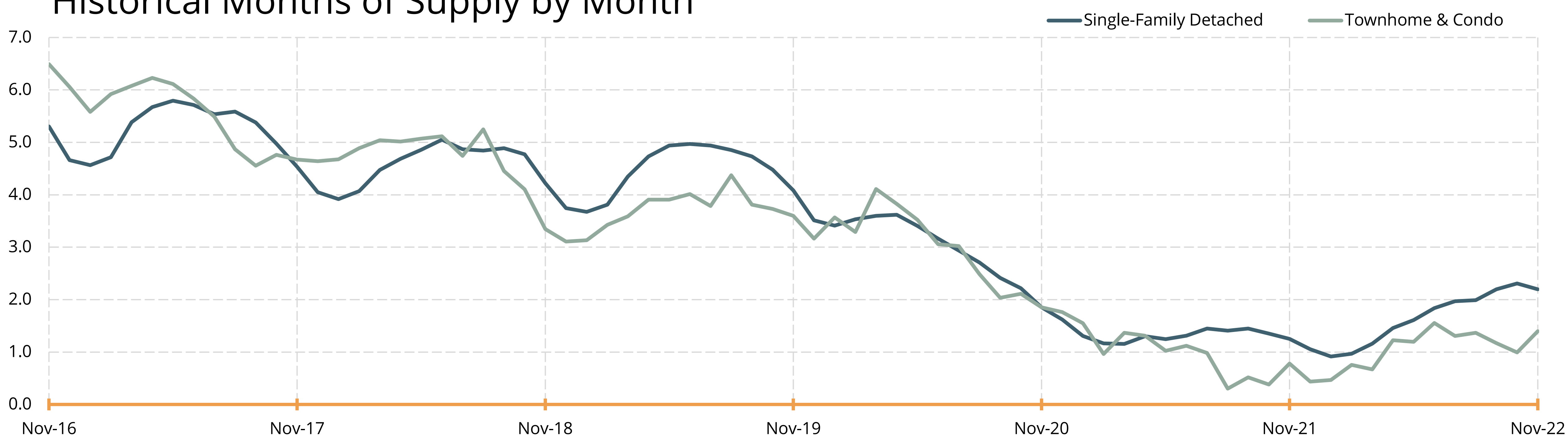
Months of Supply

Nov



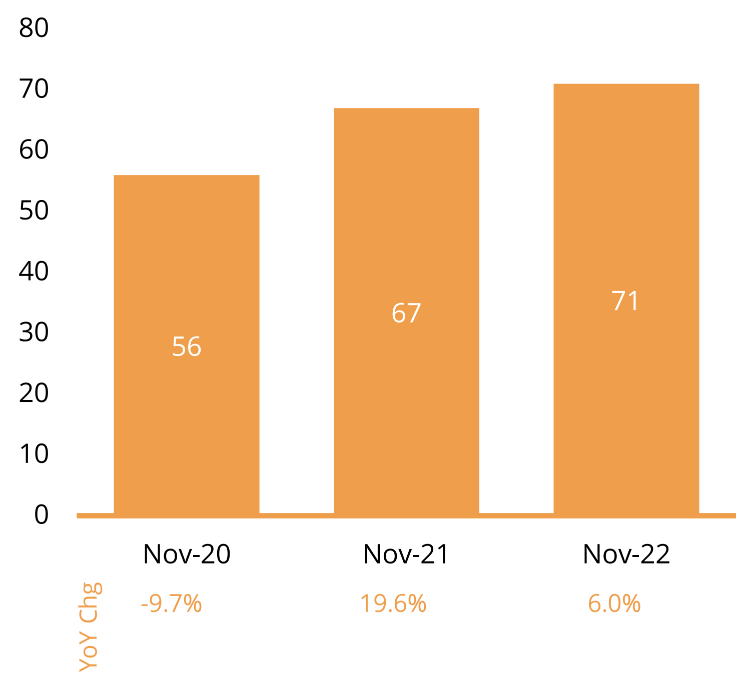
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Dec-21	**1.1**	-34.9%	**0.4**	-75.3%
Jan-22	**0.9**	-30.1%	**0.5**	-70.0%
Feb-22	**1.0**	-17.1%	**0.8**	-21.7%
Mar-22	**1.2**	0.7%	**0.7**	-51.3%
Apr-22	**1.5**	12.0%	**1.2**	-6.7%
May-22	**1.6**	29.3%	**1.2**	16.7%
Jun-22	**1.8**	39.9%	**1.6**	39.0%
Jul-22	**2.0**	36.1%	**1.3**	33.1%
Aug-22	**2.0**	41.2%	**1.4**	352.7%
Sep-22	**2.2**	51.6%	**1.2**	127.6%
Oct-22	**2.3**	70.4%	**1.0**	160.8%
Nov-22	**2.2**	75.5%	**1.4**	79.5%
12-month Avg	1.6	22.8%	1.0	3.9%

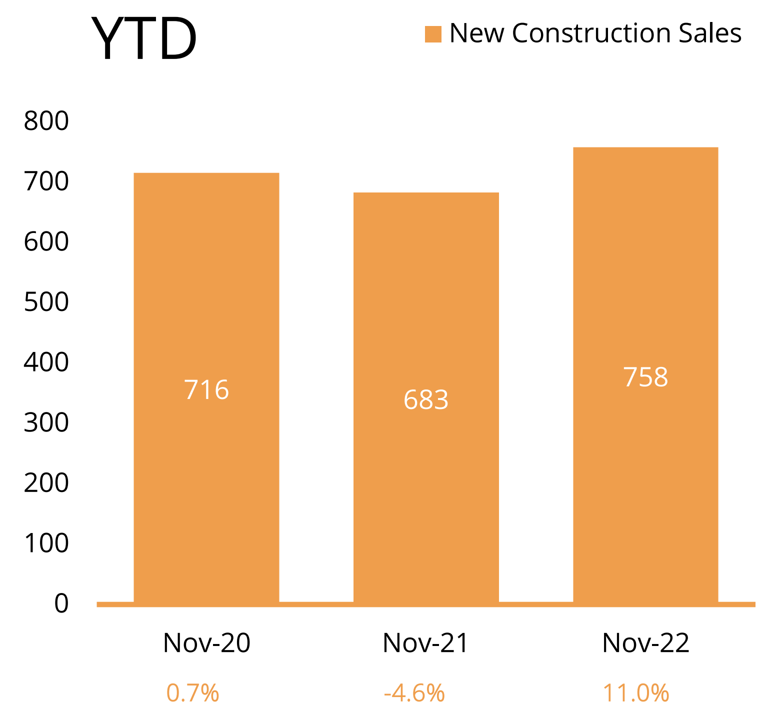
Historical Months of Supply by Month



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

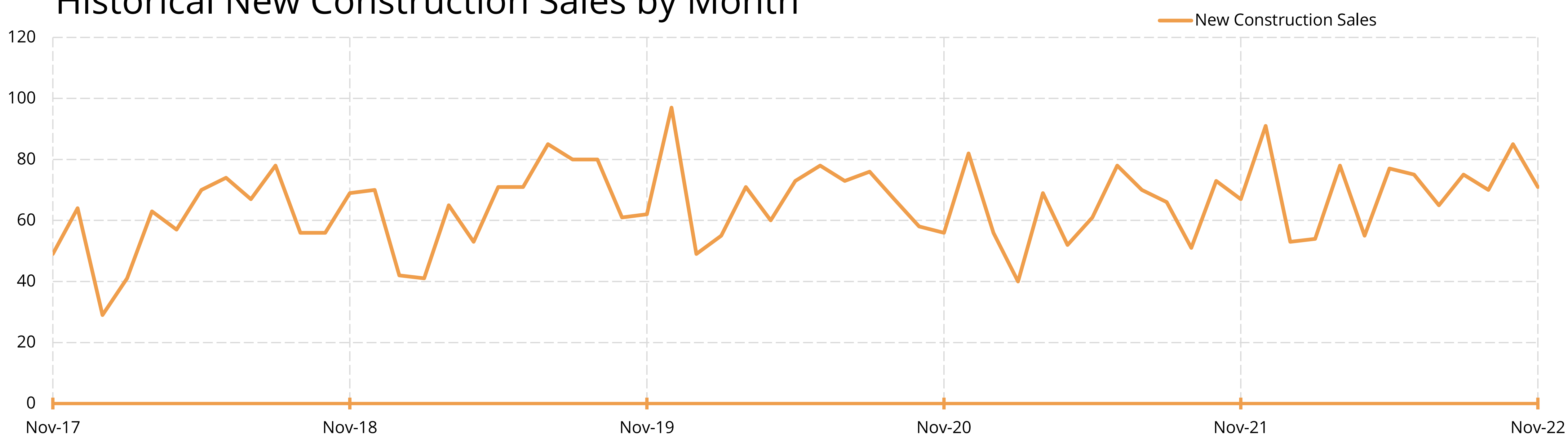
New Construction Sales





Month	New Construction Sales	YoY Chg
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%
May-22	**77**	26.2%
Jun-22	**75**	-3.8%
Jul-22	**65**	-7.1%
Aug-22	**75**	13.6%
Sep-22	**70**	37.3%
Oct-22	**85**	16.4%
Nov-22	**71**	6.0%
12-month Avg	71	11.0%

Historical New Construction Sales by Month



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

Area Overview - Total Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg
Albemarle County	146	**127**	-13.0%	137	**126**	-8.0%	$424,000	**$463,000**	9.2%	207	**298**	44.0%	1.1	**1.9**	67.3%
Charlottesville	22	**34**	54.5%	48	**38**	-20.8%	$398,750	**$425,750**	6.8%	48	**58**	20.8%	0.9	**1.2**	35.9%
Fluvanna County	64	**42**	-34.4%	43	**43**	0.0%	$317,480	**$336,000**	5.8%	71	**112**	57.7%	1.3	**2.4**	88.2%
Greene County	34	**15**	-55.9%	32	**15**	-53.1%	$305,000	**$390,000**	27.9%	40	**67**	67.5%	1.4	**2.5**	72.2%
Louisa County	83	**67**	-19.3%	78	**50**	-35.9%	$322,975	**$331,625**	2.7%	114	**201**	76.3%	1.5	**2.9**	99.8%
Nelson County	36	**32**	-11.1%	39	**30**	-23.1%	$395,000	**$286,000**	-27.6%	51	**68**	33.3%	1.2	**2.0**	75.1%

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

Area Overview - Total Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg
Albemarle County	2,481	**2,288**	-7.8%	2,015	**1,684**	-16.4%	$425,000	**$475,000**	11.8%	207	**298**	44.0%
Charlottesville	648	**592**	-8.6%	589	**504**	-14.4%	$400,000	**$425,000**	6.3%	48	**58**	20.8%
Fluvanna County	752	**724**	-3.7%	604	**517**	-14.4%	$289,000	**$345,000**	19.4%	71	**112**	57.7%
Greene County	370	**382**	3.2%	307	**294**	-4.2%	$329,000	**$356,500**	8.4%	40	**67**	67.5%
Louisa County	1,027	**1,116**	8.7%	845	**736**	-12.9%	$307,785	**$356,000**	15.7%	114	**201**	76.3%
Nelson County	483	**455**	-5.8%	461	**364**	-21.0%	$326,000	**$375,500**	15.2%	51	**68**	33.3%

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

Area Overview - Single Family Detached Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg
Albemarle County	120	**112**	-6.7%	119	**112**	-5.9%	$450,000	**$484,245**	7.6%	187	**274**	46.5%	1.1	**2.0**	73.0%
Charlottesville	16	**28**	75.0%	44	**31**	-29.5%	$398,750	**$426,500**	7.0%	39	**47**	20.5%	0.9	**1.2**	37.0%
Fluvanna County	64	**42**	-34.4%	43	**43**	0.0%	$317,480	**$336,000**	5.8%	71	**111**	56.3%	1.3	**2.4**	86.9%
Greene County	34	**15**	-55.9%	32	**15**	-53.1%	$305,000	**$390,000**	27.9%	40	**67**	67.5%	1.4	**2.5**	72.2%
Louisa County	83	**66**	-20.5%	78	**50**	-35.9%	$322,975	**$331,625**	2.7%	114	**200**	75.4%	1.5	**2.9**	98.0%
Nelson County	31	**19**	-38.7%	26	**18**	-30.8%	$489,950	**$390,500**	-20.3%	49	**56**	14.3%	1.7	**2.6**	47.7%

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

Area Overview - Single Family Detached Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg
Albemarle County	2,239	**2,042**	-8.8%	1,835	**1,508**	-17.8%	$440,000	**$499,000**	13.4%	187	**274**	46.5%
Charlottesville	554	**504**	-9.0%	506	**430**	-15.0%	$420,000	**$450,000**	7.1%	39	**47**	20.5%
Fluvanna County	752	**721**	-4.1%	604	**516**	-14.6%	$289,000	**$345,000**	19.4%	71	**111**	56.3%
Greene County	370	**382**	3.2%	307	**294**	-4.2%	$329,000	**$356,500**	8.4%	40	**67**	67.5%
Louisa County	1,024	**1,111**	8.5%	840	**733**	-12.7%	$305,625	**$355,835**	16.4%	114	**200**	75.4%
Nelson County	338	**299**	-11.5%	298	**235**	-21.1%	$422,500	**$470,000**	11.2%	49	**56**	14.3%

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

Area Overview - Townhome & Condo Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg
Albemarle County	26	**15**	-42.3%	18	**14**	-22.2%	$280,499	**$335,000**	19.4%	20	**24**	20%	1.2	**1.5**	21%
Charlottesville	6	**6**	0.0%	4	**7**	75.0%	$457,500	**$385,000**	-15.8%	9	**11**	22.2%	1.2	**1.6**	29.4%
Fluvanna County	0	**0**	n/a	0	**0**	n/a	$0	**$0**	n/a	0	**1**	n/a	0.0	**12.0**	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	0	**0**	n/a	$0	**$0**	n/a	0	**1**	n/a	0.0	**4.0**	n/a
Nelson County	5	**13**	160.0%	13	**12**	-7.7%	$199,500	**$257,500**	29.1%	2	**12**	500.0%	0.1	**1.1**	711.8%

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

Area Overview - Townhome & Condo Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg	Nov-21	Nov-22	% chg
Albemarle County	242	**246**	1.7%	180	**176**	-2.2%	$194,500	**$278,200**	43.0%	20	**24**	20.0%
Charlottesville	94	**88**	-6.4%	83	**74**	-10.8%	$250,000	**$320,000**	28.0%	9	**11**	22.2%
Fluvanna County	0	**3**	n/a	0	**1**	n/a	$0	**$400,000**	n/a	0	**1**	n/a
Greene County	0	**0**	n/a	0	**0**	n/a	$0	**$0**	n/a	0	**0**	n/a
Louisa County	3	**5**	66.7%	5	**3**	-40.0%	$422,500	**$440,000**	4.1%	0	**1**	n/a
Nelson County	145	**156**	7.6%	163	**129**	-20.9%	$175,000	**$250,000**	42.9%	2	**12**	n/a

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

Virginia REALTORS®

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, Ryan Price.

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.