

CAAR CHARLOTTEVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: October 2021

- Fewer home sales than last year but sales activity higher than last month.** There were 435 sales across the CAAR footprint in October, 24 fewer sales than a year ago, which is a 5.2% decline. This is the second straight year-over-year decrease in sales activity in the region, which reflects a broader market cool down from the frenzied pace of last year. October sales in the CAAR market were up 9.3% from last month, which is typical in the fall market in the region. Most local markets in the area had fewer sales than last year. Sales in both Albemarle County and Charlottesville were essentially flat from last October. Nelson County had 22 fewer sales than last year (-31.0%).
- Pending sales activity lower than last year for the fourth straight month.** There were 424 pending sales across the CAAR market in October, 36 fewer pending sales than last year, representing a 7.8% decrease. Most local markets continue to have fewer pending sales than last year. The sharpest drop this month occurred in Nelson County (-27.6%) and Louisa County (-11.3%). Charlottesville was the only local area to have more pending sales than last October (+14.9%).
- Prices continue to climb in most parts of the CAAR housing market.** The October median sales price was \$350,000, which is \$15,000 higher than last year, a 4.5% increase. Fluvanna County had the largest price gain this month, with the median sales price jumping \$43,500 from last October (+16.4%). The median sales price in Charlottesville rose \$11,500 from last October (+3.1%).
- Inventory continues to shrink in the region; new listings also down from last year.** There were 572 active listings in the CAAR footprint at the end of October, 306 fewer listings than last year, which is a 34.9% supply drop. There were 462 new listings in October, 53 fewer than a year ago (-10.3%).



CAAR Market Dashboard

| YoY Chg | Oct-21 | Indicator |
|----------|-----------|----------------------------------|
| ▼ -5.2% | 435 | Sales |
| ▼ -7.8% | 424 | Pending Sales |
| ▼ -10.3% | 462 | New Listings |
| ▲ 4.2% | \$349,000 | Median List Price |
| ▲ 4.5% | \$350,000 | Median Sales Price |
| ▲ 15.5% | \$210 | Median Price Per Square Foot |
| ▼ -2.9% | \$184.0 | Sold Dollar Volume (in millions) |
| — 0.0% | 100.0% | Median Sold/Ask Price Ratio |
| ▼ -51.7% | 29 | Average Days on Market |
| ▼ -34.9% | 572 | Active Listings |
| ▼ -43.0% | 1.3 | Months of Supply |
| ▲ 25.9% | 73 | New Construction Sales |



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Consumers Should Consult with a REALTOR®.

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure.

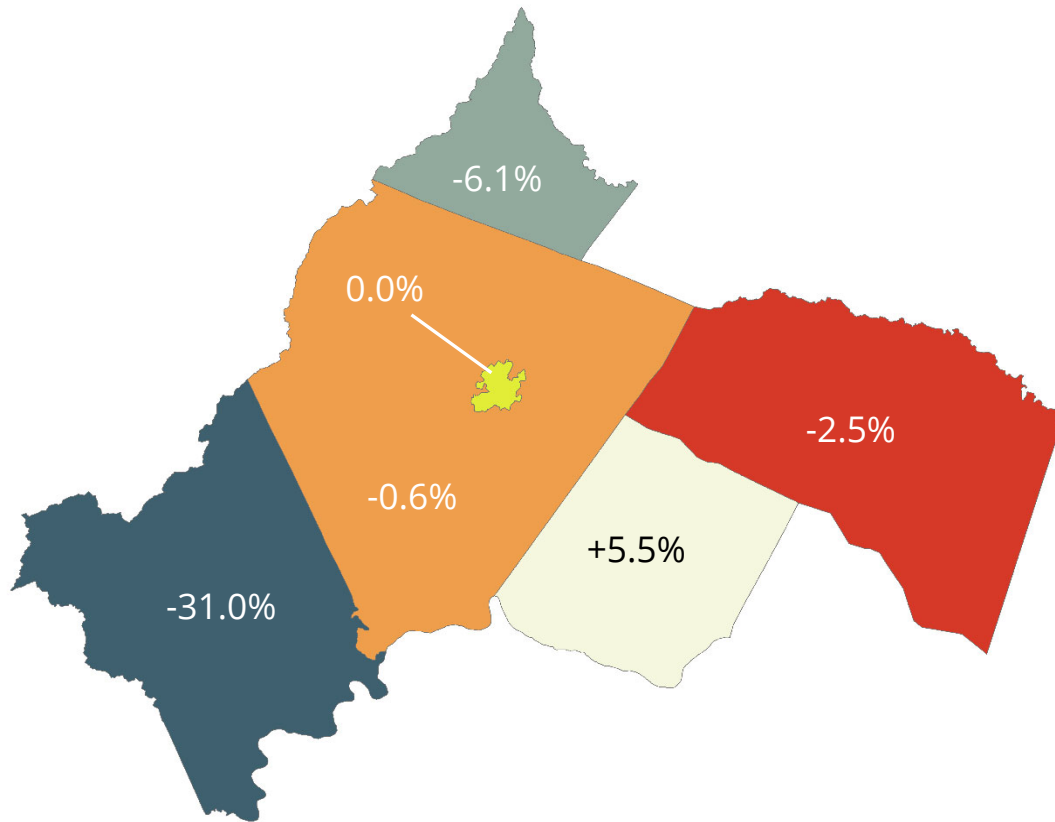
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.



Market Activity - CAAR Footprint



| Jurisdiction | Total Sales | | |
|------------------|-------------|------------|--------------|
| | Oct-20 | Oct-21 | % Chg |
| Albemarle County | 180 | 179 | -0.6% |
| Charlottesville | 41 | 41 | 0.0% |
| Fluvanna County | 55 | 58 | 5.5% |
| Greene County | 33 | 31 | -6.1% |
| Louisa County | 79 | 77 | -2.5% |
| Nelson County | 71 | 49 | -31.0% |
| CAAR | 459 | 435 | -5.2% |

Total Market Overview



| Key Metrics | 2-year Trends | | Oct-20 | Oct-21 | YoY Chg | 2020 YTD | 2021 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Oct-19 | Oct-21 | | | | | | |
| Sales | | | 459 | 435 | -5.2% | 3,918 | 4,419 | 12.8% |
| Pending Sales | | | 460 | 424 | -7.8% | 4,544 | 4,730 | 4.1% |
| New Listings | | | 515 | 462 | -10.3% | 5,475 | 5,487 | 0.2% |
| Median List Price | | | \$335,000 | \$349,000 | 4.2% | \$329,000 | \$359,000 | 9.1% |
| Median Sales Price | | | \$335,000 | \$350,000 | 4.5% | \$325,000 | \$362,000 | 11.4% |
| Median Price Per Square Foot | | | \$182 | \$210 | 15.5% | \$180 | \$205 | 13.6% |
| Sold Dollar Volume (in millions) | | | \$189.4 | \$184.0 | -2.9% | \$1,567.5 | \$1,924.9 | 22.8% |
| Median Sold/Ask Price Ratio | | | 100.0% | 100.0% | 0.0% | 99.6% | 100.0% | 0.4% |
| Average Days on Market | | | 60 | 29 | -51.7% | 62 | 30 | -50.7% |
| Active Listings | | | 878 | 572 | -34.9% | n/a | n/a | n/a |
| Months of Supply | | | 2.3 | 1.3 | -43.0% | n/a | n/a | n/a |

Source: Virginia REALTORS®, data accessed November 15, 2021

Single-Family Detached Market Overview



| Key Metrics | 2-year Trends | | Oct-20 | Oct-21 | YoY Chg | 2020 YTD | 2021 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Oct-19 | Oct-21 | | | | | | |
| Sales | | | 416 | 387 | -7.0% | 3,626 | 4,035 | 11.3% |
| Pending Sales | | | 426 | 387 | -9.2% | 4,212 | 4,299 | 2.1% |
| New Listings | | | 472 | 430 | -8.9% | 5,121 | 5,058 | -1.2% |
| Median List Price | | | \$349,950 | \$350,000 | 0.0% | \$344,900 | \$374,975 | 8.7% |
| Median Sales Price | | | \$351,250 | \$357,500 | 1.8% | \$337,000 | \$375,000 | 11.3% |
| Median Price Per Square Foot | | | \$183 | \$212 | 16.0% | \$181 | \$206 | 13.8% |
| Sold Dollar Volume (in millions) | | | \$182.1 | \$169.5 | -6.9% | \$1,506.3 | \$1,830.9 | 21.5% |
| Median Sold/Ask Price Ratio | | | 100.0% | 100.0% | 0.0% | 99.8% | 100.0% | 0.2% |
| Average Days on Market | | | 58 | 29 | -51.1% | 61 | 30 | -50.1% |
| Active Listings | | | 820 | 548 | -33.2% | n/a | n/a | n/a |
| Months of Supply | | | 2.3 | 1.4 | -40.6% | n/a | n/a | n/a |

Source: Virginia REALTORS®, data accessed November 15, 2021

Townhome & Condo Market Overview



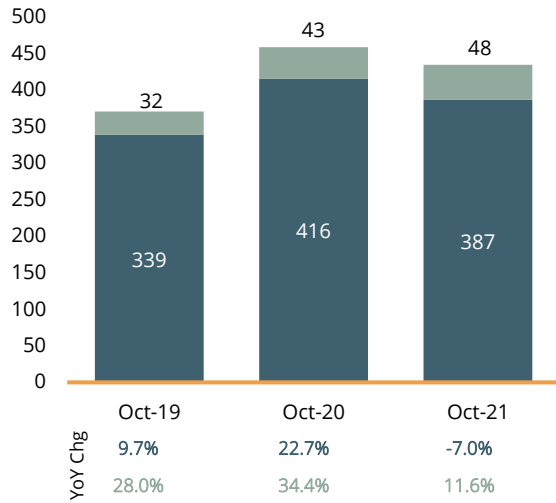
| Key Metrics | 2-year Trends | | Oct-20 | Oct-21 | YoY Chg | 2020 YTD | 2021 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | Oct-19 | Oct-21 | | | | | | |
| Sales | | | 43 | 48 | 11.6% | 292 | 384 | 31.5% |
| Pending Sales | | | 34 | 37 | 8.8% | 332 | 431 | 29.8% |
| New Listings | | | 43 | 32 | -25.6% | 354 | 429 | 21.2% |
| Median List Price | | | \$137,900 | \$259,500 | 88.2% | \$174,500 | \$199,000 | 14.0% |
| Median Sales Price | | | \$135,000 | \$260,000 | 92.6% | \$170,000 | \$198,000 | 16.5% |
| Median Price Per Square Foot | | | \$171 | \$191 | 11.6% | \$171 | \$196 | 14.6% |
| Sold Dollar Volume (in millions) | | | \$7.3 | \$14.4 | 97.8% | \$61.2 | \$94.0 | 53.7% |
| Median Sold/Ask Price Ratio | | | 97.1% | 100.0% | 3.0% | 97.9% | 100.0% | 2.2% |
| Average Days on Market | | | 79 | 34 | -57.6% | 73 | 32 | -56.6% |
| Active Listings | | | 58 | 24 | -58.6% | n/a | n/a | n/a |
| Months of Supply | | | 2.1 | 0.6 | -69.7% | n/a | n/a | n/a |

Source: Virginia REALTORS®, data accessed November 15, 2021

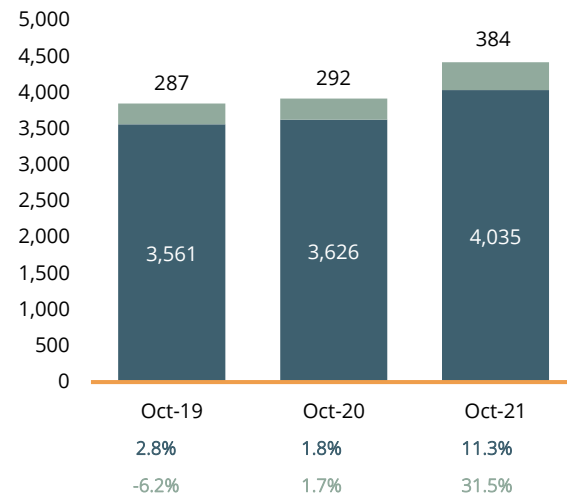
Sales



October



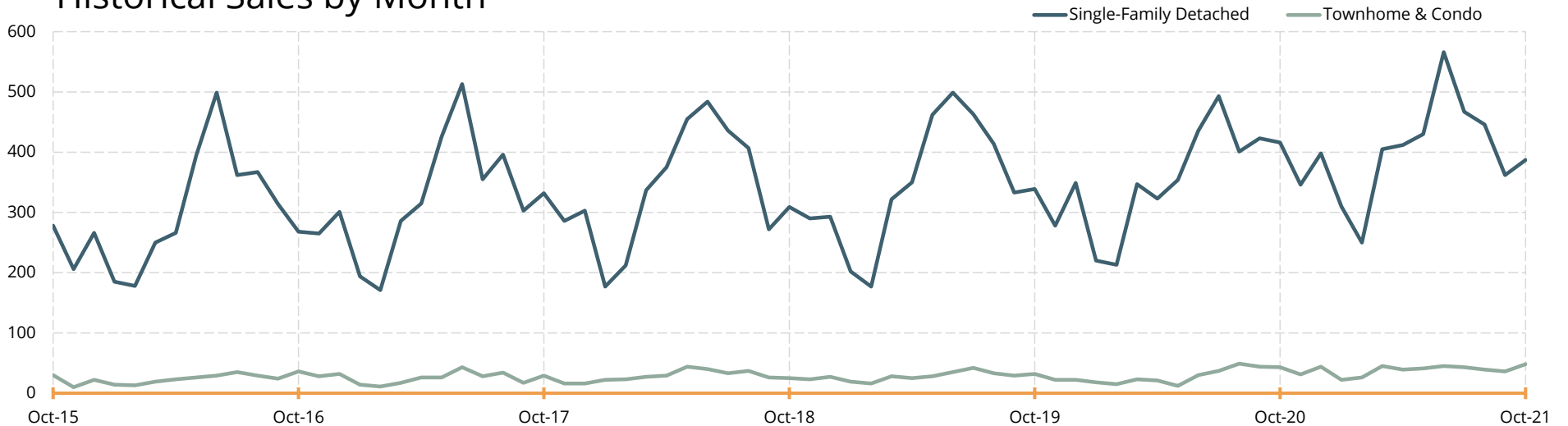
YTD



Single-Family Detached

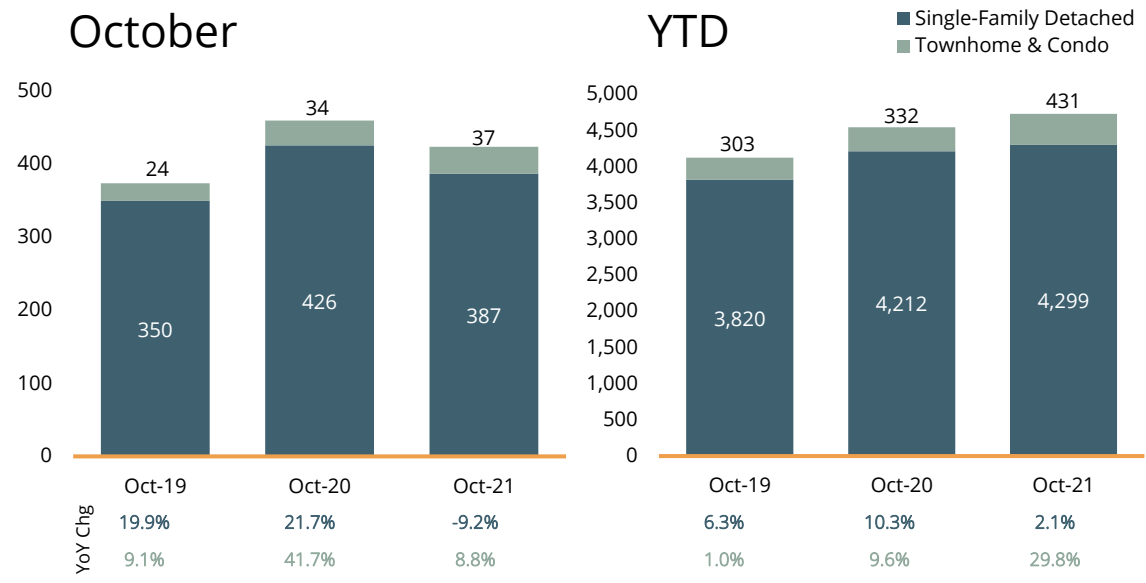
| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Nov-20 | 346 | 24.5% | 31 | 40.9% |
| Dec-20 | 398 | 14.0% | 44 | 100.0% |
| Jan-21 | 310 | 40.9% | 22 | 22.2% |
| Feb-21 | 250 | 17.4% | 26 | 73.3% |
| Mar-21 | 405 | 16.7% | 45 | 95.7% |
| Apr-21 | 412 | 27.6% | 39 | 85.7% |
| May-21 | 430 | 21.5% | 41 | 241.7% |
| Jun-21 | 566 | 29.8% | 45 | 50.0% |
| Jul-21 | 467 | -5.3% | 43 | 16.2% |
| Aug-21 | 446 | 11.2% | 39 | -20.4% |
| Sep-21 | 362 | -14.4% | 36 | -18.2% |
| Oct-21 | 387 | -7.0% | 48 | 11.6% |
| 12-month Avg | 398 | 12.4% | 38 | 36.6% |

Historical Sales by Month



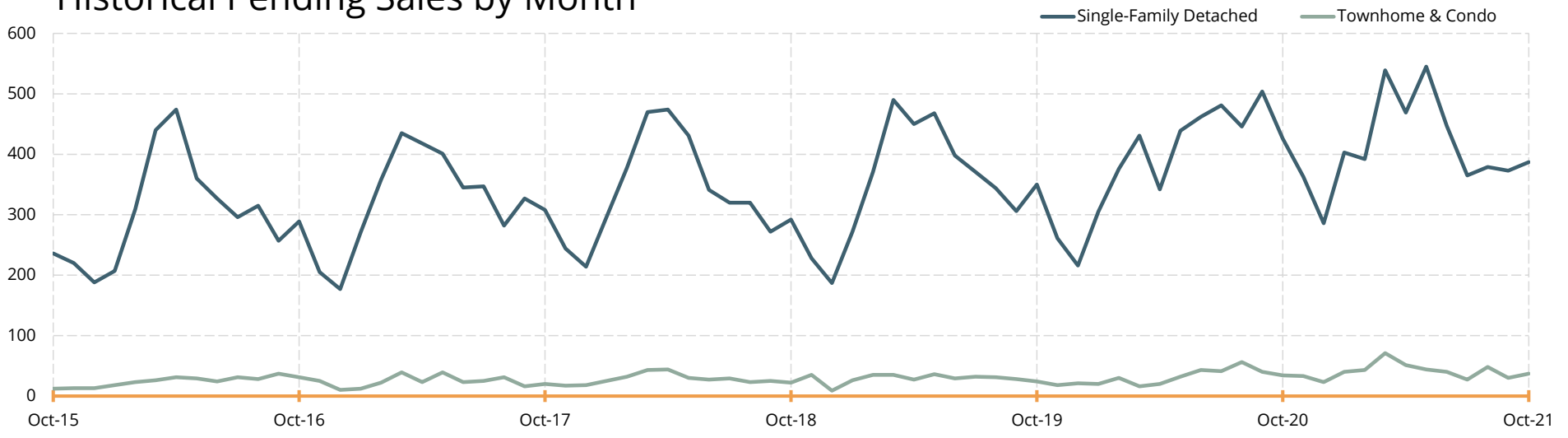
Source: Virginia REALTORS®, data accessed November 15, 2021

Pending Sales



| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Nov-20 | 363 | 39.1% | 33 | 83.3% |
| Dec-20 | 286 | 32.4% | 23 | 9.5% |
| Jan-21 | 403 | 32.1% | 40 | 100.0% |
| Feb-21 | 392 | 4.3% | 43 | 43.3% |
| Mar-21 | 539 | 25.1% | 71 | 343.8% |
| Apr-21 | 469 | 37.1% | 51 | 155.0% |
| May-21 | 545 | 24.1% | 44 | 37.5% |
| Jun-21 | 447 | -3.2% | 40 | -7.0% |
| Jul-21 | 365 | -24.1% | 27 | -34.1% |
| Aug-21 | 379 | -15.0% | 48 | -14.3% |
| Sep-21 | 373 | -26.0% | 30 | -25.0% |
| Oct-21 | 387 | -9.2% | 37 | 8.8% |
| 12-month Avg | 412 | 5.5% | 41 | 31.3% |

Historical Pending Sales by Month

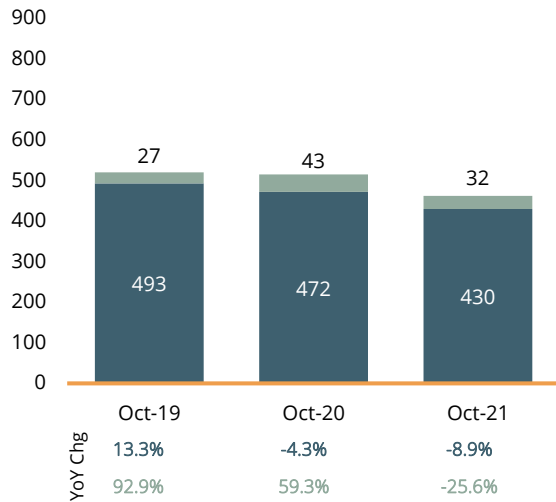


Source: Virginia REALTORS®, data accessed November 15, 2021

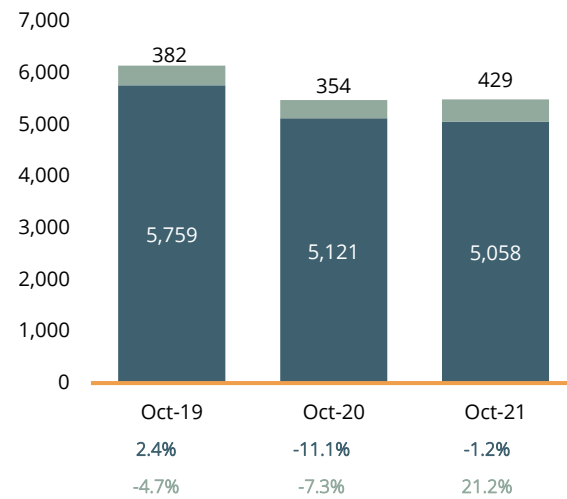
New Listings



October



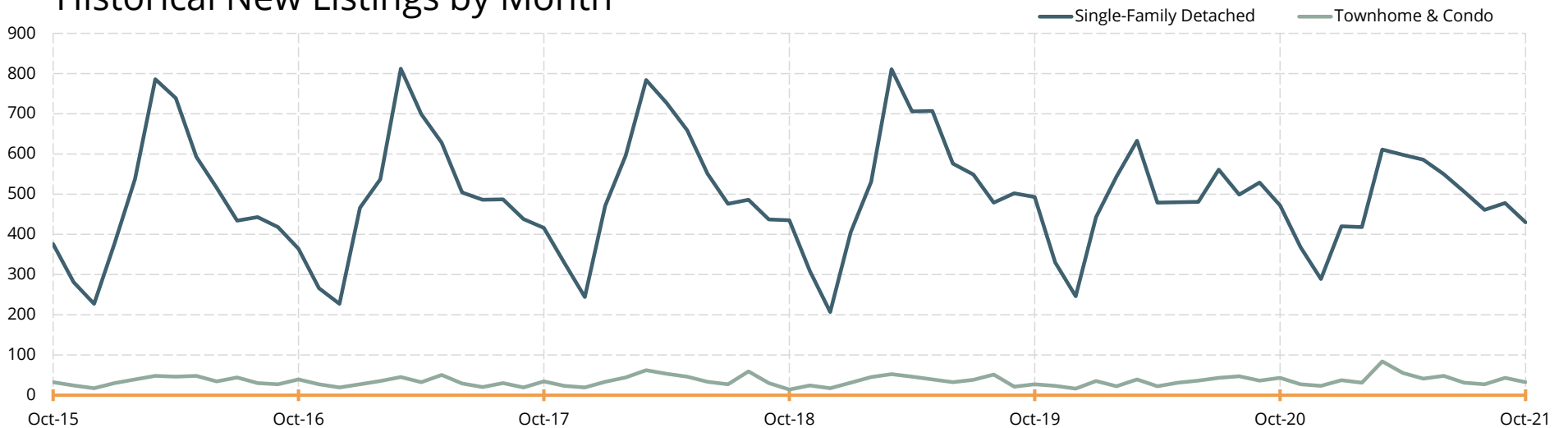
YTD



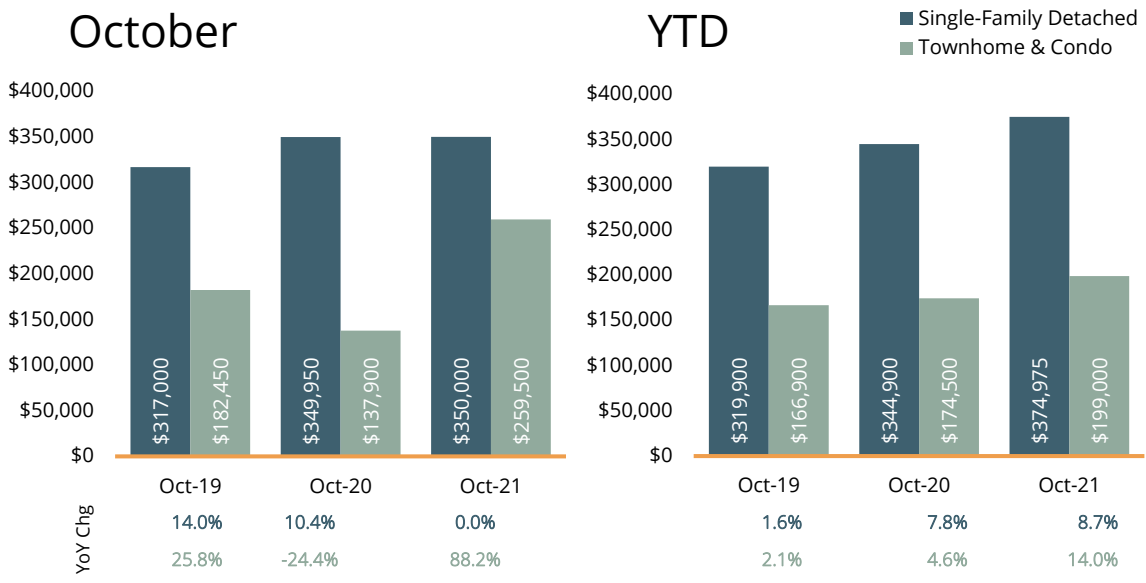
Single-Family Detached

| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Nov-20 | 368 | 11.5% | 27 | 17.4% |
| Dec-20 | 289 | 17.5% | 23 | 43.8% |
| Jan-21 | 420 | -5.2% | 37 | 5.7% |
| Feb-21 | 418 | -23.2% | 31 | 40.9% |
| Mar-21 | 611 | -3.5% | 84 | 115.4% |
| Apr-21 | 598 | 24.8% | 55 | 150.0% |
| May-21 | 586 | 22.1% | 41 | 32.3% |
| Jun-21 | 550 | 14.3% | 48 | 33.3% |
| Jul-21 | 506 | -9.8% | 31 | -27.9% |
| Aug-21 | 461 | -7.6% | 27 | -42.6% |
| Sep-21 | 478 | -9.6% | 43 | 19.4% |
| Oct-21 | 430 | -8.9% | 32 | -25.6% |
| 12-month Avg | 476 | 0.3% | 40 | 21.9% |

Historical New Listings by Month

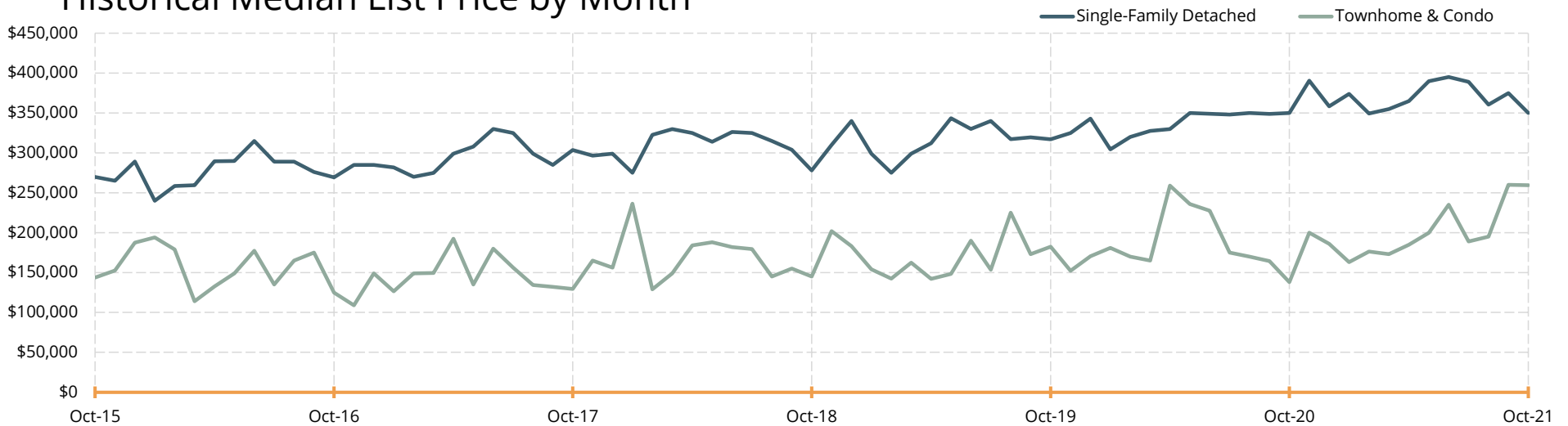


Median List Price



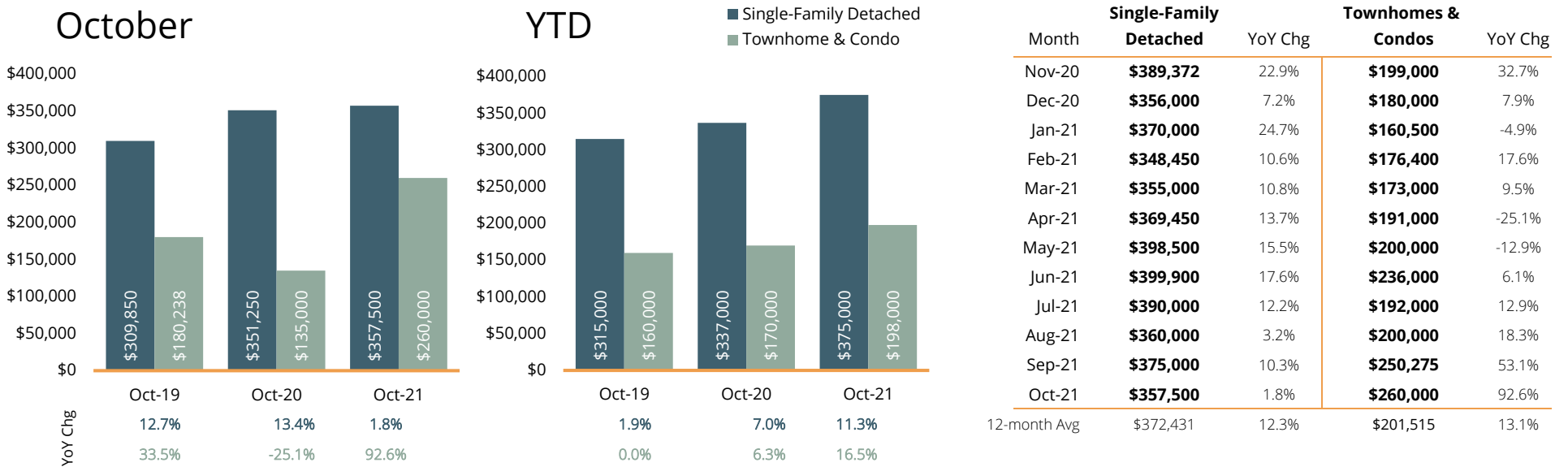
| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Nov-20 | \$390,465 | 20.2% | \$199,900 | 31.3% |
| Dec-20 | \$358,400 | 4.5% | \$186,000 | 9.1% |
| Jan-21 | \$374,000 | 22.8% | \$163,000 | -9.9% |
| Feb-21 | \$349,450 | 9.2% | \$176,400 | 3.8% |
| Mar-21 | \$355,000 | 8.4% | \$173,000 | 4.8% |
| Apr-21 | \$365,000 | 10.6% | \$184,900 | -28.6% |
| May-21 | \$389,900 | 11.4% | \$199,750 | -15.3% |
| Jun-21 | \$395,000 | 13.2% | \$235,000 | 3.3% |
| Jul-21 | \$389,000 | 11.8% | \$189,000 | 8.0% |
| Aug-21 | \$360,450 | 3.0% | \$195,000 | 14.8% |
| Sep-21 | \$375,000 | 7.5% | \$260,000 | 58.1% |
| Oct-21 | \$350,000 | 0.0% | \$259,500 | 88.2% |
| 12-month Avg | \$370,972 | 10.0% | \$201,788 | 9.6% |

Historical Median List Price by Month

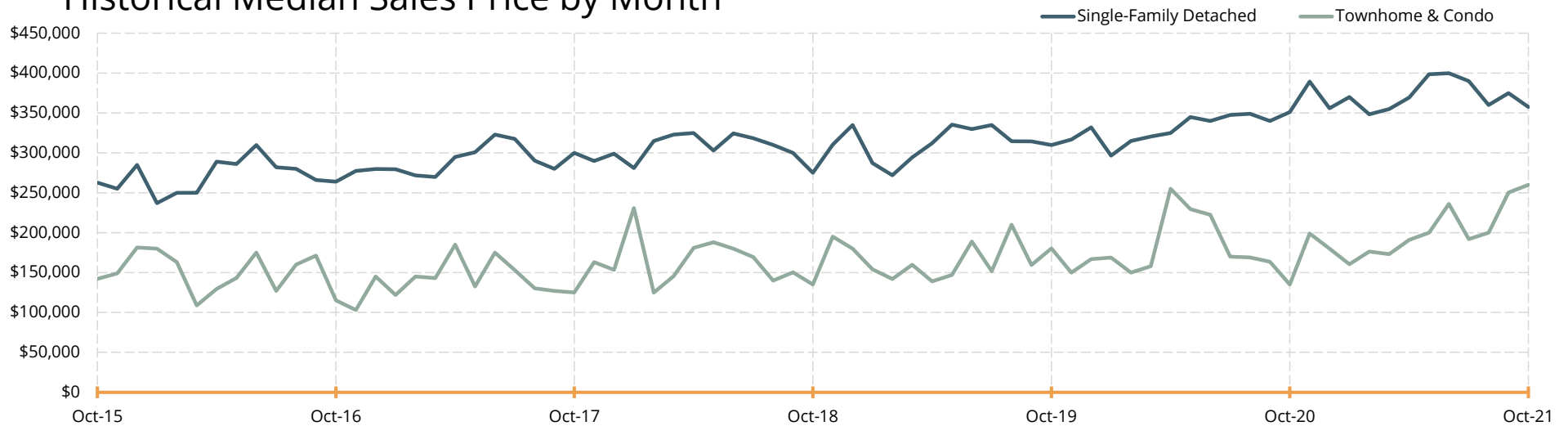


Source: Virginia REALTORS®, data accessed November 15, 2021

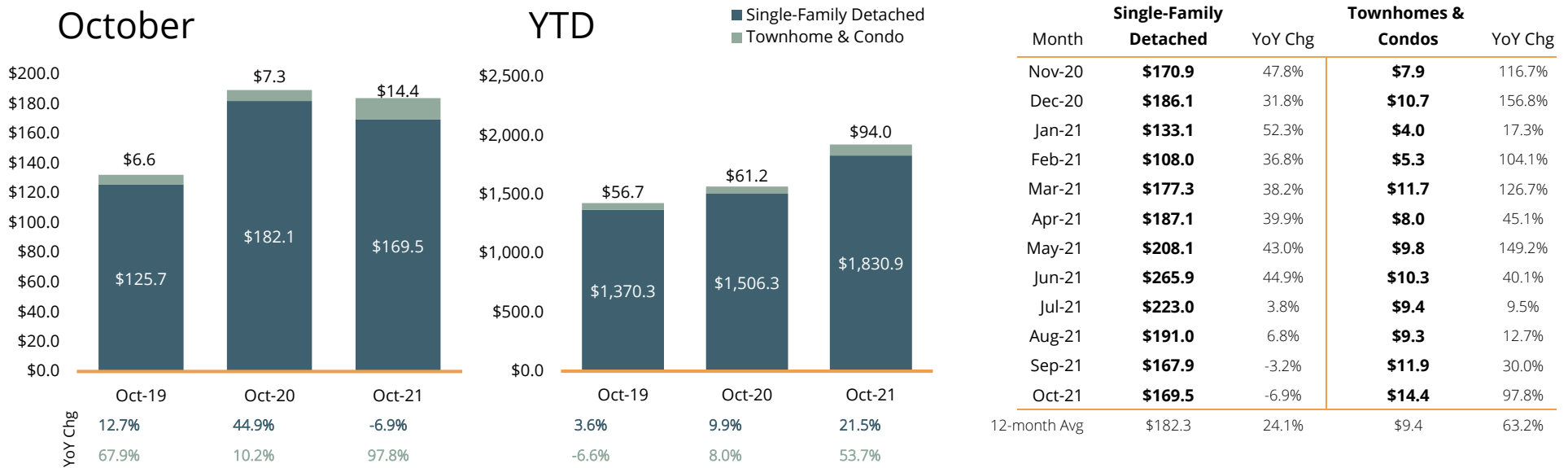
Median Sales Price



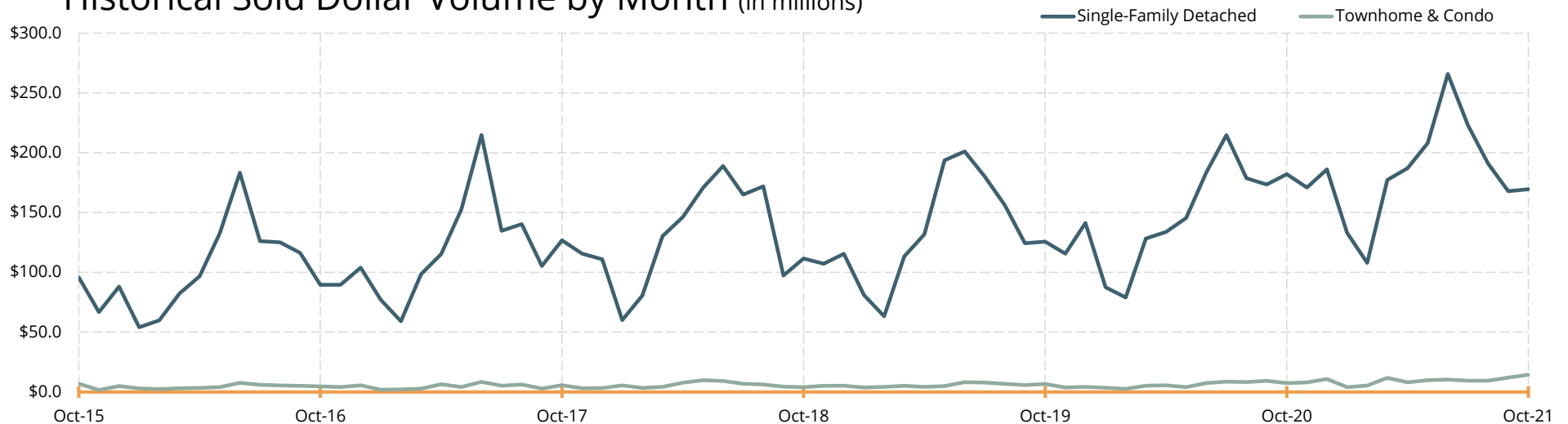
Historical Median Sales Price by Month



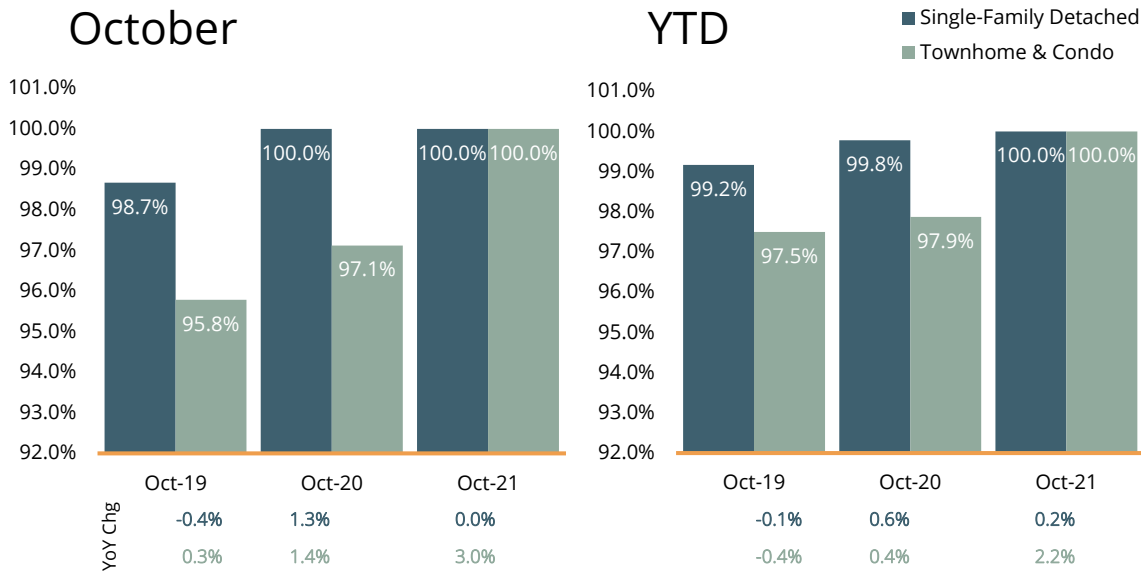
Sold Dollar Volume (in millions)



Historical Sold Dollar Volume by Month (in millions)

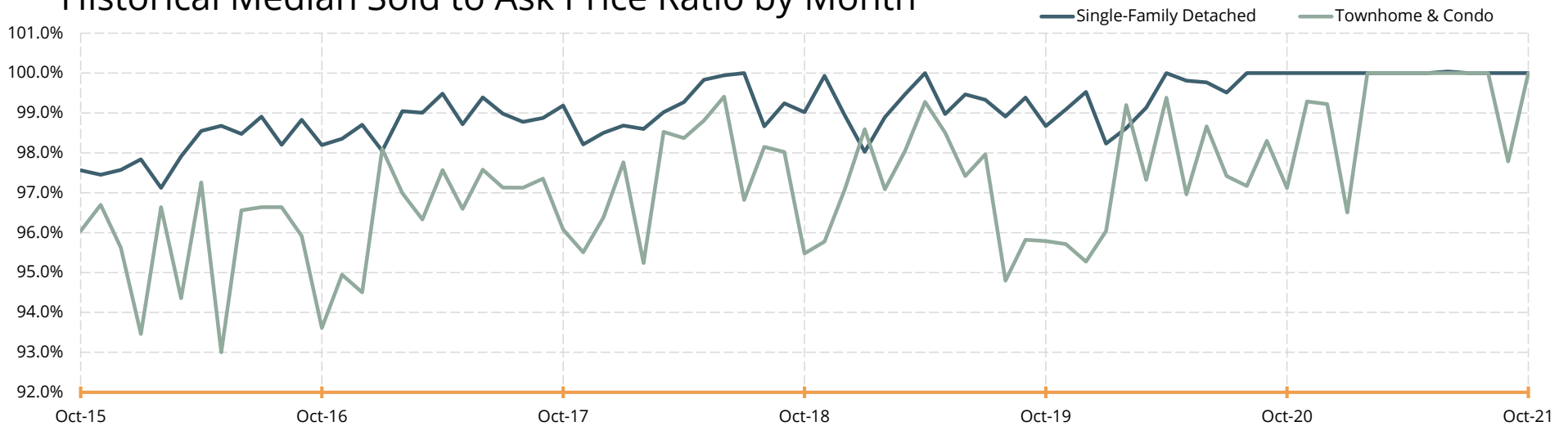


Median Sold to Ask Price Ratio

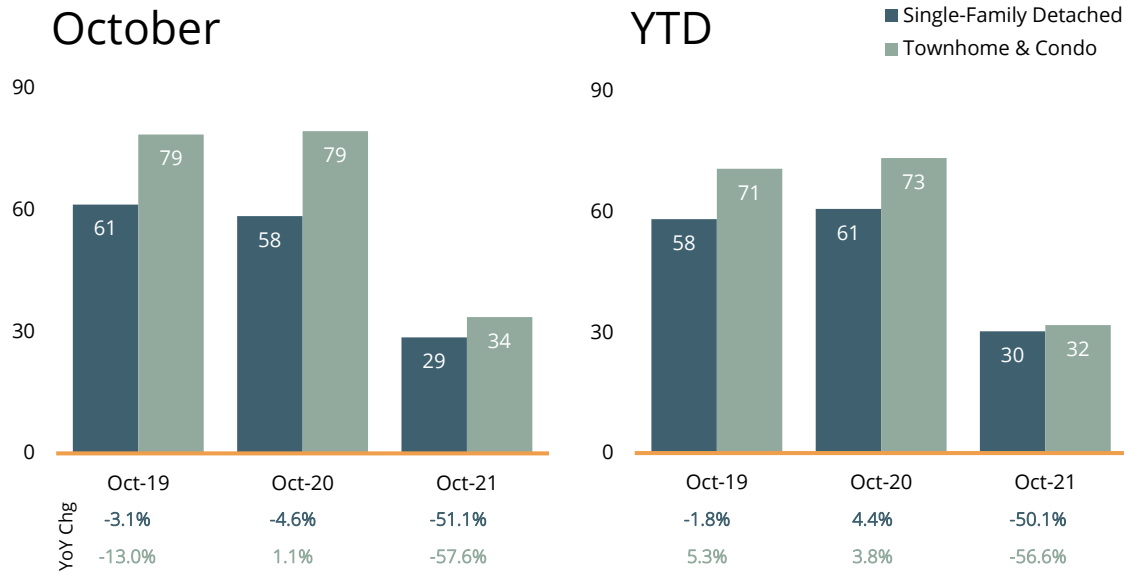


| Month | Single-Family Detached | | Townhomes & Condos | |
|--------------|------------------------|---------|--------------------|---------|
| | Ratio | YoY Chg | Ratio | YoY Chg |
| Nov-20 | 100.0% | 0.9% | 99.3% | 3.7% |
| Dec-20 | 100.0% | 0.5% | 99.2% | 4.1% |
| Jan-21 | 100.0% | 1.8% | 96.5% | 0.5% |
| Feb-21 | 100.0% | 1.4% | 100.0% | 0.8% |
| Mar-21 | 100.0% | 0.9% | 100.0% | 2.7% |
| 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% | 1.4% |
| Jul-21 | 100.0% | 0.5% | 100.0% | 2.6% |
| Aug-21 | 100.0% | 0.0% | 100.0% | 2.9% |
| Sep-21 | 100.0% | 0.0% | 97.8% | -0.5% |
| Oct-21 | 100.0% | 0.0% | 100.0% | 3.0% |
| 12-month Avg | 100.0% | 0.5% | 99.4% | 2.1% |

Historical Median Sold to Ask Price Ratio by Month

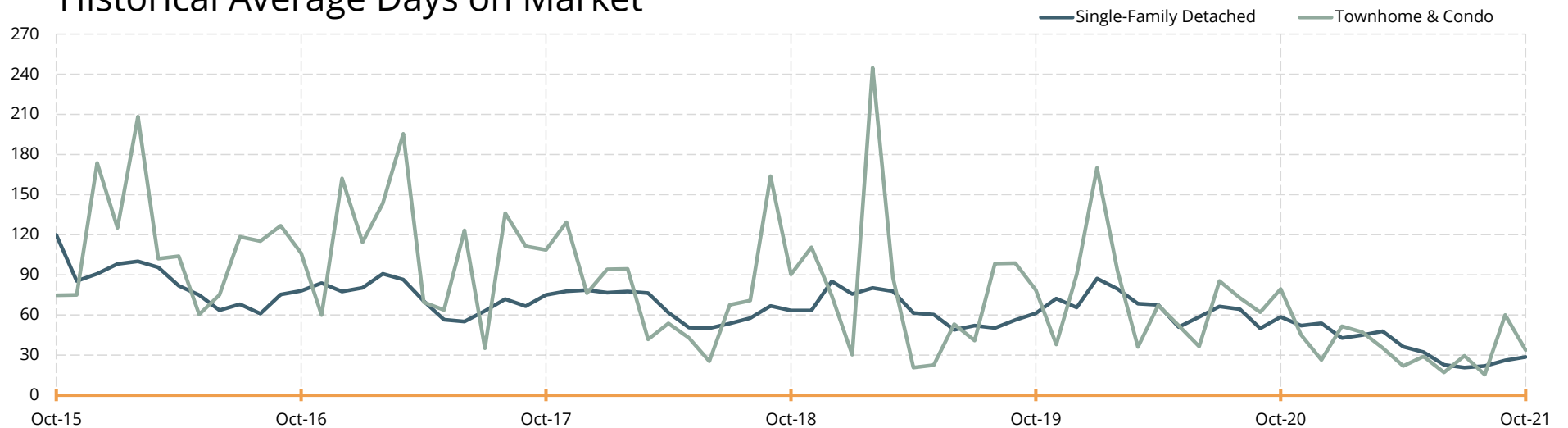


Average Days on Market



| Month | Single-Family Detached | | Townhomes & Condos | |
|--------------|------------------------|---------|--------------------|---------|
| | YoY Chg | YoY Chg | YoY Chg | YoY Chg |
| Nov-20 | 52 | -28.0% | 45 | 18.9% |
| Dec-20 | 54 | -18.0% | 26 | -70.8% |
| Jan-21 | 43 | -51.1% | 52 | -69.7% |
| Feb-21 | 45 | -43.4% | 47 | -49.3% |
| Mar-21 | 48 | -30.1% | 35 | -1.8% |
| Apr-21 | 36 | -46.4% | 22 | -67.5% |
| May-21 | 32 | -36.8% | 29 | -44.3% |
| Jun-21 | 23 | -61.3% | 17 | -53.4% |
| Jul-21 | 21 | -68.9% | 29 | -65.5% |
| Aug-21 | 22 | -66.0% | 15 | -78.8% |
| Sep-21 | 26 | -48.0% | 60 | -3.3% |
| Oct-21 | 29 | -51.1% | 34 | -57.6% |
| 12-month Avg | 36 | -45.6% | 34 | -53.3% |

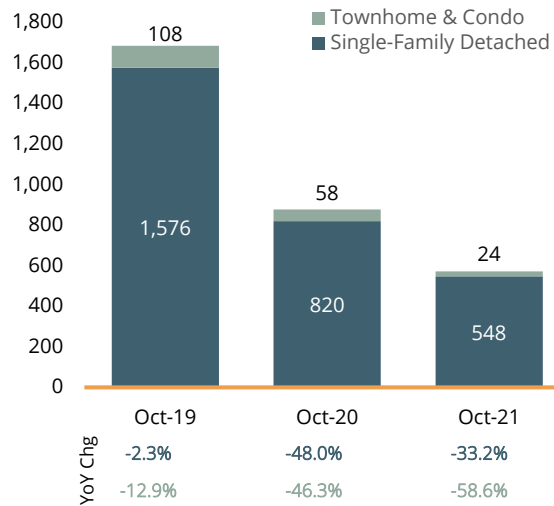
Historical Average Days on Market



Active Listings

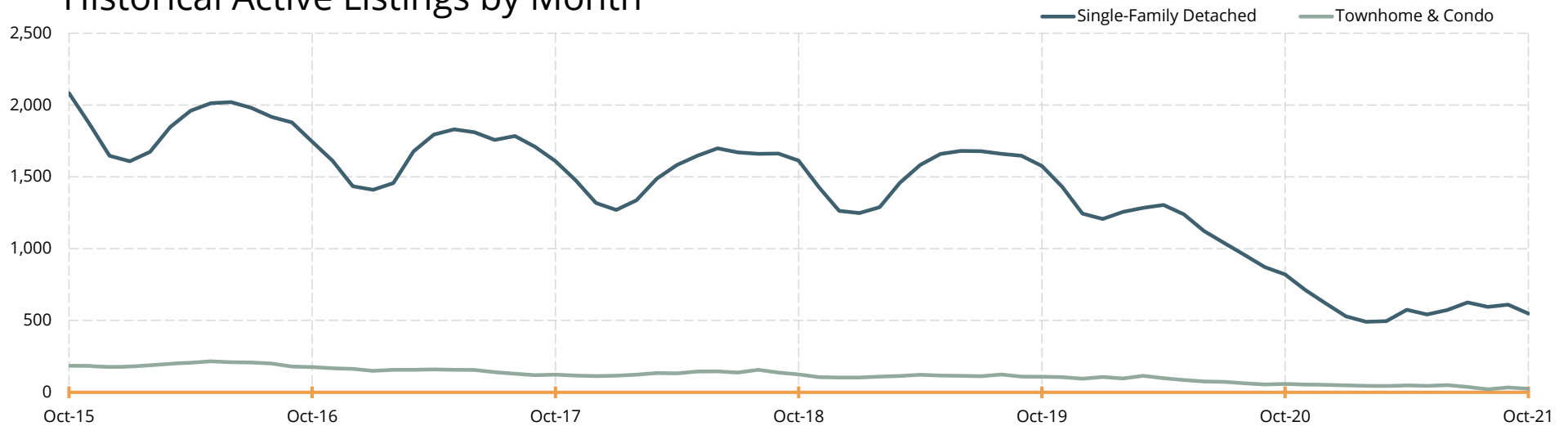


October



| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Nov-20 | 712 | -50.2% | 53 | -49.5% |
| Dec-20 | 619 | -50.2% | 52 | -44.7% |
| Jan-21 | 529 | -56.2% | 48 | -54.7% |
| Feb-21 | 491 | -60.9% | 43 | -55.2% |
| Mar-21 | 495 | -61.4% | 45 | -60.5% |
| Apr-21 | 574 | -56.0% | 48 | -51.0% |
| May-21 | 541 | -56.3% | 44 | -48.2% |
| Jun-21 | 572 | -49.1% | 49 | -34.7% |
| Jul-21 | 625 | -39.8% | 37 | -48.6% |
| Aug-21 | 594 | -37.9% | 21 | -66.1% |
| Sep-21 | 610 | -30.0% | 33 | -38.9% |
| Oct-21 | 548 | -33.2% | 24 | -58.6% |
| 12-month Avg | 576 | -49.8% | 41 | -51.2% |

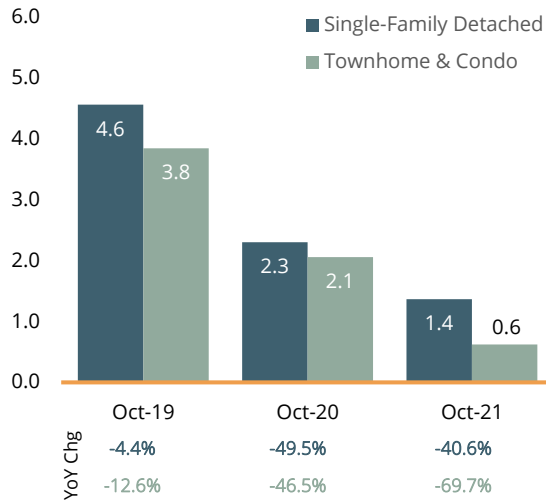
Historical Active Listings by Month



Months of Supply

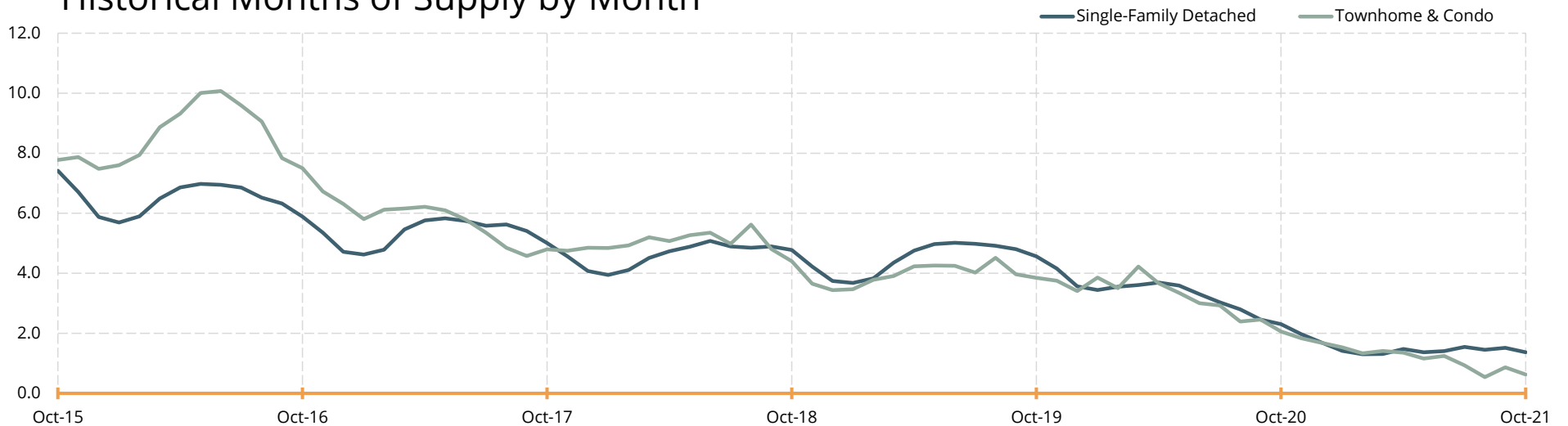


October



| Month | Single-Family | | Townhomes & Condos | |
|--------------|---------------|---------|--------------------|---------|
| | Detached | YoY Chg | Condos | YoY Chg |
| Nov-20 | 2.0 | -52.6% | 1.8 | -51.1% |
| Dec-20 | 1.7 | -52.6% | 1.7 | -50.6% |
| Jan-21 | 1.4 | -58.9% | 1.5 | -60.3% |
| Feb-21 | 1.3 | -63.3% | 1.3 | -61.9% |
| Mar-21 | 1.3 | -63.7% | 1.4 | -66.6% |
| Apr-21 | 1.5 | -60.0% | 1.4 | -63.1% |
| May-21 | 1.4 | -61.9% | 1.2 | -65.4% |
| Jun-21 | 1.4 | -57.4% | 1.2 | -58.6% |
| Jul-21 | 1.5 | -49.0% | 0.9 | -68.3% |
| Aug-21 | 1.5 | -48.1% | 0.5 | -77.4% |
| Sep-21 | 1.5 | -38.3% | 0.9 | -64.7% |
| Oct-21 | 1.4 | -40.6% | 0.6 | -69.7% |
| 12-month Avg | 1.5 | -54.9% | 1.2 | -62.4% |

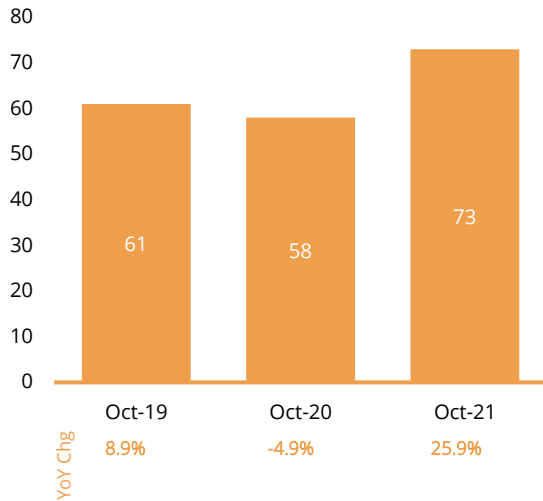
Historical Months of Supply by Month



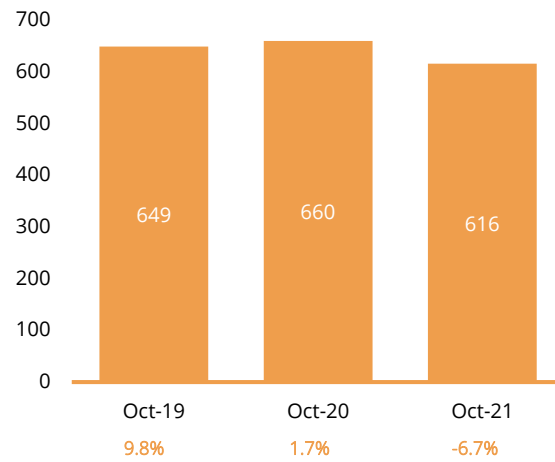
New Construction Sales



October



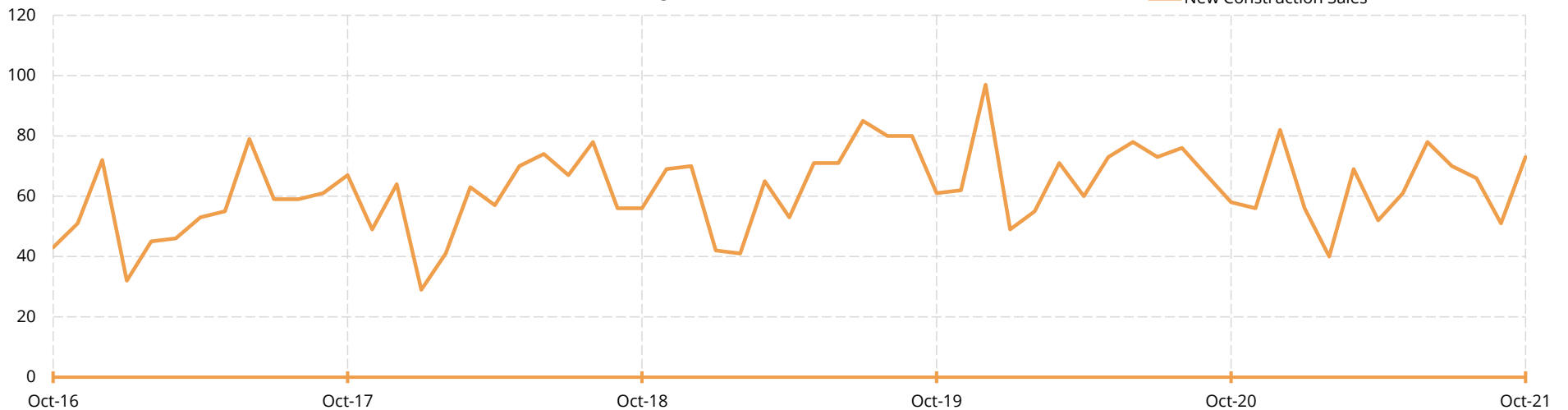
YTD



New Construction

| Month | Sales | YoY Chg |
|--------------|-------|---------|
| Nov-20 | 56 | -9.7% |
| Dec-20 | 82 | -15.5% |
| 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% |
| 12-month Avg | 63 | -7.9% |

Historical New Construction Sales by Month



Area Overview - Total Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|-------|-----------------|------------|--------|---------------|------------|--------|
| | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg |
| Albemarle County | 219 | 198 | -9.6% | 180 | 179 | -0.6% | \$420,000 | \$400,000 | -4.8% | 469 | 246 | -47.5% | 3.0 | 1.3 | -54.9% |
| Charlottesville | 50 | 45 | -10.0% | 41 | 41 | 0.0% | \$375,000 | \$386,500 | 3.1% | 67 | 64 | -4.5% | 1.5 | 1.2 | -18.5% |
| Fluvanna County | 68 | 56 | -17.6% | 55 | 58 | 5.5% | \$266,000 | \$309,500 | 16.4% | 72 | 51 | -29.2% | 1.5 | 0.9 | -38.6% |
| Greene County | 28 | 28 | 0.0% | 33 | 31 | -6.1% | \$309,900 | \$329,900 | 6.5% | 52 | 43 | -17.3% | 1.8 | 1.6 | -10.3% |
| Louisa County | 83 | 89 | 7.2% | 79 | 77 | -2.5% | \$309,000 | \$285,950 | -7.5% | 131 | 122 | -6.9% | 1.9 | 1.6 | -16.0% |
| Nelson County | 67 | 46 | -31.3% | 71 | 49 | -31.0% | \$278,000 | \$319,000 | 14.7% | 87 | 46 | -47.1% | 2.4 | 1.0 | -57.5% |

Area Overview - Total Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|--------------|-------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|--------|
| | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg |
| Albemarle County | 2,460 | 2,348 | -4.6% | 1,602 | 1,864 | 16.4% | \$400,000 | \$425,000 | 6.3% | 469 | 246 | -47.5% |
| Charlottesville | 580 | 624 | 7.6% | 460 | 539 | 17.2% | \$371,000 | \$400,000 | 7.8% | 67 | 64 | -4.5% |
| Fluvanna County | 682 | 699 | 2.5% | 479 | 559 | 16.7% | \$249,000 | \$288,000 | 15.7% | 72 | 51 | -29.2% |
| Greene County | 338 | 348 | 3.0% | 296 | 273 | -7.8% | \$291,000 | \$335,000 | 15.1% | 52 | 43 | -17.3% |
| Louisa County | 968 | 1,019 | 5.3% | 710 | 760 | 7.0% | \$269,900 | \$305,625 | 13.2% | 131 | 122 | -6.9% |
| Nelson County | 447 | 450 | 0.7% | 371 | 419 | 12.9% | \$240,000 | \$315,000 | 31.3% | 87 | 46 | -47.1% |

Area Overview - Single Family Detached Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|-------|-----------------|------------|--------|---------------|------------|--------|
| | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg |
| Albemarle County | 201 | 185 | -8.0% | 170 | 158 | -7.1% | \$428,250 | \$433,782 | 1.3% | 444 | 233 | -47.5% | 3.0 | 1.4 | -54.0% |
| Charlottesville | 46 | 42 | -8.7% | 33 | 35 | 6.1% | \$399,000 | \$389,000 | -2.5% | 53 | 54 | 1.9% | 1.4 | 1.2 | -10.9% |
| Fluvanna County | 68 | 56 | -17.6% | 55 | 58 | 5.5% | \$266,000 | \$309,500 | 16.4% | 72 | 51 | -29.2% | 1.5 | 0.9 | -39.0% |
| Greene County | 28 | 28 | 0.0% | 33 | 31 | -6.1% | \$309,900 | \$329,900 | 6.5% | 52 | 43 | -17.3% | 1.8 | 1.6 | -10.3% |
| Louisa County | 83 | 89 | 7.2% | 79 | 77 | -2.5% | \$309,000 | \$285,950 | -7.5% | 131 | 122 | -6.9% | 1.9 | 1.6 | -16.1% |
| Nelson County | 46 | 30 | -34.8% | 46 | 28 | -39.1% | \$357,500 | \$449,076 | 25.6% | 68 | 45 | -33.8% | 2.8 | 1.5 | -45.8% |

Area Overview - Single Family Detached Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|--------------|-------|-----------|--------------|-------|------------------------|------------------|-------|---------------------|------------|--------|
| | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg |
| Albemarle County | 2,309 | 2,137 | -7.4% | 1,496 | 1,712 | 14.4% | \$413,000 | \$440,000 | 6.5% | 444 | 233 | -47.5% |
| Charlottesville | 507 | 538 | 6.1% | 398 | 462 | 16.1% | \$389,500 | \$420,000 | 7.8% | 53 | 54 | 1.9% |
| Fluvanna County | 679 | 699 | 2.9% | 476 | 559 | 17.4% | \$249,000 | \$288,000 | 15.7% | 72 | 51 | -29.2% |
| Greene County | 338 | 348 | 3.0% | 296 | 273 | -7.8% | \$291,000 | \$335,000 | 15.1% | 52 | 43 | -17.3% |
| Louisa County | 966 | 1,018 | 5.4% | 708 | 759 | 7.2% | \$269,485 | \$305,313 | 13.3% | 131 | 122 | -6.9% |
| Nelson County | 322 | 318 | -1.2% | 252 | 270 | 7.1% | \$298,000 | \$410,000 | 37.6% | 68 | 45 | -33.8% |

Area Overview - Townhome & Condo Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|-----------|--------|--------|-----------|--------|--------------------|------------------|-------|-----------------|-----------|--------|---------------|------------|--------|
| | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg |
| Albemarle County | 18 | 13 | -27.8% | 10 | 21 | 110.0% | \$142,000 | \$267,000 | 88.0% | 25 | 13 | -48.0% | 2.4 | 0.8 | -65.1% |
| Charlottesville | 4 | 3 | -25.0% | 8 | 6 | -25.0% | \$224,000 | \$359,500 | 60.5% | 14 | 10 | -28.6% | 2.5 | 1.3 | -47.8% |
| 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 | 0 | 0 | n/a | 0 | 0 | n/a | \$0 | \$0 | n/a | 0 | 0 | n/a | 0.0 | 0.0 | n/a |
| Nelson County | 21 | 16 | -23.8% | 25 | 21 | -16.0% | \$120,000 | \$201,000 | 67.5% | 19 | 1 | -94.7% | 1.6 | 0.1 | -95.9% |

Area Overview - Townhome & Condo Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|------------|---------|-----------|------------|---------|------------------------|------------------|---------|---------------------|-----------|--------|
| | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg | Oct-20 | Oct-21 | % chg |
| Albemarle County | 151 | 209 | 38.4% | 106 | 157 | 48.1% | \$169,000 | \$191,000 | 13.0% | 25 | 13 | -48.0% |
| Charlottesville | 73 | 87 | 19.2% | 62 | 77 | 24.2% | \$268,000 | \$252,500 | -5.8% | 14 | 10 | -28.6% |
| Fluvanna County | 3 | 0 | -100.0% | 3 | 0 | -100.0% | \$380,000 | \$0 | -100.0% | 0 | 0 | n/a |
| Greene County | 0 | 0 | n/a | 0 | 0 | n/a | \$0 | \$0 | n/a | 0 | 0 | n/a |
| Louisa County | 2 | 1 | -50.0% | 2 | 1 | -50.0% | \$320,000 | \$395,000 | 23.4% | 0 | 0 | n/a |
| Nelson County | 125 | 132 | 5.6% | 119 | 149 | 25.2% | \$129,000 | \$173,000 | 34.1% | 19 | 1 | -94.7% |



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