

SEPTEMBER  
**2021**

# CAAR CHARLOTTEVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
VIRGINIA REALTORS®

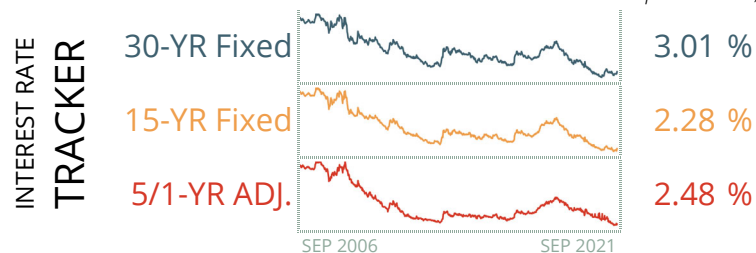
# CAAR Market Indicators Report



## Key Market Trends: September 2021

- Sales activity in the CAAR housing market slowed down in September.** There were 398 sales across the CAAR footprint in September, 69 fewer sales than a year ago, which is a 14.8% decline. This is the sharpest year-over-year drop since May of 2020. While part of the decrease can be attributed to higher than normal sales last September, there is also a market cool down underway in the region and in many parts of the state. Nearly all local markets in the area had slower sales activity this month, notably Nelson County (-50%), Louisa County (-20.8%), and Albemarle County (-14.8%). Sales activity in Charlottesville was unchanged from a year ago.
- Pending sales continue to slow down, reflect cooling market activity.** There were 403 pending sales in the CAAR region in September, 141 fewer pending sales than last year, which is a 25.9% drop. This is the fourth straight month of fewer pending sales compared to last year. Pending sales also were down from August, which is typical for this time of year. All local markets in the footprint had a drop in pending sales activity. Pending sales in Albemarle County were down 33.9% compared to last September.
- Home prices continue to rise rapidly, despite the market slowdown.** At \$365,000, the median sales price in September in the CAAR market was \$38,000 higher than last year (+11.6%). Even with fewer sales, upward pressure on prices is a big factor in the market which is being driven by low inventory levels. The median sales price in Charlottesville in September was \$445,000, up \$58,000 from a year ago (+15.0%).
- Supply in the CAAR footprint continues to be tight, with fewer new listings coming on the market.** There were 643 active listings in the CAAR area at the end of September, 282 fewer listings than a year ago (-30.5%). The number of new monthly listings was down 7.8% from last year, the third straight year-over-year drop.

September 30, 2021



## CAAR Market Dashboard

YoY Chg	Sep-21	Indicator
▼ -14.8%	398	Sales
▼ -25.9%	403	Pending Sales
▼ -7.8%	521	New Listings
▲ 10.5%	\$364,390	Median List Price
▲ 11.6%	\$365,000	Median Sales Price
▲ 19.1%	\$216	Median Price Per Square Foot
▼ -1.5%	\$179.8	Sold Dollar Volume (in millions)
– 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -43.3%	29	Average Days on Market
▼ -30.5%	643	Active Listings
▼ -40.6%	1.5	Months of Supply
▼ -23.9%	51	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.**

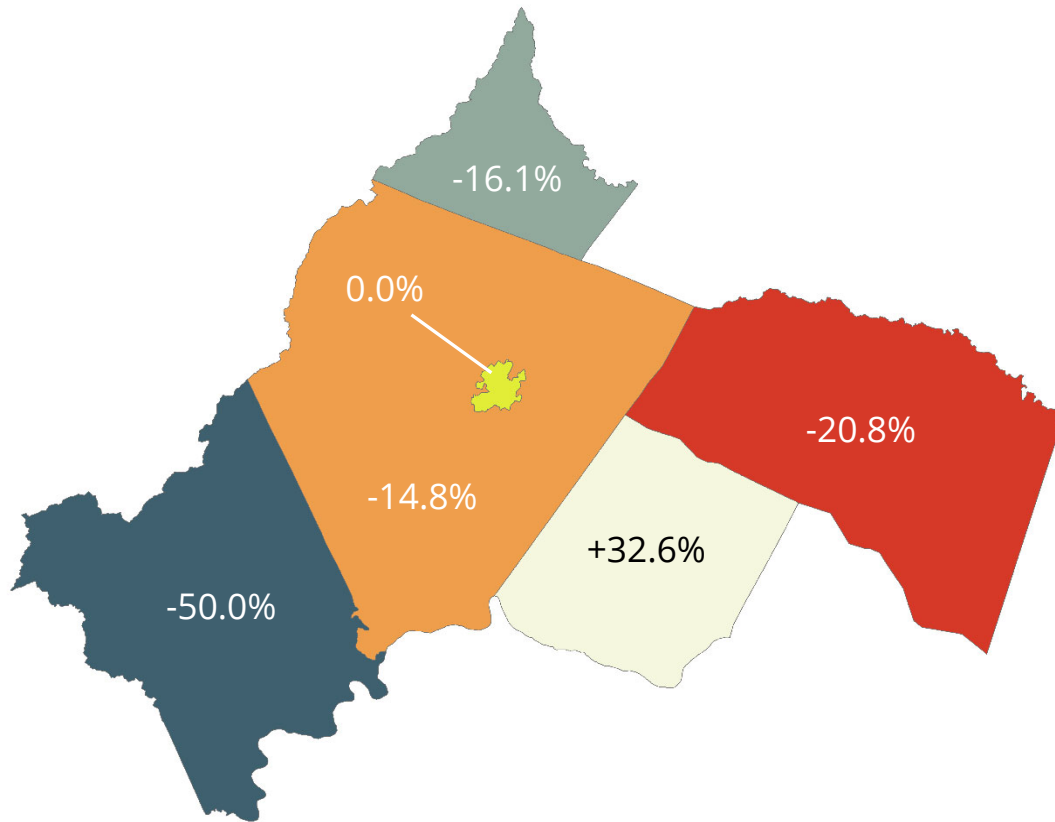
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.



# Market Activity - CAAR Footprint



Jurisdiction	Total Sales		
	Sep-20	Sep-21	% Chg
Albemarle County	176	150	-14.8%
Charlottesville	52	52	0.0%
Fluvanna County	46	61	32.6%
Greene County	31	26	-16.1%
Louisa County	96	76	-20.8%
Nelson County	66	33	-50.0%
<b>CAAR</b>	<b>467</b>	<b>398</b>	<b>-14.8%</b>

# Total Market Overview



Key Metrics	2-year Trends		Sep-20	Sep-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Sep-19	Sep-21						
Sales			467	<b>398</b>	-14.8%	3,459	<b>3,984</b>	15.2%
Pending Sales			544	<b>403</b>	-25.9%	4,084	<b>4,306</b>	5.4%
New Listings			565	<b>521</b>	-7.8%	4,960	<b>5,025</b>	1.3%
Median List Price			\$329,900	<b>\$364,390</b>	10.5%	\$329,000	<b>\$359,900</b>	9.4%
Median Sales Price			\$327,000	<b>\$365,000</b>	11.6%	\$325,000	<b>\$365,000</b>	12.3%
Median Price Per Square Foot			\$182	<b>\$216</b>	19.1%	\$180	<b>\$204</b>	13.4%
Sold Dollar Volume (in millions)			\$182.6	<b>\$179.8</b>	-1.5%	\$1,378.1	<b>\$1,740.9</b>	26.3%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	99.5%	<b>100.0%</b>	0.5%
Average Days on Market			51	<b>29</b>	-43.3%	62	<b>31</b>	-50.9%
Active Listings			925	<b>643</b>	-30.5%	n/a	<b>n/a</b>	n/a
Months of Supply			2.5	<b>1.5</b>	-40.6%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Sep-20	Sep-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Sep-19	Sep-21						
Sales			423	<b>362</b>	-14.4%	3,210	<b>3,648</b>	13.6%
Pending Sales			504	<b>373</b>	-26.0%	3,786	<b>3,912</b>	3.3%
New Listings			529	<b>478</b>	-9.6%	4,649	<b>4,628</b>	-0.5%
Median List Price			\$348,900	<b>\$375,000</b>	7.5%	\$342,062	<b>\$375,000</b>	9.6%
Median Sales Price			\$340,000	<b>\$375,000</b>	10.3%	\$335,450	<b>\$377,000</b>	12.4%
Median Price Per Square Foot			\$182	<b>\$212</b>	16.5%	\$181	<b>\$205</b>	13.4%
Sold Dollar Volume (in millions)			\$173.4	<b>\$167.9</b>	-3.2%	\$1,324.2	<b>\$1,661.3</b>	25.5%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	99.7%	<b>100.0%</b>	0.3%
Average Days on Market			50	<b>26</b>	-48.0%	62	<b>30</b>	-50.5%
Active Listings			871	<b>610</b>	-30.0%	n/a	<b>n/a</b>	n/a
Months of Supply			2.5	<b>1.5</b>	-38.3%	n/a	<b>n/a</b>	n/a

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

# Townhome & Condo Market Overview



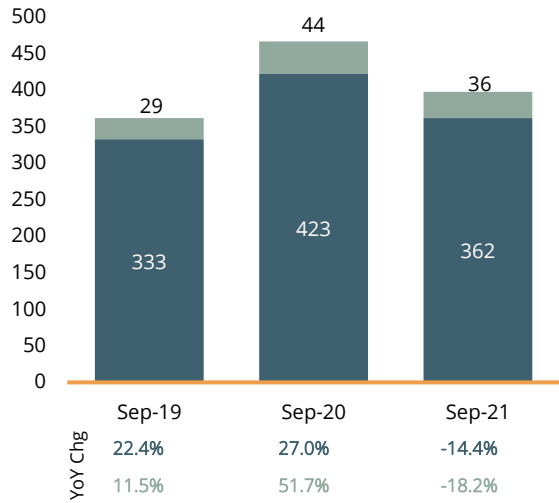
Key Metrics	2-year Trends		Sep-20	Sep-21	YoY Chg	2020 YTD	2021 YTD	YoY Chg
	Sep-19	Sep-21						
Sales			44	<b>36</b>	-18.2%	249	<b>336</b>	34.9%
Pending Sales			40	<b>30</b>	-25.0%	298	<b>394</b>	32.2%
New Listings			36	<b>43</b>	19.4%	311	<b>397</b>	27.7%
Median List Price			\$164,450	<b>\$260,000</b>	58.1%	\$179,450	<b>\$198,000</b>	10.3%
Median Sales Price			\$163,500	<b>\$250,275</b>	53.1%	\$175,500	<b>\$195,000</b>	11.1%
Median Price Per Square Foot			\$165	<b>\$239</b>	45.4%	\$171	<b>\$197</b>	15.4%
Sold Dollar Volume (in millions)			\$9.2	<b>\$11.9</b>	30.0%	\$53.9	<b>\$79.6</b>	47.7%
Median Sold/Ask Price Ratio			98.3%	<b>97.8%</b>	-0.5%	98.0%	<b>100.0%</b>	2.0%
Average Days on Market			62	<b>60</b>	-3.3%	72	<b>32</b>	-55.9%
Active Listings			54	<b>33</b>	-38.9%	n/a	<b>n/a</b>	n/a
Months of Supply			2.5	<b>0.9</b>	-64.7%	n/a	<b>n/a</b>	n/a

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

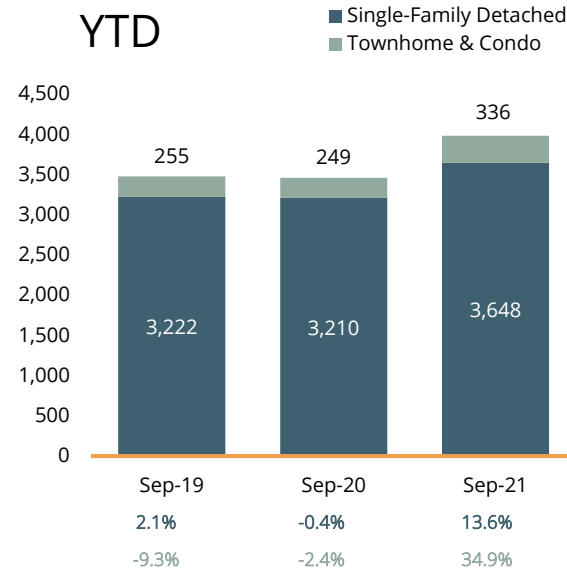
# Sales



## September

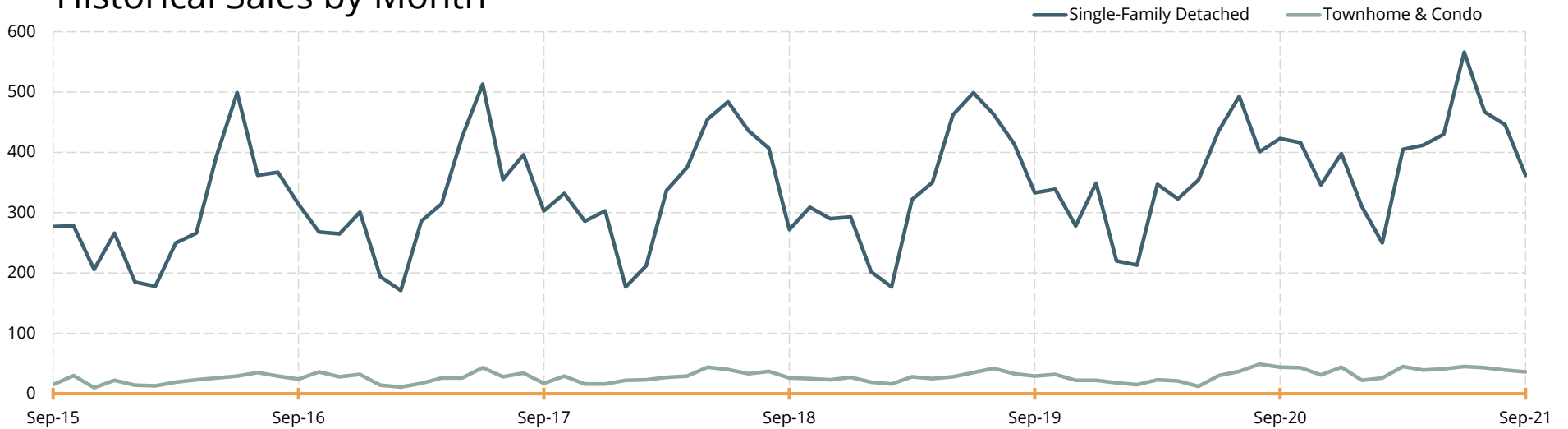


## YTD



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-20	416	22.7%	43	34.4%
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%
12-month Avg	401	15.1%	38	39.7%

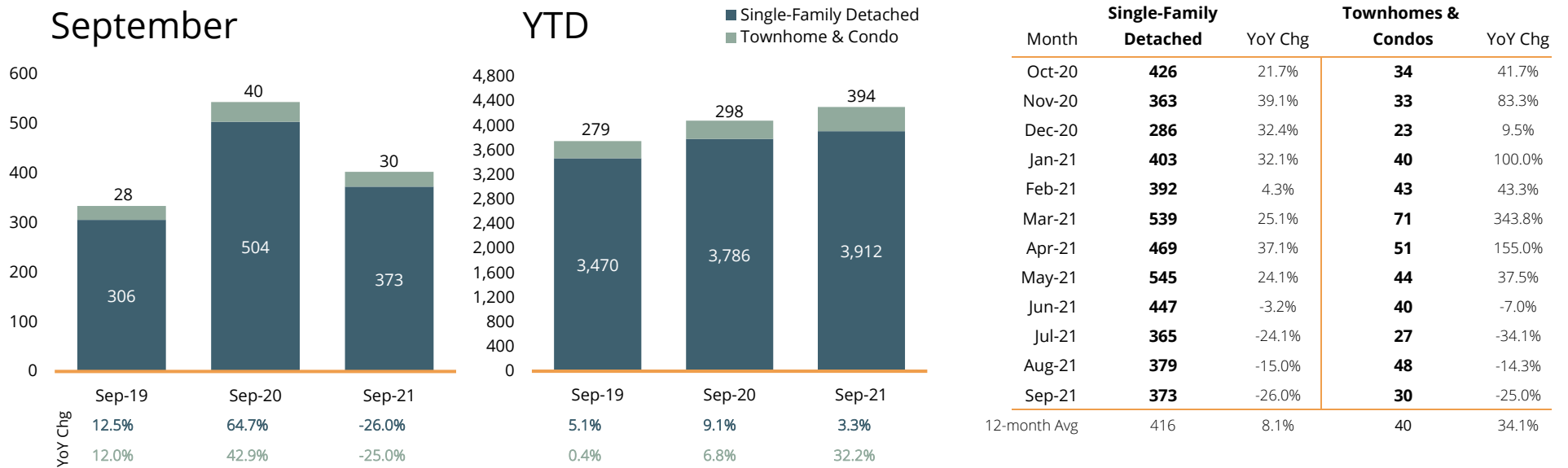
## Historical Sales by Month



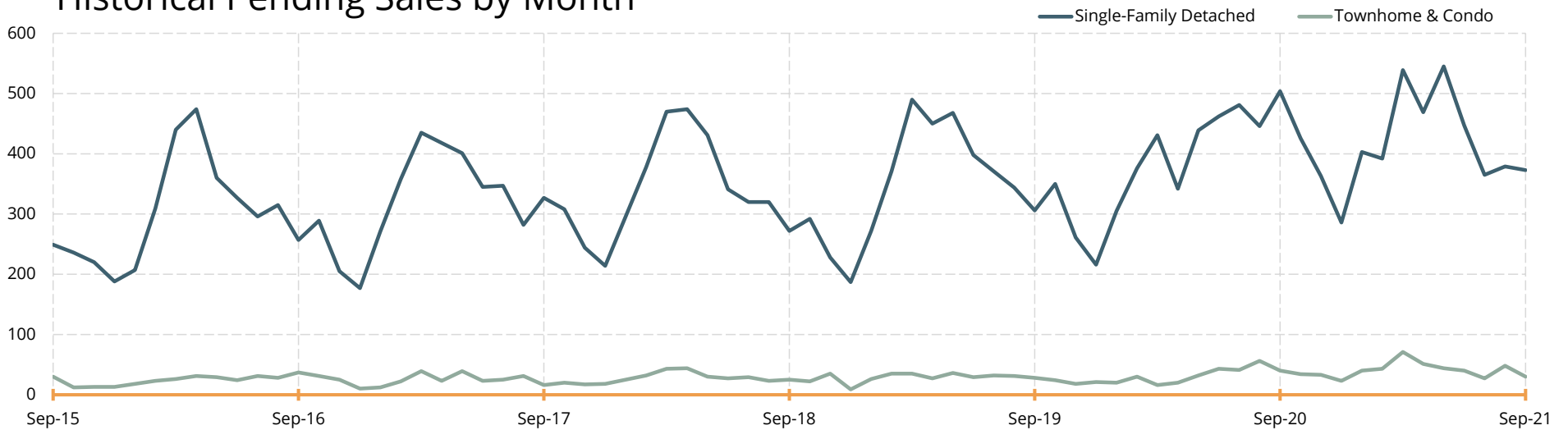
Source: Virginia REALTORS®, data accessed October 15, 2021



# Pending Sales

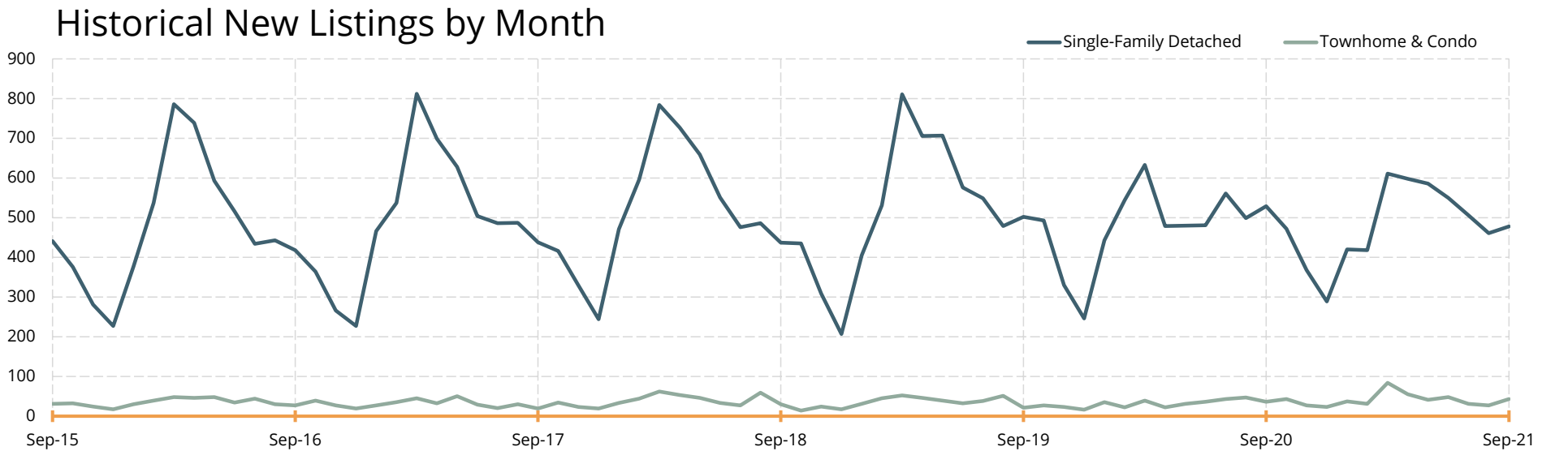
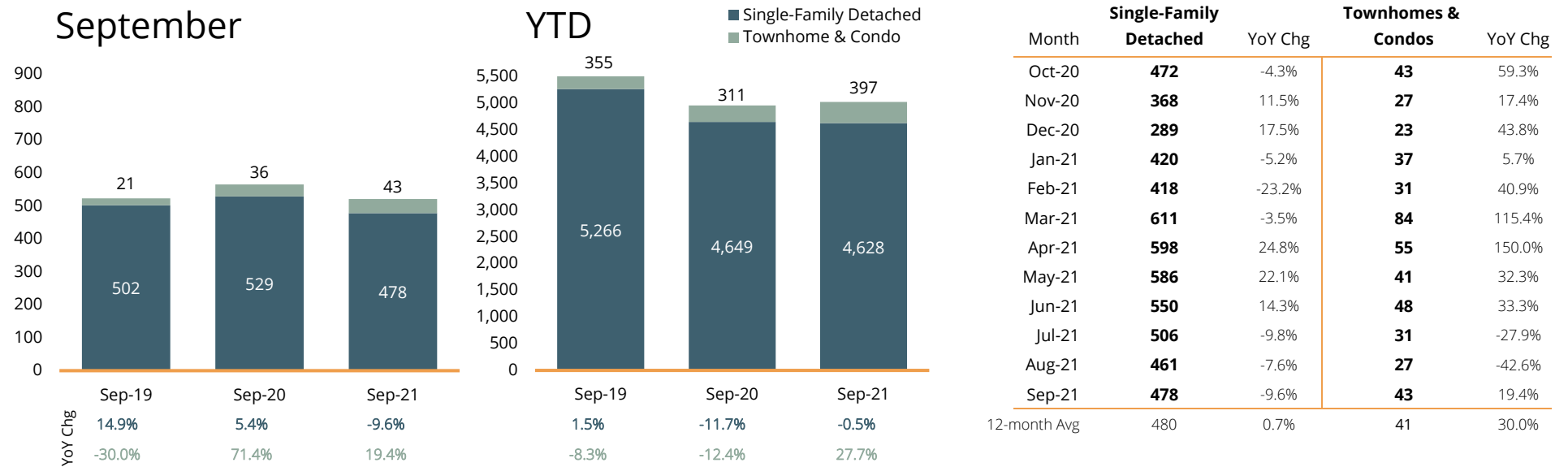


## Historical Pending Sales by Month



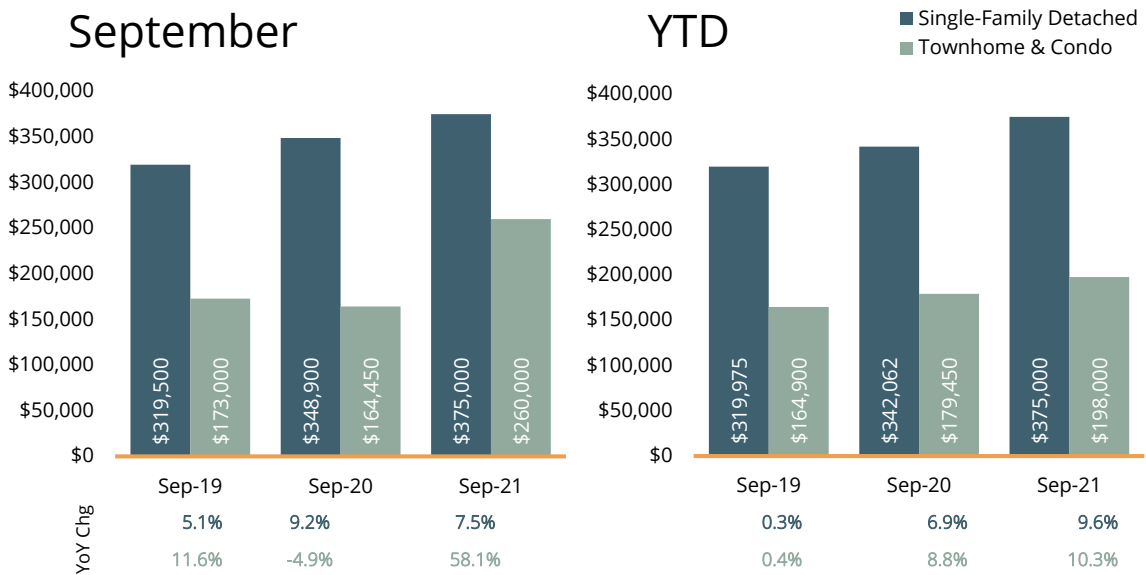
Source: Virginia REALTORS®, data accessed October 15, 2021

# New Listings



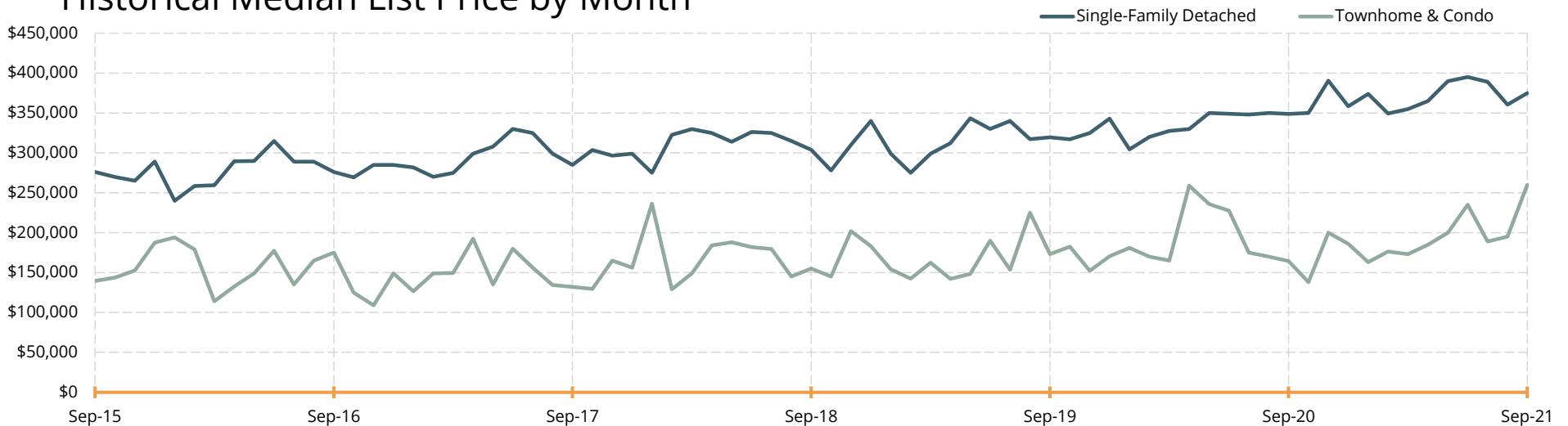
Source: Virginia REALTORS®, data accessed October 15, 2021

# Median List Price



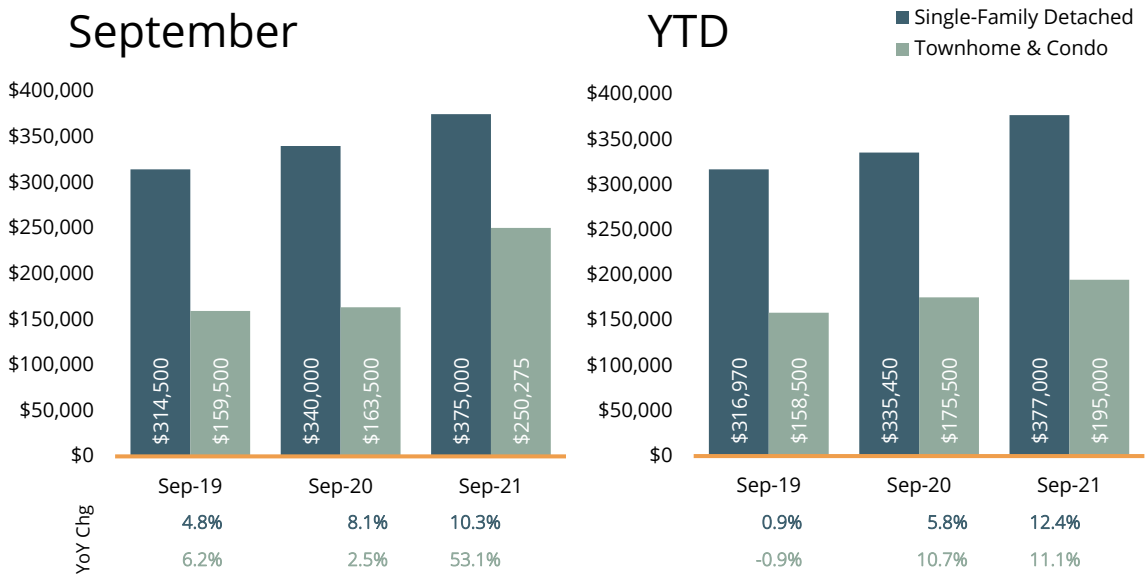
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-20	\$349,950	10.4%	\$137,900	-24.4%
Nov-20	\$390,465	20.2%	\$199,900	31.3%
Dec-20	\$358,400	4.5%	\$186,000	9.1%
Jan-21	\$374,000	22.8%	\$163,000	-9.9%
Feb-21	\$349,450	9.2%	\$176,400	3.8%
Mar-21	\$355,000	8.4%	\$173,000	4.8%
Apr-21	\$365,000	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%
12-month Avg	\$370,968	10.9%	\$191,654	2.1%

## Historical Median List Price by Month



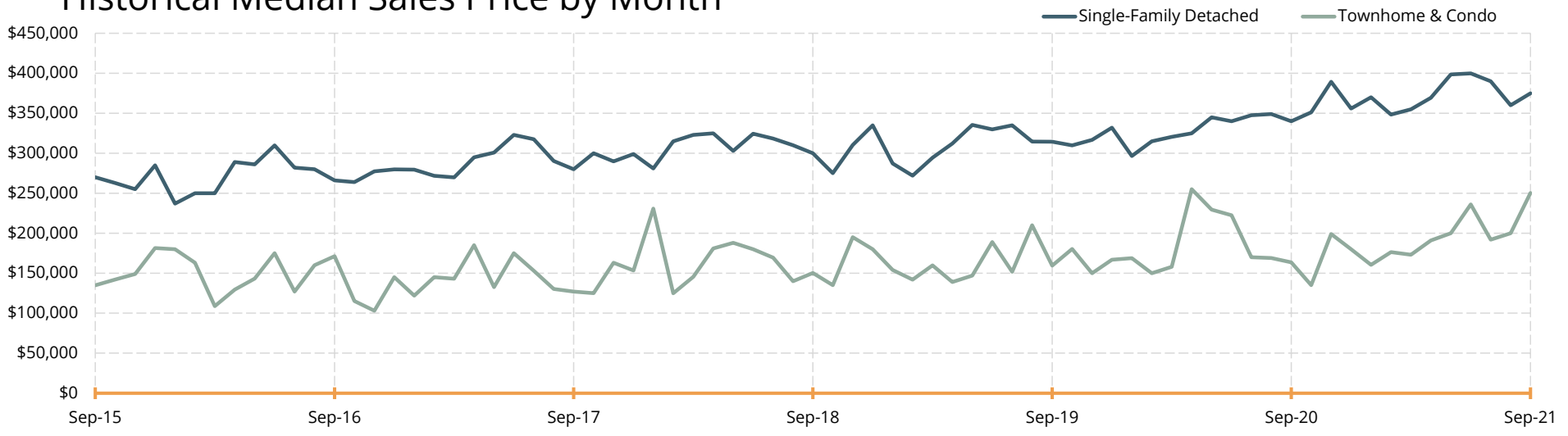
Source: Virginia REALTORS®, data accessed October 15, 2021

# Median Sales Price



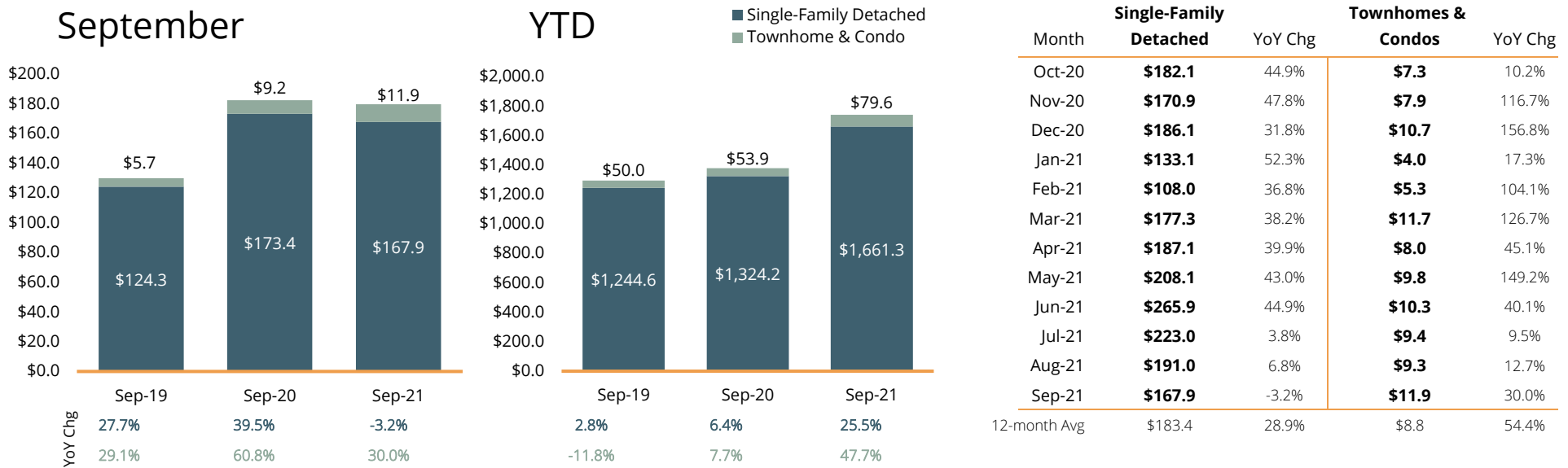
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-20	<b>\$351,250</b>	13.4%	<b>\$135,000</b>	-25.1%
Nov-20	<b>\$389,372</b>	22.9%	<b>\$199,000</b>	32.7%
Dec-20	<b>\$356,000</b>	7.2%	<b>\$180,000</b>	7.9%
Jan-21	<b>\$370,000</b>	24.7%	<b>\$160,500</b>	-4.9%
Feb-21	<b>\$348,450</b>	10.6%	<b>\$176,400</b>	17.6%
Mar-21	<b>\$355,000</b>	10.8%	<b>\$173,000</b>	9.5%
Apr-21	<b>\$369,450</b>	13.7%	<b>\$191,000</b>	-25.1%
May-21	<b>\$398,500</b>	15.5%	<b>\$200,000</b>	-12.9%
Jun-21	<b>\$399,900</b>	17.6%	<b>\$236,000</b>	6.1%
Jul-21	<b>\$390,000</b>	12.2%	<b>\$192,000</b>	12.9%
Aug-21	<b>\$360,000</b>	3.2%	<b>\$200,000</b>	18.3%
Sep-21	<b>\$375,000</b>	10.3%	<b>\$250,275</b>	53.1%
12-month Avg	\$371,910	13.4%	\$191,098	5.0%

## Historical Median Sales Price by Month

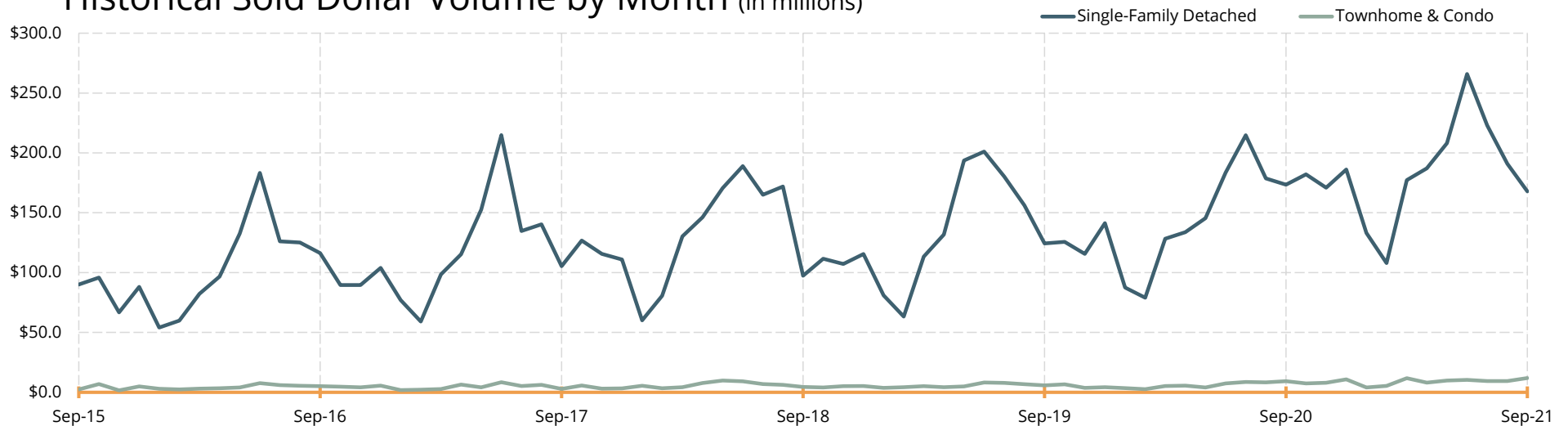


Source: Virginia REALTORS®, data accessed October 15, 2021

# Sold Dollar Volume (in millions)

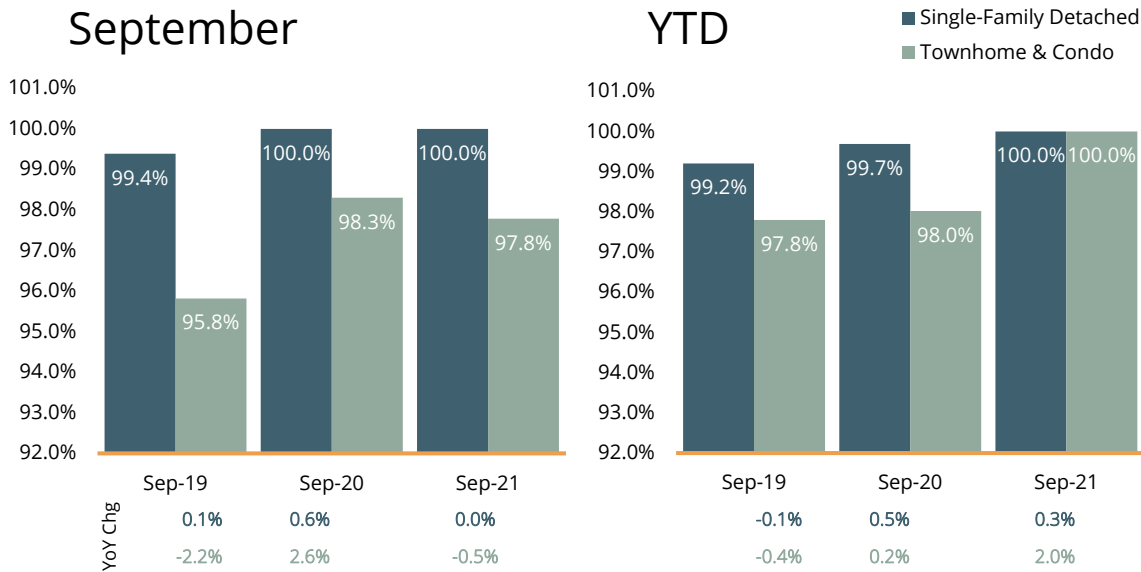


## Historical Sold Dollar Volume by Month (in millions)



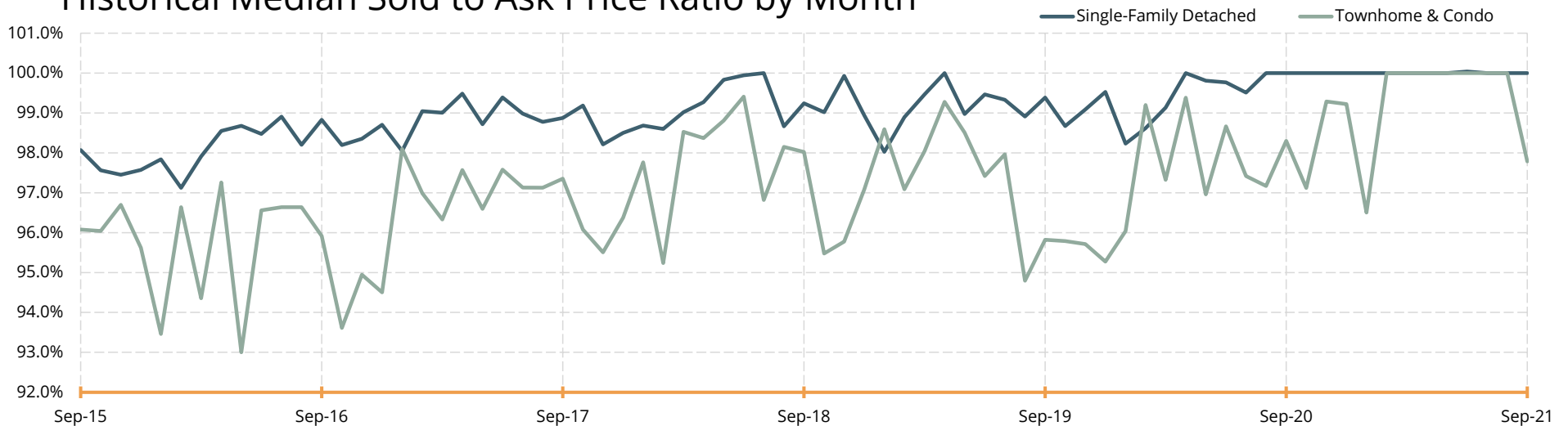
Source: Virginia REALTORS®, data accessed October 15, 2021

# Median Sold to Ask Price Ratio

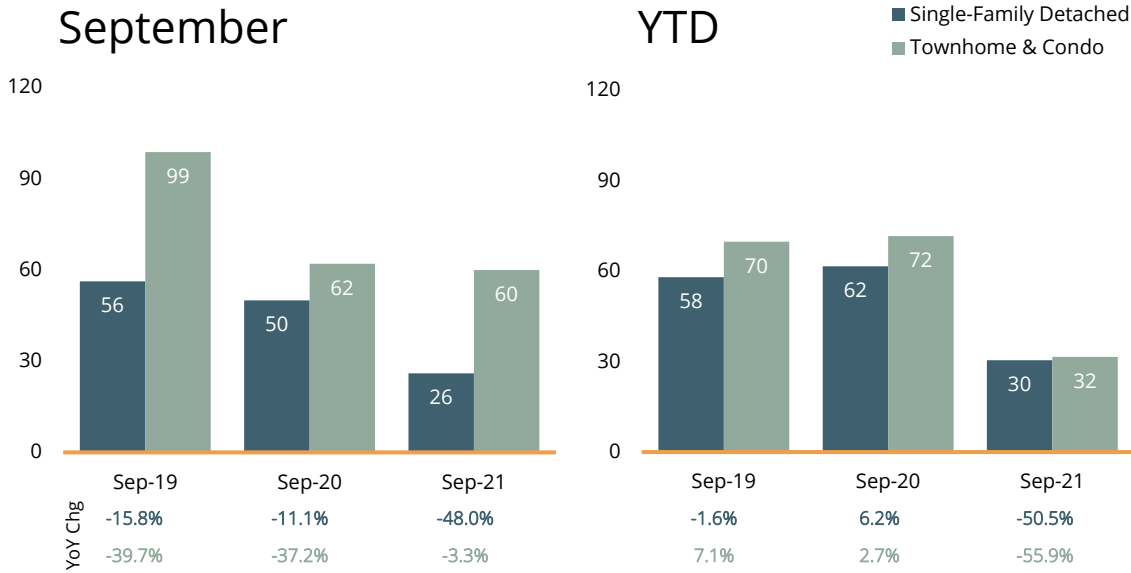


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Oct-20	100.0%	1.3%	97.1%	1.4%
Nov-20	100.0%	0.9%	99.3%	3.7%
Dec-20	100.0%	0.5%	99.2%	4.1%
Jan-21	100.0%	1.8%	96.5%	0.5%
Feb-21	100.0%	1.4%	100.0%	0.8%
Mar-21	100.0%	0.9%	100.0%	2.7%
Apr-21	100.0%	0.0%	100.0%	0.6%
May-21	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%
12-month Avg	100.0%	0.6%	99.2%	1.9%

## Historical Median Sold to Ask Price Ratio by Month

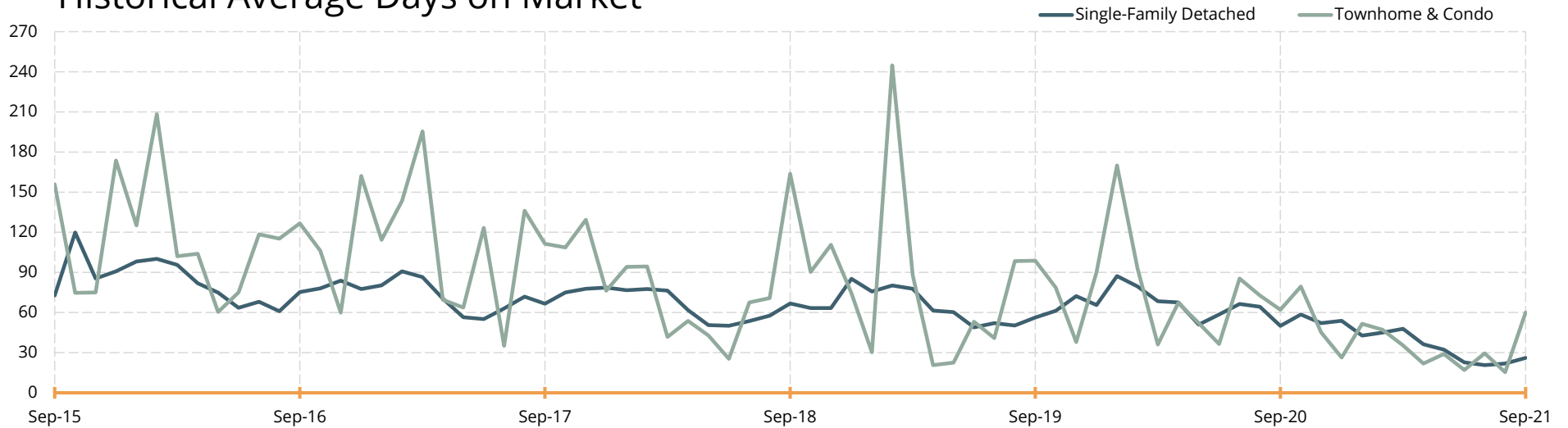


# Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-20	58	-4.6%	79	1.1%
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%
12-month Avg	38	-42.0%	38	-48.1%

## Historical Average Days on Market

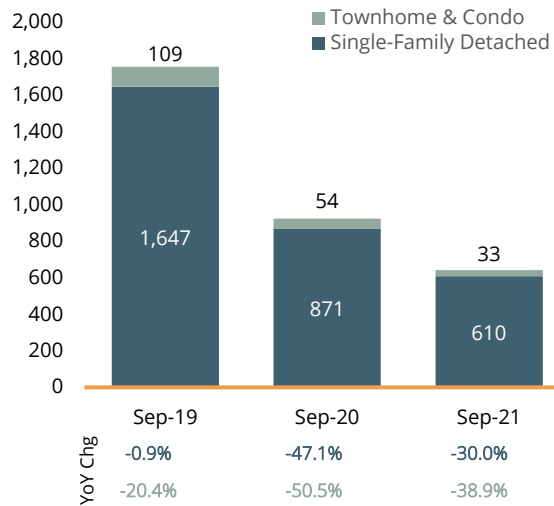


Source: Virginia REALTORS®, data accessed October 15, 2021

# Active Listings

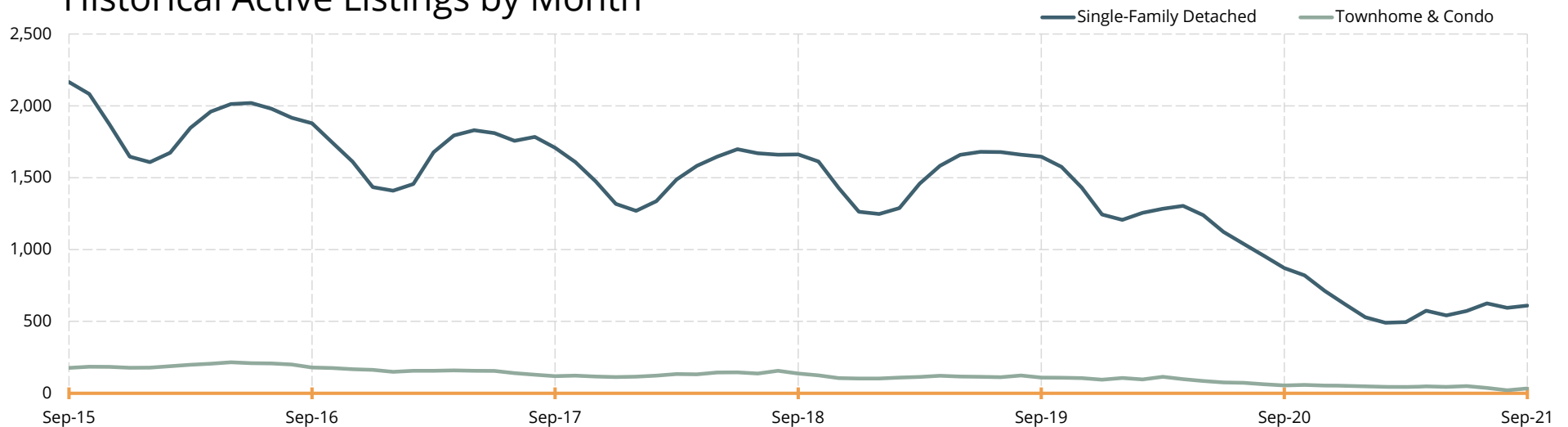


## September



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-20	820	-48.0%	58	-46.3%
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%
12-month Avg	599	-50.6%	44	-50.3%

## Historical Active Listings by Month

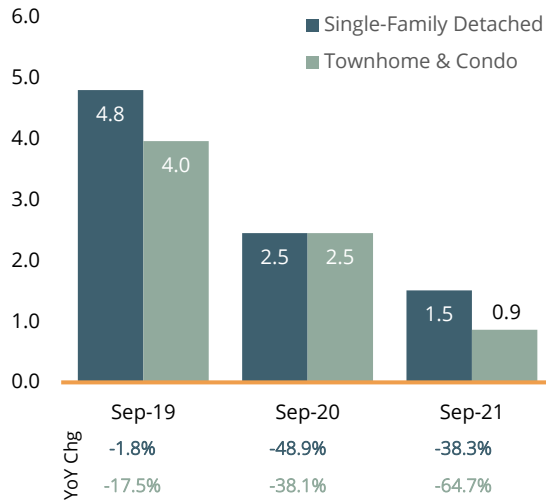




# Months of Supply

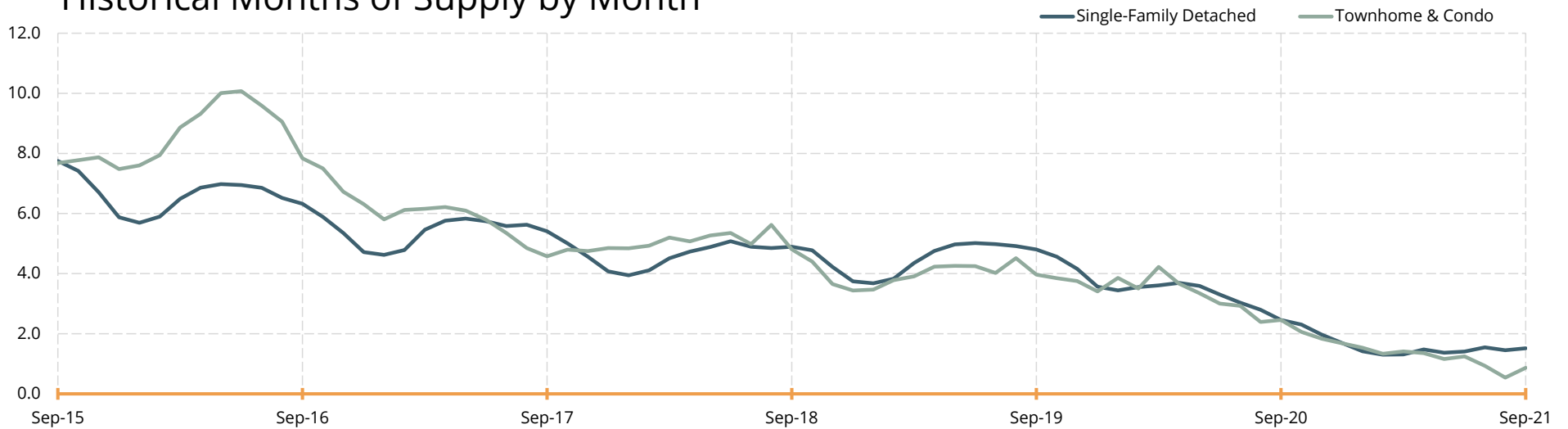


## September



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Oct-20	<b>2.3</b>	-49.5%	<b>2.1</b>	-46.5%
Nov-20	<b>2.0</b>	-52.6%	<b>1.8</b>	-51.1%
Dec-20	<b>1.7</b>	-52.6%	<b>1.7</b>	-50.6%
Jan-21	<b>1.4</b>	-58.9%	<b>1.5</b>	-60.3%
Feb-21	<b>1.3</b>	-63.3%	<b>1.3</b>	-61.9%
Mar-21	<b>1.3</b>	-63.7%	<b>1.4</b>	-66.6%
Apr-21	<b>1.5</b>	-60.0%	<b>1.4</b>	-63.1%
May-21	<b>1.4</b>	-61.9%	<b>1.2</b>	-65.4%
Jun-21	<b>1.4</b>	-57.4%	<b>1.2</b>	-58.6%
Jul-21	<b>1.5</b>	-49.0%	<b>0.9</b>	-68.3%
Aug-21	<b>1.5</b>	-48.1%	<b>0.5</b>	-77.4%
Sep-21	<b>1.5</b>	-38.3%	<b>0.9</b>	-64.7%
12-month Avg	1.6	-55.1%	1.3	-60.5%

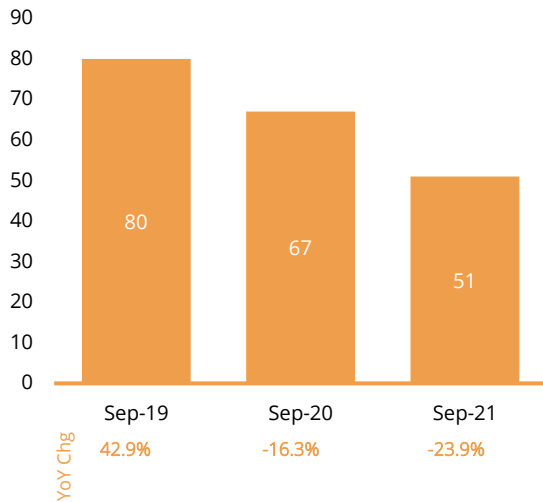
## Historical Months of Supply by Month



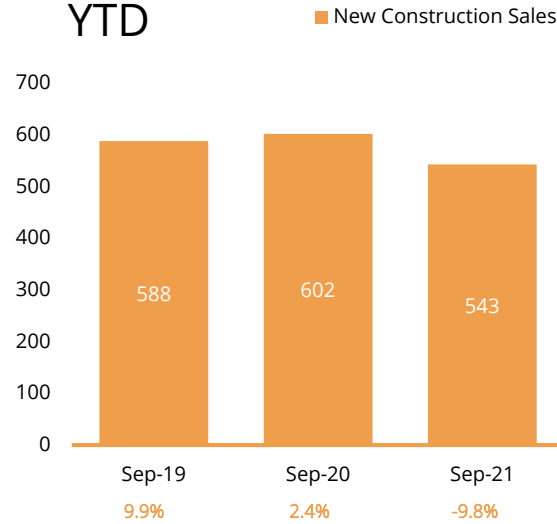
# New Construction Sales



## September



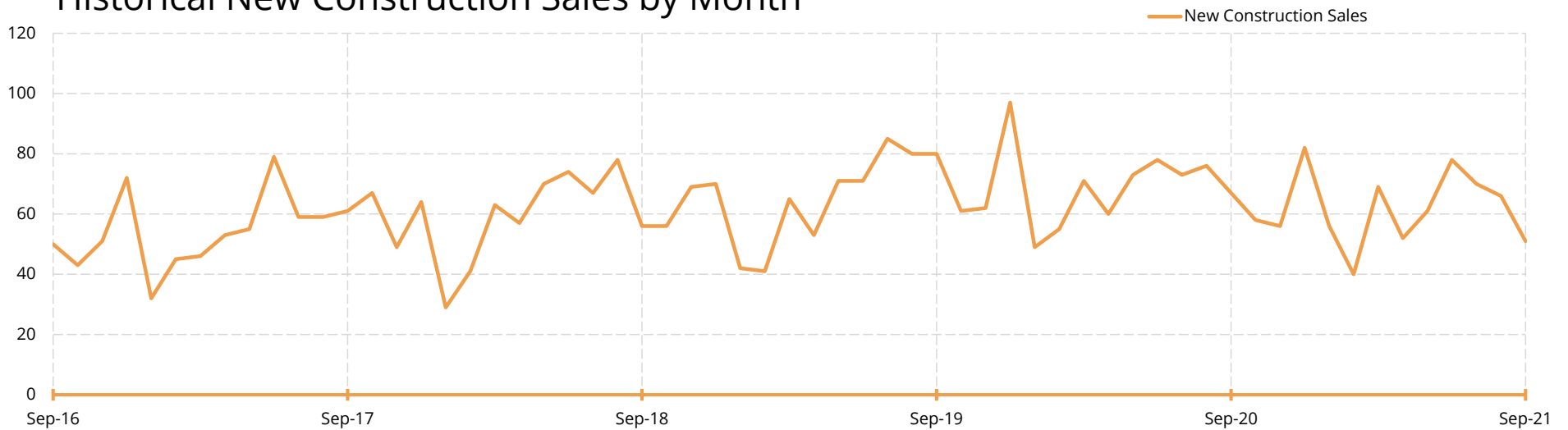
## YTD



## New Construction

Month	Sales	YoY Chg
Oct-20	58	-4.9%
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%
12-month Avg	62	-10.1%

## Historical New Construction Sales by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg
Albemarle County	231	<b>205</b>	-11.3%	176	<b>150</b>	-14.8%	\$425,474	<b>\$442,537</b>	4.0%	483	<b>266</b>	-44.9%	3.1	<b>1.4</b>	-53.3%
Charlottesville	68	<b>66</b>	-2.9%	52	<b>52</b>	0.0%	\$387,000	<b>\$445,000</b>	15.0%	75	<b>77</b>	2.7%	1.7	<b>1.5</b>	-10.9%
Fluvanna County	86	<b>84</b>	-2.3%	46	<b>61</b>	32.6%	\$242,000	<b>\$282,000</b>	16.5%	77	<b>64</b>	-16.9%	1.7	<b>1.2</b>	-30.0%
Greene County	34	<b>30</b>	-11.8%	31	<b>26</b>	-16.1%	\$327,000	<b>\$323,000</b>	-1.2%	55	<b>47</b>	-14.5%	1.9	<b>1.8</b>	-9.5%
Louisa County	79	<b>91</b>	15.2%	96	<b>76</b>	-20.8%	\$258,500	<b>\$339,950</b>	31.5%	131	<b>129</b>	-1.5%	2.0	<b>1.7</b>	-13.0%
Nelson County	67	<b>45</b>	-32.8%	66	<b>33</b>	-50.0%	\$241,250	<b>\$374,200</b>	55.1%	104	<b>60</b>	-42.3%	3.1	<b>1.3</b>	-58.6%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg
Albemarle County	2,241	<b>2,150</b>	-4.1%	1,422	<b>1,685</b>	18.5%	\$399,000	<b>\$427,000</b>	7.0%	483	<b>266</b>	-44.9%
Charlottesville	530	<b>579</b>	9.2%	419	<b>498</b>	18.9%	\$370,000	<b>\$400,600</b>	8.3%	75	<b>77</b>	2.7%
Fluvanna County	614	<b>643</b>	4.7%	424	<b>501</b>	18.2%	\$247,553	<b>\$285,000</b>	15.1%	77	<b>64</b>	-16.9%
Greene County	310	<b>320</b>	3.2%	263	<b>242</b>	-8.0%	\$289,900	<b>\$338,000</b>	16.6%	55	<b>47</b>	-14.5%
Louisa County	885	<b>930</b>	5.1%	631	<b>683</b>	8.2%	\$265,000	<b>\$309,925</b>	17.0%	131	<b>129</b>	-1.5%
Nelson County	380	<b>404</b>	6.3%	300	<b>370</b>	23.3%	\$237,000	<b>\$315,000</b>	32.9%	104	<b>60</b>	-42.3%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg
Albemarle County	219	<b>182</b>	-16.9%	162	<b>137</b>	-15.4%	\$441,500	<b>\$470,000</b>	6.5%	462	<b>250</b>	-45.9%	3.1	<b>1.5</b>	-52.4%
Charlottesville	63	<b>58</b>	-7.9%	45	<b>39</b>	-13.3%	\$400,000	<b>\$485,750</b>	21.4%	61	<b>65</b>	6.6%	1.7	<b>1.5</b>	-11.4%
Fluvanna County	86	<b>84</b>	-2.3%	46	<b>61</b>	32.6%	\$242,000	<b>\$282,000</b>	16.5%	77	<b>64</b>	-16.9%	1.7	<b>1.2</b>	-30.0%
Greene County	34	<b>30</b>	-11.8%	31	<b>26</b>	-16.1%	\$327,000	<b>\$323,000</b>	-1.2%	55	<b>47</b>	-14.5%	1.9	<b>1.8</b>	-9.5%
Louisa County	79	<b>91</b>	15.2%	96	<b>76</b>	-20.8%	\$258,500	<b>\$339,950</b>	31.5%	131	<b>129</b>	-1.5%	2.0	<b>1.7</b>	-12.9%
Nelson County	48	<b>33</b>	-31.3%	43	<b>23</b>	-46.5%	\$330,000	<b>\$432,500</b>	31.1%	85	<b>55</b>	-35.3%	3.1	<b>1.7</b>	-43.3%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg
Albemarle County	2,108	<b>1,952</b>	-7.4%	1,326	<b>1,554</b>	17.2%	\$411,000	<b>\$441,000</b>	7.3%	462	<b>250</b>	-45.9%
Charlottesville	461	<b>496</b>	7.6%	365	<b>427</b>	17.0%	\$387,250	<b>\$425,000</b>	9.7%	61	<b>65</b>	6.6%
Fluvanna County	611	<b>643</b>	5.2%	421	<b>501</b>	19.0%	\$247,500	<b>\$285,000</b>	15.2%	77	<b>64</b>	-16.9%
Greene County	310	<b>320</b>	3.2%	263	<b>242</b>	-8.0%	\$289,900	<b>\$338,000</b>	16.6%	55	<b>47</b>	-14.5%
Louisa County	883	<b>929</b>	5.2%	629	<b>682</b>	8.4%	\$265,000	<b>\$309,900</b>	16.9%	131	<b>129</b>	-1.5%
Nelson County	276	<b>288</b>	4.3%	206	<b>242</b>	17.5%	\$288,000	<b>\$408,000</b>	41.7%	85	<b>55</b>	-35.3%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg
Albemarle County	12	<b>23</b>	91.7%	14	<b>13</b>	-7.1%	\$170,500	<b>\$215,000</b>	26.1%	21	<b>16</b>	-23.8%	3.1	<b>1.1</b>	-64.4%
Charlottesville	5	<b>8</b>	60.0%	7	<b>13</b>	85.7%	\$270,000	<b>\$261,500</b>	-3.1%	14	<b>12</b>	-14.3%	1.7	<b>1.5</b>	-8.5%
Fluvanna County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	1.7	<b>0.0</b>	-100.0%
Greene County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	1.9	<b>0.0</b>	-100.0%
Louisa County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a	2.0	<b>0.0</b>	-100.0%
Nelson County	19	<b>12</b>	-36.8%	23	<b>10</b>	-56.5%	\$139,500	<b>\$275,138</b>	97.2%	19	<b>5</b>	-73.7%	3.1	<b>0.3</b>	-89.6%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg	Sep-20	Sep-21	% chg
Albemarle County	133	<b>196</b>	47.4%	96	<b>136</b>	41.7%	\$170,000	<b>\$190,500</b>	12.1%	21	<b>16</b>	-23.8%
Charlottesville	69	<b>84</b>	21.7%	54	<b>71</b>	31.5%	\$268,900	<b>\$250,000</b>	-7.0%	14	<b>12</b>	-14.3%
Fluvanna County	3	<b>0</b>	-100.0%	3	<b>0</b>	-100.0%	\$380,000	<b>\$0</b>	-100.0%	0	<b>0</b>	n/a
Greene County	0	<b>0</b>	n/a	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	0	<b>0</b>	n/a
Louisa County	2	<b>1</b>	-50.0%	2	<b>1</b>	-50.0%	\$320,000	<b>\$395,000</b>	23.4%	0	<b>0</b>	n/a
Nelson County	104	<b>116</b>	11.5%	94	<b>128</b>	36.2%	\$135,750	<b>\$170,238</b>	25.4%	19	<b>5</b>	-73.7%





The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

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