

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

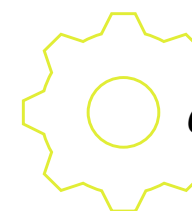
CAAR Market Indicators Report



Key Market Trends: March 2025

- Closed sales activity was slower in some parts of the region, while other areas had an influx of sales.** There were 290 home sales overall in the CAAR region, unchanged from the previous year. Activity fell in Charlottesville with 11 fewer sales (-28.9%) and Albemarle County down six sales from the year before (-5.2%). Fluvanna County saw the biggest rise in sales this month with 14 more sales than last year (+50.0%).
- Pending sales outpaced last year in most local markets in the region.** In March, there were 408 pending sales in the area, up 8.8% from the previous year, an additional 33 pending sales. Most local markets saw an increase in activity with Fluvanna County having 14 more pending sales than last year (+31.8%) and Louisa having eight more pending sales (+11.4%). There was a small decrease in pending sales in Albemarle County with one less pending sale than last March (-0.6%).
- After five straight months of strong growth, the regionwide median price dipped slightly in March.** The median home price was \$448,500 in the CAAR market, inching down 0.7% or \$3,250 from the year prior. In Albemarle County there was a \$15,100 price drop in the median sales price, down to \$539,900 in March (-2.7%). The median price went up the most in Greene County with a \$74,495 price increase (+21.0%) and Charlottesville with homes costing \$50,000 more than a year ago (+10.3%).
- The inventory of active listings continued to expand in the CAAR area.** At the end of March there were 875 active listings on the market regionwide, up 30.2% from the year before, an additional 203 listings. Most of the listing growth in the region was in Albemarle County with 72 more listings than a year earlier (+28.2%) and Louisa County with 62 additional listings (+31.8%). Active listings fell for the sixth consecutive month in Greene County (-24.0%).

INTEREST RATE
TRACKER



CAAR Market Dashboard

YoY Chg	Mar-25	Indicator
— 0.0%	290	Sales
▲ 8.8%	408	Pending Sales
▲ 20.1%	633	New Listings
▼ -2.1%	\$450,000	Median List Price
▼ -0.7%	\$448,500	Median Sales Price
▼ -1.3%	\$259	Median Price Per Square Foot
▼ -1.5%	\$160.5	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ -12.4%	43	Average Days on Market
▲ 30.2%	875	Active Listings
▲ 30.0%	2.9	Months of Supply
▲ 5.8%	73	New Construction Sales

Report Index



Market Activity: CAAR Footprint -----	4
Active Listings: Total Inventory -----	5
Active Listings: Proposed Listings -----	6
New Listings: Total Inventory -----	7
New Listings: Proposed Listings -----	8
Total Market Overview -----	9
Single-Family Detached Market Overview -----	10
Townhome & Condo Market Overview -----	11
Sales -----	12
Pending Sales -----	13
New Listings -----	14
Median List Price -----	15
Median Sales Price -----	16
Sold Dollar Volume -----	17
Median Sold to Ask Price Ratio -----	18
Median Days on Market -----	19
Active Listings -----	20
Months of Supply -----	21
New Construction Sales -----	22
Area Overview - Total Market -----	23
Area Overview - Total Market YTD -----	24
Area Overview - Single-Family Detached Market -----	25
Area Overview - Single-Family Detached Market YTD -----	26
Area Overview - Townhome & Condo Market -----	27
Area Overview - Townhome & Condo Market YTD -----	28

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.

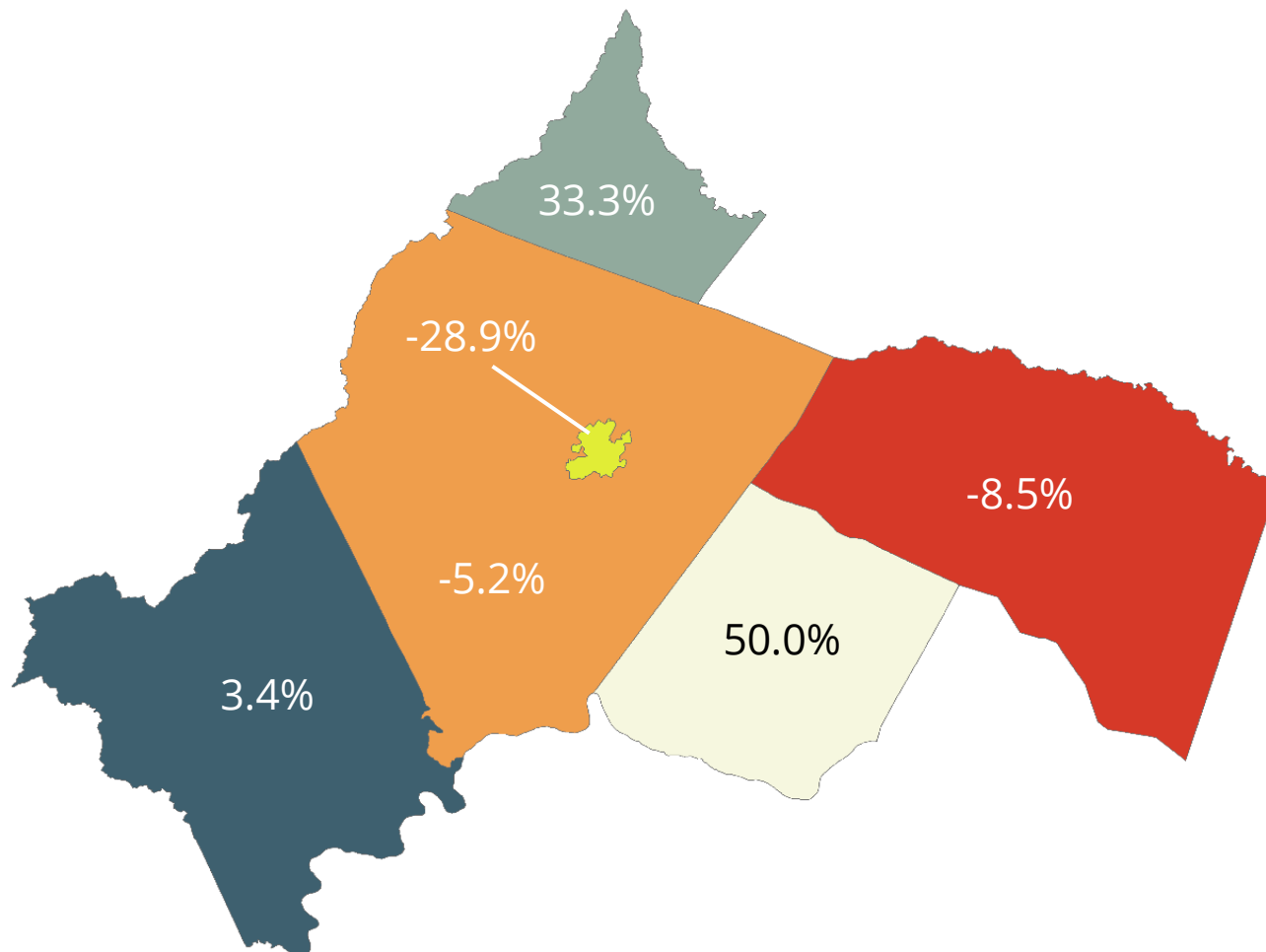
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

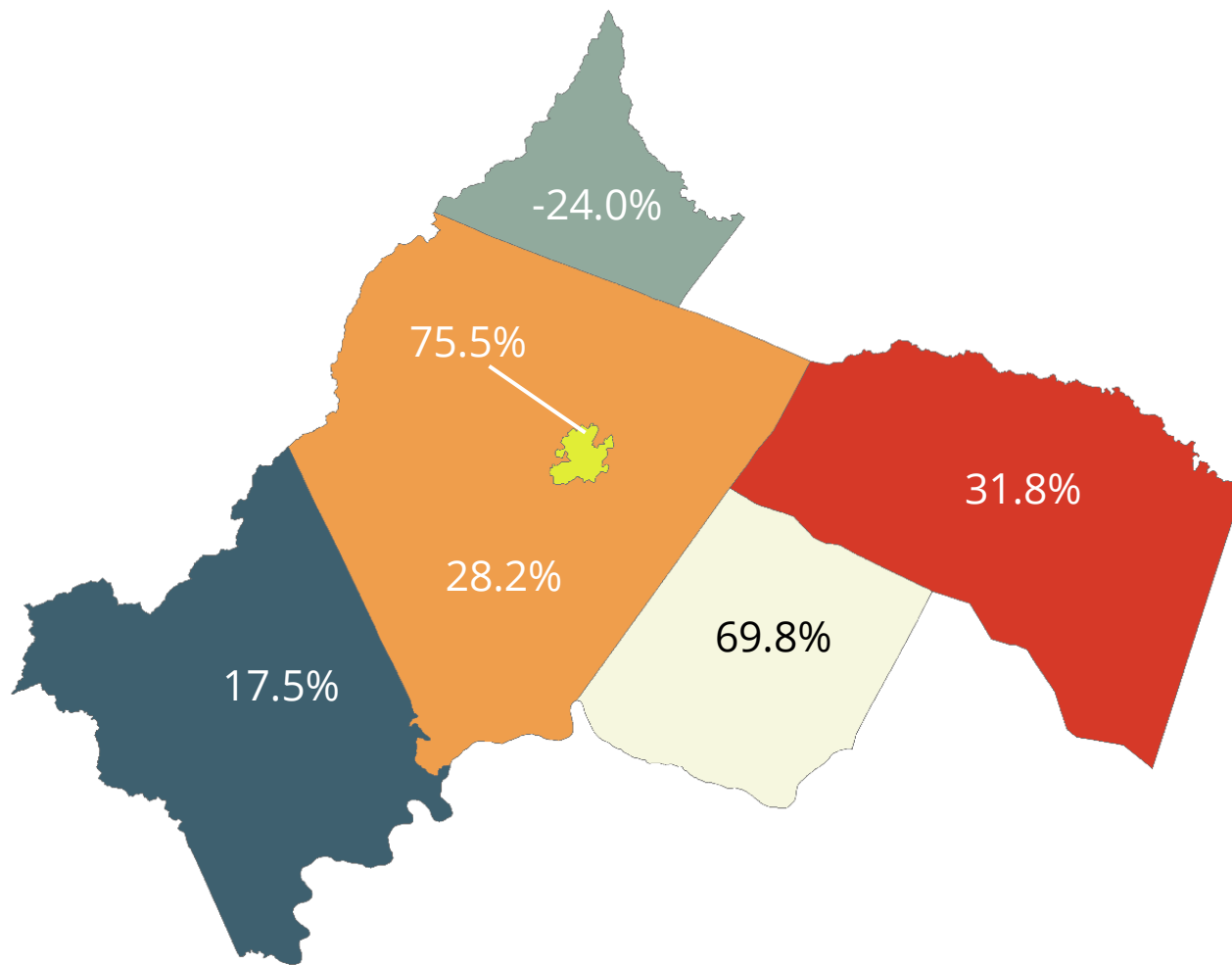


Market Activity - CAAR Footprint



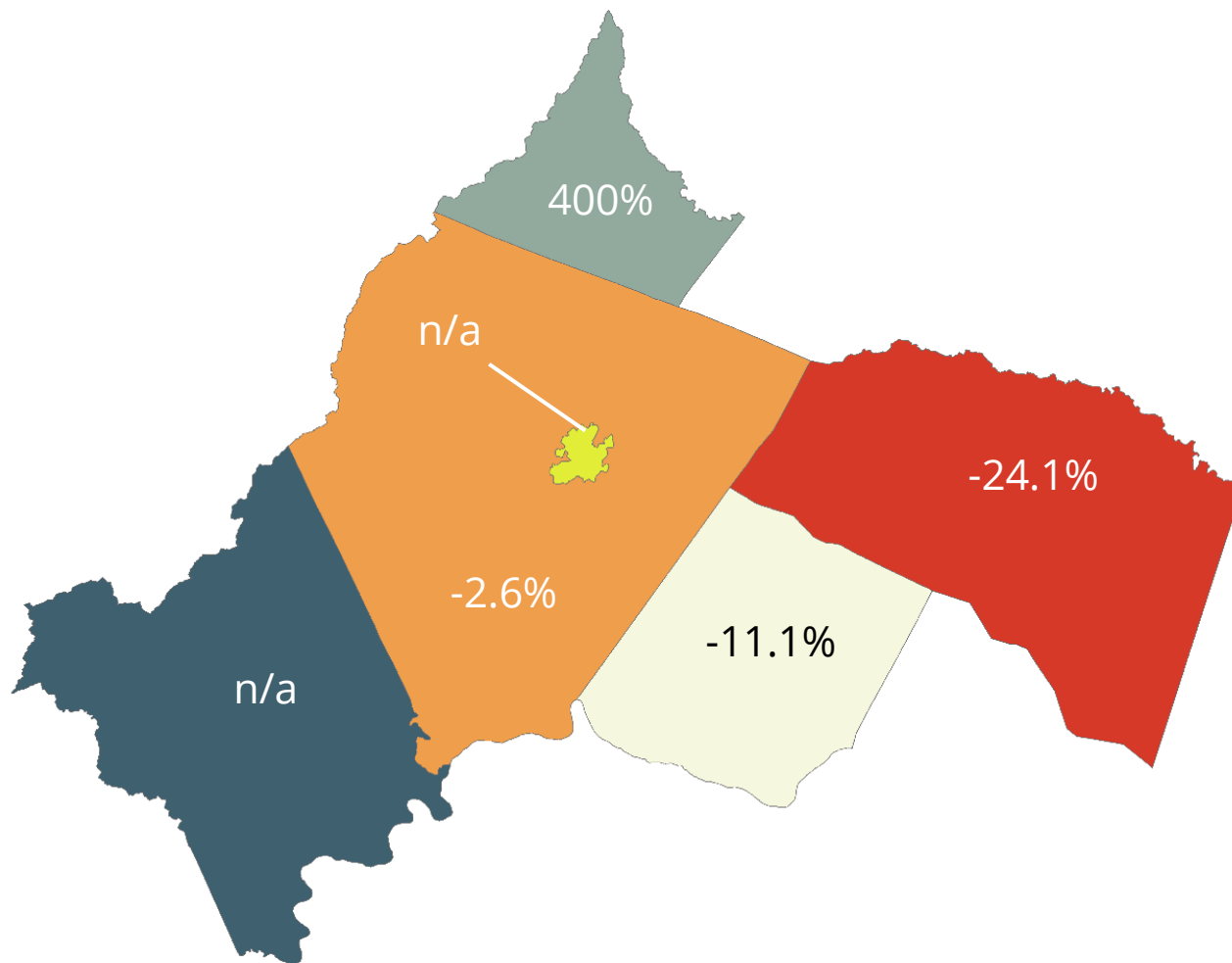
<i>Jurisdiction</i>	Total Sales		
	Mar-24	Mar-25	% Chg
Albemarle County	115	109	-5.2%
Charlottesville	38	27	-28.9%
Fluvanna County	28	42	50.0%
Greene County	21	28	33.3%
Louisa County	59	54	-8.5%
Nelson County	29	30	3.4%
CAAR	290	290	0.0%

Active Listings: Total Inventory (includes proposed listings)



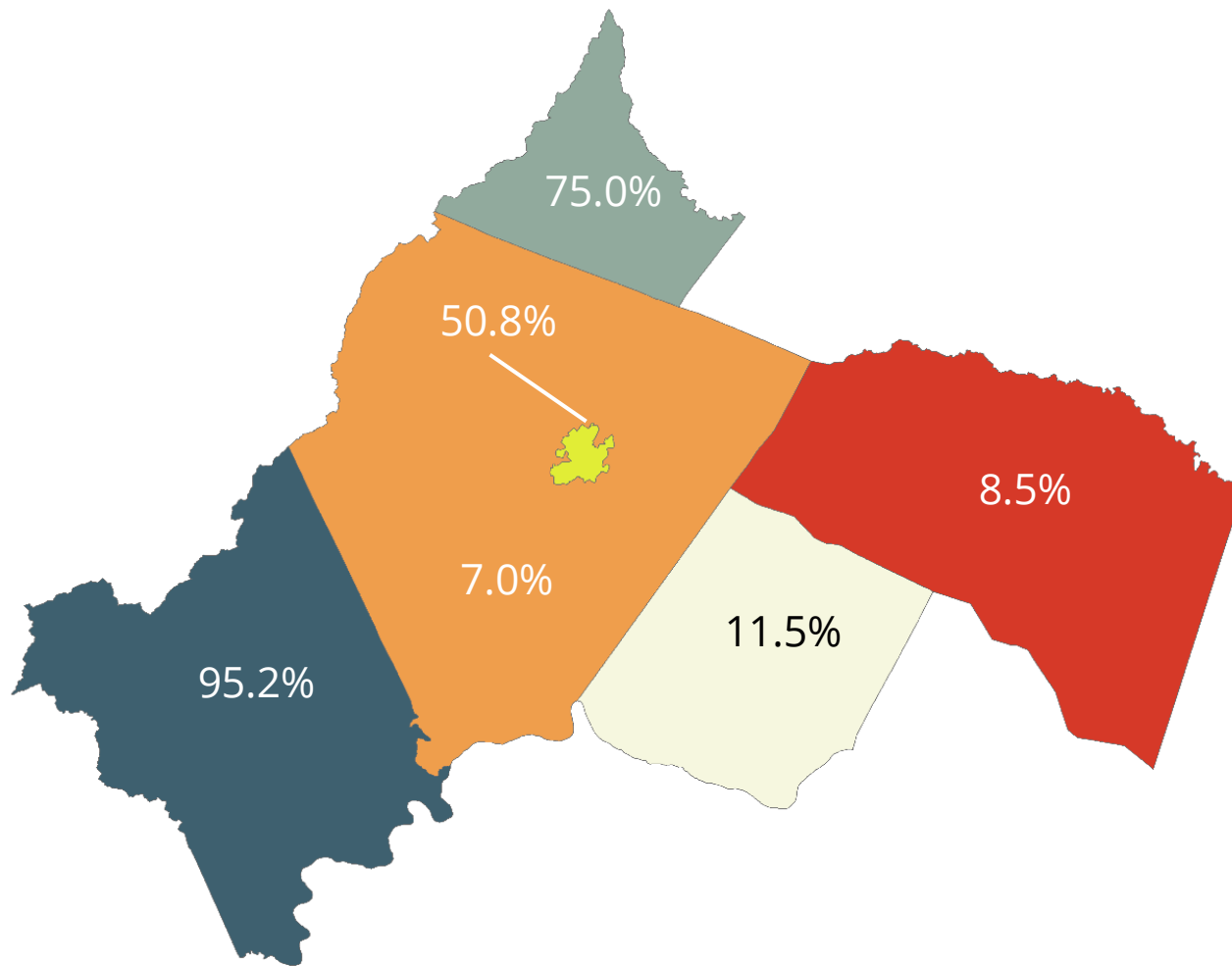
Jurisdiction	Active Listings		
	Mar-24	Mar-25	% Chg
Albemarle County	255	327	28.2%
Charlottesville	49	86	75.5%
Fluvanna County	43	73	69.8%
Greene County	50	38	-24.0%
Louisa County	195	257	31.8%
Nelson County	80	94	17.5%
CAAR	672	875	30.2%

Active Listings: Proposed Listings



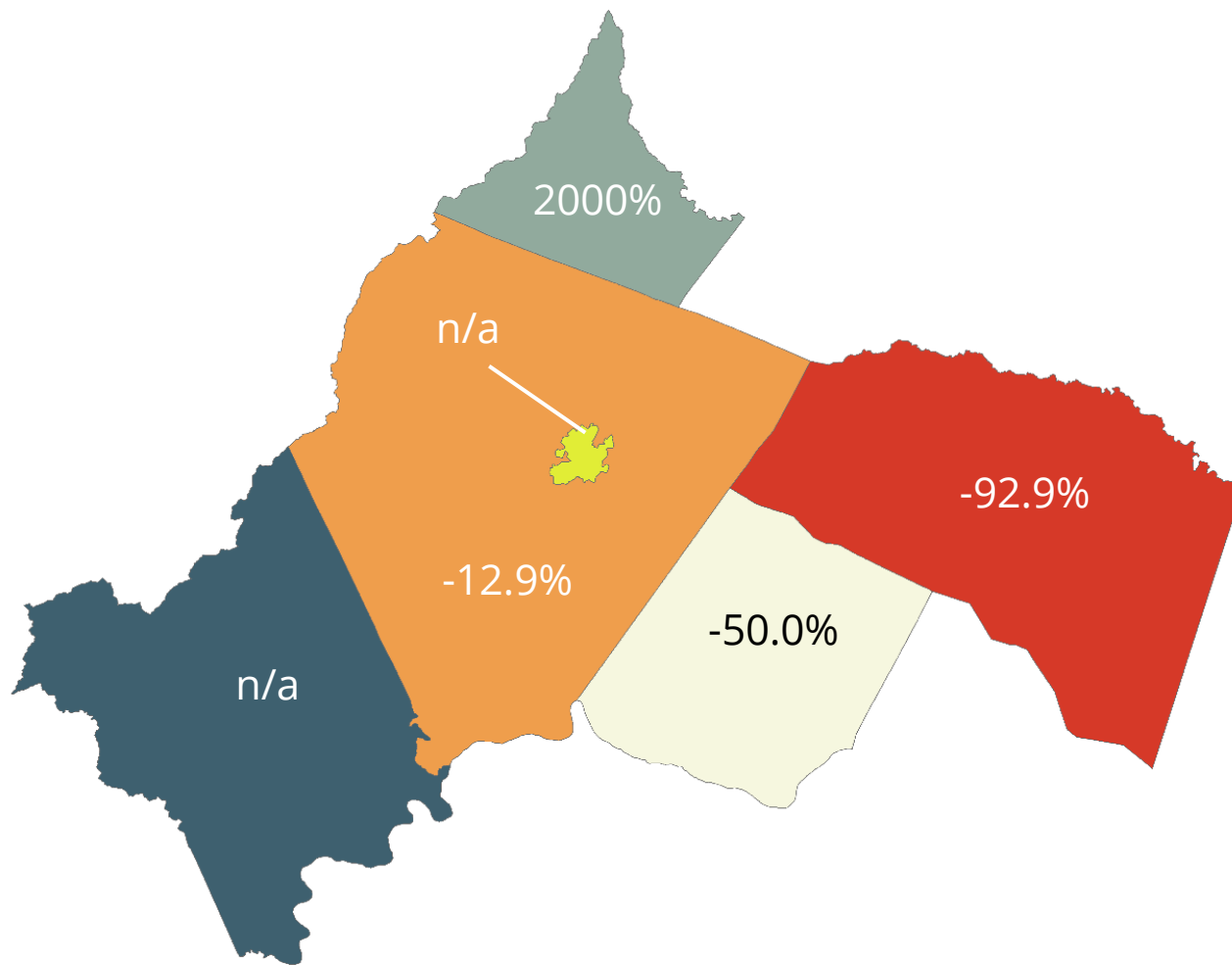
Jurisdiction	Active Listings		% Chg
	Mar-24	Mar-25	
Albemarle County	76	74	-2.6%
Charlottesville	0	2	n/a
Fluvanna County	9	8	-11.1%
Greene County	3	15	400.0%
Louisa County	29	22	-24.1%
Nelson County	0	1	n/a
CAAR	117	122	4.3%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		
	Total Inventory		
	Mar-24	Mar-25	% Chg
Albemarle County	257	275	7.0%
Charlottesville	63	95	50.8%
Fluvanna County	52	58	11.5%
Greene County	28	49	75.0%
Louisa County	106	115	8.5%
Nelson County	21	41	95.2%
CAAR	527	633	20.1%

New Listings: Proposed Listings



Jurisdiction	New Listings		
	Proposed Listings		
	Mar-24	Mar-25	% Chg
Albemarle County	31	27	-12.9%
Charlottesville	0	1	n/a
Fluvanna County	4	2	-50.0%
Greene County	1	21	2000.0%
Louisa County	14	1	-92.9%
Nelson County	0	0	n/a
CAAR	50	52	4.0%

Total Market Overview



Key Metrics	2-year Trends		Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23	Mar-25						
Sales			290	290	0.0%	694	695	0.1%
Pending Sales			375	408	8.8%	1,004	962	-4.2%
New Listings			527	633	20.1%	1,325	1,430	7.9%
Median List Price			\$459,700	\$450,000	-2.1%	\$439,900	\$454,480	3.3%
Median Sales Price			\$451,750	\$448,500	-0.7%	\$435,000	\$450,000	3.4%
Median Price Per Square Foot			\$263	\$259	-1.3%	\$242	\$259	7.2%
Sold Dollar Volume (in millions)			\$163.0	\$160.5	-1.5%	\$382.1	\$386.6	1.2%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			49	43	-12.4%	48	43	-10.3%
Active Listings			672	875	30.2%	n/a	n/a	n/a
Months of Supply			2.2	2.9	30.0%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed April 15, 2025

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23	Mar-25						
Sales			267	267	0.0%	641	634	-1.1%
Pending Sales			352	376	6.8%	934	891	-4.6%
New Listings			497	585	17.7%	1,233	1,304	5.8%
Median List Price			\$479,900	\$458,694	-4.4%	\$450,000	\$470,385	4.5%
Median Sales Price			\$474,000	\$468,000	-1.3%	\$446,000	\$468,000	4.9%
Median Price Per Square Foot			\$261	\$257	-1.5%	\$240	\$257	6.9%
Sold Dollar Volume (in millions)			\$155.8	\$150.6	-3.3%	\$365.5	\$363.1	-0.7%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			51	42	-16.7%	49	42	-14.2%
Active Listings			617	799	29.5%	n/a	n/a	n/a
Months of Supply			2.2	2.8	29.3%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed April 15, 2025

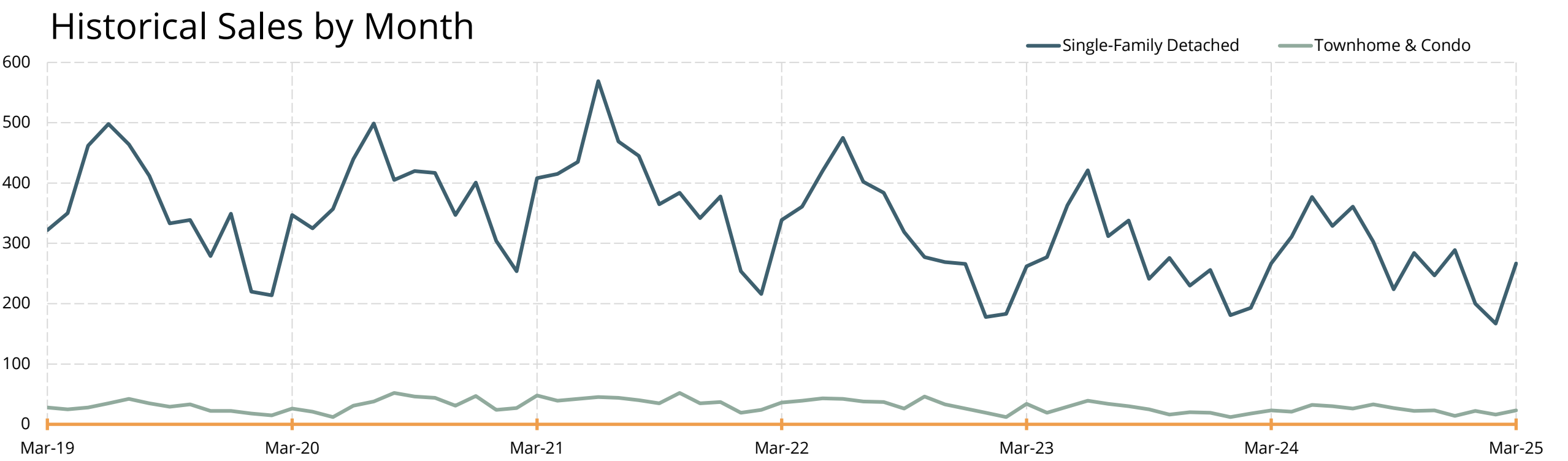
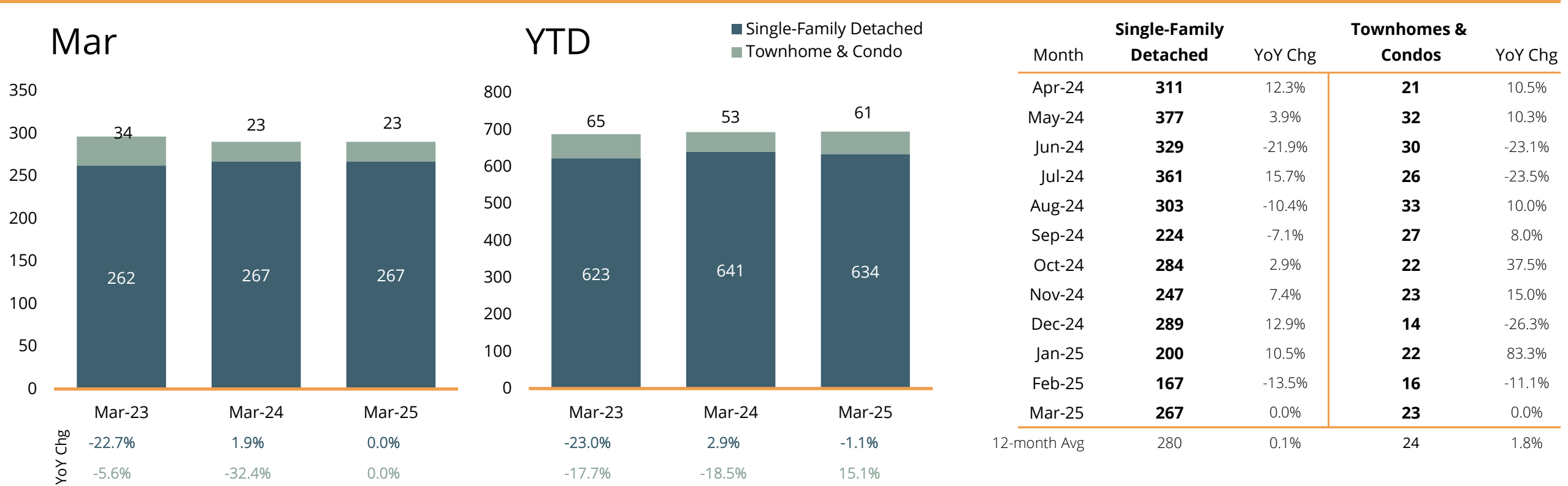
Townhome & Condo Market Overview



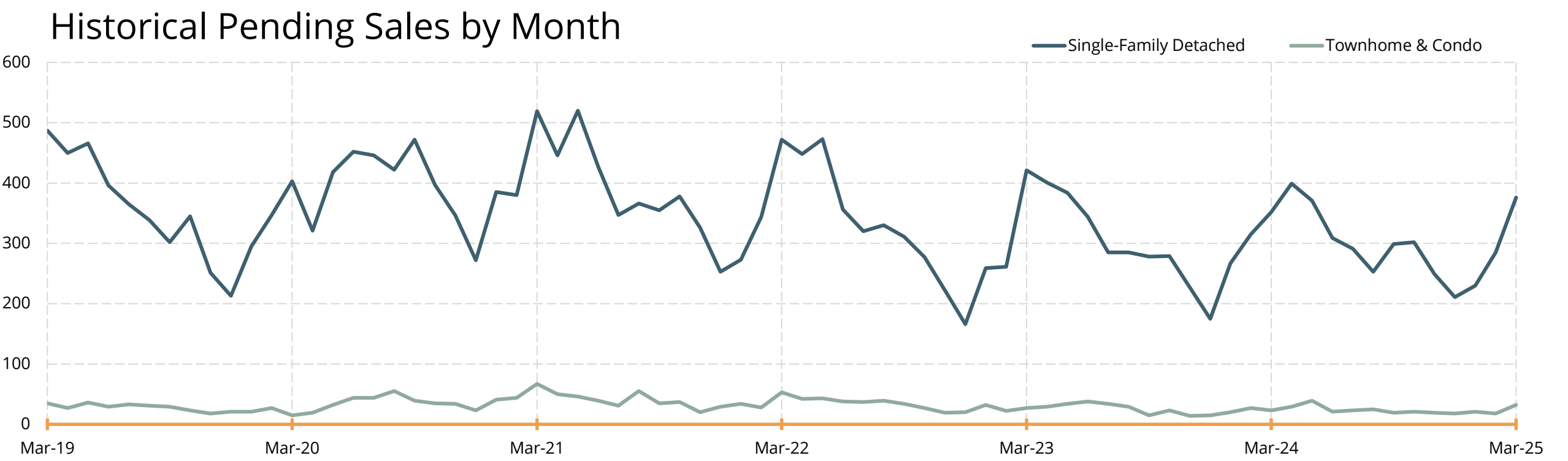
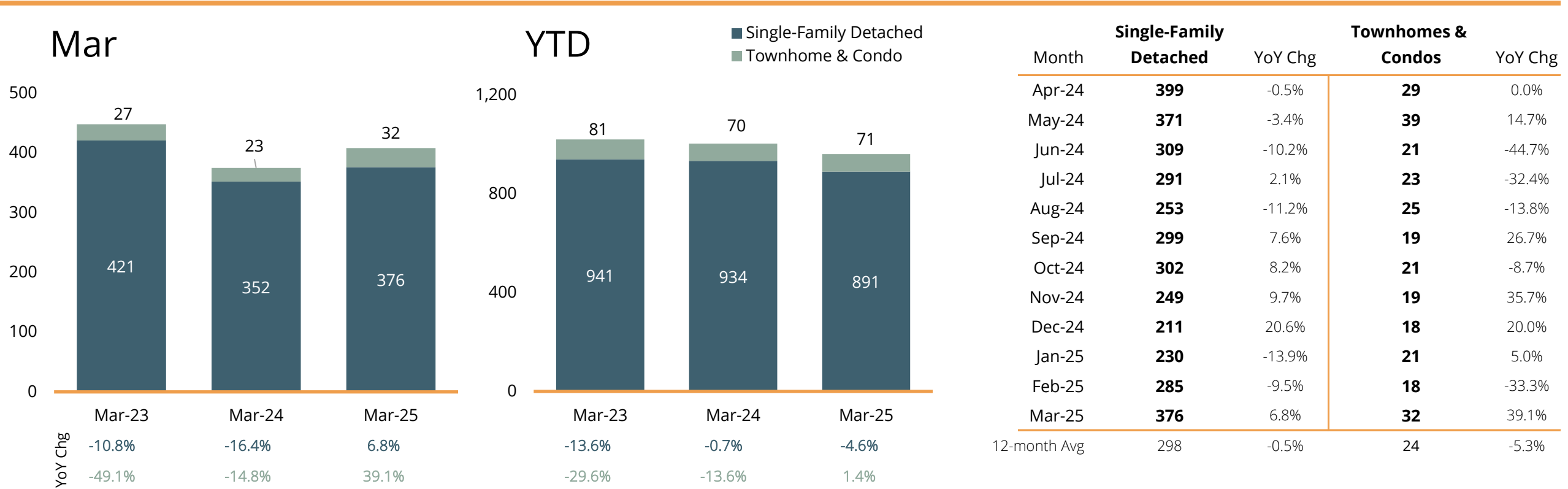
Key Metrics	2-year Trends		Mar-24	Mar-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Mar-23	Mar-25						
Sales			23	23	0.0%	53	61	15.1%
Pending Sales			23	32	39.1%	70	71	1.4%
New Listings			30	48	60.0%	92	126	37.0%
Median List Price			\$270,000	\$349,999	29.6%	\$262,450	\$305,000	16.2%
Median Sales Price			\$270,000	\$340,000	25.9%	\$257,500	\$300,000	16.5%
Median Price Per Square Foot			\$302	\$275	-8.8%	\$275	\$294	6.9%
Sold Dollar Volume (in millions)			\$7.2	\$9.9	38.3%	\$16.6	\$23.6	41.7%
Median Sold/Ask Price Ratio			98.3%	98.4%	0.1%	98.6%	97.4%	-1.2%
Average Days on Market			27	50	80.5%	33	51	55.4%
Active Listings			55	76	38.2%	n/a	n/a	n/a
Months of Supply			2.2	3.1	38.2%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed April 15, 2025

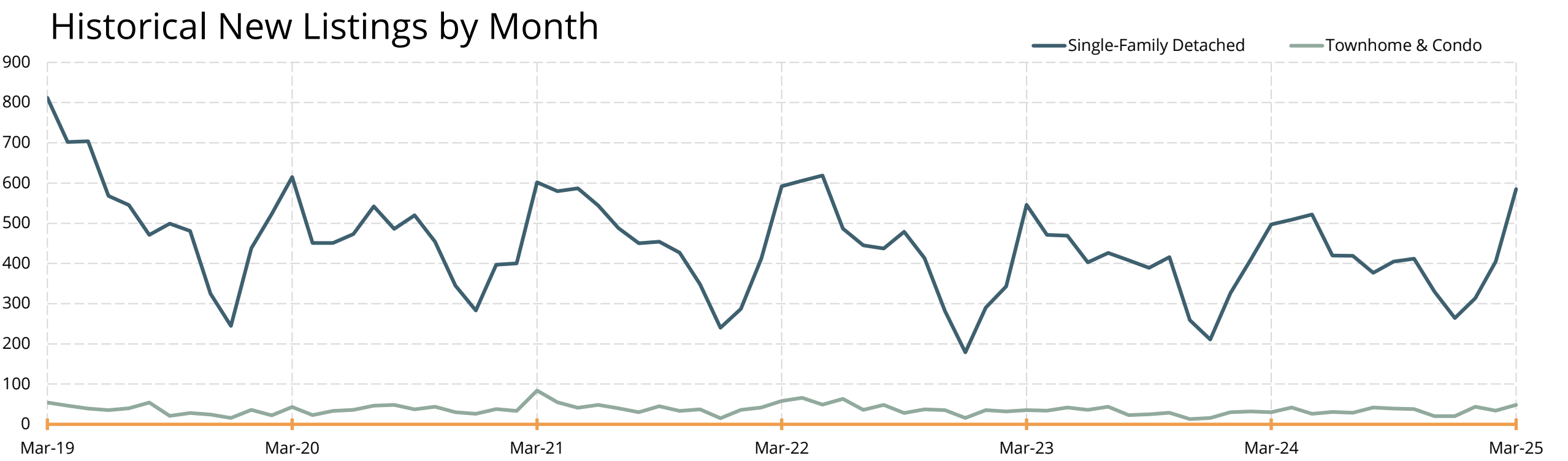
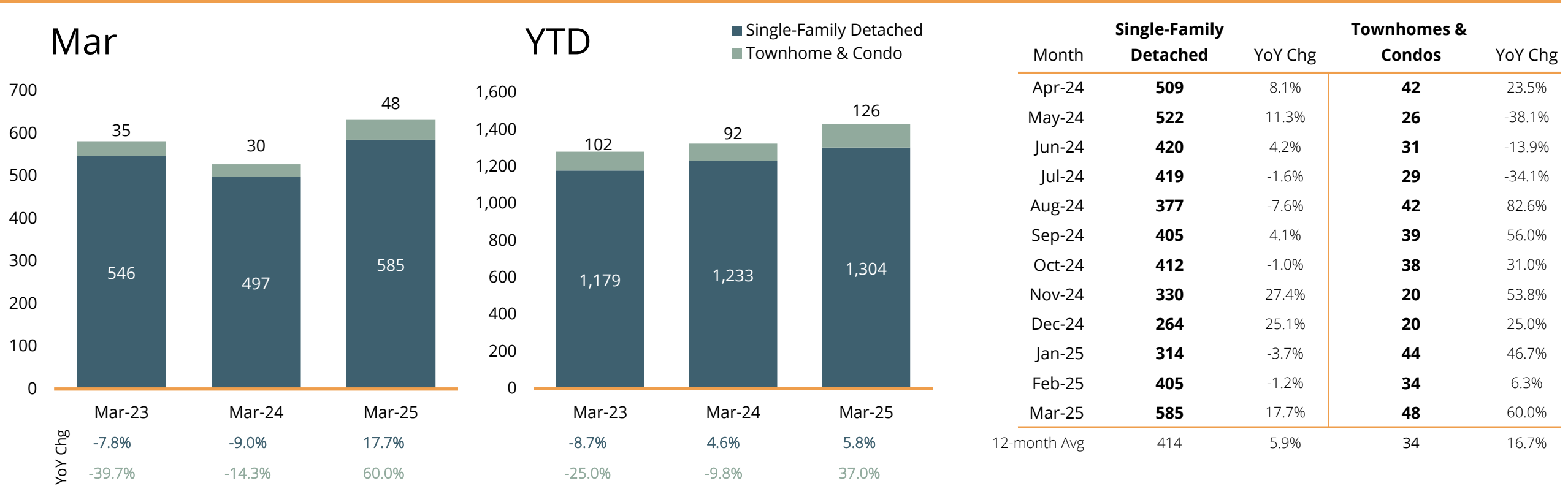
Sales



Pending Sales

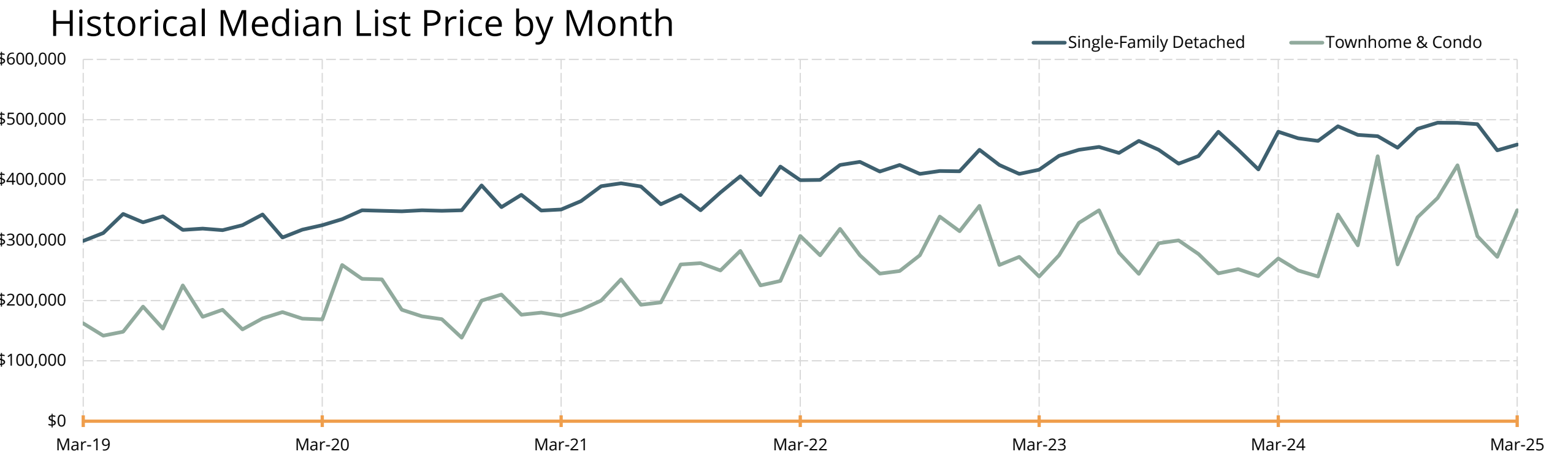
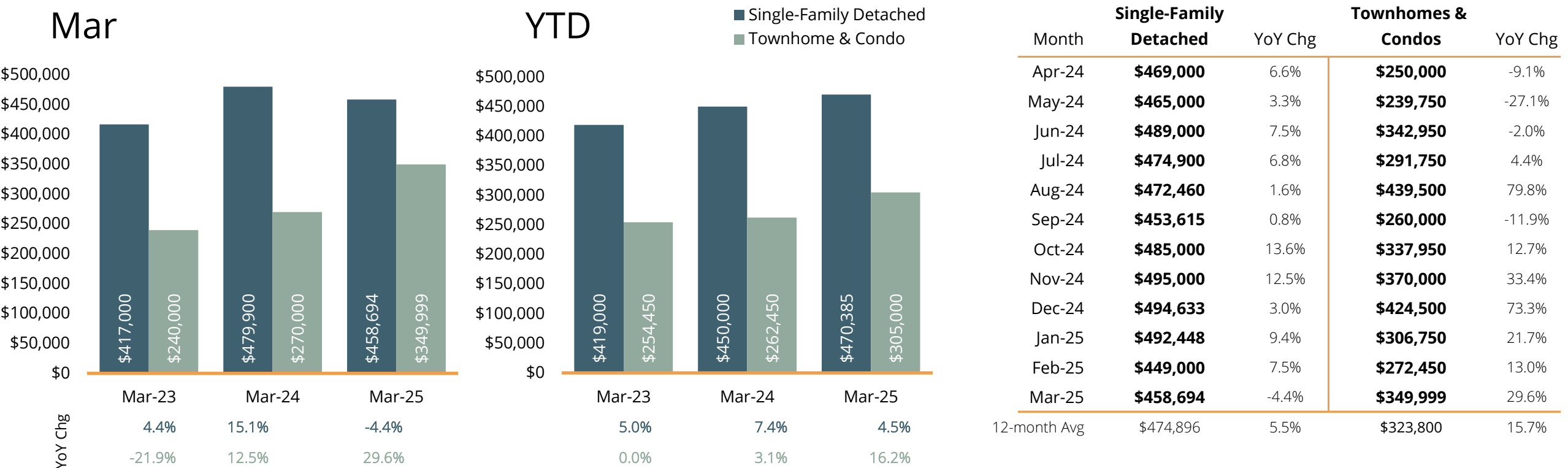


New Listings



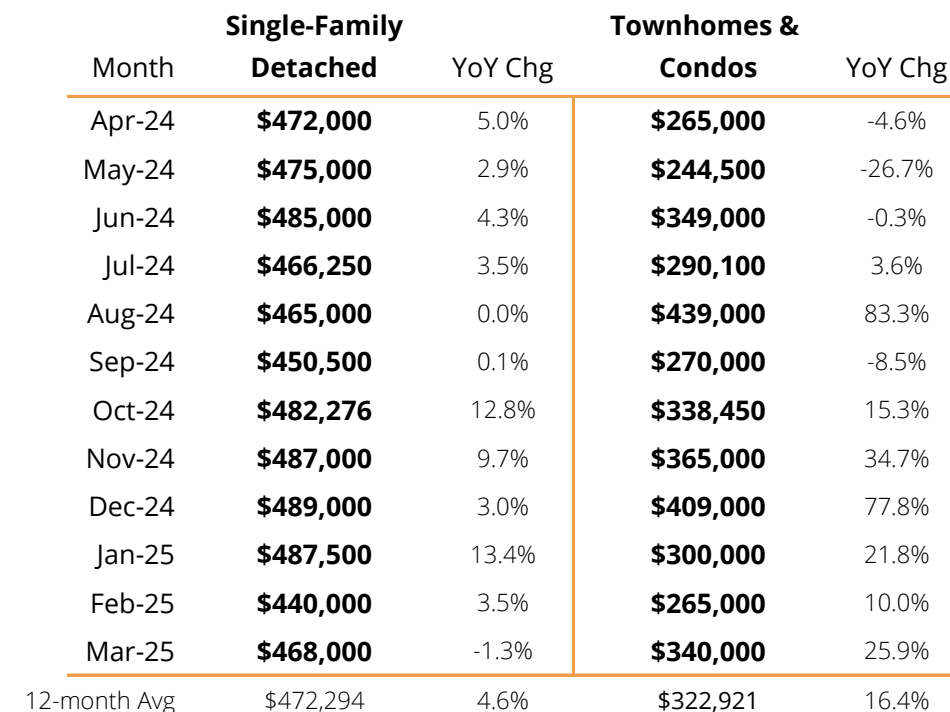
Source: Virginia REALTORS®, data accessed April 15, 2025

Median List Price





CAAR
Charlottesville Area Association of REALTORS®



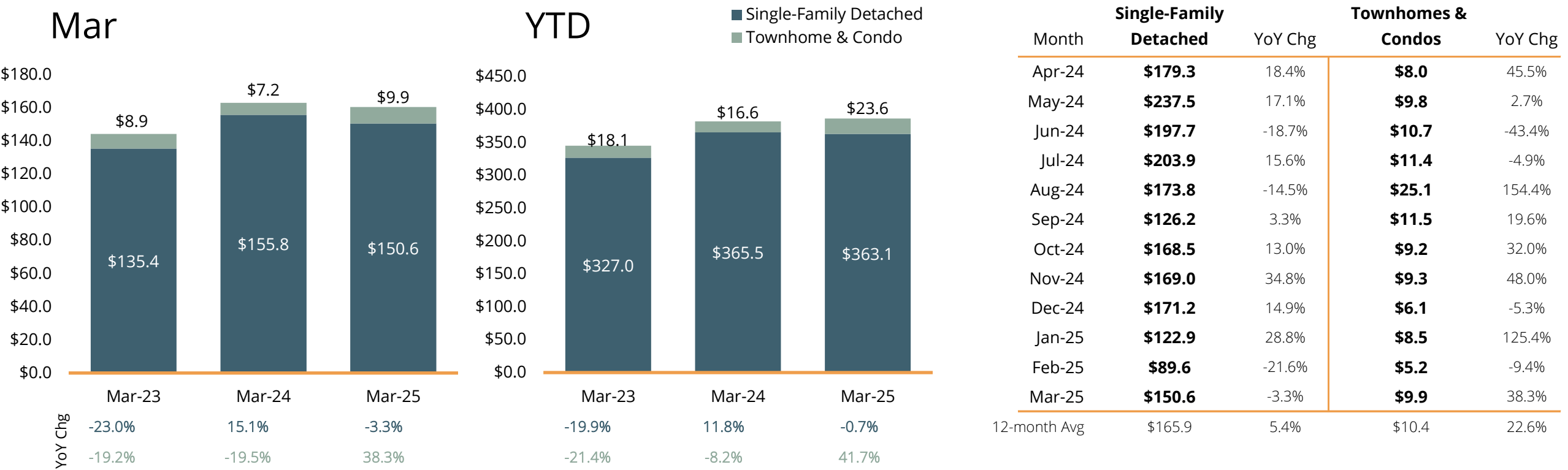
Historical Median Sales Price by Month

Legend: Single-Family Detached (Dark Blue), Townhome & Condo (Green)

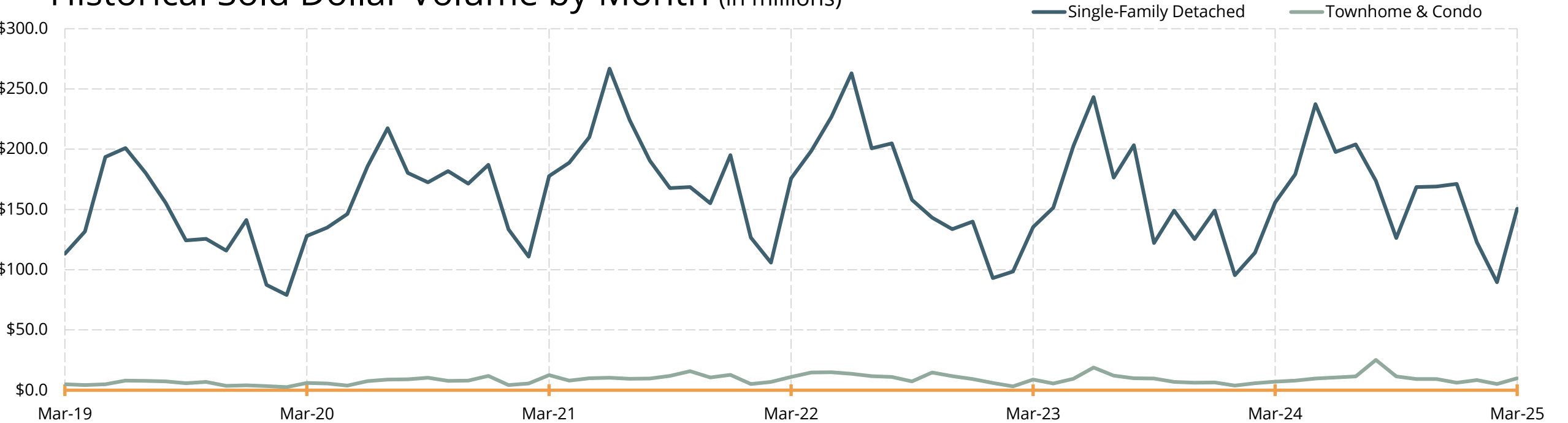
Month	Single-Family Detached (\$)	Townhome & Condo (\$)
Mar-19	290,000	160,000
Mar-20	320,000	250,000
Mar-21	350,000	200,000
Mar-22	400,000	300,000
Mar-23	450,000	350,000
Mar-24	470,000	250,000
Mar-25	460,000	300,000

16

Sold Dollar Volume (in millions)

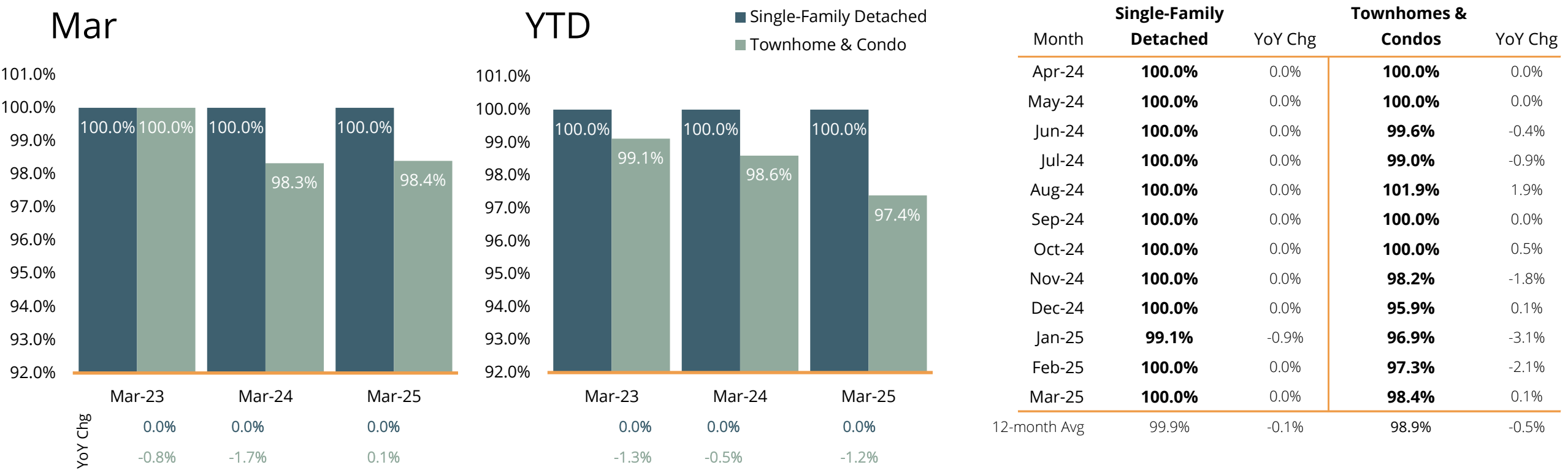


Historical Sold Dollar Volume by Month (in millions)

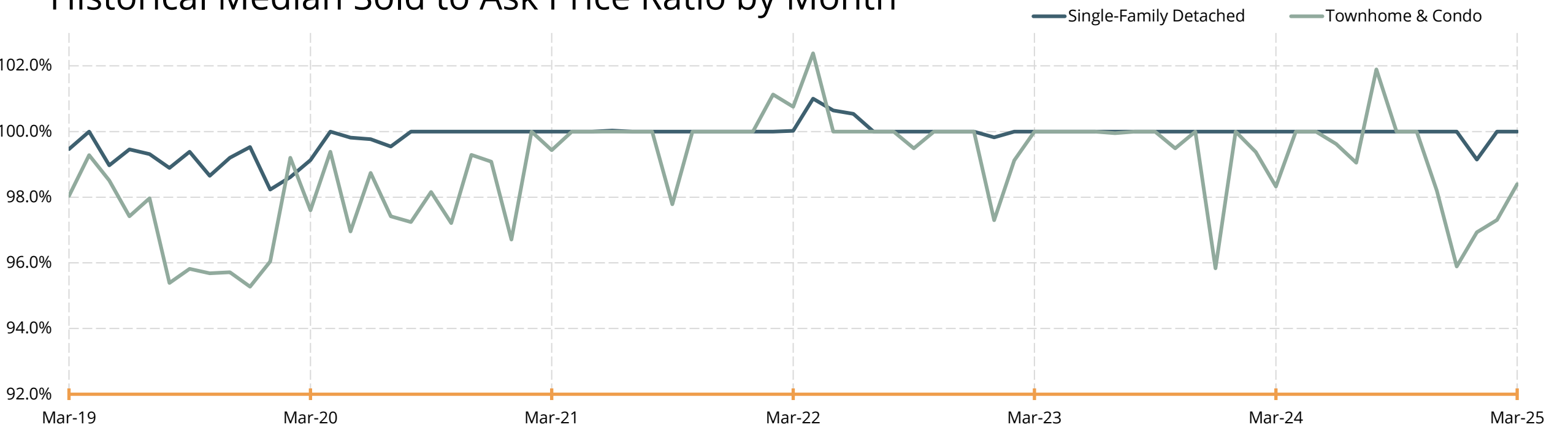


Source: Virginia REALTORS®, data accessed April 15, 2025

Median Sold to Ask Price Ratio

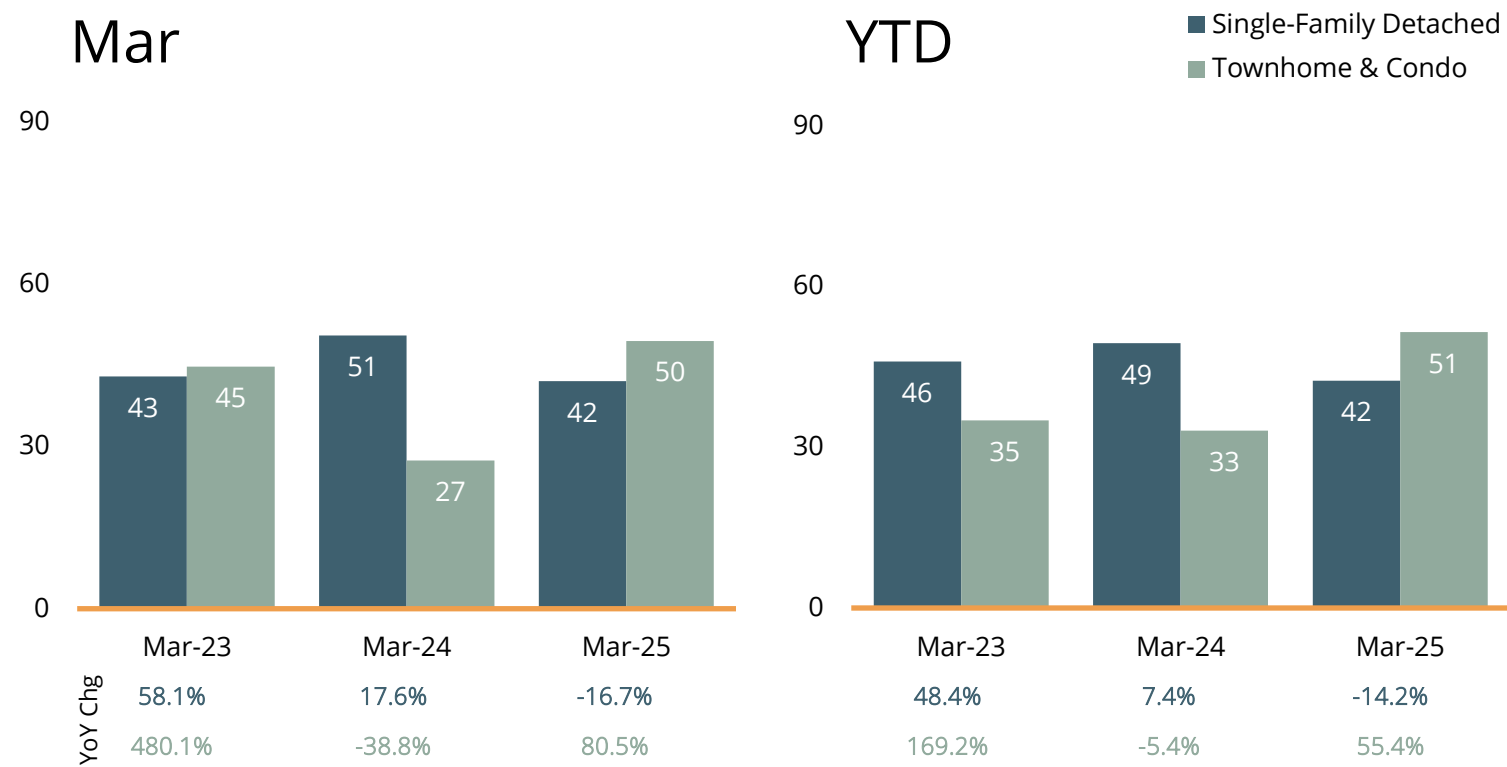


Historical Median Sold to Ask Price Ratio by Month



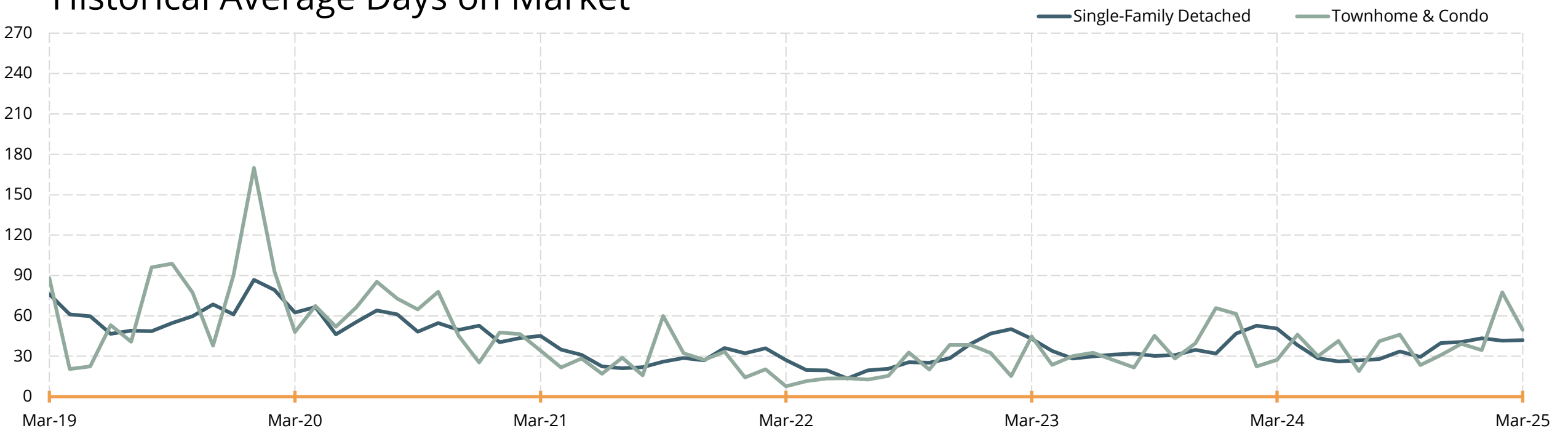
Source: Virginia REALTORS®, data accessed April 15, 2025

Average Days on Market



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Apr-24	38	12.5%	46	94.8%
May-24	29	0.5%	30	0.2%
Jun-24	26	-12.5%	41	26.9%
Jul-24	27	-13.9%	19	-30.1%
Aug-24	28	-13.1%	41	89.1%
Sep-24	34	10.9%	46	1.8%
Oct-24	29	-4.5%	24	-16.8%
Nov-24	40	14.7%	31	-21.9%
Dec-24	41	27.2%	39	-40.4%
Jan-25	43	-7.2%	35	-43.8%
Feb-25	42	-21.0%	78	246.2%
Mar-25	42	-16.7%	50	80.5%
12-month Avg	35	-3.5%	40	12.6%

Historical Average Days on Market

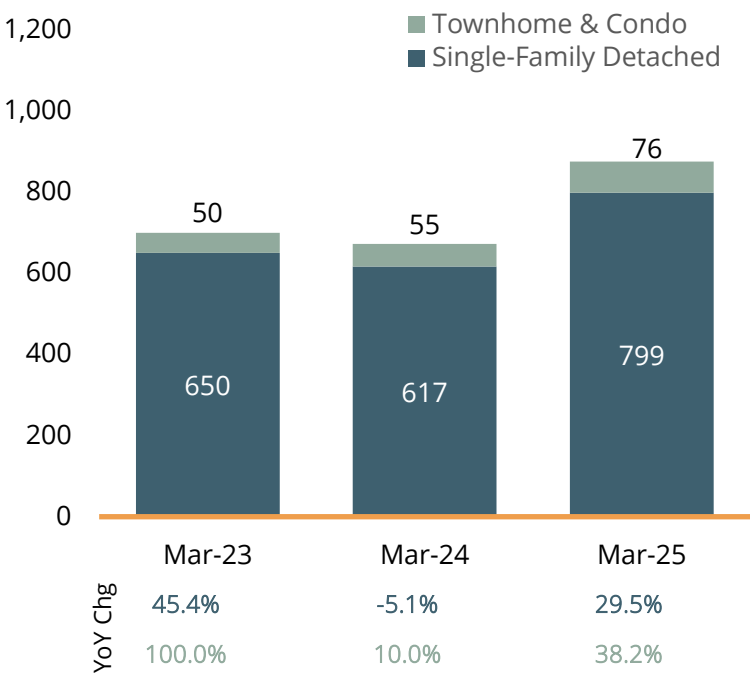


Source: Virginia REALTORS®, data accessed April 15, 2025

Active Listings

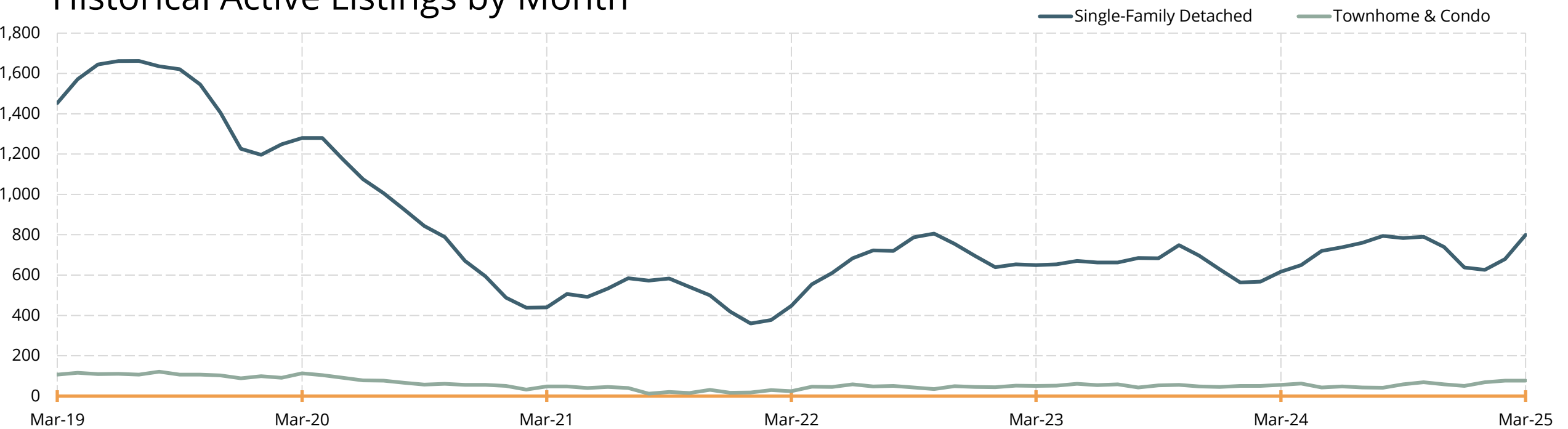


Mar



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Apr-24	649	-0.8%	62	19.2%
May-24	720	7.3%	43	-29.5%
Jun-24	738	11.3%	48	-11.1%
Jul-24	760	14.8%	43	-25.9%
Aug-24	794	15.9%	41	-4.7%
Sep-24	784	14.6%	58	9.4%
Oct-24	790	5.6%	69	25.5%
Nov-24	739	6.2%	58	20.8%
Dec-24	638	1.4%	51	13.3%
Jan-25	626	11.0%	68	33.3%
Feb-25	680	19.7%	76	49.0%
Mar-25	799	29.5%	76	38.2%
12-month Avg	726	11.2%	58	10.7%

Historical Active Listings by Month

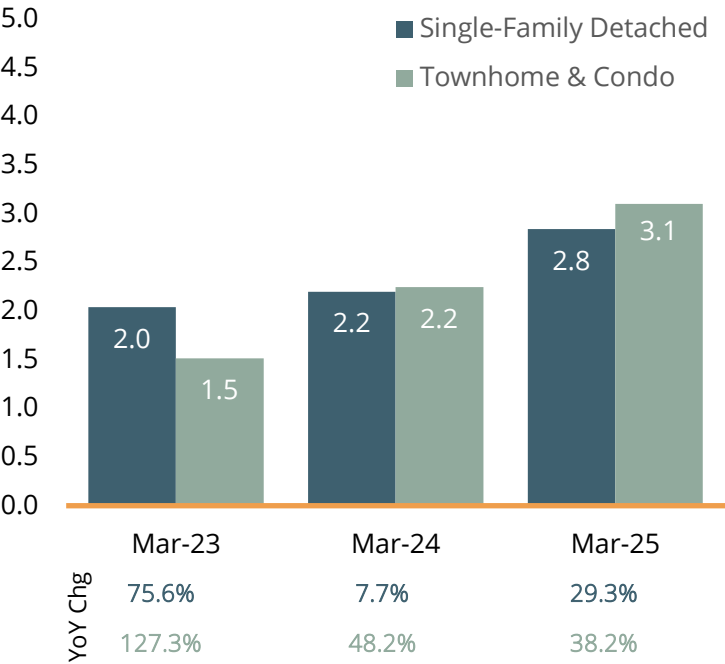


Source: Virginia REALTORS®, data accessed April 15, 2025

Months of Supply

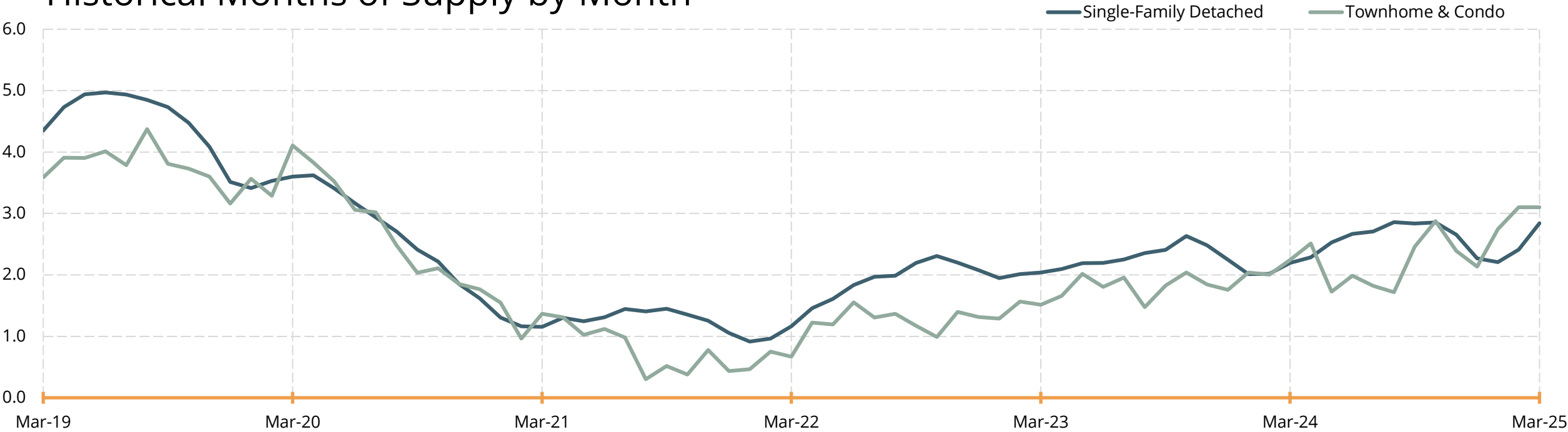


Mar



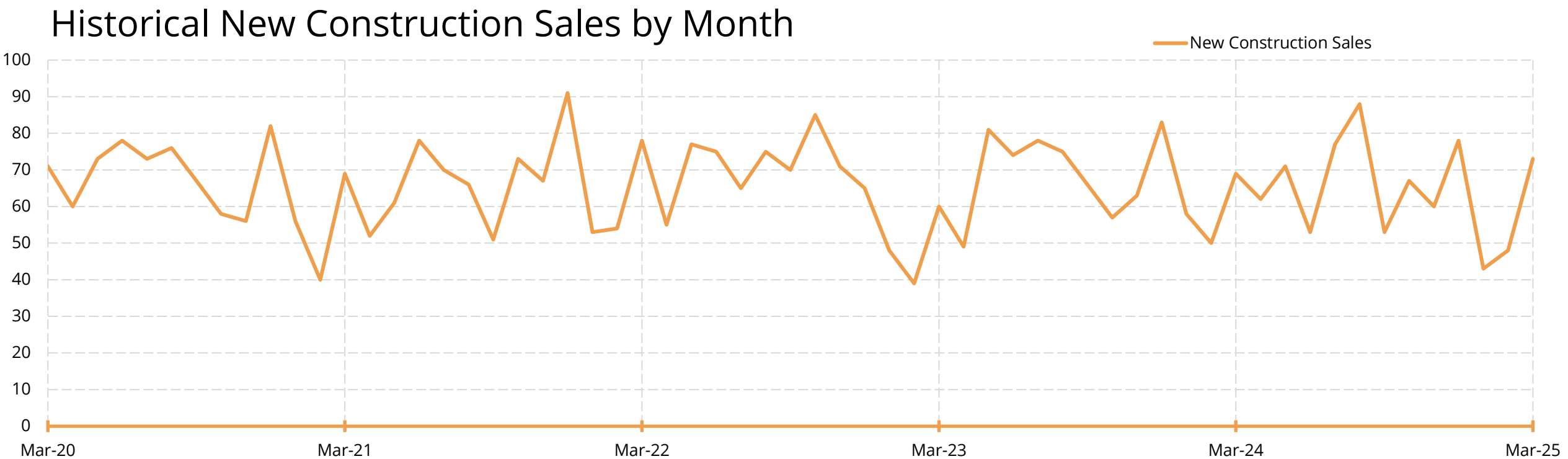
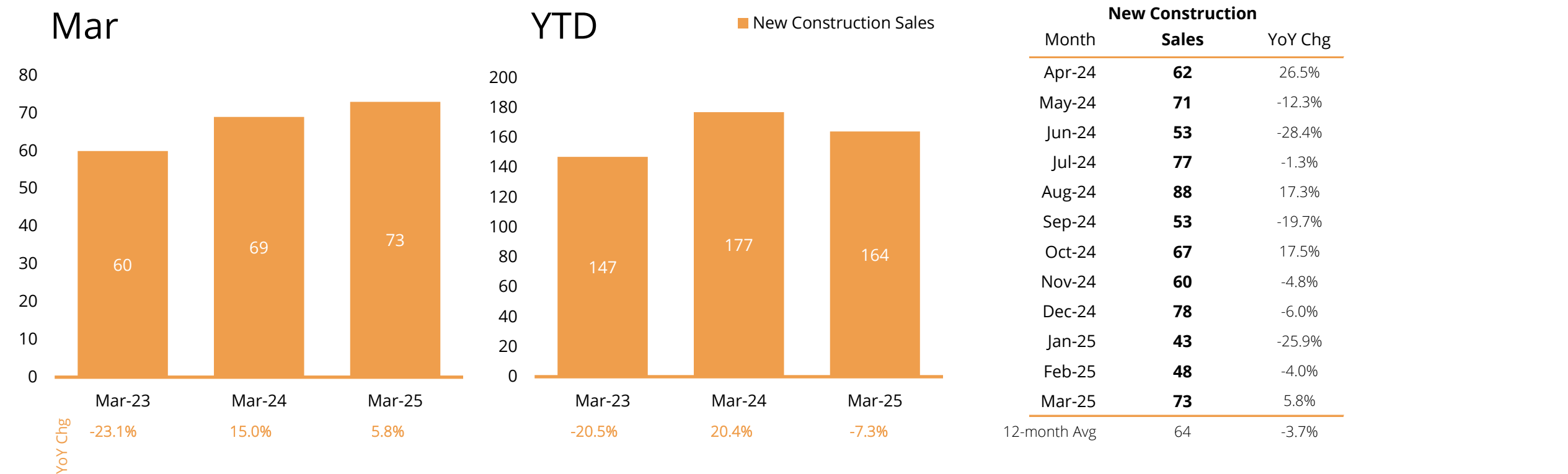
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Apr-24	2.3	9.0%	2.5	51.5%
May-24	2.5	15.4%	1.7	-14.4%
Jun-24	2.7	21.4%	2.0	10.0%
Jul-24	2.7	20.4%	1.8	-6.7%
Aug-24	2.9	21.3%	1.7	16.7%
Sep-24	2.8	17.9%	2.5	34.6%
Oct-24	2.9	8.3%	2.9	41.1%
Nov-24	2.7	7.1%	2.4	29.6%
Dec-24	2.3	1.0%	2.1	21.2%
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
12-month Avg	2.6	14.9%	2.4	26.1%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed April 15, 2025

New Construction Sales



Source: Virginia REALTORS®, data accessed April 15, 2025

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Albemarle County	257	275	7.0%	115	109	-5.2%	\$555,000	\$539,900	-2.7%	255	327	28.2%	1.9	2.5	31.9%
Charlottesville	63	95	50.8%	38	27	-28.9%	\$485,000	\$535,000	10.3%	49	86	75.5%	1.5	2.7	85.7%
Fluvanna County	52	58	11.5%	28	42	50.0%	\$339,794	\$362,795	6.8%	43	73	69.8%	1.3	2.2	69.4%
Greene County	28	49	75.0%	21	28	33.3%	\$355,000	\$429,495	21.0%	50	38	-24.0%	2.7	1.7	-37.8%
Louisa County	106	115	8.5%	59	54	-8.5%	\$362,950	\$383,245	5.6%	195	257	31.8%	3.1	4.0	28.9%
Nelson County	21	41	95.2%	29	30	3.4%	\$517,000	\$523,750	1.3%	80	94	17.5%	3.1	3.6	16.0%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Albemarle County	614	574	-6.5%	275	262	-4.7%	\$526,535	\$541,058	2.8%	255	327	28.2%
Charlottesville	138	166	20.3%	74	60	-18.9%	\$482,000	\$475,000	-1.5%	49	86	75.5%
Fluvanna County	117	147	25.6%	67	93	38.8%	\$335,294	\$369,990	10.3%	43	73	69.8%
Greene County	85	99	16.5%	49	54	10.2%	\$365,000	\$427,500	17.1%	50	38	-24.0%
Louisa County	285	329	15.4%	166	154	-7.2%	\$389,000	\$373,782	-3.9%	195	257	31.8%
Nelson County	86	115	33.7%	63	72	14.3%	\$385,000	\$430,000	11.7%	80	94	17.5%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Albemarle County	243	254	4.5%	107	99	-7.5%	\$587,152	\$540,788	-7.9%	246	298	21.1%	2.0	2.5	24.6%
Charlottesville	56	77	37.5%	32	21	-34.4%	\$535,000	\$650,000	21.5%	39	71	82.1%	1.4	2.7	97.8%
Fluvanna County	52	58	11.5%	28	41	46.4%	\$339,794	\$364,589	7.3%	43	73	69.8%	1.3	2.2	71.0%
Greene County	28	49	75.0%	21	28	33.3%	\$355,000	\$429,495	21.0%	50	38	-24.0%	2.7	1.7	-38.1%
Louisa County	104	115	10.6%	59	54	-8.5%	\$362,950	\$383,245	5.6%	192	257	33.9%	3.1	4.1	29.8%
Nelson County	14	32	128.6%	20	24	20.0%	\$543,500	\$578,250	6.4%	47	62	31.9%	2.6	3.4	30.7%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Albemarle County	579	525	-9.3%	256	241	-5.9%	\$540,000	\$544,000	0.7%	246	298	21.1%
Charlottesville	116	136	17.2%	60	47	-21.7%	\$540,000	\$500,000	-7.4%	39	71	82.1%
Fluvanna County	117	146	24.8%	67	92	37.3%	\$335,294	\$369,995	10.3%	43	73	69.8%
Greene County	85	99	16.5%	49	54	10.2%	\$365,000	\$427,500	17.1%	50	38	-24.0%
Louisa County	283	328	15.9%	164	152	-7.3%	\$385,000	\$371,257	-3.6%	192	257	33.9%
Nelson County	53	70	32.1%	45	48	6.7%	\$535,000	\$506,250	-5.4%	47	62	31.9%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Albemarle County	14	21	50.0%	8	10	25.0%	\$295,000	\$380,000	28.8%	9	29	222%	0.8	2.8	232%
Charlottesville	7	18	157.1%	6	6	0.0%	\$295,500	\$345,500	16.9%	10	15	50.0%	2.0	2.8	38.5%
Fluvanna County	0	0	n/a	0	1	n/a	\$0	\$293,288	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	2	0	-100.0%	0	0	n/a	\$0	\$0	n/a	3	0	-100.0%	2.4	0.0	-100.0%
Nelson County	7	9	28.6%	9	6	-33.3%	\$225,000	\$327,500	45.6%	33	32	-3.0%	4.5	4.3	-5.2%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg	Mar-24	Mar-25	% chg
Albemarle County	35	49	40.0%	19	21	10.5%	\$238,500	\$340,000	42.6%	9	29	222.2%
Charlottesville	22	30	36.4%	14	13	-7.1%	\$295,500	\$306,000	3.6%	10	15	50.0%
Fluvanna County	0	1	n/a	0	1	n/a	\$0	\$293,288	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	2	1	-50.0%	2	2	0.0%	\$722,208	\$537,500	-25.6%	3	0	-100.0%
Nelson County	33	45	36.4%	18	24	33.3%	\$236,250	\$275,000	16.4%	33	32	-3.0%



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:
Robin Spensieri
Virginia REALTORS® Vice President of Communications and Media Relations
rspensieri@virginiarealtors.org
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.