

# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**

# CAAR Market Indicators Report



## Key Market Trends: September 2025

- > **Sales activity jumped across the CAAR market this month.** Home sales increased 16.3%, bringing the total sales count to 292 in the area, 41 more sales than the year before. There was double-digit growth in Greene County with 17 additional sales (+85.0%) and Charlottesville which had 12 more home sales (+52.2%). Louisa County was the only market where activity fell, ending the month with five fewer sales (-8.2%). Albemarle County had 7 more sales than last September (+7%).
- > **Pending sales grew for the fourth consecutive month in the CAAR area.** Regionwide, there were 353 pending sales this month, up 11% from the previous year, an additional 35 pending sales. In Greene County pending sales rose for the third straight month with 19 more than last year (+95.0%). Fluvanna County (-22.0%) and Louisa County (-11.4%) experienced a dip in pending sales with both having nine fewer than the year before. Both Charlottesville (+25.7) and Albemarle County (+9.3%) also had more pending sales than a year ago.
- > **The median home price increased this month after falling for the last two months.** At \$449,995, the regionwide median sales price was 3.4% higher than a year earlier, a \$14,995 price gain. Charlottesville experienced a \$187,300 reduction in sales price with the median cost at \$456,000 in September, down 29.1% from a year ago. Prices surged in areas such as Albemarle County with a \$102,550 jump in median price (+18.4%) and Nelson County (+13.4%).
- > **Supply expanded as the number of active listings surged in the CAAR footprint.** September ended with 1,128 listings on the market, up 34.0% or 286 listings from the same time a year ago. Listings were on the rise in Albemarle County with 108 more listings compared to last September (+34.3%) and Louisa County with 88 additional listings (+41.9%). Nelson County had 10 fewer listings than the year before (-9.8%).



### CAAR Market Dashboard

YoY Chg	Sep-25	Indicator
▲ 16.3%	292	Sales
▲ 11.0%	353	Pending Sales
▲ 22.7%	545	New Listings
▲ 0.2%	\$449,950	Median List Price
▲ 3.4%	\$449,995	Median Sales Price
▲ 4.3%	\$268	Median Price Per Square Foot
▲ 31.6%	\$181.2	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 42.3%	19	Median Days on Market
▲ 34.0%	1,128	Active Listings
▲ 31.2%	3.7	Months of Supply
▲ 32.1%	70	New Construction Sales

INTEREST RATE TRACKER



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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.**

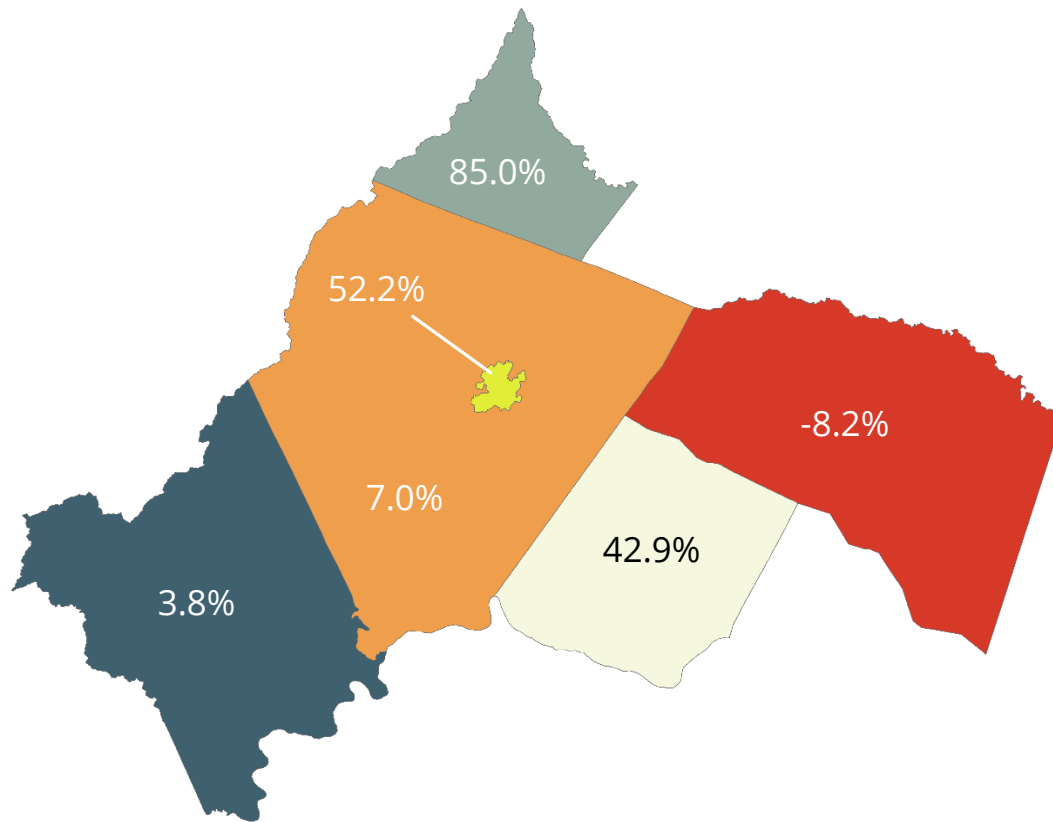
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

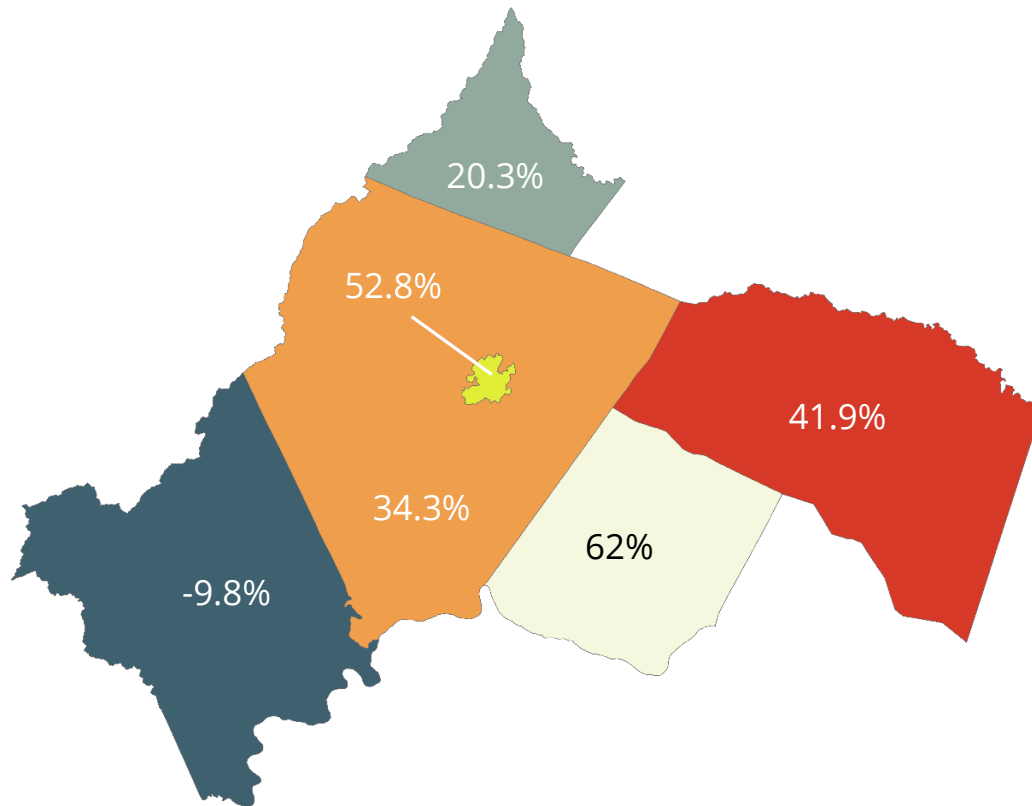


# Market Activity - CAAR Footprint



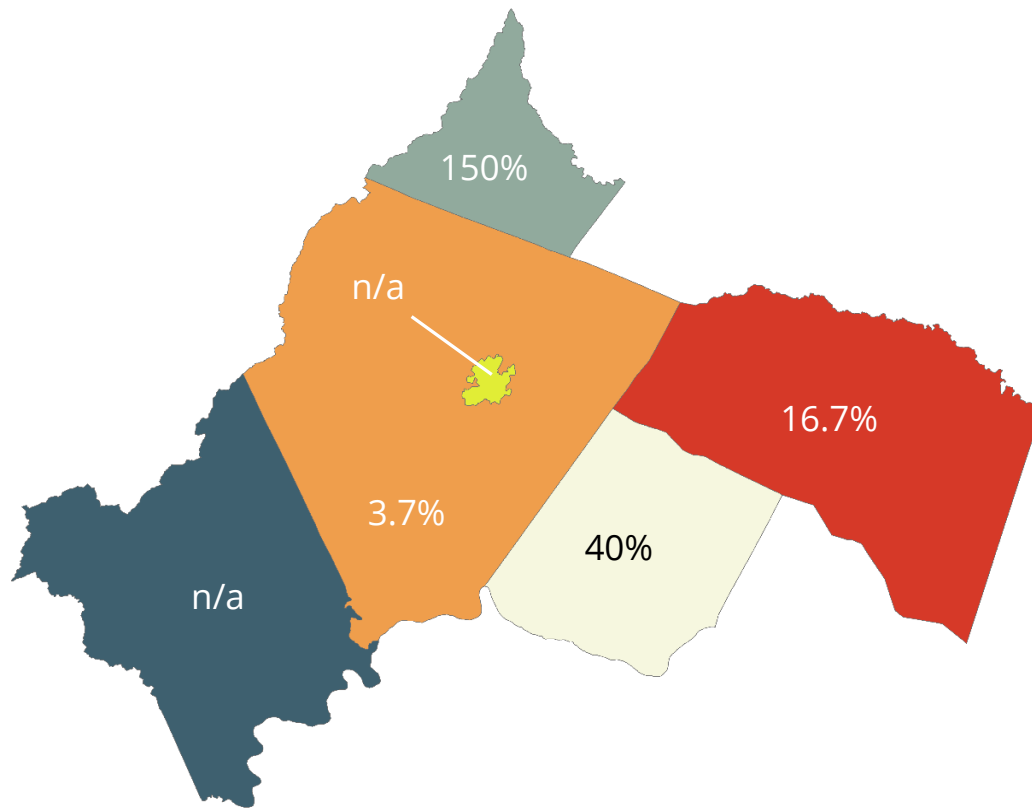
Jurisdiction	Total Sales		
	Sep-24	Sep-25	% Chg
Albemarle County	100	107	7.0%
Charlottesville	23	35	52.2%
Fluvanna County	21	30	42.9%
Greene County	20	37	85.0%
Louisa County	61	56	-8.2%
Nelson County	26	27	3.8%
<b>CAAR</b>	<b>251</b>	<b>292</b>	<b>16.3%</b>

# Active Listings: Total Inventory (includes proposed listings)



Jurisdiction	Active Listings		% Chg
	Sep-24	Sep-25	
Albemarle County	315	423	34.3%
Charlottesville	72	110	52.8%
Fluvanna County	79	128	62.0%
Greene County	64	77	20.3%
Louisa County	210	298	41.9%
Nelson County	102	92	-9.8%
<b>CAAR</b>	<b>842</b>	<b>1,128</b>	<b>34.0%</b>

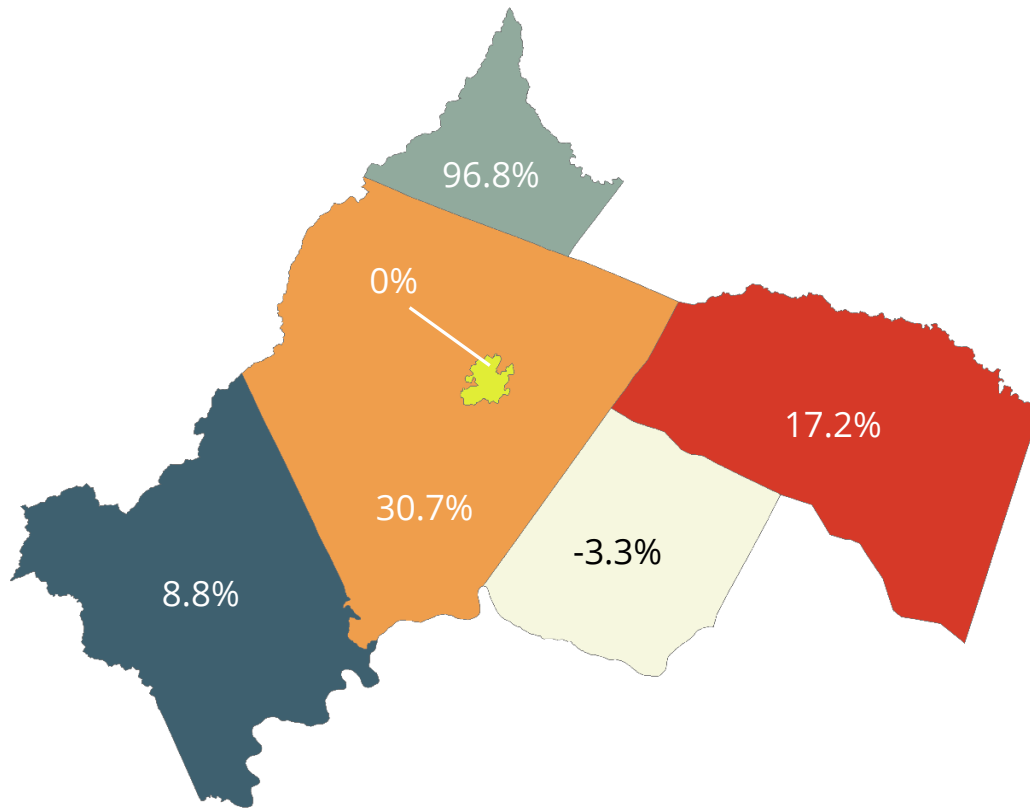
# Active Listings: Proposed Listings



Active Listings  
Proposed Listings

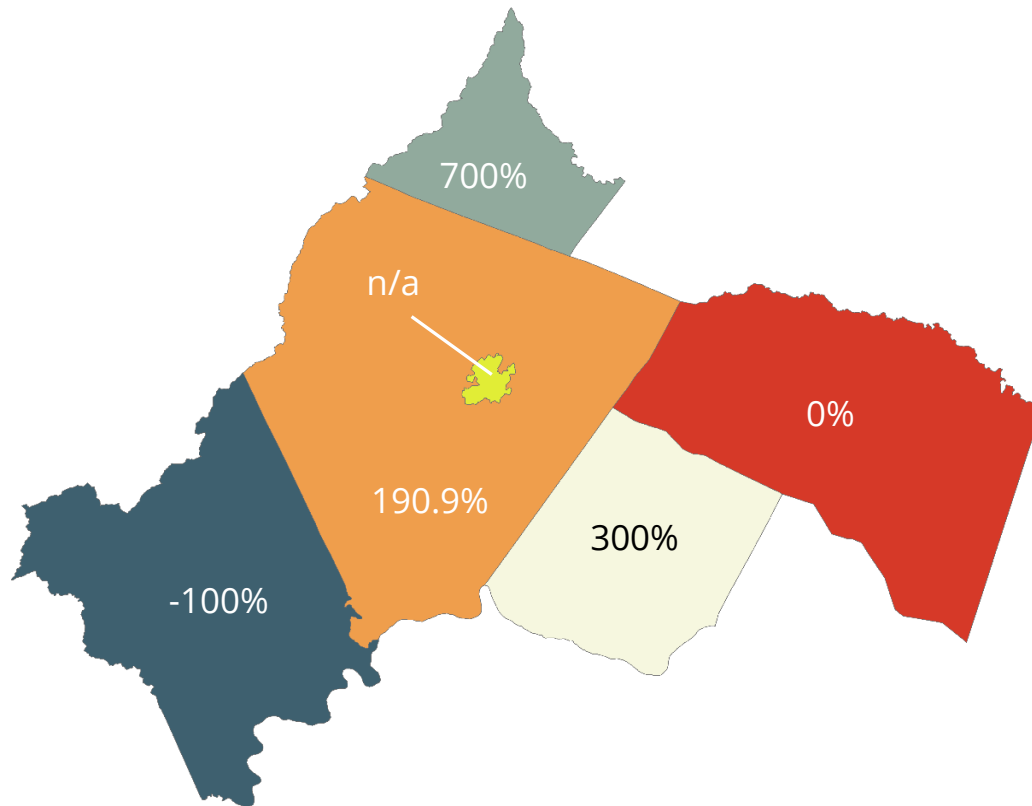
<i>Jurisdiction</i>	Sep-24	Sep-25	% Chg
Albemarle County	81	84	3.7%
Charlottesville	0	3	n/a
Fluvanna County	10	14	40.0%
Greene County	12	30	150.0%
Louisa County	18	21	16.7%
Nelson County	0	0	n/a
<b>CAAR</b>	<b>121</b>	<b>152</b>	<b>25.6%</b>

# New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Sep-24	Sep-25	
Albemarle County	176	230	30.7%
Charlottesville	50	50	0.0%
Fluvanna County	60	58	-3.3%
Greene County	31	61	96.8%
Louisa County	93	109	17.2%
Nelson County	34	37	8.8%
<b>CAAR</b>	<b>444</b>	<b>545</b>	<b>22.7%</b>

# New Listings: Proposed Listings



New Listings  
Proposed Listings

<i>Jurisdiction</i>	Sep-24	Sep-25	% Chg
Albemarle County	11	32	190.9%
Charlottesville	0	1	n/a
Fluvanna County	1	4	300.0%
Greene County	2	16	700.0%
Louisa County	4	4	0.0%
Nelson County	3	0	-100.0%
<b>CAAR</b>	<b>21</b>	<b>57</b>	<b>171.4%</b>

# Total Market Overview



Key Metrics	2-year Trends		Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Sep-23	Sep-25						
Sales			251	<b>292</b>	16.3%	2,768	<b>2,772</b>	0.1%
Pending Sales			318	<b>353</b>	11.0%	3,082	<b>3,113</b>	1.0%
New Listings			444	<b>545</b>	22.7%	4,186	<b>4,759</b>	13.7%
Median List Price			\$449,000	<b>\$449,950</b>	0.2%	\$450,000	<b>\$468,985</b>	4.2%
Median Sales Price			\$435,000	<b>\$449,995</b>	3.4%	\$450,000	<b>\$465,000</b>	3.3%
Median Price Per Square Foot			\$257	<b>\$268</b>	4.3%	\$253	<b>\$267</b>	5.5%
Sold Dollar Volume (in millions)			\$137.7	<b>\$181.2</b>	31.6%	\$1,577.2	<b>\$1,659.3</b>	5.2%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>100.0%</b>	0.0%
Median Days on Market			13	<b>19</b>	42.3%	10	<b>13</b>	30.0%
Active Listings			842	<b>1,128</b>	34.0%	n/a	<b>n/a</b>	n/a
Months of Supply			2.8	<b>3.7</b>	31.2%	n/a	<b>n/a</b>	n/a

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

# Single-Family Detached Market Overview



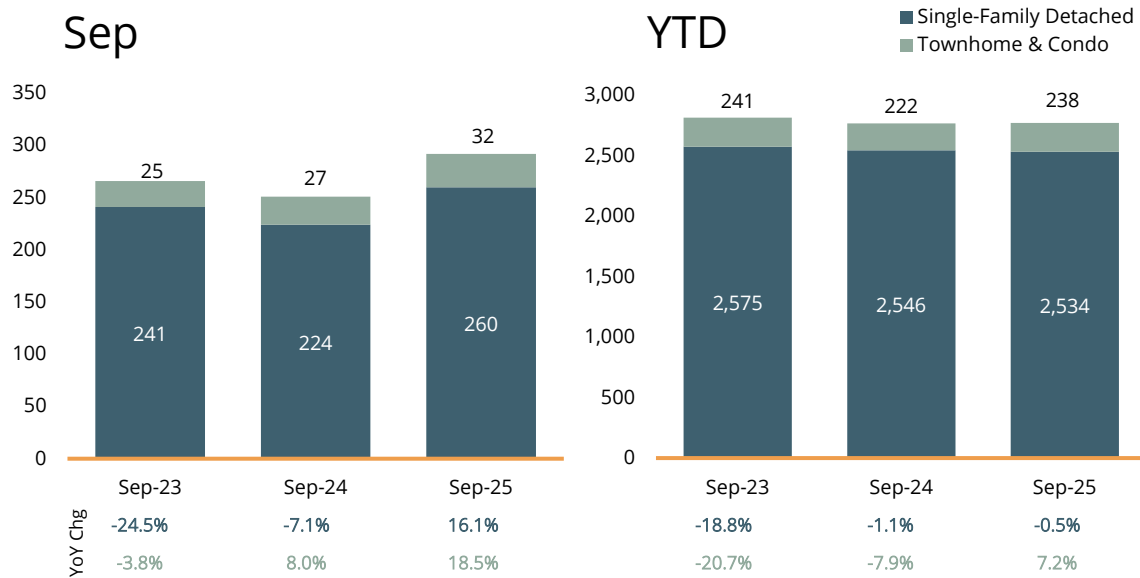
Key Metrics	2-year Trends		Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Sep-23	Sep-25						
Sales			224	<b>260</b>	16.1%	2,546	<b>2,534</b>	-0.5%
Pending Sales			299	<b>328</b>	9.7%	2,856	<b>2,874</b>	0.6%
New Listings			405	<b>503</b>	24.2%	3,885	<b>4,408</b>	13.5%
Median List Price			\$453,615	<b>\$449,950</b>	-0.8%	\$469,000	<b>\$475,840</b>	1.5%
Median Sales Price			\$450,500	<b>\$449,995</b>	-0.1%	\$464,950	<b>\$475,000</b>	2.2%
Median Price Per Square Foot			\$256	<b>\$264</b>	3.2%	\$252	<b>\$265</b>	5.3%
Sold Dollar Volume (in millions)			\$126.2	<b>\$153.8</b>	21.9%	\$1,484.0	<b>\$1,559.3</b>	5.1%
Median Sold/Ask Price Ratio			100.0%	<b>99.9%</b>	-0.1%	100.0%	<b>100.0%</b>	0.0%
Median Days on Market			13	<b>18</b>	38.5%	10	<b>12</b>	20.0%
Active Listings			784	<b>1,055</b>	34.6%	n/a	<b>n/a</b>	n/a
Months of Supply			2.8	<b>3.8</b>	32.3%	n/a	<b>n/a</b>	n/a

# Townhome & Condo Market Overview



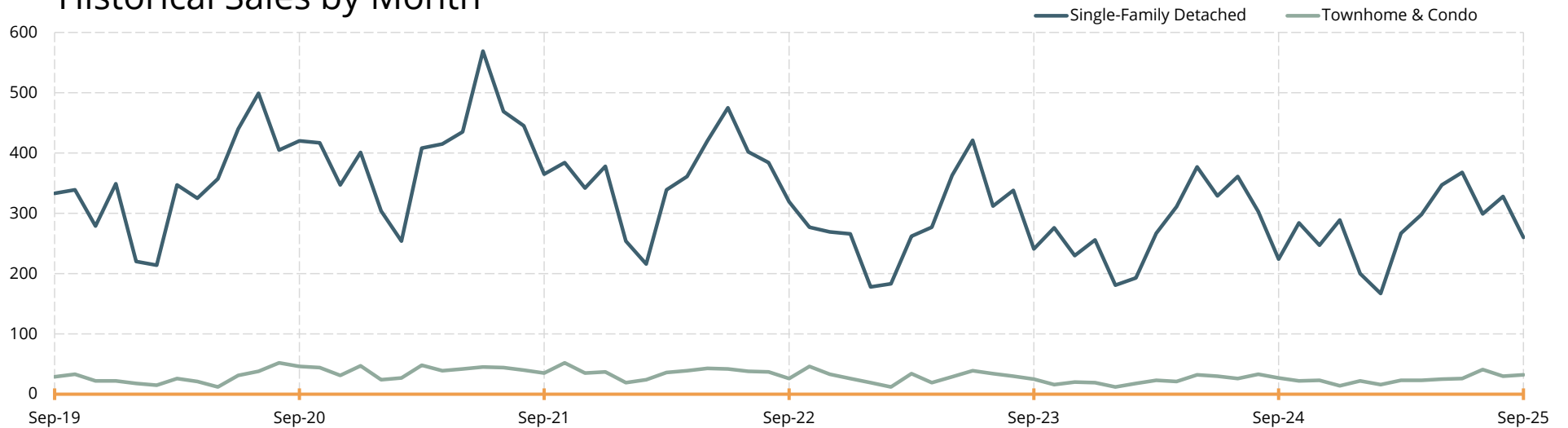
Key Metrics	2-year Trends		Sep-24	Sep-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Sep-23	Sep-25						
Sales			27	<b>32</b>	18.5%	222	<b>238</b>	7.2%
Pending Sales			19	<b>25</b>	31.6%	226	<b>239</b>	5.8%
New Listings			39	<b>42</b>	7.7%	301	<b>351</b>	16.6%
Median List Price			\$260,000	<b>\$439,450</b>	69.0%	\$275,000	<b>\$299,995</b>	9.1%
Median Sales Price			\$270,000	<b>\$433,500</b>	60.6%	\$275,000	<b>\$293,144</b>	6.6%
Median Price Per Square Foot			\$276	<b>\$315</b>	14.3%	\$262	<b>\$279</b>	6.4%
Sold Dollar Volume (in millions)			\$11.5	<b>\$27.4</b>	137.6%	\$93.2	<b>\$100.0</b>	7.3%
Median Sold/Ask Price Ratio			100.0%	<b>100.7%</b>	0.7%	100.0%	<b>98.4%</b>	-1.6%
Median Days on Market			9	<b>24</b>	166.7%	8	<b>23</b>	187.5%
Active Listings			58	<b>73</b>	25.9%	n/a	<b>n/a</b>	n/a
Months of Supply			2.5	<b>2.9</b>	18.3%	n/a	<b>n/a</b>	n/a

# Sales

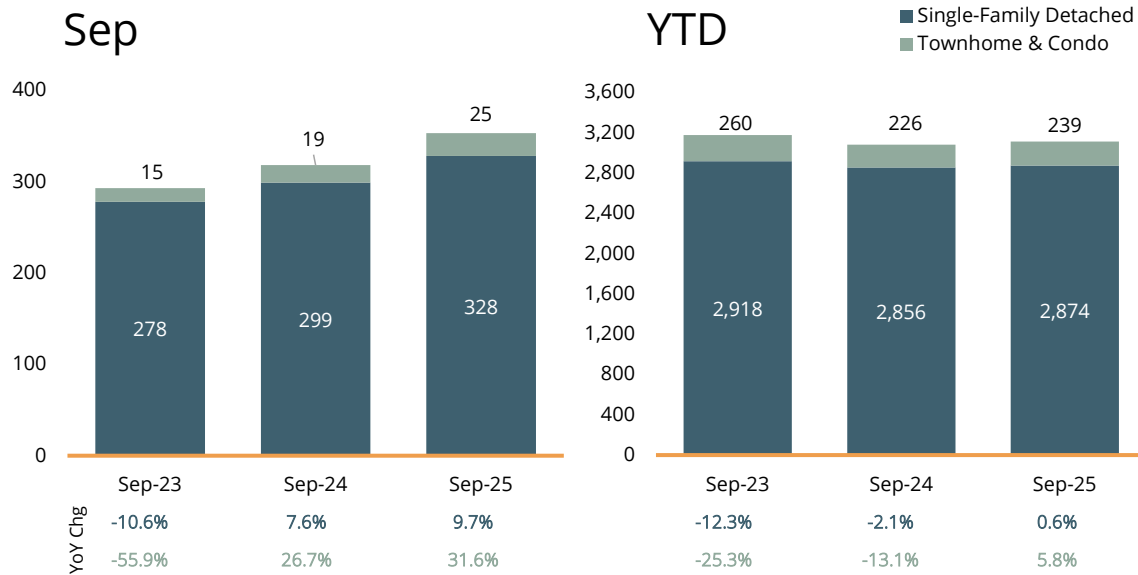


Month	Single-Family Detached		Townhomes & Condos	
	Sales	YoY Chg	Sales	YoY Chg
Oct-24	284	2.9%	22	37.5%
Nov-24	247	7.4%	23	15.0%
Dec-24	289	12.9%	14	-26.3%
Jan-25	200	10.5%	22	83.3%
Feb-25	167	-13.5%	16	-11.1%
Mar-25	267	0.0%	23	0.0%
Apr-25	298	-4.2%	23	9.5%
May-25	347	-8.0%	25	-21.9%
Jun-25	368	11.9%	26	-13.3%
Jul-25	299	-17.2%	41	57.7%
Aug-25	328	8.3%	30	-9.1%
Sep-25	260	16.1%	32	18.5%
12-month Avg	280	1.4%	25	7.2%

## Historical Sales by Month

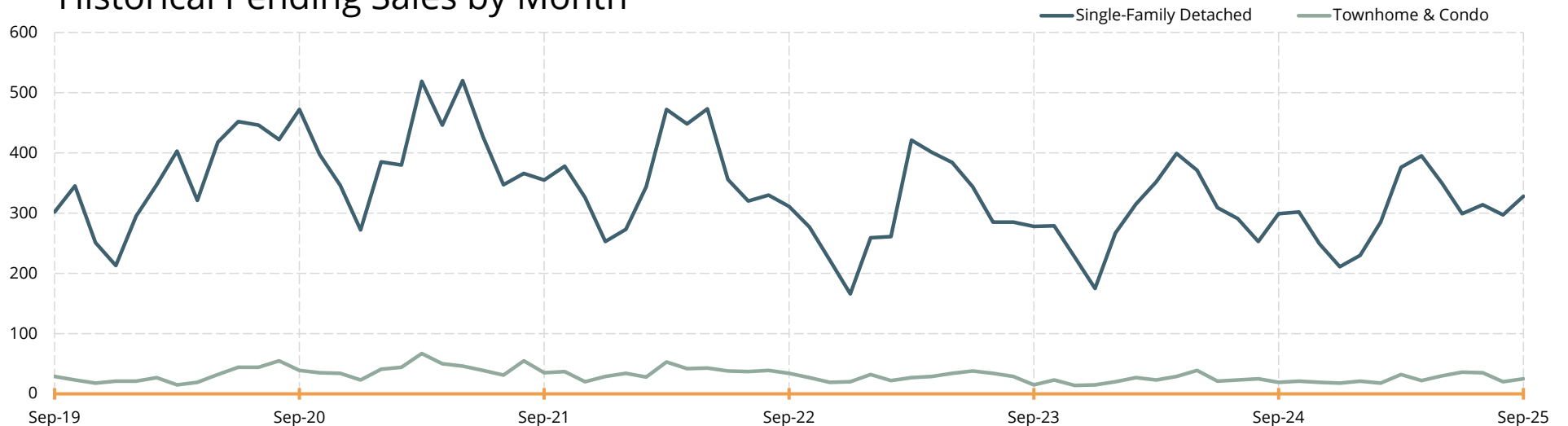


# Pending Sales



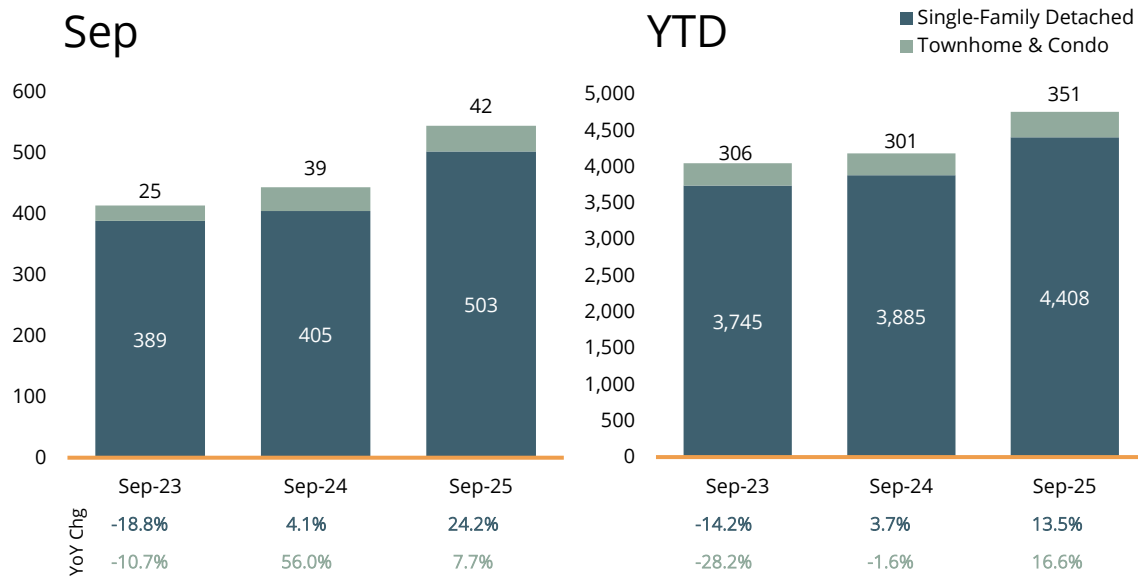
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-24	302	8.2%	21	-8.7%
Nov-24	249	9.7%	19	35.7%
Dec-24	211	20.6%	18	20.0%
Jan-25	230	-13.9%	21	5.0%
Feb-25	285	-9.5%	18	-33.3%
Mar-25	376	6.8%	32	39.1%
Apr-25	395	-1.0%	22	-24.1%
May-25	350	-5.7%	30	-23.1%
Jun-25	299	-3.2%	36	71.4%
Jul-25	314	7.9%	35	52.2%
Aug-25	297	17.4%	20	-20.0%
Sep-25	328	9.7%	25	31.6%
12-month Avg	303	2.8%	25	6.8%

## Historical Pending Sales by Month



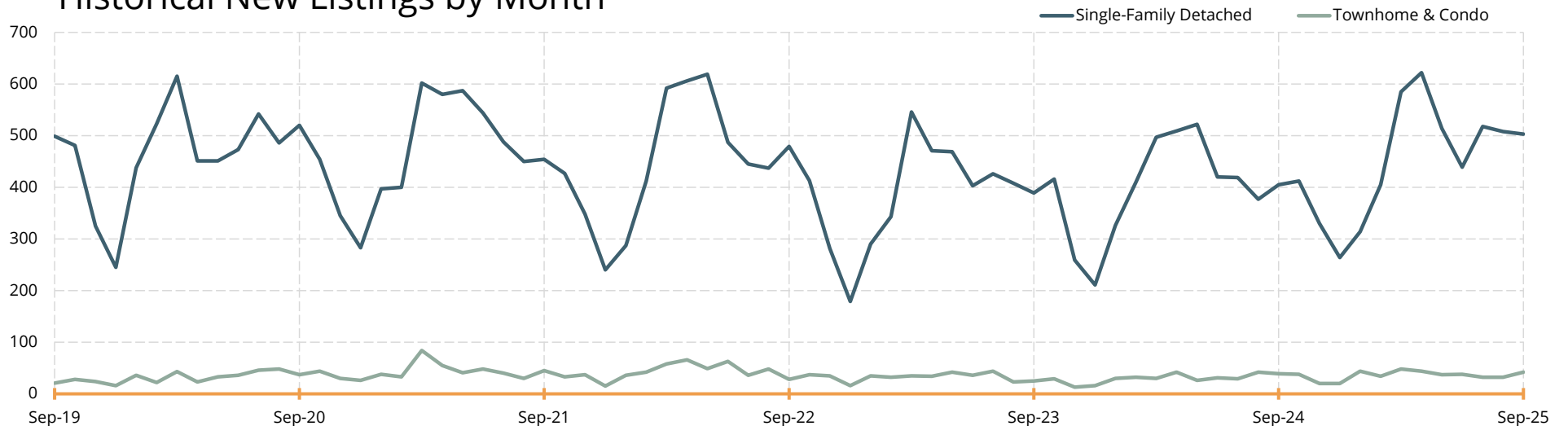
Source: Virginia REALTORS®, data accessed October 15, 2025

# New Listings



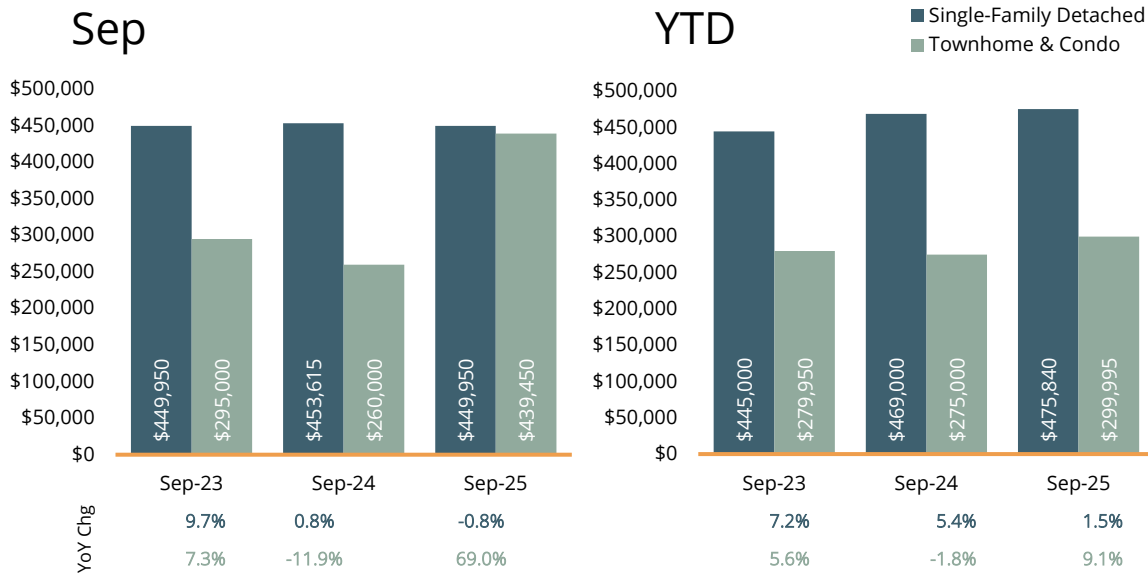
Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Oct-24	412	-1.0%	38	31.0%
Nov-24	330	27.4%	20	53.8%
Dec-24	264	25.1%	20	25.0%
Jan-25	314	-3.7%	44	46.7%
Feb-25	405	-1.2%	34	6.3%
Mar-25	585	17.7%	48	60.0%
Apr-25	622	22.2%	44	4.8%
May-25	514	-1.5%	37	42.3%
Jun-25	439	4.5%	38	22.6%
Jul-25	518	23.6%	32	10.3%
Aug-25	508	34.7%	32	-23.8%
Sep-25	503	24.2%	42	7.7%
12-month Avg	451	13.5%	36	19.5%

## Historical New Listings by Month



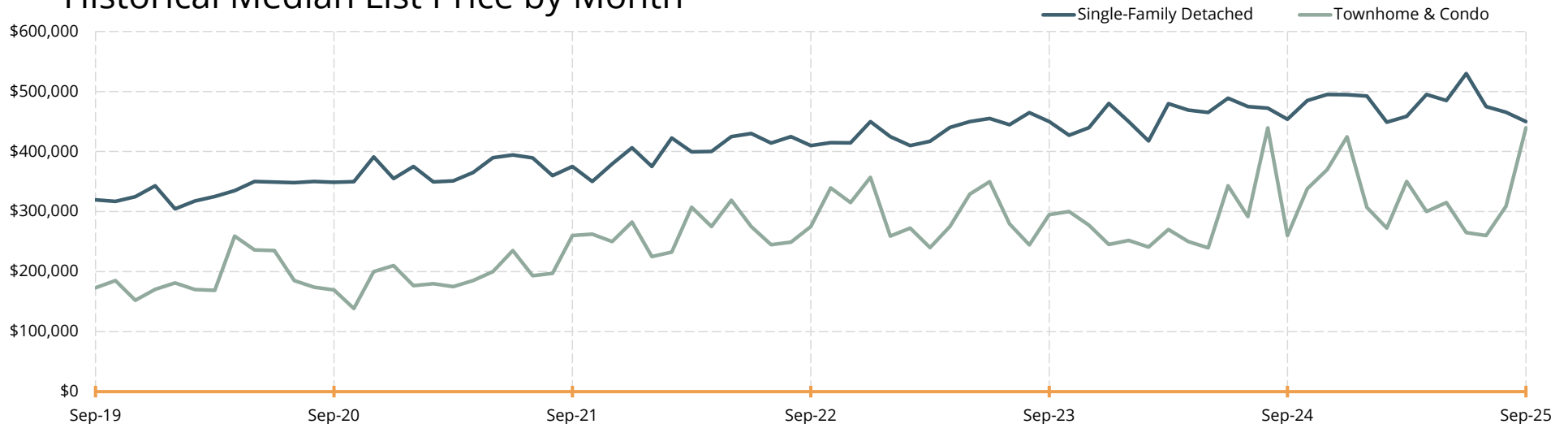
Source: Virginia REALTORS®, data accessed October 15, 2025

# Median List Price



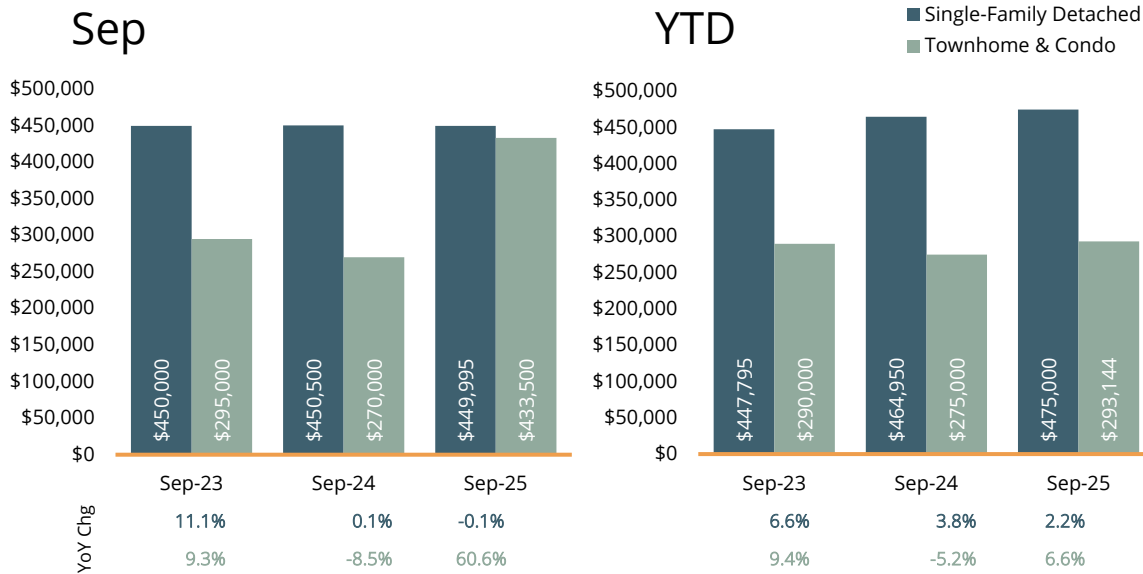
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-24	<b>\$485,000</b>	13.6%	<b>\$337,950</b>	12.7%
Nov-24	<b>\$495,000</b>	12.5%	<b>\$370,000</b>	33.4%
Dec-24	<b>\$494,633</b>	3.0%	<b>\$424,500</b>	73.3%
Jan-25	<b>\$492,448</b>	9.4%	<b>\$306,750</b>	21.7%
Feb-25	<b>\$449,000</b>	7.5%	<b>\$272,450</b>	13.0%
Mar-25	<b>\$458,694</b>	-4.4%	<b>\$349,999</b>	29.6%
Apr-25	<b>\$495,000</b>	5.5%	<b>\$300,000</b>	20.0%
May-25	<b>\$485,000</b>	4.3%	<b>\$315,000</b>	31.4%
Jun-25	<b>\$529,950</b>	8.4%	<b>\$264,988</b>	-22.7%
Jul-25	<b>\$475,000</b>	0.0%	<b>\$260,000</b>	-10.9%
Aug-25	<b>\$465,369</b>	-1.5%	<b>\$308,950</b>	-29.7%
Sep-25	<b>\$449,950</b>	-0.8%	<b>\$439,450</b>	69.0%
12-month Avg	\$481,254	4.6%	\$329,170	15.9%

## Historical Median List Price by Month



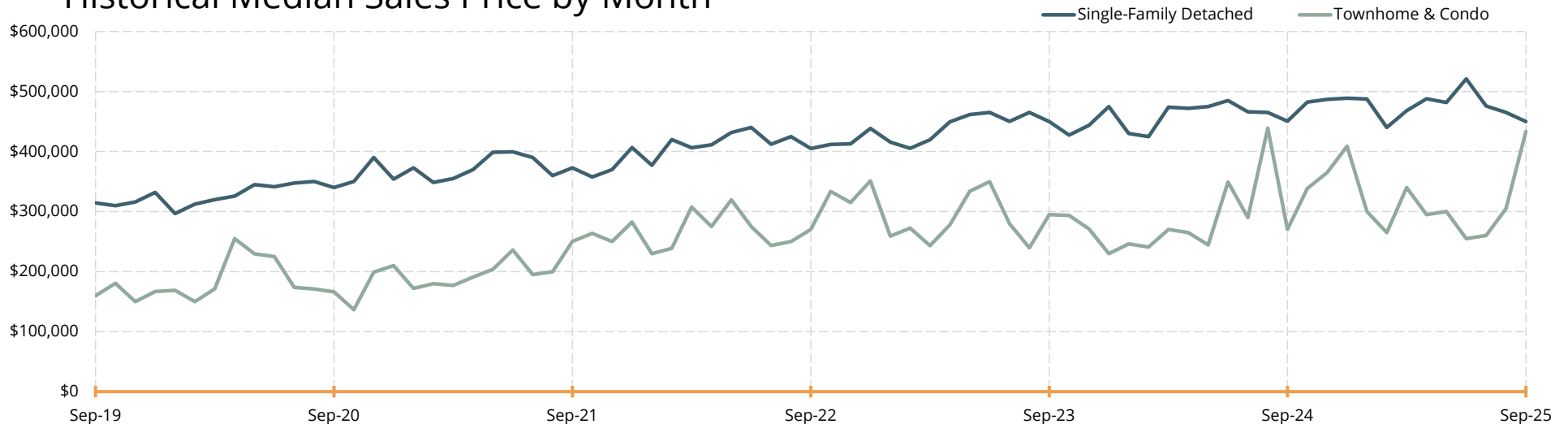
Source: Virginia REALTORS®, data accessed October 15, 2025

# Median Sales Price

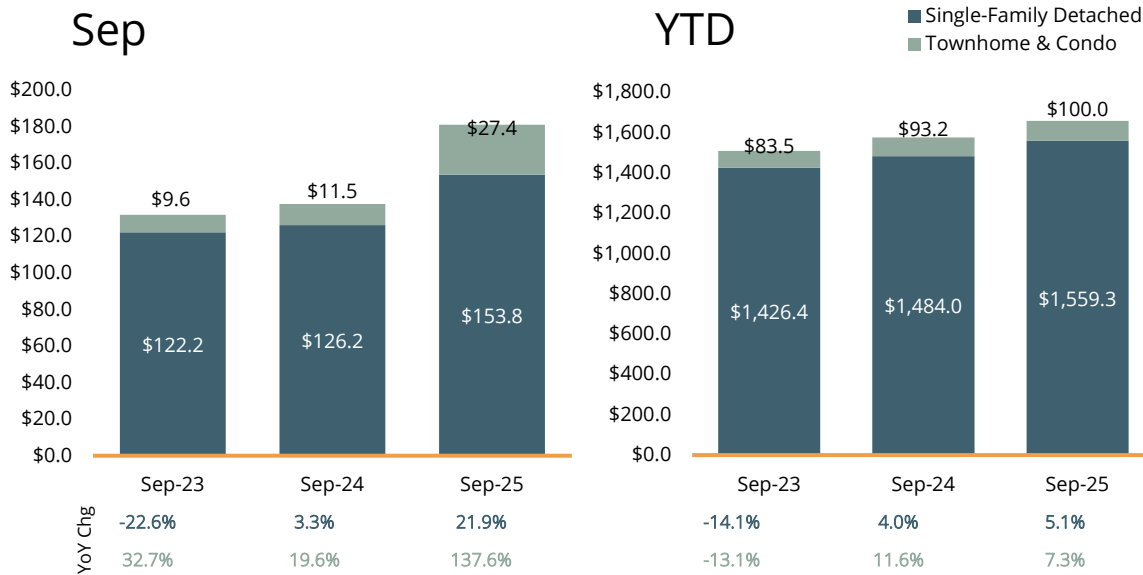


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-24	<b>\$482,276</b>	12.8%	<b>\$338,450</b>	15.3%
Nov-24	<b>\$487,000</b>	9.7%	<b>\$365,000</b>	34.7%
Dec-24	<b>\$489,000</b>	3.0%	<b>\$409,000</b>	77.8%
Jan-25	<b>\$487,500</b>	13.4%	<b>\$300,000</b>	21.8%
Feb-25	<b>\$440,000</b>	3.5%	<b>\$265,000</b>	10.0%
Mar-25	<b>\$468,000</b>	-1.3%	<b>\$340,000</b>	25.9%
Apr-25	<b>\$488,000</b>	3.4%	<b>\$295,000</b>	11.3%
May-25	<b>\$481,713</b>	1.4%	<b>\$300,000</b>	22.7%
Jun-25	<b>\$521,000</b>	7.4%	<b>\$255,000</b>	-26.9%
Jul-25	<b>\$476,000</b>	2.1%	<b>\$260,000</b>	-10.4%
Aug-25	<b>\$465,000</b>	0.0%	<b>\$305,000</b>	-30.5%
Sep-25	<b>\$449,995</b>	-0.1%	<b>\$433,500</b>	60.6%
12-month Avg	\$477,957	4.5%	\$322,163	13.4%

## Historical Median Sales Price by Month

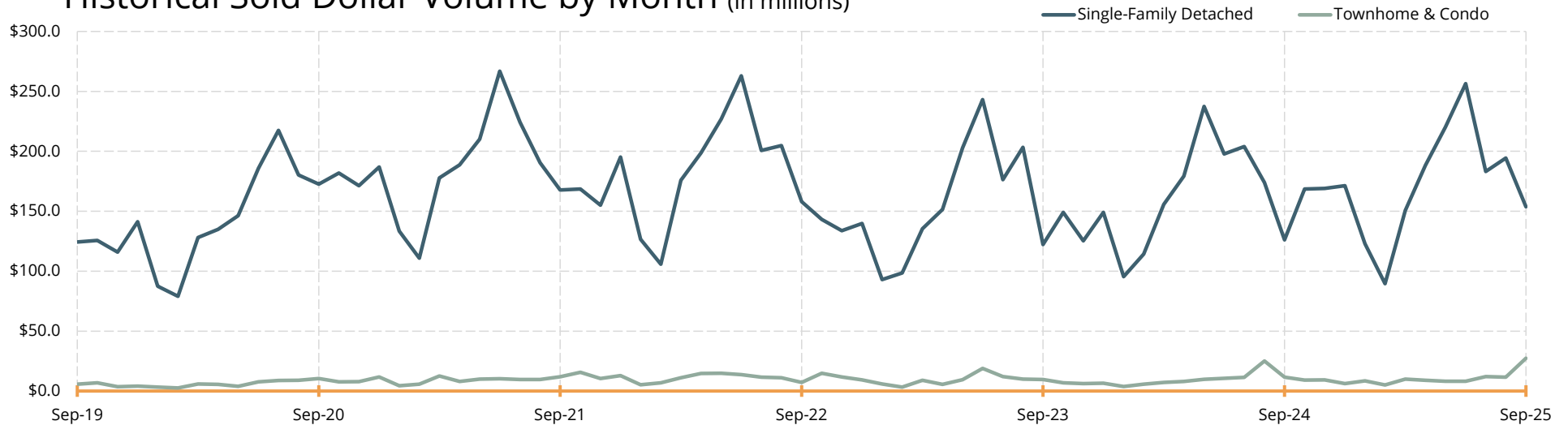


# Sold Dollar Volume (in millions)

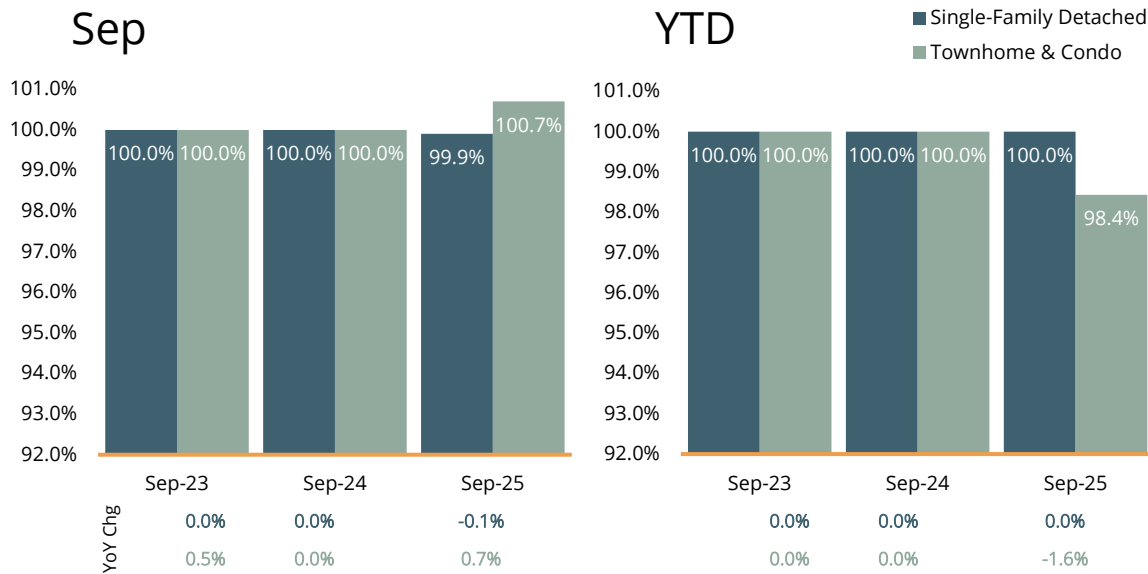


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Oct-24	\$168.5	13.0%	\$9.2	32.0%
Nov-24	\$169.0	34.8%	\$9.3	48.0%
Dec-24	\$171.2	14.9%	\$6.1	-5.3%
Jan-25	\$122.9	28.8%	\$8.5	125.4%
Feb-25	\$89.6	-21.6%	\$5.2	-9.4%
Mar-25	\$150.6	-3.3%	\$9.9	38.3%
Apr-25	\$188.3	5.0%	\$9.0	12.6%
May-25	\$220.2	-7.3%	\$8.1	-16.7%
Jun-25	\$256.4	29.7%	\$8.1	-23.7%
Jul-25	\$183.2	-10.2%	\$12.1	6.0%
Aug-25	\$194.3	11.8%	\$11.6	-53.7%
Sep-25	\$153.8	21.9%	\$27.4	137.6%
12-month Avg	\$172.3	8.4%	\$10.4	10.4%

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

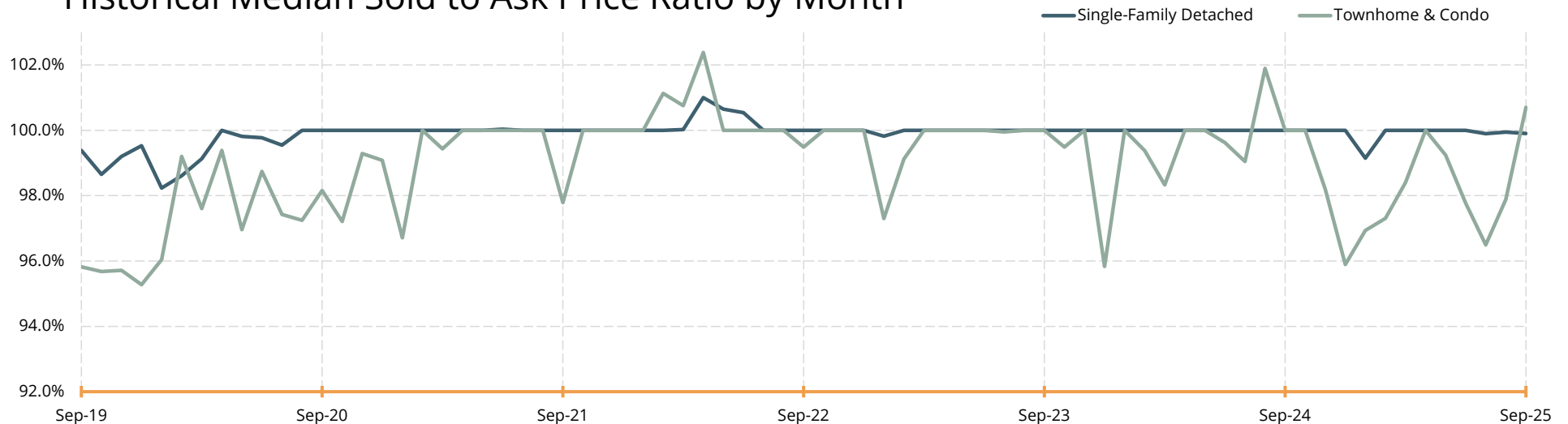


# Median Sold to Ask Price Ratio

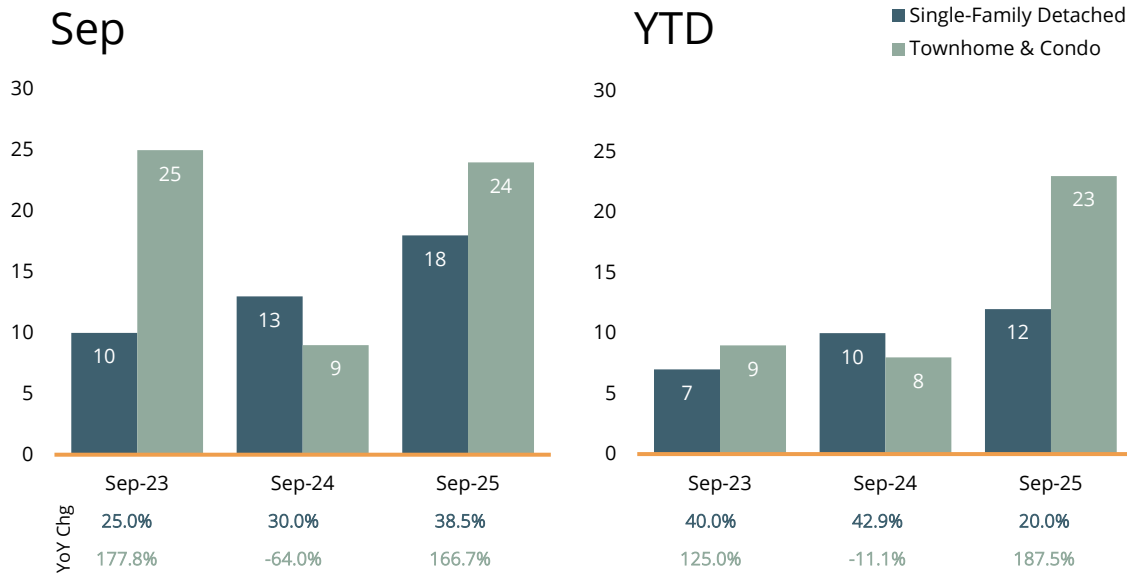


Month	Single-Family Detached		Townhomes & Condos	
	YoY Chg	YoY Chg	YoY Chg	YoY Chg
Oct-24	100.0%	0.0%	100.0%	0.5%
Nov-24	100.0%	0.0%	98.2%	-1.8%
Dec-24	100.0%	0.0%	95.9%	0.1%
Jan-25	99.1%	-0.9%	96.9%	-3.1%
Feb-25	100.0%	0.0%	97.3%	-2.1%
Mar-25	100.0%	0.0%	98.4%	0.1%
Apr-25	100.0%	0.0%	100.0%	0.0%
May-25	100.0%	0.0%	99.2%	-0.8%
Jun-25	100.0%	0.0%	97.8%	-1.9%
Jul-25	99.9%	-0.1%	96.5%	-2.6%
Aug-25	99.9%	-0.1%	97.9%	-3.9%
Sep-25	99.9%	-0.1%	100.7%	0.7%
12-month Avg	99.9%	-0.1%	98.2%	-1.2%

## Historical Median Sold to Ask Price Ratio by Month

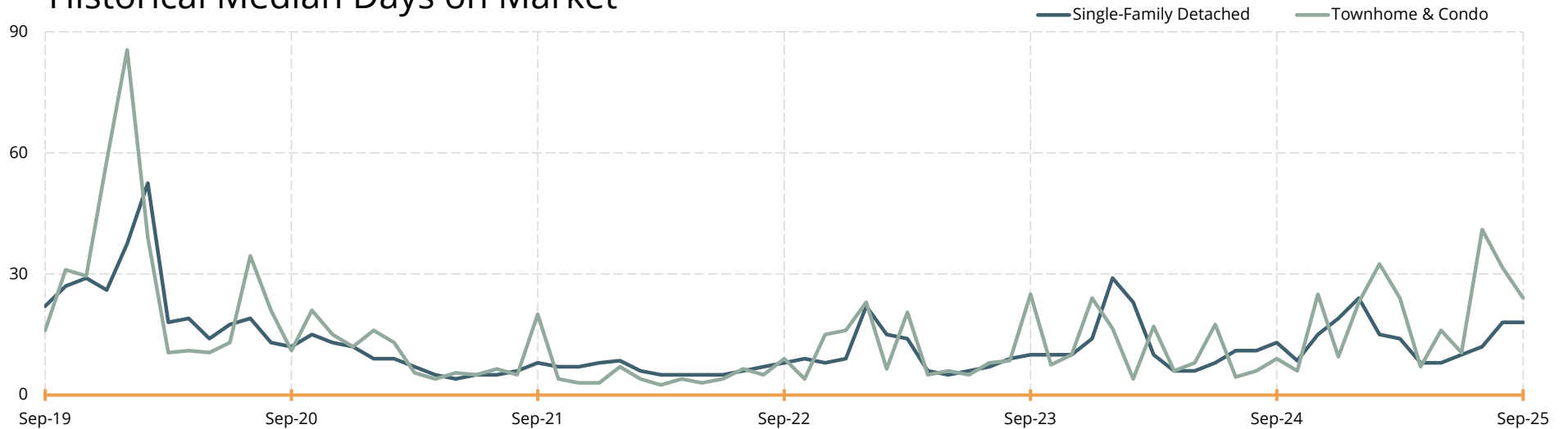


# Median Days on Market

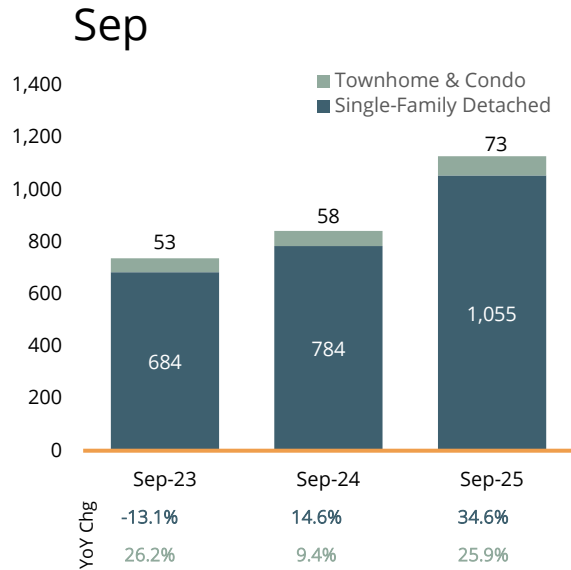


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-24	9	-15.0%	6	-20.0%
Nov-24	15	50.0%	25	150.0%
Dec-24	19	35.7%	10	-60.4%
Jan-25	24	-17.2%	23	39.4%
Feb-25	15	-34.8%	33	712.5%
Mar-25	14	40.0%	24	41.2%
Apr-25	8	33.3%	7	16.7%
May-25	8	33.3%	16	100.0%
Jun-25	10	25.0%	11	-40.0%
Jul-25	12	9.1%	41	811.1%
Aug-25	18	63.6%	32	425.0%
Sep-25	18	38.5%	24	166.7%
12-month Avg	14	12.3%	21	92.3%

## Historical Median Days on Market

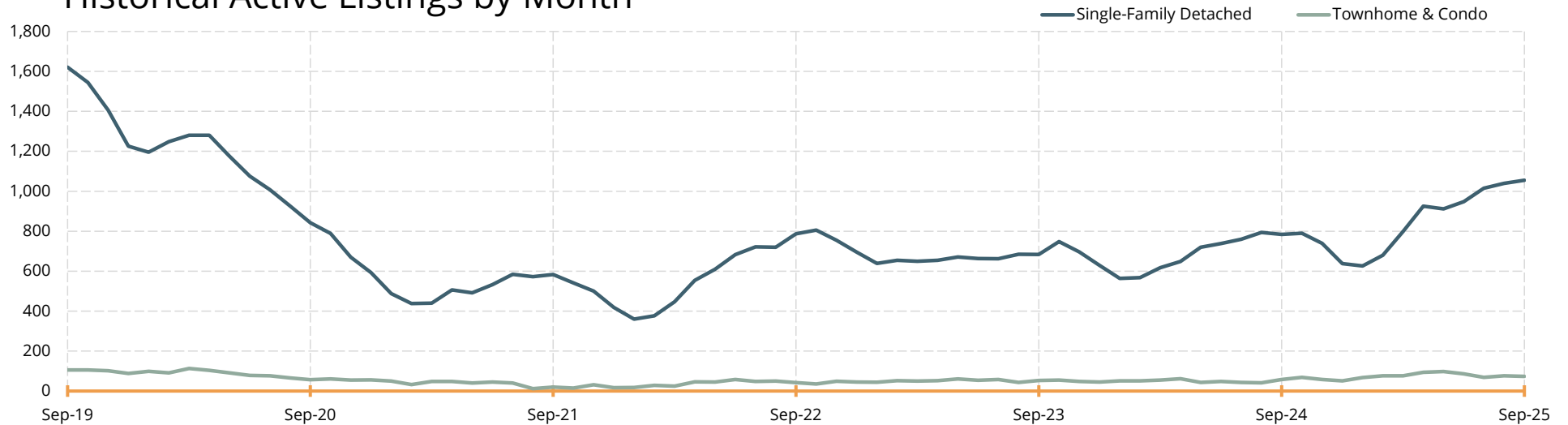


# Active Listings



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Apr-25	926	42.7%	94	51.6%
May-25	912	26.7%	98	127.9%
Jun-25	948	28.5%	86	79.2%
Jul-25	1,015	33.6%	69	60.5%
Aug-25	1,040	31.0%	76	85.4%
Sep-25	1,055	34.6%	73	25.9%
12-month Avg	847	23.0%	75	49.0%

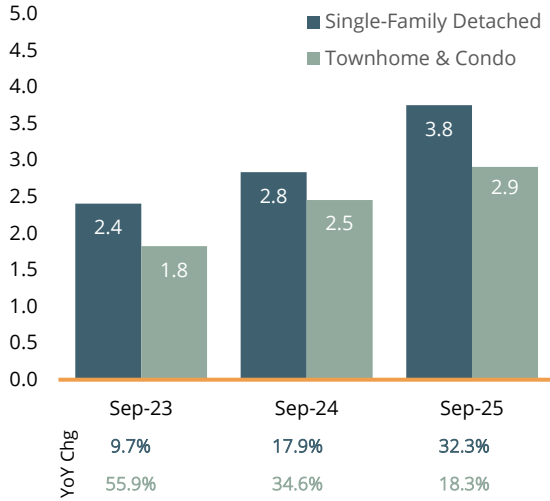
## Historical Active Listings by Month



# Months of Supply

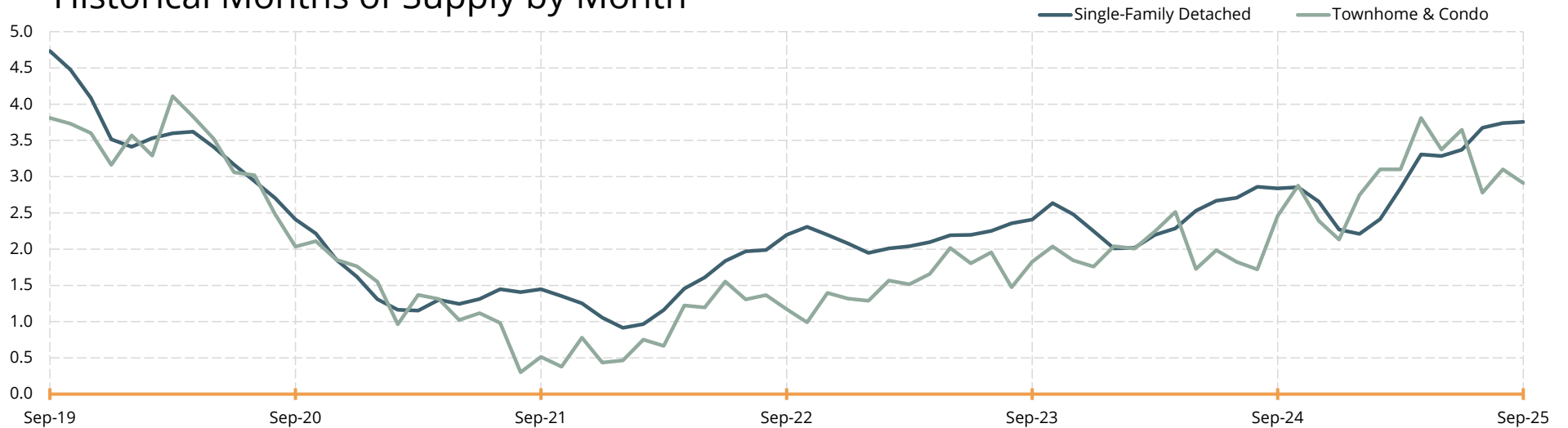


## Sep

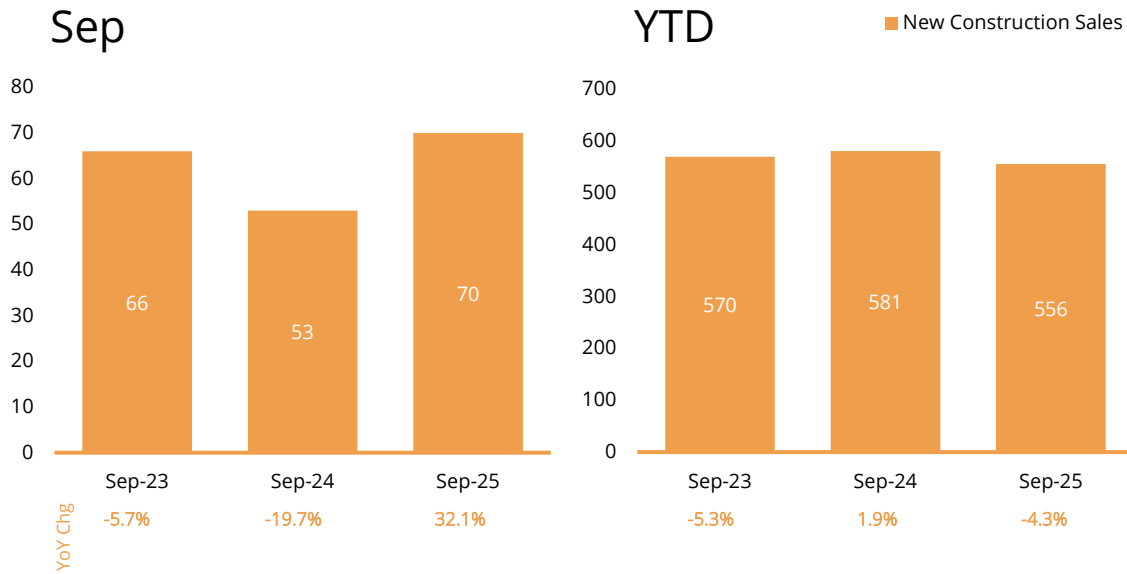


Month	Single-Family Detached		Townhomes & Condos	
	Months of Supply	YoY Chg	Months of Supply	YoY Chg
Oct-24	2.9	8.3%	2.9	41.1%
Nov-24	2.7	7.1%	2.4	29.6%
Dec-24	2.3	1.0%	2.1	21.2%
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
Aug-25	3.7	30.7%	3.1	80.3%
Sep-25	3.8	32.3%	2.9	18.3%
12-month Avg	3.0	23.4%	3.0	48.9%

## Historical Months of Supply by Month

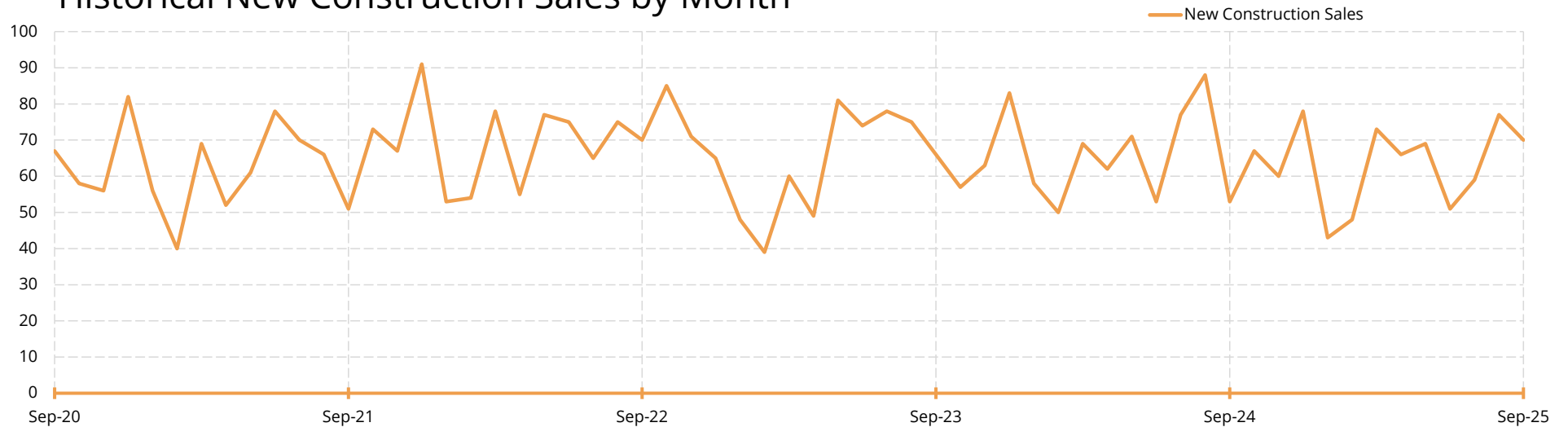


# New Construction Sales



New Construction		
Month	Sales	YoY Chg
Oct-24	67	17.5%
Nov-24	60	-4.8%
Dec-24	78	-6.0%
Jan-25	43	-25.9%
Feb-25	48	-4.0%
Mar-25	73	5.8%
Apr-25	66	6.5%
May-25	69	-2.8%
Jun-25	51	-3.8%
Jul-25	59	-23.4%
Aug-25	77	-12.5%
Sep-25	70	32.1%
12-month Avg	63	-2.9%

## Historical New Construction Sales by Month



# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Albemarle County	176	<b>230</b>	30.7%	100	<b>107</b>	7.0%	\$557,450	<b>\$660,000</b>	18.4%	315	<b>423</b>	34.3%	2.5	<b>3.4</b>	34.9%
Charlottesville	50	<b>50</b>	0.0%	23	<b>35</b>	52.2%	\$643,300	<b>\$456,000</b>	-29.1%	72	<b>110</b>	52.8%	2.3	<b>3.3</b>	48.5%
Fluvanna County	60	<b>58</b>	-3.3%	21	<b>30</b>	42.9%	\$340,000	<b>\$369,045</b>	8.5%	79	<b>128</b>	62.0%	2.6	<b>3.7</b>	41.1%
Greene County	31	<b>61</b>	96.8%	20	<b>37</b>	85.0%	\$420,000	<b>\$405,300</b>	-3.5%	64	<b>77</b>	20.3%	3.0	<b>3.0</b>	-0.1%
Louisa County	93	<b>109</b>	17.2%	61	<b>56</b>	-8.2%	\$395,000	<b>\$404,250</b>	2.3%	210	<b>298</b>	41.9%	3.2	<b>4.9</b>	52.5%
Nelson County	34	<b>37</b>	8.8%	26	<b>27</b>	3.8%	\$343,000	<b>\$389,000</b>	13.4%	102	<b>92</b>	-9.8%	4.2	<b>3.5</b>	-15.3%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Albemarle County	1,804	<b>1,807</b>	0.2%	1,164	<b>1,124</b>	-3.4%	\$535,206	<b>\$550,000</b>	2.8%	315	<b>423</b>	34.3%
Charlottesville	425	<b>518</b>	21.9%	305	<b>307</b>	0.7%	\$527,500	<b>\$494,000</b>	-6.4%	72	<b>110</b>	52.8%
Fluvanna County	414	<b>467</b>	12.8%	289	<b>326</b>	12.8%	\$350,000	<b>\$376,200</b>	7.5%	79	<b>128</b>	62.0%
Greene County	293	<b>567</b>	93.5%	203	<b>245</b>	20.7%	\$405,000	<b>\$425,475</b>	5.1%	64	<b>77</b>	20.3%
Louisa County	920	<b>1,054</b>	14.6%	597	<b>546</b>	-8.5%	\$391,250	<b>\$410,000</b>	4.8%	210	<b>298</b>	41.9%
Nelson County	330	<b>346</b>	4.8%	210	<b>224</b>	6.7%	\$387,500	<b>\$428,000</b>	10.5%	102	<b>92</b>	-9.8%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Albemarle County	157	<b>208</b>	32.5%	88	<b>85</b>	-3.4%	\$585,000	<b>\$599,000</b>	2.4%	293	<b>399</b>	36.2%	2.5	<b>3.5</b>	39.1%
Charlottesville	42	<b>43</b>	2.4%	19	<b>33</b>	73.7%	\$649,950	<b>\$465,000</b>	-28.5%	62	<b>89</b>	43.5%	2.4	<b>3.2</b>	32.5%
Fluvanna County	58	<b>58</b>	0.0%	21	<b>30</b>	42.9%	\$340,000	<b>\$369,045</b>	8.5%	78	<b>128</b>	64.1%	2.6	<b>3.7</b>	43.5%
Greene County	31	<b>61</b>	96.8%	20	<b>37</b>	85.0%	\$420,000	<b>\$405,300</b>	-3.5%	64	<b>77</b>	20.3%	3.0	<b>3.0</b>	-0.5%
Louisa County	93	<b>109</b>	17.2%	60	<b>55</b>	-8.3%	\$390,000	<b>\$399,000</b>	2.3%	210	<b>298</b>	41.9%	3.3	<b>5.0</b>	52.6%
Nelson County	24	<b>24</b>	0.0%	16	<b>20</b>	25.0%	\$476,388	<b>\$445,000</b>	-6.6%	77	<b>64</b>	-16.9%	4.3	<b>3.4</b>	-20.2%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Albemarle County	1,673	<b>1,650</b>	-1.4%	1,066	<b>1,006</b>	-5.6%	\$550,750	<b>\$570,000</b>	3.5%	293	<b>399</b>	36.2%
Charlottesville	356	<b>438</b>	23.0%	247	<b>258</b>	4.5%	\$575,000	<b>\$525,000</b>	-8.7%	62	<b>89</b>	43.5%
Fluvanna County	411	<b>466</b>	13.4%	288	<b>325</b>	12.8%	\$350,000	<b>\$377,145</b>	7.8%	78	<b>128</b>	64.1%
Greene County	293	<b>567</b>	93.5%	203	<b>245</b>	20.7%	\$405,000	<b>\$425,475</b>	5.1%	64	<b>77</b>	20.3%
Louisa County	915	<b>1,050</b>	14.8%	591	<b>541</b>	-8.5%	\$389,925	<b>\$410,000</b>	5.1%	210	<b>298</b>	41.9%
Nelson County	237	<b>237</b>	0.0%	151	<b>159</b>	5.3%	\$483,750	<b>\$487,000</b>	0.7%	77	<b>64</b>	-16.9%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Albemarle County	19	<b>22</b>	15.8%	12	<b>22</b>	83.3%	\$267,999	<b>\$1,251,333</b>	366.9%	22	<b>24</b>	9%	2.2	<b>2.0</b>	-8%
Charlottesville	8	<b>7</b>	-12.5%	4	<b>2</b>	-50.0%	\$355,000	<b>\$345,950</b>	-2.5%	10	<b>21</b>	110.0%	1.7	<b>4.4</b>	165.3%
Fluvanna County	2	<b>0</b>	-100.0%	0	<b>0</b>	n/a	\$0	<b>\$0</b>	n/a	1	<b>0</b>	-100.0%	12.0	<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	0.0	<b>0.0</b>	n/a
Louisa County	0	<b>0</b>	n/a	1	<b>1</b>	0%	\$645,000	<b>\$586,000</b>	-9%	0	<b>0</b>	n/a	0.0	<b>0.0</b>	n/a
Nelson County	10	<b>13</b>	30.0%	10	<b>7</b>	-30.0%	\$237,450	<b>\$220,000</b>	-7.3%	25	<b>28</b>	12.0%	3.8	<b>3.8</b>	-0.6%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg	Sep-24	Sep-25	% chg
Albemarle County	131	<b>157</b>	19.8%	98	<b>118</b>	20.4%	\$259,000	<b>\$293,500</b>	13.3%	22	<b>24</b>	9.1%
Charlottesville	69	<b>80</b>	15.9%	58	<b>49</b>	-15.5%	\$347,450	<b>\$314,000</b>	-9.6%	10	<b>21</b>	110.0%
Fluvanna County	3	<b>1</b>	-66.7%	1	<b>1</b>	0.0%	\$345,000	<b>\$293,288</b>	-15.0%	1	<b>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
Louisa County	5	<b>4</b>	-20.0%	6	<b>5</b>	-16.7%	\$650,000	<b>\$610,000</b>	-6.2%	0	<b>0</b>	n/a
Nelson County	93	<b>109</b>	17.2%	59	<b>65</b>	10.2%	\$236,250	<b>\$250,000</b>	5.8%	25	<b>28</b>	12.0%



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804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

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