

OCTOBER
2025

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: October 2025

> **For the third consecutive month, sales jumped in the CAAR area.** At 329, closed home sales activity grew 7.5% in October, 23 more sales than the year before. Sales rose across most local markets with Greene County (+40.9%) and Louisa County (+7.8%) seeing the biggest gains. Activity remained unchanged in Fluvanna County. Both Albemarle County and Charlottesville had four more sales than a year ago.

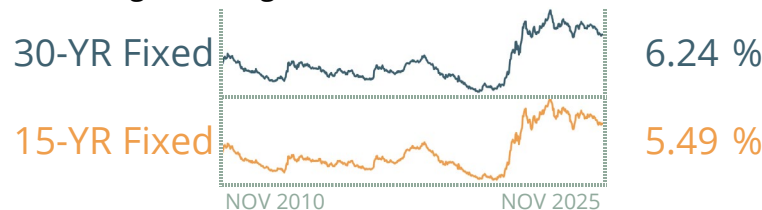
> **Pending sales continued to rise across the CAAR footprint.** There were 334 total pending sales this month, 11 more than the year before, increasing by 3.4%. Activity went up the most in Albemarle County with 14 additional pending sales (+11.5%) and Greene County with 13 more than last year (+52.0%). Nelson County experienced the sharpest decline in pending sales with 13 fewer than a year ago (-37.1%).

> **Overall home prices continue to drift upward in the CAAR market.** The median home price was \$490,000 in the CAAR region, up 3.2% or \$15,000 from the year prior. After declining for the last five months, prices grew by 18.2% in Charlottesville with the median price at \$590,000 this month, \$91,000 more than last October. Homes sold at a median price of \$410,000 in Nelson County, \$52,225 less than the year before, decreasing by 11.3%, the only local market with a median price drop this month.

> **Listings have been steadily climbing for the last 19 months, resulting in much needed supply in the CAAR market.** There were 1,176 active listings on the market at the end of October, 317 more listings than last year, rising by 36.9%. Most local markets saw listing levels expand this month, with Albemarle County (+111 listings) and Louisa County (+75 listings) leading all other markets.

November 13, 2025

INTEREST RATE TRACKER



CAAR Market Dashboard

YoY Chg	Oct-25	Indicator
▲ 7.5%	329	Sales
▲ 3.4%	334	Pending Sales
▲ 14.2%	514	New Listings
▲ 5.0%	\$499,000	Median List Price
▲ 3.2%	\$490,000	Median Sales Price
▲ 10.1%	\$271	Median Price Per Square Foot
▲ 14.9%	\$204.1	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 100.0%	16	Median Days on Market
▲ 36.9%	1,176	Active Listings
▲ 33.6%	3.8	Months of Supply
▲ 11.9%	75	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.

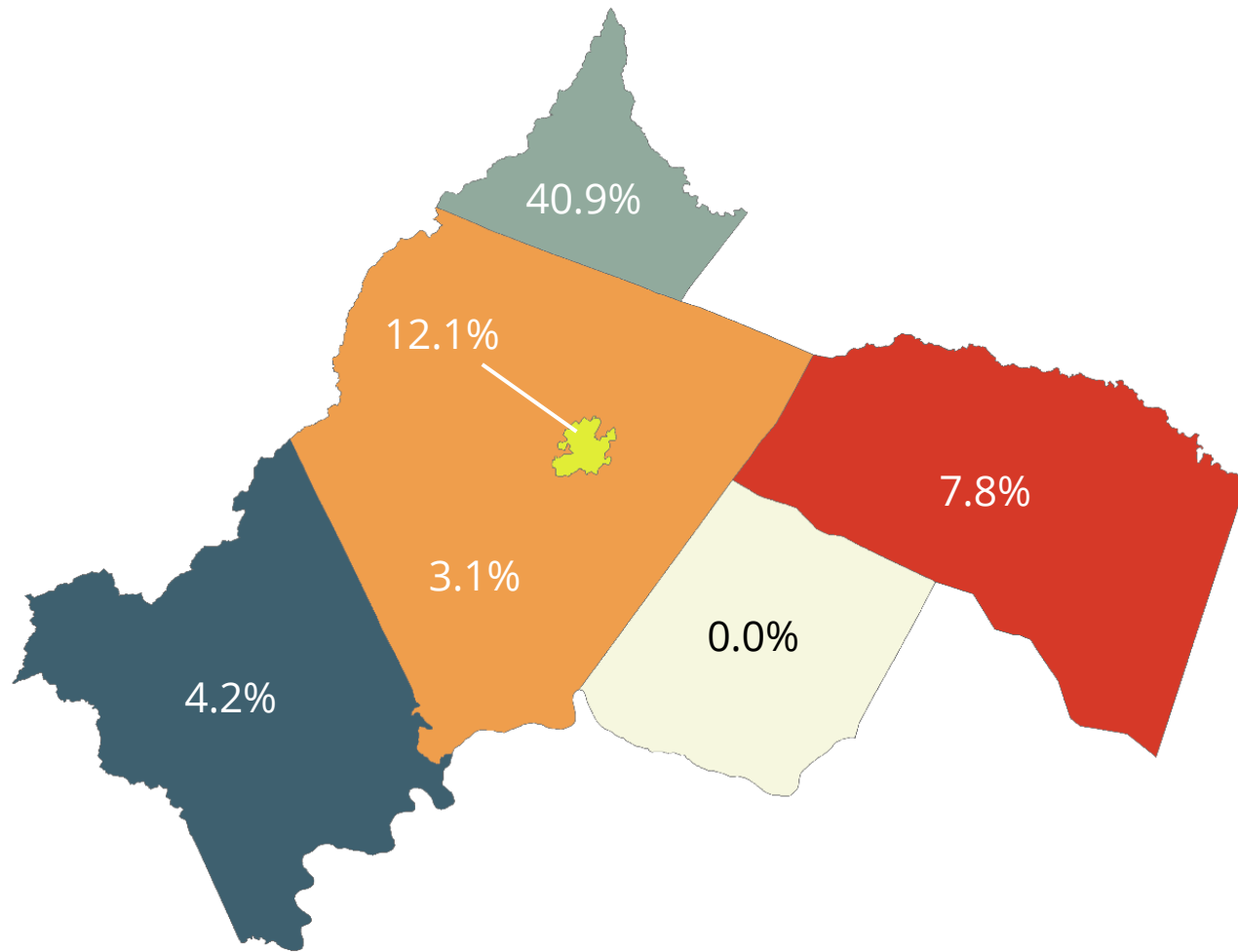
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

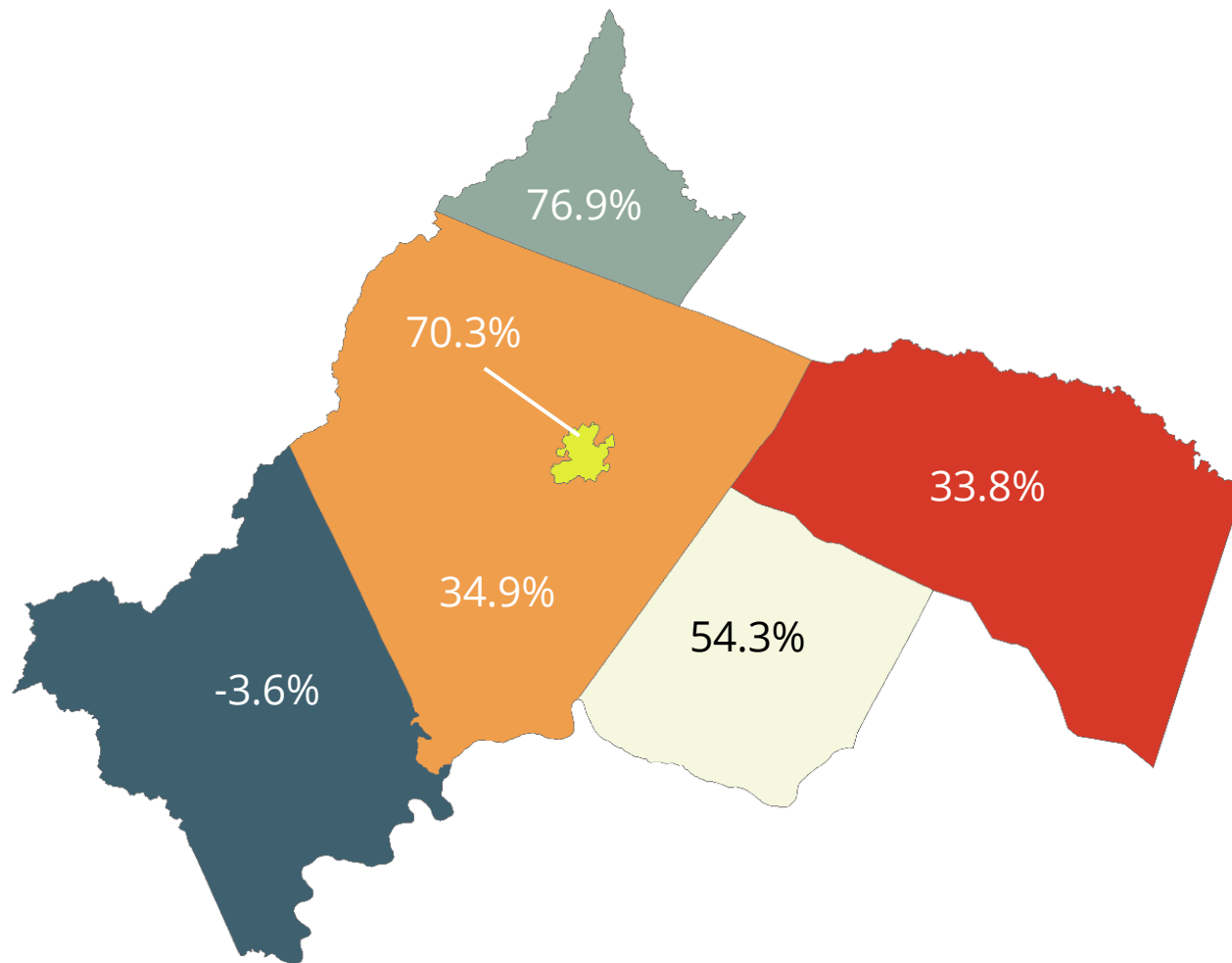


Market Activity - CAAR Footprint



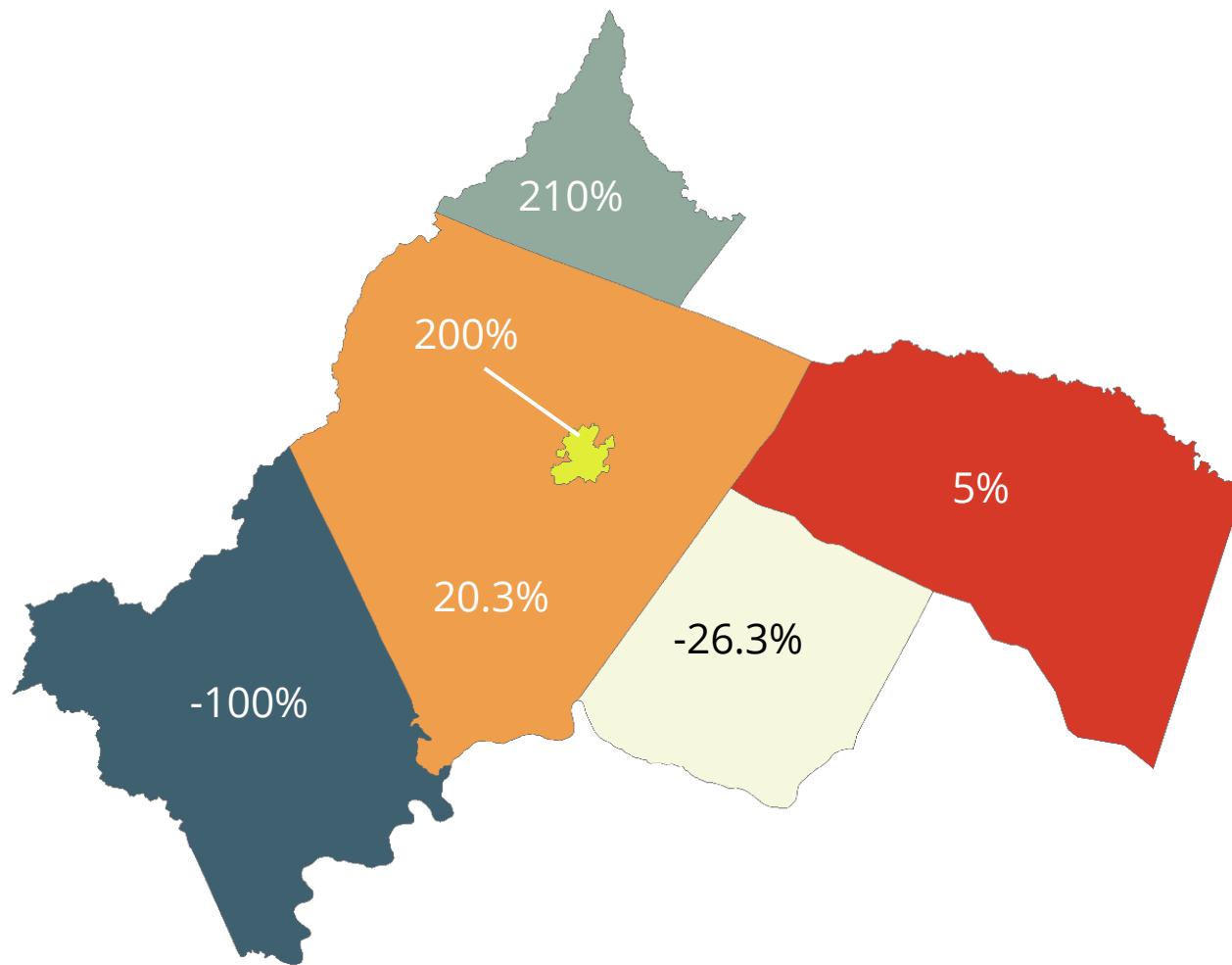
Jurisdiction	Total Sales		
	Oct-24	Oct-25	% Chg
Albemarle County	130	134	3.1%
Charlottesville	33	37	12.1%
Fluvanna County	33	33	0.0%
Greene County	22	31	40.9%
Louisa County	64	69	7.8%
Nelson County	24	25	4.2%
CAAR	306	329	7.5%

Active Listings: Total Inventory (includes proposed listings)



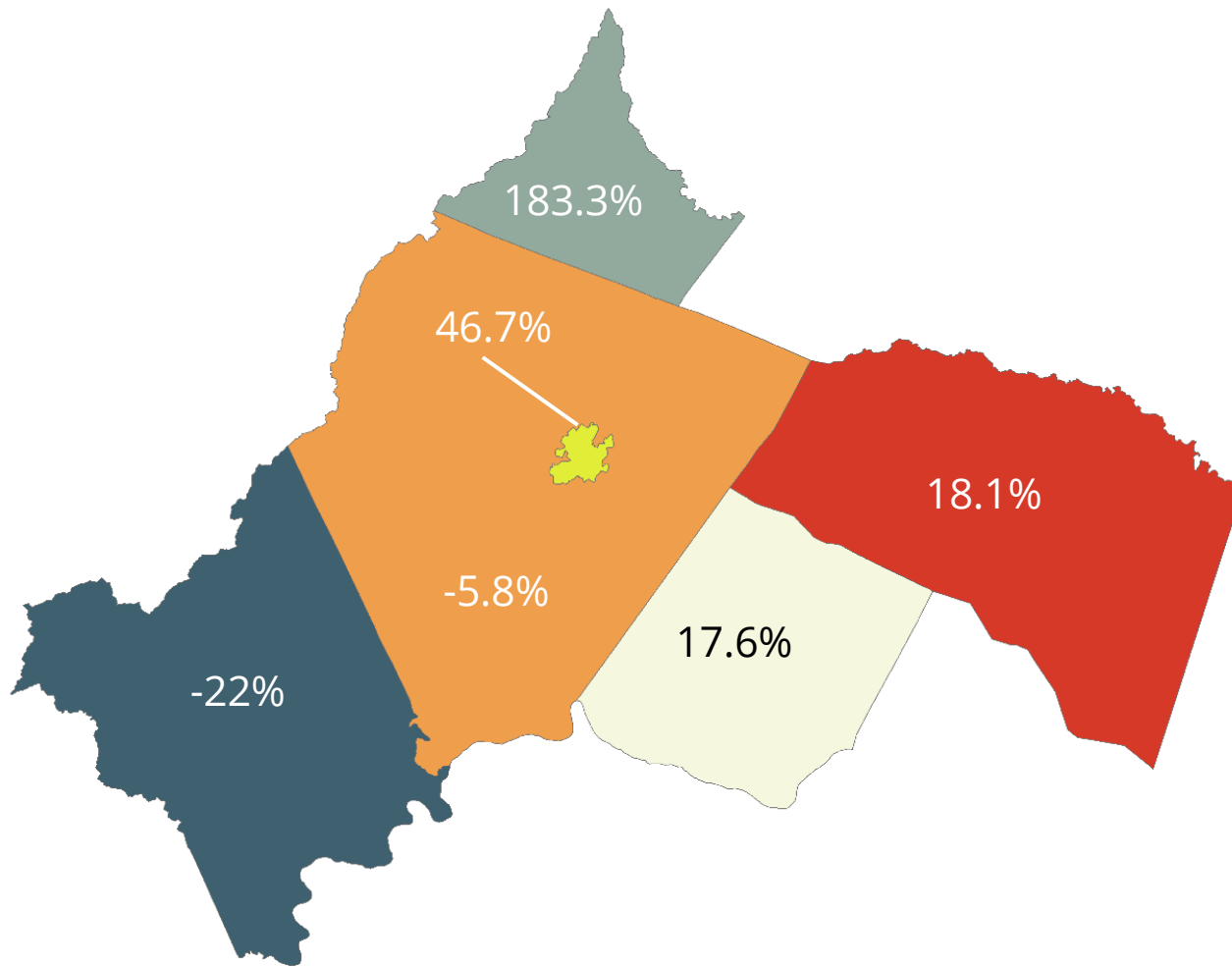
<i>Jurisdiction</i>	Active Listings		
	Oct-24	Oct-25	% Chg
Albemarle County	318	429	34.9%
Charlottesville	64	109	70.3%
Fluvanna County	92	142	54.3%
Greene County	52	92	76.9%
Louisa County	222	297	33.8%
Nelson County	111	107	-3.6%
CAAR	859	1,176	36.9%

Active Listings: Proposed Listings



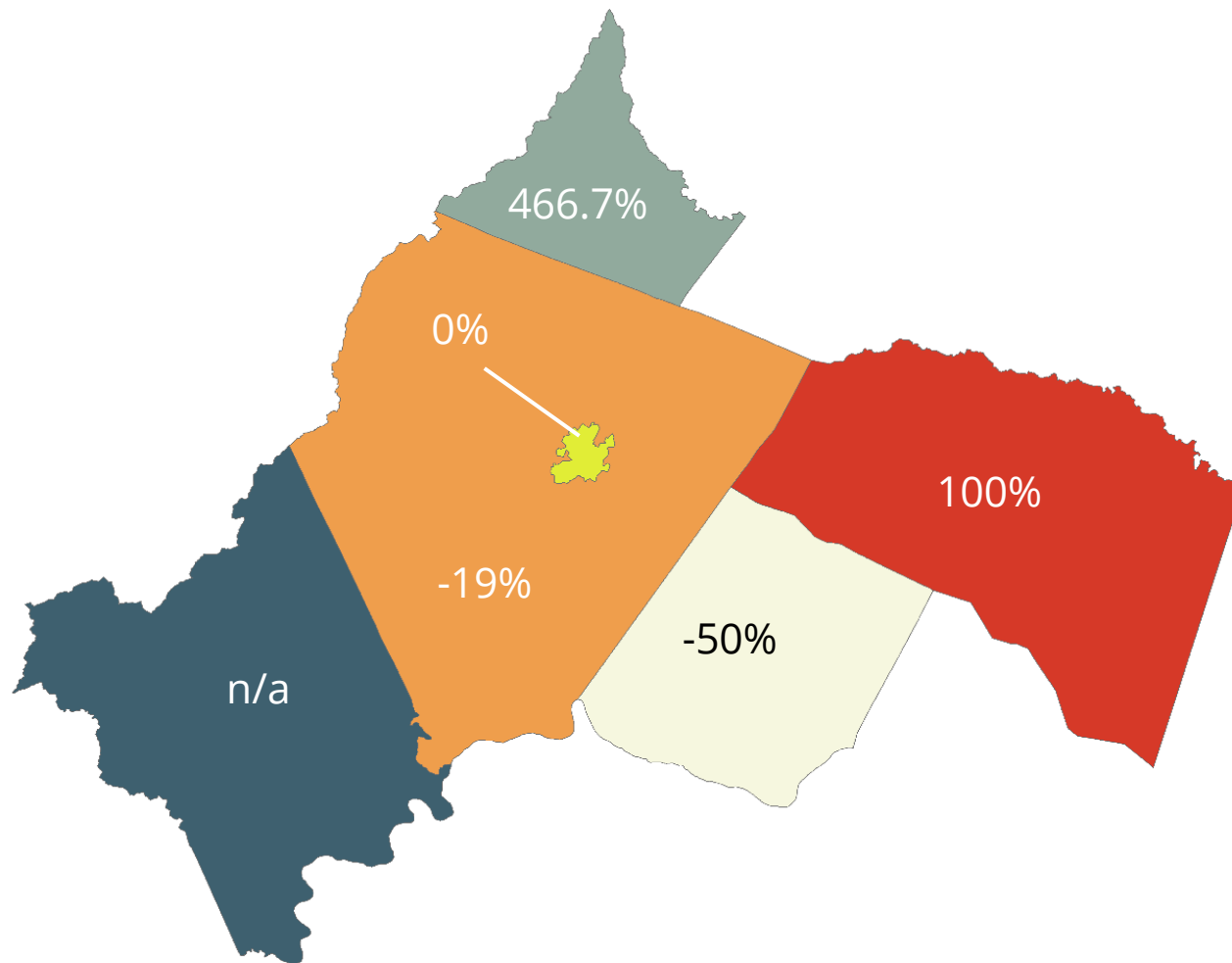
Jurisdiction	Active Listings		% Chg
	Oct-24	Oct-25	
Albemarle County	79	95	20.3%
Charlottesville	1	3	200.0%
Fluvanna County	19	14	-26.3%
Greene County	10	31	210.0%
Louisa County	20	21	5.0%
Nelson County	3	0	-100%
CAAR	132	164	24.2%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Oct-24	Oct-25	
Albemarle County	190	179	-5.8%
Charlottesville	30	44	46.7%
Fluvanna County	51	60	17.6%
Greene County	24	68	183.3%
Louisa County	105	124	18.1%
Nelson County	50	39	-22.0%
CAAR	450	514	14.2%

New Listings: Proposed Listings



New Listings
Proposed Listings

<i>Jurisdiction</i>	Oct-24	Oct-25	% Chg
Albemarle County	21	17	-19.0%
Charlottesville	1	1	0.0%
Fluvanna County	6	3	-50.0%
Greene County	3	17	466.7%
Louisa County	10	20	100.0%
Nelson County	0	0	n/a
CAAR	41	58	41.5%

Total Market Overview



Key Metrics	2-year Trends		Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23	Oct-25						
Sales			306	329	7.5%	3,074	3,101	0.9%
Pending Sales			323	334	3.4%	3,405	3,447	1.2%
New Listings			450	514	14.2%	4,636	5,273	13.7%
Median List Price			\$475,326	\$499,000	5.0%	\$455,100	\$470,000	3.3%
Median Sales Price			\$475,000	\$490,000	3.2%	\$452,500	\$466,335	3.1%
Median Price Per Square Foot			\$246	\$271	10.1%	\$252	\$267	6.0%
Sold Dollar Volume (in millions)			\$177.7	\$204.1	14.9%	\$1,754.8	\$1,863.4	6.2%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Median Days on Market			8	16	100.0%	10	14	40.0%
Active Listings			859	1,176	36.9%	n/a	n/a	n/a
Months of Supply			2.9	3.8	33.6%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23	Oct-25						
Sales			284	302	6.3%	2,830	2,836	0.2%
Pending Sales			302	312	3.3%	3,158	3,186	0.9%
New Listings			412	478	16.0%	4,297	4,886	13.7%
Median List Price			\$485,000	\$518,208	6.8%	\$470,000	\$479,999	2.1%
Median Sales Price			\$482,276	\$510,000	5.7%	\$466,650	\$478,900	2.6%
Median Price Per Square Foot			\$246	\$271	9.8%	\$251	\$266	5.7%
Sold Dollar Volume (in millions)			\$168.5	\$194.1	15.2%	\$1,652.5	\$1,753.4	6.1%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Median Days on Market			9	16	82.4%	10	13	30.0%
Active Listings			790	1,097	38.9%	n/a	n/a	n/a
Months of Supply			2.9	3.9	36.0%	n/a	n/a	n/a

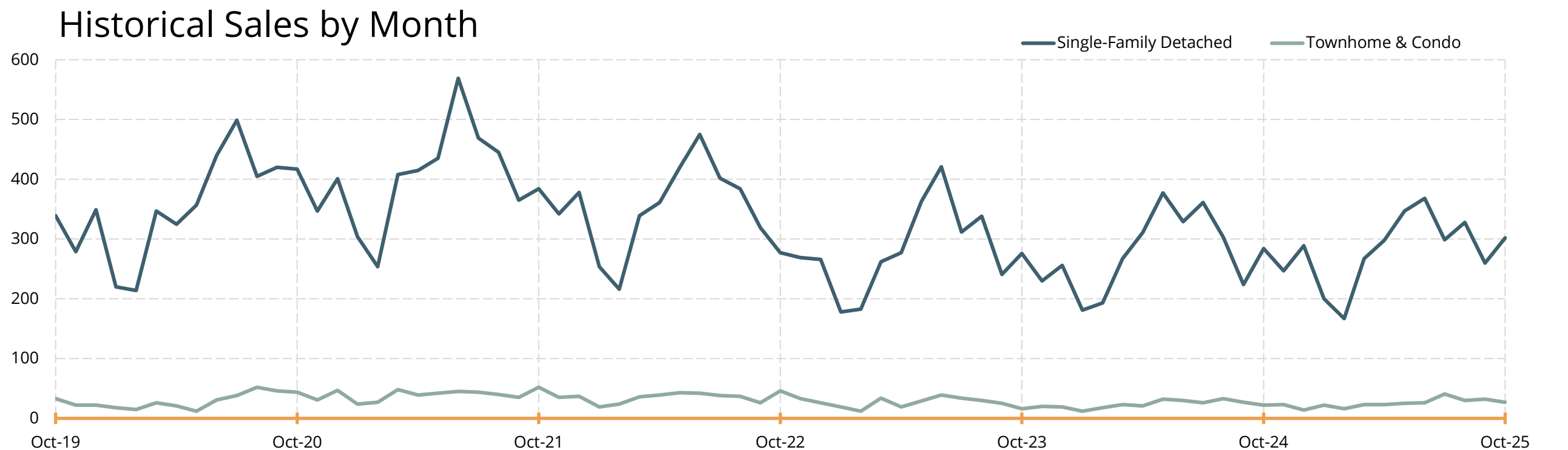
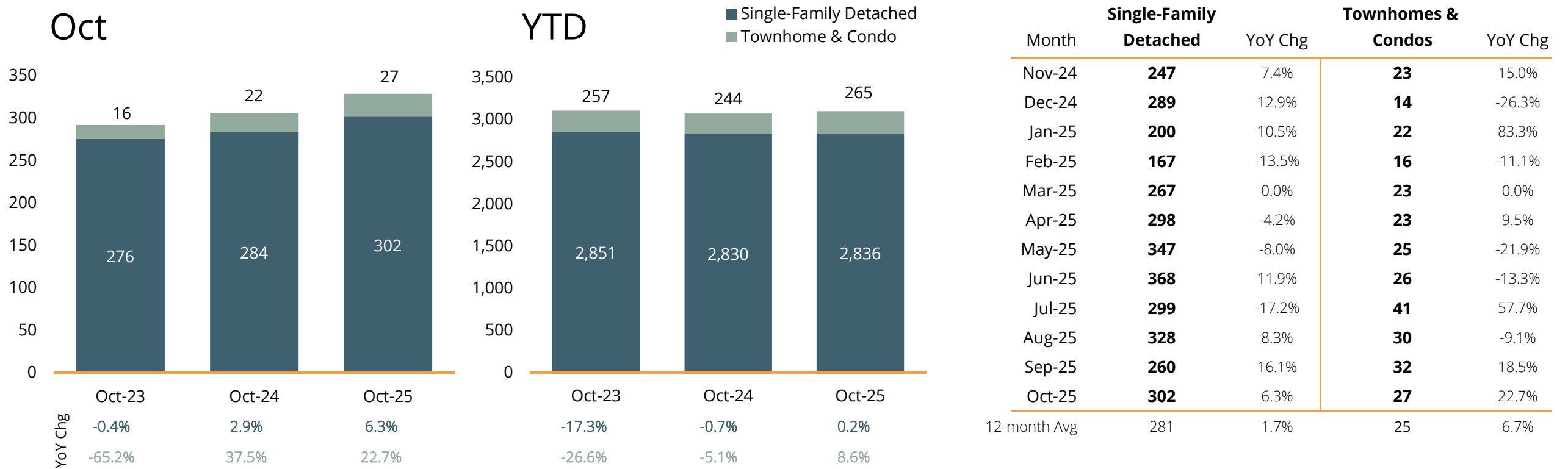
Townhome & Condo Market Overview



Key Metrics	2-year Trends			Oct-24	Oct-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Oct-23		Oct-25						
Sales				22	27	22.7%	244	265	8.6%
Pending Sales				21	22	4.8%	247	261	5.7%
New Listings				38	36	-5.3%	339	387	14.2%
Median List Price				\$337,950	\$285,000	-15.7%	\$287,000	\$299,500	4.4%
Median Sales Price				\$338,450	\$265,000	-21.7%	\$280,850	\$290,000	3.3%
Median Price Per Square Foot				\$251	\$294	17.1%	\$261	\$280	7.3%
Sold Dollar Volume (in millions)				\$9.2	\$10.0	9.0%	\$102.3	\$110.0	7.5%
Median Sold/Ask Price Ratio				100.0%	97.9%	-2.1%	100.0%	98.4%	-1.6%
Median Days on Market				6	20	233.3%	8	23	187.5%
Active Listings				69	79	14.5%	n/a	n/a	n/a
Months of Supply				2.9	3.1	8.1%	n/a	n/a	n/a

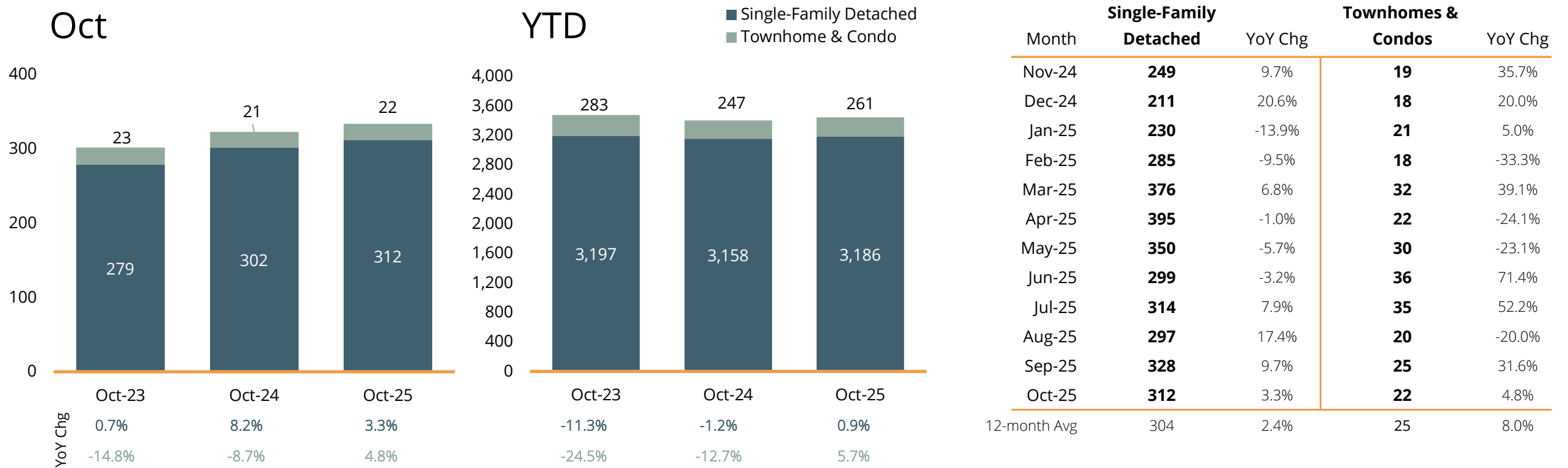
Source: Virginia REALTORS®, data accessed November 15, 2025

Sales

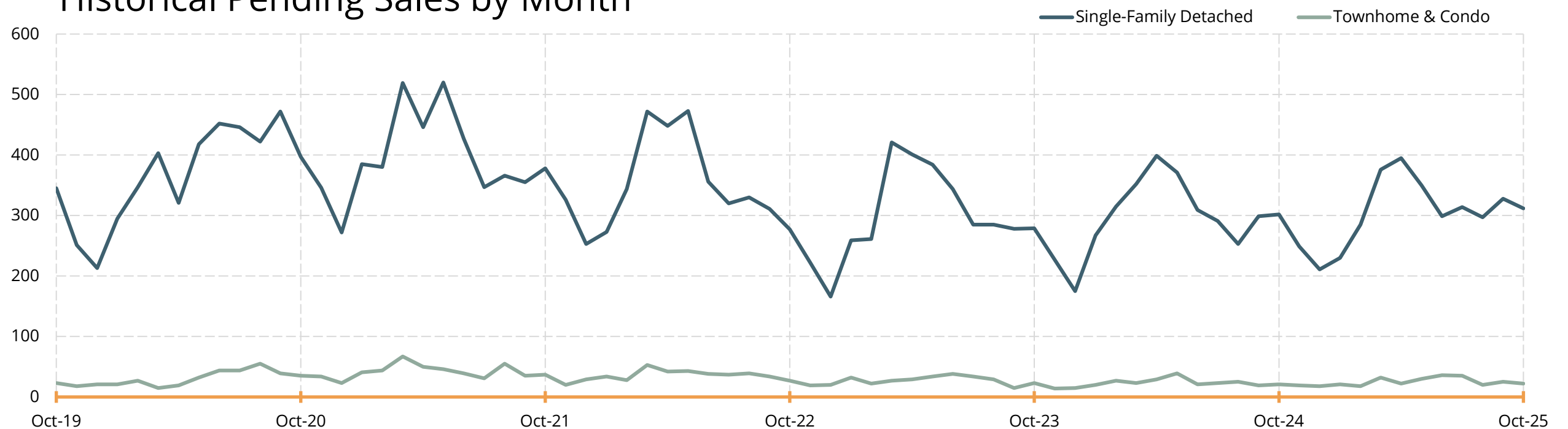


Source: Virginia REALTORS®, data accessed November 15, 2025

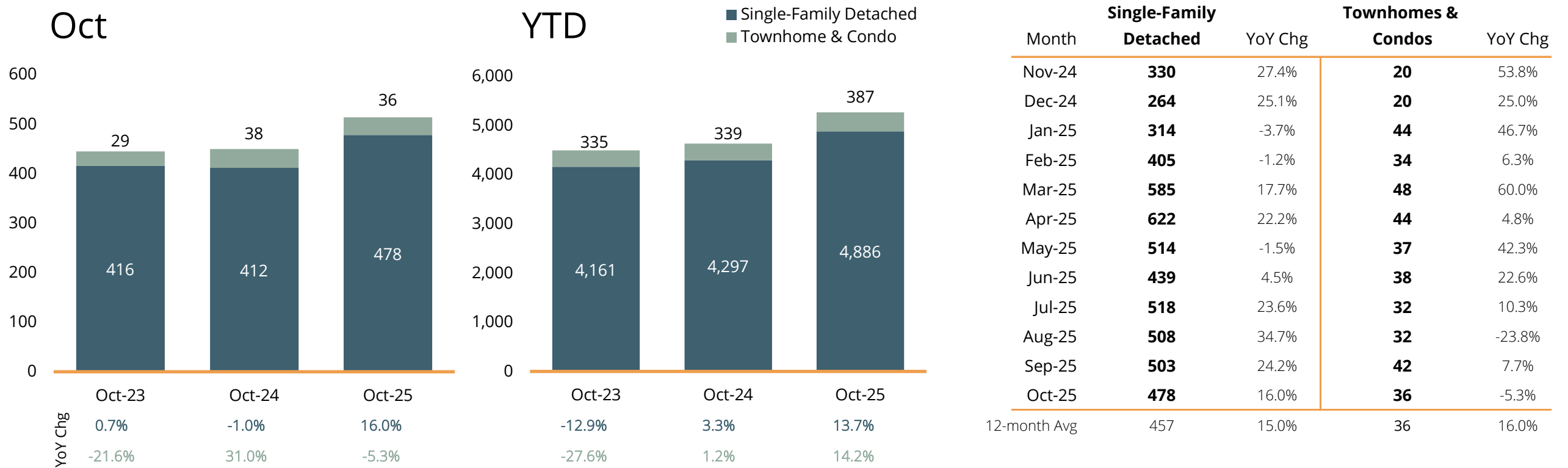
Pending Sales



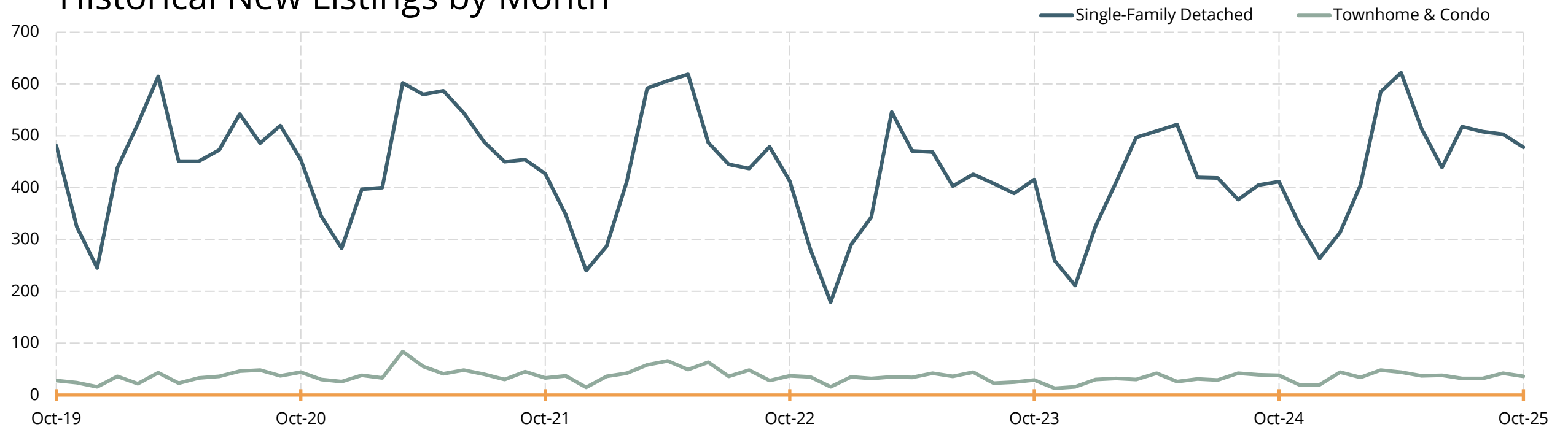
Historical Pending Sales by Month



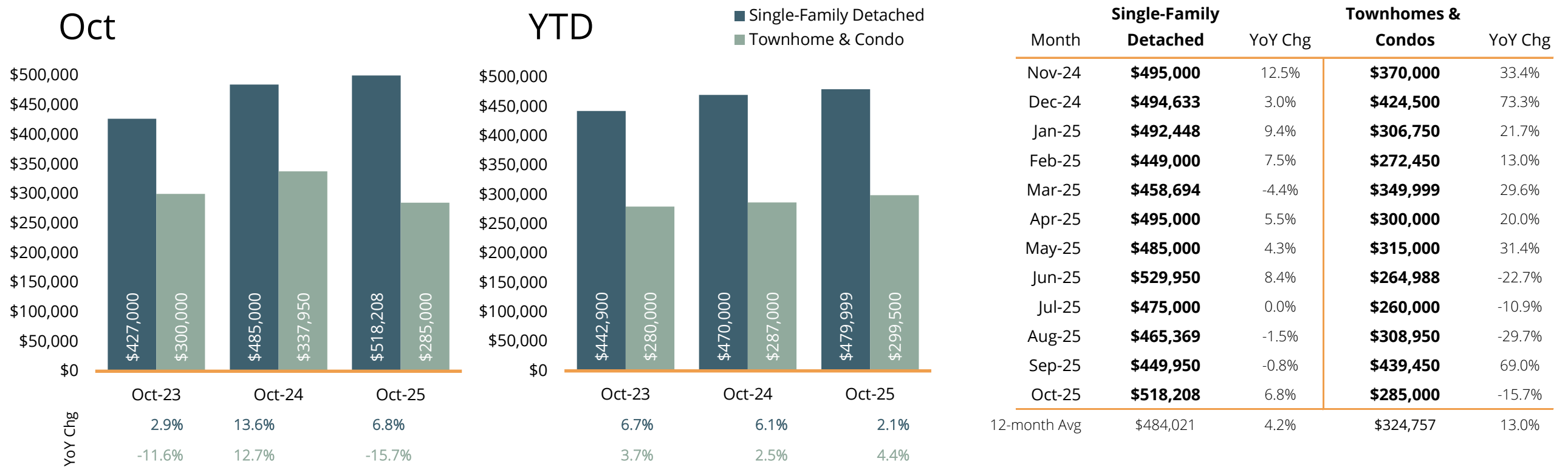
New Listings



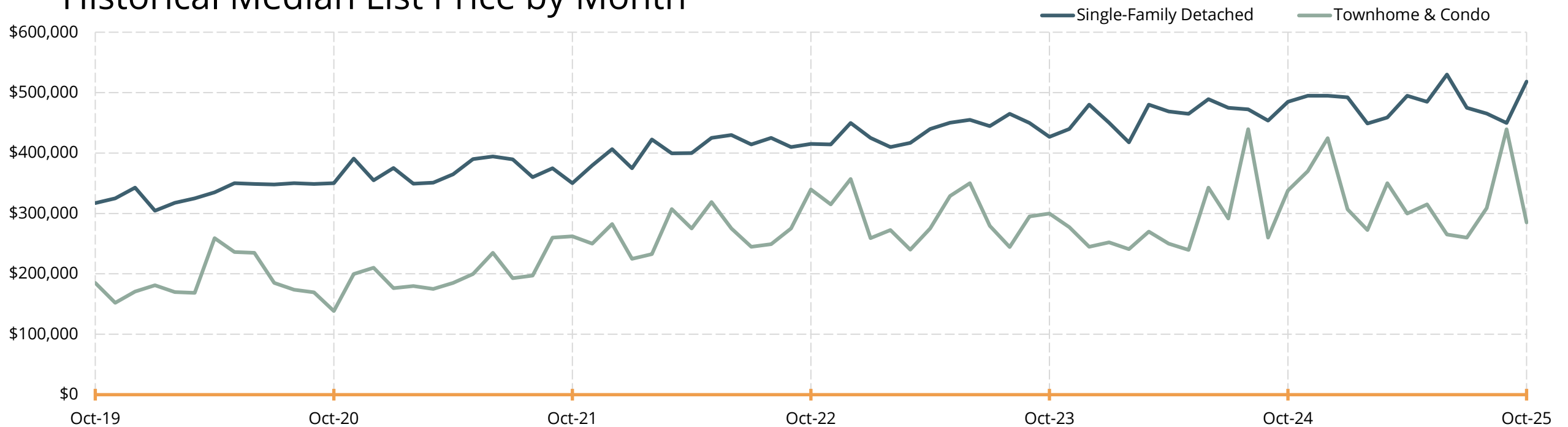
Historical New Listings by Month



Median List Price

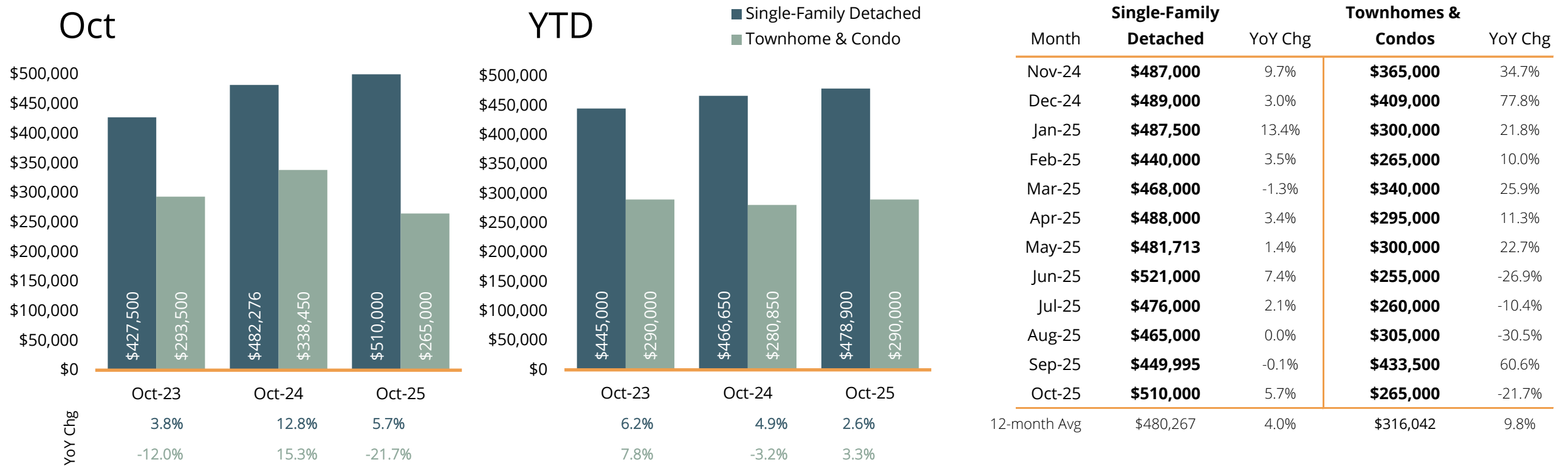


Historical Median List Price by Month

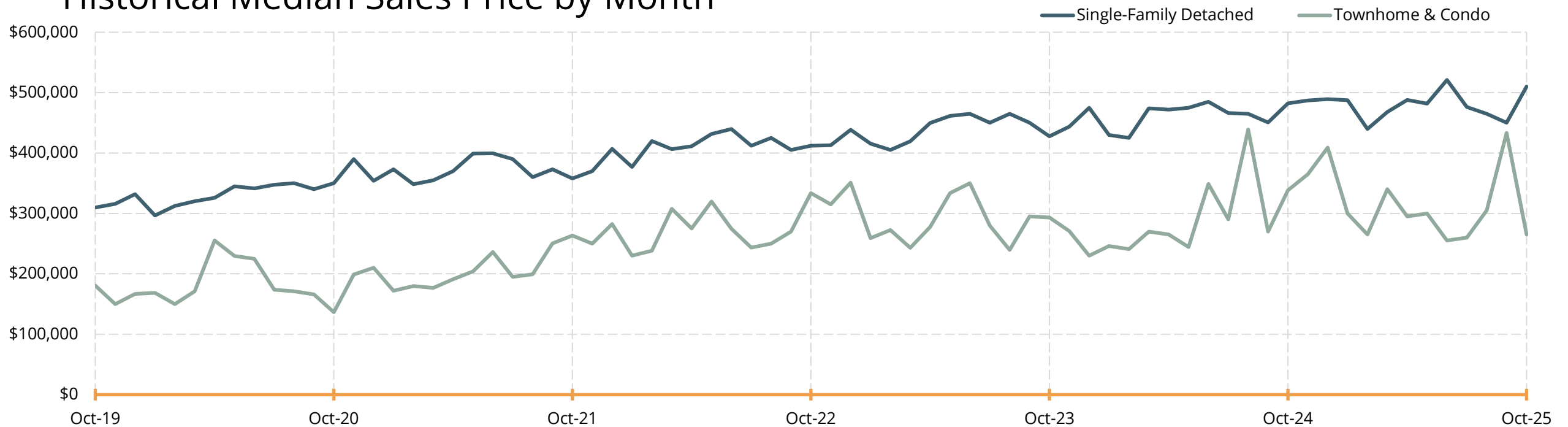


Source: Virginia REALTORS®, data accessed November 15, 2025

Median Sales Price

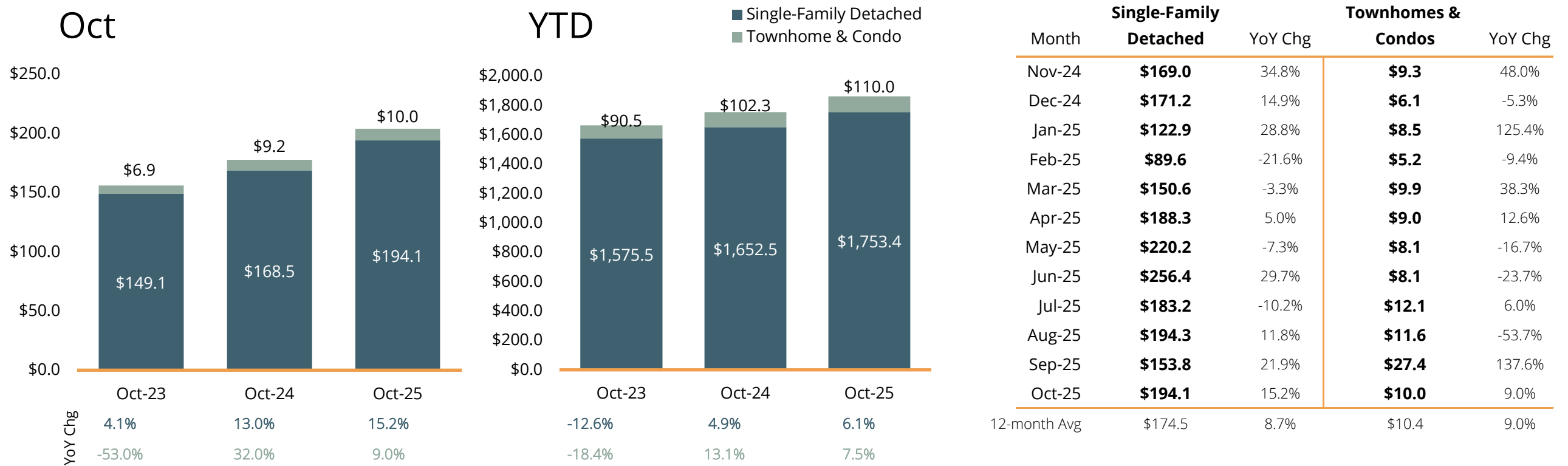


Historical Median Sales Price by Month

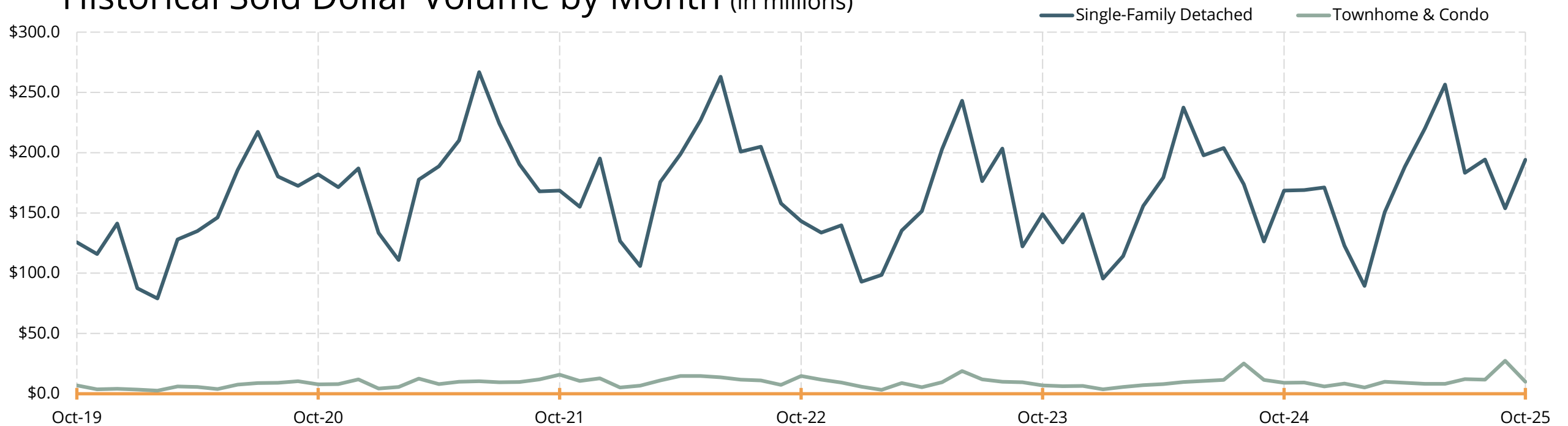


Source: Virginia REALTORS®, data accessed November 15, 2025

Sold Dollar Volume (in millions)

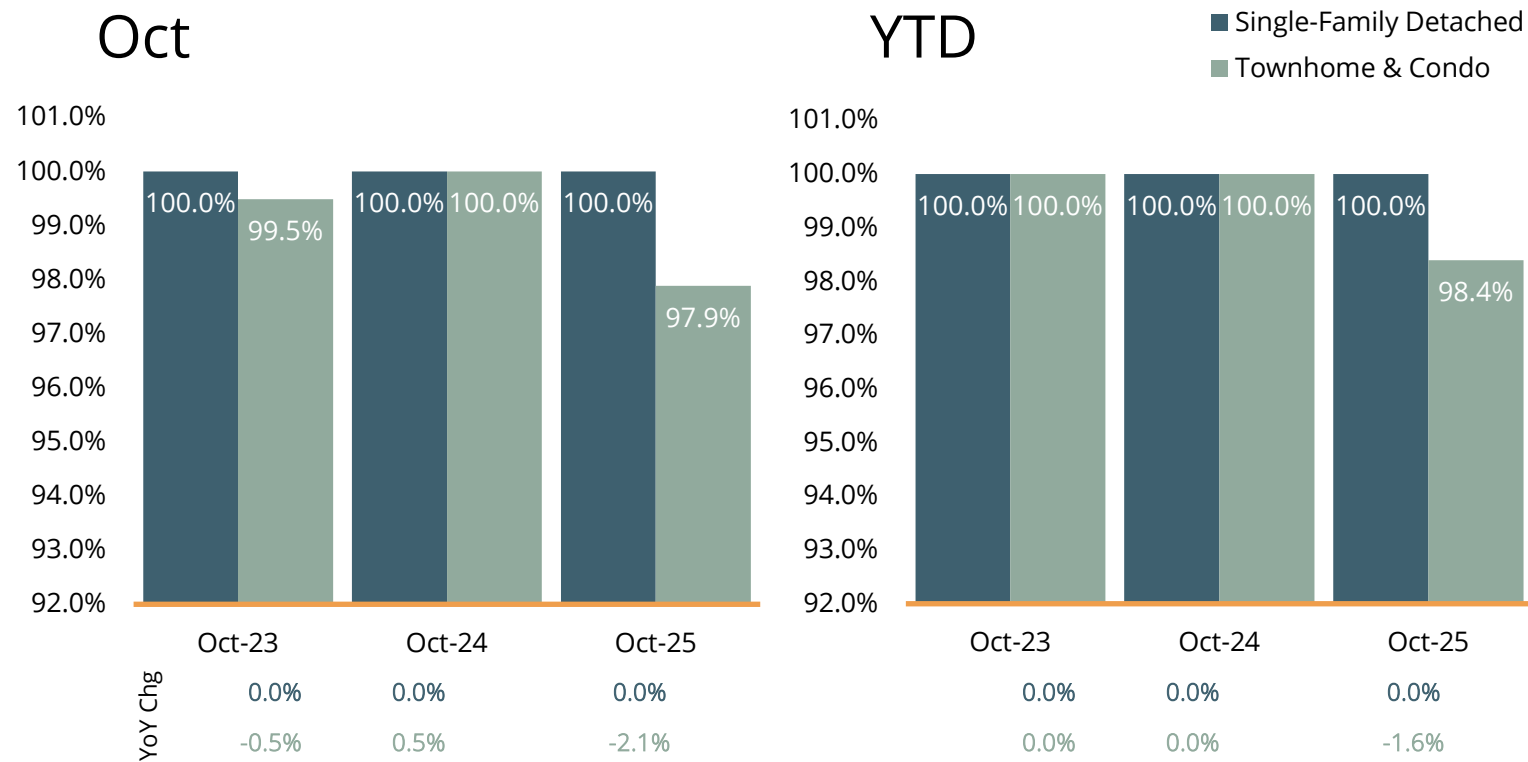


Historical Sold Dollar Volume by Month (in millions)



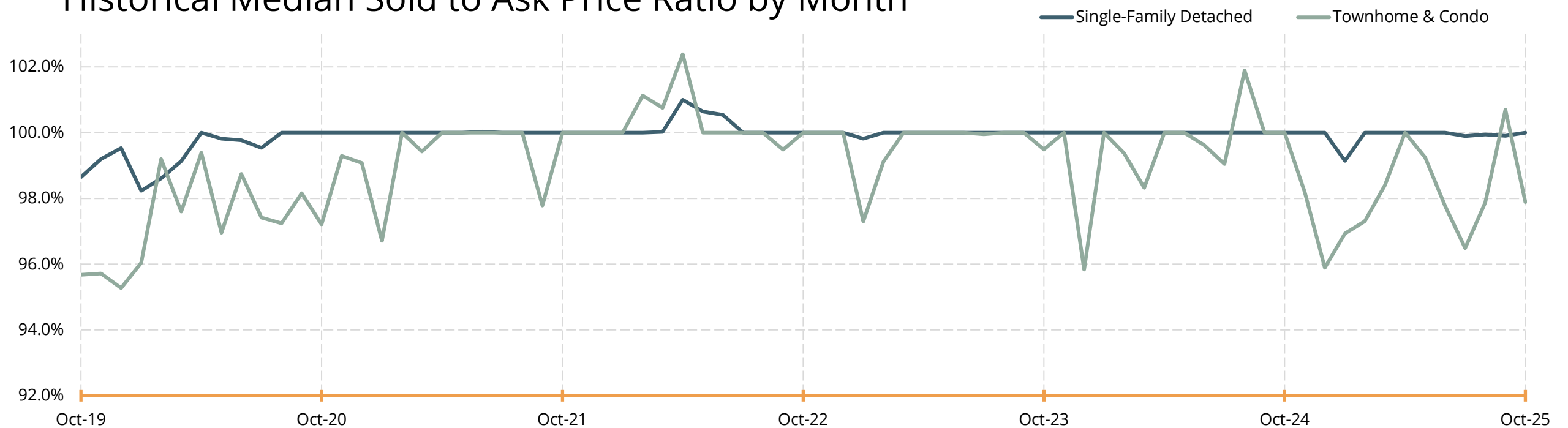
Source: Virginia REALTORS®, data accessed November 15, 2025

Median Sold to Ask Price Ratio

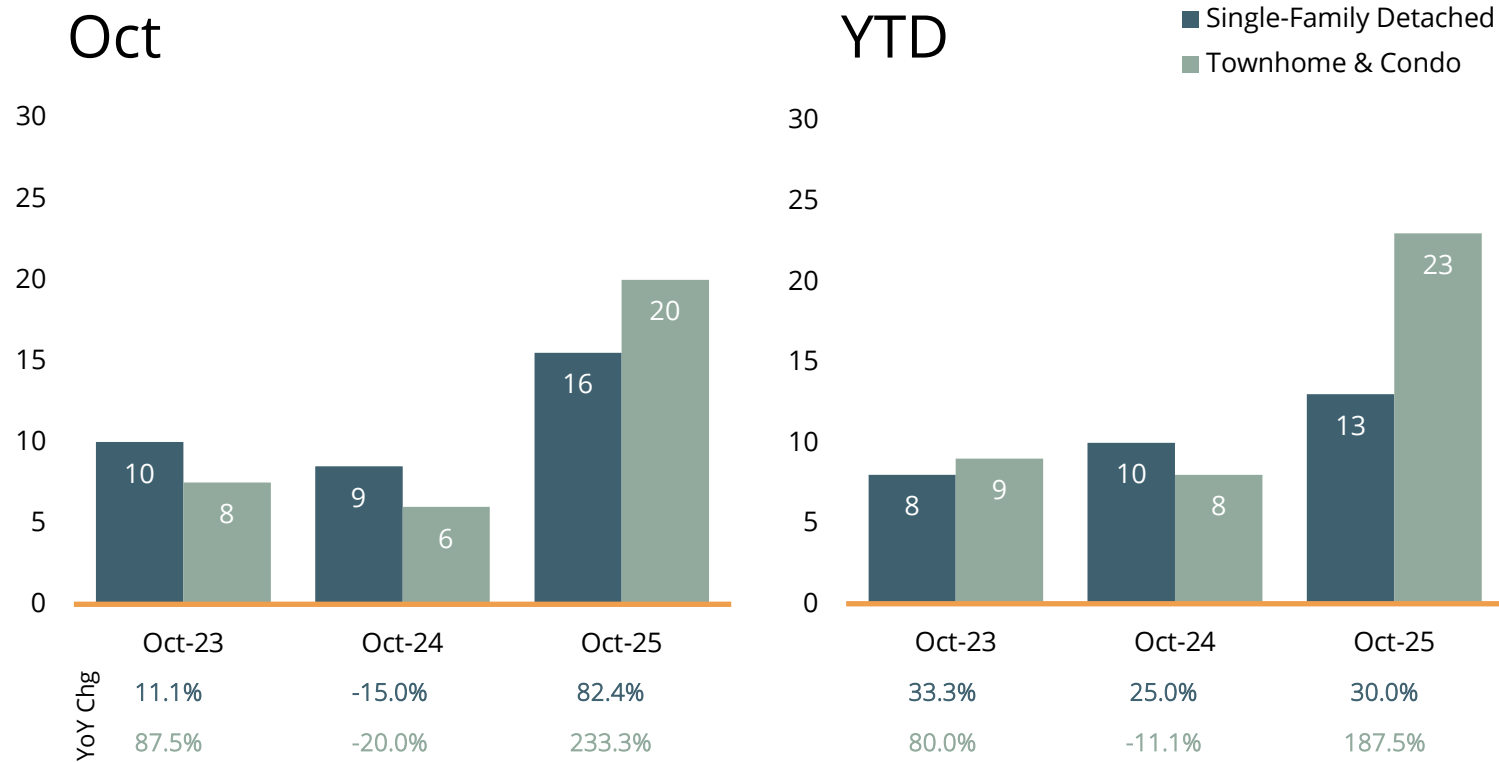


Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Nov-24	100.0%	0.0%	98.2%	-1.8%
Dec-24	100.0%	0.0%	95.9%	0.1%
Jan-25	99.1%	-0.9%	96.9%	-3.1%
Feb-25	100.0%	0.0%	97.3%	-2.1%
Mar-25	100.0%	0.0%	98.4%	0.1%
Apr-25	100.0%	0.0%	100.0%	0.0%
May-25	100.0%	0.0%	99.2%	-0.8%
Jun-25	100.0%	0.0%	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%
Oct-25	100.0%	0.0%	97.9%	-2.1%
12-month Avg	99.9%	-0.1%	98.1%	-1.5%

Historical Median Sold to Ask Price Ratio by Month

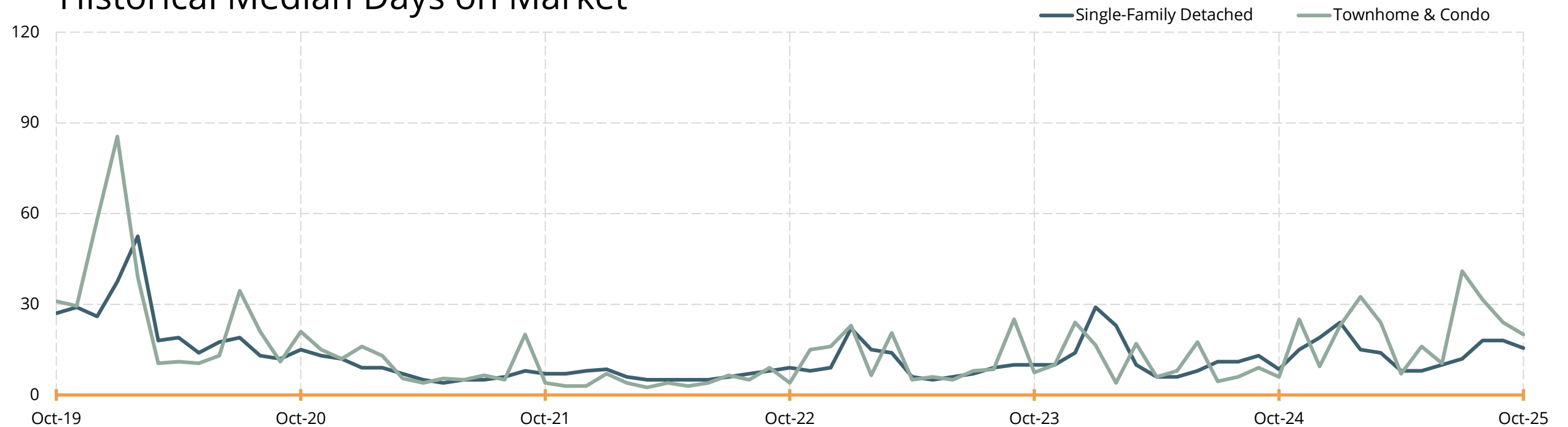


Median Days on Market



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-25	16	82.4%	20	233.3%
12-month Avg	15	18.1%	22	105.4%

Historical Median Days on Market

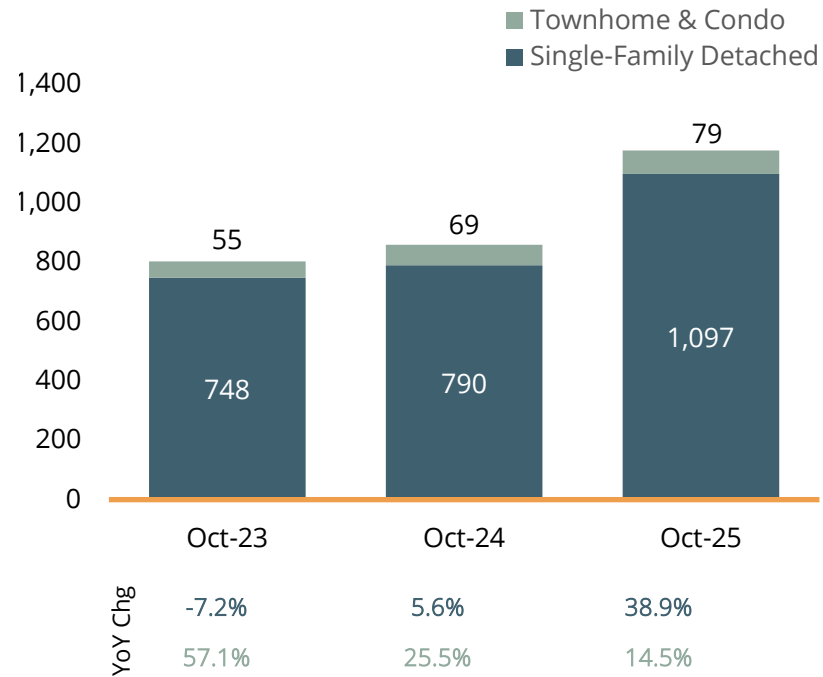


Source: Virginia REALTORS®, data accessed November 15, 2025

Active Listings

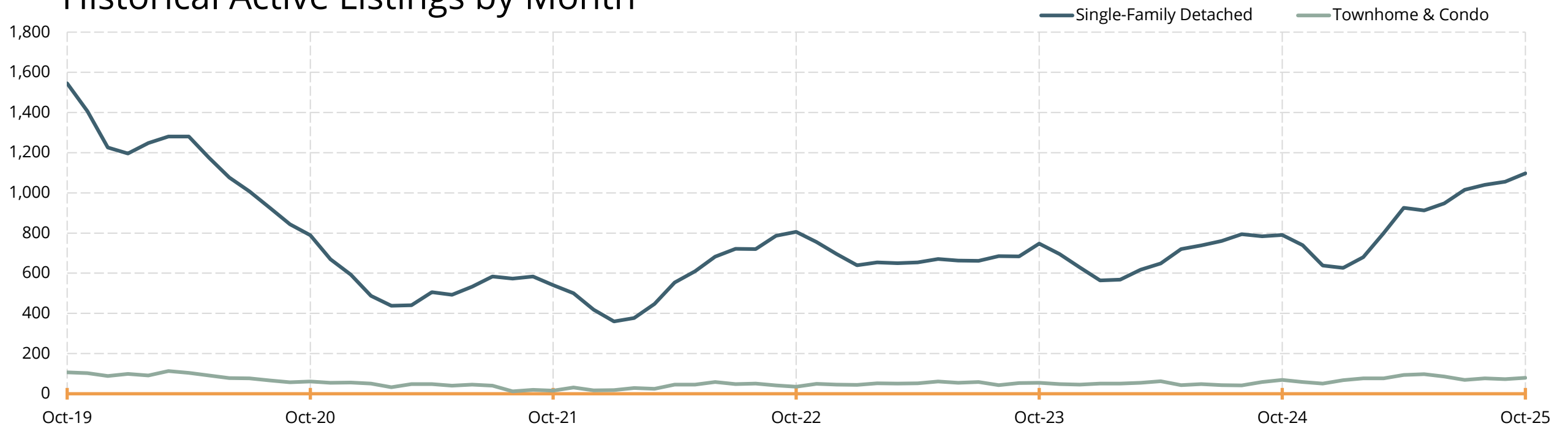


Oct



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Oct-25	1,097	38.9%	79	14.5%
12-month Avg	873	26.1%	75	47.2%

Historical Active Listings by Month

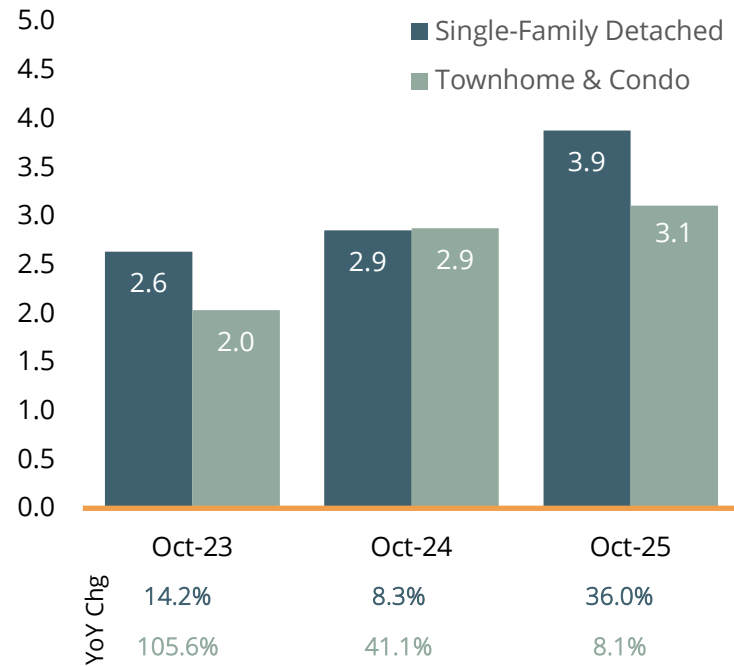


Source: Virginia REALTORS®, data accessed November 15, 2025

Months of Supply

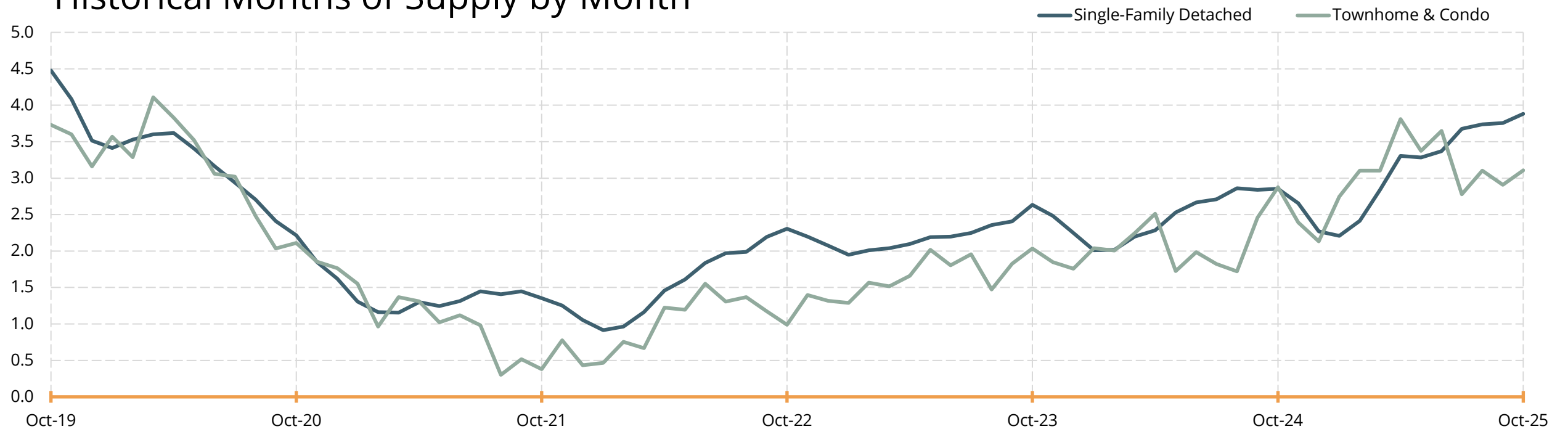


Oct



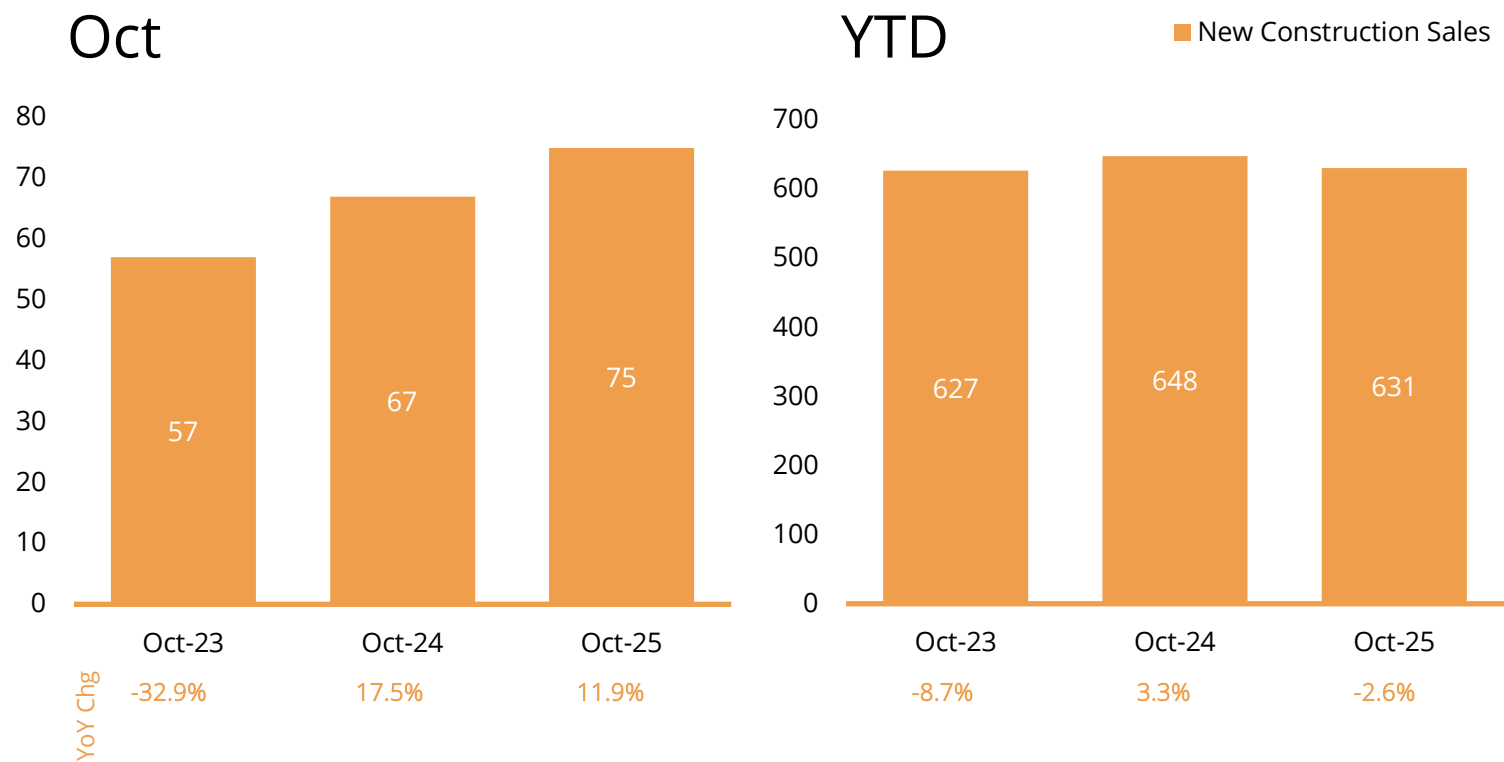
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Nov-24	2.7	7.1%	2.4	29.6%
Dec-24	2.3	1.0%	2.1	21.2%
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
Aug-25	3.7	30.7%	3.1	80.3%
Sep-25	3.8	32.3%	2.9	18.3%
Oct-25	3.9	36.0%	3.1	8.1%
12-month Avg	3.1	25.9%	3.0	44.8%

Historical Months of Supply by Month



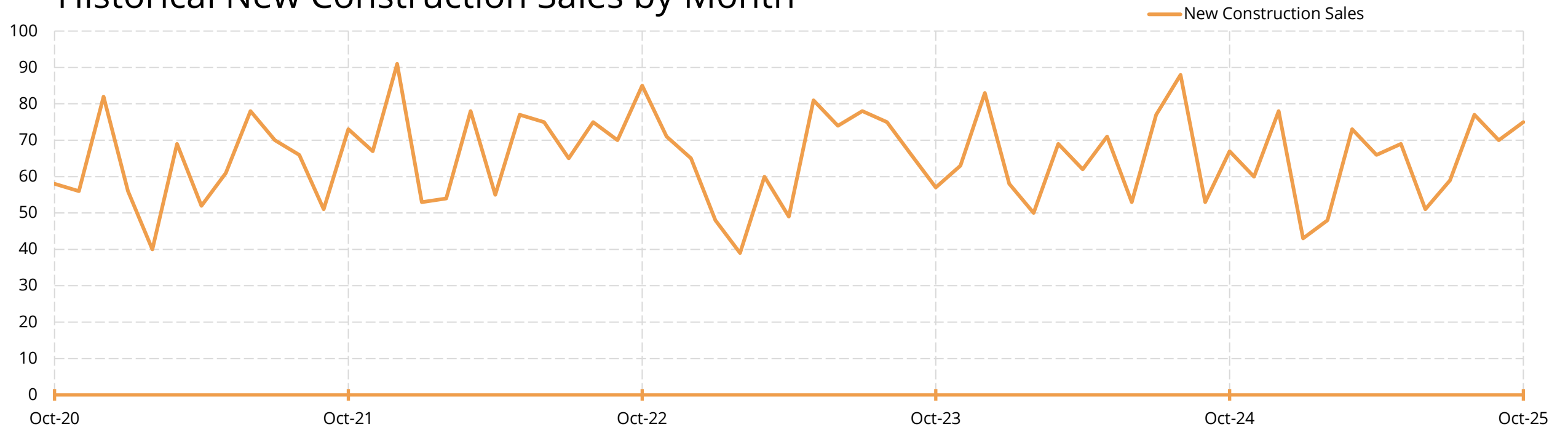
Source: Virginia REALTORS®, data accessed November 15, 2025

New Construction Sales



New Construction		
Month	Sales	YoY Chg
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%
Oct-25	75	11.9%
12-month Avg	64	-3.1%

Historical New Construction Sales by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Albemarle County	190	179	-5.8%	130	134	3.1%	\$543,078	\$558,750	2.9%	318	429	34.9%	2.5	3.4	36.7%
Charlottesville	30	44	46.7%	33	37	12.1%	\$499,000	\$590,000	18.2%	64	109	70.3%	2.0	3.3	67.7%
Fluvanna County	51	60	17.6%	33	33	0.0%	\$375,000	\$379,089	1.1%	92	142	54.3%	3.0	4.1	34.5%
Greene County	24	68	183.3%	22	31	40.9%	\$404,568	\$415,000	2.6%	52	92	76.9%	2.4	3.5	42.8%
Louisa County	105	124	18.1%	64	69	7.8%	\$420,000	\$455,000	8.3%	222	297	33.8%	3.5	4.9	41.3%
Nelson County	50	39	-22.0%	24	25	4.2%	\$462,225	\$410,000	-11.3%	111	107	-3.6%	4.7	4.1	-12.2%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Albemarle County	1,994	1,986	-0.4%	1,294	1,258	-2.8%	\$536,078	\$552,000	3.0%	318	429	34.9%
Charlottesville	455	562	23.5%	338	344	1.8%	\$525,000	\$500,000	-4.8%	64	109	70.3%
Fluvanna County	465	527	13.3%	322	359	11.5%	\$352,000	\$376,200	6.9%	92	142	54.3%
Greene County	317	635	100.3%	225	276	22.7%	\$405,000	\$425,238	5.0%	52	92	76.9%
Louisa County	1,025	1,178	14.9%	661	615	-7.0%	\$395,000	\$410,000	3.8%	222	297	33.8%
Nelson County	380	385	1.3%	234	249	6.4%	\$397,000	\$420,000	5.8%	111	107	-3.6%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Albemarle County	174	170	-2.3%	120	125	4.2%	\$580,908	\$575,000	-1.0%	294	407	38.4%	2.5	3.5	42.4%
Charlottesville	28	32	14.3%	29	33	13.8%	\$499,000	\$601,000	20.4%	52	83	59.6%	1.9	2.9	50.3%
Fluvanna County	51	60	17.6%	32	33	3.1%	\$375,000	\$379,089	1.1%	92	142	54.3%	3.0	4.1	34.4%
Greene County	24	68	183.3%	22	31	40.9%	\$404,568	\$415,000	2.6%	52	92	76.9%	2.5	3.5	42.2%
Louisa County	104	124	19.2%	63	69	9.5%	\$420,000	\$455,000	8.3%	222	297	33.8%	3.5	4.9	41.2%
Nelson County	31	24	-22.6%	18	11	-38.9%	\$519,000	\$525,000	1.2%	78	76	-2.6%	4.6	4.2	-8.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Albemarle County	1,847	1,820	-1.5%	1,186	1,131	-4.6%	\$554,028	\$570,000	2.9%	294	407	38.4%
Charlottesville	384	470	22.4%	276	291	5.4%	\$550,000	\$532,000	-3.3%	52	83	59.6%
Fluvanna County	462	526	13.9%	320	358	11.9%	\$354,500	\$377,145	6.4%	92	142	54.3%
Greene County	317	635	100.3%	225	276	22.7%	\$405,000	\$425,238	5.0%	52	92	76.9%
Louisa County	1,019	1,174	15.2%	654	610	-6.7%	\$391,625	\$410,000	4.7%	222	297	33.8%
Nelson County	268	261	-2.6%	169	170	0.6%	\$499,450	\$490,000	-1.9%	78	76	-2.6%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Albemarle County	16	9	-43.8%	10	9	-10.0%	\$259,500	\$259,000	-0.2%	24	22	-8%	2.3	1.8	-21%
Charlottesville	2	12	500.0%	4	4	0.0%	\$808,000	\$387,500	-52.0%	12	26	116.7%	2.1	5.6	170.8%
Fluvanna County	0	0	n/a	1	0	-100.0%	\$252,000	\$0	-100.0%	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	1	0	-100.0%	1	0	-100%	\$452,000	\$0	-100%	0	0	n/a	0.0	0.0	n/a
Nelson County	19	15	-21.1%	6	14	133.3%	\$363,500	\$277,450	-23.7%	33	31	-6.1%	4.8	3.8	-19.6%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg	Oct-24	Oct-25	% chg
Albemarle County	147	166	12.9%	108	127	17.6%	\$259,000	\$293,000	13.1%	24	22	-8.3%
Charlottesville	71	92	29.6%	62	53	-14.5%	\$359,900	\$314,000	-12.8%	12	26	116.7%
Fluvanna County	3	1	-66.7%	2	1	-50.0%	\$298,500	\$293,288	-1.7%	0	0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	6	4	-33.3%	7	5	-28.6%	\$645,000	\$610,000	-5.4%	0	0	n/a
Nelson County	112	124	10.7%	65	79	21.5%	\$239,950	\$260,000	8.4%	33	31	-6.1%



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

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

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Data and analysis provided by Virginia REALTORS® Research Team

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.