

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: December 2025

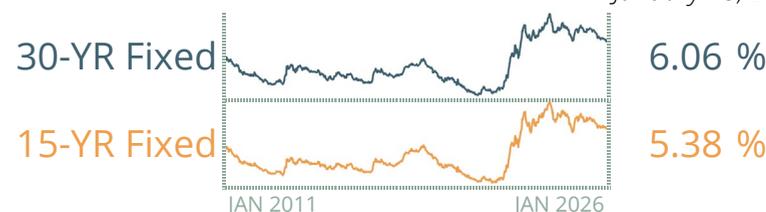
- Sales went up for the fifth straight month in the CAAR area.** With 356 closed sales, activity rose 17.5% from the previous year in the CAAR footprint, which is 53 additional sales. Activity continued to climb in Greene County with 20 more sales than last year (+125%) followed by Fluvanna County with an additional 16 sales (+48.5%). Nelson County had four fewer sales compared to the same time a year ago (-11.8%).
- After rising for the last six months, pending sales fell across much of the region.** There were 209 total pending sales in December, down 8.7% or 20 pending sales from last December. Both Charlottesville (-47.6%) and Fluvanna County (-37%) had 10 fewer pending sales than a year ago. Albemarle County saw a small increase in pending sales (+3.6%) and the number of pending sales in Louisa County was unchanged.
- The median sales price declined in the CAAR footprint this month, the second straight dip.** The median sales price was \$446,233 in December regionwide, down 7% from the year prior, a \$33,767 price drop. Median prices in Charlottesville decreased by 14.7%, bringing the median down to \$405,000 in the final month of the year, \$70,000 less than last year. In Albemarle County the median home price was \$34,495 more than the year before (+6.6%) and homes sold in Greene County went up \$29,565 (+7.6%) to a median price of \$420,995.
- Supply in the CAAR market continued to climb as the year came to a close.** There were 925 listings on the market in the CAAR footprint, up 34.3% which is 236 more listings than the previous year. All local markets experienced listing growth. Louisa County had 76 more listings (+35.5%) and Albemarle County had 74 more than a year ago (+31.5%).



CAAR Market Dashboard

YoY Chg	Dec-25	Indicator
▲ 17.5%	356	Sales
▼ -8.7%	209	Pending Sales
▼ -1.1%	281	New Listings
▼ -8.1%	\$449,335	Median List Price
▼ -7.0%	\$446,233	Median Sales Price
▲ 0.2%	\$258	Median Price Per Square Foot
▲ 18.0%	\$209.3	Sold Dollar Volume (in millions)
▼ -0.5%	99.5%	Median Sold/Ask Price Ratio
▼ -5.3%	18	Median Days on Market
▲ 34.3%	925	Active Listings
▲ 30.6%	3.0	Months of Supply
▲ 41.0%	110	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.

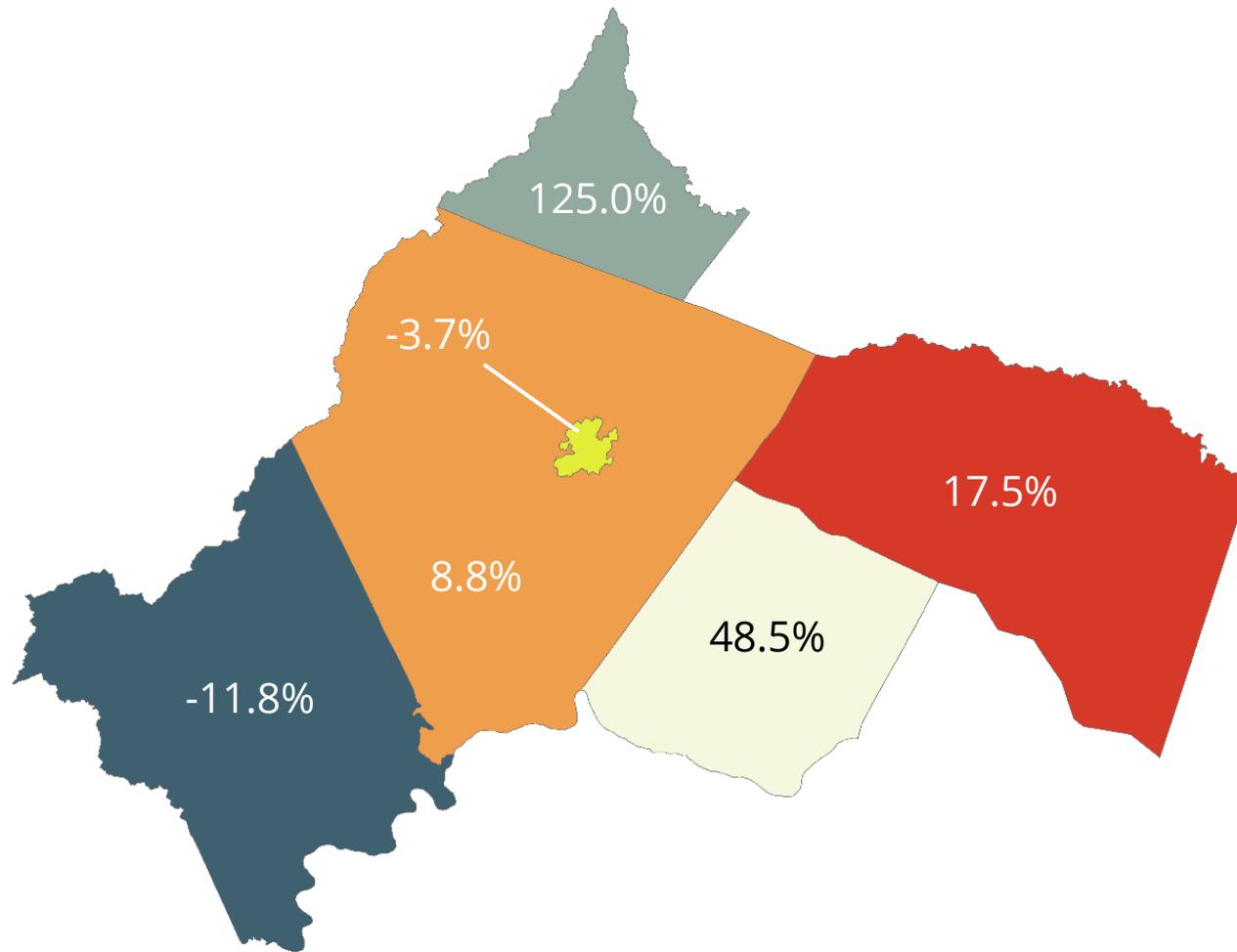
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

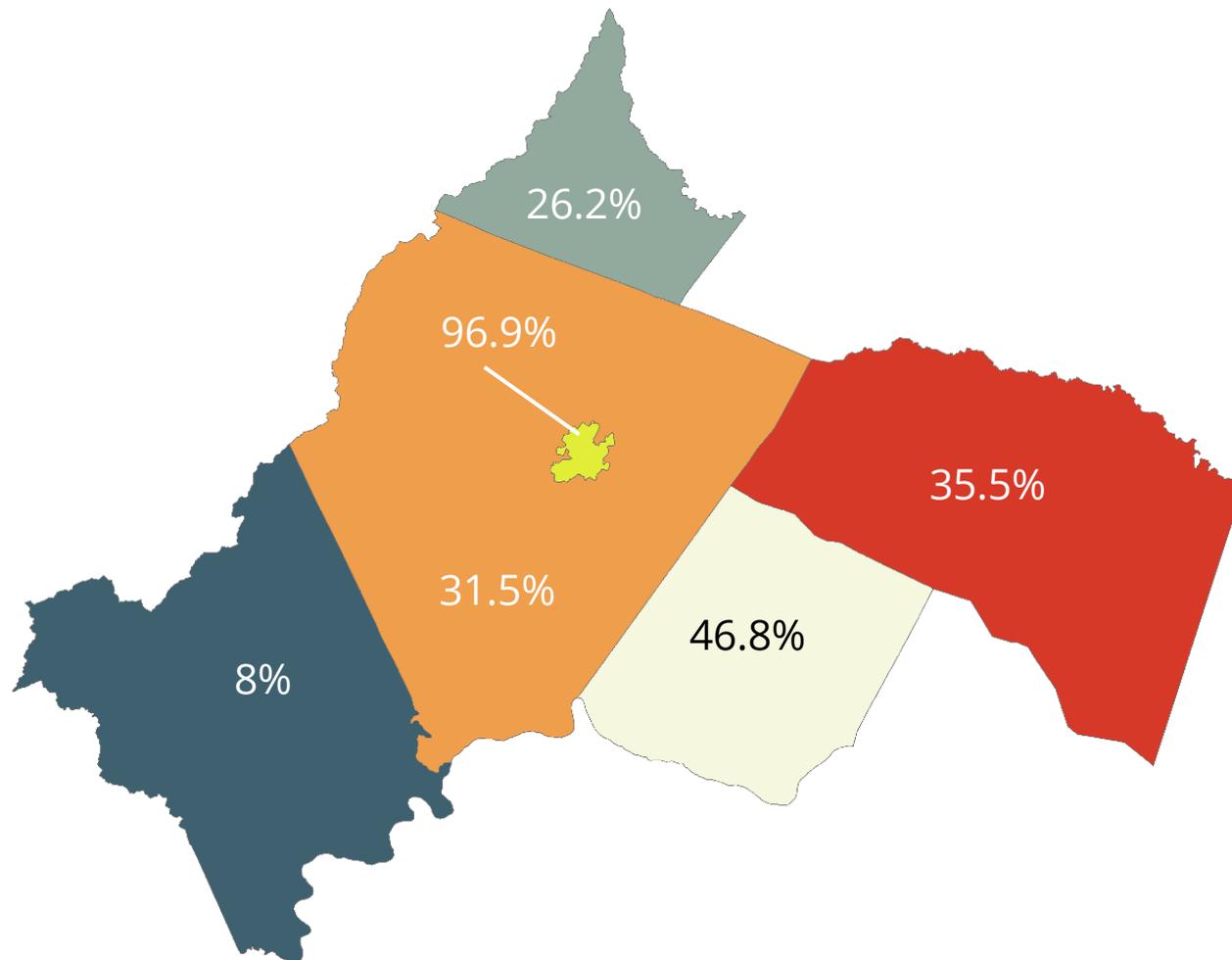


Market Activity - CAAR Footprint



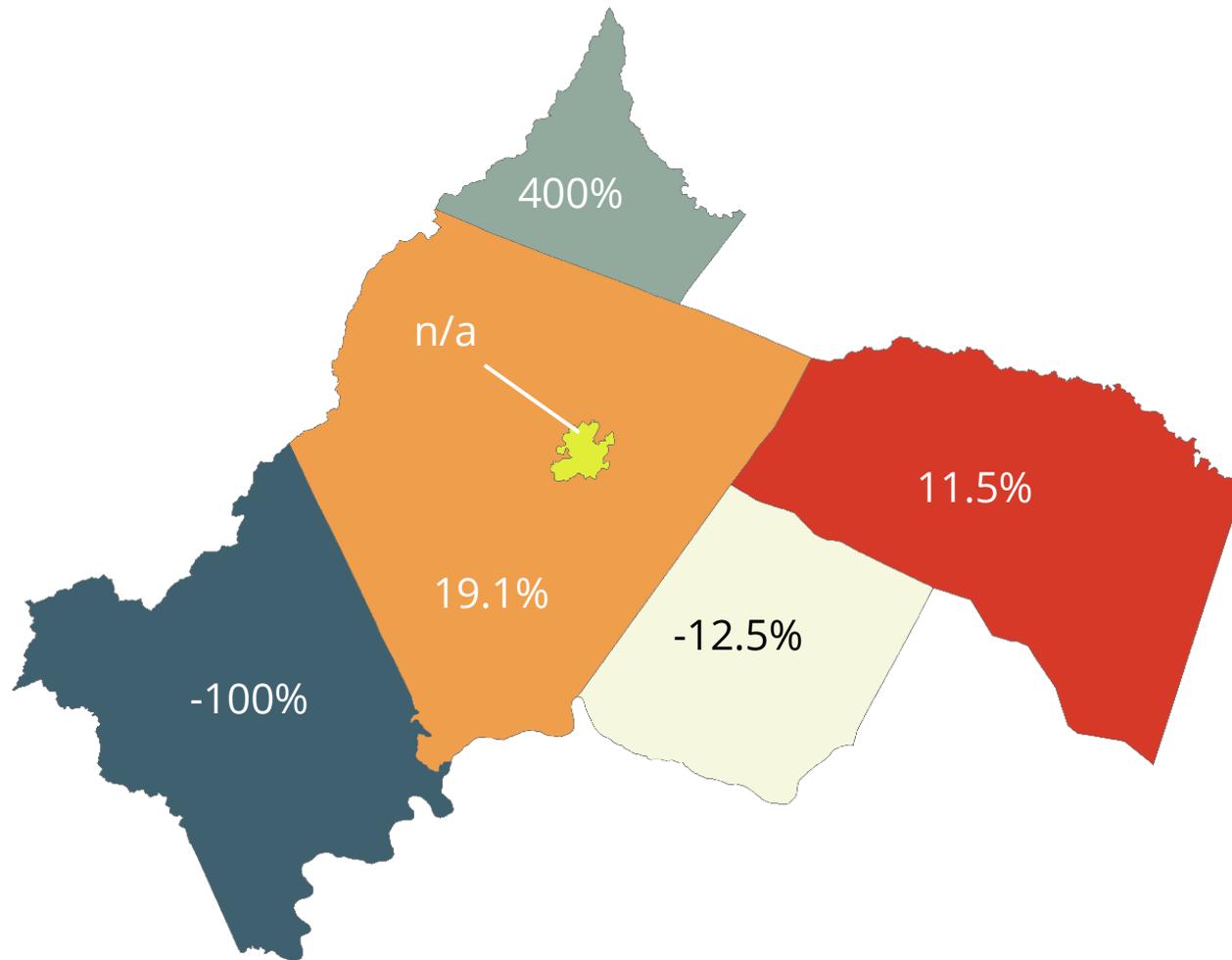
<i>Jurisdiction</i>	Total Sales		
	Dec-24	Dec-25	% Chg
Albemarle County	136	148	8.8%
Charlottesville	27	26	-3.7%
Fluvanna County	33	49	48.5%
Greene County	16	36	125.0%
Louisa County	57	67	17.5%
Nelson County	34	30	-11.8%
CAAR	303	356	17.5%

Active Listings: Total Inventory (includes proposed listings)



<i>Jurisdiction</i>	Active Listings		
	Dec-24	Dec-25	% Chg
Albemarle County	235	309	31.5%
Charlottesville	32	63	96.9%
Fluvanna County	79	116	46.8%
Greene County	42	53	26.2%
Louisa County	214	290	35.5%
Nelson County	87	94	8.0%
CAAR	689	925	34.3%

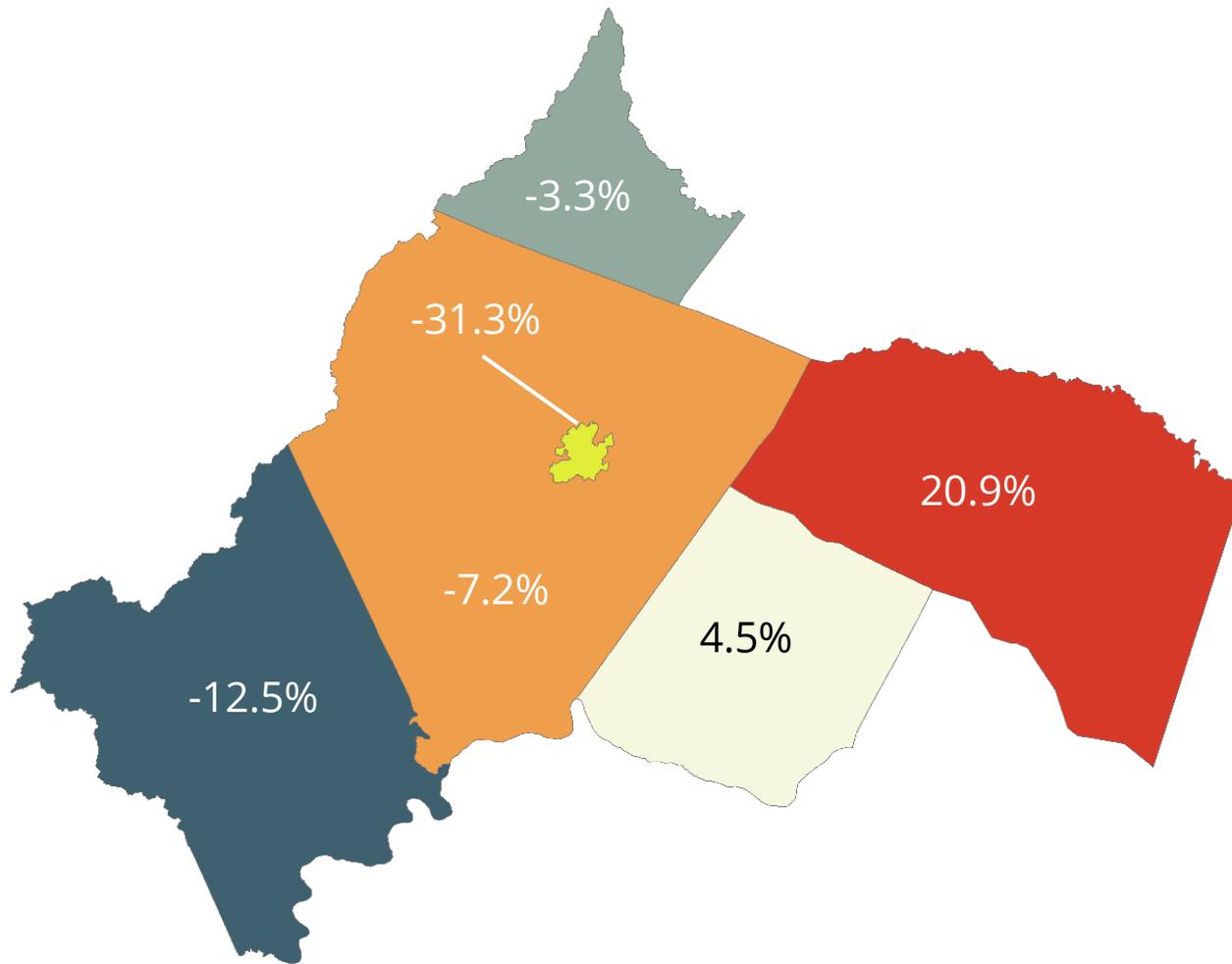
Active Listings: Proposed Listings



Active Listings
Proposed Listings

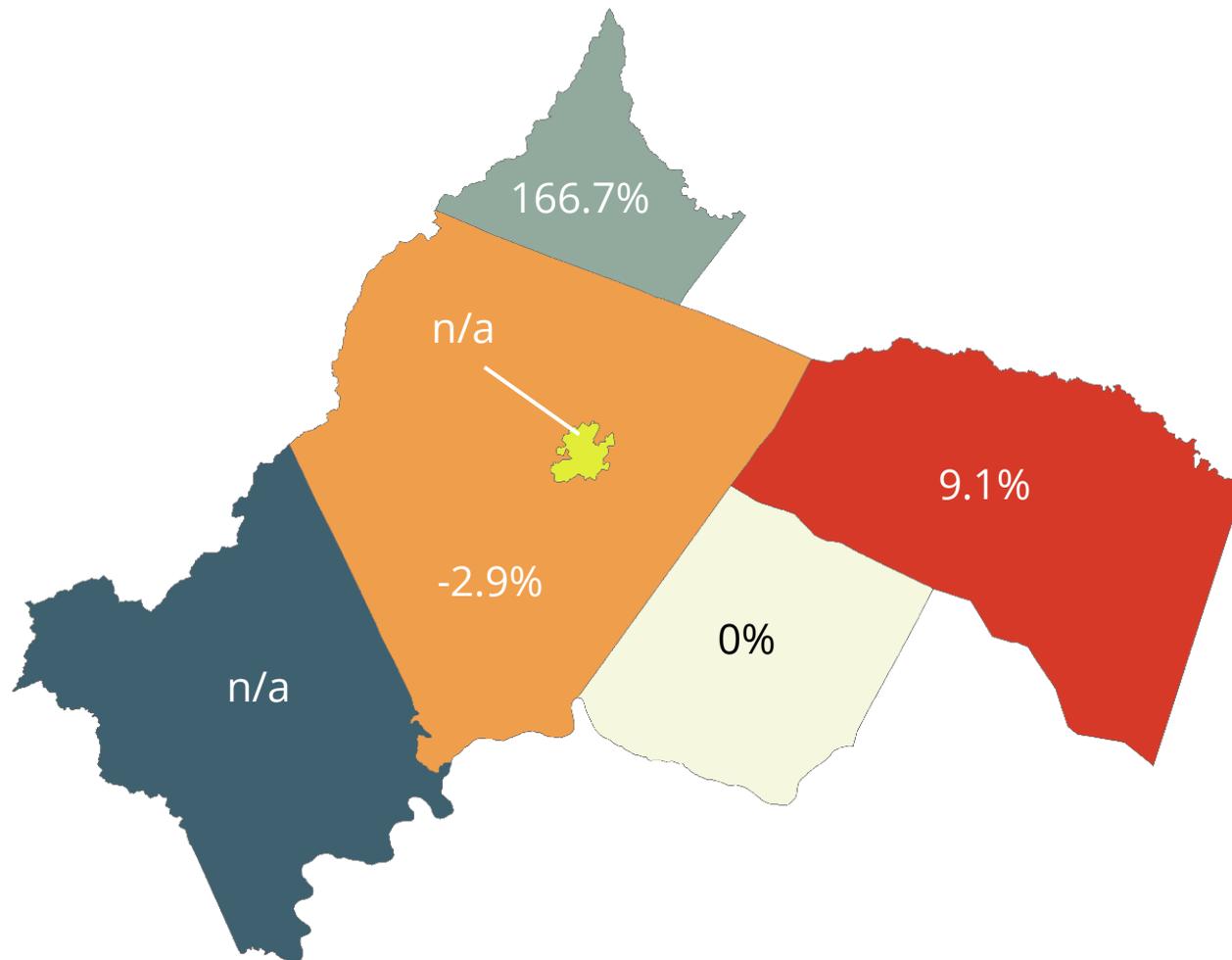
<i>Jurisdiction</i>	Dec-24	Dec-25	% Chg
Albemarle County	89	106	19.1%
Charlottesville	0	3	n/a
Fluvanna County	16	14	-12.5%
Greene County	2	10	400.0%
Louisa County	26	29	11.5%
Nelson County	1	0	-100%
CAAR	134	162	20.9%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Dec-24	Dec-25	
Albemarle County	125	116	-7.2%
Charlottesville	16	11	-31.3%
Fluvanna County	22	23	4.5%
Greene County	30	29	-3.3%
Louisa County	67	81	20.9%
Nelson County	24	21	-12.5%
CAAR	284	281	-1.1%

New Listings: Proposed Listings



New Listings
Proposed Listings

<i>Jurisdiction</i>	Dec-24	Dec-25	% Chg
Albemarle County	35	34	-2.9%
Charlottesville	0	1	n/a
Fluvanna County	1	1	0.0%
Greene County	3	8	166.7%
Louisa County	11	12	9.1%
Nelson County	1	0	n/a
CAAR	51	56	9.8%

Total Market Overview



Key Metrics	2-year Trends		Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23	Dec-25						
Sales			303	356	17.5%	3,647	3,742	2.6%
Pending Sales			229	209	-8.7%	3,902	3,996	2.4%
New Listings			284	281	-1.1%	5,270	5,981	13.5%
Median List Price			\$489,000	\$449,335	-8.1%	\$464,995	\$468,261	0.7%
Median Sales Price			\$479,999	\$446,233	-7.0%	\$459,489	\$465,000	1.2%
Median Price Per Square Foot			\$258	\$258	0.2%	\$254	\$266	4.5%
Sold Dollar Volume (in millions)			\$177.4	\$209.3	18.0%	\$2,104.4	\$2,239.9	6.4%
Median Sold/Ask Price Ratio			100.0%	99.5%	-0.5%	100.0%	100.0%	0.0%
Median Days on Market			19	18	-5.3%	11	14	27.3%
Active Listings			689	925	34.3%	n/a	n/a	n/a
Months of Supply			2.3	3.0	30.6%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	2-year Trends		Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23	Dec-25						
Sales			289	328	13.5%	3,366	3,432	2.0%
Pending Sales			211	194	-8.1%	3,618	3,690	2.0%
New Listings			264	265	0.4%	4,891	5,553	13.5%
Median List Price			\$494,633	\$451,490	-8.7%	\$475,000	\$476,960	0.4%
Median Sales Price			\$489,000	\$455,665	-6.8%	\$470,000	\$475,000	1.1%
Median Price Per Square Foot			\$254	\$257	1.4%	\$253	\$264	4.4%
Sold Dollar Volume (in millions)			\$171.2	\$199.1	16.3%	\$1,992.8	\$2,124.6	6.6%
Median Sold/Ask Price Ratio			100.0%	99.8%	-0.2%	100.0%	100.0%	0.0%
Median Days on Market			19	17	-10.5%	11	13	18.2%
Active Listings			638	860	34.8%	n/a	n/a	n/a
Months of Supply			2.3	3.0	31.7%	n/a	n/a	n/a

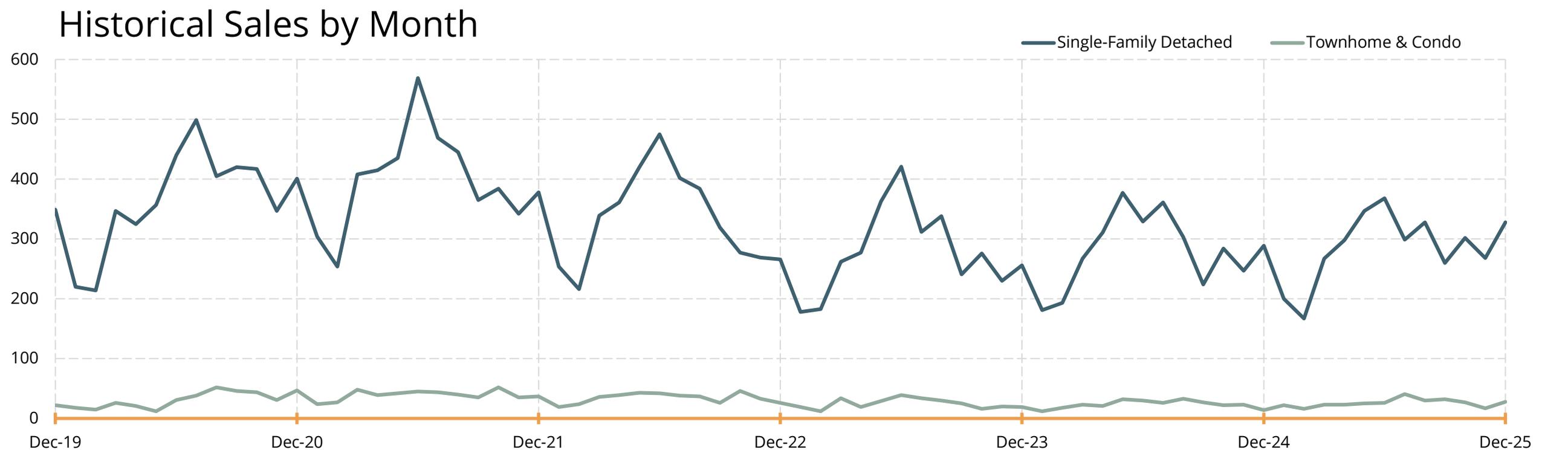
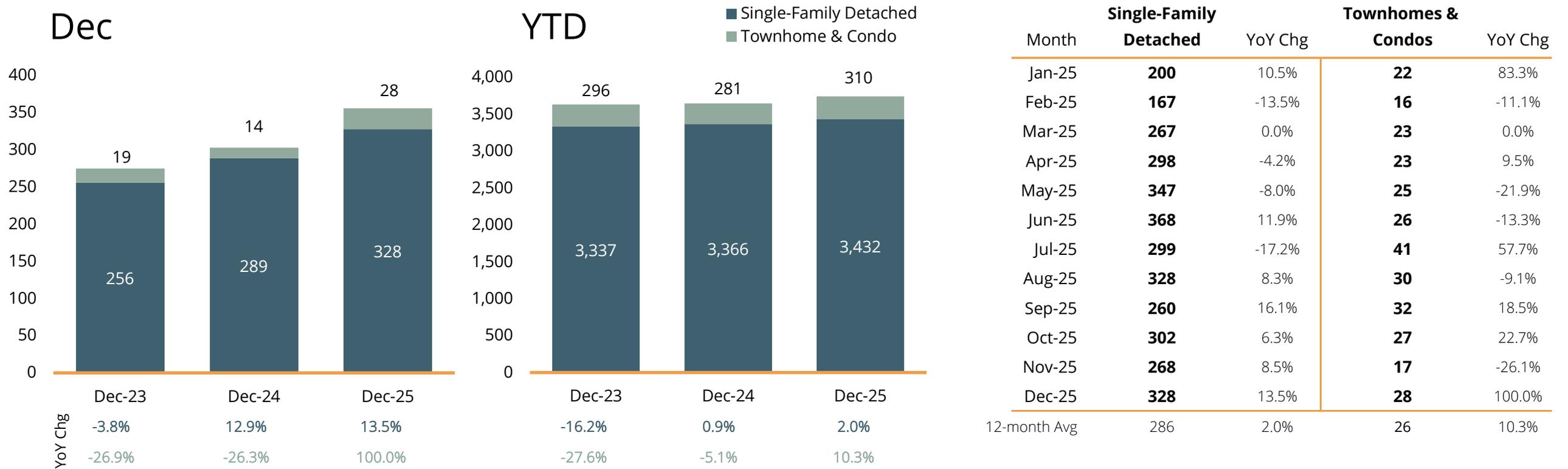
Townhome & Condo Market Overview



Key Metrics	2-year Trends		Dec-24	Dec-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
	Dec-23	Dec-25						
Sales			14	28	100.0%	281	310	10.3%
Pending Sales			18	15	-16.7%	284	306	7.7%
New Listings			20	16	-20.0%	379	428	12.9%
Median List Price			\$424,500	\$304,750	-28.2%	\$295,000	\$299,700	1.6%
Median Sales Price			\$409,000	\$303,500	-25.8%	\$289,975	\$291,500	0.5%
Median Price Per Square Foot			\$328	\$289	-11.8%	\$269	\$282	5.1%
Sold Dollar Volume (in millions)			\$6.1	\$10.2	66.5%	\$111.6	\$115.4	3.4%
Median Sold/Ask Price Ratio			95.9%	97.8%	2.0%	99.8%	98.2%	-1.6%
Median Days on Market			10	28	189.5%	10	23	142.1%
Active Listings			51	65	27.5%	n/a	n/a	n/a
Months of Supply			2.1	2.5	17.2%	n/a	n/a	n/a

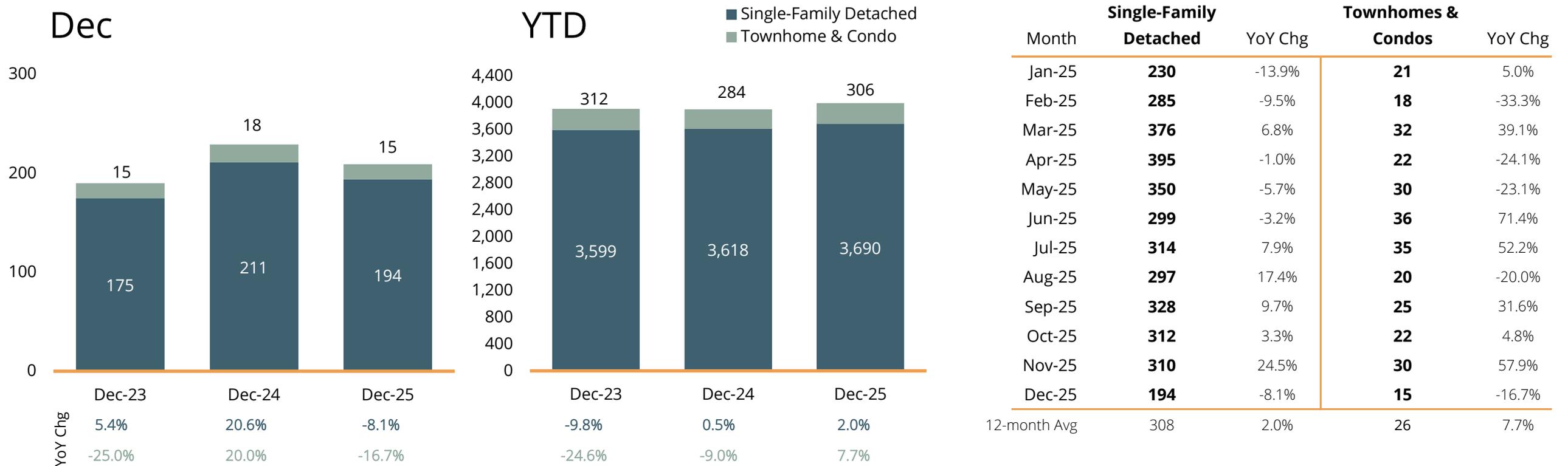
Source: Virginia REALTORS®, data accessed January 15, 2026

Sales



Source: Virginia REALTORS®, data accessed January 15, 2026

Pending Sales

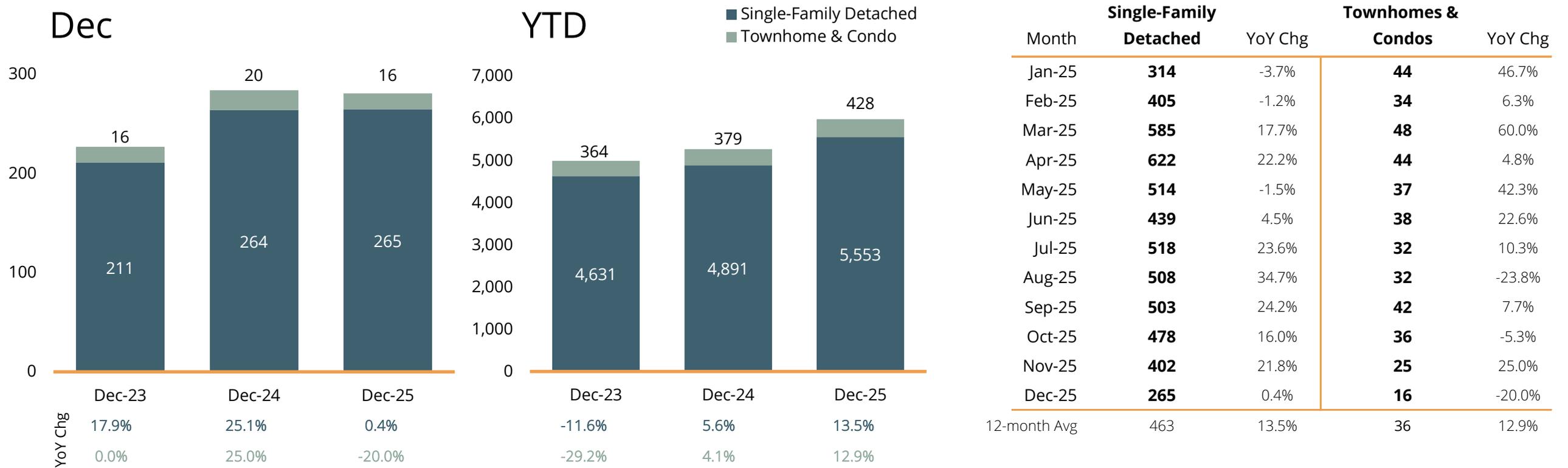


Historical Pending Sales by Month

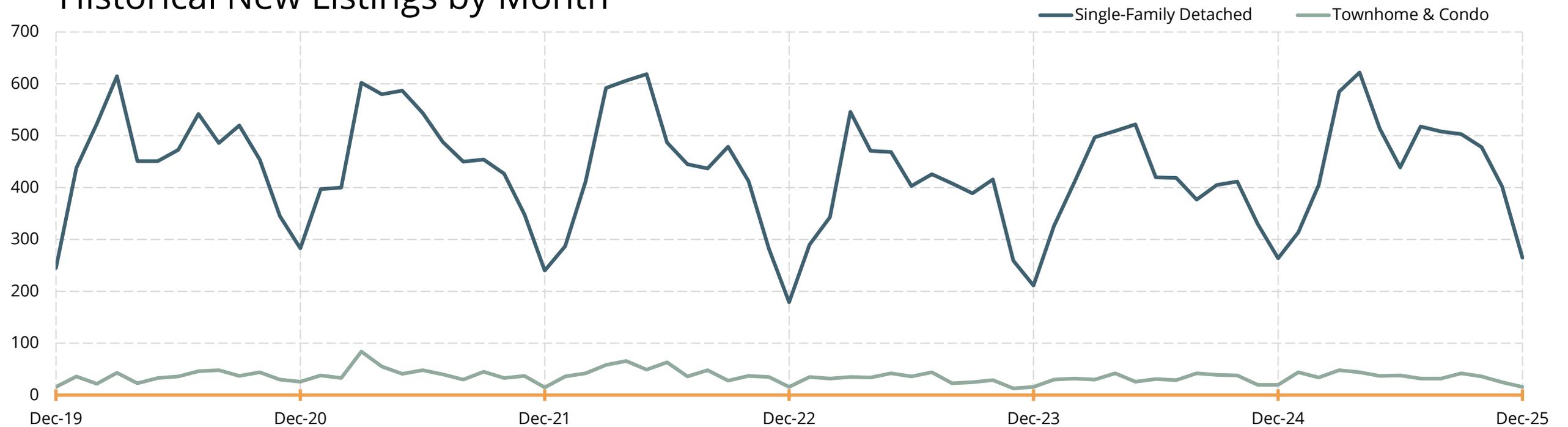


Source: Virginia REALTORS®, data accessed January 15, 2026

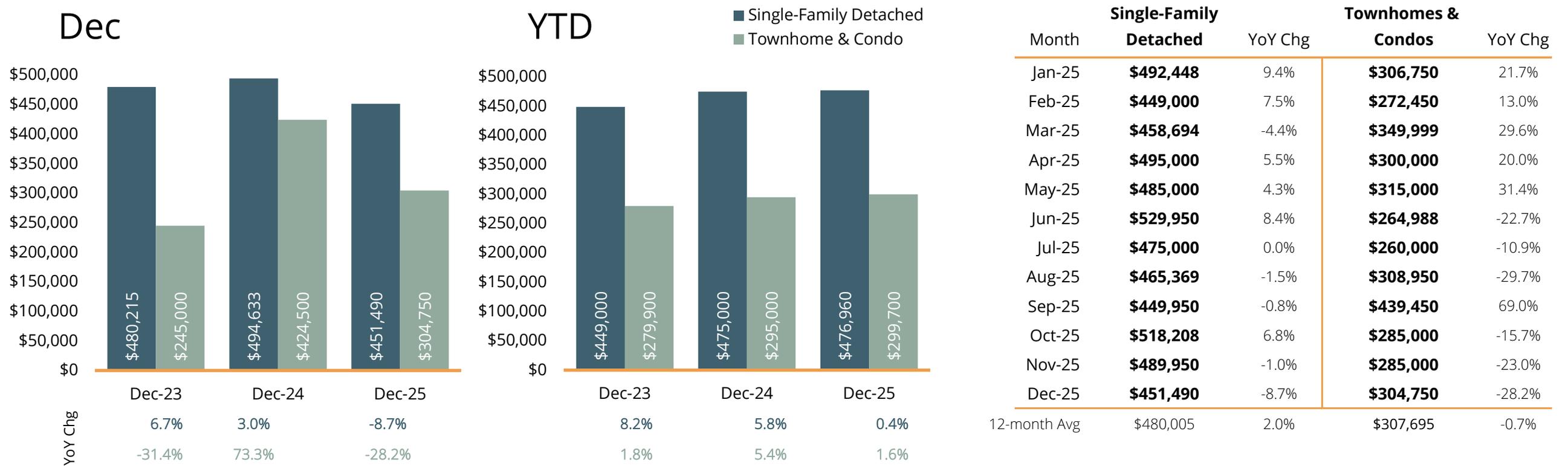
New Listings



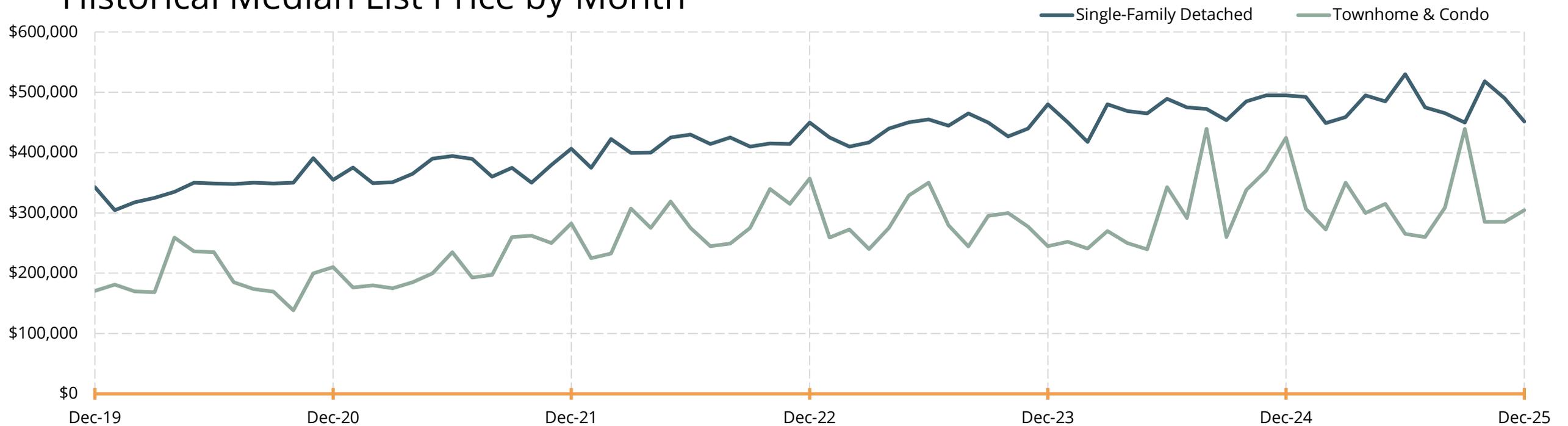
Historical New Listings by Month



Median List Price

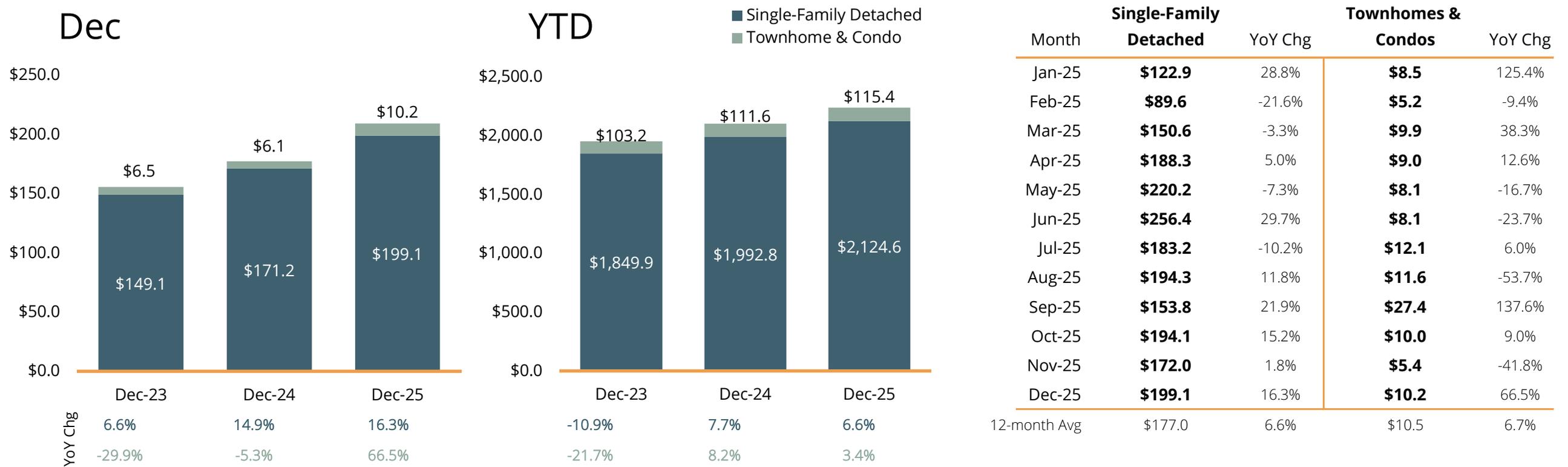


Historical Median List Price by Month

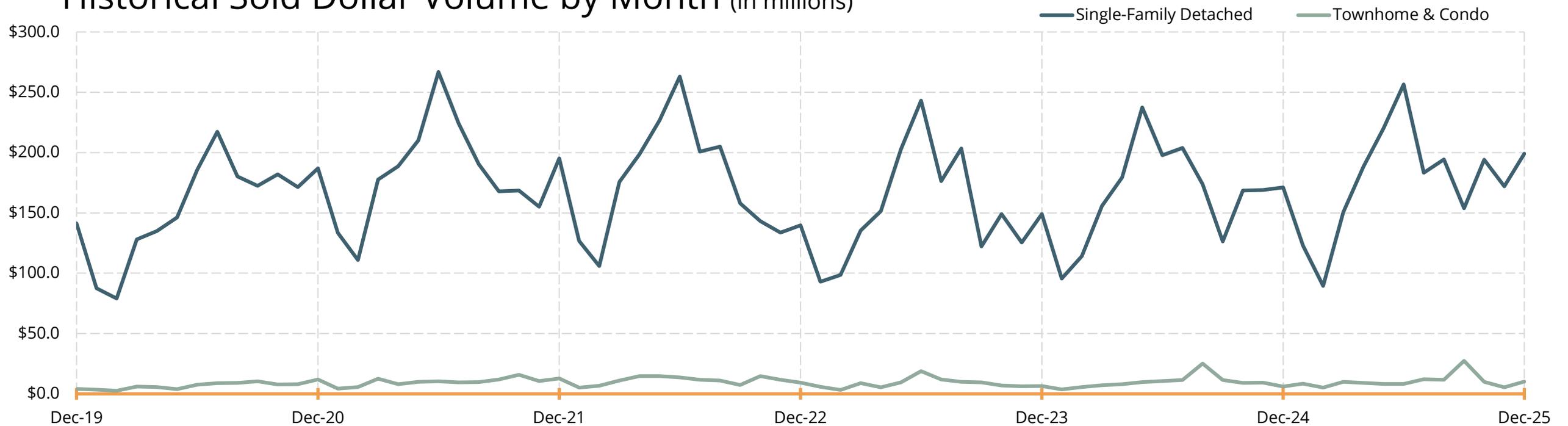


Source: Virginia REALTORS®, data accessed January 15, 2026

Sold Dollar Volume (in millions)

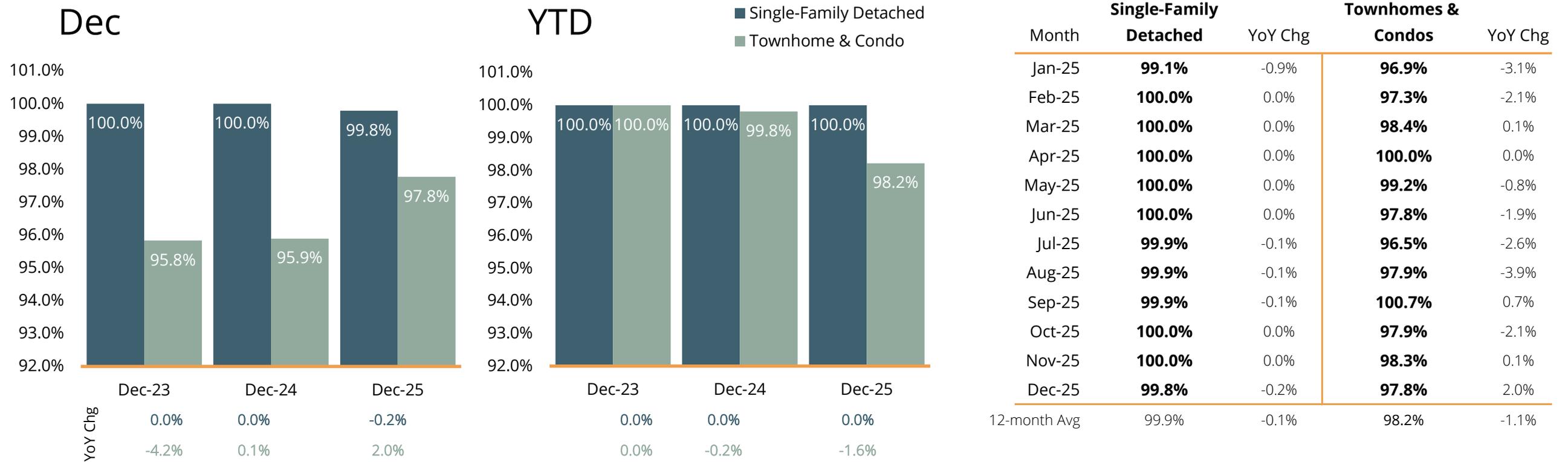


Historical Sold Dollar Volume by Month (in millions)

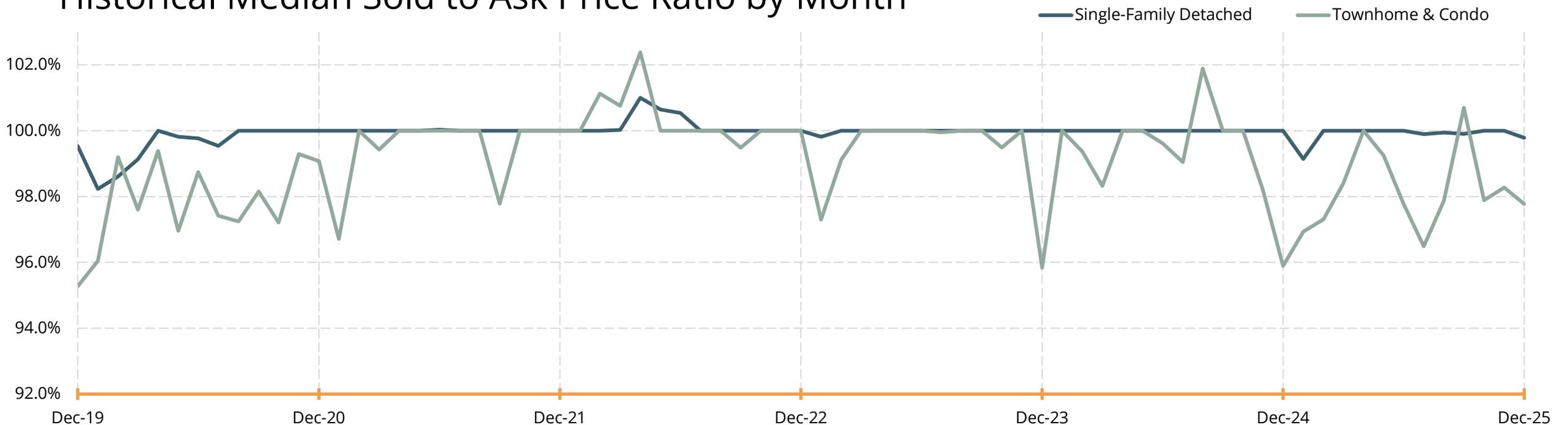


Source: Virginia REALTORS®, data accessed January 15, 2026

Median Sold to Ask Price Ratio

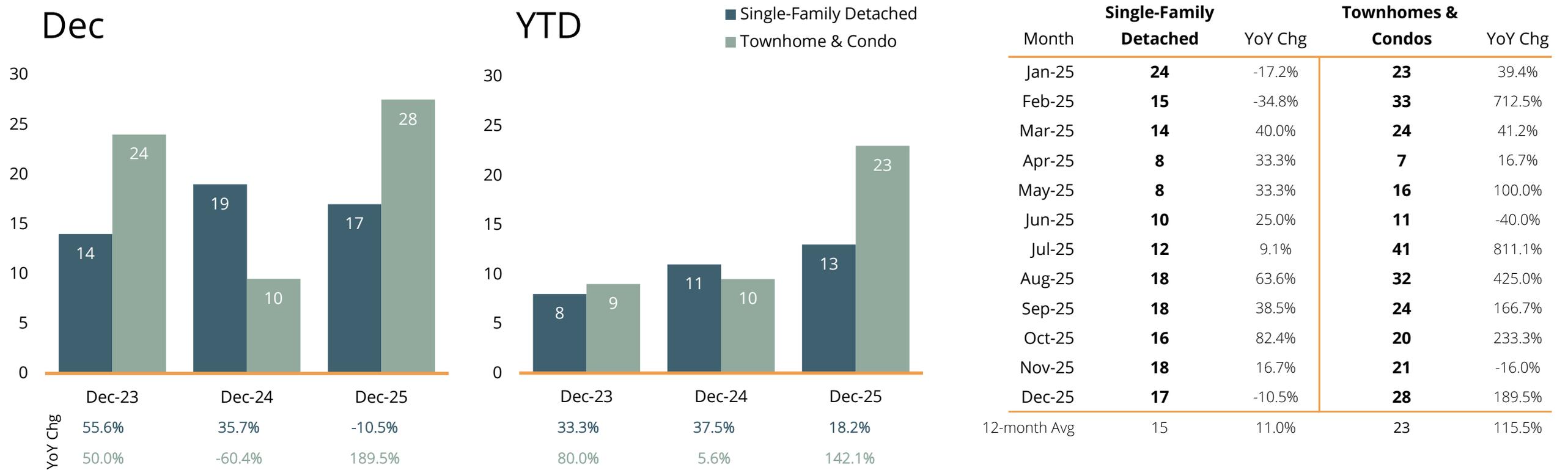


Historical Median Sold to Ask Price Ratio by Month

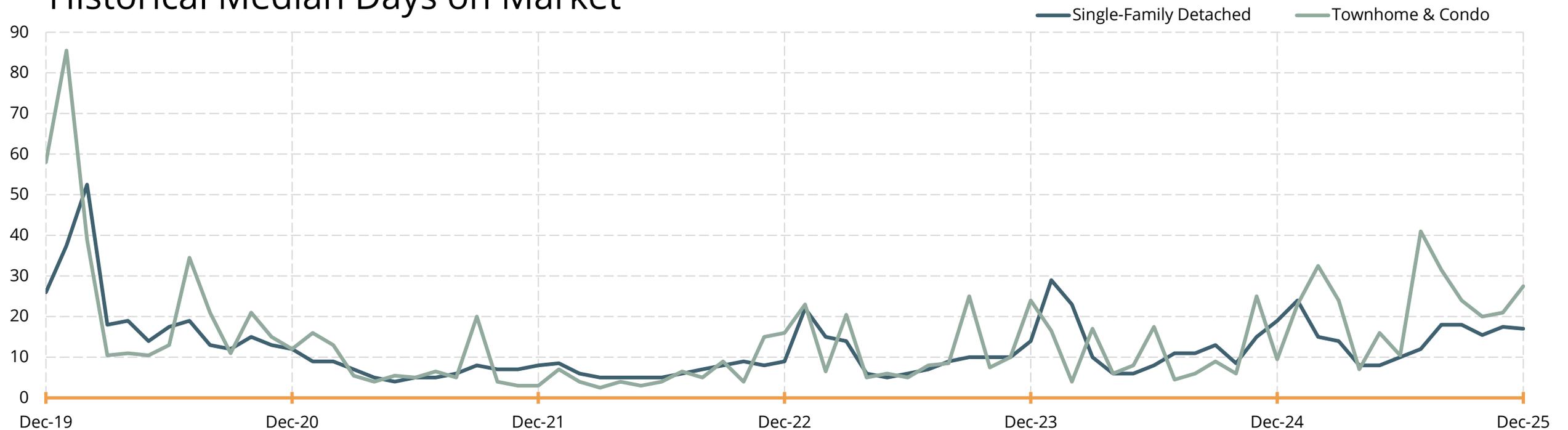


Source: Virginia REALTORS®, data accessed January 15, 2026

Median Days on Market



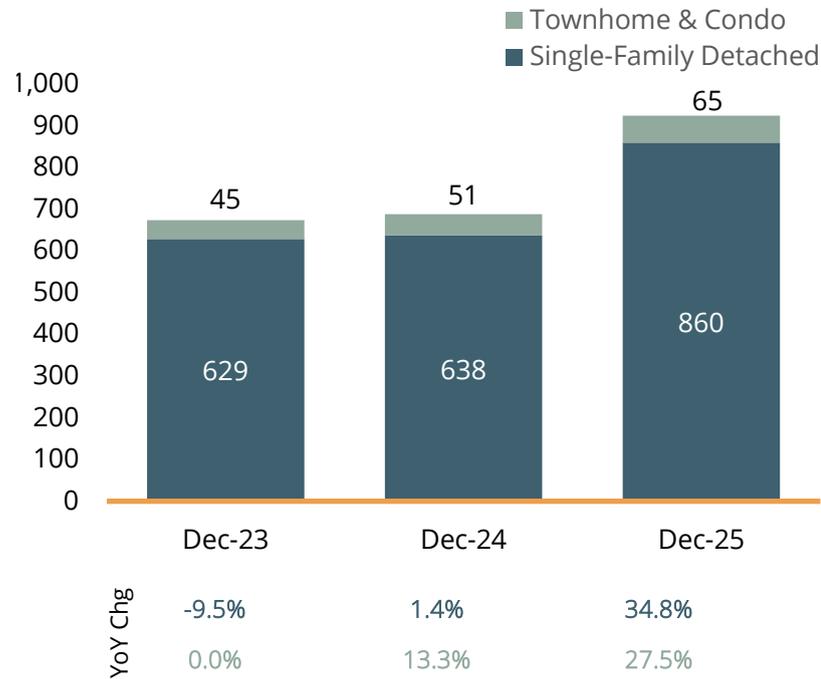
Historical Median Days on Market



Active Listings

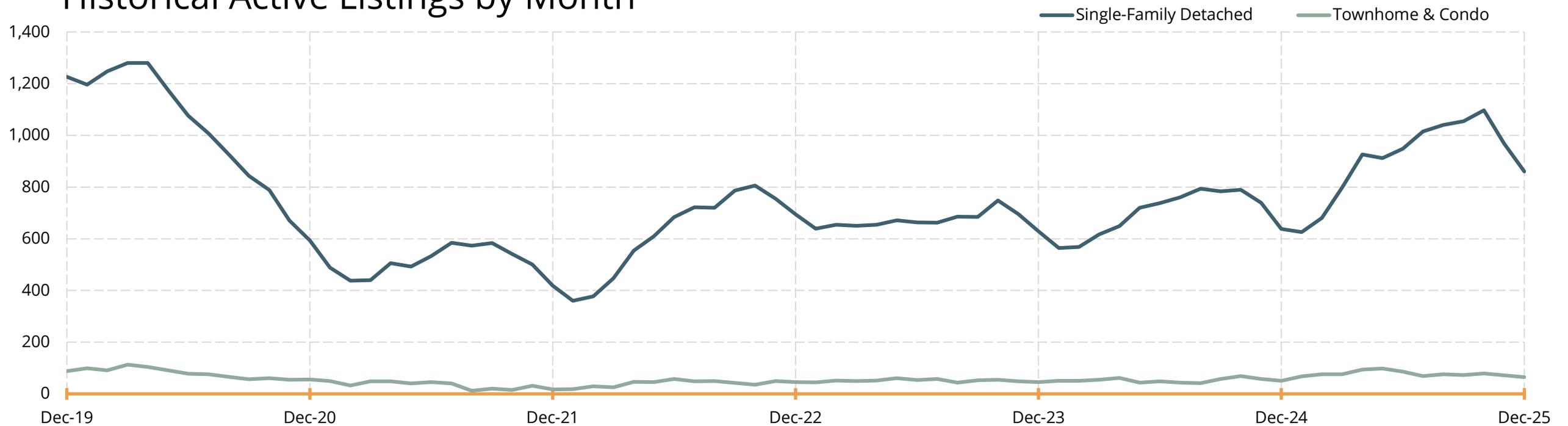


Dec



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Nov-25	969	31.1%	72	24.1%
Dec-25	860	34.8%	65	27.5%
12-month Avg	911	30.7%	78	47.9%

Historical Active Listings by Month

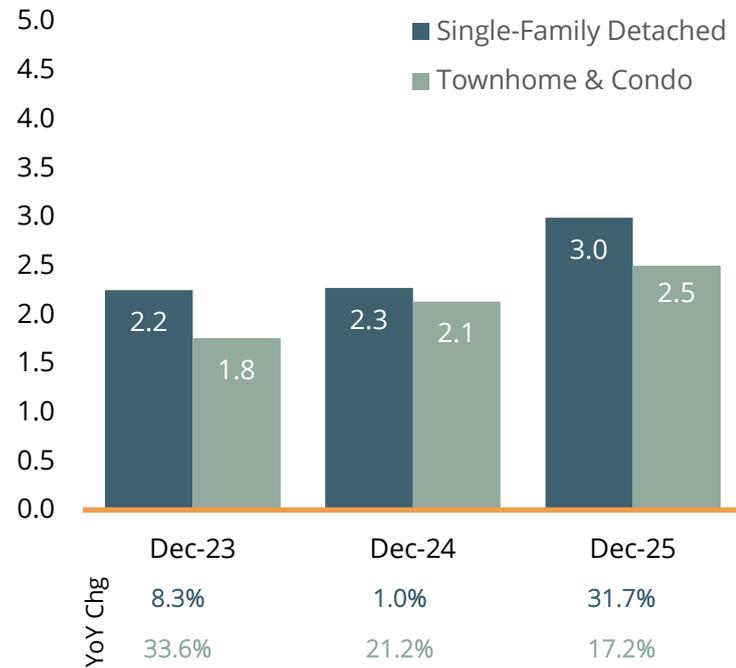


Source: Virginia REALTORS®, data accessed January 15, 2026

Months of Supply

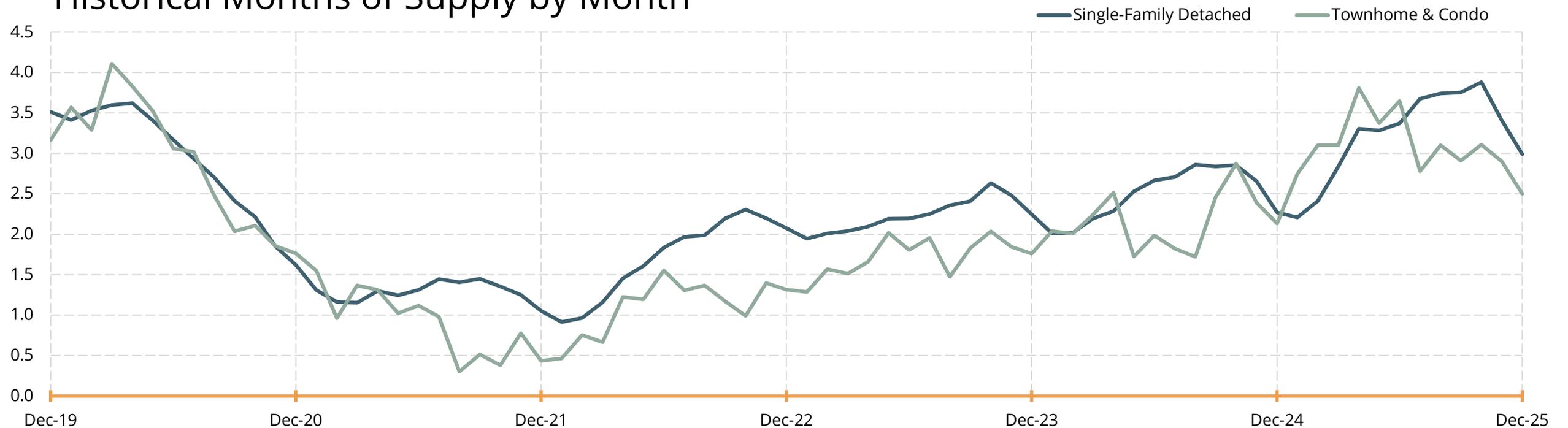


Dec



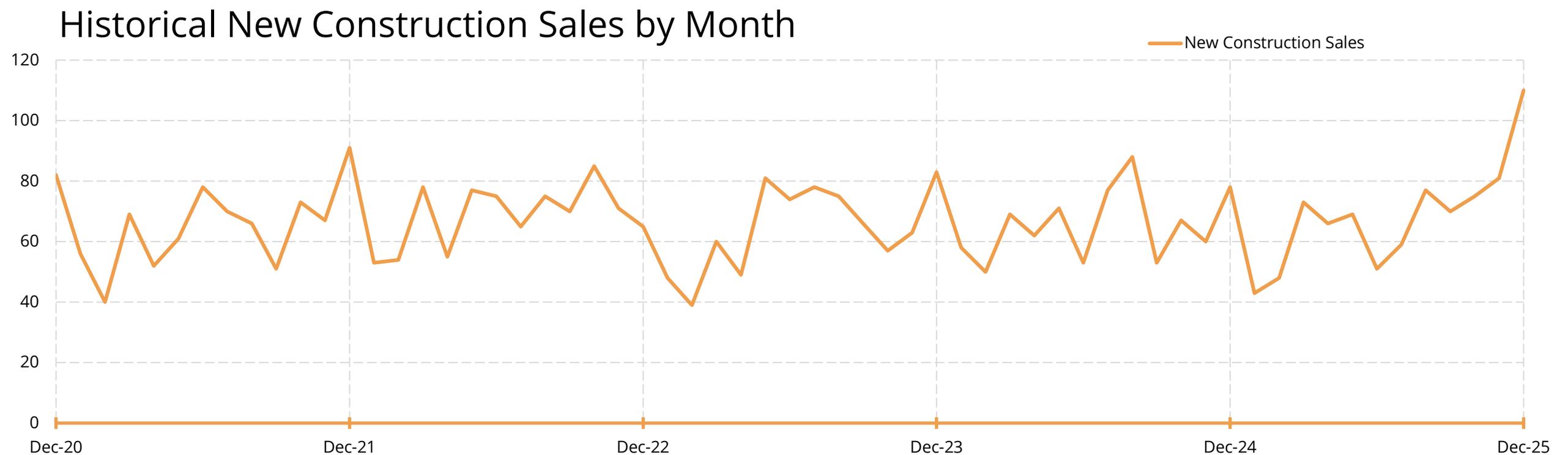
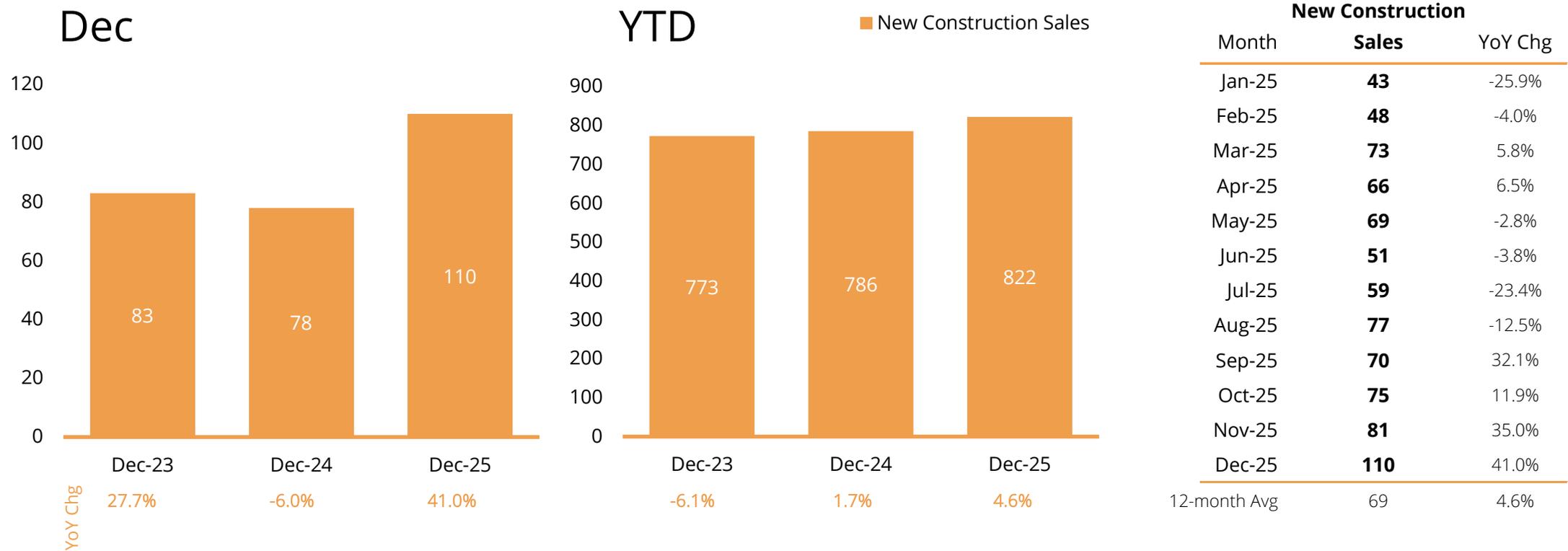
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
Aug-25	3.7	30.7%	3.1	80.3%
Sep-25	3.8	32.3%	2.9	18.3%
Oct-25	3.9	36.0%	3.1	8.1%
Nov-25	3.4	28.2%	2.9	21.2%
Dec-25	3.0	31.7%	2.5	17.2%
12-month Avg	3.2	30.0%	3.1	43.1%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed January 15, 2026

New Construction Sales



Source: Virginia REALTORS®, data accessed January 15, 2026

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Albemarle County	125	116	-7.2%	136	148	8.8%	\$521,000	\$555,495	6.6%	235	309	31.5%	1.8	2.4	34.2%
Charlottesville	16	11	-31.3%	27	26	-3.7%	\$475,000	\$405,000	-14.7%	32	63	96.9%	1.0	1.9	94.4%
Fluvanna County	22	23	4.5%	33	49	48.5%	\$339,990	\$309,990	-8.8%	79	116	46.8%	2.5	3.2	28.6%
Greene County	30	29	-3.3%	16	36	125.0%	\$391,430	\$420,995	7.6%	42	53	26.2%	1.9	1.8	-6.9%
Louisa County	67	81	20.9%	57	67	17.5%	\$469,899	\$410,000	-12.7%	214	290	35.5%	3.3	4.7	40.1%
Nelson County	24	21	-12.5%	34	30	-11.8%	\$434,500	\$459,250	5.7%	87	94	8.0%	3.5	3.7	5.9%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Albemarle County	2,248	2,248	0.0%	1,545	1,512	-2.1%	\$535,000	\$553,000	3.4%	235	309	31.5%
Charlottesville	488	603	23.6%	390	395	1.3%	\$520,000	\$500,000	-3.8%	32	63	96.9%
Fluvanna County	520	599	15.2%	379	434	14.5%	\$356,177	\$369,495	3.7%	79	116	46.8%
Greene County	375	712	89.9%	263	356	35.4%	\$405,000	\$428,980	5.9%	42	53	26.2%
Louisa County	1,200	1,381	15.1%	771	738	-4.3%	\$400,000	\$416,250	4.1%	214	290	35.5%
Nelson County	439	438	-0.2%	299	307	2.7%	\$423,000	\$429,000	1.4%	87	94	8.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Albemarle County	119	107	-10.1%	135	138	2.2%	\$520,000	\$569,950	9.6%	217	294	35.5%	1.8	7.5	310.4%
Charlottesville	13	10	-23.1%	26	21	-19.2%	\$475,000	\$545,000	14.7%	25	41	64.0%	0.9	5.5	494.5%
Fluvanna County	22	23	4.5%	33	49	48.5%	\$339,990	\$309,990	-8.8%	79	116	46.8%	2.5	7.3	192.0%
Greene County	30	29	-3.3%	16	36	125.0%	\$391,430	\$420,995	7.6%	42	53	26.2%	1.9	6.2	226.0%
Louisa County	66	81	22.7%	56	67	19.6%	\$473,450	\$410,000	-13.4%	214	290	35.5%	3.4	0.7	-79.4%
Nelson County	14	15	7.1%	23	17	-26.1%	\$500,000	\$555,000	11.0%	61	66	8.2%	3.4	2.0	-41.8%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Albemarle County	2,090	2,066	-1.1%	1,424	1,371	-3.7%	\$550,000	\$570,250	3.7%	217	294	35.5%
Charlottesville	411	502	22.1%	325	334	2.8%	\$540,000	\$538,150	-0.3%	25	41	64.0%
Fluvanna County	517	597	15.5%	376	432	14.9%	\$357,000	\$369,995	3.6%	79	116	46.8%
Greene County	375	712	89.9%	263	356	35.4%	\$405,000	\$428,980	5.9%	42	53	26.2%
Louisa County	1,192	1,377	15.5%	762	733	-3.8%	\$399,900	\$410,000	2.5%	214	290	35.5%
Nelson County	306	299	-2.3%	216	206	-4.6%	\$500,000	\$499,950	0.0%	61	66	8.2%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Albemarle County	6	9	50.0%	1	10	900.0%	\$545,000	\$271,000	-50.3%	18	15	-17%	1.7	1.3	-27%
Charlottesville	3	1	-66.7%	1	5	400.0%	\$1,750,000	\$313,800	-82.1%	7	22	214.3%	1.3	4.3	240.0%
Fluvanna County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a	0.0	0.0	n/a
Louisa County	1	0	-100.0%	1	0	-100%	\$430,000	\$0	-100%	0	0	n/a	0.0	0.0	n/a
Nelson County	10	6	-40.0%	11	13	18.2%	\$250,000	\$310,000	24.0%	26	28	7.7%	3.7	3.3	-10.4%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg	Dec-24	Dec-25	% chg
Albemarle County	158	182	15.2%	121	141	16.5%	\$265,000	\$289,900	9.4%	18	15	-16.7%
Charlottesville	77	101	31.2%	65	61	-6.2%	\$377,500	\$313,800	-16.9%	7	22	214.3%
Fluvanna County	3	2	-33.3%	3	2	-33.3%	\$345,000	\$301,564	-12.6%	0	0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	8	4	-50.0%	9	5	-44.4%	\$640,000	\$610,000	-4.7%	0	0	n/a
Nelson County	133	139	4.5%	83	101	21.7%	\$245,750	\$265,000	7.8%	26	28	7.7%



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.

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.