

APRIL  
**2026**

# CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY  
**VIRGINIA REALTORS®**



# CAAR Market Indicators Report



## Key Market Trends: April 2026

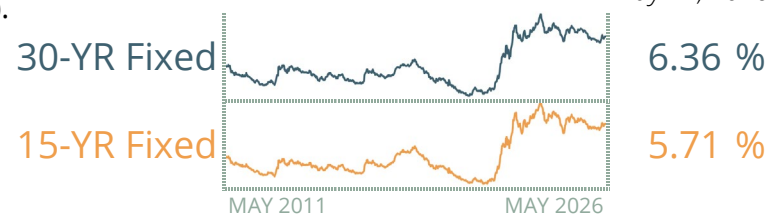
- The CAAR area experienced an increase in sales this month.** Home sales jumped 15.9% resulting in 372 sales in April, 51 more sales than the year before. Sales increased in Albemarle County after falling for three consecutive months (+18 sales). Activity was also on the rise in Louisa County with 14 more sales than a year ago (+20%). There was a dip in sales in Greene County (-10.7%) and Fluvanna County (-2.4%) this month.
- Regionwide, there was a surge in pending sales activity.** There were 486 total pending sales in the CAAR area this month, 69 more than the year prior, rising 16.5%. Pending sales went up the most in Louisa County with 39 additional pending sales (+50.6%) and Albemarle County with 26 more than the previous year (+15.7%). Activity was down 11.3% in Charlottesville with seven fewer pending sales than last year.
- Home prices fell across the CAAR footprint.** In April, prices dipped 3.6% with the median home price at \$458,100 in the region, \$16,900 less than the previous year. At \$295,000 the median sales price in Nelson County was \$137,500 lower than the year before, a 31.8% price drop. Charlottesville saw prices decrease for the third straight month with homes costing \$101,250 less than last year (-17.3%). Prices inched up in Louisa County (+3.3%) and Albemarle County (+1.1%).
- Active listings have been steadily climbing for the last two years in the CAAR market.** The total number of listings came to 1,210 at the end of April, 190 more than a year earlier, rising 18.6%. Fluvanna County (+71 listings) and Albemarle County (+67 listings) experienced the sharpest increase in listing activity this month. After 14 straight months of growth, listings declined 12.8% in Charlottesville (-16 listings).



### CAAR Market Dashboard

YoY Chg	Apr-26	Indicator
▲ 15.9%	372	Sales
▲ 16.5%	486	Pending Sales
▲ 18.6%	790	New Listings
▼ -3.3%	\$459,350	Median List Price
▼ -3.6%	\$458,100	Median Sales Price
▼ -1.2%	\$265	Median Price Per Square Foot
▲ 12.7%	\$222.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 12.5%	9	Median Days on Market
▲ 18.6%	1,210	Active Listings
▲ 13.5%	3.8	Months of Supply
▲ 25.8%	83	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.**

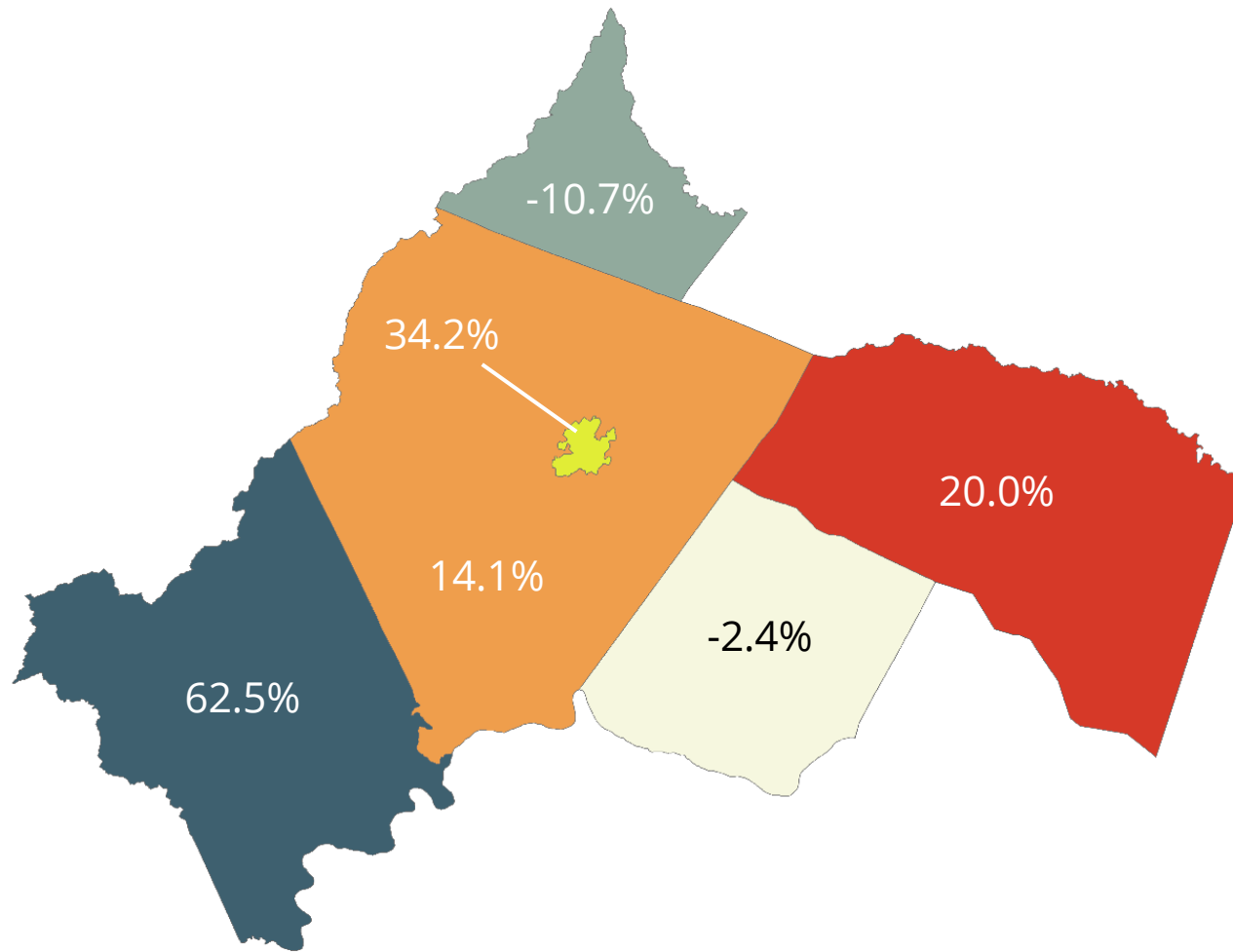
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

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

Contact an experienced REALTOR®.

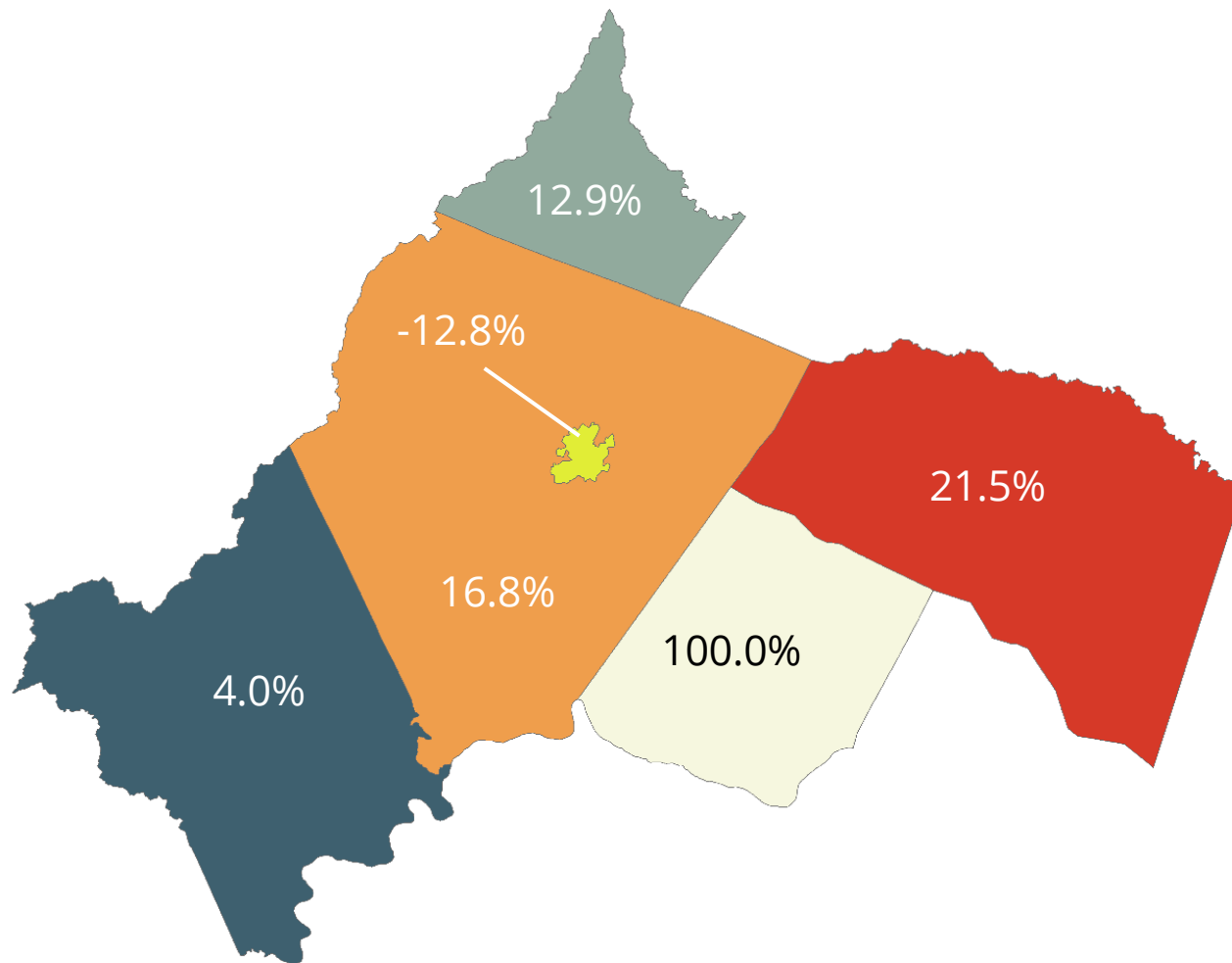


# Market Activity - CAAR Footprint



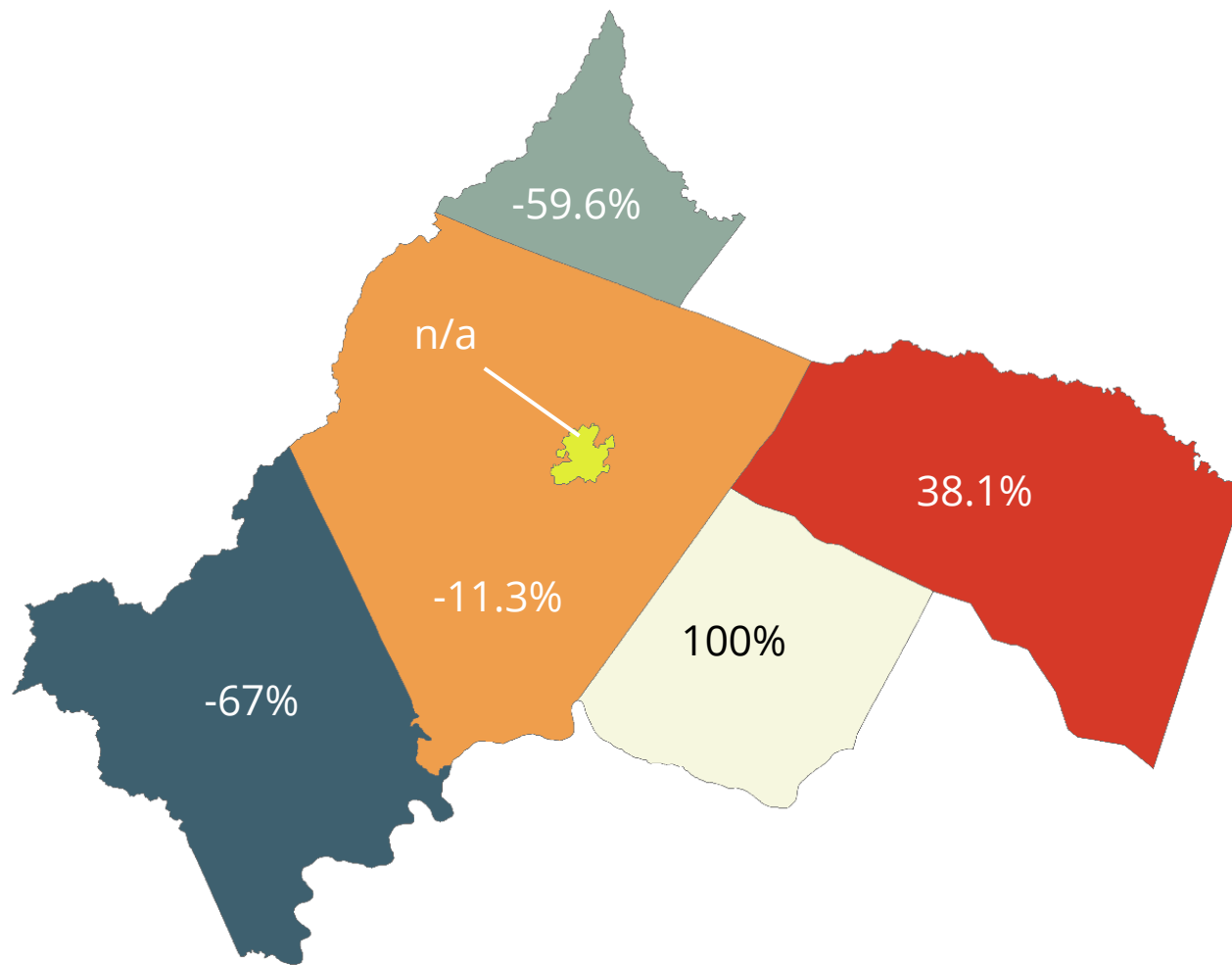
Jurisdiction	Total Sales		
	Apr-25	Apr-26	% Chg
Albemarle County	128	146	14.1%
Charlottesville	38	51	34.2%
Fluvanna County	41	40	-2.4%
Greene County	28	25	-10.7%
Louisa County	70	84	20.0%
Nelson County	16	26	62.5%
<b>CAAR</b>	<b>321</b>	<b>372</b>	<b>15.9%</b>

# Active Listings: Total Inventory (includes proposed listings)



<i>Jurisdiction</i>	Active Listings		
	Apr-25	Apr-26	% Chg
Albemarle County	398	465	16.8%
Charlottesville	125	109	-12.8%
Fluvanna County	71	142	100.0%
Greene County	70	79	12.9%
Louisa County	256	311	21.5%
Nelson County	100	104	4.0%
<b>CAAR</b>	<b>1020</b>	<b>1,210</b>	<b>18.6%</b>

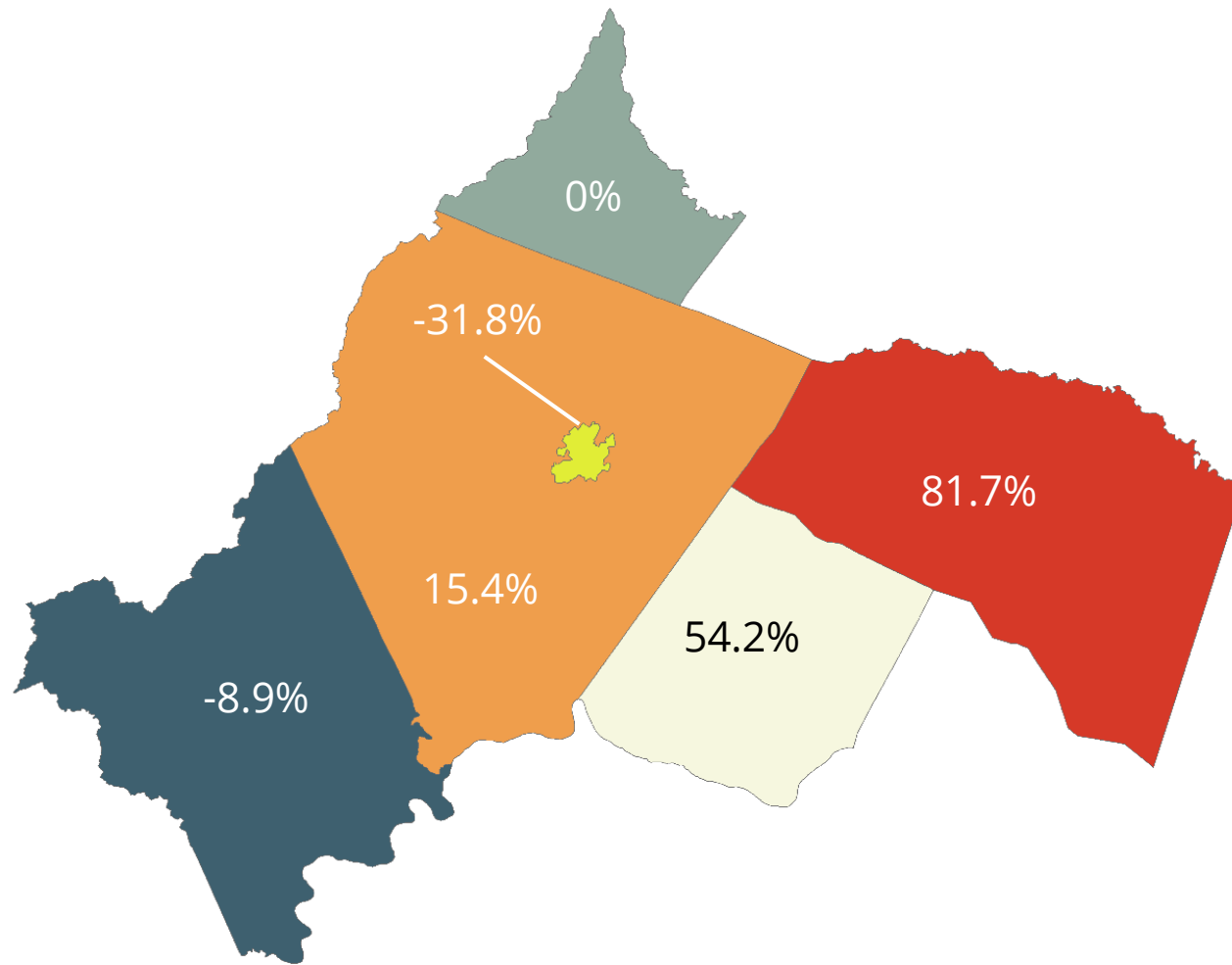
# Active Listings: Proposed Listings



Active Listings  
Proposed Listings

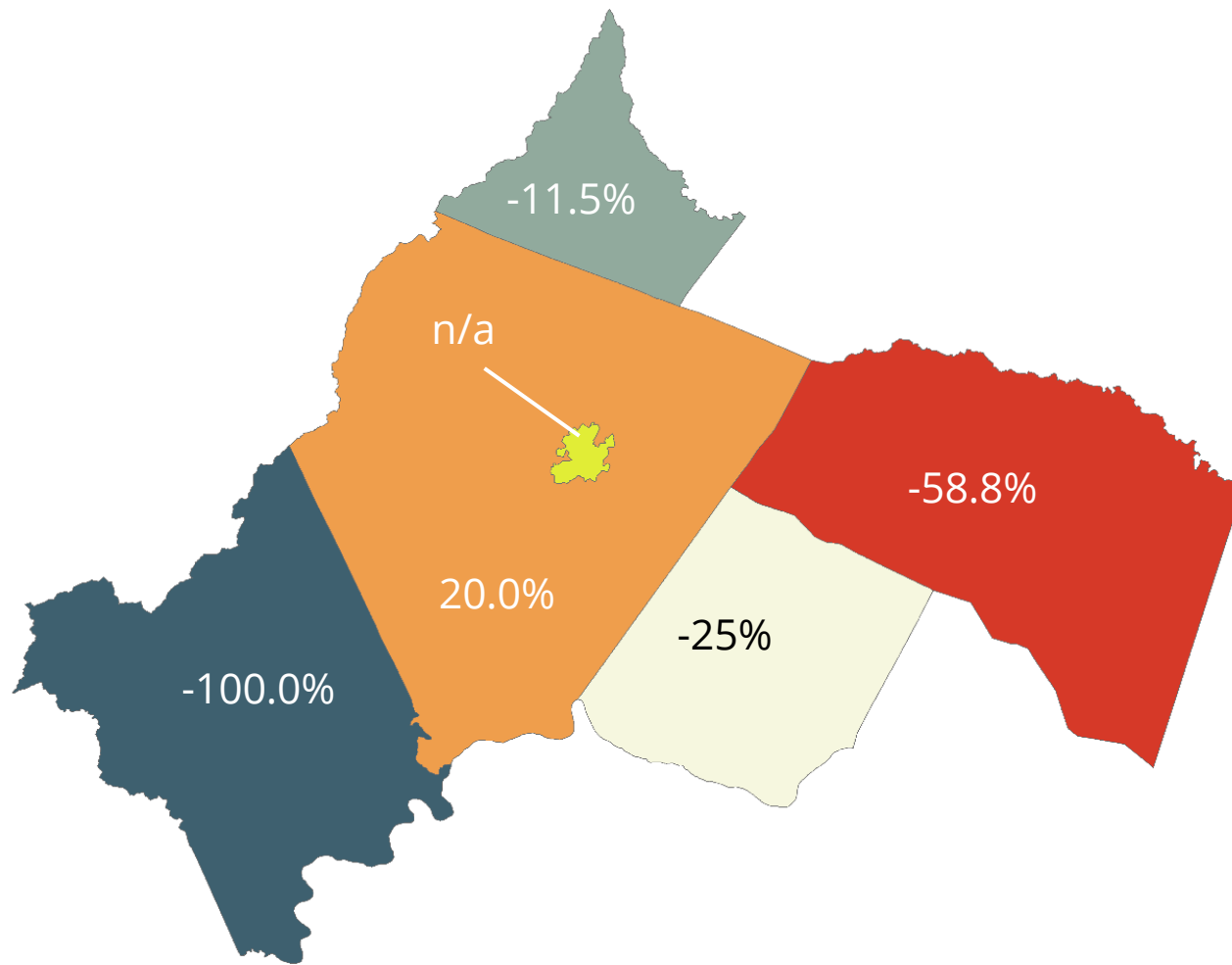
<i>Jurisdiction</i>	Apr-25	Apr-26	% Chg
Albemarle County	115	102	-11.3%
Charlottesville	0	3	n/a
Fluvanna County	9	18	100.0%
Greene County	52	21	-59.6%
Louisa County	21	29	38.1%
Nelson County	3	1	-67%
<b>CAAR</b>	<b>200</b>	<b>174</b>	<b>-13.0%</b>

# New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Apr-25	Apr-26	
Albemarle County	267	308	15.4%
Charlottesville	107	73	-31.8%
Fluvanna County	59	91	54.2%
Greene County	79	79	0.0%
Louisa County	109	198	81.7%
Nelson County	45	41	-8.9%
<b>CAAR</b>	<b>666</b>	<b>790</b>	<b>18.6%</b>

# New Listings: Proposed Listings



New Listings  
Proposed Listings

<i>Jurisdiction</i>	Apr-25	Apr-26	% Chg
Albemarle County	30	36	20.0%
Charlottesville	0	0	n/a
Fluvanna County	8	6	-25.0%
Greene County	26	23	-11.5%
Louisa County	17	7	-58.8%
Nelson County	2	0	-100.0%
<b>CAAR</b>	<b>83</b>	<b>72</b>	<b>-13.3%</b>

# Total Market Overview



Key Metrics	2-year Trends		Apr-25	Apr-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Apr-24	Apr-26						
Sales			321	<b>372</b>	15.9%	1,016	<b>1,055</b>	3.8%
Pending Sales			417	<b>486</b>	16.5%	1,379	<b>1,473</b>	6.8%
New Listings			666	<b>790</b>	18.6%	2,096	<b>2,302</b>	9.8%
Median List Price			\$475,000	<b>\$459,350</b>	-3.3%	\$459,950	<b>\$454,978</b>	-1.1%
Median Sales Price			\$475,000	<b>\$458,100</b>	-3.6%	\$460,000	<b>\$450,908</b>	-2.0%
Median Price Per Square Foot			\$268	<b>\$265</b>	-1.2%	\$263	<b>\$262</b>	-0.3%
Sold Dollar Volume (in millions)			\$197.3	<b>\$222.3</b>	12.7%	\$583.9	<b>\$613.0</b>	5.0%
Median Sold/Ask Price Ratio			100.0%	<b>100.0%</b>	0.0%	100.0%	<b>98.8%</b>	-1.2%
Median Days on Market			8	<b>9</b>	12.5%	10	<b>17</b>	70.0%
Active Listings			1,020	<b>1,210</b>	18.6%	n/a	<b>n/a</b>	n/a
Months of Supply			3.3	<b>3.8</b>	13.5%	n/a	<b>n/a</b>	n/a

# Single-Family Detached Market Overview



Key Metrics	2-year Trends		Apr-25	Apr-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Apr-24	Apr-26						
Sales			298	<b>344</b>	15.4%	932	<b>981</b>	5.3%
Pending Sales			395	<b>457</b>	15.7%	1,286	<b>1,367</b>	6.3%
New Listings			622	<b>748</b>	20.3%	1,926	<b>2,143</b>	11.3%
Median List Price			\$495,000	<b>\$484,250</b>	-2.2%	\$474,970	<b>\$469,000</b>	-1.3%
Median Sales Price			\$488,000	<b>\$482,250</b>	-1.2%	\$473,000	<b>\$467,156</b>	-1.2%
Median Price Per Square Foot			\$264	<b>\$265</b>	0.3%	\$259	<b>\$261</b>	0.7%
Sold Dollar Volume (in millions)			\$188.3	<b>\$212.4</b>	12.8%	\$551.3	<b>\$586.3</b>	6.3%
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			8	<b>8</b>	0.0%	13	<b>18</b>	38.5%
Active Listings			926	<b>1,111</b>	20.0%	n/a	<b>n/a</b>	n/a
Months of Supply			3.3	<b>3.4</b>	2.3%	n/a	<b>n/a</b>	n/a

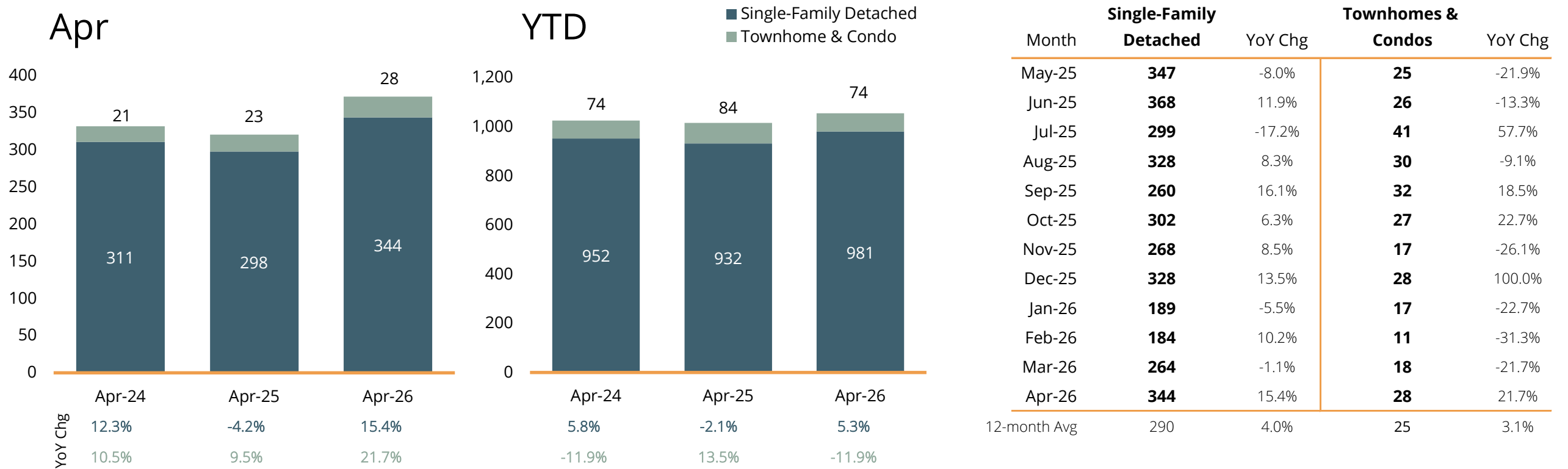
# Townhome & Condo Market Overview



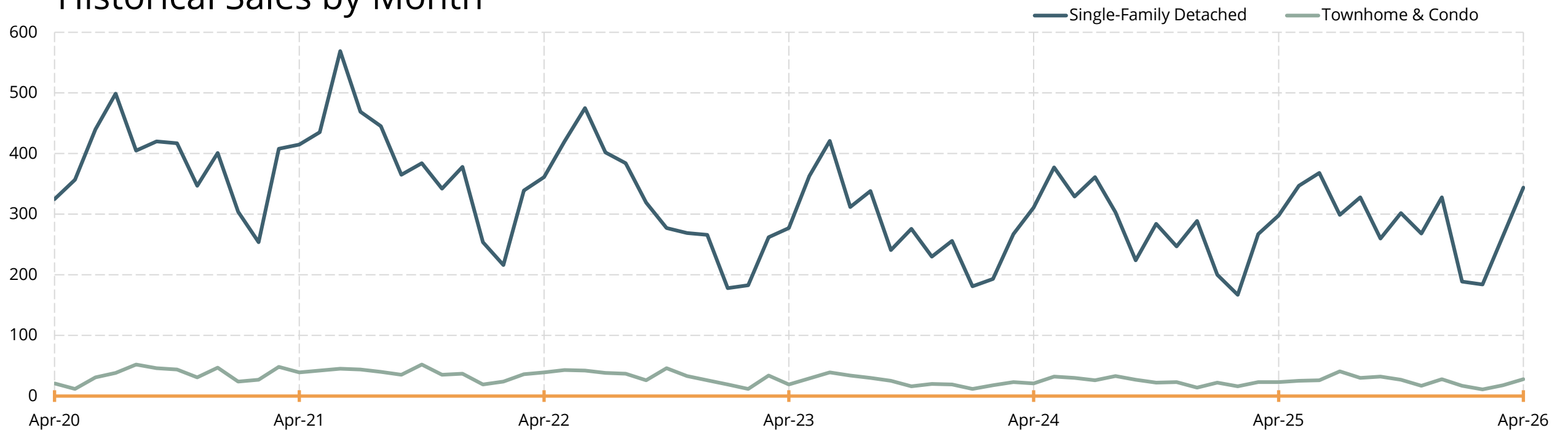
Key Metrics	2-year Trends		Apr-25	Apr-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Apr-24	Apr-26						
Sales			23	<b>28</b>	21.7%	84	<b>74</b>	-11.9%
Pending Sales			22	<b>29</b>	31.8%	93	<b>106</b>	14.0%
New Listings			44	<b>42</b>	-4.5%	170	<b>159</b>	-6.5%
Median List Price			\$300,000	<b>\$276,500</b>	-7.8%	\$305,000	<b>\$295,900</b>	-3.0%
Median Sales Price			\$295,000	<b>\$252,500</b>	-14.4%	\$300,000	<b>\$270,000</b>	-10.0%
Median Price Per Square Foot			\$319	<b>\$259</b>	-19.0%	\$306	<b>\$269</b>	-12.1%
Sold Dollar Volume (in millions)			\$9.0	<b>\$9.9</b>	9.3%	\$32.6	<b>\$26.7</b>	-18.1%
Median Sold/Ask Price Ratio			100.0%	<b>97.6%</b>	-2.4%	98.4%	<b>97.6%</b>	-0.8%
Median Days on Market			7	<b>43</b>	514.3%	18	<b>41</b>	127.8%
Active Listings			94	<b>99</b>	5.3%	n/a	<b>n/a</b>	n/a
Months of Supply			3.8	<b>3.8</b>	0.6%	n/a	<b>n/a</b>	n/a

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

# Sales

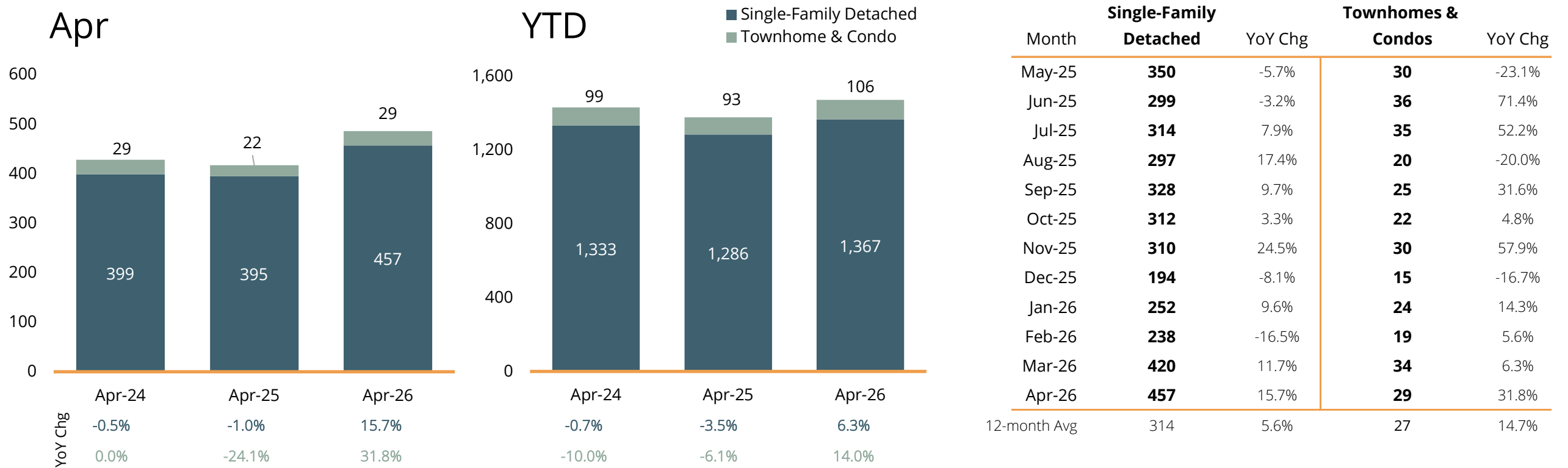


## Historical Sales by Month

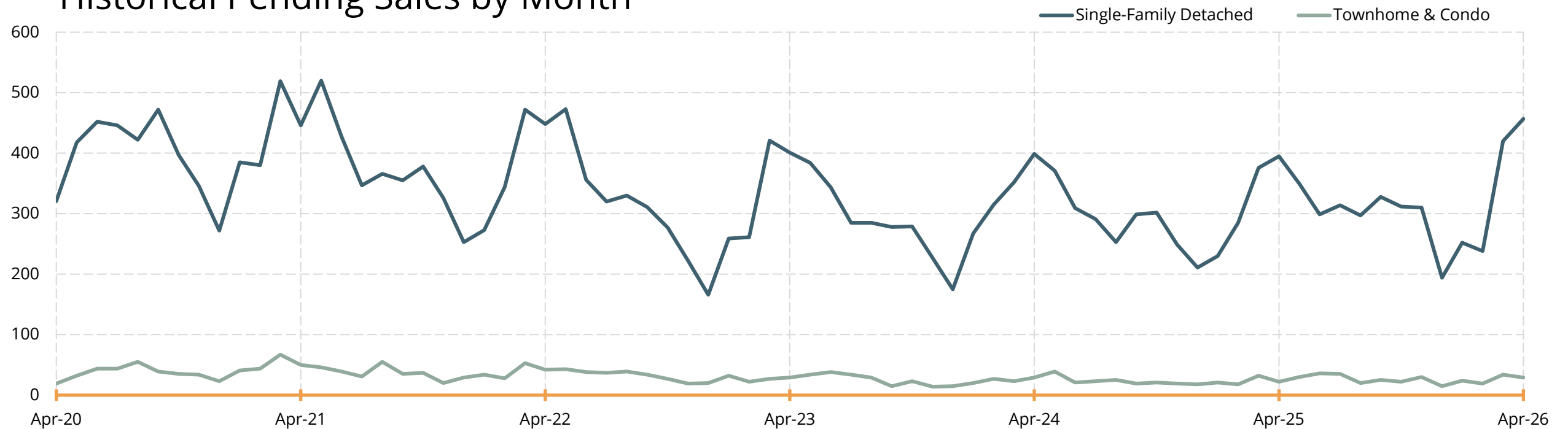


Source: Virginia REALTORS®, data accessed May 15, 2026

# Pending Sales

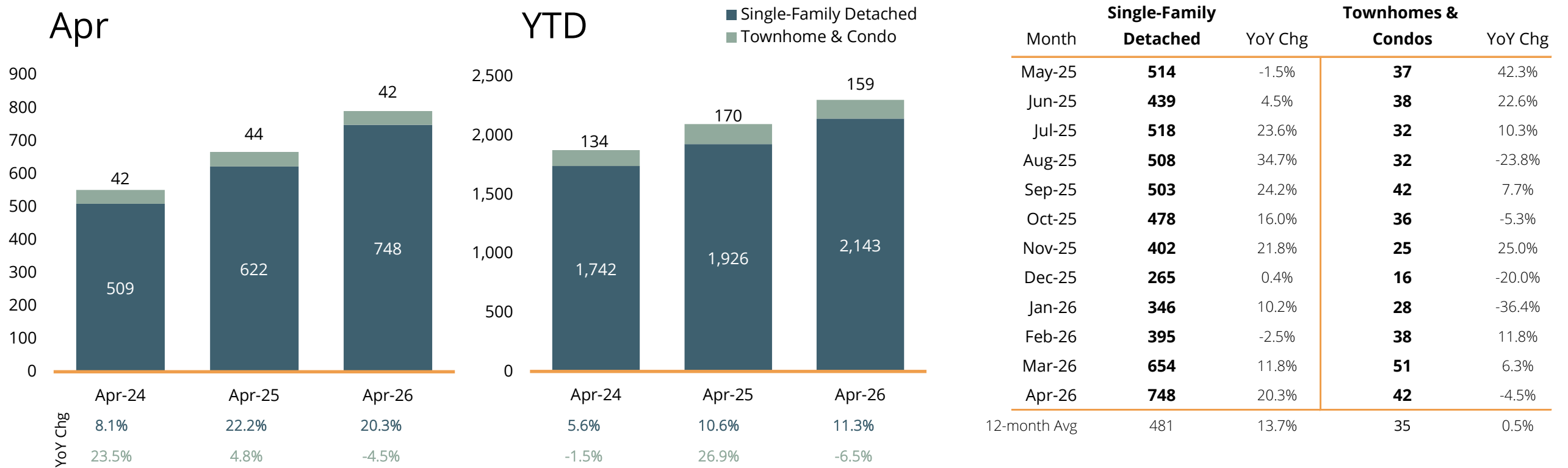


## Historical Pending Sales by Month

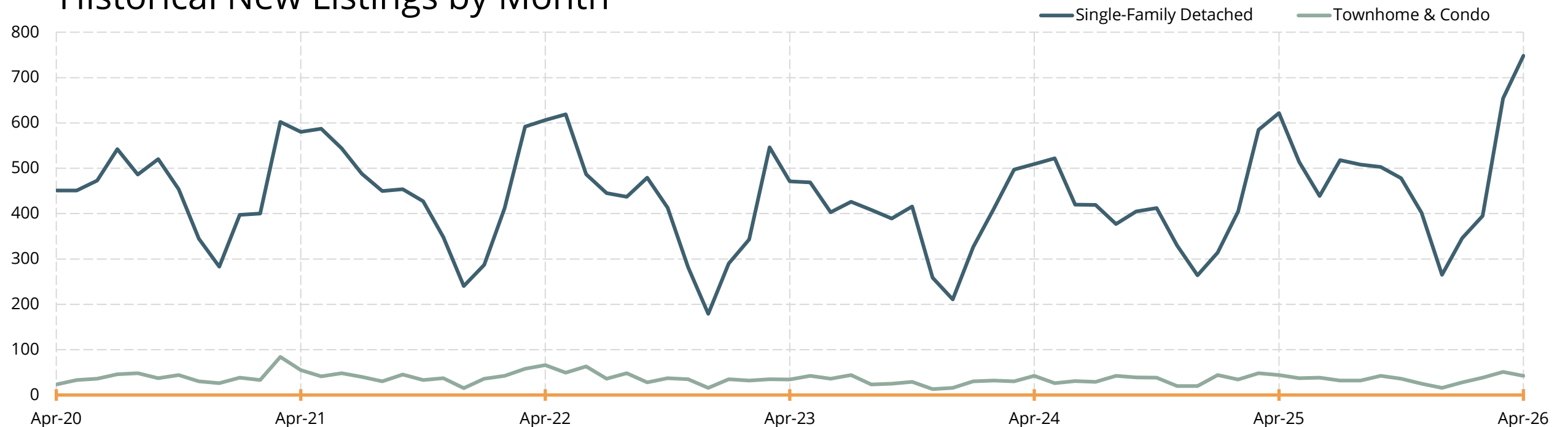


Source: Virginia REALTORS®, data accessed May 15, 2026

# New Listings

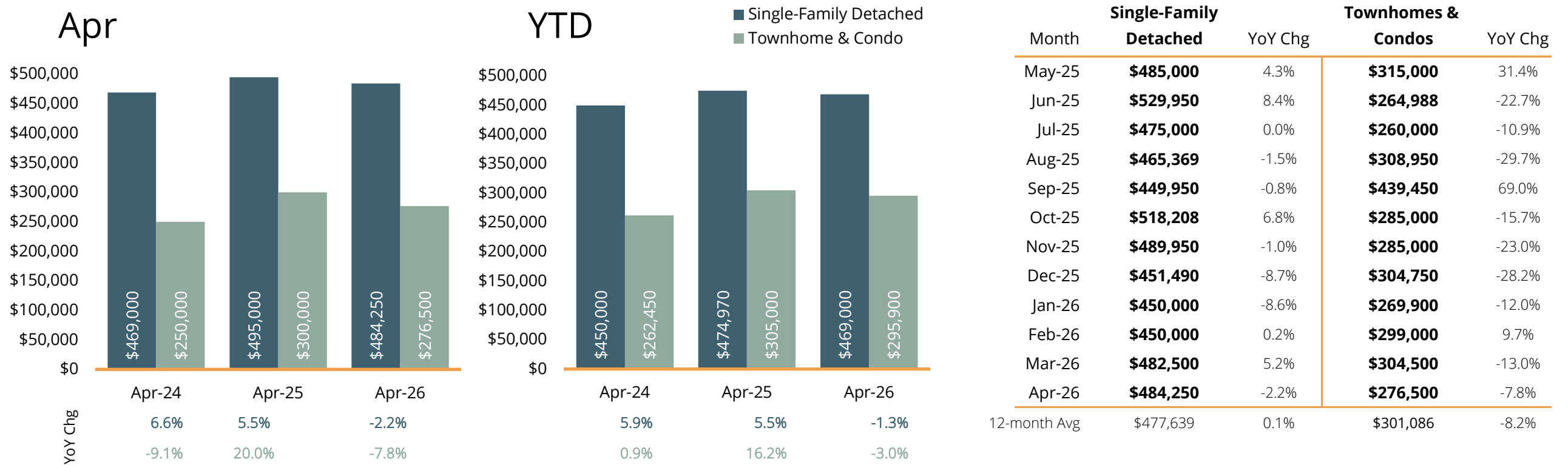


## Historical New Listings by Month

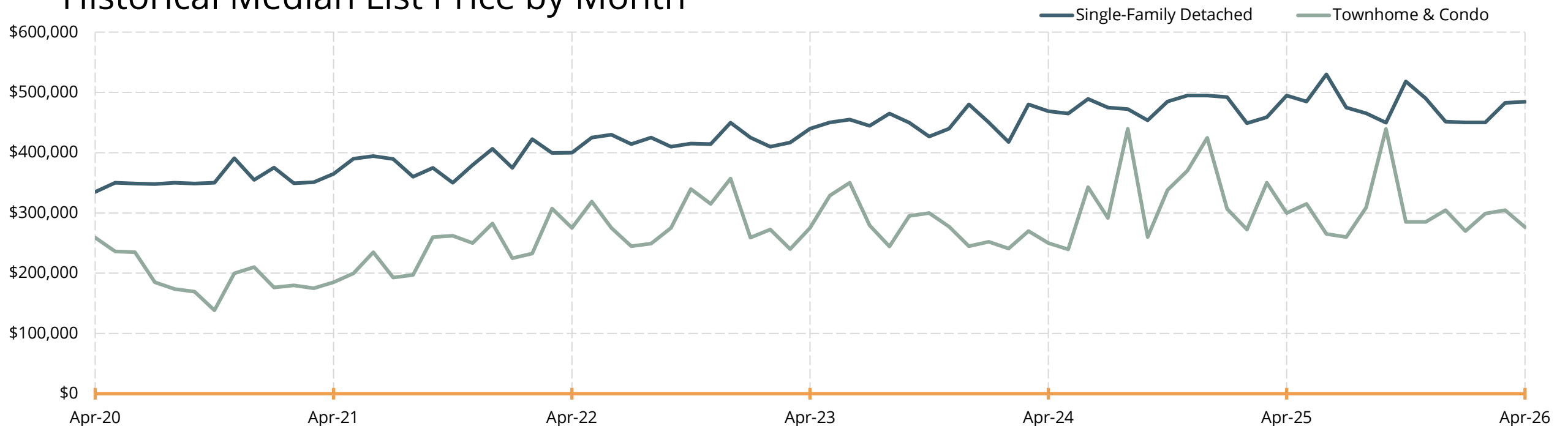


Source: Virginia REALTORS®, data accessed May 15, 2026

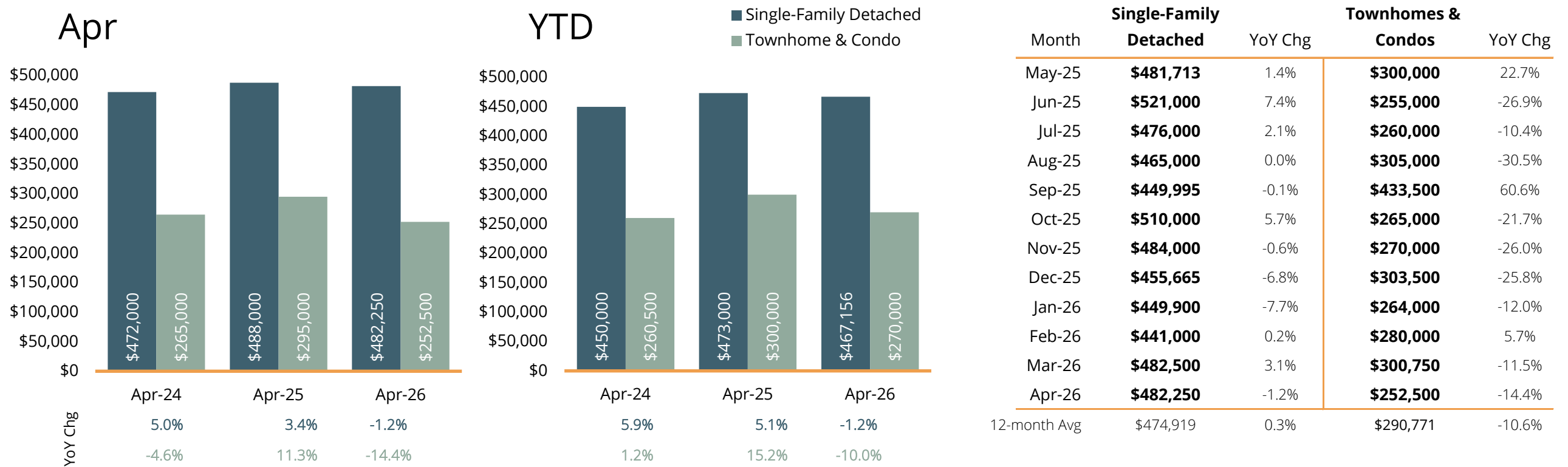
# Median List Price



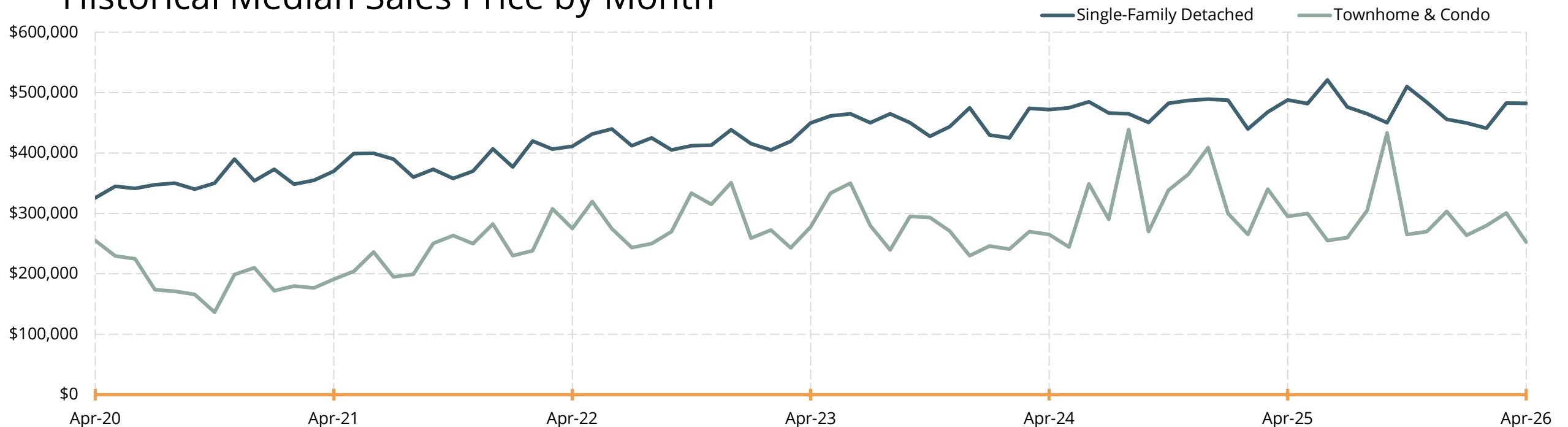
## Historical Median List Price by Month



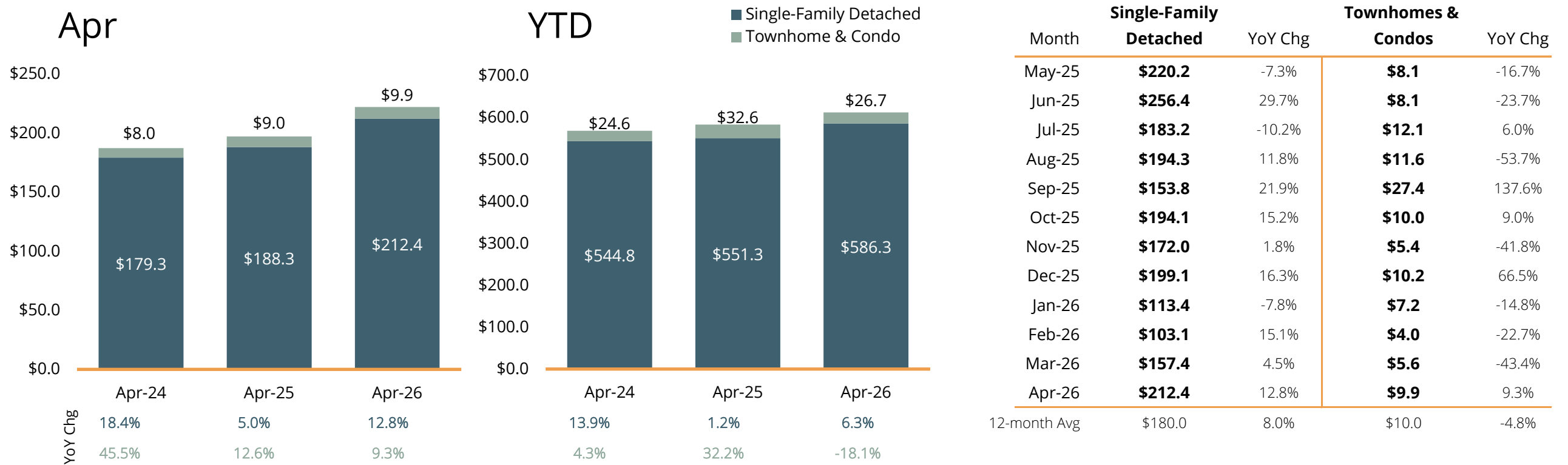
# Median Sales Price



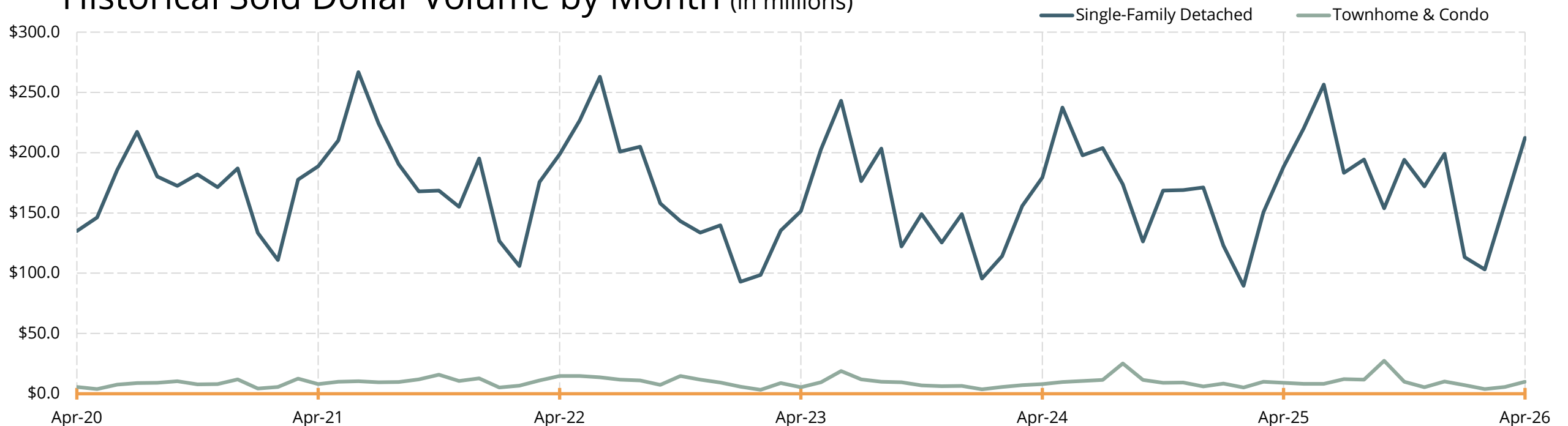
## Historical Median Sales Price by Month



# Sold Dollar Volume (in millions)

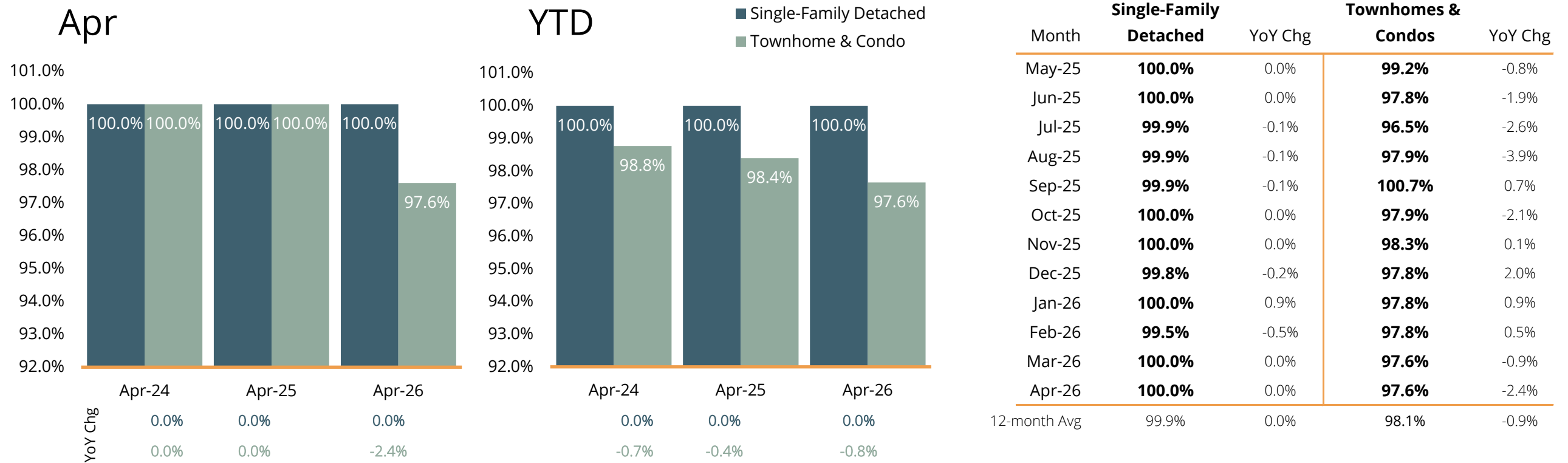


## Historical Sold Dollar Volume by Month (in millions)

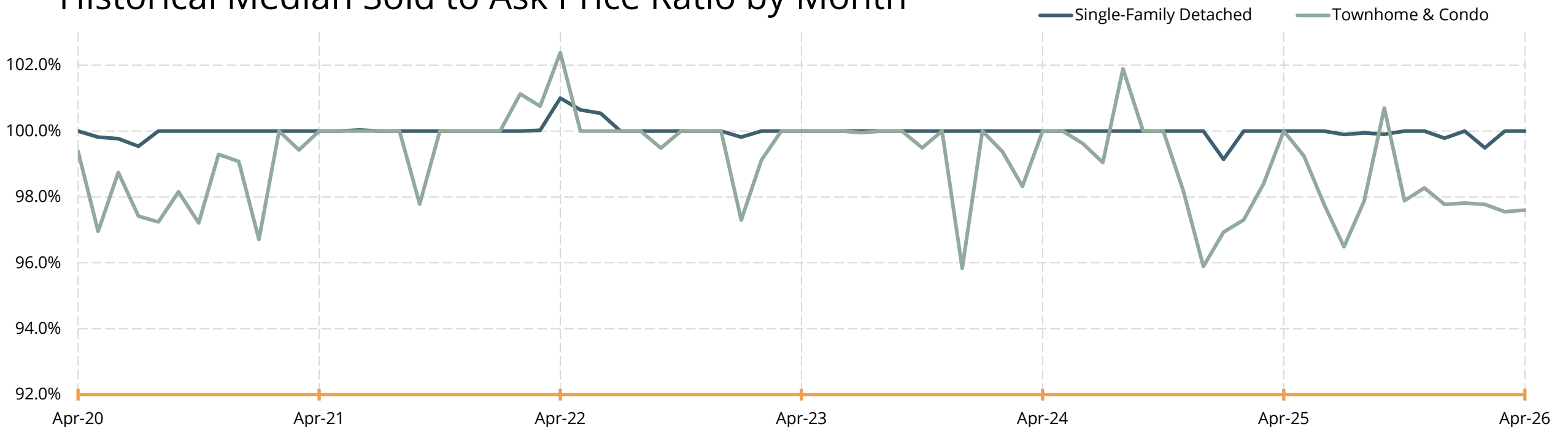


Source: Virginia REALTORS®, data accessed May 15, 2026

# Median Sold to Ask Price Ratio

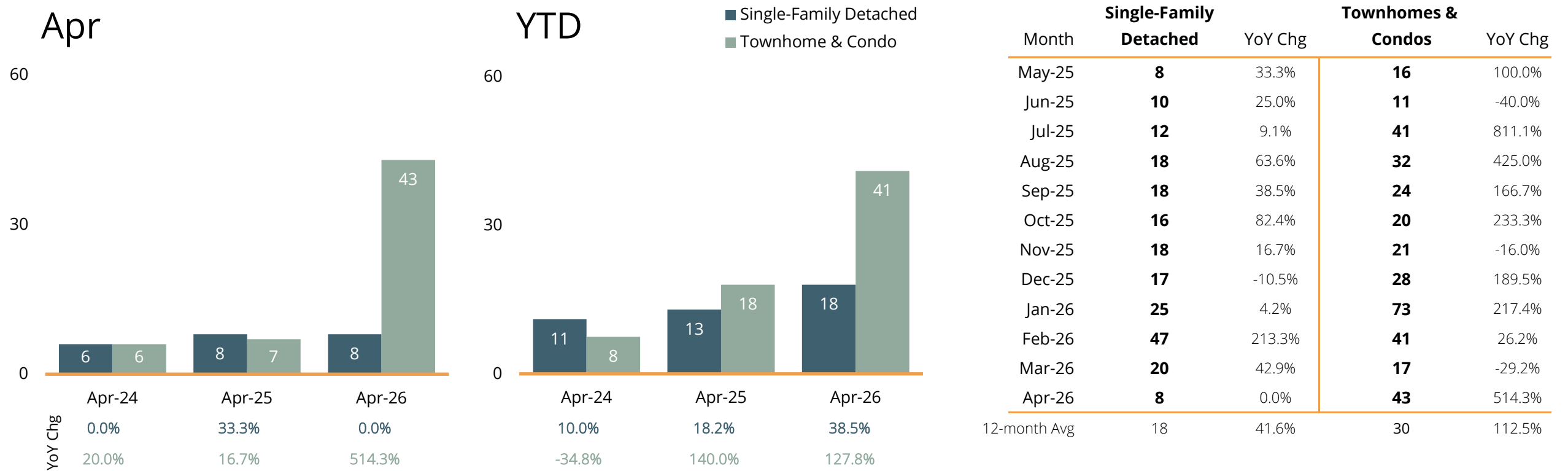


## Historical Median Sold to Ask Price Ratio by Month

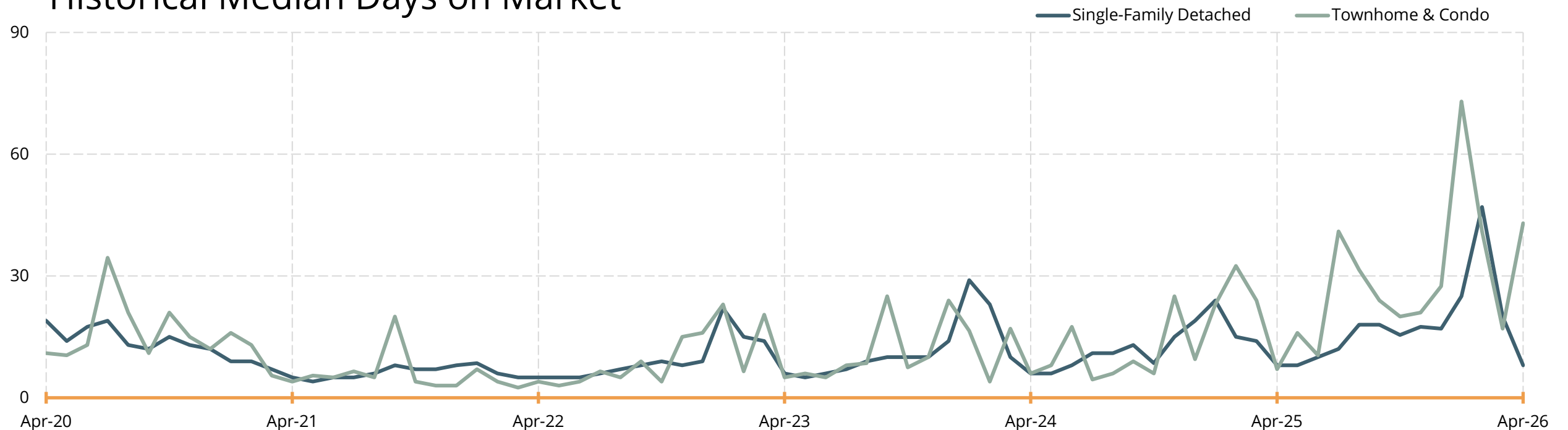


Source: Virginia REALTORS®, data accessed May 15, 2026

# Median Days on Market



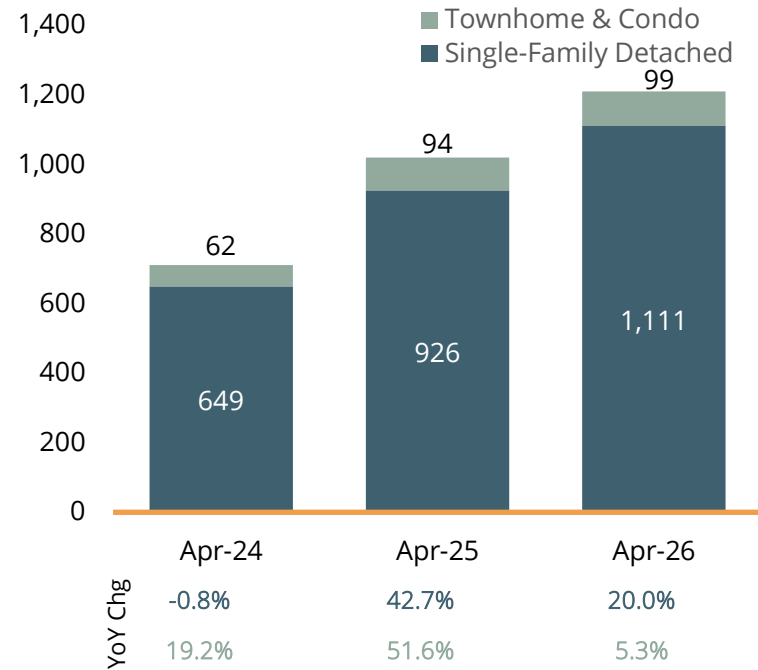
## Historical Median Days on Market



# Active Listings

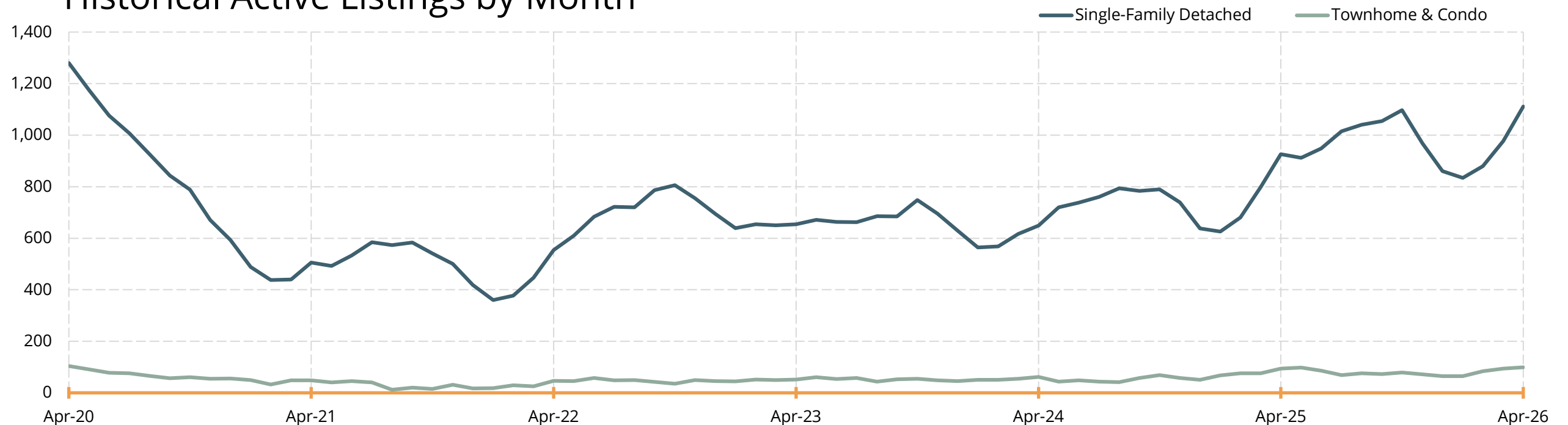


Apr



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jan-26	834	33.2%	65	-4.4%
Feb-26	880	29.4%	84	10.5%
Mar-26	977	22.3%	94	23.7%
Apr-26	1,111	20.0%	99	5.3%
12-month Avg	975	30.1%	80	32.4%

## Historical Active Listings by Month

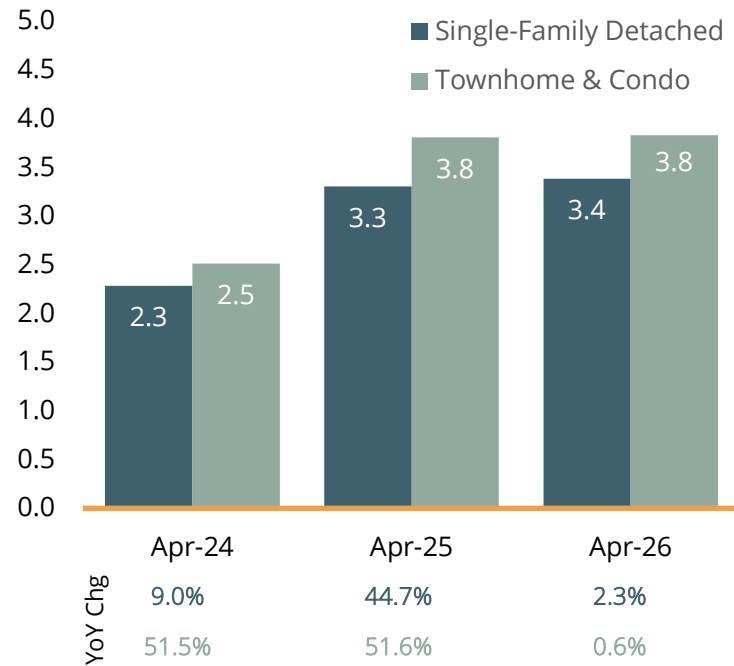


Source: Virginia REALTORS®, data accessed May 15, 2026

# Months of Supply

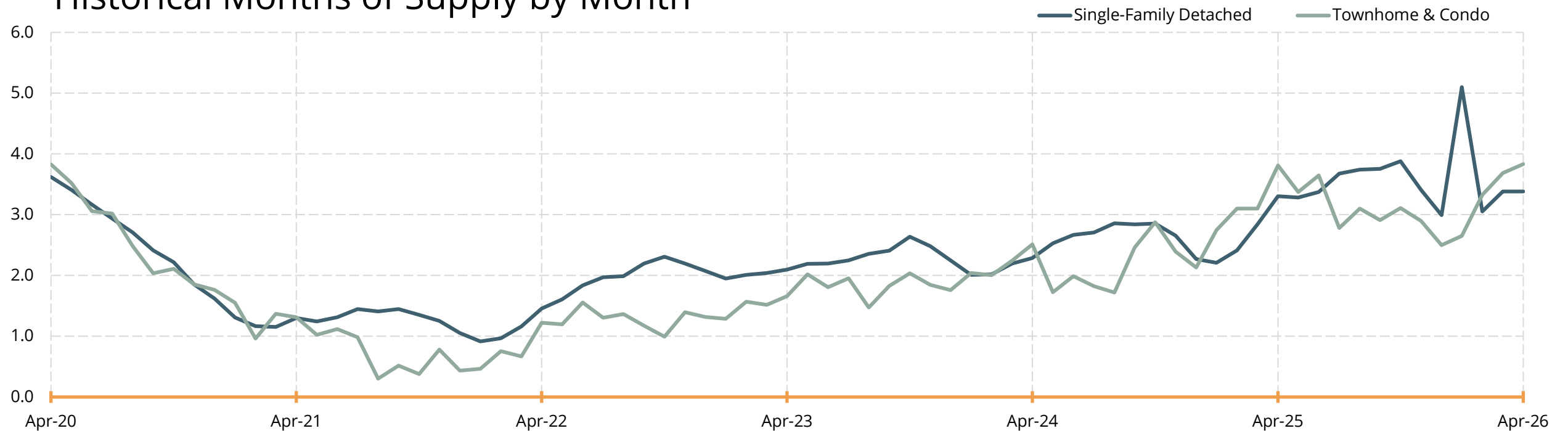


## Apr



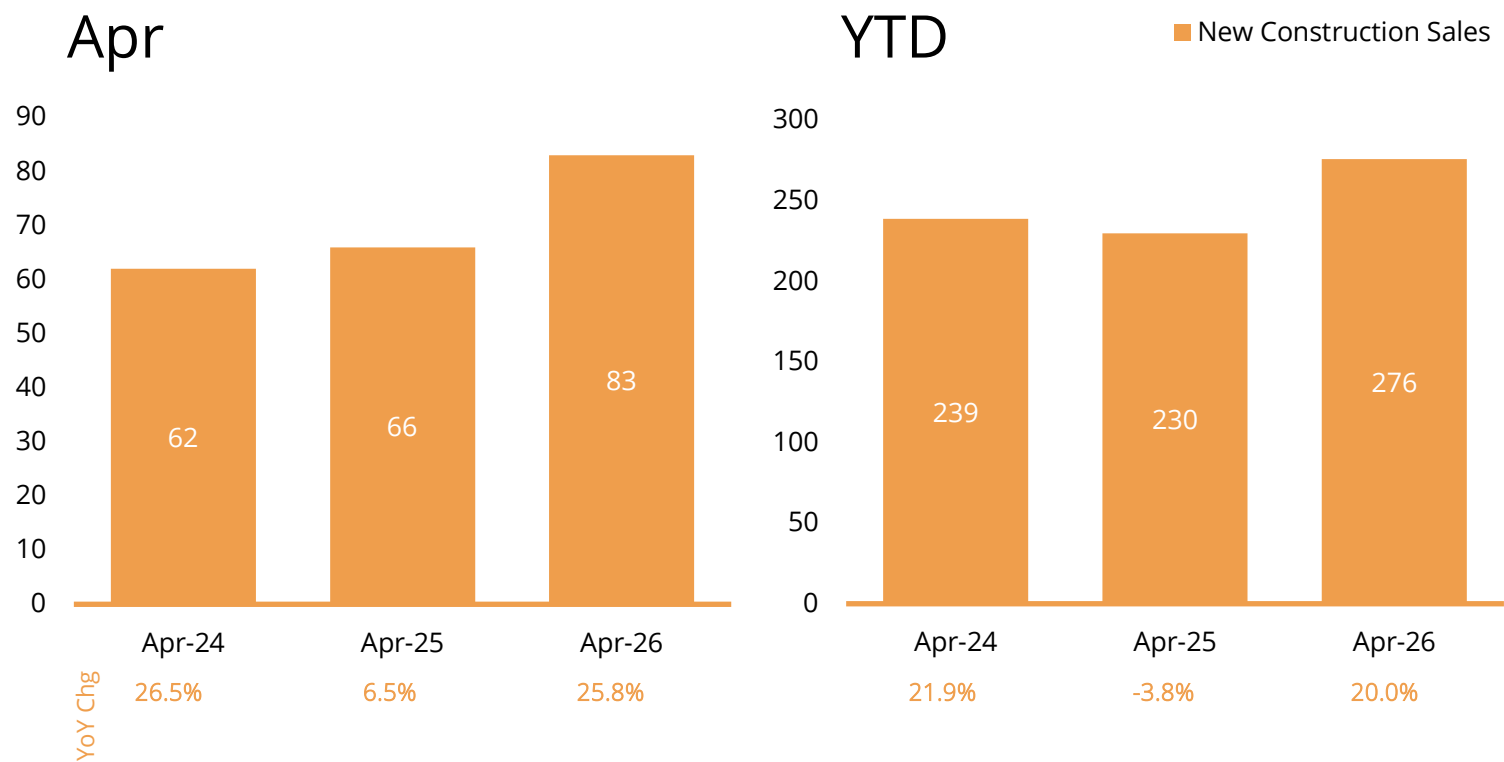
Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
May-25	3.3	29.7%	3.4	95.6%
Jun-25	3.4	26.4%	3.6	83.6%
Jul-25	3.7	35.7%	2.8	52.4%
Aug-25	3.7	30.7%	3.1	80.3%
Sep-25	3.8	32.3%	2.9	18.3%
Oct-25	3.9	36.0%	3.1	8.1%
Nov-25	3.4	28.2%	2.9	21.2%
Dec-25	3.0	31.7%	2.5	17.2%
Jan-26	5.1	130.8%	2.6	-3.6%
Feb-26	3.1	26.6%	3.3	7.2%
Mar-26	3.4	19.1%	3.7	18.8%
Apr-26	3.4	2.3%	3.8	0.6%
12-month Avg	3.6	33.8%	3.2	26.6%

## Historical Months of Supply by Month



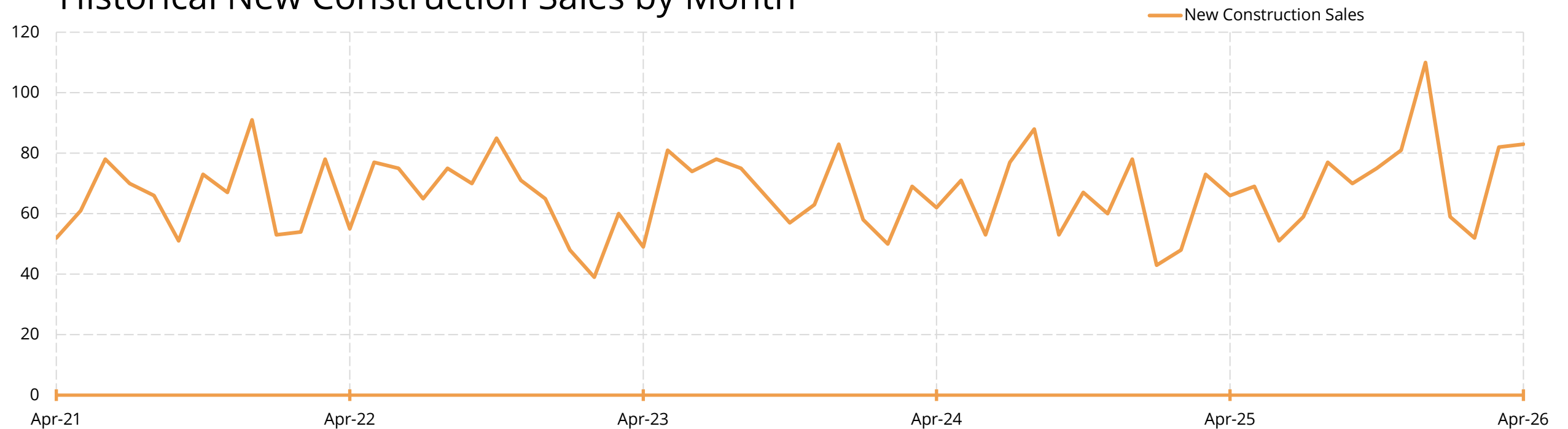
Source: Virginia REALTORS®, data accessed May 15, 2026

# New Construction Sales



Month	Sales	YoY Chg
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%
Nov-25	81	35.0%
Dec-25	110	41.0%
Jan-26	59	37.2%
Feb-26	52	8.3%
Mar-26	82	12.3%
Apr-26	83	25.8%
12-month Avg	72	11.7%

## Historical New Construction Sales by Month



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

# Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	267	<b>308</b>	15.4%	128	<b>146</b>	14.1%	\$547,800	<b>\$554,084</b>	1.1%	398	<b>465</b>	16.8%	3.1	<b>3.7</b>	18.5%
Charlottesville	107	<b>73</b>	-31.8%	38	<b>51</b>	34.2%	\$586,250	<b>\$485,000</b>	-17.3%	125	<b>109</b>	-12.8%	4.0	<b>3.0</b>	-25.1%
Fluvanna County	59	<b>91</b>	54.2%	41	<b>40</b>	-2.4%	\$350,000	<b>\$340,500</b>	-2.7%	71	<b>142</b>	100.0%	2.1	<b>4.0</b>	88.8%
Greene County	79	<b>79</b>	0.0%	28	<b>25</b>	-10.7%	\$440,338	<b>\$418,925</b>	-4.9%	70	<b>79</b>	12.9%	3.0	<b>2.5</b>	-17.0%
Louisa County	109	<b>198</b>	81.7%	70	<b>84</b>	20.0%	\$407,500	<b>\$421,000</b>	3.3%	256	<b>311</b>	21.5%	4.0	<b>4.9</b>	20.7%
Nelson County	45	<b>41</b>	-8.9%	16	<b>26</b>	62.5%	\$432,500	<b>\$295,000</b>	-31.8%	100	<b>104</b>	4.0%	4.0	<b>4.2</b>	5.4%

# Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	299	<b>921</b>	208.0%	390	<b>378</b>	-3.1%	\$540,394	<b>\$551,497</b>	2.1%	398	<b>465</b>	16.8%
Charlottesville	273	<b>258</b>	-5.5%	98	<b>131</b>	33.7%	\$493,000	<b>\$477,500</b>	-3.1%	125	<b>109</b>	-12.8%
Fluvanna County	206	<b>250</b>	21.4%	134	<b>122</b>	-9.0%	\$365,900	<b>\$344,500</b>	-5.8%	71	<b>142</b>	100.0%
Greene County	178	<b>217</b>	21.9%	82	<b>99</b>	20.7%	\$434,999	<b>\$405,000</b>	-6.9%	70	<b>79</b>	12.9%
Louisa County	438	<b>526</b>	20.1%	224	<b>249</b>	11.2%	\$385,000	<b>\$449,000</b>	16.6%	256	<b>311</b>	21.5%
Nelson County	160	<b>130</b>	-18.8%	88	<b>76</b>	-13.6%	\$435,000	<b>\$407,338</b>	-6.4%	100	<b>104</b>	4.0%

# Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	249	<b>287</b>	15.3%	119	<b>136</b>	14.3%	\$570,000	<b>\$582,715</b>	2.2%	367	<b>416</b>	13.4%	3.1	<b>3.2</b>	0.9%
Charlottesville	93	<b>59</b>	-36.6%	31	<b>42</b>	35.5%	\$618,000	<b>\$502,958</b>	-18.6%	100	<b>83</b>	-17.0%	3.9	<b>2.4</b>	-37.3%
Fluvanna County	59	<b>91</b>	54.2%	41	<b>40</b>	-2.4%	\$350,000	<b>\$340,500</b>	-2.7%	71	<b>142</b>	100.0%	2.1	<b>3.3</b>	54.4%
Greene County	79	<b>79</b>	0.0%	28	<b>25</b>	-10.7%	\$440,338	<b>\$418,925</b>	-4.9%	70	<b>79</b>	12.9%	3.0	<b>2.2</b>	-25.8%
Louisa County	107	<b>196</b>	83.2%	70	<b>83</b>	18.6%	\$407,500	<b>\$418,500</b>	2.7%	254	<b>308</b>	21.3%	4.0	<b>4.5</b>	11.5%
Nelson County	35	<b>36</b>	2.9%	9	<b>18</b>	100.0%	\$461,000	<b>\$392,500</b>	-14.9%	64	<b>83</b>	29.7%	3.7	<b>4.9</b>	34.1%

# Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	774	<b>841</b>	8.7%	360	<b>353</b>	-1.9%	\$550,000	<b>\$585,000</b>	6.4%	367	<b>416</b>	13.4%
Charlottesville	229	<b>213</b>	-7.0%	78	<b>110</b>	41.0%	\$529,000	<b>\$500,333</b>	-5.4%	100	<b>83</b>	-17.0%
Fluvanna County	205	<b>250</b>	22.0%	133	<b>122</b>	-8.3%	\$367,945	<b>\$344,500</b>	-6.4%	71	<b>142</b>	100.0%
Greene County	178	<b>217</b>	21.9%	82	<b>99</b>	20.7%	\$434,999	<b>\$405,000</b>	-6.9%	70	<b>79</b>	12.9%
Louisa County	435	<b>519</b>	19.3%	222	<b>248</b>	11.7%	\$385,000	<b>\$449,000</b>	16.6%	254	<b>308</b>	21.3%
Nelson County	105	<b>103</b>	-1.9%	57	<b>49</b>	-14.0%	\$501,250	<b>\$475,000</b>	-5.2%	64	<b>83</b>	29.7%

# Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	18	<b>21</b>	16.7%	9	<b>10</b>	11.1%	\$295,000	<b>\$242,500</b>	-17.8%	31	<b>49</b>	58%	3.0	<b>4.2</b>	41%
Charlottesville	14	<b>14</b>	0.0%	7	<b>9</b>	28.6%	\$285,000	<b>\$300,000</b>	5.3%	25	<b>26</b>	4.0%	4.5	<b>4.7</b>	4.0%
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	0.0	<b>0.0</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	0.0	<b>0.0</b>	n/a
Louisa County	2	<b>2</b>	0.0%	0	<b>1</b>	n/a	\$0	<b>\$2,175,000</b>	n/a	2	<b>3</b>	50.0%	3.0	<b>9.0</b>	200.0%
Nelson County	10	<b>5</b>	-50.0%	7	<b>8</b>	14.3%	\$330,000	<b>\$230,000</b>	-30.3%	36	<b>21</b>	-41.7%	4.7	<b>2.6</b>	-45.2%

# Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg	Apr-25	Apr-26	% chg
Albemarle County	67	<b>80</b>	19.4%	30	<b>25</b>	-16.7%	\$340,000	<b>\$245,000</b>	-27.9%	31	<b>49</b>	58.1%
Charlottesville	44	<b>45</b>	2.3%	20	<b>21</b>	5.0%	\$303,000	<b>\$382,500</b>	26.2%	25	<b>26</b>	4.0%
Fluvanna County	1	<b>0</b>	-100.0%	1	<b>0</b>	-100.0%	\$293,288	<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>	#DIV/0!	0	<b>0</b>	n/a
Louisa County	3	<b>7</b>	133.3%	2	<b>1</b>	-50.0%	\$537,500	<b>\$2,175,000</b>	304.7%	2	<b>3</b>	50.0%
Nelson County	55	<b>27</b>	-50.9%	31	<b>27</b>	-12.9%	\$290,000	<b>\$259,000</b>	-10.7%	36	<b>21</b>	-41.7%



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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.