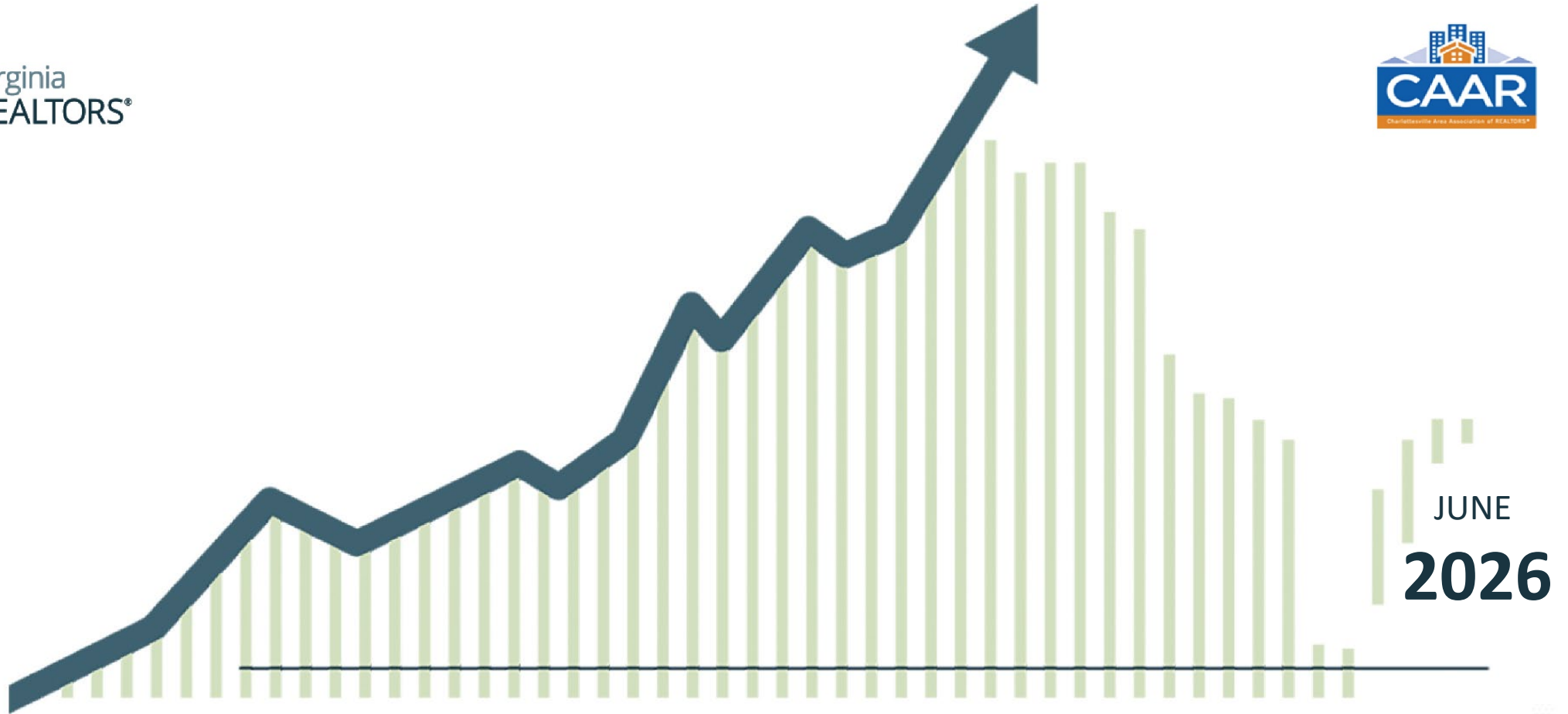




CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: June 2026

- For the third consecutive month, sales jumped across the CAAR market.** There were 464 sales this month, increasing 17.8%, which is 70 more sales than last year. Sales went up the most in Albemarle County with 23 more home sales than a year ago (+12.6%) and in Louisa County with 21 additional sales (+30.9%). Fluvanna County had 19 more sales compared to last June, representing a 61.3% rise in activity. After decreasing last month, home sales were flat in Nelson County and Charlottesville this month.
- Regionwide, pending sales continued to increase in the month of June.** Pending sales grew 11.0% in the CAAR area resulting in 372 total pending sales, 37 more than the previous year. Activity increased across all local markets this month. For the fourth straight month, sales jumped in Albemarle County with 11 more than a year ago (+8.1%). Nelson County had seven more pending sales compared to the same time last June (+25.9%).
- Home prices dipped in the CAAR footprint this month.** The median price of a home was \$491,816 in June, \$8,185 less than a year earlier, decreasing by 1.6%. In Nelson County, prices fell 8.8% bringing the median sales price to \$444,450 in the area, down \$43,050 from the previous year. Fluvanna County also experienced a decline in sales price with homes costing \$32,000 less than last year (-7.7%).
- The rise in active listings and new listings led to more supply in the CAAR area.** June ended with 1,363 listings, 329 more than the year prior, a 31.8% surge in activity. The two markets with the biggest influx of listings were Albemarle County with 169 more than last year (+45.7%) and Louisa County with 62 additional listings on the market (+21.8%). Listings dipped for the third straight month in Charlottesville with three fewer than a year ago (-2.9%).



CAAR Market Dashboard

YoY Chg	Jun-26	Indicator
▲ 17.8%	464	Sales
▲ 11.0%	372	Pending Sales
▲ 33.5%	637	New Listings
▼ -0.2%	\$499,000	Median List Price
▼ -1.6%	\$491,816	Median Sales Price
▼ -3.3%	\$274	Median Price Per Square Foot
▲ 8.6%	\$287.4	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 50.0%	15	Median Days on Market
▲ 31.8%	1,363	Active Listings
▲ 34.2%	4.2	Months of Supply
▲ 49.0%	76	New Construction Sales

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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.

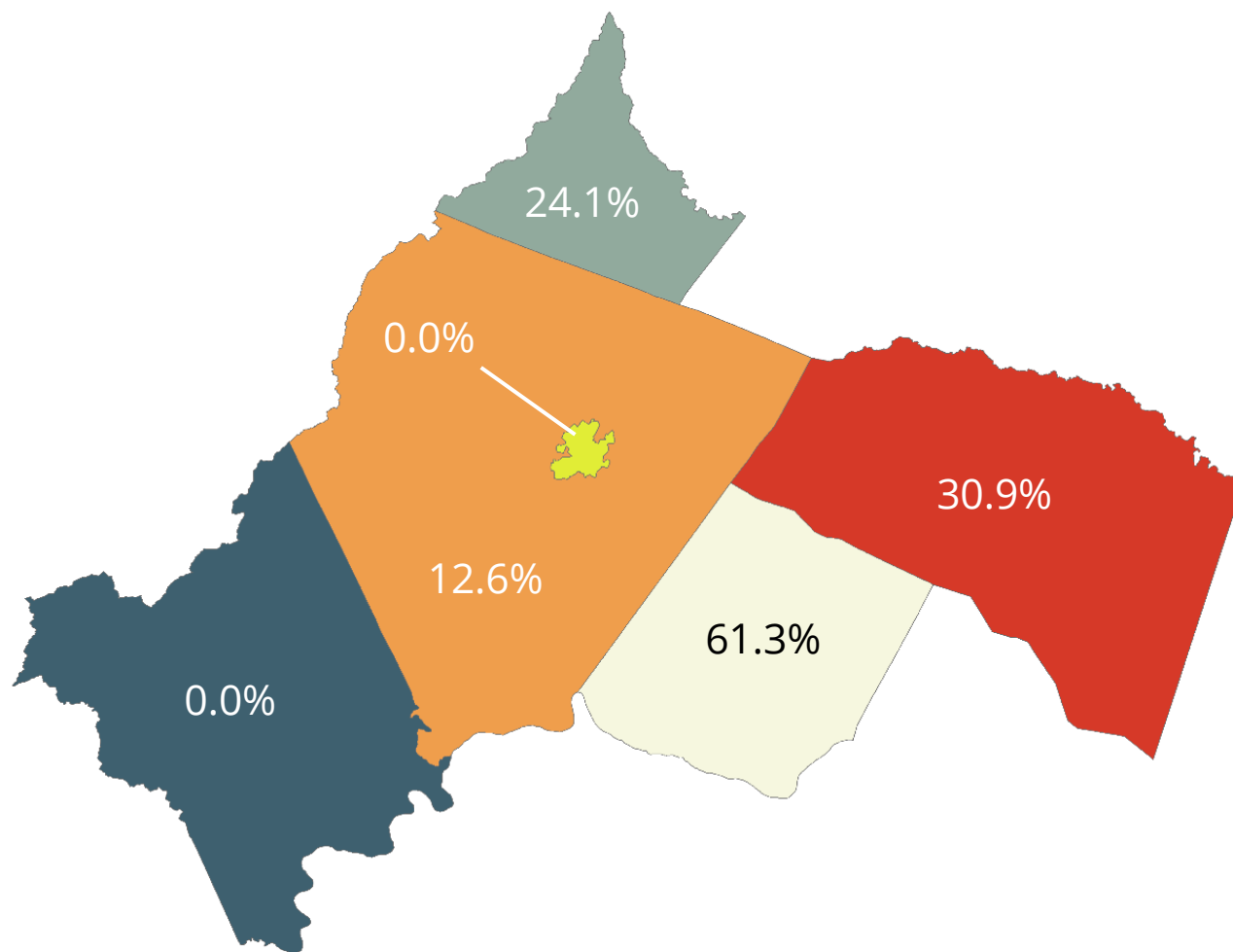
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

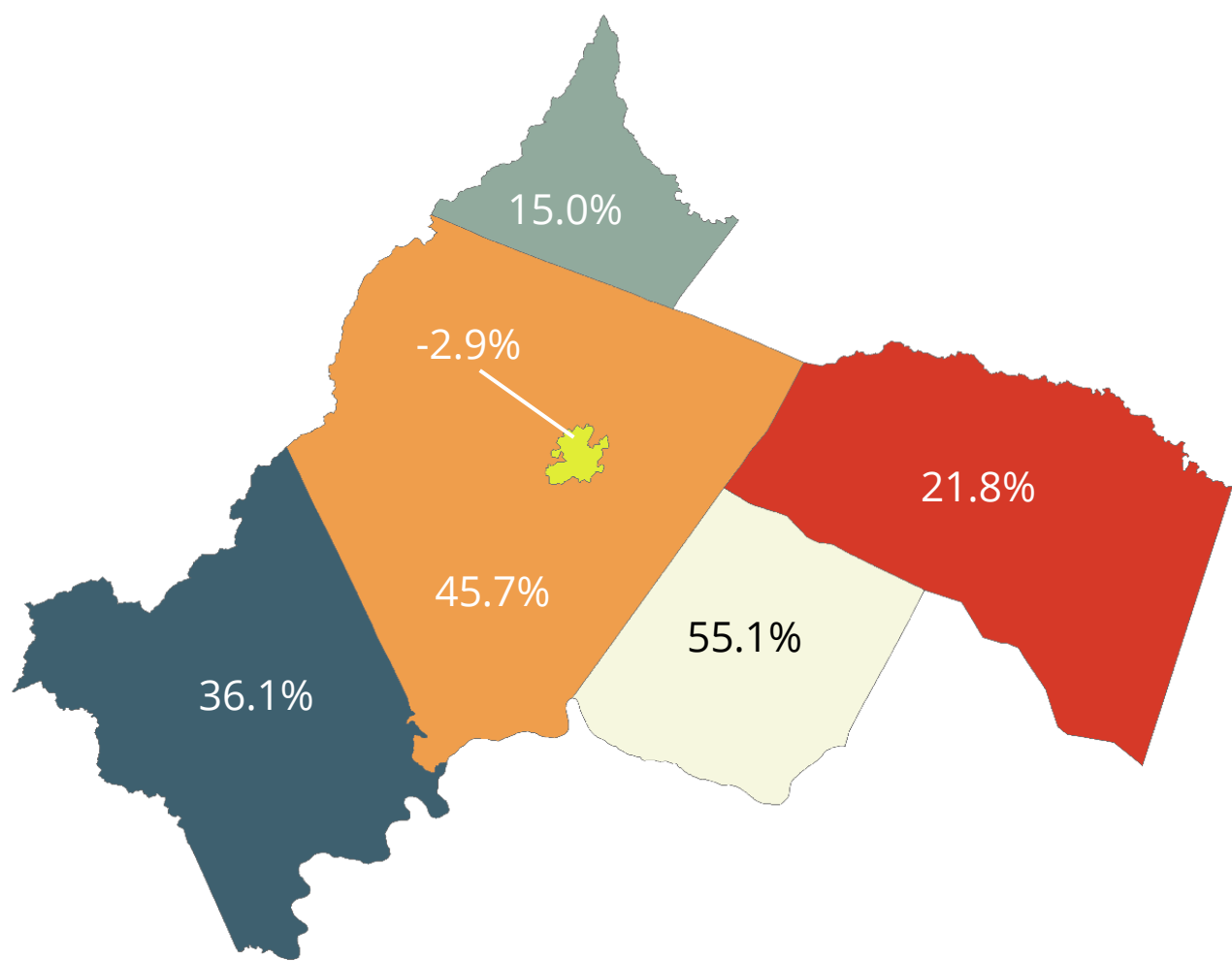


Market Activity - CAAR Footprint



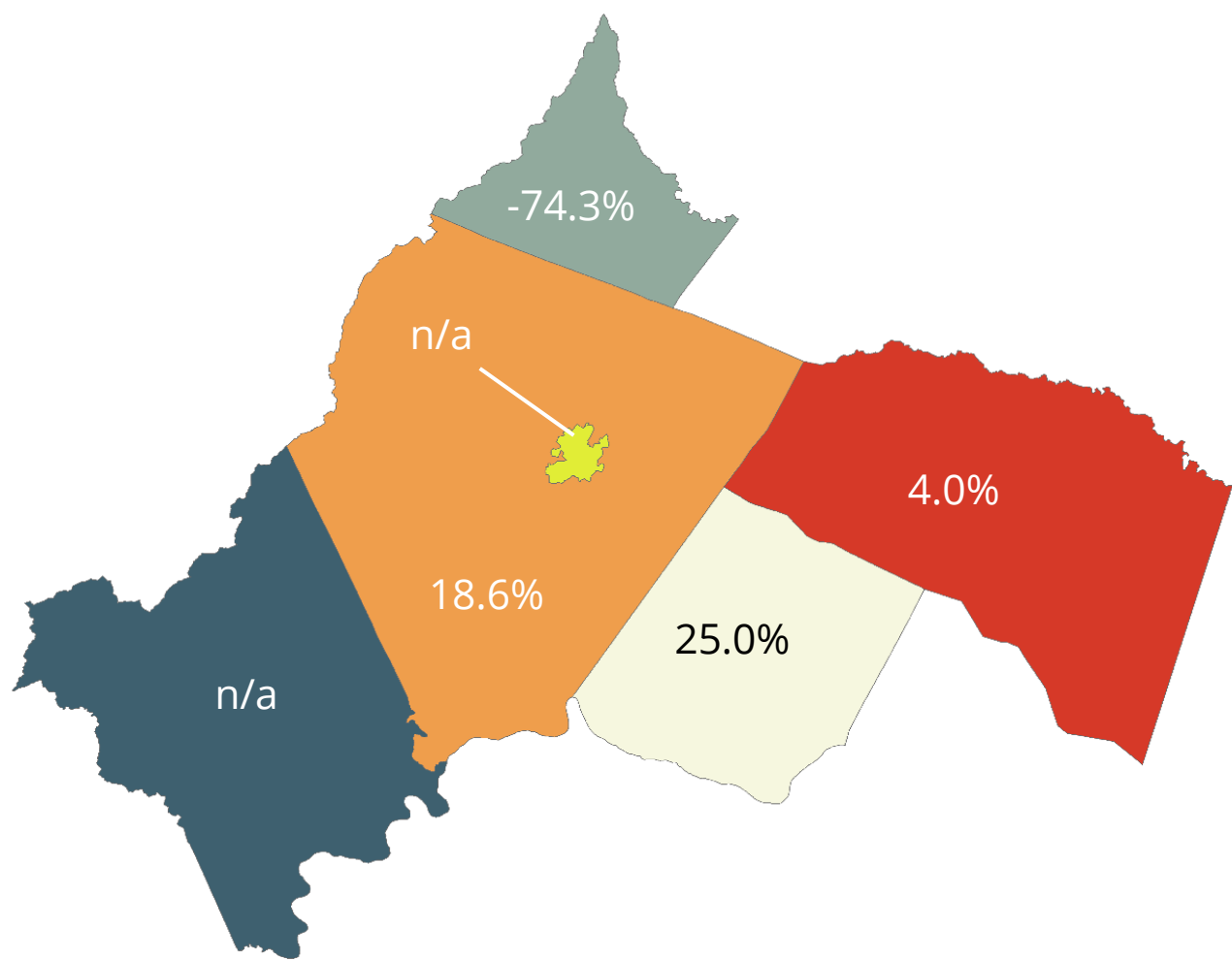
Jurisdiction	Total Sales		
	Jun-25	Jun-26	% Chg
Albemarle County	182	205	12.6%
Charlottesville	56	56	0.0%
Fluvanna County	31	50	61.3%
Greene County	29	36	24.1%
Louisa County	68	89	30.9%
Nelson County	28	28	0.0%
CAAR	394	464	17.8%

Active Listings: Total Inventory (includes proposed listings)



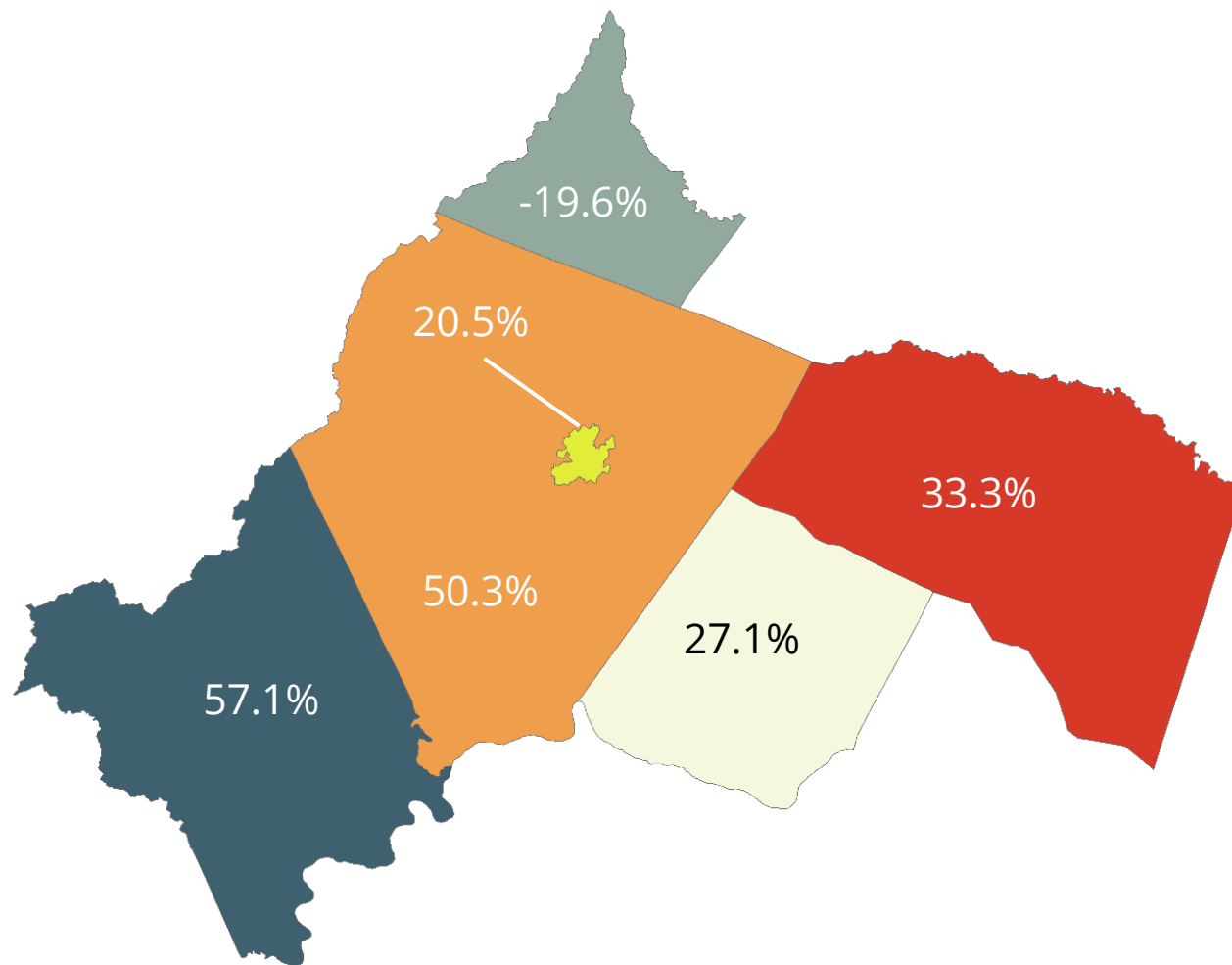
Jurisdiction	Active Listings		
	Total Inventory		
	Jun-25	Jun-26	% Chg
Albemarle County	370	539	45.7%
Charlottesville	105	102	-2.9%
Fluvanna County	98	152	55.1%
Greene County	80	92	15.0%
Louisa County	284	346	21.8%
Nelson County	97	132	36.1%
CAAR	1034	1,363	31.8%

Active Listings: Proposed Listings



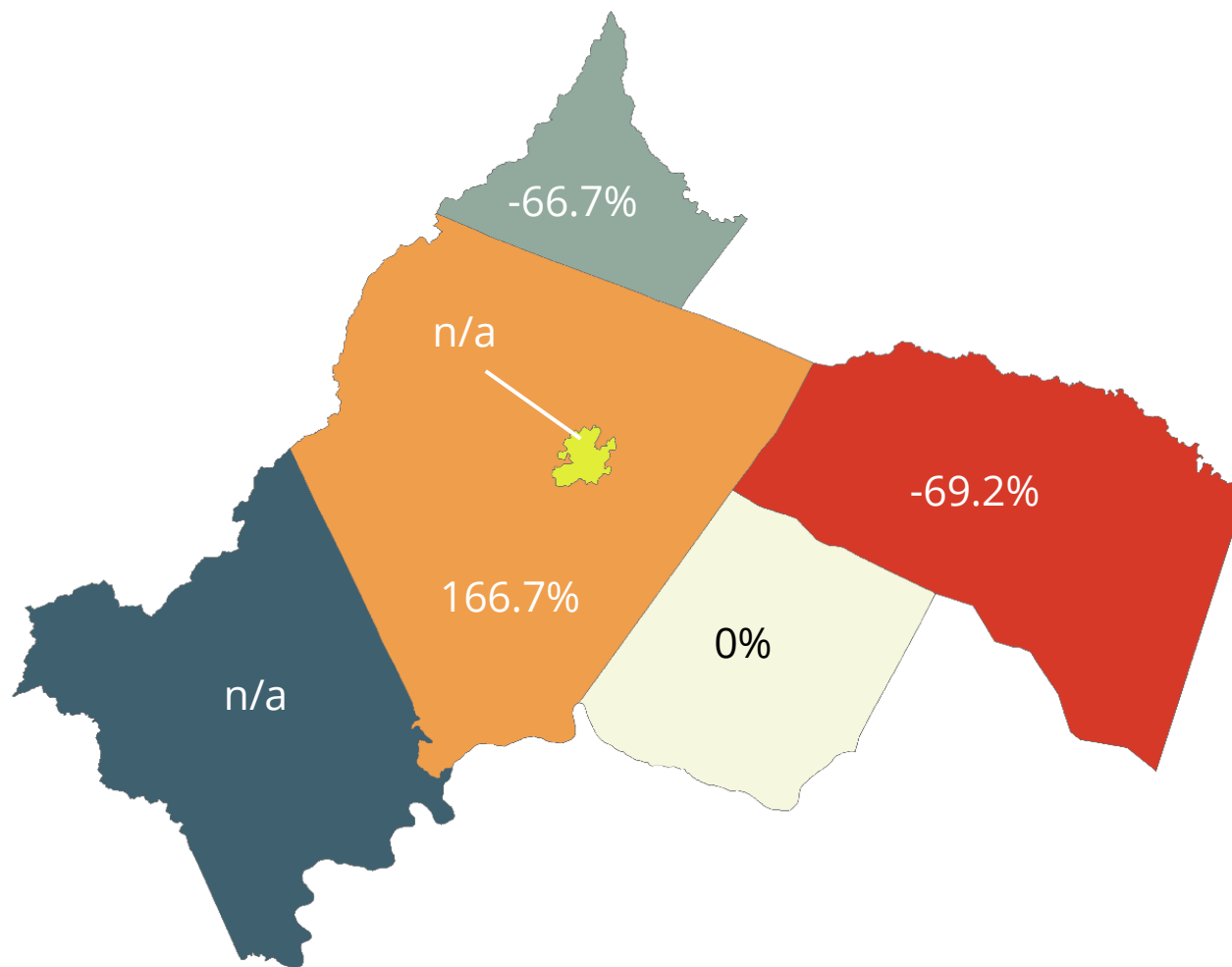
Jurisdiction	Active Listings		% Chg
	Jun-25	Jun-26	
Albemarle County	97	115	18.6%
Charlottesville	0	2	n/a
Fluvanna County	8	10	25.0%
Greene County	74	19	-74.3%
Louisa County	25	26	4.0%
Nelson County	0	2	n/a
CAAR	204	174	-14.7%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		
	Total Inventory		
	Jun-25	Jun-26	% Chg
Albemarle County	179	269	50.3%
Charlottesville	39	47	20.5%
Fluvanna County	48	61	27.1%
Greene County	56	45	-19.6%
Louisa County	120	160	33.3%
Nelson County	35	55	57.1%
CAAR	477	637	33.5%

New Listings: Proposed Listings



<i>Jurisdiction</i>	New Listings		
	Proposed Listings		
	Jun-25	Jun-26	% Chg
Albemarle County	3	8	166.7%
Charlottesville	0	1	n/a
Fluvanna County	1	1	0.0%
Greene County	30	10	-66.7%
Louisa County	13	4	-69.2%
Nelson County	0	1	n/a
CAAR	47	25	-46.8%

Total Market Overview



Key Metrics	2-year Trends	Jun-25	Jun-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jun-24		Jun-26				
Sales		394	464	17.8%	1,782	1,924	8.0%
Pending Sales		335	372	11.0%	2,094	2,299	9.8%
New Listings		477	637	33.5%	3,124	3,636	16.4%
Median List Price		\$500,000	\$499,000	-0.2%	\$475,000	\$470,918	-0.9%
Median Sales Price		\$500,000	\$491,816	-1.6%	\$471,980	\$470,000	-0.4%
Median Price Per Square Foot		\$283	\$274	-3.3%	\$269	\$269	0.3%
Sold Dollar Volume (in millions)		\$264.6	\$287.4	8.6%	\$1,076.8	\$1,161.6	7.9%
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Median Days on Market		10	15	50.0%	11	16	45.5%
Active Listings		1,034	1,363	31.8%	n/a	n/a	n/a
Months of Supply		3.1	4.2	34.2%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jun-25	Jun-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jun-24		Jun-26				
Sales		368	441	19.8%	1,647	1,802	9.4%
Pending Sales		299	347	16.1%	1,935	2,130	10.1%
New Listings		439	567	29.2%	2,879	3,346	16.2%
Median List Price		\$529,950	\$504,480	-4.8%	\$489,000	\$487,223	-0.4%
Median Sales Price		\$521,000	\$500,000	-4.0%	\$485,000	\$484,750	-0.1%
Median Price Per Square Foot		\$284	\$276	-3.0%	\$268	\$270	0.6%
Sold Dollar Volume (in millions)		\$256.4	\$279.3	8.9%	\$1,028.0	\$1,118.7	8.8%
Median Sold/Ask Price Ratio		100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Median Days on Market		10	14	40.0%	11	15	36.4%
Active Listings		948	1,235	30.3%	n/a	n/a	n/a
Months of Supply		3.1	4.1	32.4%	n/a	n/a	n/a

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

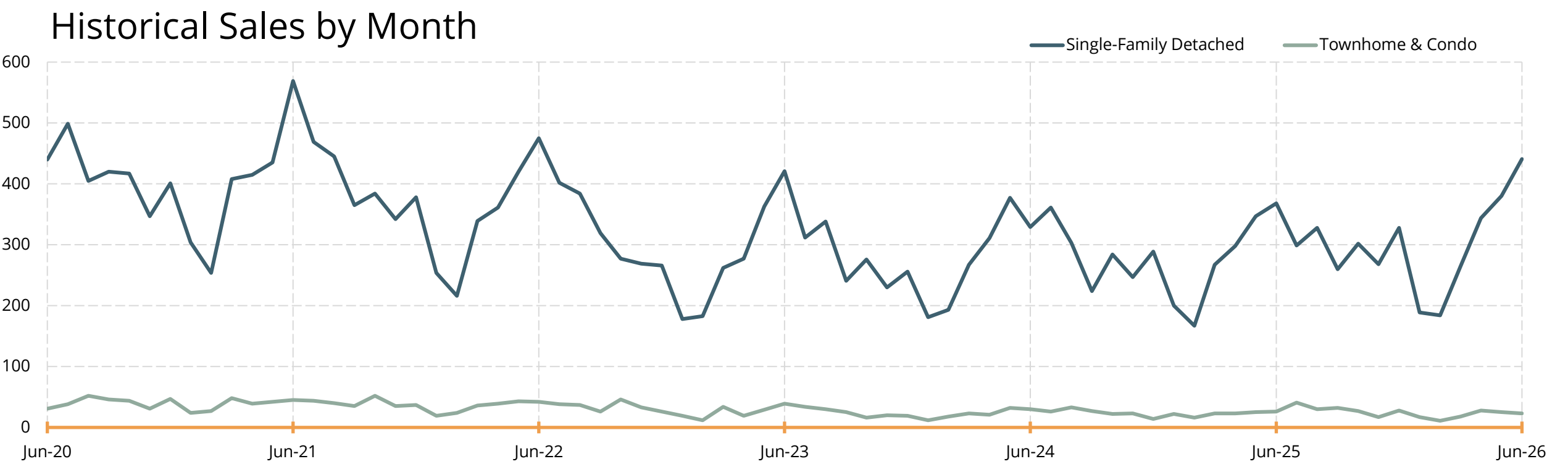
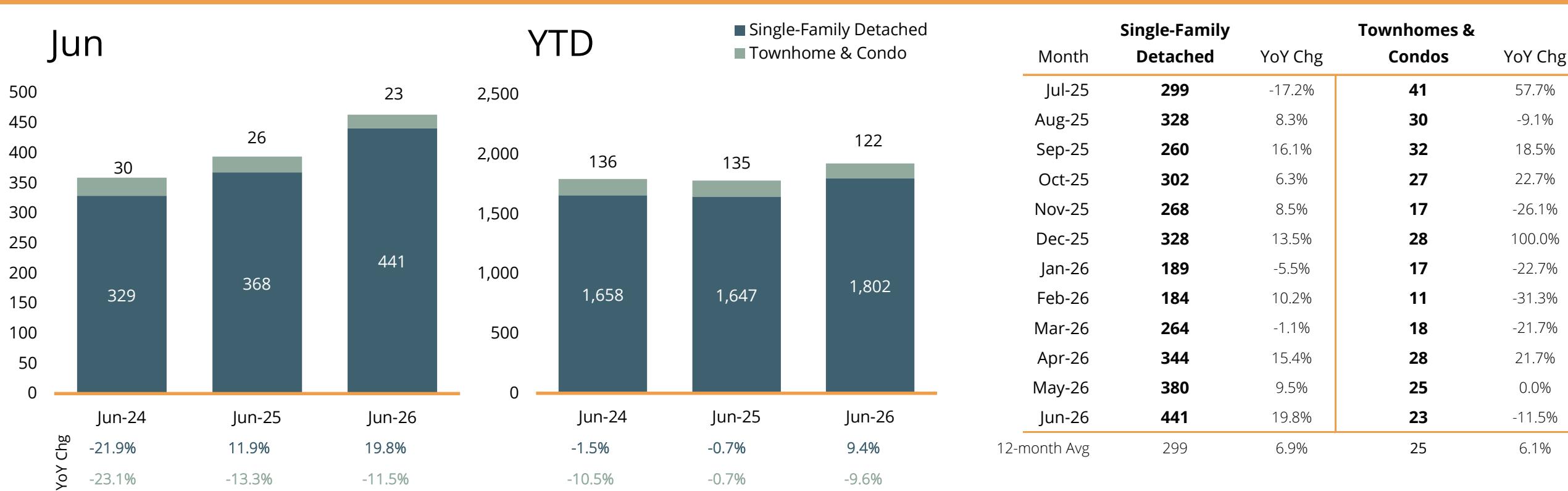
Townhome & Condo Market Overview



Key Metrics	2-year Trends	Jun-25	Jun-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jun-24Jun-26						
Sales		26	23	-11.5%	135	122	-9.6%
Pending Sales		36	25	-30.6%	159	169	6.3%
New Listings		38	70	84.2%	245	290	18.4%
Median List Price		\$264,988	\$349,000	31.7%	\$300,000	\$299,000	-0.3%
Median Sales Price		\$255,000	\$350,000	37.3%	\$294,500	\$286,500	-2.7%
Median Price Per Square Foot		\$265	\$262	-1.1%	\$286	\$265	-7.2%
Sold Dollar Volume (in millions)		\$8.1	\$8.1	-0.1%	\$48.9	\$42.9	-12.3%
Median Sold/Ask Price Ratio		97.8%	99.5%	1.8%	98.6%	98.0%	-0.7%
Median Days on Market		11	28	166.7%	15	29	100.0%
Active Listings		86	128	48.8%	n/a	n/a	n/a
Months of Supply		3.3	5.0	54.4%	n/a	n/a	n/a

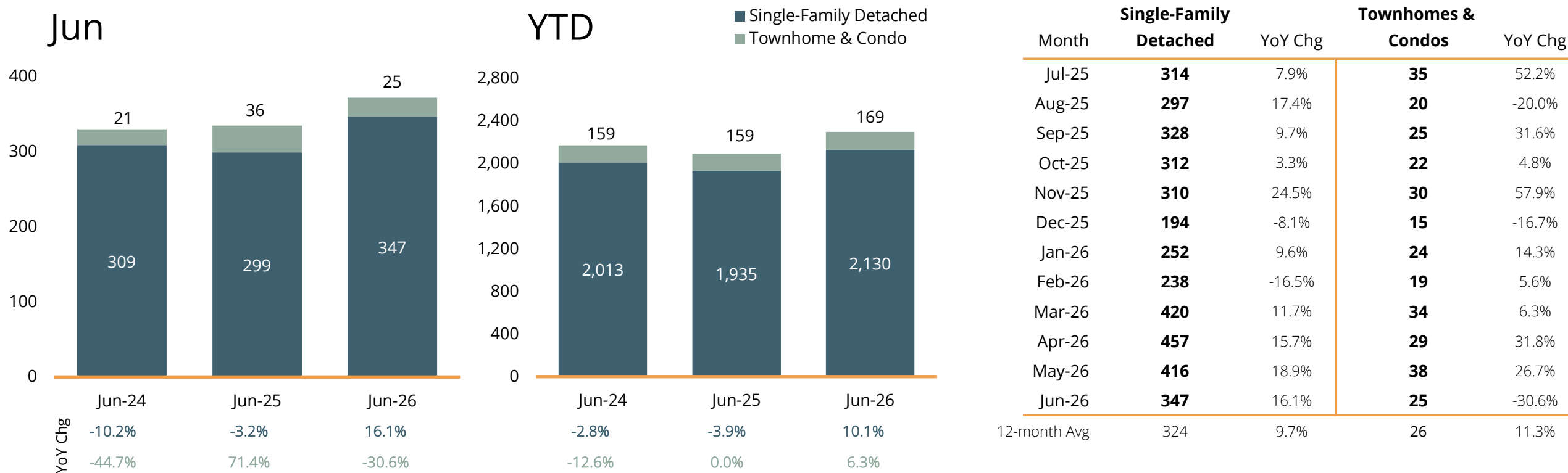
Source: Virginia REALTORS®, data accessed July 15, 2026

Sales

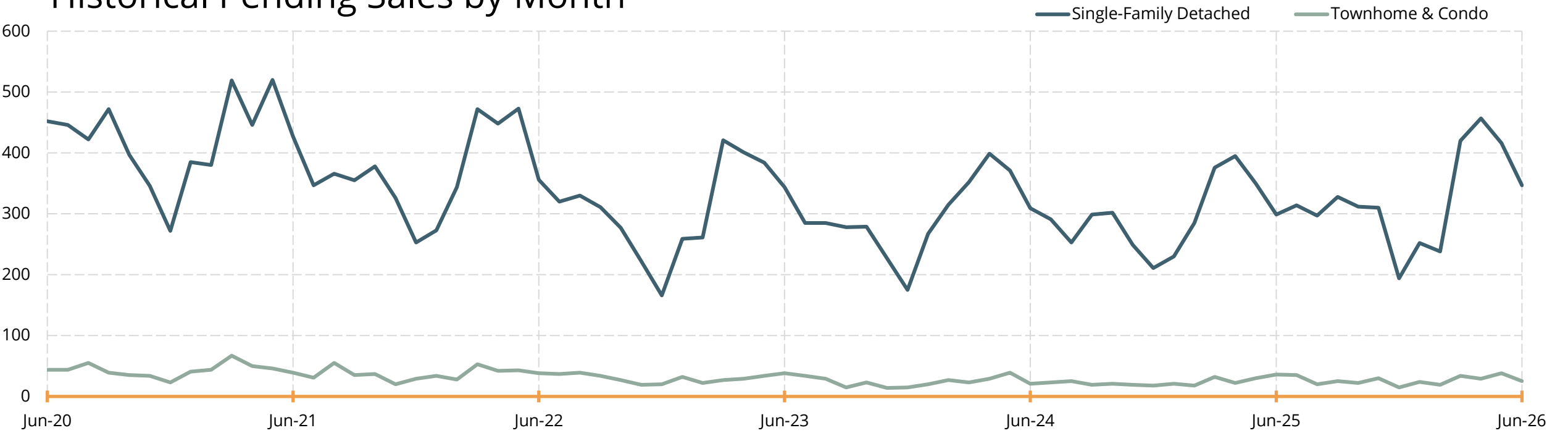


Source: Virginia REALTORS®, data accessed July 15, 2026

Pending Sales

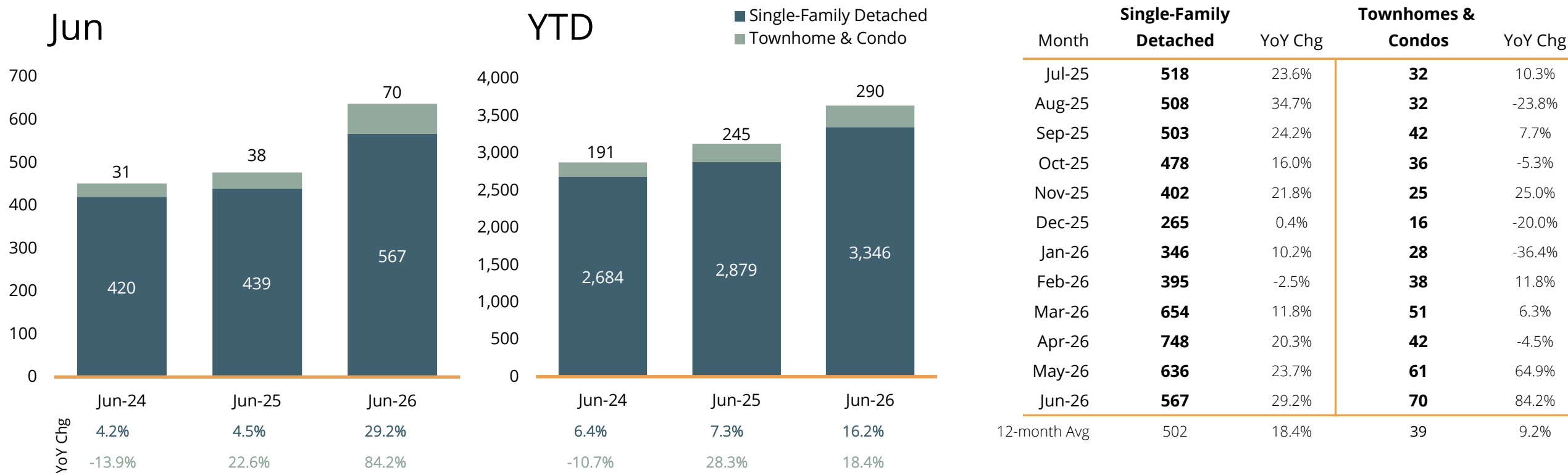


Historical Pending Sales by Month

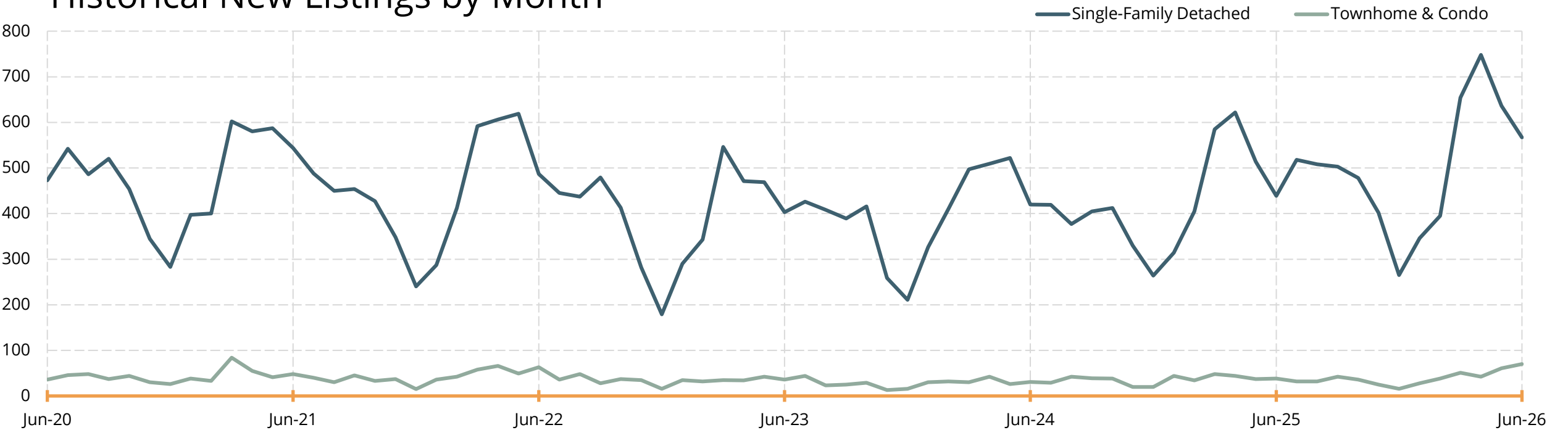


Source: Virginia REALTORS®, data accessed July 15, 2026

New Listings

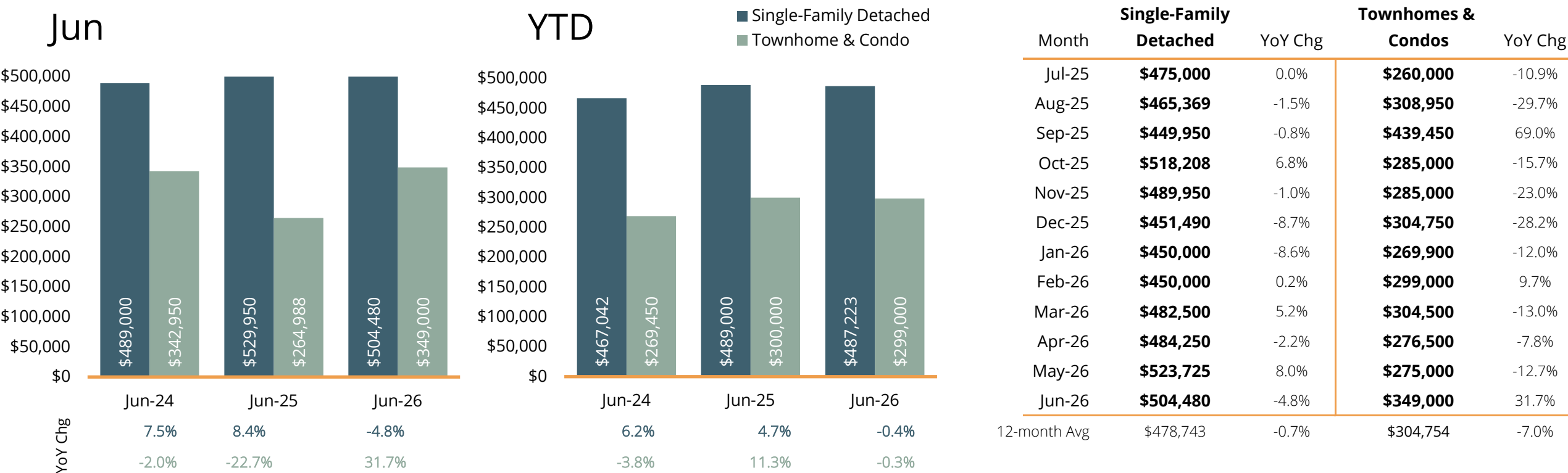


Historical New Listings by Month

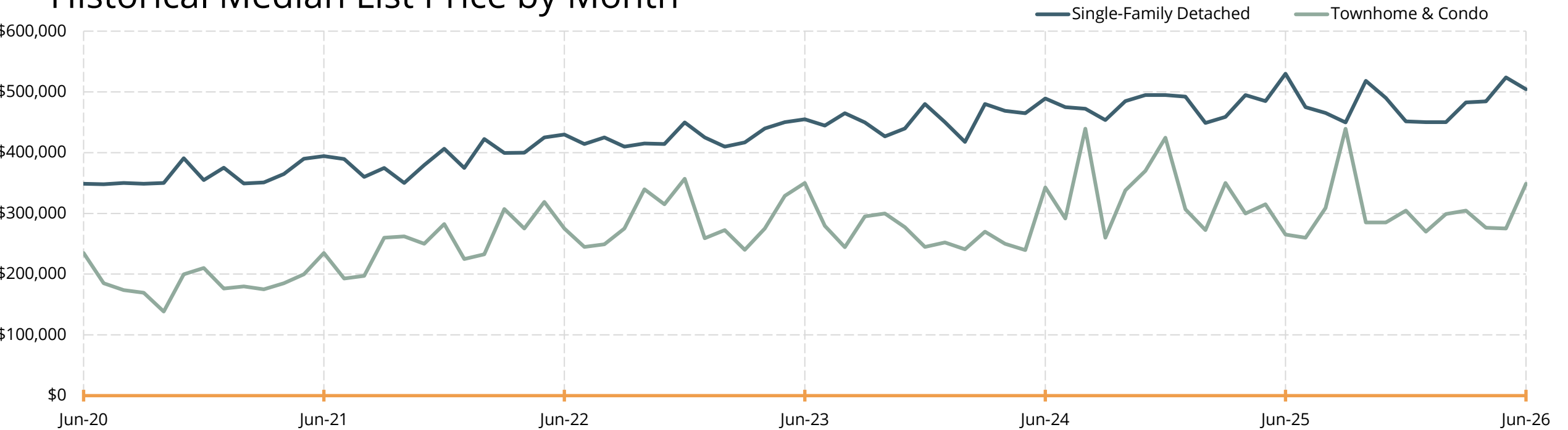


Source: Virginia REALTORS®, data accessed July 15, 2026

Median List Price

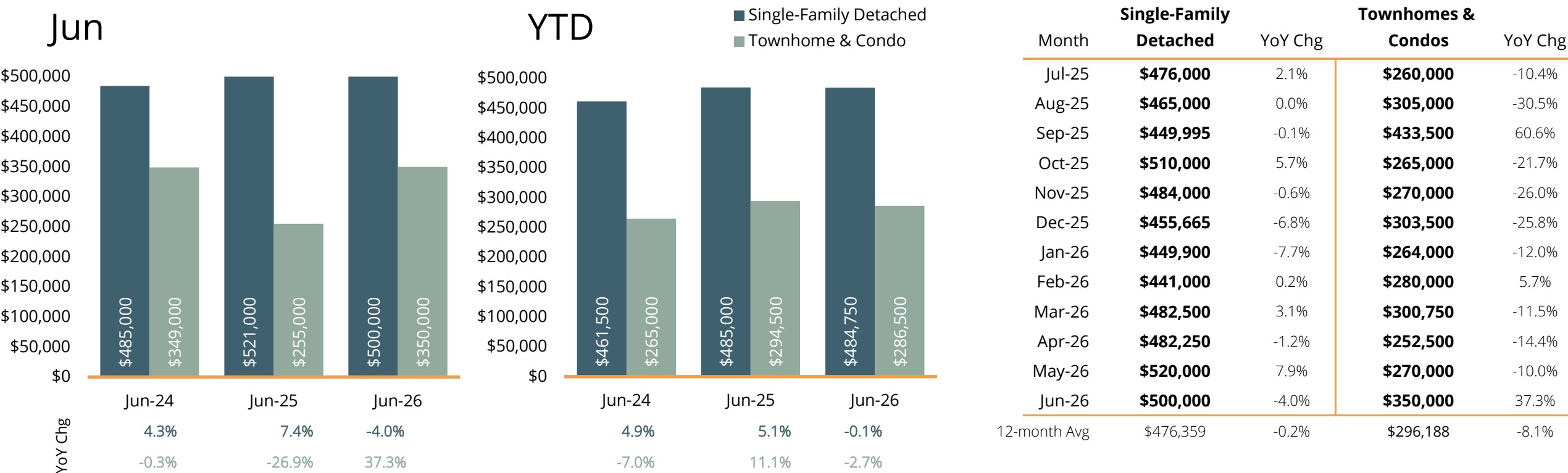


Historical Median List Price by Month

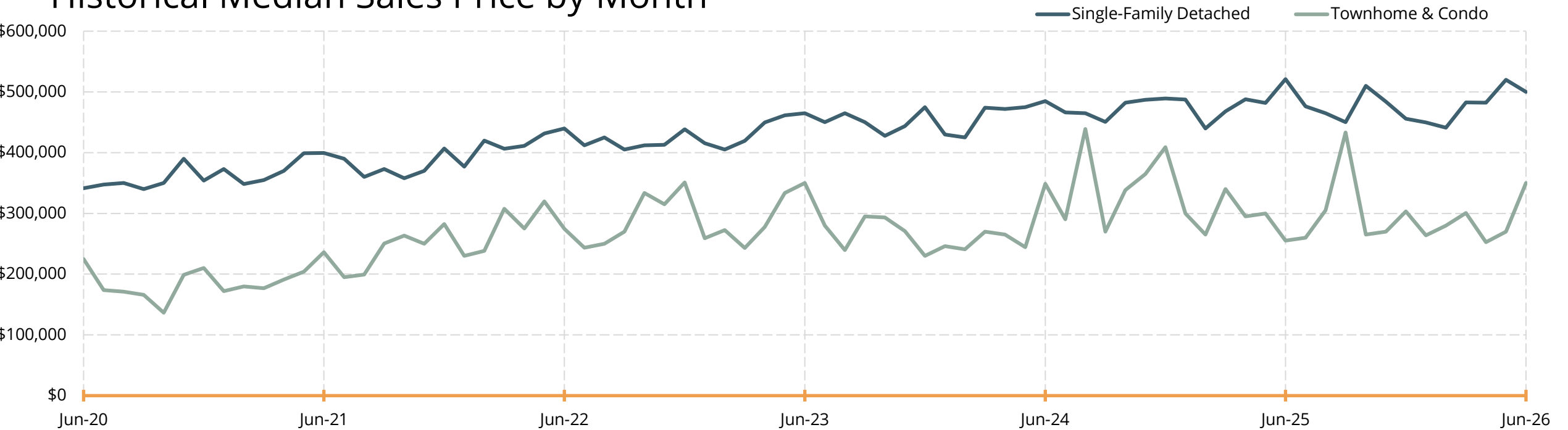


Source: Virginia REALTORS®, data accessed July 15, 2026

Median Sales Price

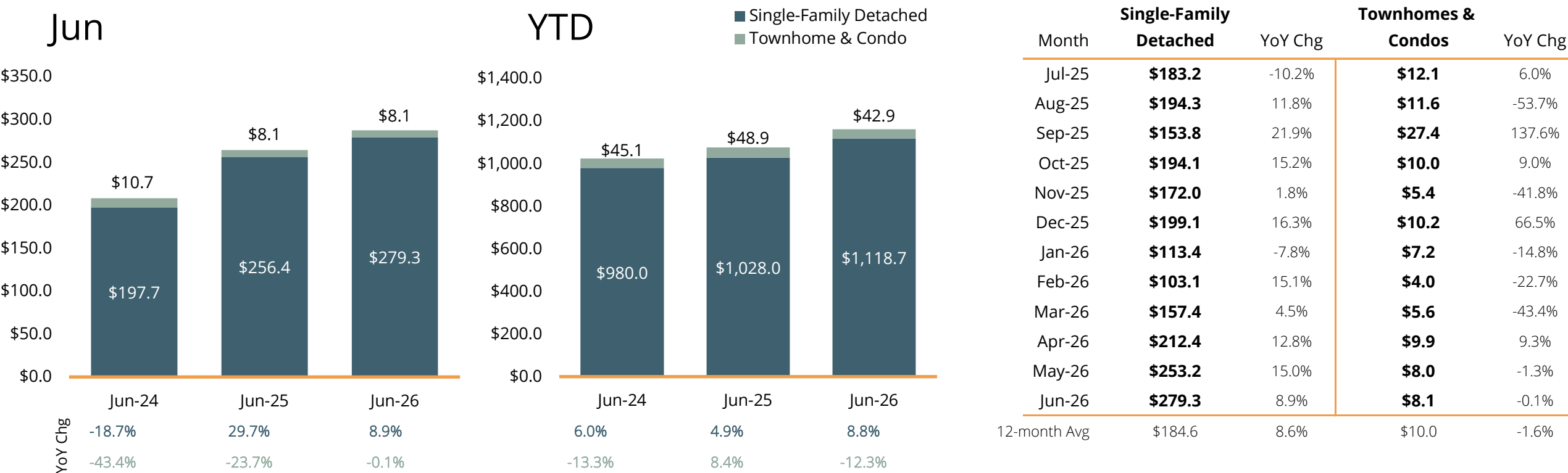


Historical Median Sales Price by Month

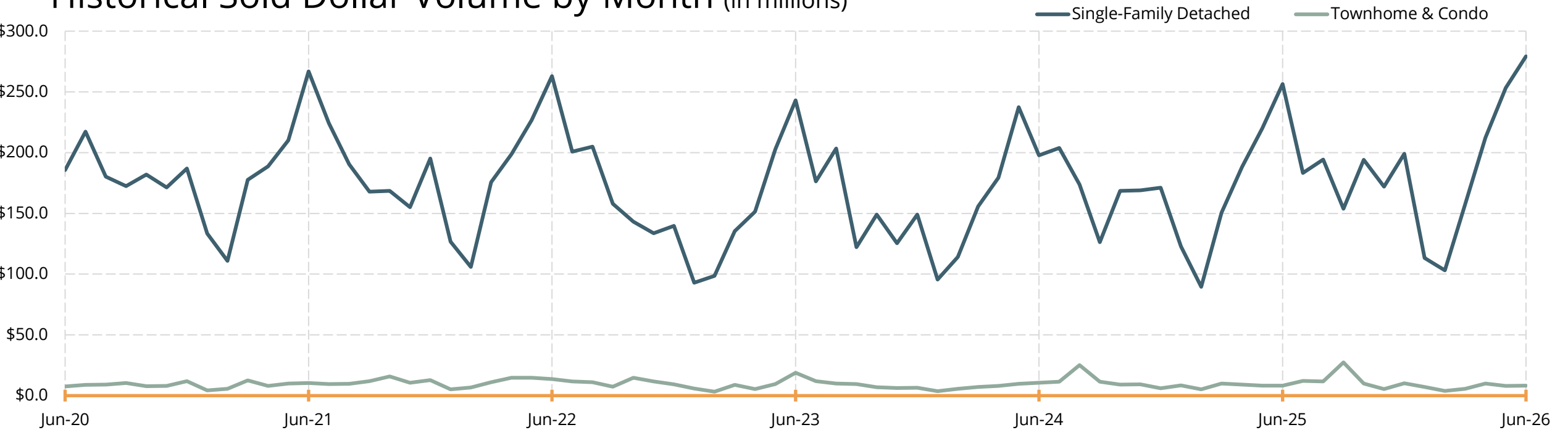


Source: Virginia REALTORS®, data accessed July 15, 2026

Sold Dollar Volume (in millions)

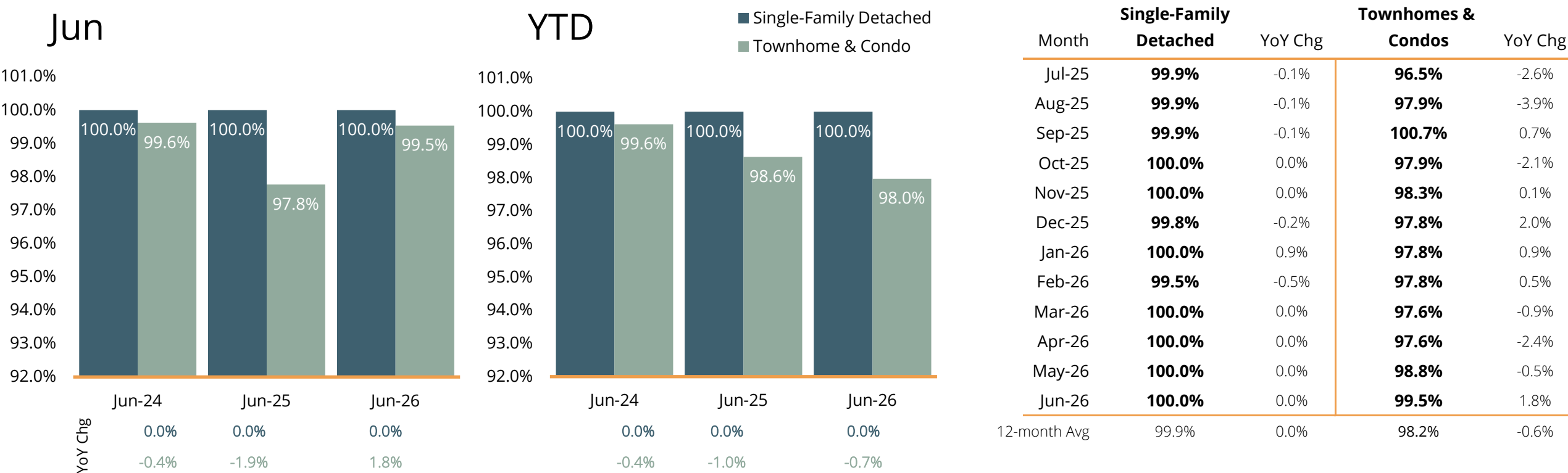


Historical Sold Dollar Volume by Month (in millions)

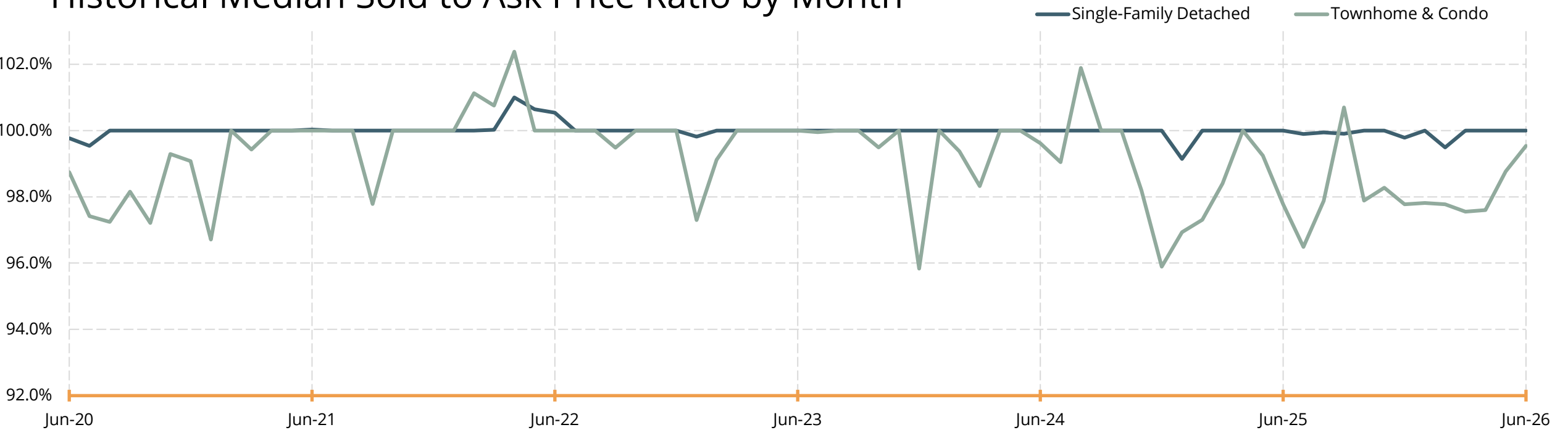


Source: Virginia REALTORS®, data accessed July 15, 2026

Median Sold to Ask Price Ratio

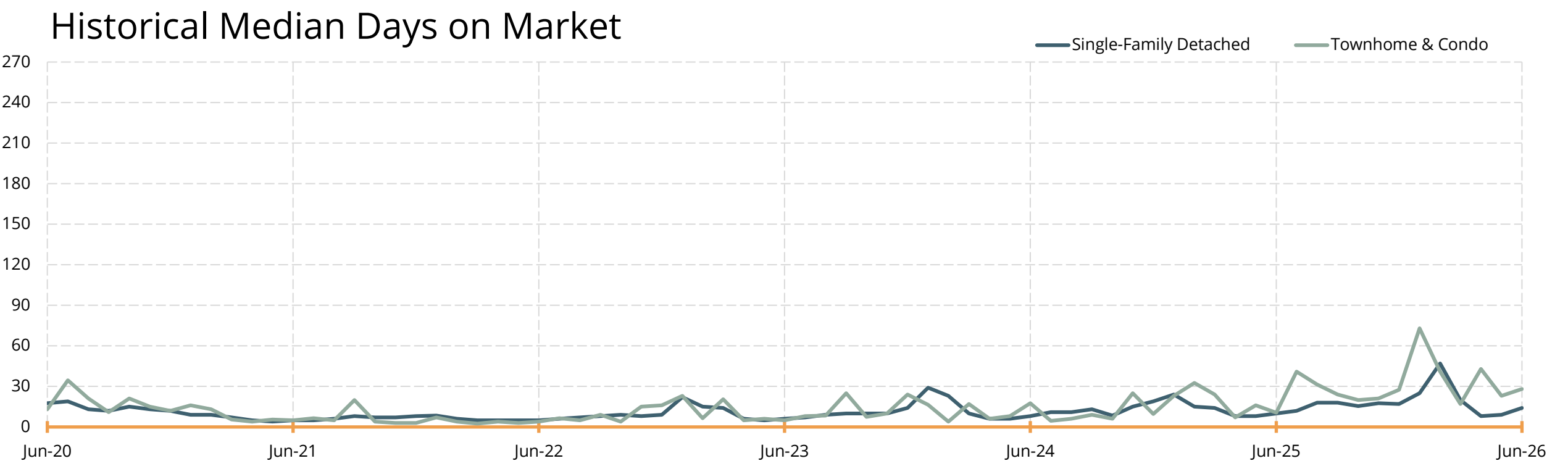
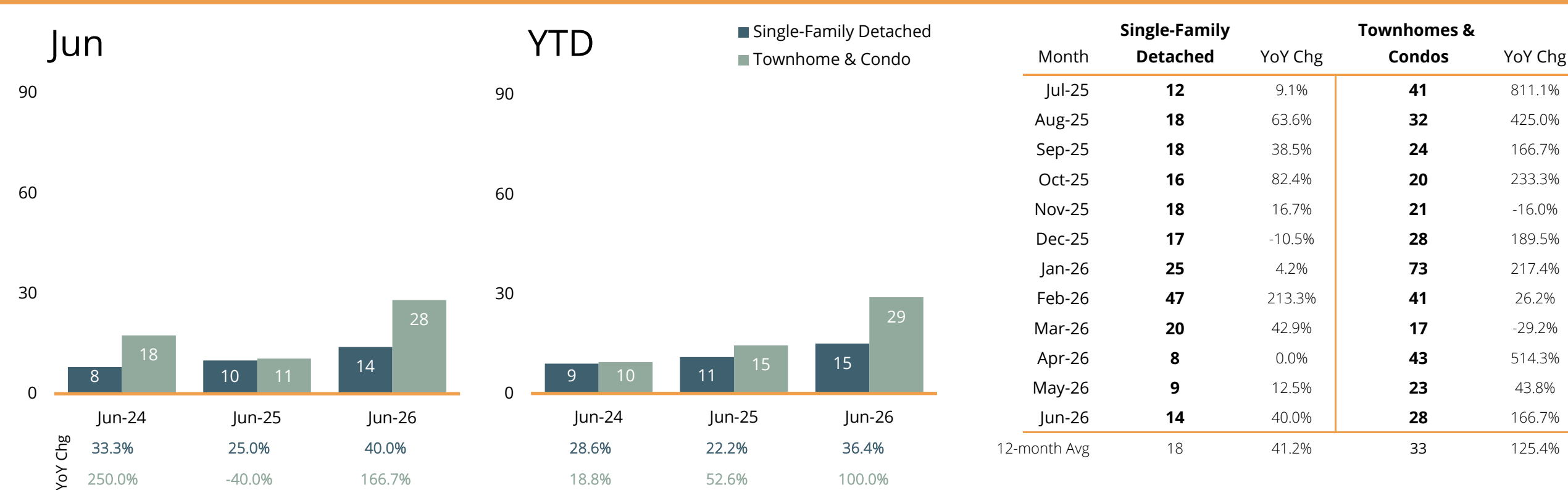


Historical Median Sold to Ask Price Ratio by Month



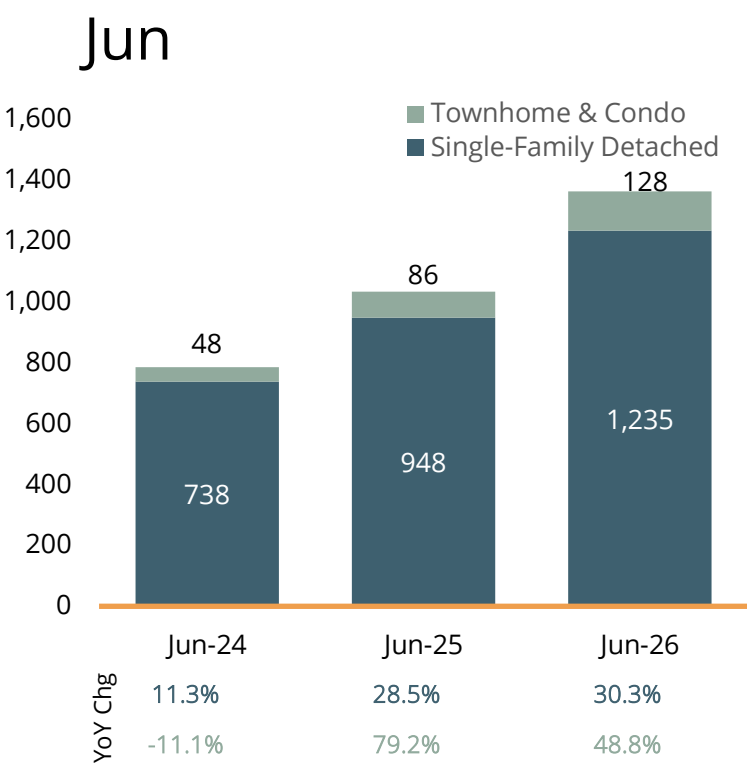
Source: Virginia REALTORS®, data accessed July 15, 2026

Median Days on Market

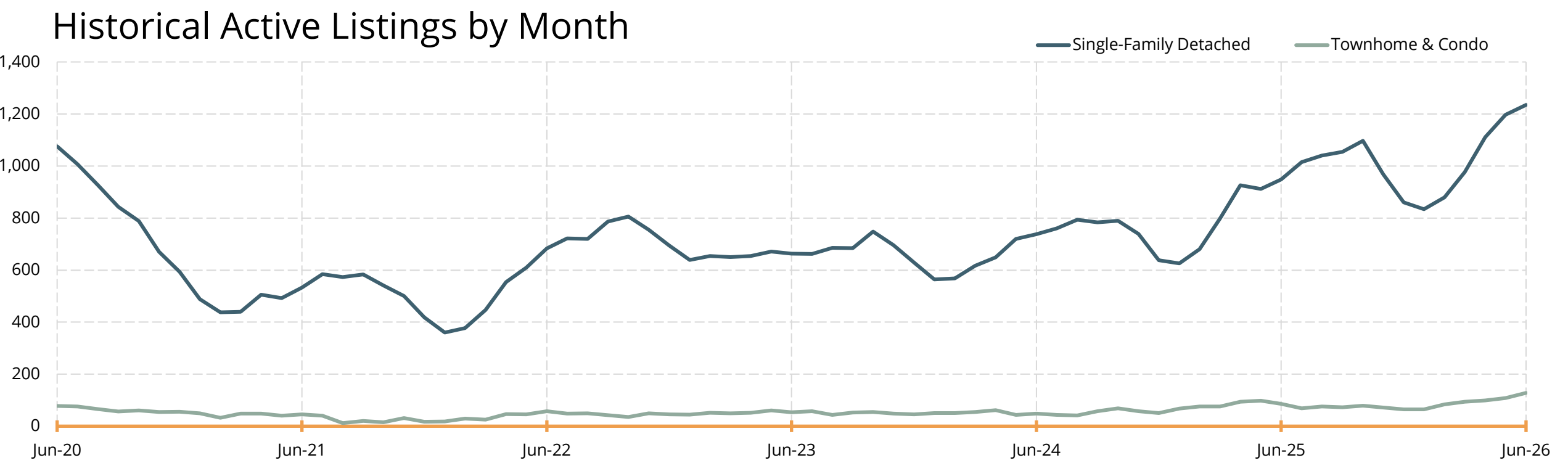


Source: Virginia REALTORS®, data accessed July 15, 2026

Active Listings



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
May-26	1,197	31.3%	108	10.2%
Jun-26	1,235	30.3%	128	48.8%
12-month Avg	1,023	30.6%	84	23.7%

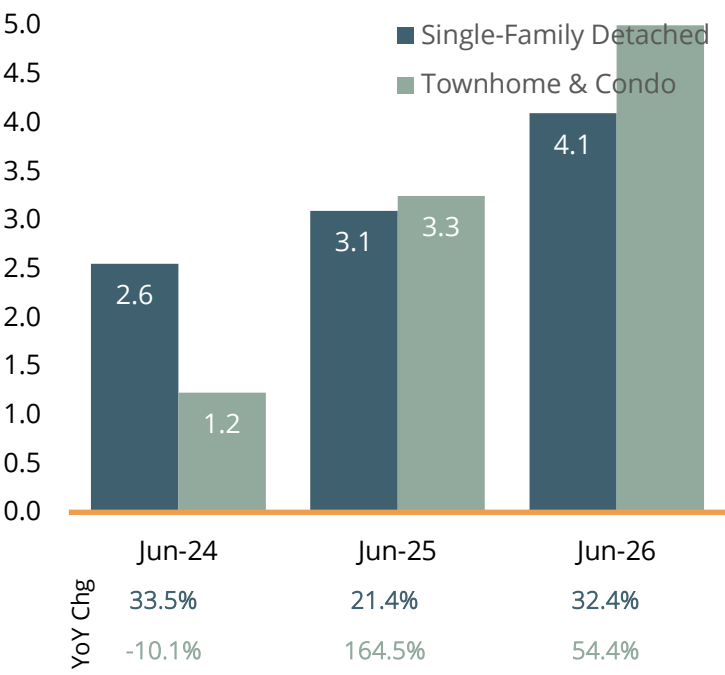


Source: Virginia REALTORS®, data accessed July 15, 2026

Months of Supply

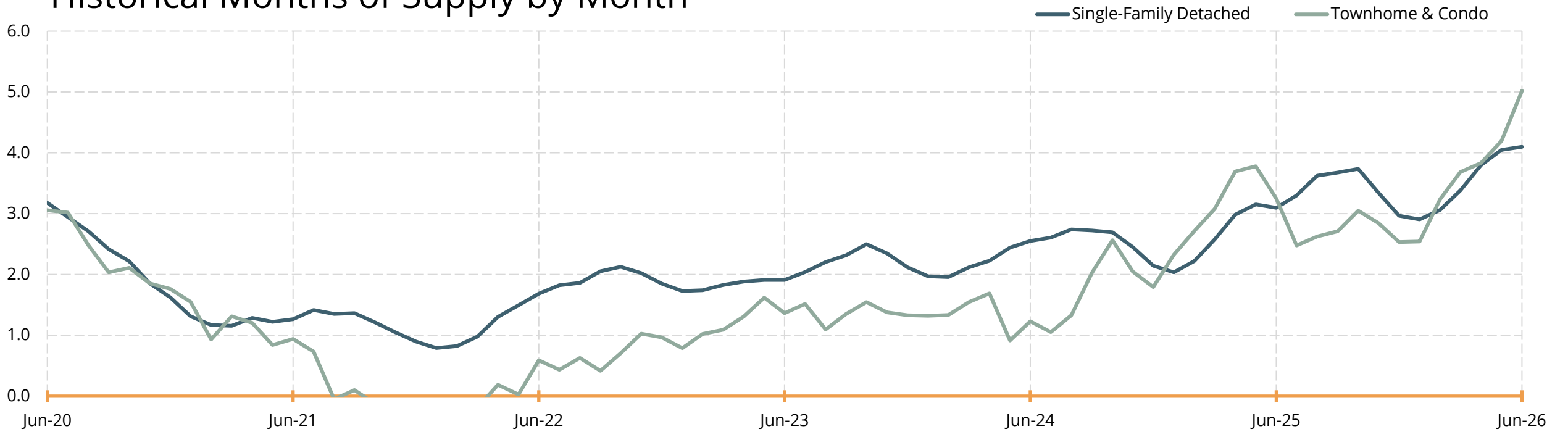


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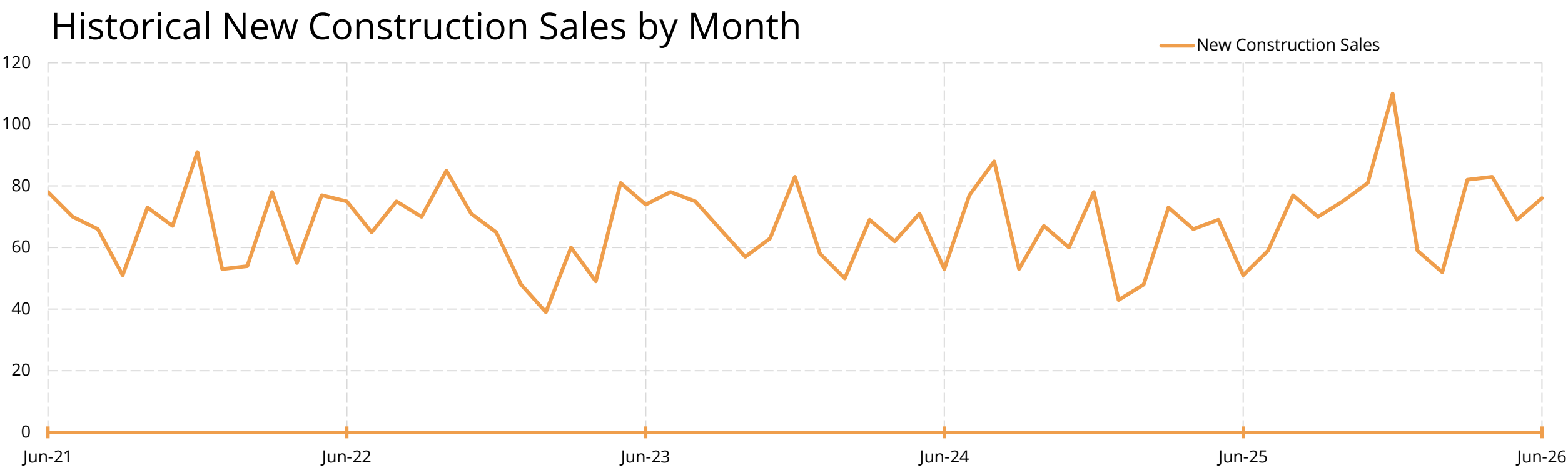
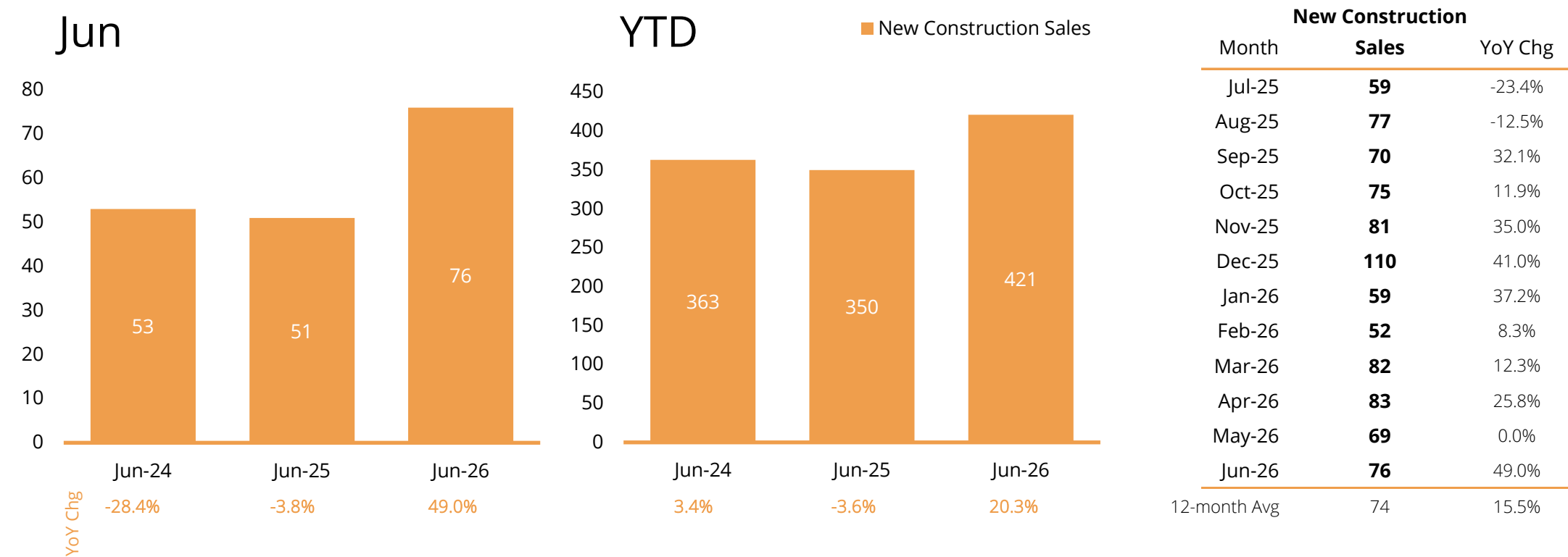
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jul-25	3.3	26.5%	2.5	135.5%
Aug-25	3.6	32.2%	2.6	97.4%
Sep-25	3.7	34.8%	2.7	33.6%
Oct-25	3.7	38.7%	3.0	18.8%
Nov-25	3.3	36.4%	2.8	38.9%
Dec-25	3.0	38.5%	2.5	41.4%
Jan-26	2.9	42.6%	2.5	9.3%
Feb-26	3.1	37.9%	3.2	19.3%
Mar-26	3.4	31.4%	3.7	19.6%
Apr-26	3.8	27.3%	3.8	3.8%
May-26	4.1	28.5%	4.2	10.9%
Jun-26	4.1	32.4%	5.0	54.4%
12-month Avg	3.5	33.5%	3.2	30.7%

Historical Months of Supply by Month



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

New Construction Sales



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
Albemarle County	179	269	50.3%	182	205	12.6%	\$586,500	\$575,000	-2.0%	370	539	45.7%	2.7	4.2	53.8%
Charlottesville	39	47	20.5%	56	56	0.0%	\$530,650	\$528,750	-0.4%	105	102	-2.9%	3.3	2.8	-15.7%
Fluvanna County	48	61	27.1%	31	50	61.3%	\$415,000	\$383,000	-7.7%	98	152	55.1%	2.9	4.0	38.7%
Greene County	56	45	-19.6%	29	36	24.1%	\$428,985	\$411,245	-4.1%	80	92	15.0%	0.8	2.9	261.9%
Louisa County	120	160	33.3%	68	89	30.9%	\$442,000	\$456,115	3.2%	284	346	21.8%	4.5	5.1	14.7%
Nelson County	35	55	57.1%	28	28	0.0%	\$487,500	\$444,450	-8.8%	97	132	36.1%	3.9	5.4	39.1%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
Albemarle County	1,232	1,469	19.2%	729	753	3.3%	\$555,700	\$565,000	1.7%	370	539	45.7%
Charlottesville	369	368	-0.3%	209	239	14.4%	\$500,000	\$495,000	-1.0%	105	102	-2.9%
Fluvanna County	302	389	28.8%	213	227	6.6%	\$376,200	\$365,000	-3.0%	98	152	55.1%
Greene County	308	330	7.1%	139	161	15.8%	\$429,864	\$409,990	-4.6%	80	92	15.0%
Louisa County	680	843	24.0%	353	421	19.3%	\$410,000	\$450,000	9.8%	284	346	21.8%
Nelson County	115	237	106.1%	139	123	-11.5%	\$437,500	\$415,000	-5.1%	97	132	36.1%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
Albemarle County	155	225	45.2%	168	197	17.3%	\$615,000	\$600,000	-2.4%	340	472	38.8%	2.8	4.0	42.8%
Charlottesville	32	40	25.0%	50	47	-6.0%	\$587,950	\$565,000	-3.9%	82	79	-3.7%	3.1	2.6	-15.0%
Fluvanna County	48	60	25.0%	31	50	61.3%	\$415,000	\$383,000	-7.7%	98	151	54.1%	2.9	4.0	37.1%
Greene County	56	45	-19.6%	29	36	24.1%	\$428,985	\$411,245	-4.1%	80	92	15.0%	0.8	2.9	261.9%
Louisa County	120	159	32.5%	68	87	27.9%	\$442,000	\$444,400	0.5%	283	345	21.9%	4.5	5.1	14.7%
Nelson County	28	38	35.7%	22	24	9.1%	\$532,500	\$515,000	-3.3%	65	96	47.7%	3.6	5.8	57.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
Albemarle County	1,123	1,309	16.6%	672	708	5.4%	\$575,000	\$593,738	3.3%	340	472	38.8%
Charlottesville	310	306	-1.3%	176	199	13.1%	\$536,300	\$515,000	-4.0%	82	79	-3.7%
Fluvanna County	301	388	28.9%	212	227	7.1%	\$378,050	\$365,000	-3.5%	98	151	54.1%
Greene County	308	330	7.1%	139	161	15.8%	\$429,864	\$409,990	-4.6%	80	92	15.0%
Louisa County	677	835	23.3%	351	418	19.1%	\$410,000	\$449,450	9.6%	283	345	21.9%
Nelson County	160	178	11.3%	97	89	-8.2%	\$507,500	\$489,500	-3.5%	65	96	47.7%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
Albemarle County	24	44	83.3%	14	8	-42.9%	\$251,250	\$317,500	26.4%	30	67	123%	1.8	6.1	239%
Charlottesville	7	7	0.0%	6	9	50.0%	\$272,500	\$370,000	35.8%	23	23	0.0%	4.8	3.8	-21.2%
Fluvanna County	0	1	n/a	0	0	n/a	\$0	\$0	n/a	0	1	n/a	0.0	12.0	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	0	1	n/a	0	2	n/a	\$0	\$456,115	n/a	1	1	0.0%	2.0	2.0	0.0%
Nelson County	7	17	142.9%	6	4	-33.3%	\$228,750	\$277,250	21.2%	32	36	12.5%	4.4	4.6	3.6%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg	Jun-25	Jun-26	% chg
Albemarle County	109	160	46.8%	57	45	-21.1%	\$305,000	\$260,000	-14.8%	30	67	123.3%
Charlottesville	59	62	5.1%	33	40	21.2%	\$300,000	\$360,000	20.0%	23	23	0.0%
Fluvanna County	1	1	0.0%	1	0	-100.0%	\$293,288	\$0	-100.0%	0	1	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	3	8	166.7%	2	3	50.0%	\$537,500	\$456,115	-15.1%	1	1	0.0%
Nelson County	73	59	-19.2%	42	34	-19.0%	\$255,000	\$260,913	2.3%	32	36	12.5%



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.