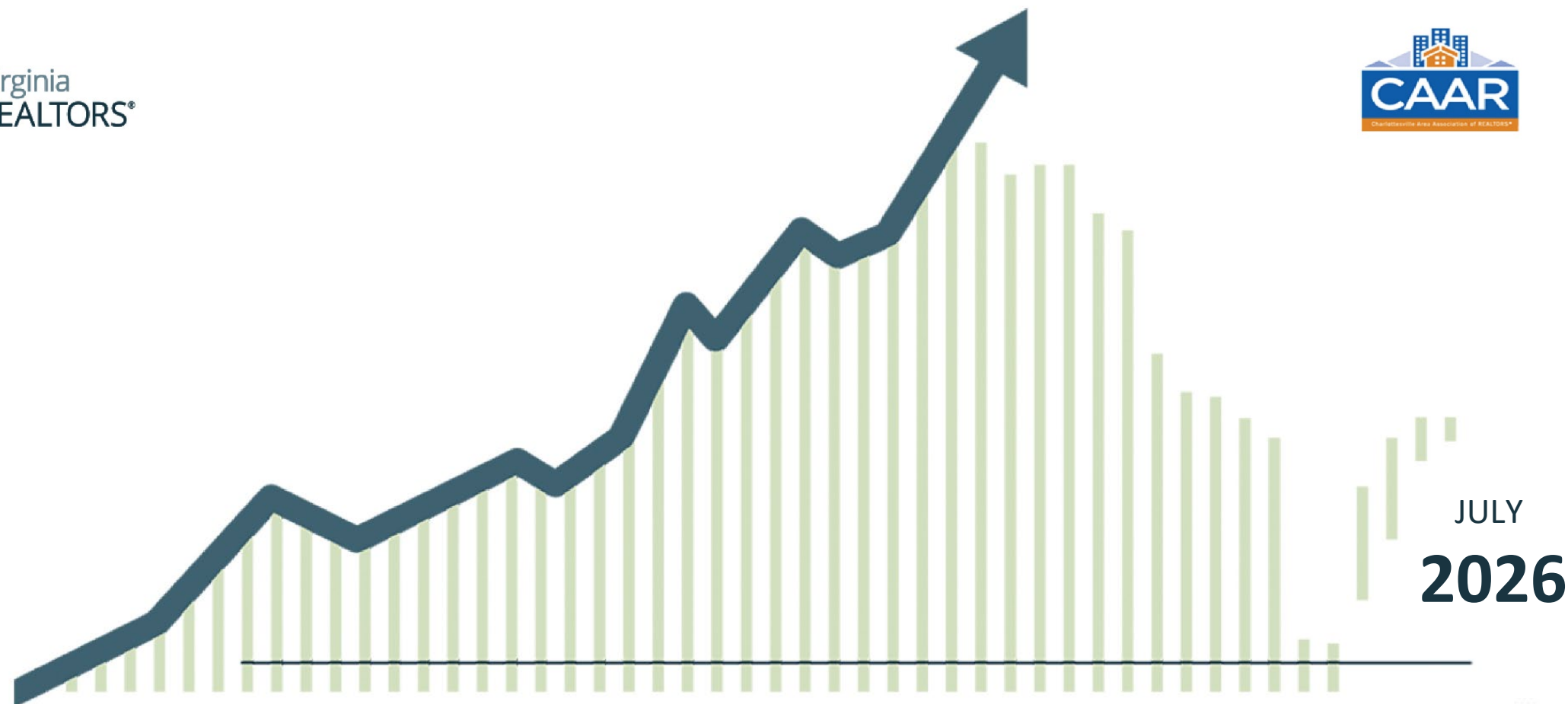




JULY
2026

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: July 2026

- Sales continued to grow in the CAAR area this month.** Home sales rose 9.1% leading to 371 total sales in the region, 31 more than the year before. The two markets with the biggest increase in sales were Charlottesville with 15 more than last year (+40.5%) and Greene County with 14 additional sales (+50.0%). Activity fell in Albemarle County after rising for the last three months (-9 sales). There was a small decrease in sales in Nelson County (-2 sales).
- Pending sales were flat across the CAAR footprint.** There were 349 pending sales in the month of July, unchanged from a year ago. Greene County experienced the sharpest decline in pending transactions this month with 16 fewer than the year before (-33.3%). After four straight months of growth, pending sales fell 7.6% in Louisa County this month (-6 pending sales). In July, pending sales rose 27.6% in Nelson County with eight more than the previous year.
- Prices were on the rise in the CAAR region in July.** For homes sold in the region, the median sales price was \$485,000 this month, 7.8% higher than last year, a \$35,000 price gain. Home prices rose for the seventh straight month in Louisa County with the median price up 20.6% from a year ago (+\$86,000). The median price in Albemarle County went up 12.7% compared to last July (+\$65,800). At \$362,500, the median home price in Fluvanna County fell 3.6%, which is \$13,500 less than the year before.
- Active listings increased sharply in the CAAR market this month.** There were 287 more listings on the market at the end of July, leading to 1,371 total active listings in the area, 26.5% more than a year earlier. Most of the listing growth this month was concentrated in Albemarle County (+171 listings), Fluvanna County (+52 listings) and Louisa County (+44 listings). Charlottesville experienced a 6.6% decline in activity with seven fewer listings compared to last July.

INTEREST RATE
TRACKER



CAAR Market Dashboard

YoY Chg	Jul-26	Indicator
▲ 9.1%	371	Sales
— 0.0%	349	Pending Sales
▼ -1.6%	541	New Listings
▲ 8.9%	\$489,900	Median List Price
▲ 7.8%	\$485,000	Median Sales Price
▲ 5.5%	\$280	Median Price Per Square Foot
▲ 20.4%	\$235.1	Sold Dollar Volume (in millions)
▲ 0.2%	99.6%	Median Sold/Ask Price Ratio
▲ 26.7%	19	Median Days on Market
▲ 26.5%	1,371	Active Listings
▲ 28.8%	4.2	Months of Supply
▼ -3.4%	57	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.

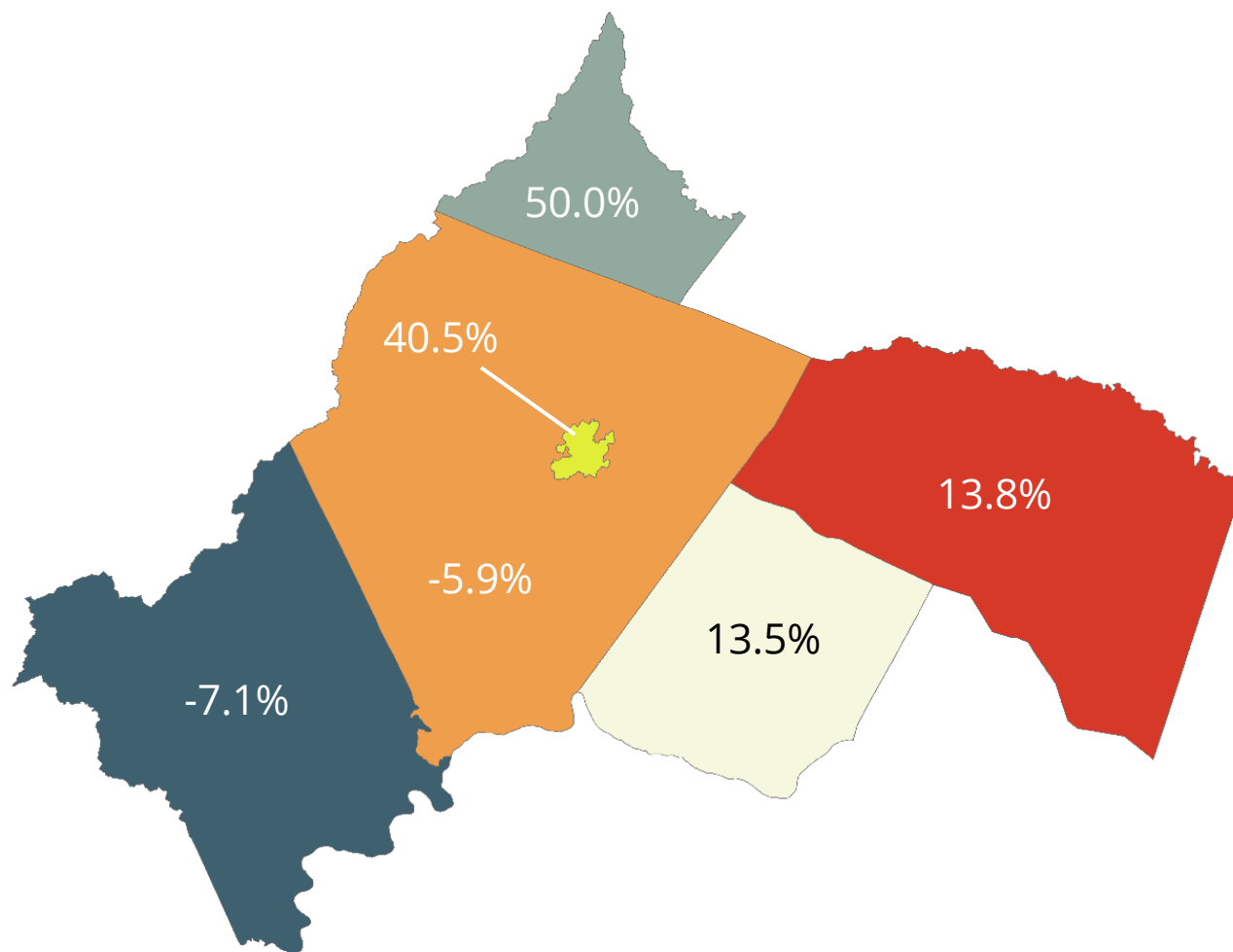
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

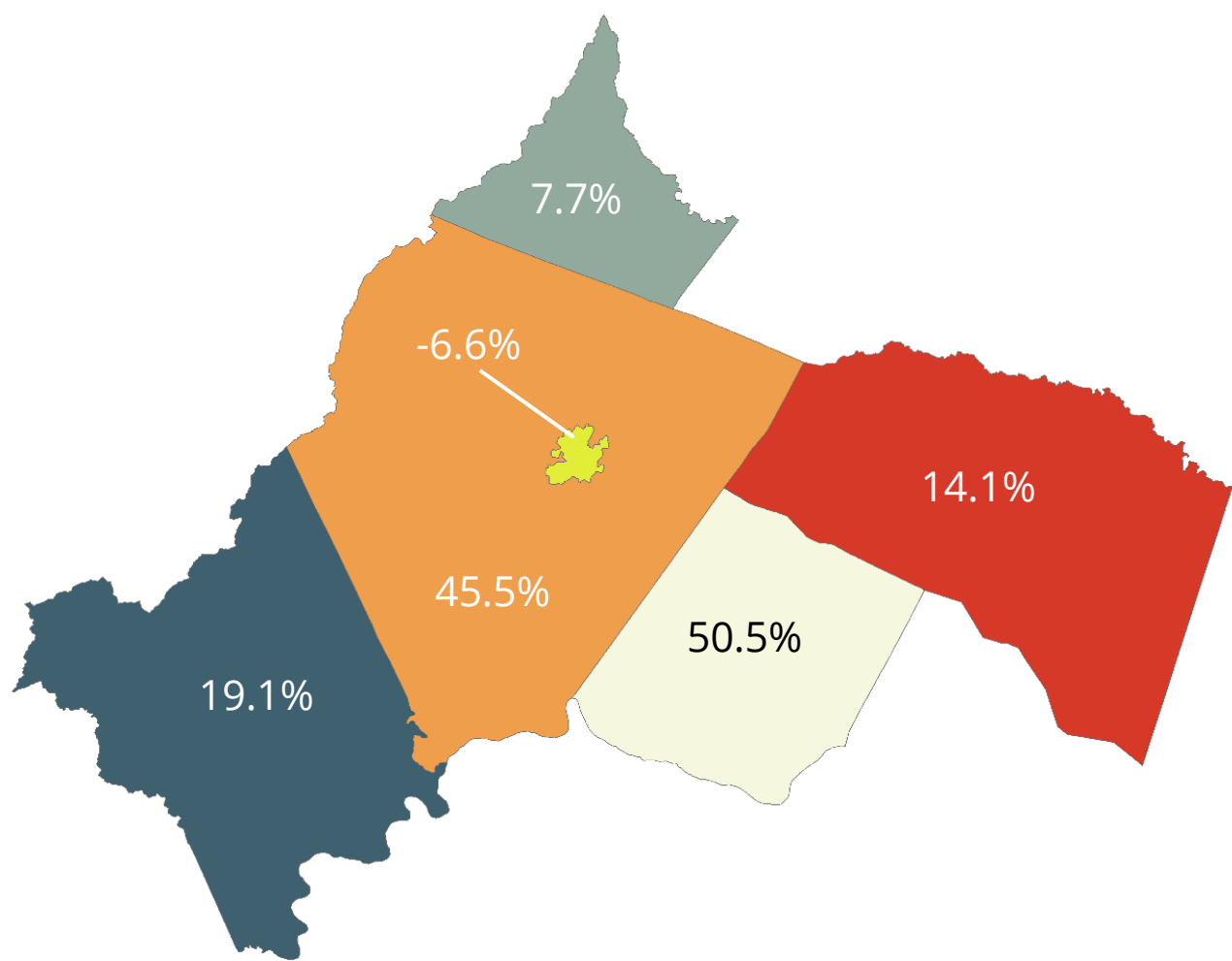


Market Activity - CAAR Footprint



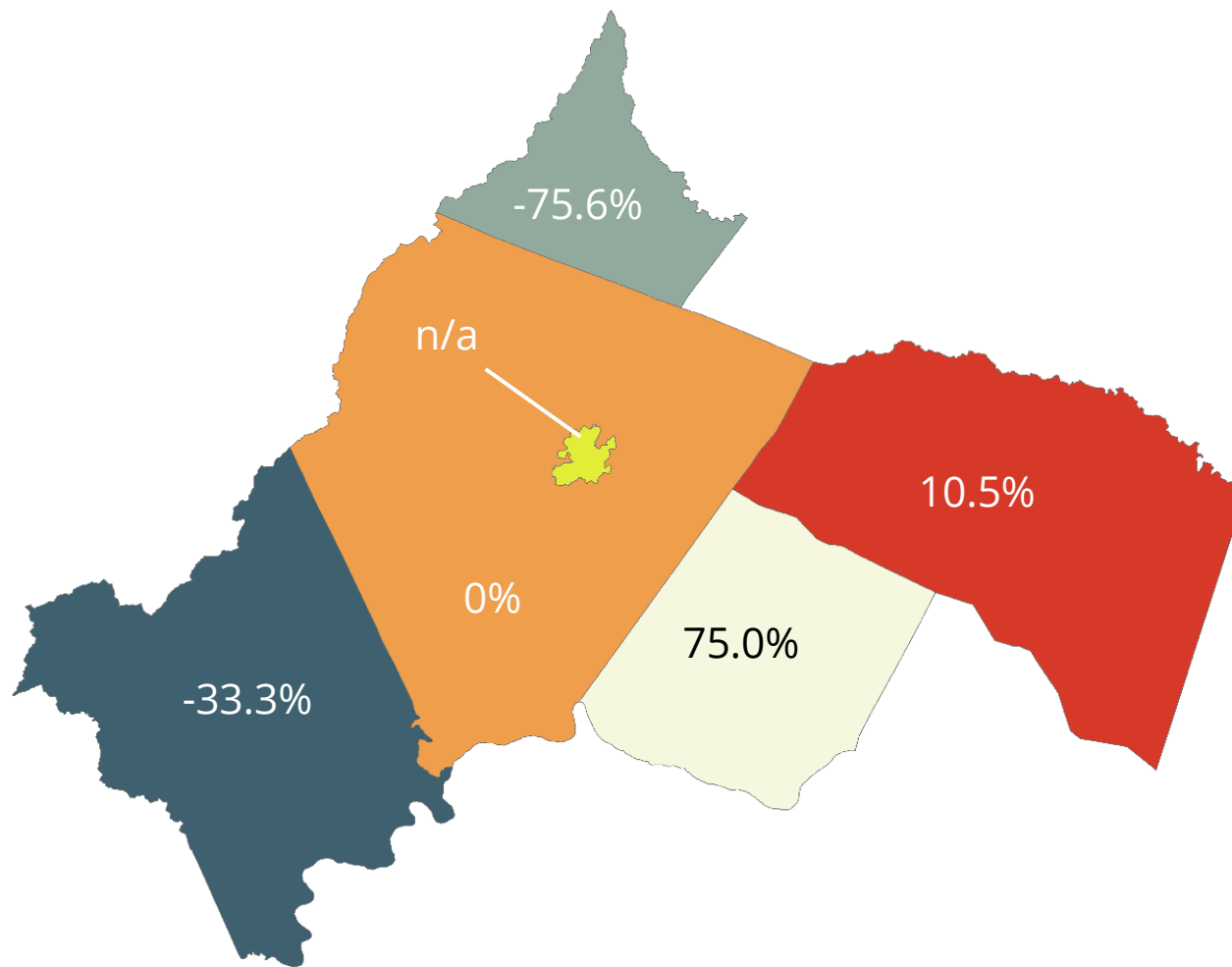
Jurisdiction	Total Sales		
	Jul-25	Jul-26	% Chg
Albemarle County	152	143	-5.9%
Charlottesville	37	52	40.5%
Fluvanna County	37	42	13.5%
Greene County	28	42	50.0%
Louisa County	58	66	13.8%
Nelson County	28	26	-7.1%
CAAR	340	371	9.1%

Active Listings: Total Inventory (includes proposed listings)



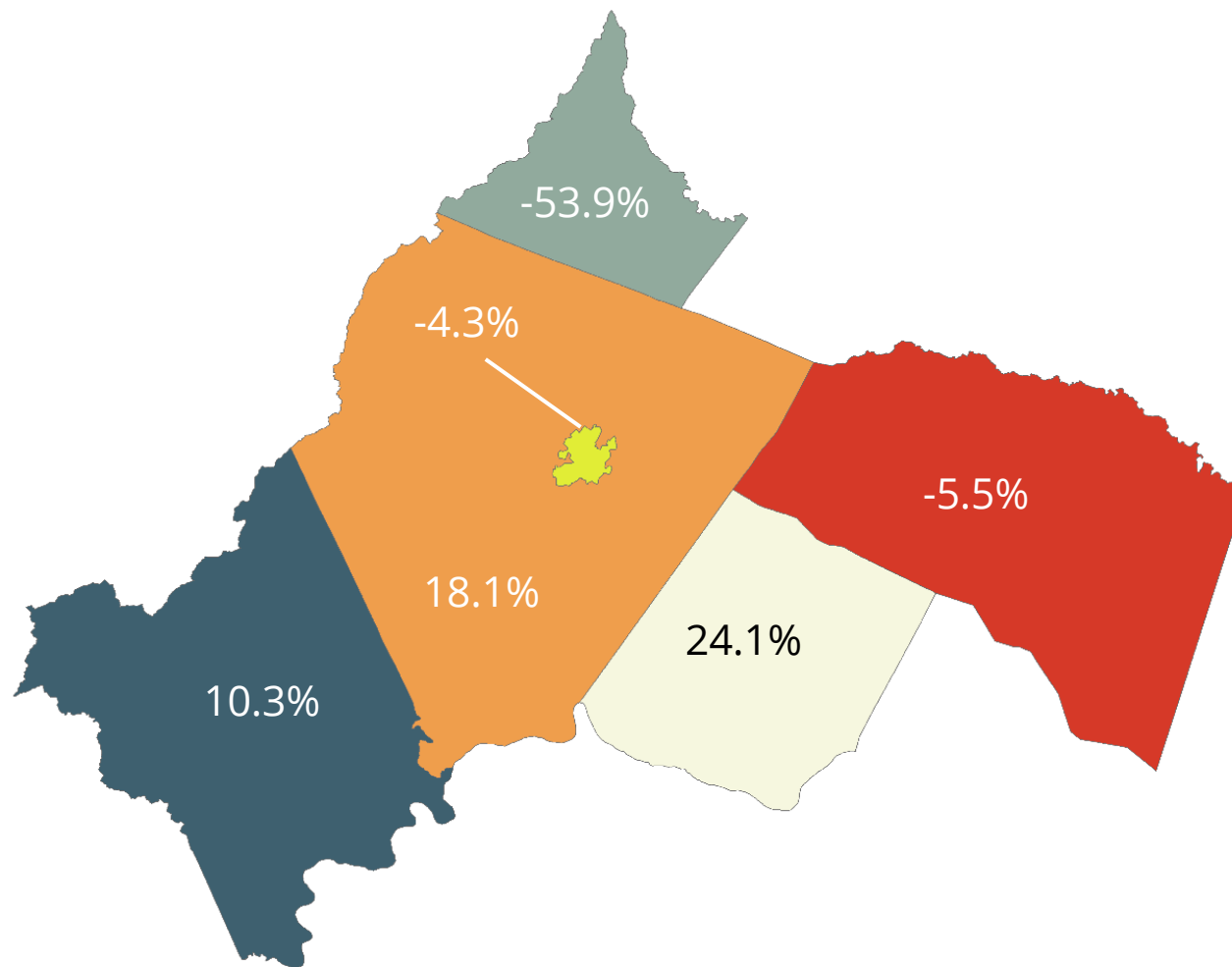
Jurisdiction	Active Listings		
	Jul-25	Jul-26	% Chg
Albemarle County	376	547	45.5%
Charlottesville	106	99	-6.6%
Fluvanna County	103	155	50.5%
Greene County	78	84	7.7%
Louisa County	311	355	14.1%
Nelson County	110	131	19.1%
CAAR	1,084	1,371	26.5%

Active Listings: Proposed Listings



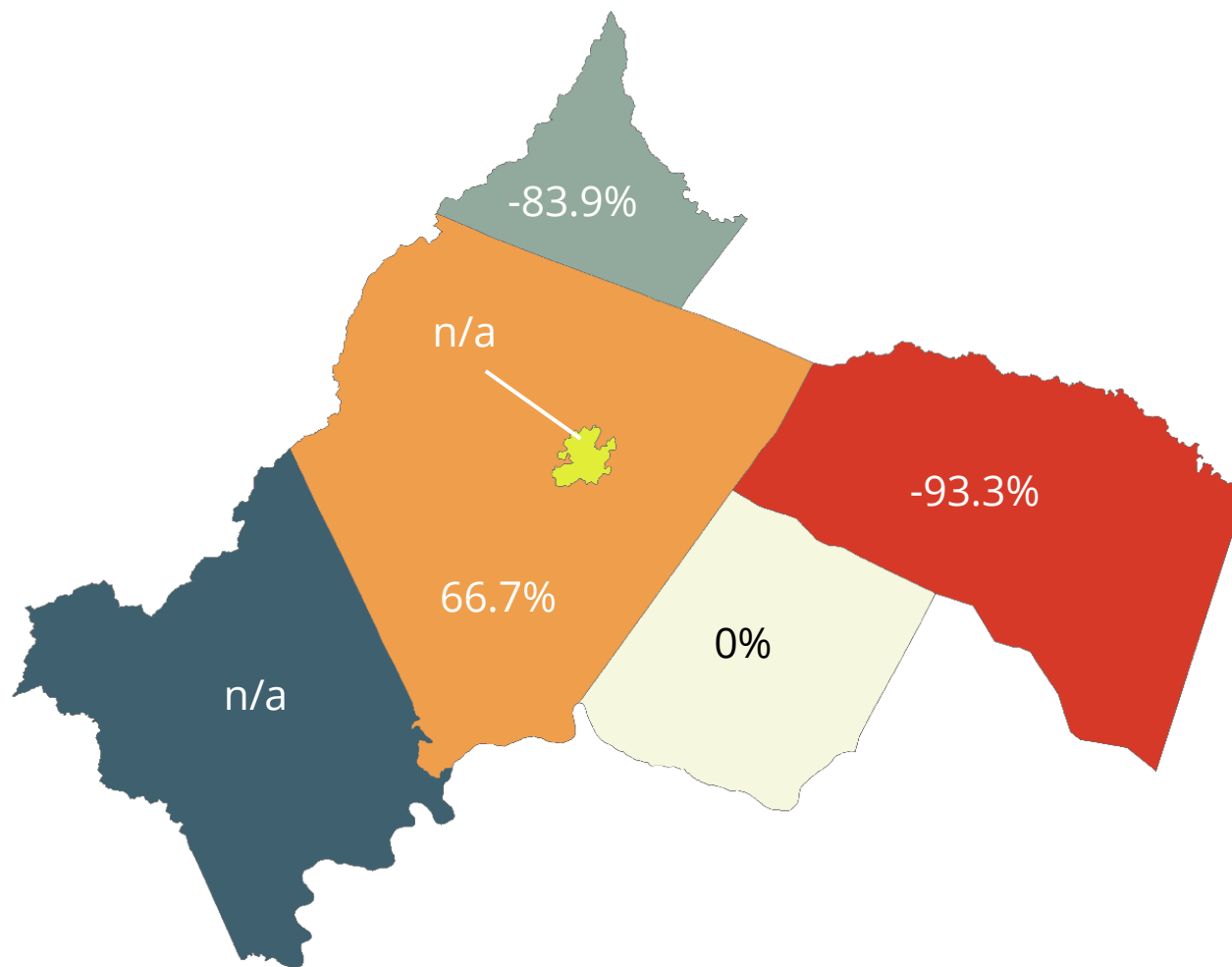
Jurisdiction	Active Listings		% Chg
	Jul-25	Jul-26	
Albemarle County	112	112	0.0%
Charlottesville	0	1	n/a
Fluvanna County	4	7	75.0%
Greene County	78	19	-75.6%
Louisa County	19	21	10.5%
Nelson County	3	2	-33.3%
CAAR	216	162	-25.0%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		Total Inventory
	Jul-25	Jul-26	
Albemarle County	177	209	18.1%
Charlottesville	46	44	-4.3%
Fluvanna County	54	67	24.1%
Greene County	89	41	-53.9%
Louisa County	145	137	-5.5%
Nelson County	39	43	10.3%
CAAR	550	541	-1.6%

New Listings: Proposed Listings



New Listings			
Proposed Listings			
<i>Jurisdiction</i>	Jul-25	Jul-26	% Chg
Albemarle County	21	35	66.7%
Charlottesville	0	0	n/a
Fluvanna County	4	4	0.0%
Greene County	56	9	-83.9%
Louisa County	15	1	-93.3%
Nelson County	0	1	n/a
CAAR	96	50	-47.9%

Total Market Overview



Key Metrics	2-year Trends	Jul-25	Jul-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jul-24		Jul-26				
Sales		340	371	9.1%	2,122	2,295	8.2%
Pending Sales		349	349	0.0%	2,443	2,648	8.4%
New Listings		550	541	-1.6%	3,674	4,177	13.7%
Median List Price		\$450,000	\$489,900	8.9%	\$475,000	\$470,918	-0.9%
Median Sales Price		\$450,000	\$485,000	7.8%	\$471,980	\$470,000	-0.4%
Median Price Per Square Foot		\$265	\$280	5.5%	\$269	\$269	0.3%
Sold Dollar Volume (in millions)		\$195.3	\$235.1	20.4%	\$1,272.1	\$1,396.7	9.8%
Median Sold/Ask Price Ratio		99.5%	99.6%	0.2%	100.0%	100.0%	0.0%
Median Days on Market		15	19	26.7%	12	16	33.3%
Active Listings		1,084	1,371	26.5%	n/a	n/a	n/a
Months of Supply		3.2	4.2	28.8%	n/a	n/a	n/a

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

Single-Family Detached Market Overview



Key Metrics	2-year Trends	Jul-25	Jul-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jul-24Jul-26						
Sales		299	346	15.7%	1,946	2,148	10.4%
Pending Sales		314	317	1.0%	2,249	2,447	8.8%
New Listings		518	500	-3.5%	3,397	3,846	13.2%
Median List Price		\$475,000	\$495,000	4.2%	\$485,000	\$489,900	1.0%
Median Sales Price		\$476,000	\$495,630	4.1%	\$480,000	\$485,000	1.0%
Median Price Per Square Foot		\$266	\$281	5.8%	\$268	\$271	1.3%
Sold Dollar Volume (in millions)		\$183.2	\$225.6	23.1%	\$1,211.2	\$1,344.3	11.0%
Median Sold/Ask Price Ratio		99.9%	99.7%	-0.2%	100.0%	100.0%	0.0%
Median Days on Market		12	19	58.3%	11	16	45.5%
Active Listings		1,015	1,248	23.0%	n/a	n/a	n/a
Months of Supply		3.3	4.1	23.8%	n/a	n/a	n/a

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

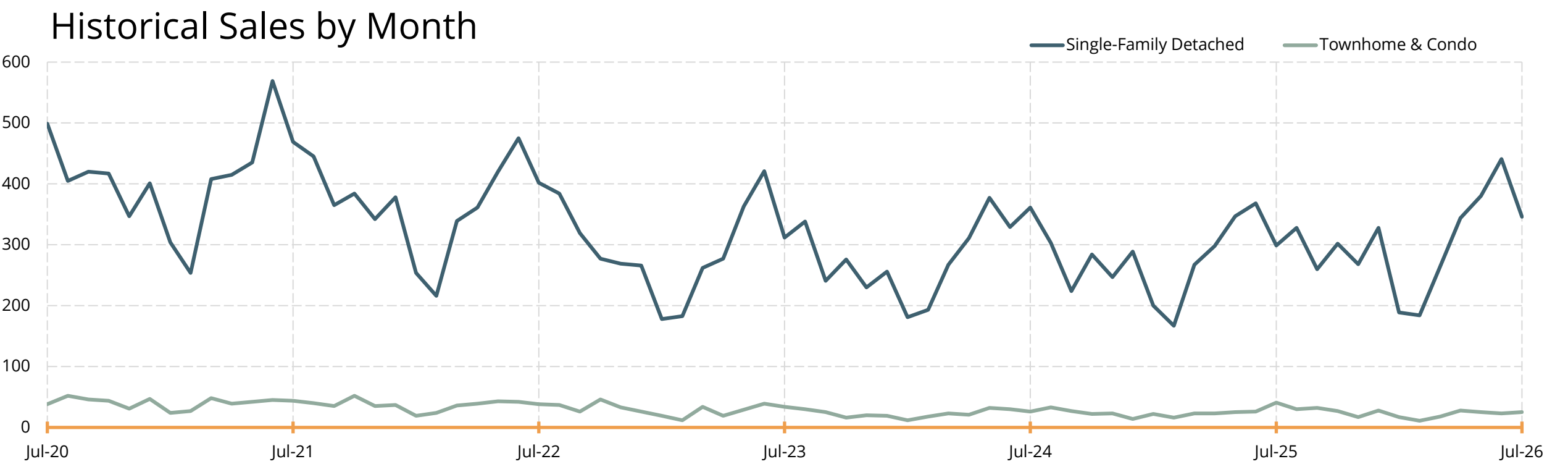
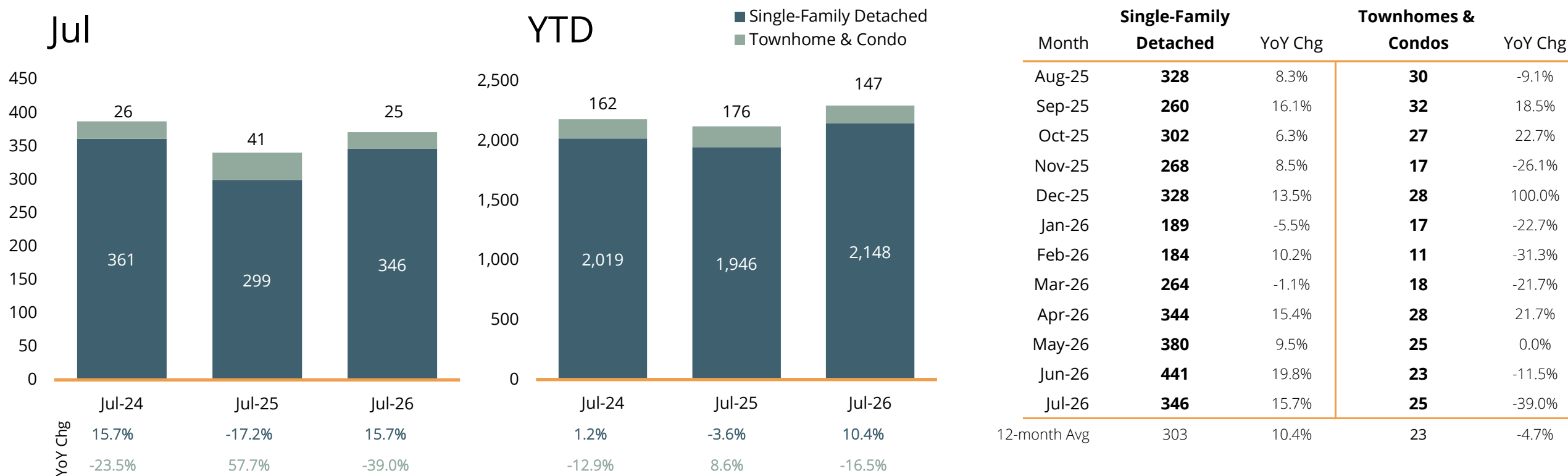
Townhome & Condo Market Overview



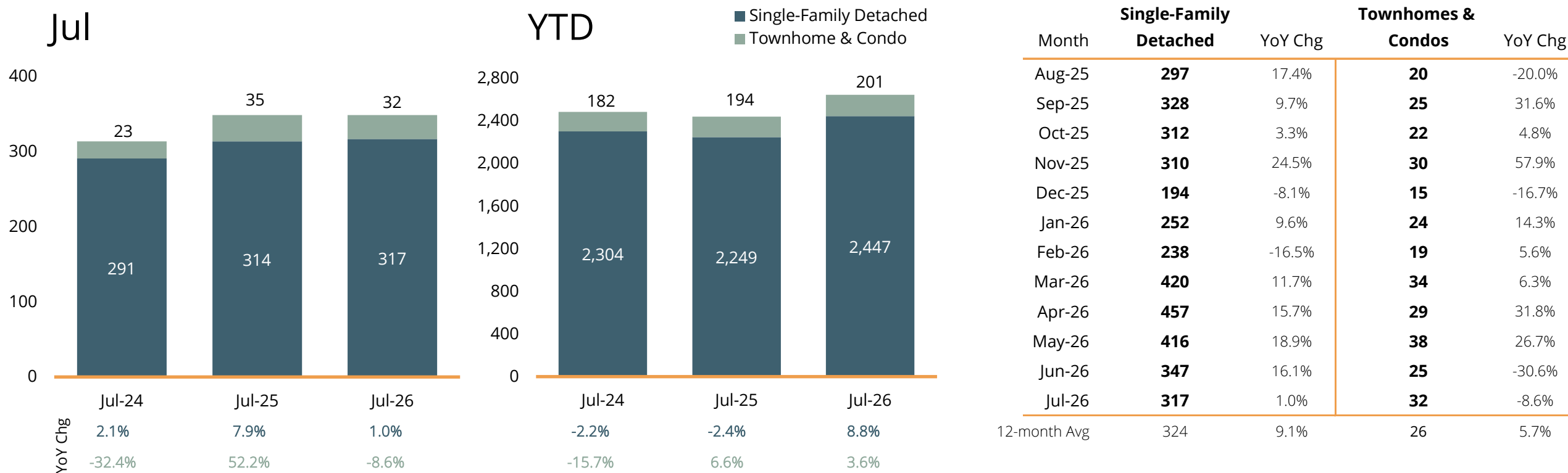
Key Metrics	2-year Trends	Jul-25	Jul-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
	Jul-24Jul-26						
Sales		41	25	-39.0%	176	147	-16.5%
Pending Sales		35	32	-8.6%	194	201	3.6%
New Listings		32	41	28.1%	277	331	19.5%
Median List Price		\$260,000	\$320,000	23.1%	\$299,000	\$299,000	0.0%
Median Sales Price		\$260,000	\$314,000	20.8%	\$290,000	\$289,000	-0.3%
Median Price Per Square Foot		\$249	\$265	6.3%	\$282	\$265	-6.0%
Sold Dollar Volume (in millions)		\$12.1	\$9.5	-21.8%	\$61.0	\$52.3	-14.2%
Median Sold/Ask Price Ratio		96.5%	98.0%	1.5%	98.5%	98.0%	-0.5%
Median Days on Market		41	33	-19.5%	18	31	72.2%
Active Listings		69	123	78.3%	n/a	n/a	n/a
Months of Supply		2.5	5.1	106.8%	n/a	n/a	n/a

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

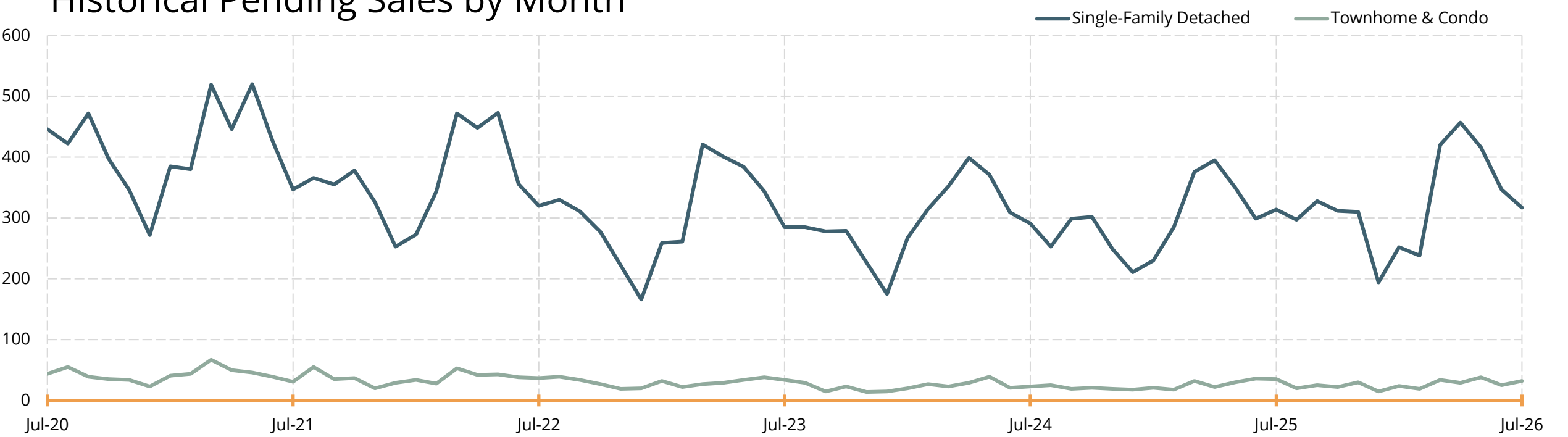
Sales



Pending Sales

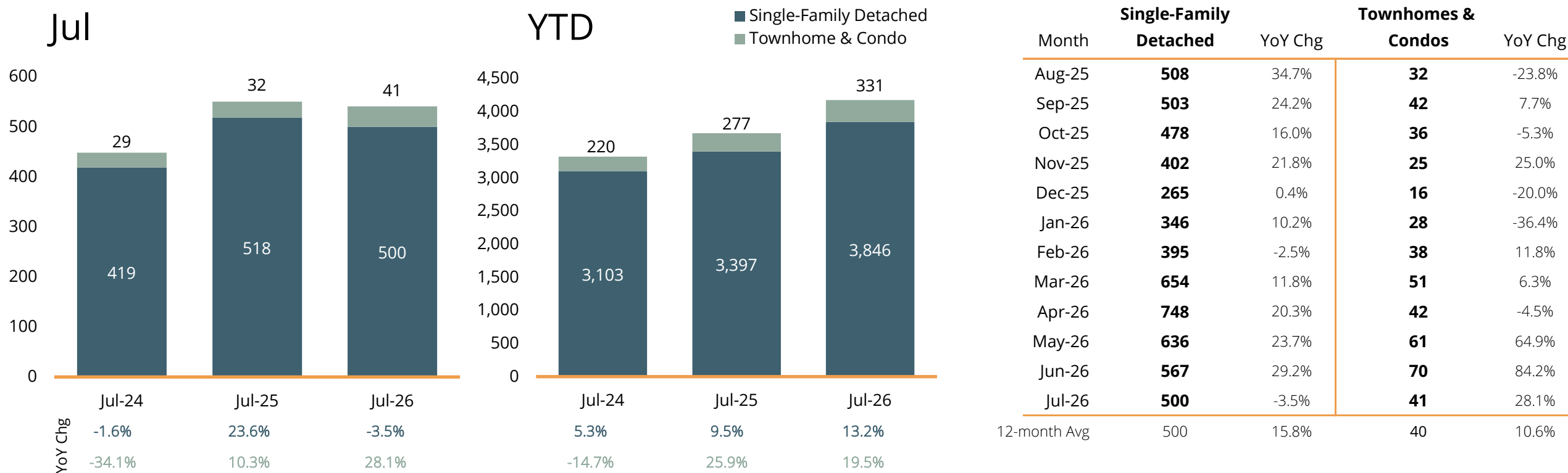


Historical Pending Sales by Month

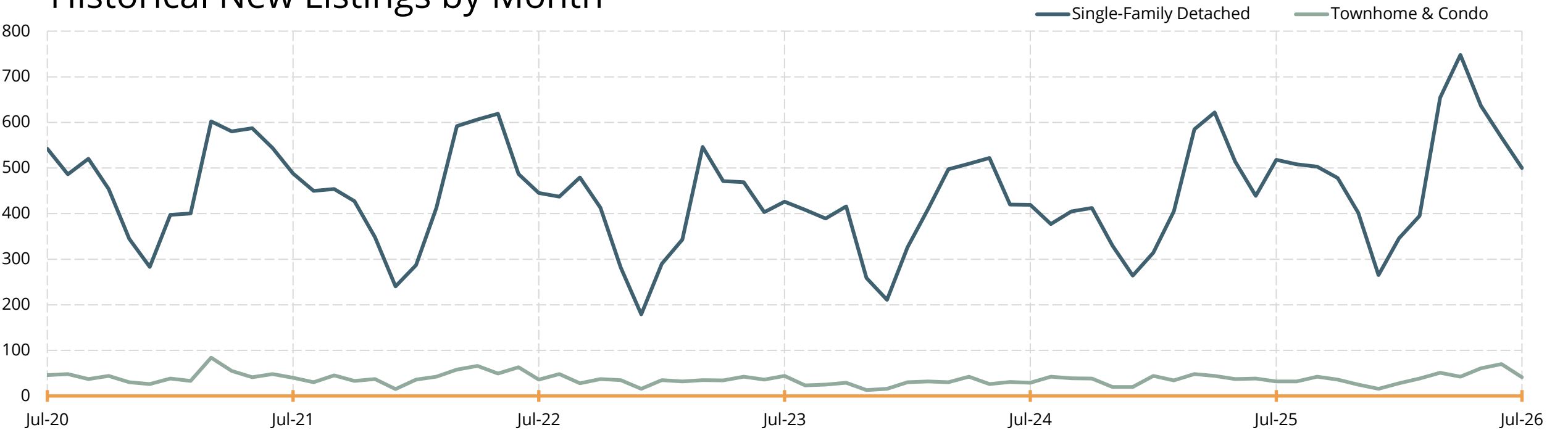


Source: Virginia REALTORS®, data accessed August 15, 2026

New Listings

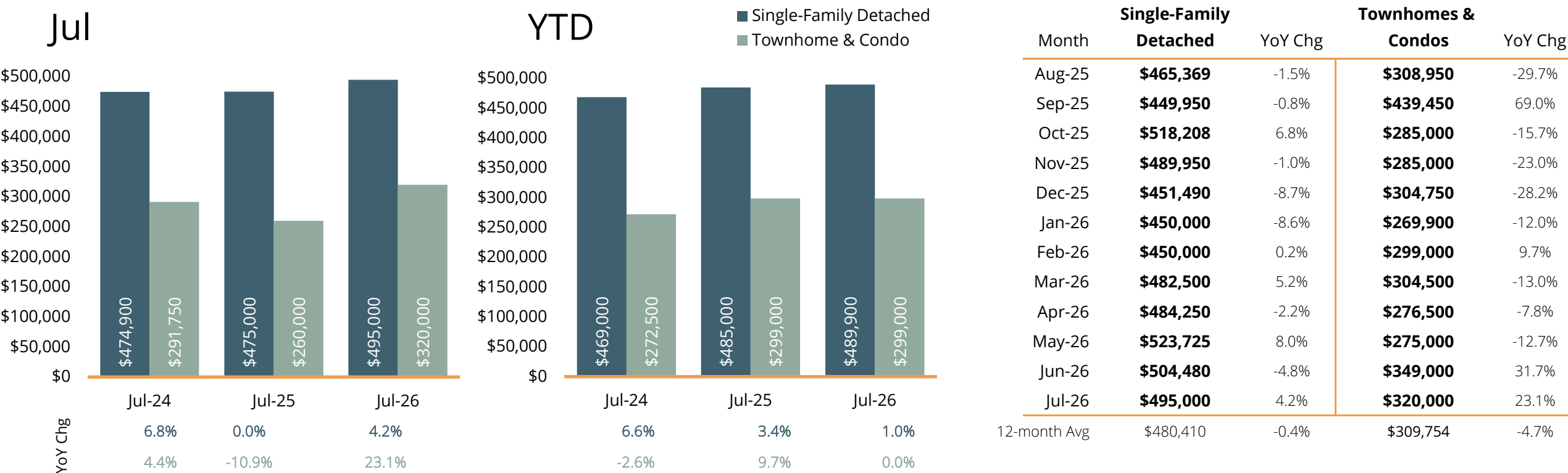


Historical New Listings by Month

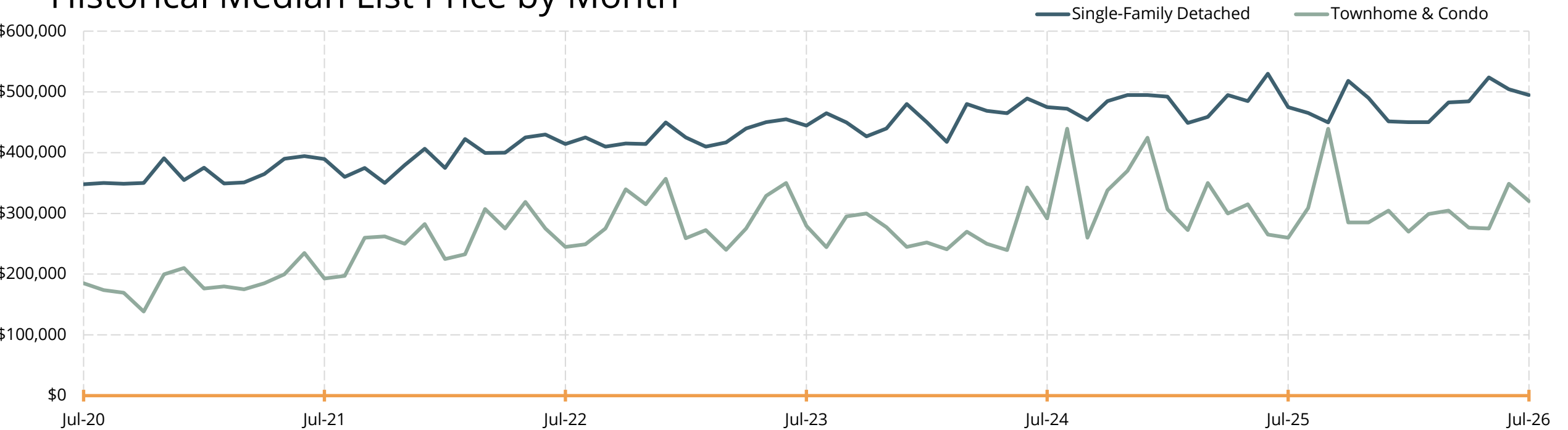


Source: Virginia REALTORS®, data accessed August 15, 2026

Median List Price

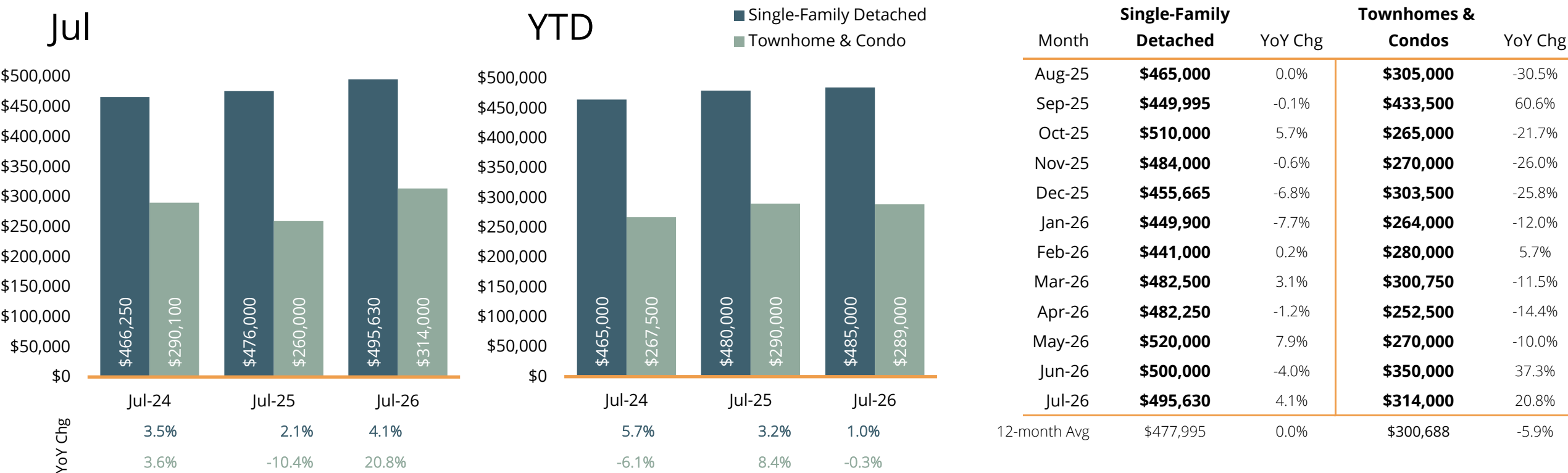


Historical Median List Price by Month

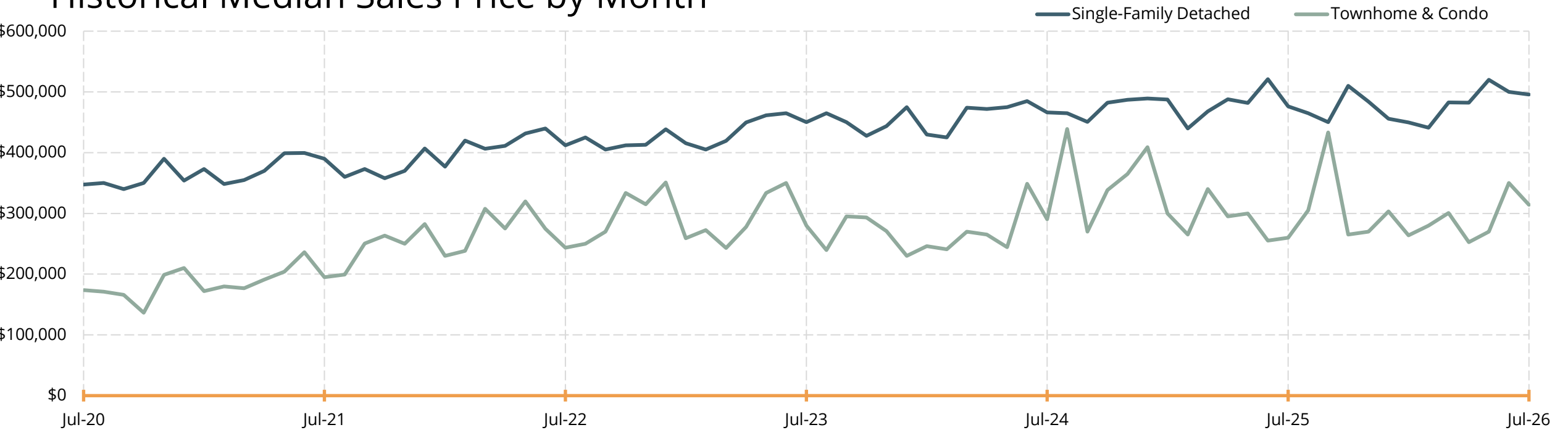


Source: Virginia REALTORS®, data accessed August 15, 2026

Median Sales Price

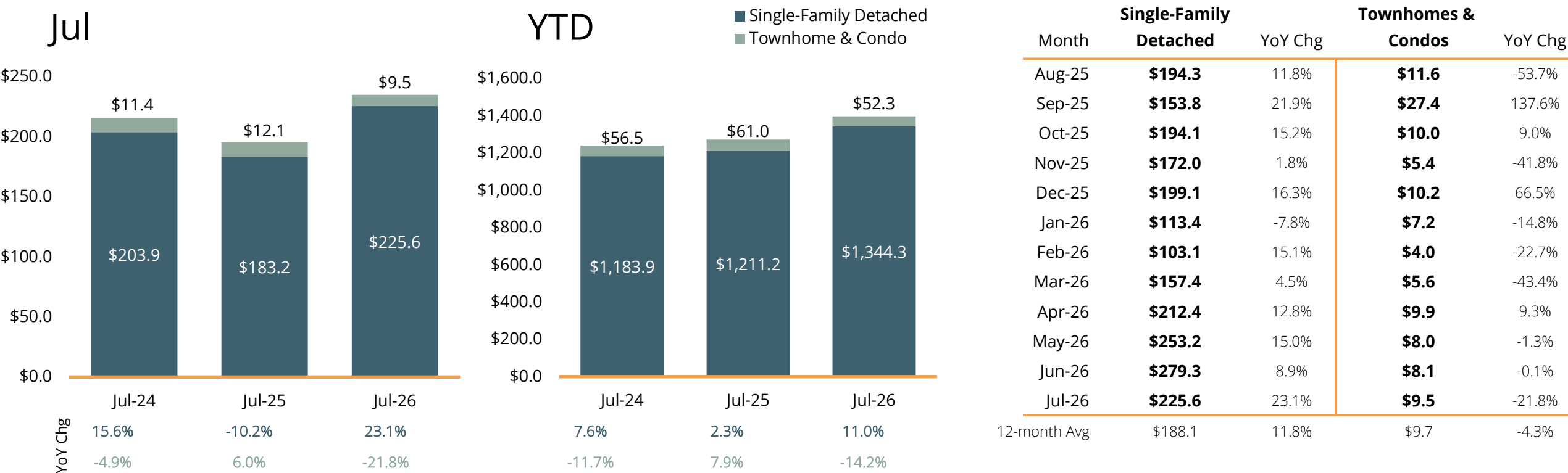


Historical Median Sales Price by Month

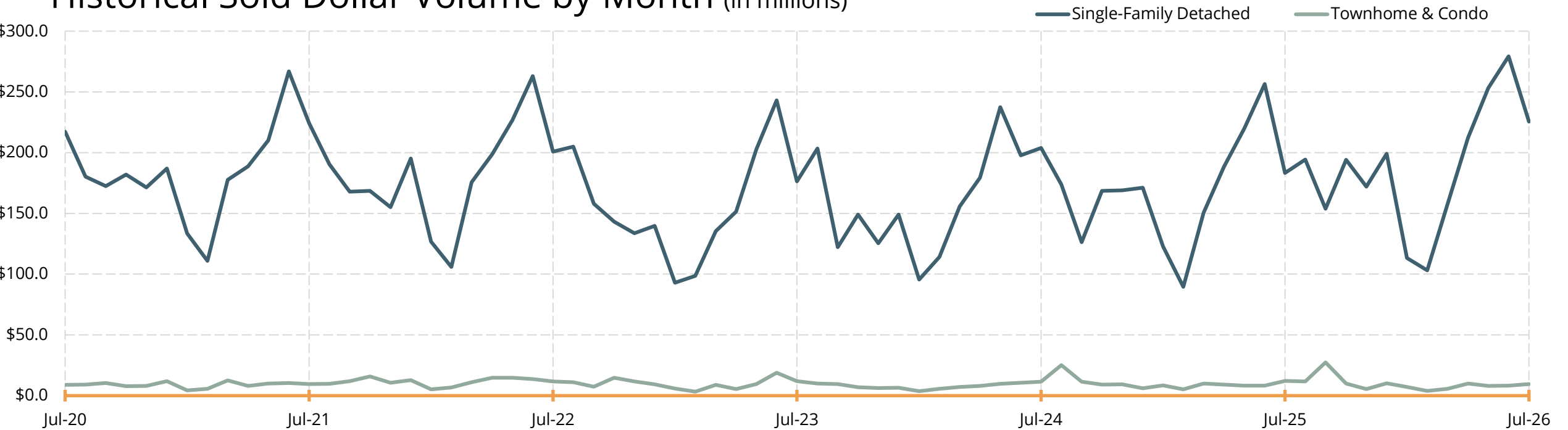


Source: Virginia REALTORS®, data accessed August 15, 2026

Sold Dollar Volume (in millions)

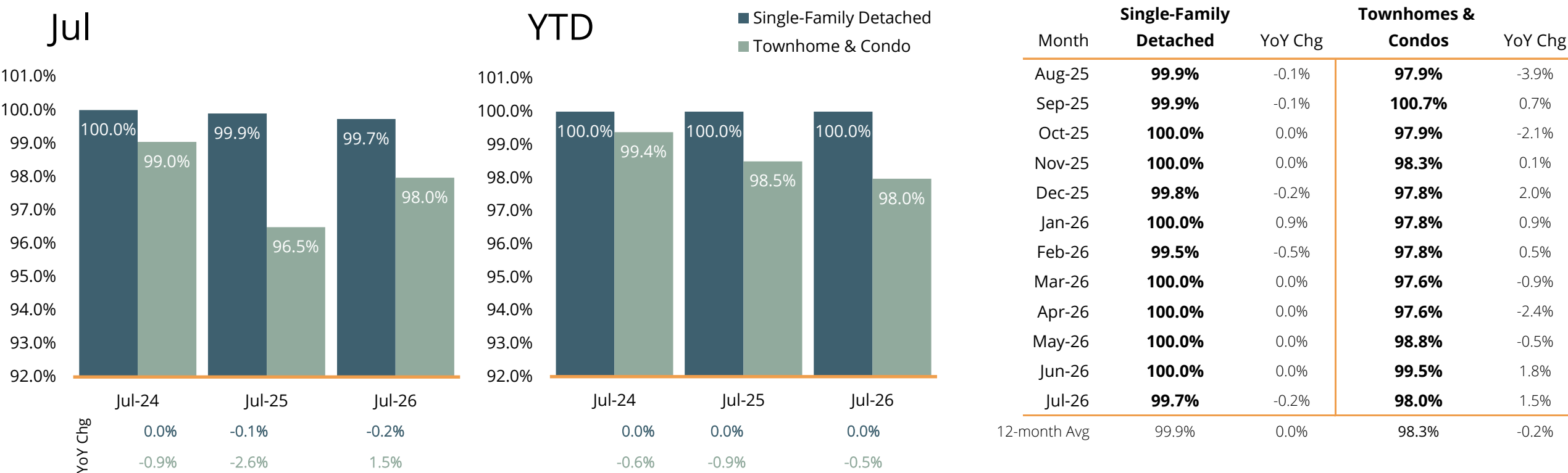


Historical Sold Dollar Volume by Month (in millions)

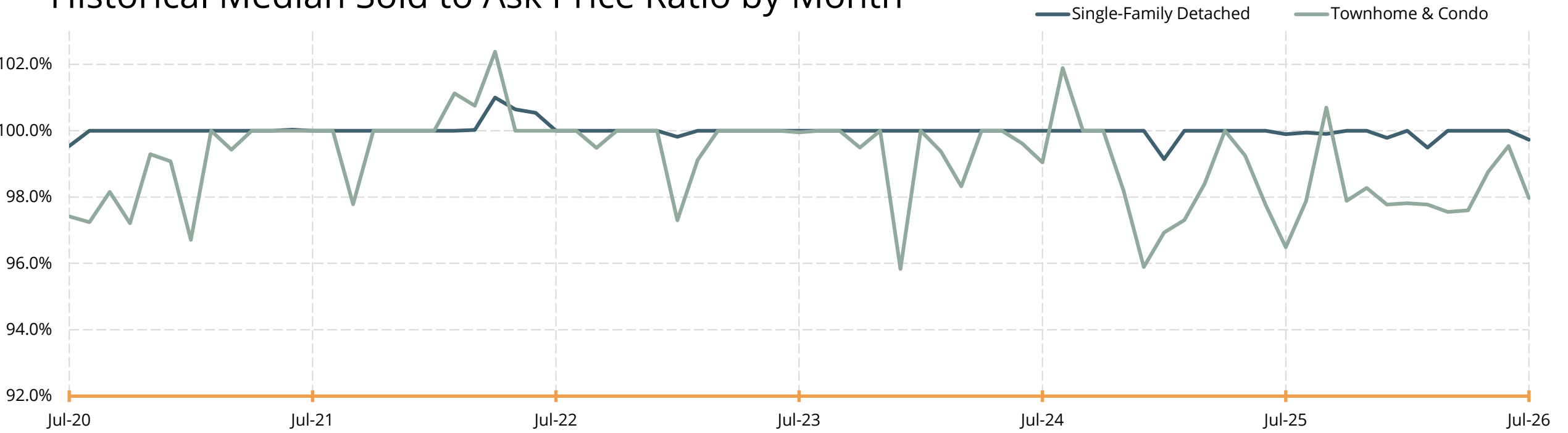


Source: Virginia REALTORS®, data accessed August 15, 2026

Median Sold to Ask Price Ratio

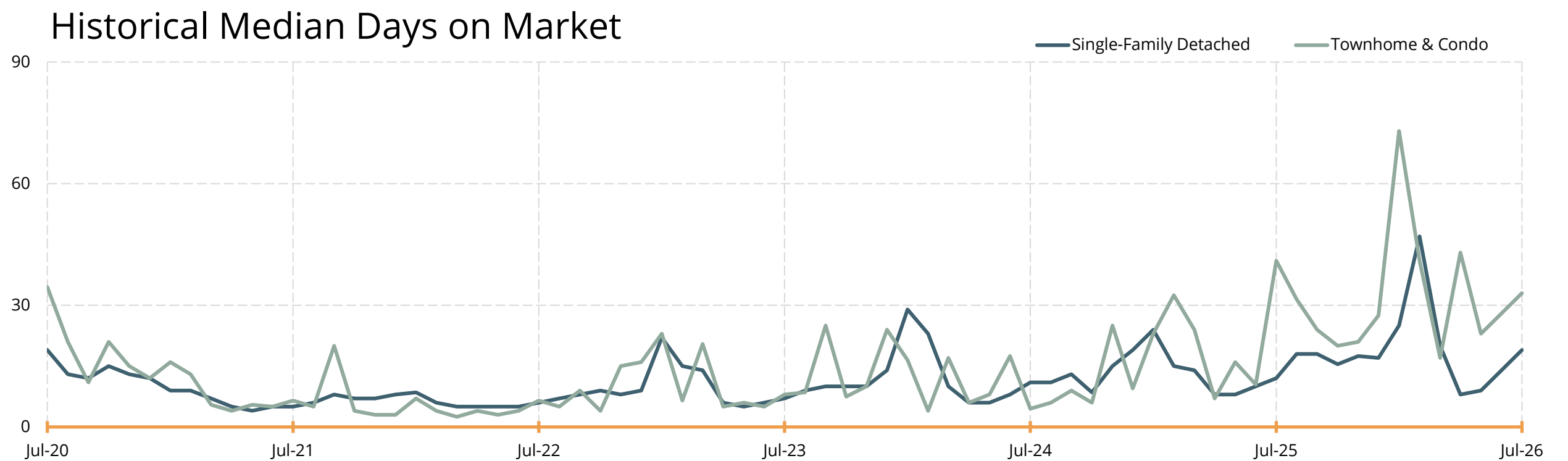
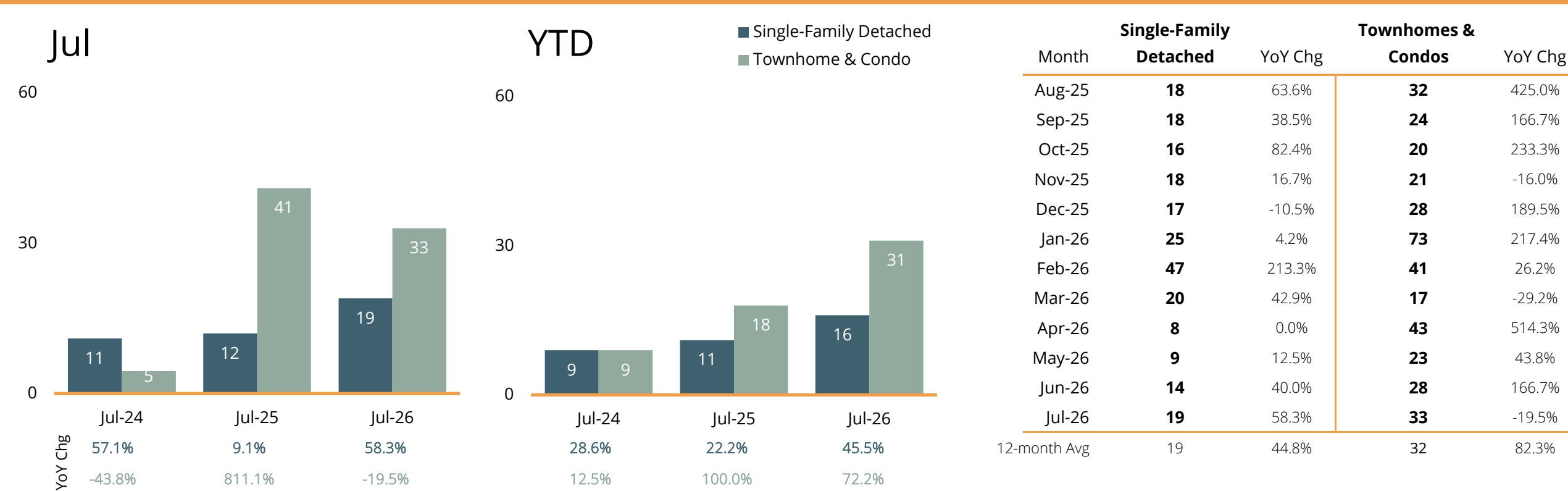


Historical Median Sold to Ask Price Ratio by Month



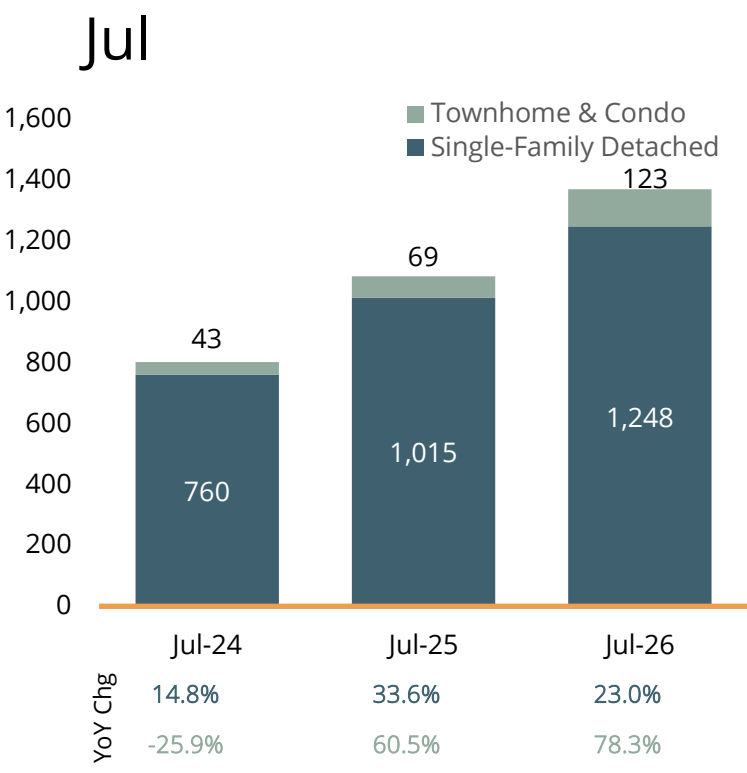
Source: Virginia REALTORS®, data accessed August 15, 2026

Median Days on Market

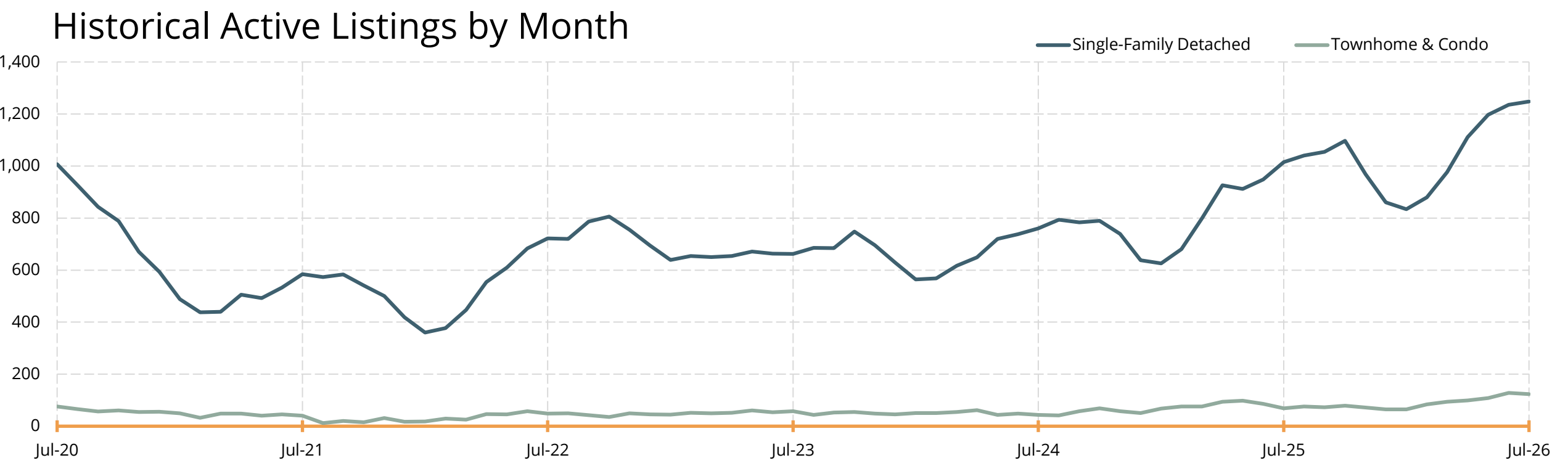


Source: Virginia REALTORS®, data accessed August 15, 2026

Active Listings



Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
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%
Jul-26	1,248	23.0%	123	78.3%
12-month Avg	1,042	29.6%	89	26.3%

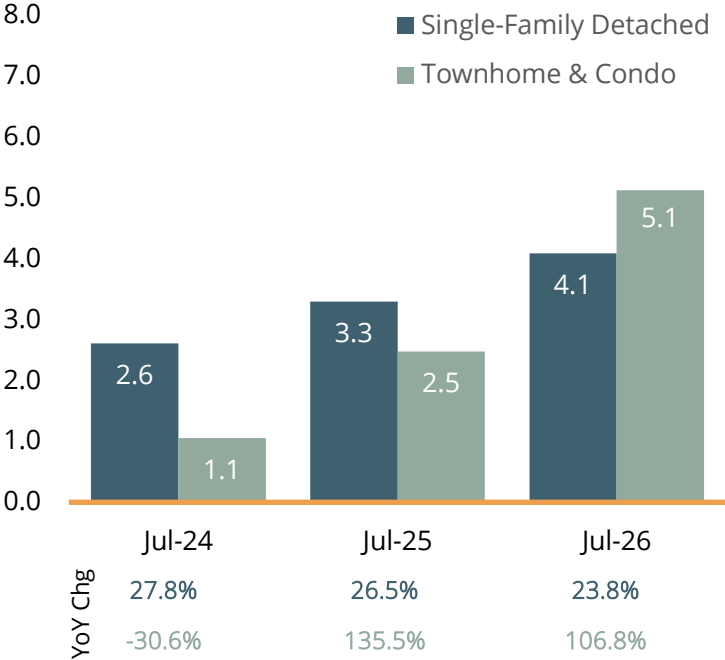


Source: Virginia REALTORS®, data accessed August 15, 2026

Months of Supply

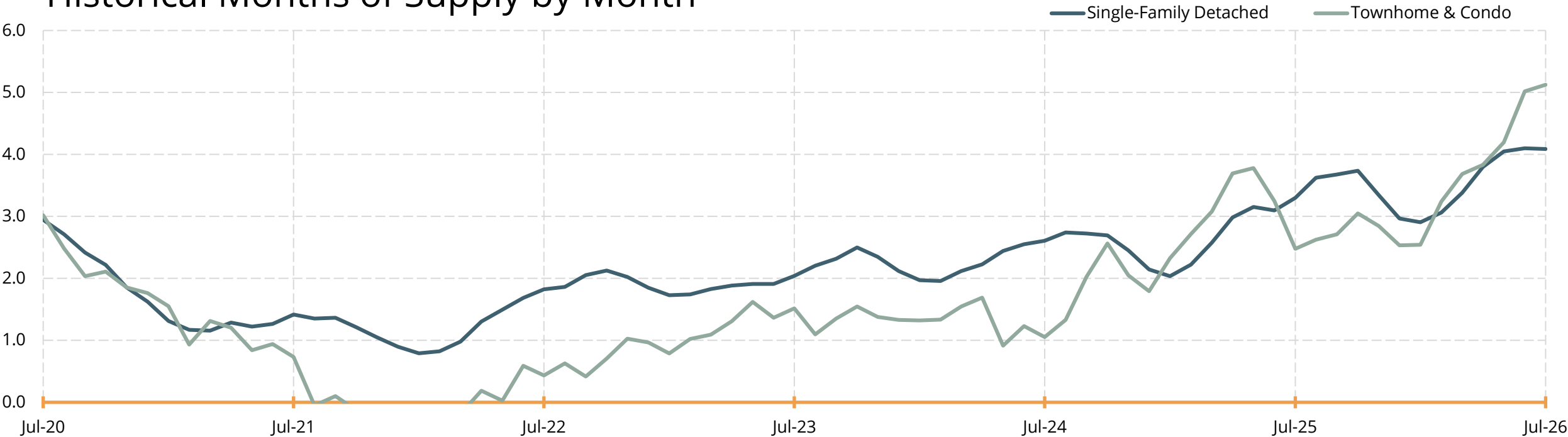


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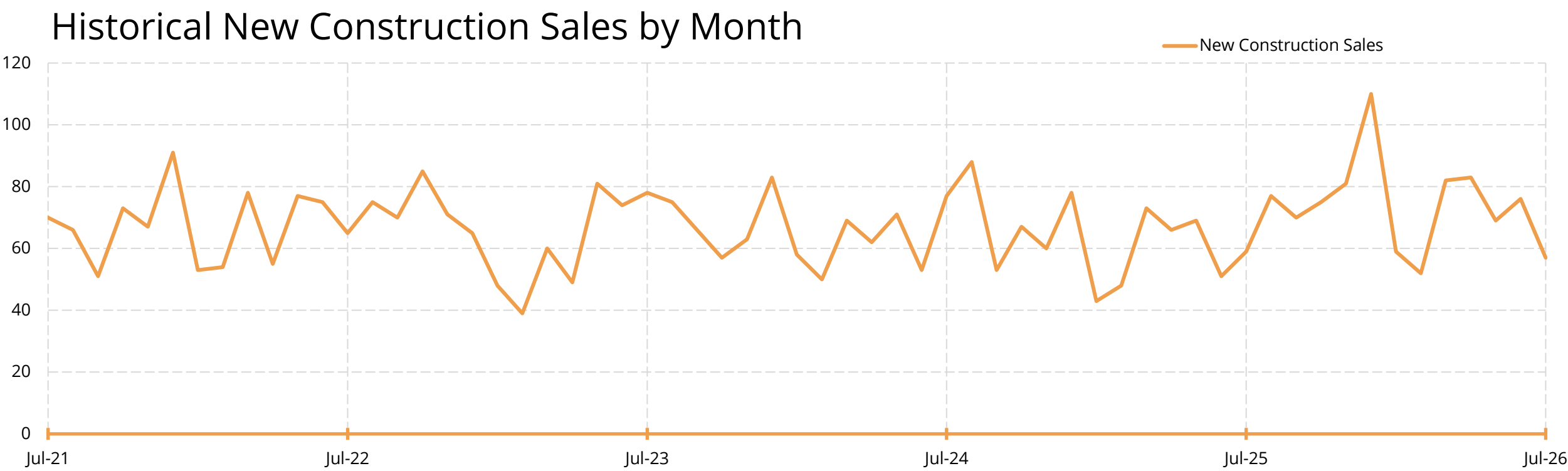
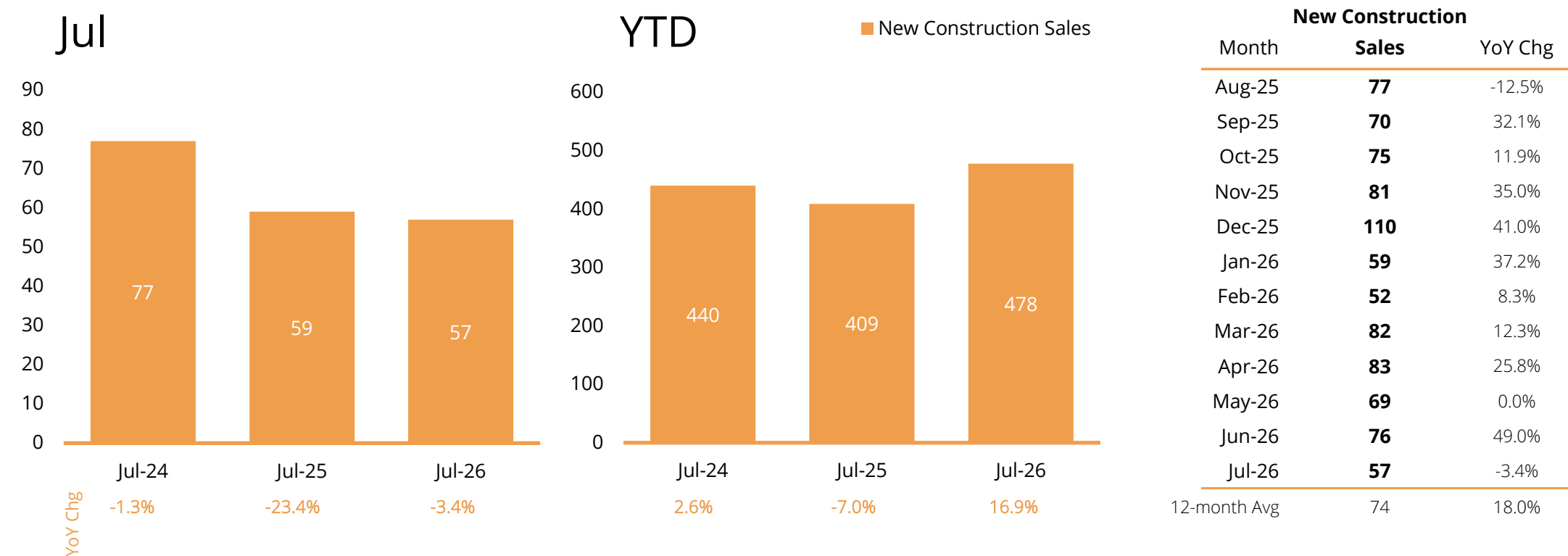
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Aug-25	3.6	32.2%	2.6	97.4%
Sep-25	3.7	34.8%	2.7	33.6%
Oct-25	3.7	38.7%	3.0	18.8%
Nov-25	3.3	36.4%	2.8	38.9%
Dec-25	3.0	38.5%	2.5	41.4%
Jan-26	2.9	42.6%	2.5	9.3%
Feb-26	3.1	37.9%	3.2	19.3%
Mar-26	3.4	31.4%	3.7	19.6%
Apr-26	3.8	27.3%	3.8	3.8%
May-26	4.1	28.5%	4.2	10.9%
Jun-26	4.1	32.4%	5.0	54.4%
Jul-26	4.1	23.8%	5.1	106.8%
12-month Avg	3.6	33.0%	3.5	33.2%

Historical Months of Supply by Month



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

New Construction Sales



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

Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Albemarle County	177	209	18.1%	152	143	-5.9%	\$519,200	\$585,000	12.7%	376	547	45.5%	2.7	4.3	60.8%
Charlottesville	46	44	-4.3%	37	52	40.5%	\$510,000	\$547,500	7.4%	106	99	-6.6%	3.4	2.7	-22.4%
Fluvanna County	54	67	24.1%	37	42	13.5%	\$376,000	\$362,500	-3.6%	103	155	50.5%	3.2	4.0	26.7%
Greene County	89	41	-53.9%	28	42	50.0%	\$399,450	\$404,995	1.4%	78	84	7.7%	0.4	2.6	551.4%
Louisa County	145	137	-5.5%	58	66	13.8%	\$417,500	\$503,500	20.6%	311	355	14.1%	5.1	5.2	1.1%
Nelson County	39	43	10.3%	28	26	-7.1%	\$414,000	\$428,500	3.5%	110	131	19.1%	4.0	5.4	33.3%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-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	#REF!	237	#REF!	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		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Albemarle County	168	184	9.5%	127	135	6.3%	\$569,000	\$595,000	4.6%	360	478	32.8%	2.9	4.0	40.8%
Charlottesville	37	35	-5.4%	29	42	44.8%	\$560,000	\$580,973	3.7%	87	75	-13.8%	3.3	2.4	-25.9%
Fluvanna County	54	67	24.1%	37	42	13.5%	\$376,000	\$362,500	-3.6%	103	155	50.5%	3.2	4.1	26.0%
Greene County	89	41	-53.9%	28	42	50.0%	\$399,450	\$404,995	1.4%	78	84	7.7%	0.4	2.6	551.4%
Louisa County	144	137	-4.9%	58	64	10.3%	\$417,500	\$498,500	19.4%	310	354	14.2%	5.1	5.2	1.3%
Nelson County	26	36	38.5%	20	21	5.0%	\$442,500	\$460,000	4.0%	77	102	32.5%	4.0	6.1	52.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Albemarle County	1,291	1,493	15.6%	799	843	5.5%	\$570,000	\$593,738	4.2%	360	478	32.8%
Charlottesville	347	341	-1.7%	205	241	17.6%	\$535,650	\$527,700	-1.5%	87	75	-13.8%
Fluvanna County	355	455	28.2%	249	269	8.0%	\$376,200	\$365,000	-3.0%	103	155	50.5%
Greene County	397	371	-6.5%	167	203	21.6%	\$429,000	\$409,990	-4.4%	78	84	7.7%
Louisa County	821	972	18.4%	409	482	17.8%	\$410,000	\$454,354	10.8%	310	354	14.2%
Nelson County	186	214	15.1%	117	110	-6.0%	\$486,000	\$489,500	0.7%	77	102	32.5%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Albemarle County	9	25	177.8%	25	8	-68.0%	\$235,000	\$247,500	5.3%	16	69	331%	0.6	7.3	1111%
Charlottesville	9	9	0.0%	8	10	25.0%	\$345,000	\$329,500	-4.5%	19	24	26.3%	4.3	3.9	-10.1%
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%	0	2	n/a	\$0	\$537,270	n/a	1	1	0.0%	2.0	1.5	-25.0%
Nelson County	13	7	-46.2%	8	5	-37.5%	\$272,750	\$260,000	-4.7%	33	29	-12.1%	4.2	3.8	-8.3%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg	Jul-25	Jul-26	% chg
Albemarle County	118	185	56.8%	82	53	-35.4%	\$282,000	\$260,000	-7.8%	16	69	331.3%
Charlottesville	68	71	4.4%	41	50	22.0%	\$306,000	\$350,000	14.4%	19	24	26.3%
Fluvanna County	1	1	0.0%	1	0	-100.0%	\$293,288	\$0	-100.0%	0	0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	4	8	100.0%	2	5	150.0%	\$537,500	\$522,000	-2.9%	1	1	0.0%
Nelson County	86	66	-23.3%	50	39	-22.0%	\$263,250	\$260,000	-1.2%	33	29	-12.1%



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.