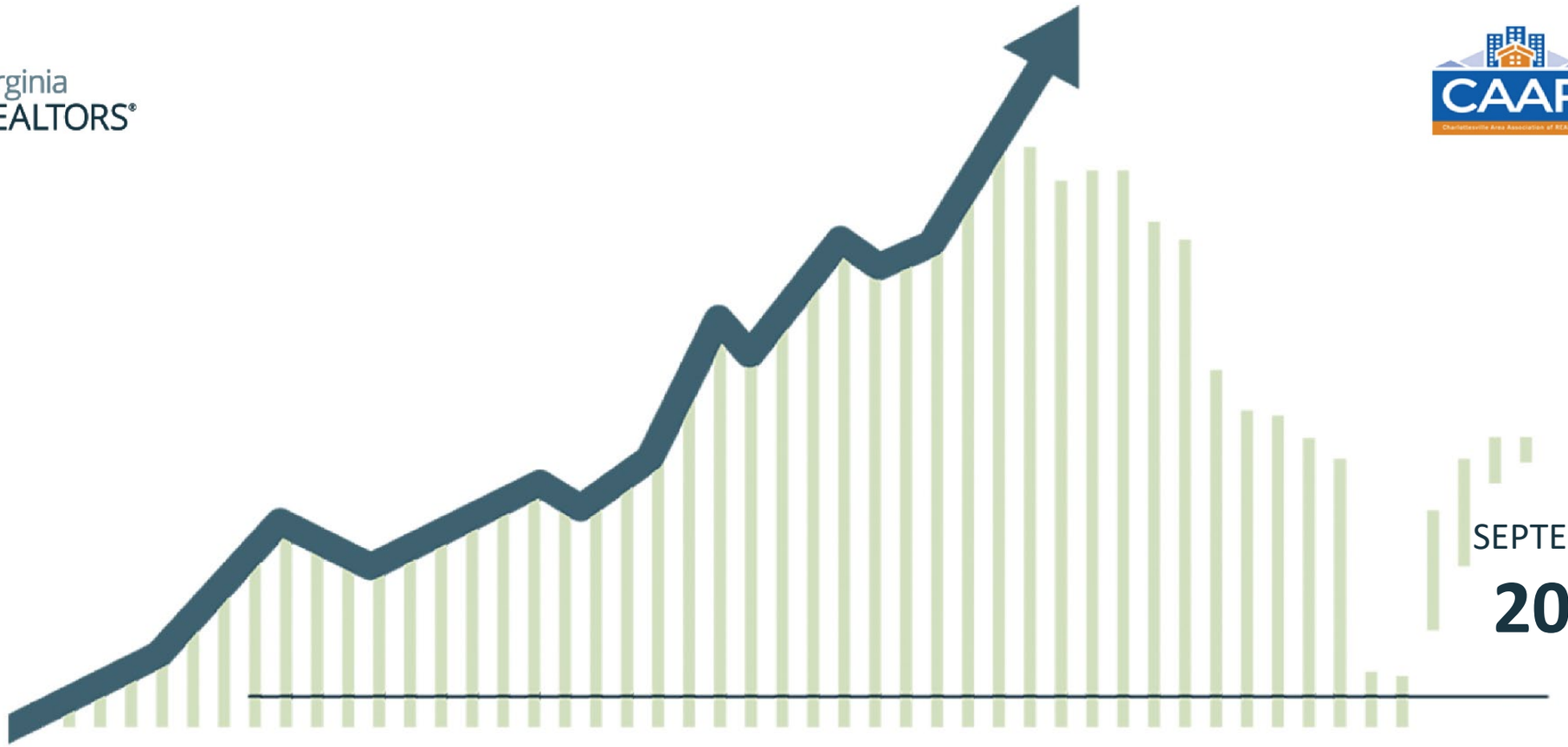
Virginia REALTORS®

CAAR



SEPTEMBER

2026

CAARCHARLOTTESVILLE AREA

MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY

VIRGINIA REALTORS®

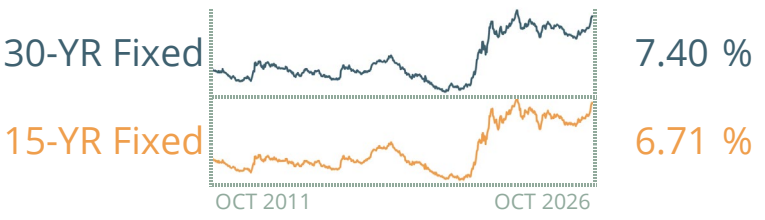
CAAR Market Indicators Report

Key Market Trends: **September 2026**

- **After falling last month, sales increased in September.** In the CAAR market, there were 308 home sales in the area, up 5.5% from the previous year, which is 16 additional sales. Albemarle County had 12 more sales than the year before (+11.2%), as Nelson County experienced a 25.9% rise in activity (+7 sales) and Louisa County had six additional sales (+10.7%). Sales activity fell in Charlottesville with eight fewer sales than a year ago (-22.9%) and Greene County down five home sales (-13.5%).
- **Regionwide, pending sales fell in across the CAAR footprint.** Pending sales dropped 15.6% resulting in 298 total pending sales this month, 55 less than the year before. Charlottesville experienced the biggest decline in pending sales with 21 fewer than last year (-47.7%). For the third straight month, pending sales decreased in Louisa County (-16 pending sales). The only local market where pending sales increased was Fluvanna County with one additional pending transaction this month (+3.1%).
- **The median sales price decreased this month after rising in the last two months.** At $431,285, home prices dipped 4.2% in the CAAR area, which is $18,710 less than a year ago. Albemarle County experienced a $170,000 price drop, with the median price at $490,000 in September, down 25.8% from the previous year. Charlottesville had a $56,000 reduction in sales price this month (-12.3%).
- **Active listings jumped across the CAAR footprint.** At the end of September, listings rose 32.5%, bringing the total count to 1,495 in the area, 367 more than the previous year. Listings surged in Albemarle County with 189 added to the market (+44.7%). Louisa County had 56 additional listings (+18.8%) and Fluvanna County had 45 more than last year (+35.2%). Listings went up 7.3% in Charlottesville this month after declining for the last five months (+8 listings).

INTEREST RATE TRACKER

October 15, 2026



CAAR Market Dashboard

YoY Chg	Sep-26	Indicator
▲ 5.5%	308	Sales
▼ -15.6%	298	Pending Sales
▲ 12.5%	613	New Listings
▼ -3.9%	$432,340	Median List Price
▼ -4.2%	$431,285	Median Sales Price
▼ -4.6%	$255	Median Price Per Square Foot
▼ -6.3%	$169.7	Sold Dollar Volume (in millions)
▼ -0.2%	99.8%	Median Sold/Ask Price Ratio
▲ 43.2%	27	Median Days on Market
▲ 32.5%	1,495	Active Listings
▲ 21.0%	4.3	Months of Supply
▲ 14.3%	80	New Construction Sales

Sources: Virginia REALTORS®, data accessed October 15, 2026, Freddie Mac

Report Index

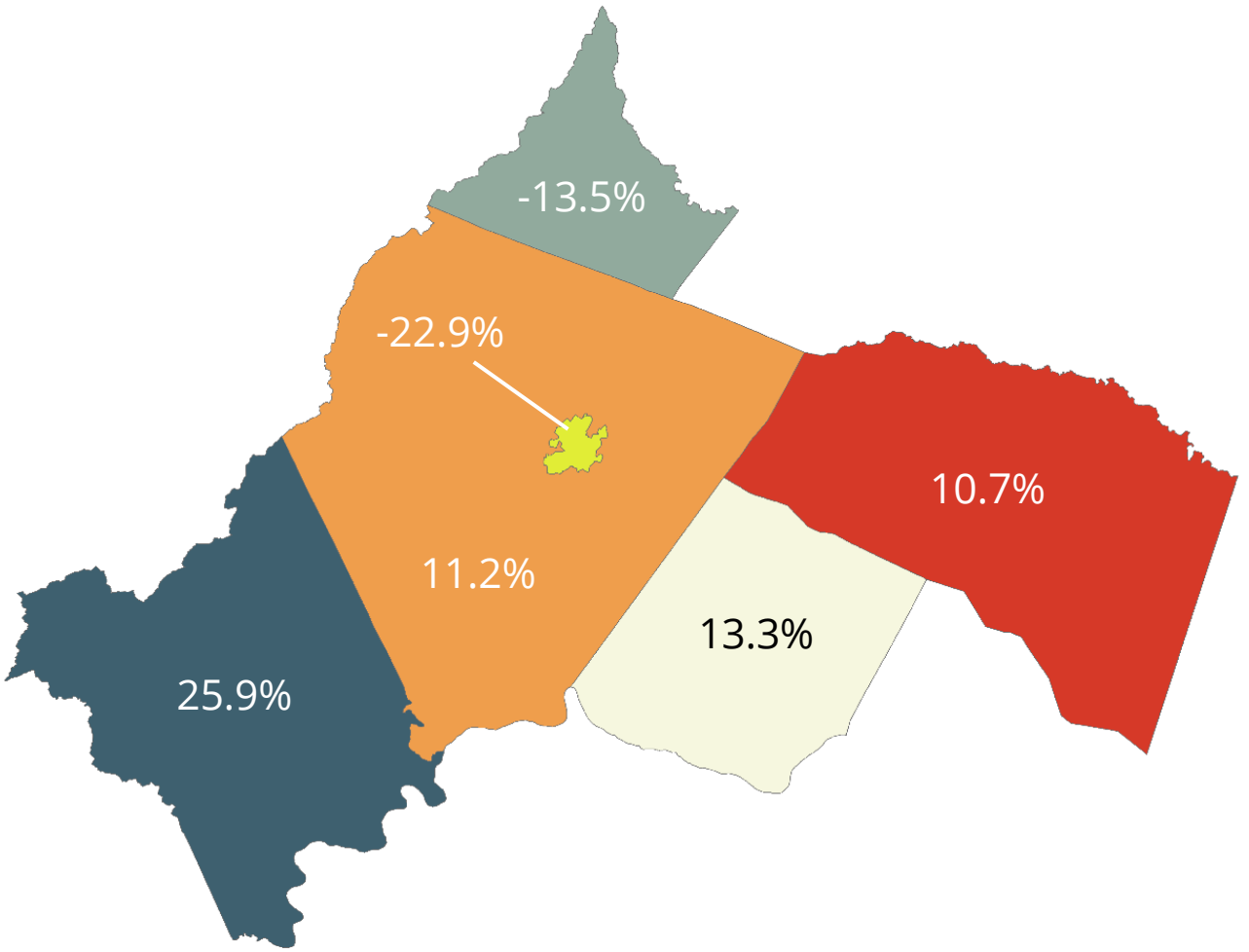
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Consumers Should Consult with a REALTOR®.
Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

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

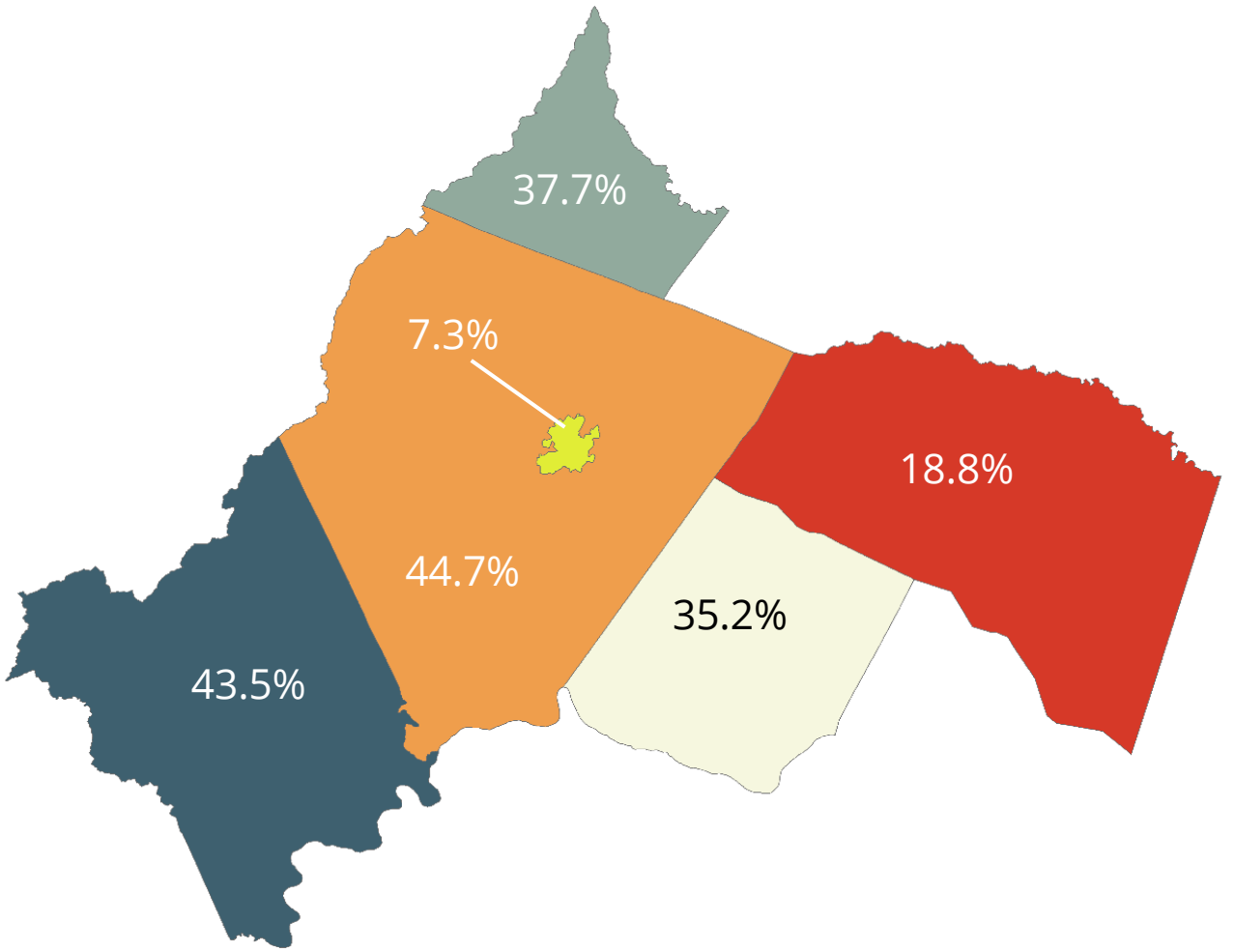


Total Sales

Jurisdiction	Sep-25	Sep-26	% Chg
Albemarle County	107	119	11.2%
Charlottesville	35	27	-22.9%
Fluvanna County	30	34	13.3%
Greene County	37	32	-13.5%
Louisa County	56	62	10.7%
Nelson County	27	34	25.9%
CAAR	**292**	**308**	**5.5%**

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

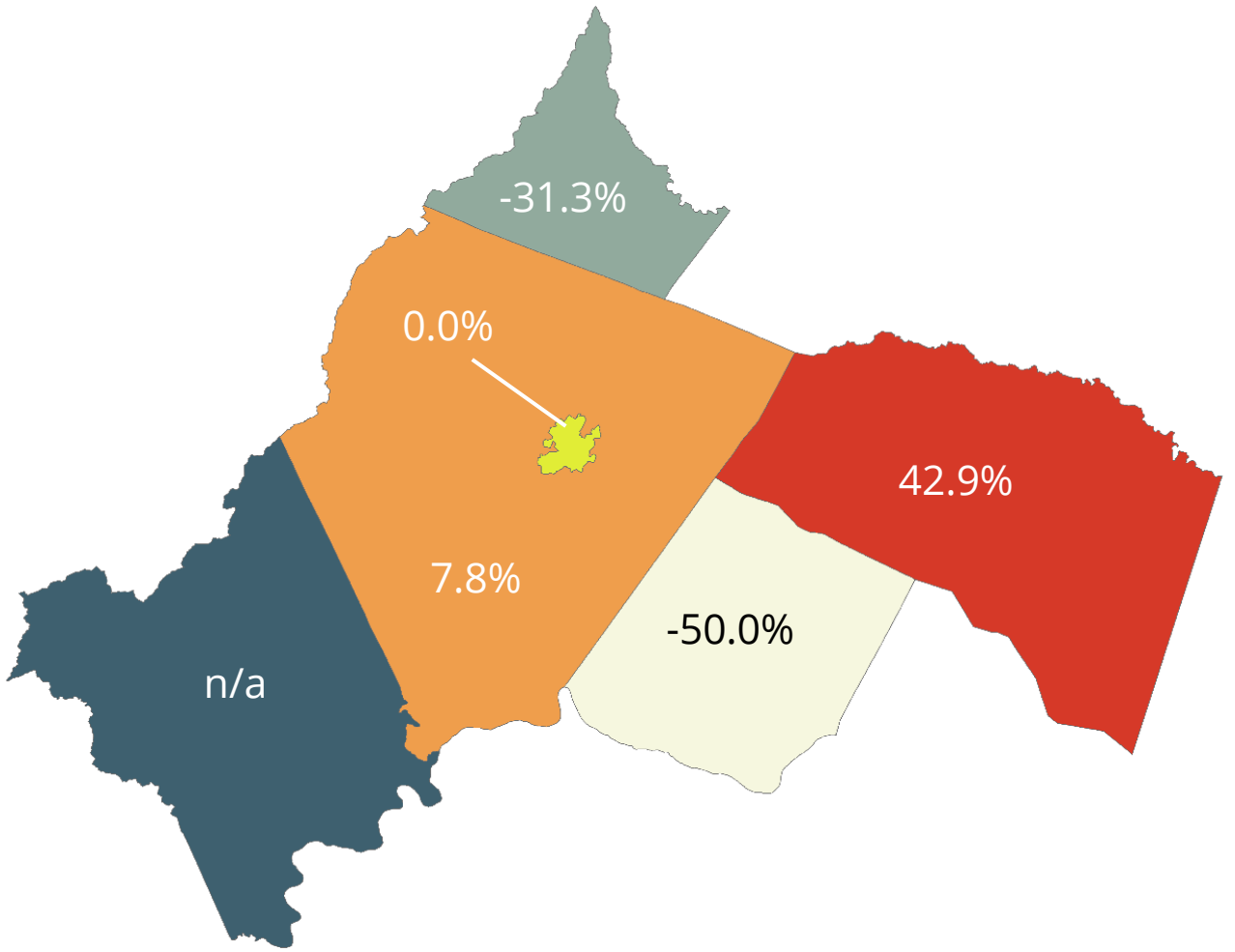
Active Listings: Total Inventory (includes proposed listings)



	Active Listings Total Inventory		
Jurisdiction	Sep-25	Sep-26	% Chg
Albemarle County	423	612	44.7%
Charlottesville	110	118	7.3%
Fluvanna County	128	173	35.2%
Greene County	77	106	37.7%
Louisa County	298	354	18.8%
Nelson County	92	132	43.5%
CAAR	**1,128**	**1,495**	**32.5%**

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

Active Listings: Proposed Listings



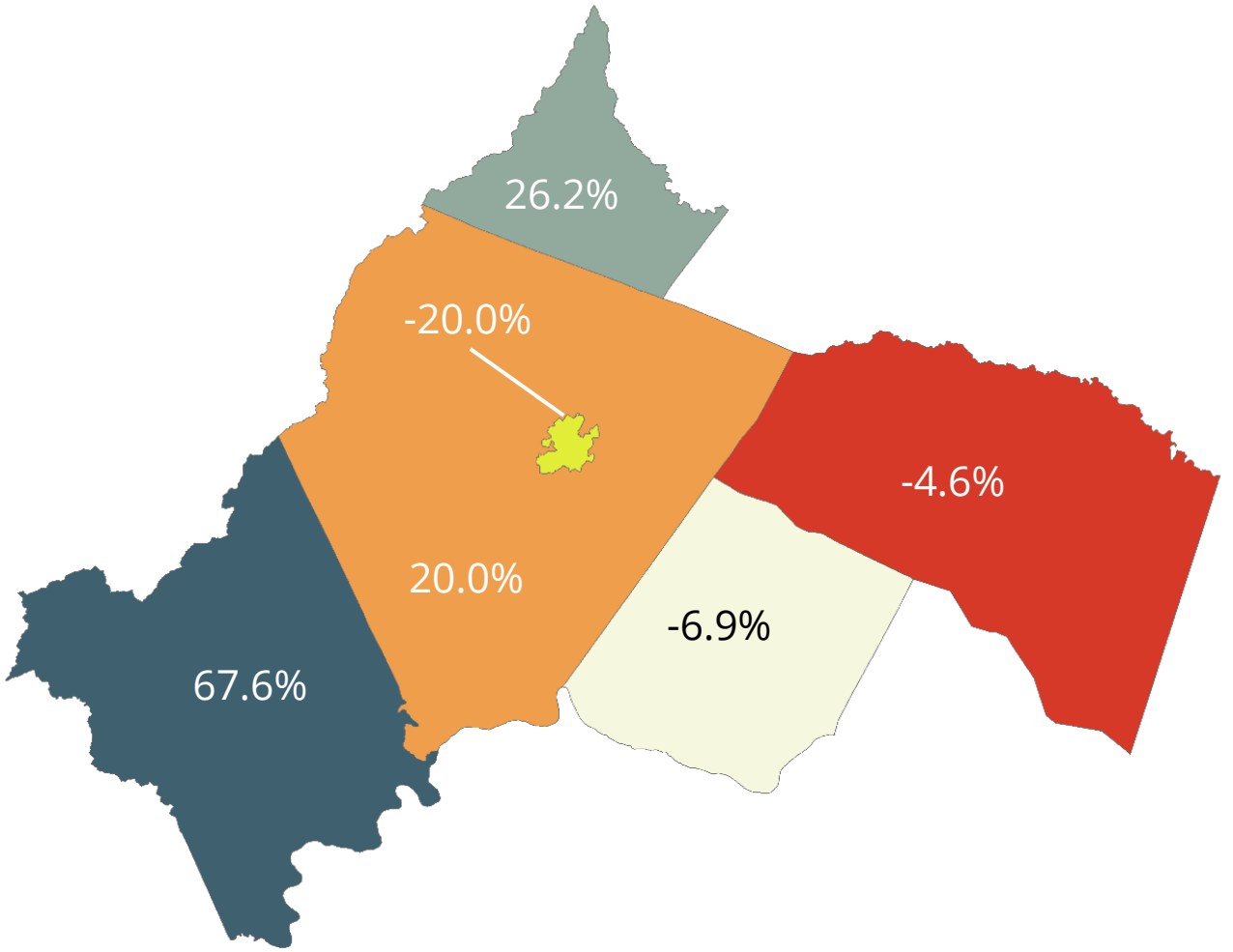
Active Listings

Proposed Listings

Jurisdiction	Sep-25	Sep-26	% Chg
Albemarle County	102	110	7.8%
Charlottesville	2	2	0.0%
Fluvanna County	18	9	-50.0%
Greene County	32	22	-31.3%
Louisa County	14	20	42.9%
Nelson County	0	7	n/a
CAAR	**168**	**170**	**1.2%**

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

New Listings: Total Inventory (includes proposed listings)



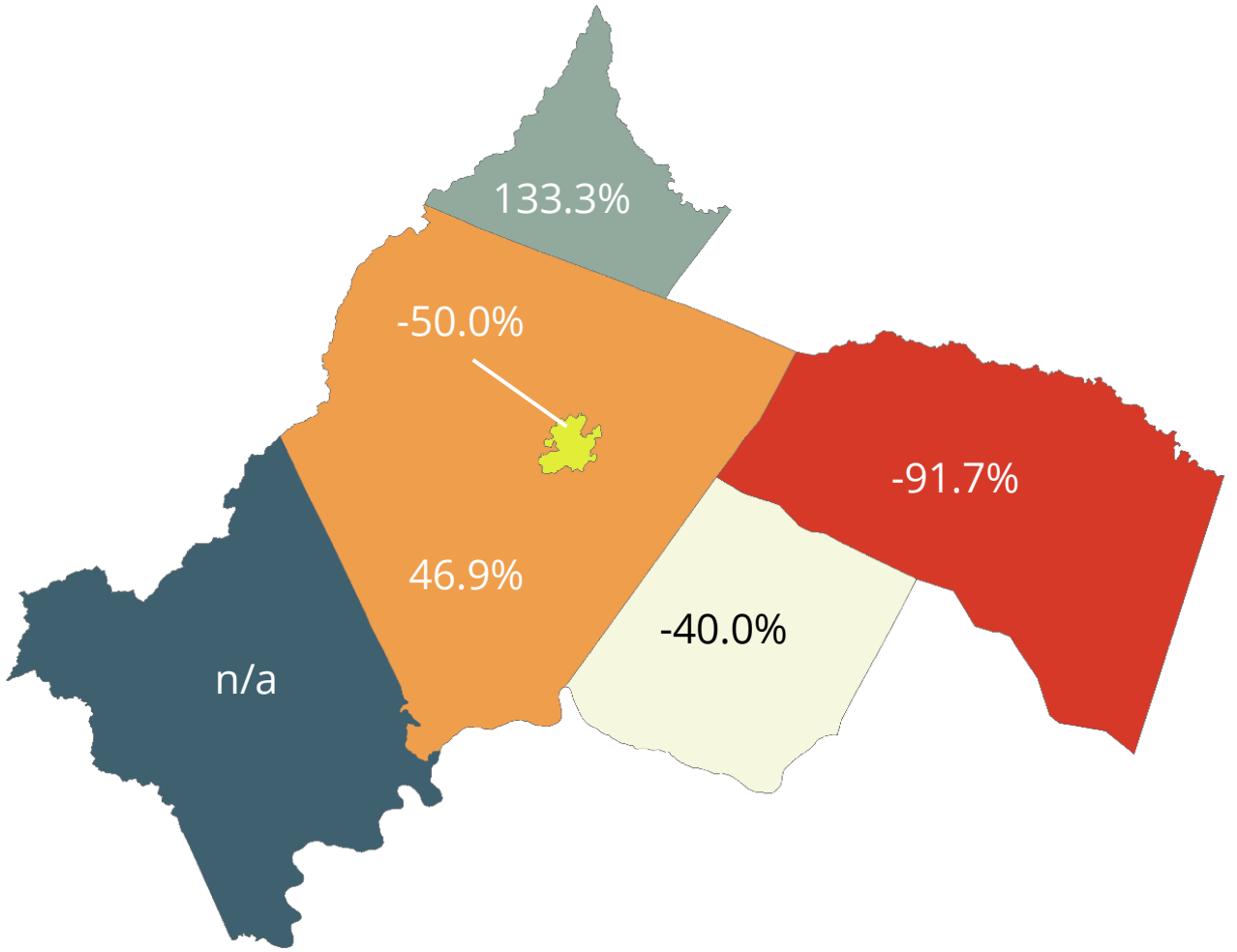
New Listings

Total Inventory

Jurisdiction	Sep-25	Sep-26	% Chg
Albemarle County	230	276	20.0%
Charlottesville	50	40	-20.0%
Fluvanna County	58	54	-6.9%
Greene County	61	77	26.2%
Louisa County	109	104	-4.6%
Nelson County	37	62	67.6%
CAAR	**545**	**613**	**12.5%**

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

New Listings: Proposed Listings



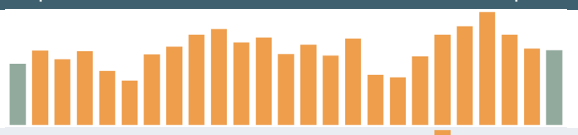
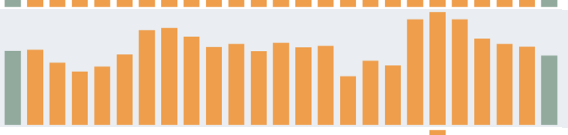
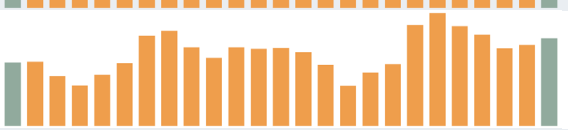
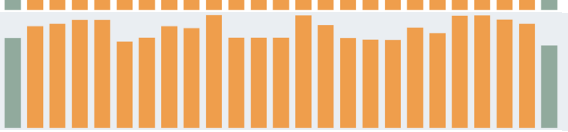
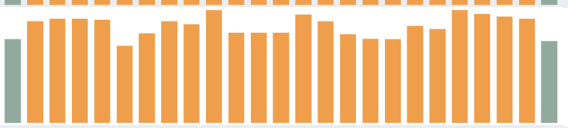
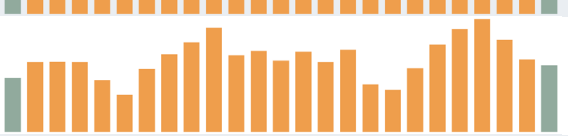
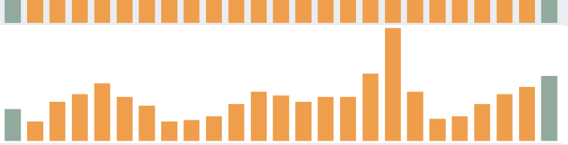
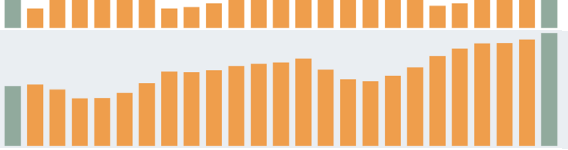
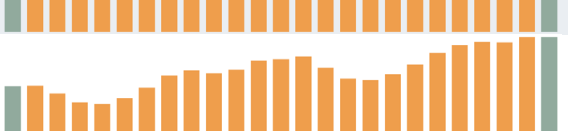
New Listings

Proposed Listings

Jurisdiction	Sep-25	Sep-26	% Chg
Albemarle County	32	47	46.9%
Charlottesville	2	1	-50.0%
Fluvanna County	5	3	-40.0%
Greene County	18	42	133.3%
Louisa County	12	1	-91.7%
Nelson County	0	7	n/a
CAAR	**69**	**101**	**46.4%**

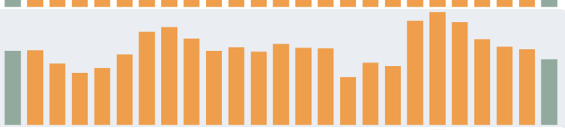
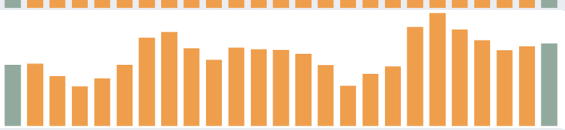
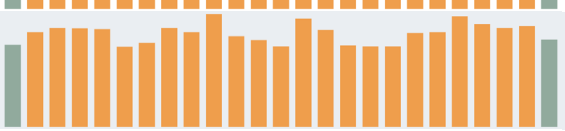
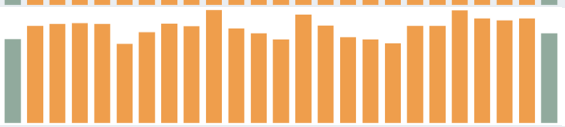
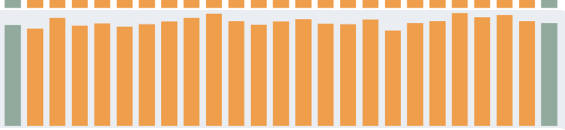
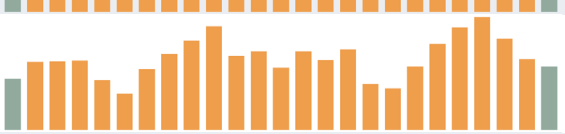
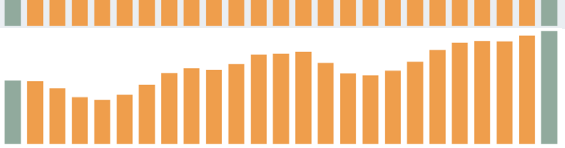
Source: Virginia REALTORS®, data accessed October 15, 2026

Total Market Overview

Key Metrics	2-year Trends (Sep-24 – Sep-26)	Sep-25	Sep-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
Sales		292	**308**	5.5%	2,772	**2,916**	5.2%
Pending Sales		353	**298**	-15.6%	3,113	**3,283**	5.5%
New Listings		545	**613**	12.5%	4,759	**5,356**	12.5%
Median List Price		$449,950	**$432,340**	-3.9%	$467,248	**$474,550**	1.6%
Median Sales Price		$449,995	**$431,285**	-4.2%	$465,000	**$469,995**	1.1%
Median Price Per Square Foot		$268	**$255**	-4.6%	$267	**$268**	0.4%
Sold Dollar Volume (in millions)		$181.2	**$169.7**	-6.3%	$1,659.3	**$1,750.9**	5.5%
Median Sold/Ask Price Ratio		100.0%	**99.8%**	-0.2%	100.0%	**100.0%**	0.0%
Median Days on Market		19	**27**	43.2%	13	**18**	38.5%
Active Listings		1,128	**1,495**	32.5%	n/a	**n/a**	n/a
Months of Supply		3.6	**4.3**	21.0%	n/a	**n/a**	n/a

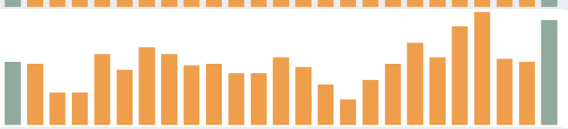
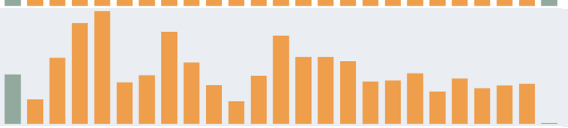
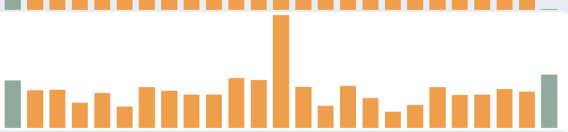
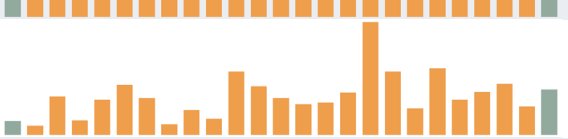
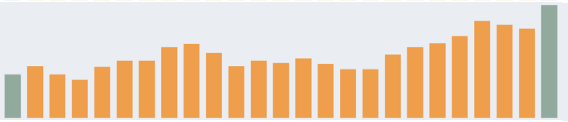
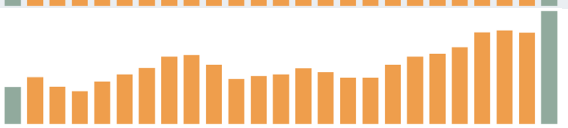
Source: Virginia REALTORS®, data accessed October 15, 2026

Single-Family Detached Market Overview

Key Metrics	2-year Trends (Sep-24 – Sep-26)	Sep-25	Sep-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
Sales		260	**268**	3.1%	2,534	**2,703**	6.7%
Pending Sales		328	**267**	-18.6%	2,874	**3,019**	5.0%
New Listings		503	**548**	8.9%	4,408	**4,921**	11.6%
Median List Price		$449,950	**$466,461**	3.7%	$475,000	**$489,150**	3.0%
Median Sales Price		$449,995	**$464,733**	3.3%	$475,000	**$485,000**	2.1%
Median Price Per Square Foot		$264	**$260**	-1.5%	$265	**$269**	1.4%
Sold Dollar Volume (in millions)		$153.8	**$156.8**	1.9%	$1,559.3	**$1,676.9**	7.5%
Median Sold/Ask Price Ratio		99.9%	**99.8%**	-0.1%	100.0%	**100.0%**	0.0%
Median Days on Market		18	**27**	47.2%	12	**17**	41.7%
Active Listings		1,055	**1,346**	27.6%	n/a	**n/a**	n/a
Months of Supply		3.7	**4.5**	21.4%	n/a	**n/a**	n/a

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

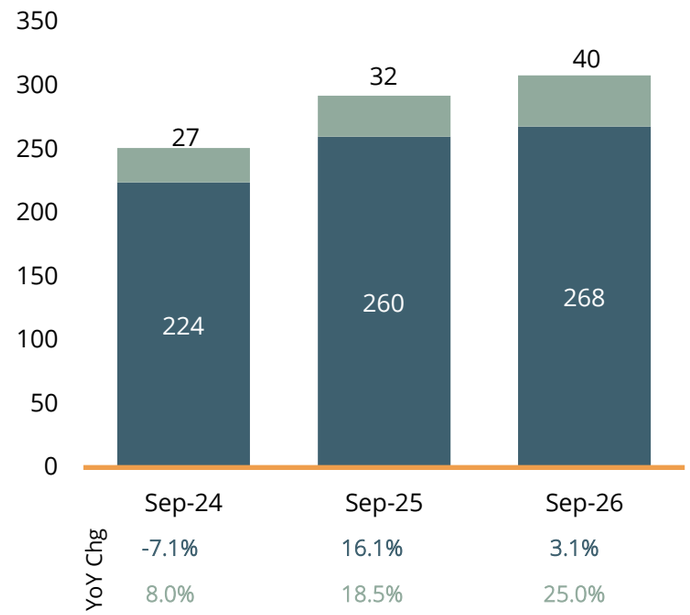
Townhome & Condo Market Overview

Key Metrics	2-year Trends (Sep-24 – Sep-26)	Sep-25	Sep-26	YoY Chg	2025 YTD	2026 YTD	YoY Chg
Sales		32	**40**	25.0%	238	**213**	-10.5%
Pending Sales		25	**31**	24.0%	239	**264**	10.5%
New Listings		42	**65**	54.8%	351	**435**	23.9%
Median List Price		$439,450	**$338,250**	-23.0%	$300,000	**$299,700**	-0.1%
Median Sales Price		$433,500	**$337,500**	-22.1%	$294,000	**$293,250**	-0.3%
Median Price Per Square Foot		$315	**$227**	-28.0%	$282	**$260**	-7.9%
Sold Dollar Volume (in millions)		$27.4	**$12.9**	-52.8%	$100.0	**$74.0**	-25.9%
Median Sold/Ask Price Ratio		100.7%	**99.6%**	-1.1%	98.8%	**98.3%**	-0.5%
Median Days on Market		24	**30**	22.9%	19	**28**	44.7%
Active Listings		73	**149**	104.1%	n/a	**n/a**	n/a
Months of Supply		2.7	**6.2**	128.3%	n/a	**n/a**	n/a

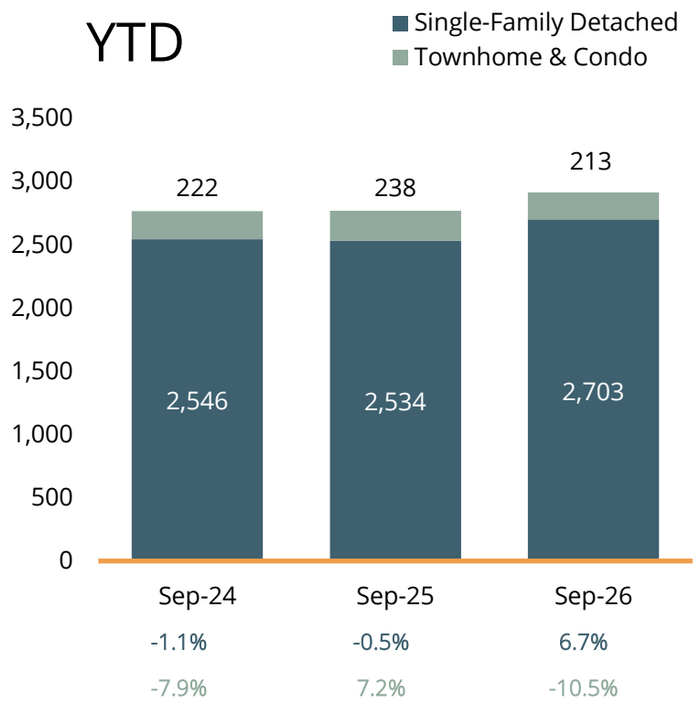
Source: Virginia REALTORS®, data accessed October 15, 2026

Sales

Sep

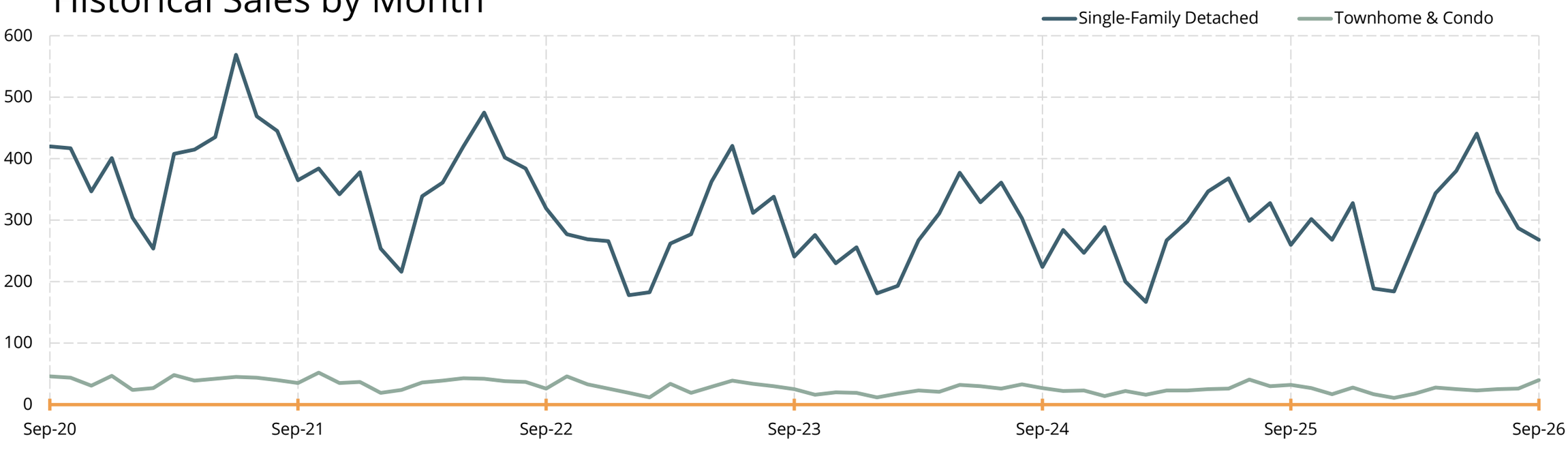


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**302**	6.3%	**27**	22.7%
Nov-25	**268**	8.5%	**17**	-26.1%
Dec-25	**328**	13.5%	**28**	100.0%
Jan-26	**189**	-5.5%	**17**	-22.7%
Feb-26	**184**	10.2%	**11**	-31.3%
Mar-26	**264**	-1.1%	**18**	-21.7%
Apr-26	**344**	15.4%	**28**	21.7%
May-26	**380**	9.5%	**25**	0.0%
Jun-26	**441**	19.8%	**23**	-11.5%
Jul-26	**346**	15.7%	**25**	-39.0%
Aug-26	**287**	-12.5%	**26**	-13.3%
Sep-26	**268**	3.1%	**40**	25.0%
12-month Avg	300	7.4%	24	-4.0%

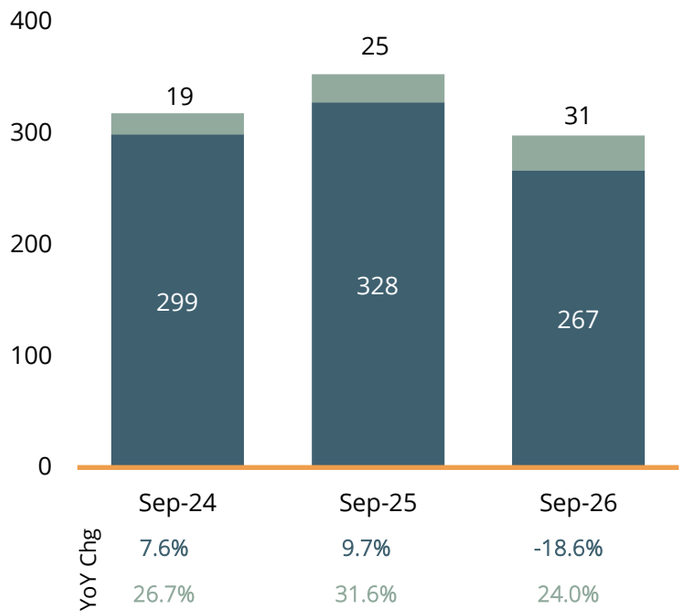
Historical Sales by Month



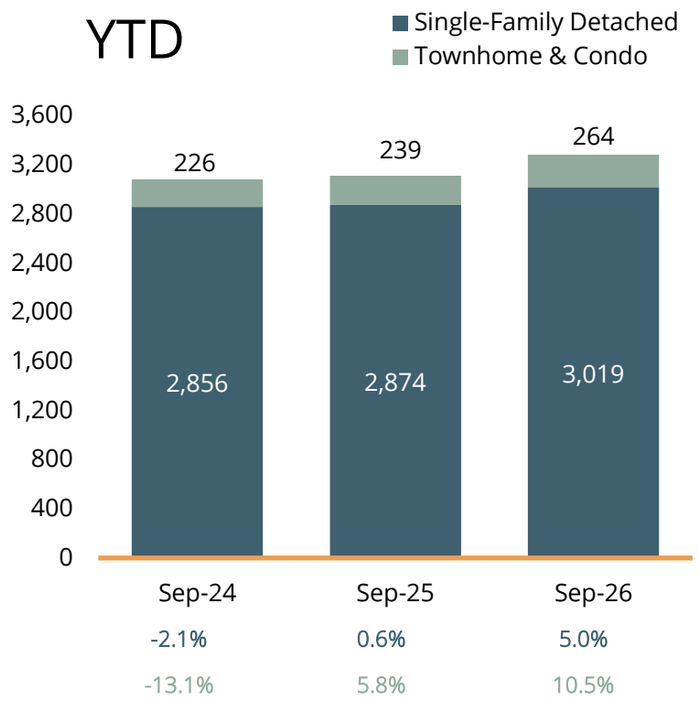
Source: Virginia REALTORS®, data accessed October 15, 2026

Pending Sales

Sep

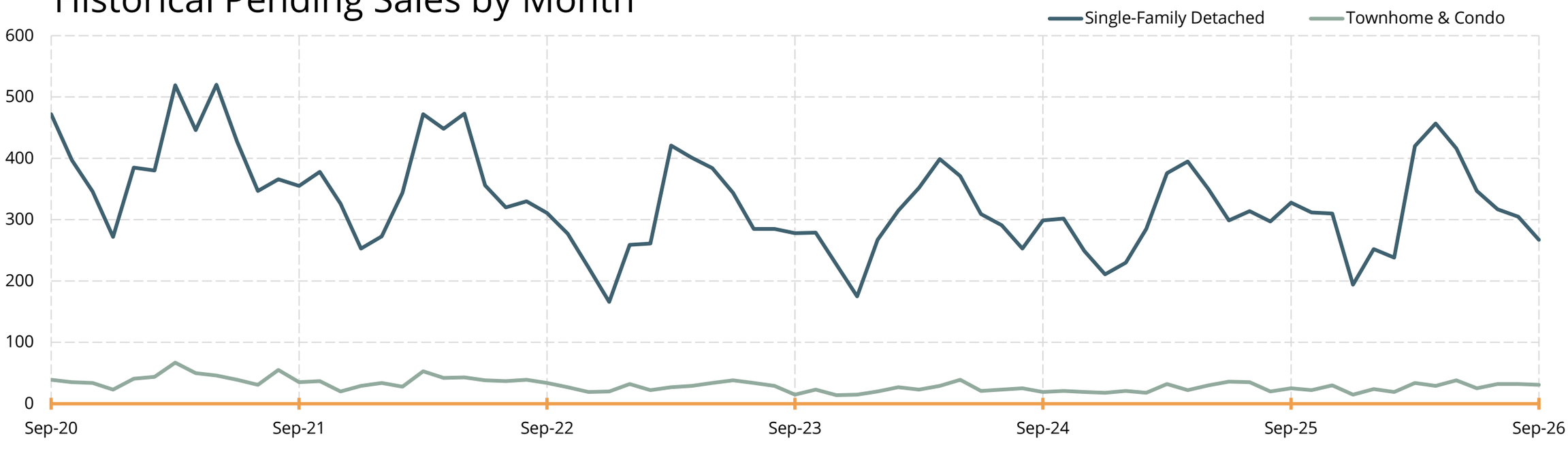


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**312**	3.3%	**22**	4.8%
Nov-25	**310**	24.5%	**30**	57.9%
Dec-25	**194**	-8.1%	**15**	-16.7%
Jan-26	**252**	9.6%	**24**	14.3%
Feb-26	**238**	-16.5%	**19**	5.6%
Mar-26	**420**	11.7%	**34**	6.3%
Apr-26	**457**	15.7%	**29**	31.8%
May-26	**416**	18.9%	**38**	26.7%
Jun-26	**347**	16.1%	**25**	-30.6%
Jul-26	**317**	1.0%	**32**	-8.6%
Aug-26	**305**	2.7%	**32**	60.0%
Sep-26	**267**	-18.6%	**31**	24.0%
12-month Avg	320	5.5%	28	11.4%

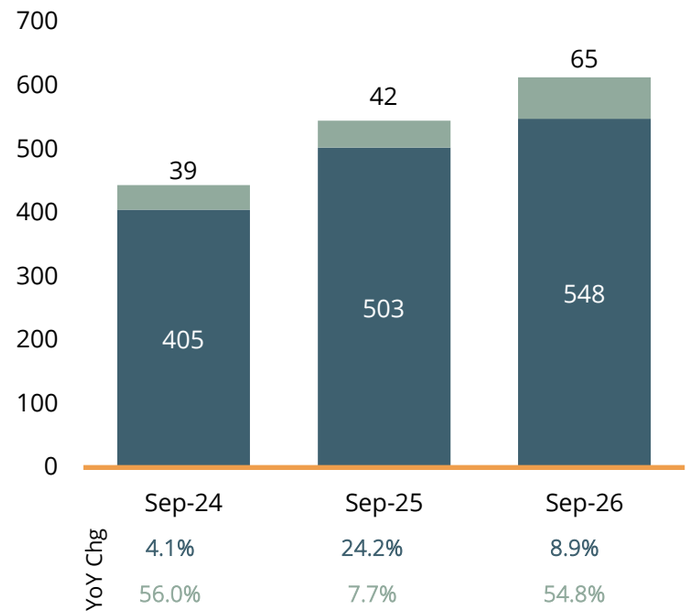
Historical Pending Sales by Month



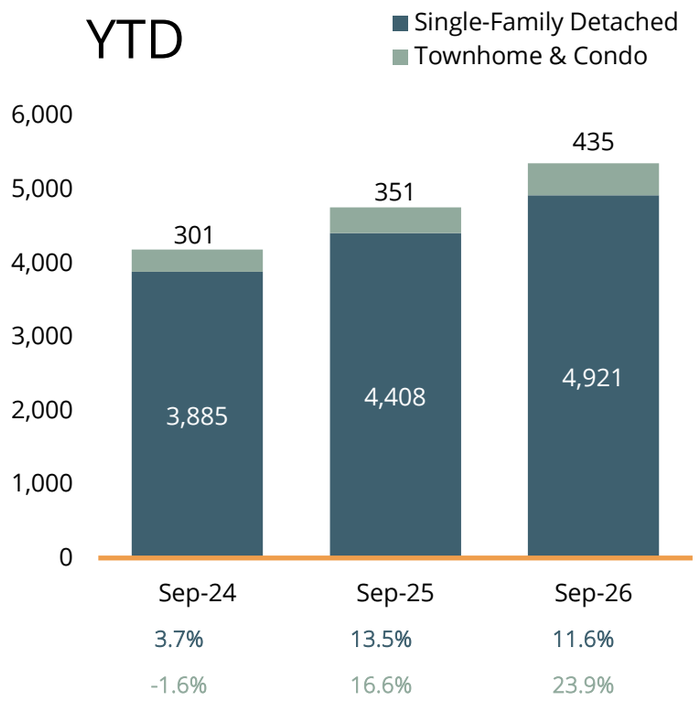
Source: Virginia REALTORS®, data accessed October 15, 2026

New Listings

Sep

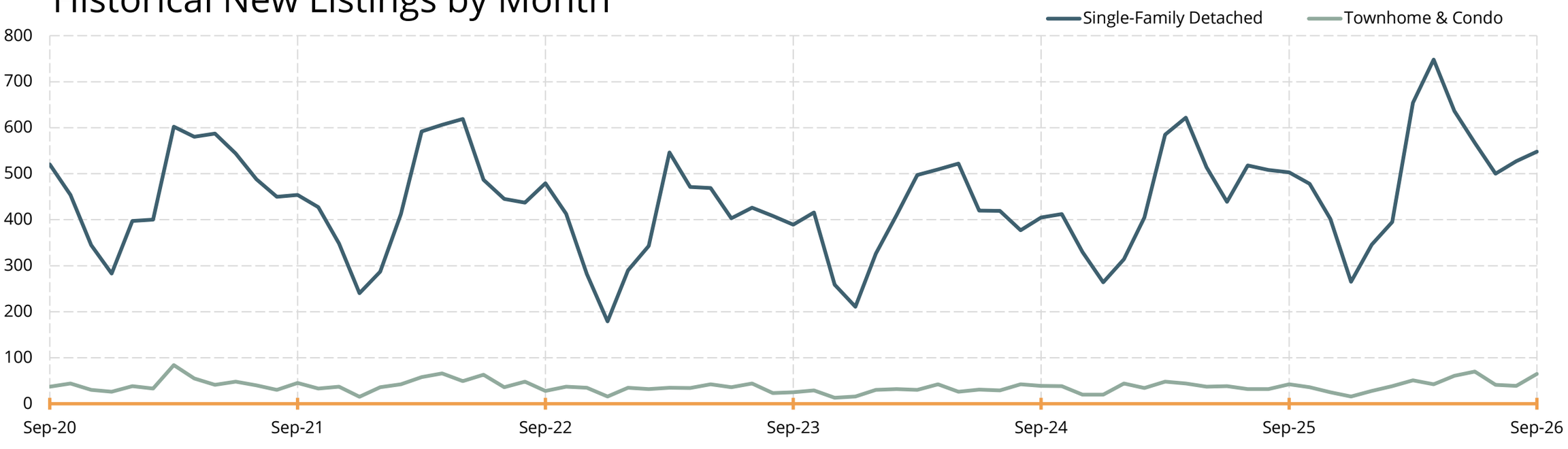


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**478**	16.0%	**36**	-5.3%
Nov-25	**402**	21.8%	**25**	25.0%
Dec-25	**265**	0.4%	**16**	-20.0%
Jan-26	**346**	10.2%	**28**	-36.4%
Feb-26	**395**	-2.5%	**38**	11.8%
Mar-26	**654**	11.8%	**51**	6.3%
Apr-26	**748**	20.3%	**42**	-4.5%
May-26	**636**	23.7%	**61**	64.9%
Jun-26	**567**	29.2%	**70**	84.2%
Jul-26	**500**	-3.5%	**41**	28.1%
Aug-26	**527**	3.7%	**39**	21.9%
Sep-26	**548**	8.9%	**65**	54.8%
12-month Avg	506	12.0%	43	19.3%

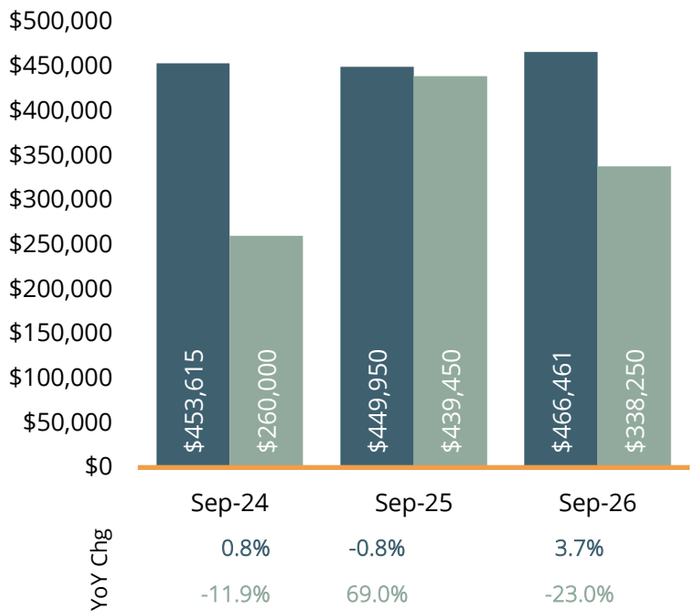
Historical New Listings by Month



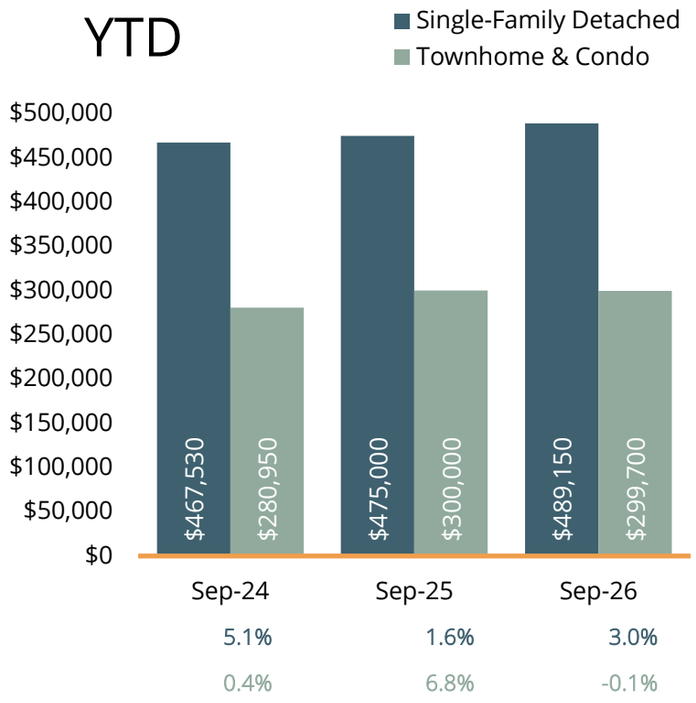
Source: Virginia REALTORS®, data accessed October 15, 2026

Median List Price

Sep

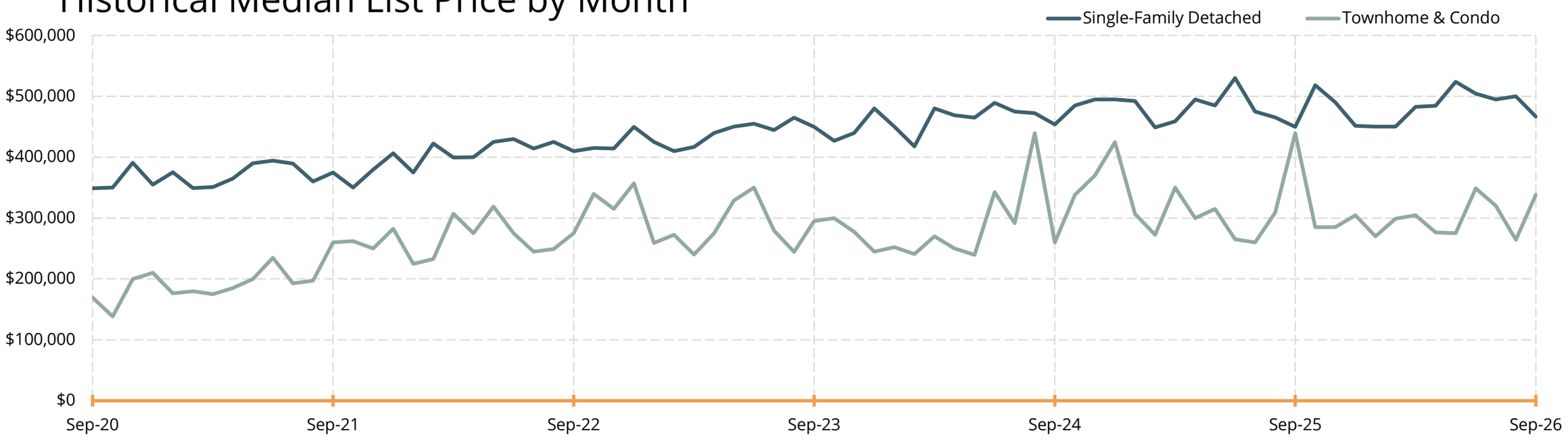


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**$518,208**	6.8%	**$285,000**	-15.7%
Nov-25	**$489,950**	-1.0%	**$285,000**	-23.0%
Dec-25	**$451,490**	-8.7%	**$304,750**	-28.2%
Jan-26	**$450,000**	-8.6%	**$269,900**	-12.0%
Feb-26	**$450,000**	0.2%	**$299,000**	9.7%
Mar-26	**$482,500**	5.2%	**$304,500**	-13.0%
Apr-26	**$484,250**	-2.2%	**$276,500**	-7.8%
May-26	**$523,725**	8.0%	**$275,000**	-12.7%
Jun-26	**$504,480**	-4.8%	**$349,000**	31.7%
Jul-26	**$495,000**	4.2%	**$320,000**	23.1%
Aug-26	**$499,950**	7.4%	**$264,250**	-14.5%
Sep-26	**$466,461**	3.7%	**$338,250**	-23.0%
12-month Avg	$484,668	0.7%	$297,596	-9.6%

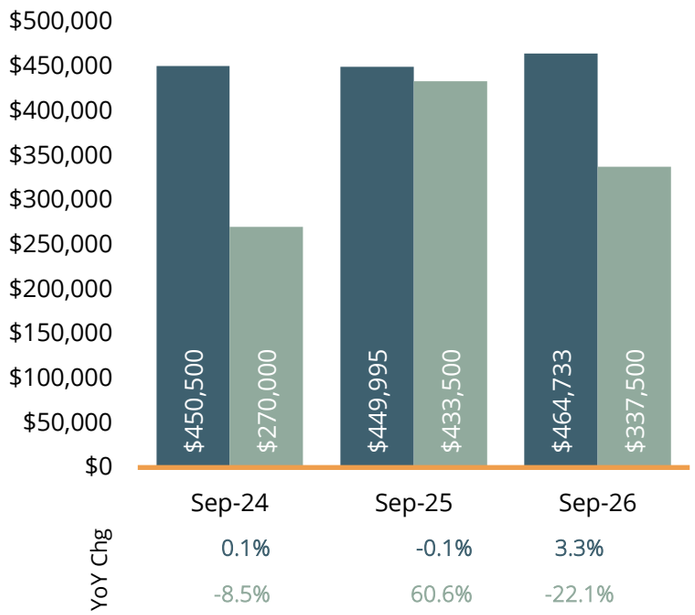
Historical Median List Price by Month



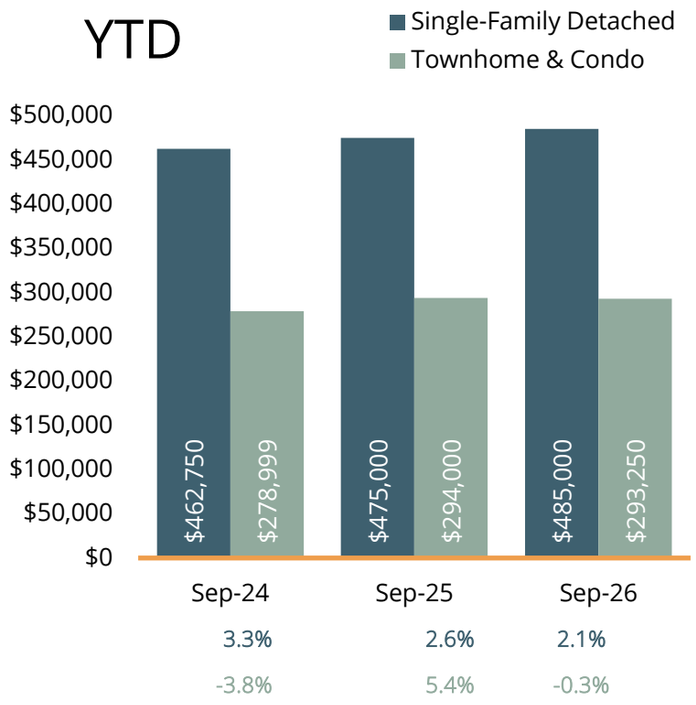
Source: Virginia REALTORS®, data accessed October 15, 2026

Median Sales Price

Sep

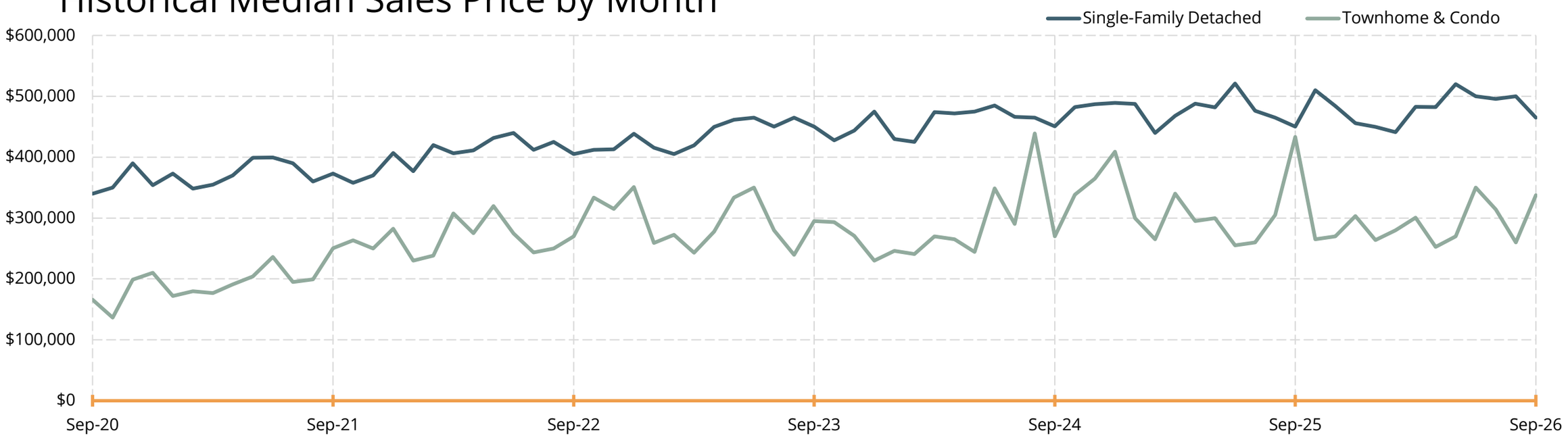


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**$510,000**	5.7%	**$265,000**	-21.7%
Nov-25	**$484,000**	-0.6%	**$270,000**	-26.0%
Dec-25	**$455,665**	-6.8%	**$303,500**	-25.8%
Jan-26	**$449,900**	-7.7%	**$264,000**	-12.0%
Feb-26	**$441,000**	0.2%	**$280,000**	5.7%
Mar-26	**$482,500**	3.1%	**$300,750**	-11.5%
Apr-26	**$482,250**	-1.2%	**$252,500**	-14.4%
May-26	**$520,000**	7.9%	**$270,000**	-10.0%
Jun-26	**$500,000**	-4.0%	**$350,000**	37.3%
Jul-26	**$495,630**	4.1%	**$314,000**	20.8%
Aug-26	**$500,000**	7.5%	**$260,000**	-14.8%
Sep-26	**$464,733**	3.3%	**$337,500**	-22.1%
12-month Avg	$482,140	0.9%	$288,938	-10.3%

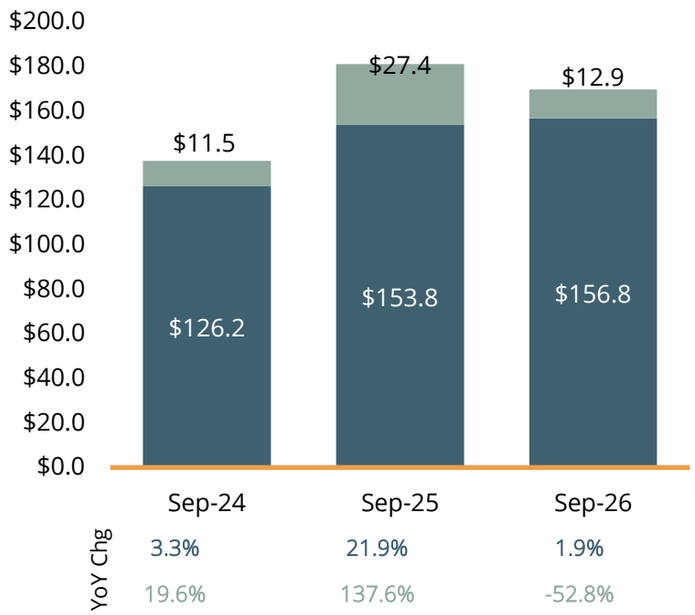
Historical Median Sales Price by Month



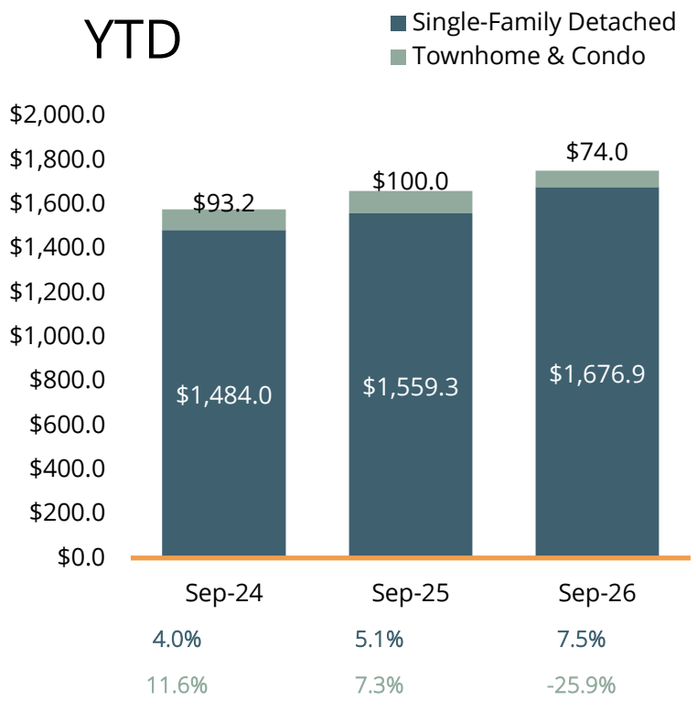
Source: Virginia REALTORS®, data accessed October 15, 2026

Sold Dollar Volume (in millions)

Sep

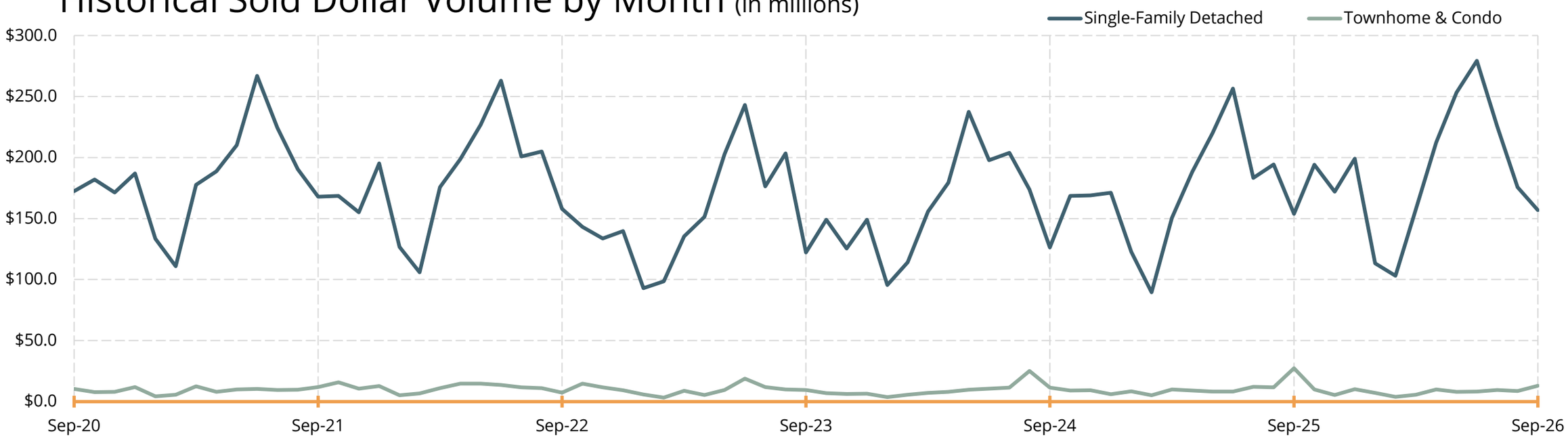


YTD



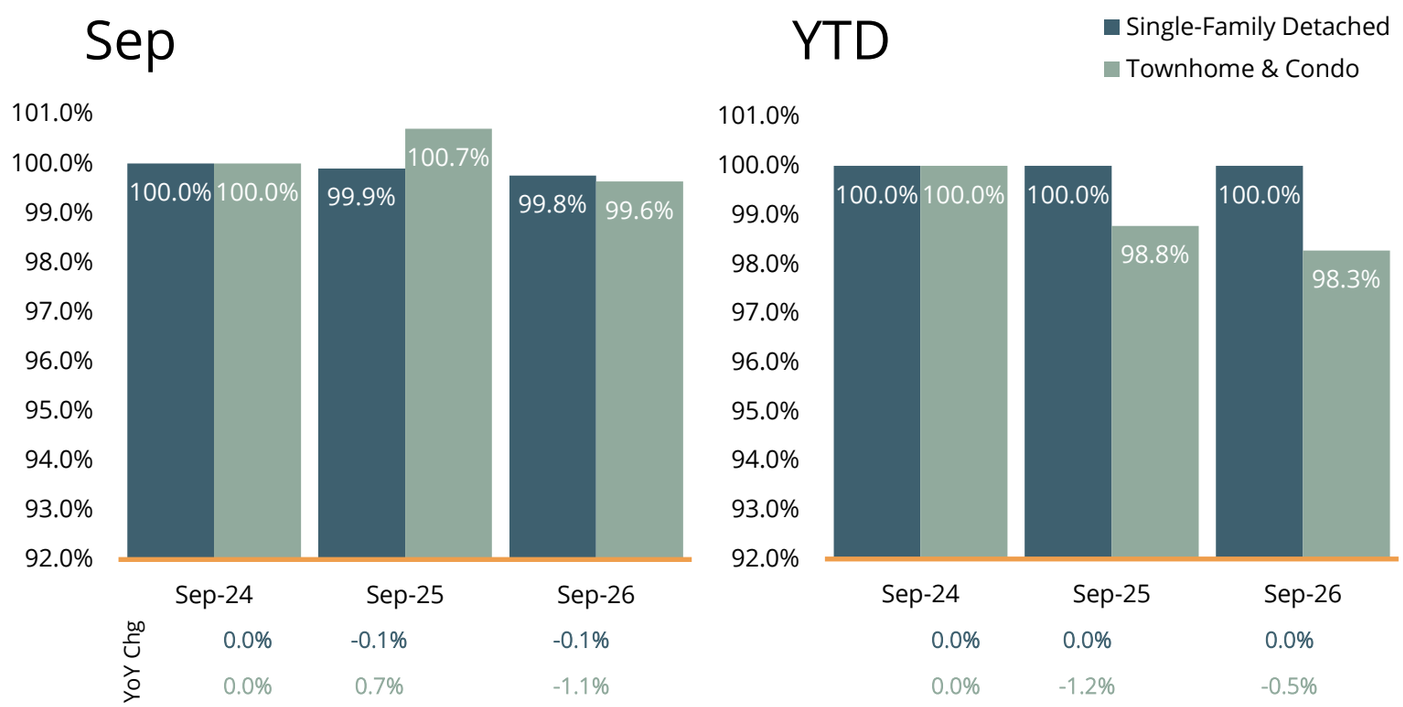
Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**$194.1**	15.2%	**$10.0**	9.0%
Nov-25	**$172.0**	1.8%	**$5.4**	-41.8%
Dec-25	**$199.1**	16.3%	**$10.2**	66.5%
Jan-26	**$113.4**	-7.8%	**$7.2**	-14.8%
Feb-26	**$103.1**	15.1%	**$4.0**	-22.7%
Mar-26	**$157.4**	4.5%	**$5.6**	-43.4%
Apr-26	**$212.4**	12.8%	**$9.9**	9.3%
May-26	**$253.2**	15.0%	**$8.0**	-1.3%
Jun-26	**$279.3**	8.9%	**$8.1**	-0.1%
Jul-26	**$225.6**	23.1%	**$9.5**	-21.8%
Aug-26	**$175.8**	-9.5%	**$8.8**	-24.6%
Sep-26	**$156.8**	1.9%	**$12.9**	-52.8%
12-month Avg	$186.8	8.4%	$8.3	-20.0%

Historical Sold Dollar Volume by Month (in millions)



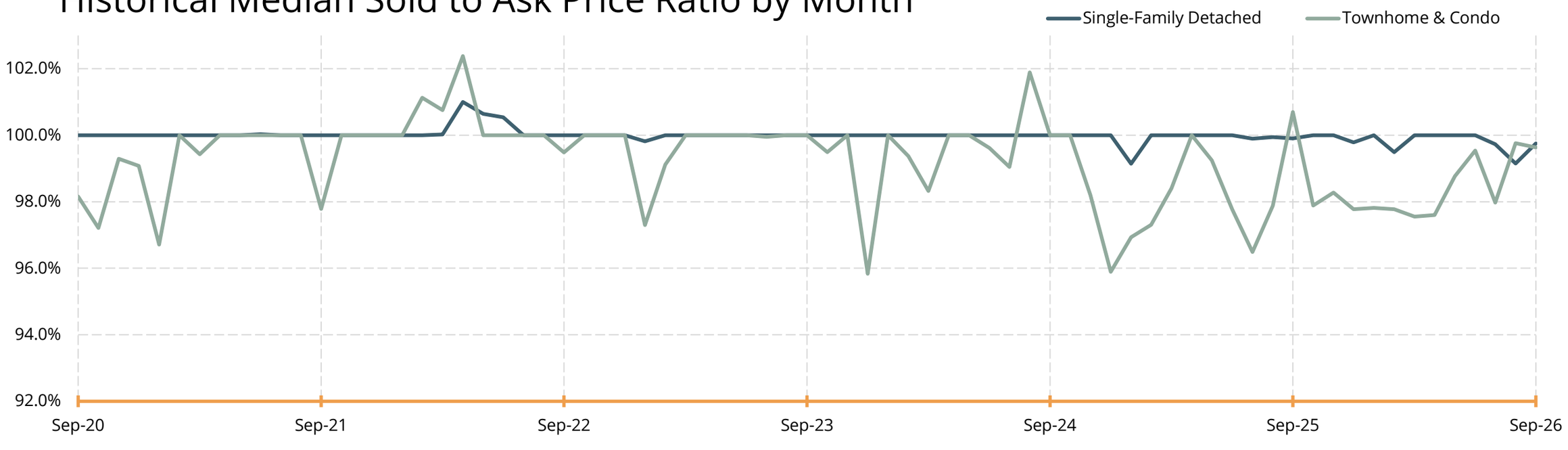
Source: Virginia REALTORS®, data accessed October 15, 2026

Median Sold to Ask Price Ratio



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**100.0%**	0.0%	**97.9%**	-2.1%
Nov-25	**100.0%**	0.0%	**98.3%**	0.1%
Dec-25	**99.8%**	-0.2%	**97.8%**	2.0%
Jan-26	**100.0%**	0.9%	**97.8%**	0.9%
Feb-26	**99.5%**	-0.5%	**97.8%**	0.5%
Mar-26	**100.0%**	0.0%	**97.6%**	-0.9%
Apr-26	**100.0%**	0.0%	**97.6%**	-2.4%
May-26	**100.0%**	0.0%	**98.8%**	-0.5%
Jun-26	**100.0%**	0.0%	**99.5%**	1.8%
Jul-26	**99.7%**	-0.2%	**98.0%**	1.5%
Aug-26	**99.1%**	-0.8%	**99.8%**	1.9%
Sep-26	**99.8%**	-0.1%	**99.6%**	-1.1%
12-month Avg	99.8%	-0.1%	98.4%	0.1%

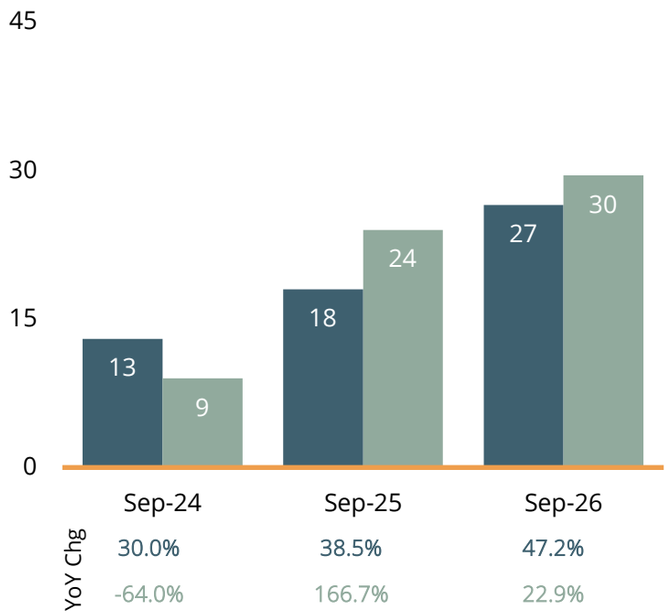
Historical Median Sold to Ask Price Ratio by Month



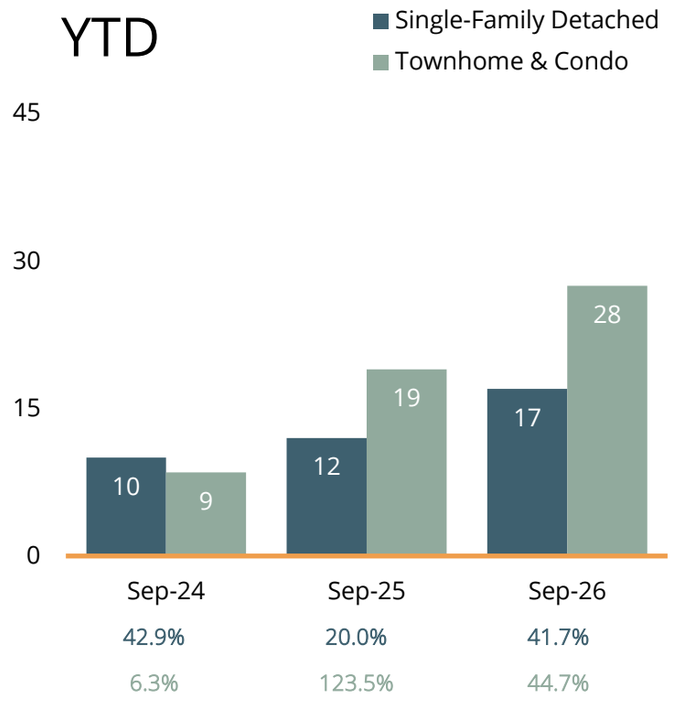
Source: Virginia REALTORS®, data accessed October 15, 2026

Median Days on Market

Sep

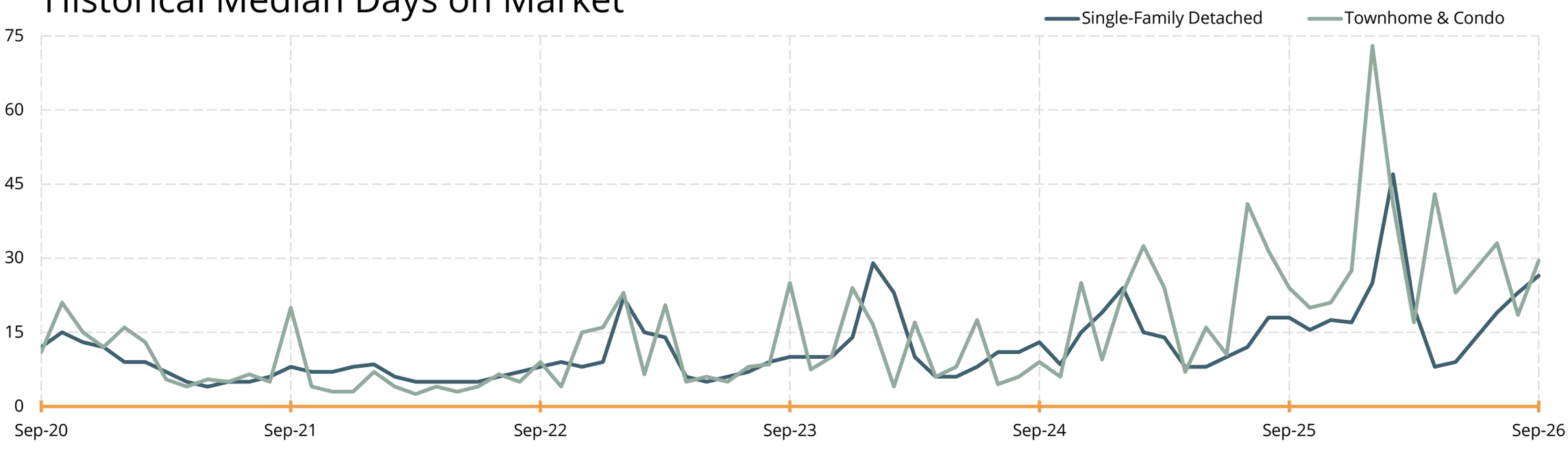


YTD



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Oct-25	**16**	82.4%	**20**	233.3%
Nov-25	**18**	16.7%	**21**	-16.0%
Dec-25	**17**	-10.5%	**28**	189.5%
Jan-26	**25**	4.2%	**73**	217.4%
Feb-26	**47**	213.3%	**41**	26.2%
Mar-26	**20**	42.9%	**17**	-29.2%
Apr-26	**8**	0.0%	**43**	514.3%
May-26	**9**	12.5%	**23**	43.8%
Jun-26	**14**	40.0%	**28**	166.7%
Jul-26	**19**	58.3%	**33**	-19.5%
Aug-26	**23**	27.8%	**19**	-41.3%
Sep-26	**27**	47.2%	**30**	22.9%
12-month Avg	20	42.5%	31	49.8%

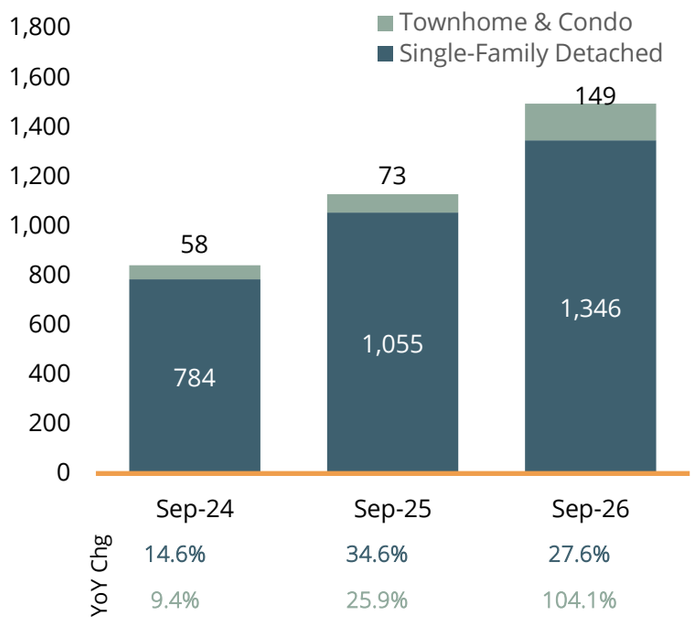
Historical Median Days on Market



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

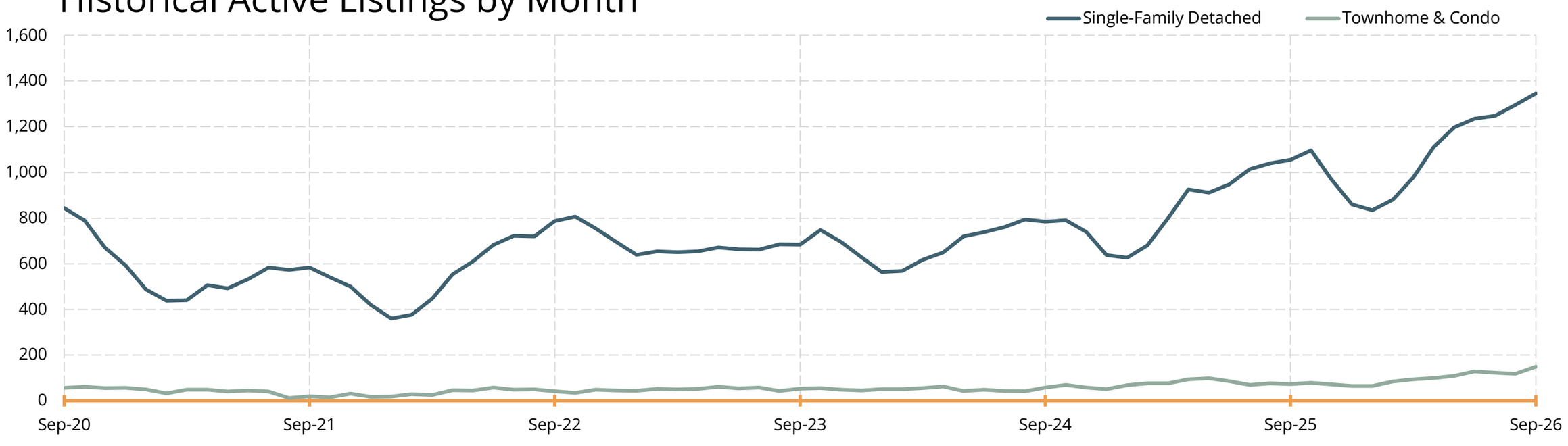
Active Listings

Sep



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Aug-26	**1,295**	24.5%	**118**	55.3%
Sep-26	**1,346**	27.6%	**149**	104.1%
12-month Avg	1,087	28.3%	99	32.4%

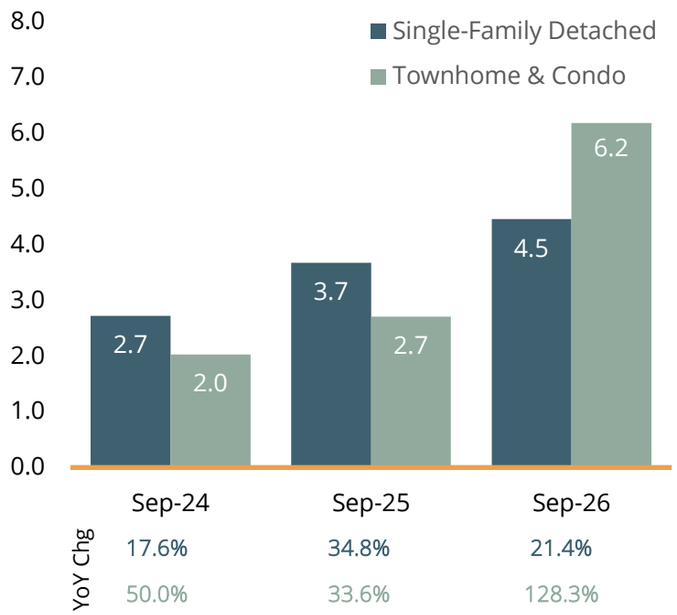
Historical Active Listings by Month



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

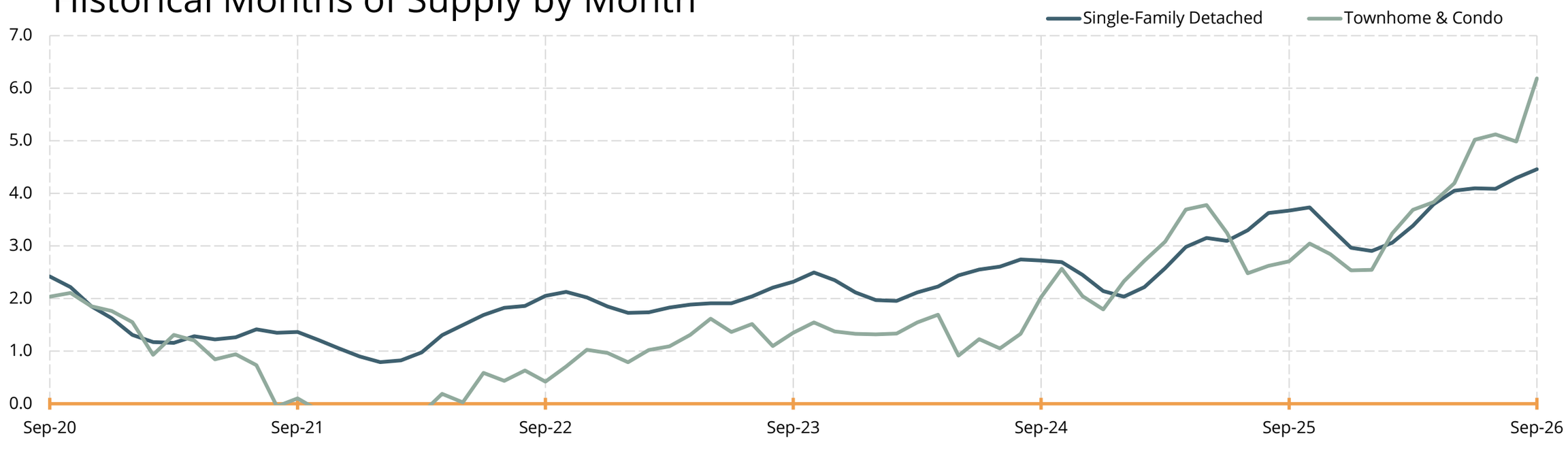
Months of Supply

Sep



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
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%
Aug-26	**4.3**	18.5%	**5.0**	90.1%
Sep-26	**4.5**	21.4%	**6.2**	128.3%
12-month Avg	3.7	30.1%	3.9	42.9%

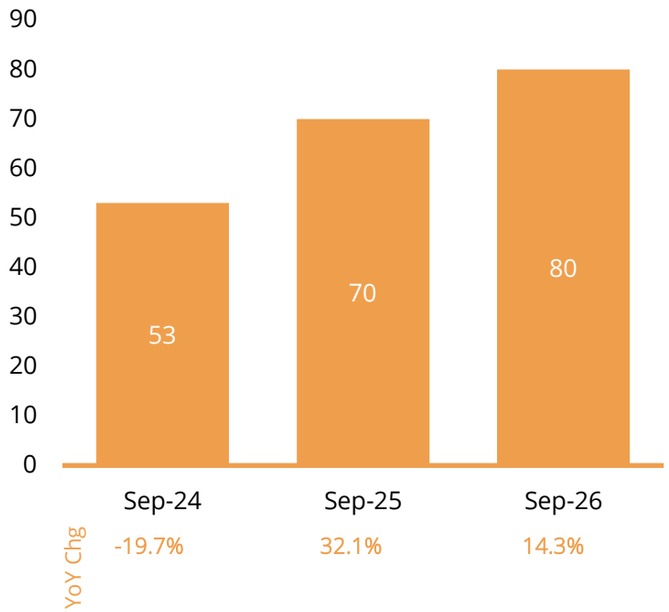
Historical Months of Supply by Month



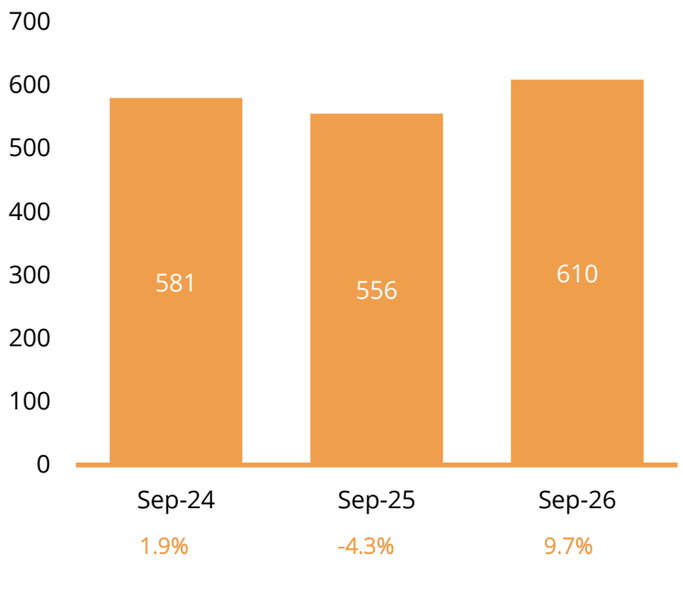
Source: Virginia REALTORS®, data accessed October 15, 2026

New Construction Sales

Sep

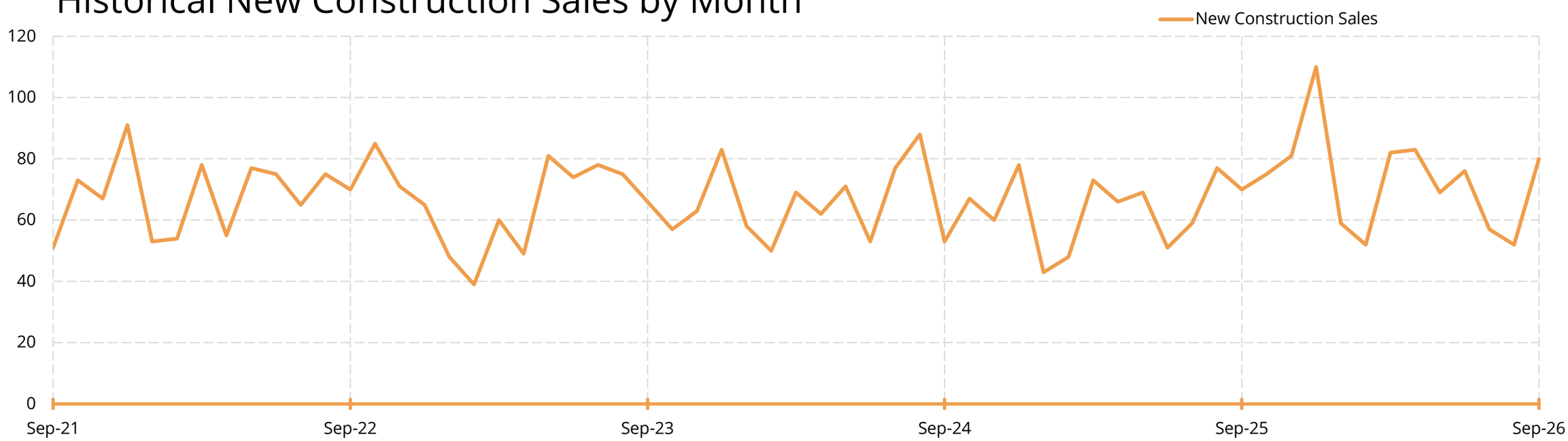


YTD



New Construction		
Month	**Sales**	YoY Chg
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%
May-26	**69**	0.0%
Jun-26	**76**	49.0%
Jul-26	**57**	-3.4%
Aug-26	**52**	-32.5%
Sep-26	**80**	14.3%
12-month Avg	73	15.1%

Historical New Construction Sales by Month



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

Area Overview - Total Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg
Albemarle County	230	**276**	20.0%	107	**119**	11.2%	$660,000	**$490,000**	-25.8%	423	**612**	44.7%	3.2	**4.4**	37.8%
Charlottesville	50	**40**	-20.0%	35	**27**	-22.9%	$456,000	**$400,000**	-12.3%	110	**118**	7.3%	3.3	**3.0**	-7.7%
Fluvanna County	58	**54**	-6.9%	30	**34**	13.3%	$369,045	**$385,000**	4.3%	128	**173**	35.2%	3.5	**4.3**	23.0%
Greene County	61	**77**	26.2%	37	**32**	-13.5%	$405,300	**$399,677**	-1.4%	77	**106**	37.7%	2.6	**3.3**	25.4%
Louisa County	109	**104**	-4.6%	56	**62**	10.7%	$404,250	**$429,450**	6.2%	298	**354**	18.8%	5.0	**5.2**	4.4%
Nelson County	37	**62**	67.6%	27	**34**	25.9%	$389,000	**$516,000**	32.6%	92	**132**	43.5%	3.6	**4.9**	34.2%

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

Area Overview - Total Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg
Albemarle County	1,807	**2,186**	21.0%	1,124	**1,129**	0.4%	$549,950	**$562,195**	2.2%	423	**612**	44.7%
Charlottesville	518	**506**	-2.3%	307	**344**	12.1%	$488,000	**$495,000**	1.4%	110	**118**	7.3%
Fluvanna County	467	**567**	21.4%	326	**340**	4.3%	$376,100	**$372,000**	-1.1%	128	**173**	35.2%
Greene County	567	**517**	-8.8%	245	**259**	5.7%	$425,238	**$406,245**	-4.5%	77	**106**	37.7%
Louisa County	1,054	**1,202**	14.0%	546	**625**	14.5%	$410,000	**$453,632**	10.6%	298	**354**	18.8%
Nelson County	346	**378**	9.2%	224	**219**	-2.2%	$428,000	**$430,000**	0.5%	92	**132**	43.5%

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

Area Overview - Single Family Detached Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg
Albemarle County	208	**234**	12.5%	85	**95**	11.8%	$599,000	**$542,000**	-9.5%	399	**524**	31.3%	3.4	**4.5**	32.2%
Charlottesville	43	**37**	-14.0%	33	**20**	-39.4%	$465,000	**$455,528**	-2.0%	89	**93**	4.5%	3.2	**3.1**	-2.9%
Fluvanna County	58	**54**	-6.9%	30	**33**	10.0%	$369,045	**$385,000**	4.3%	128	**173**	35.2%	3.6	**4.6**	28.0%
Greene County	61	**77**	26.2%	37	**32**	-13.5%	$405,300	**$399,677**	-1.4%	77	**106**	37.7%	2.6	**3.4**	29.8%
Louisa County	109	**103**	-5.5%	55	**62**	12.7%	$399,000	**$429,450**	7.6%	298	**352**	18.1%	5.0	**5.2**	3.1%
Nelson County	24	**43**	79.2%	20	**26**	30.0%	$445,000	**$594,950**	33.7%	64	**98**	53.1%	3.6	**5.6**	58.2%

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

Area Overview - Single Family Detached Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg
Albemarle County	1,650	**1,936**	17.3%	1,006	**1,041**	3.5%	$570,000	**$590,000**	3.5%	399	**524**	31.3%
Charlottesville	438	**422**	-3.7%	258	**284**	10.1%	$525,000	**$521,500**	-0.7%	89	**93**	4.5%
Fluvanna County	466	**566**	21.5%	325	**339**	4.3%	$376,200	**$372,500**	-1.0%	128	**173**	35.2%
Greene County	567	**517**	-8.8%	245	**259**	5.7%	$425,238	**$406,245**	-4.5%	77	**106**	37.7%
Louisa County	1,050	**1,192**	13.5%	541	**619**	14.4%	$409,700	**$450,000**	9.8%	298	**352**	18.1%
Nelson County	237	**288**	21.5%	159	**161**	1.3%	$487,000	**$524,100**	7.6%	64	**98**	53.1%

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

Area Overview - Townhome & Condo Market

	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
Geography	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg
Albemarle County	22	**42**	90.9%	22	**24**	9.1%	$1,251,333	**$338,000**	-73.0%	24	**88**	267%	1.8	**9.5**	430%
Charlottesville	7	**3**	-57.1%	2	**7**	250.0%	$345,950	**$370,000**	7.0%	21	**25**	19.0%	4.0	**4.1**	1.4%
Fluvanna County	0	**0**	n/a	0	**1**	n/a	$0	**$367,500**	n/a	0	**0**	n/a	-4.0	**0.0**	-100.0%
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	1	**0**	-100%	$586,000	**$0**	-100%	0	**2**	n/a	0.0	**4.0**	n/a
Nelson County	13	**19**	46.2%	7	**8**	14.3%	$220,000	**$215,000**	-2.3%	28	**34**	21.4%	3.8	**4.3**	12.6%

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

Area Overview - Townhome & Condo Market YTD

	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg	Sep-25	Sep-26	% chg
Albemarle County	157	**250**	59.2%	118	**88**	-25.4%	$295,000	**$269,500**	-8.6%	24	**88**	266.7%
Charlottesville	80	**84**	5.0%	49	**60**	22.4%	$314,000	**$350,000**	11.5%	21	**25**	19.0%
Fluvanna County	1	**1**	0.0%	1	**1**	0.0%	$293,288	**$367,500**	25.3%	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	**10**	150.0%	5	**6**	20.0%	$610,000	**$505,893**	-17.1%	0	**2**	n/a
Nelson County	109	**90**	-17.4%	65	**58**	-10.8%	$250,000	**$255,000**	2.0%	28	**34**	21.4%

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

Virginia REALTORS®

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.