

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®

CAAR Market Indicators Report



Key Market Trends: May 2025

In the CAAR market, sales activity continued to decrease. Activity fell by 9.0% in May with 372 total sales in the area, 37 fewer sales than last year. Sales dropped for the fourth consecutive month in Albemarle County with 26 fewer home sales (-14.2%) and Louisa County down 25 sales from the previous year (-29.1%). Sales went up in Charlottesville this month with nine additional sales (+19.6%).

There was a decline in pending sales this month in the region. Across the CAAR footprint, there were 30 fewer pending sales bringing the total number to 380 in May, down 7.3% from last year. Louisa County had the biggest decrease in activity with 35 fewer pending sales than a year earlier (-38.0%). The two markets with the sharpest increase in pending sales were Charlottesville with eight additional pending sales (+17.8%) and Nelson County with five more pending sales than the year before (+19.2%).

Sale prices grew for the second straight month in the CAAR area. In May, the median home price was \$468,200, up 3.2% or \$14,560 from the year prior. Several markets experienced an uptick in price with Albemarle County (+\$52,000), Louisa County (+\$49,795), and Greene County (+\$35,493) seeing the biggest gains this month. At \$485,000, the median sales price in Charlottesville dipped 0.4%, which is \$1,750 less than the previous year.

Listings surged across the CAAR footprint. There were 1,010 listings at the end of May, 247 more listings compared to the same time last year, a 32.4% rise in listing activity. Louisa County (+57.4%) and Albemarle County (+26.9%) experienced a double-digit increase in listings this month. Nelson County was the only local market where listings decreased from the year prior (-5.7%). *June 12, 2025*



CAAR Market Dashboard

YoY Chg	May-25	Indicator
▼ -9.0%	372	Sales
▼ -9.3%	372	Pending Sales
▲ 1.8%	558	New Listings
▲ 4.7%	\$471,000	Median List Price
▲ 3.2%	\$468,200	Median Sales Price
▲ 7.5%	\$274	Median Price Per Square Foot
▼ -7.7%	\$228.3	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▼ 41.7%	9	Median Days on Market
▲ 32.4%	1,010	Active Listings
▲ 35.7%	3.3	Months of Supply
▼ -2.8%	69	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.

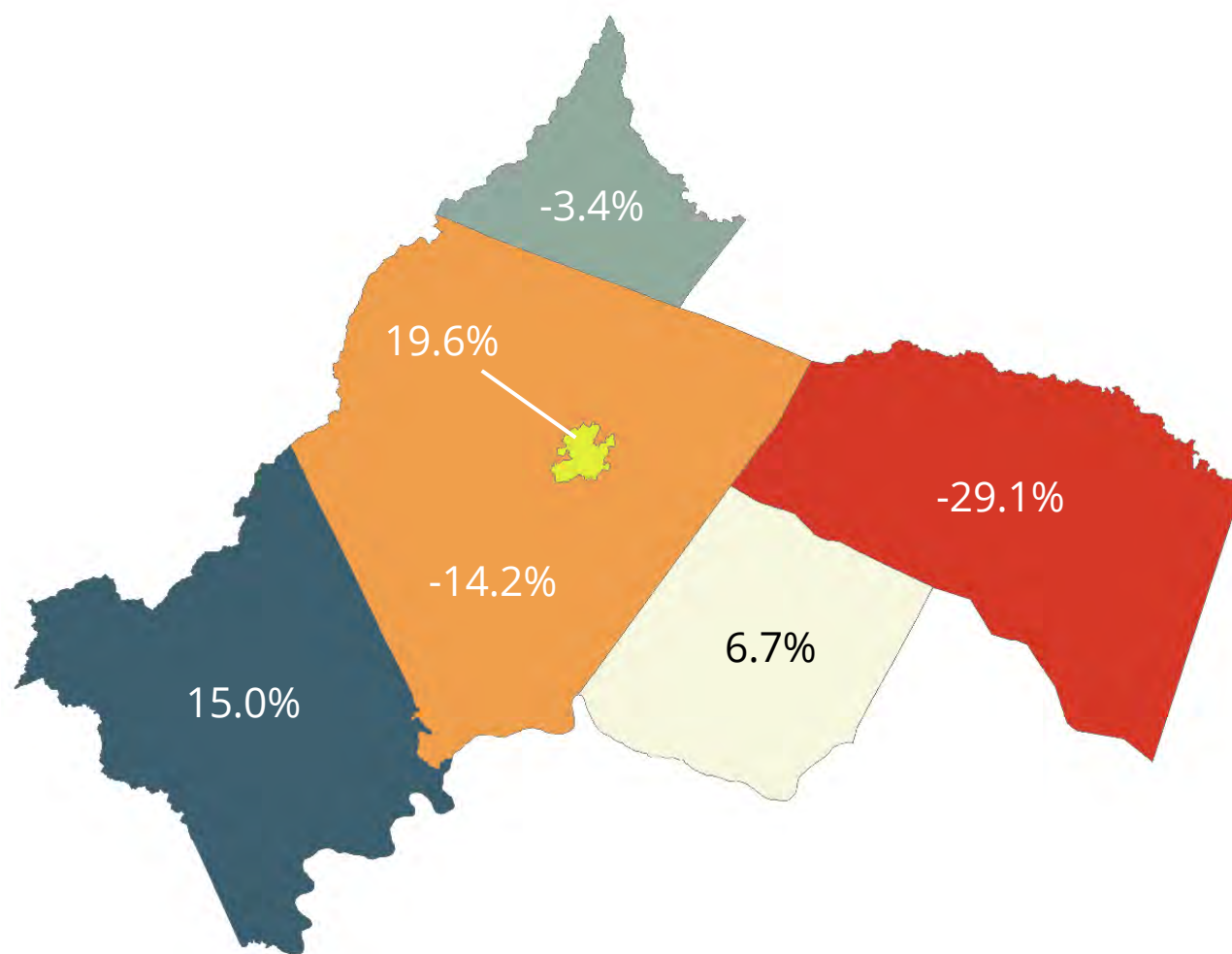
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

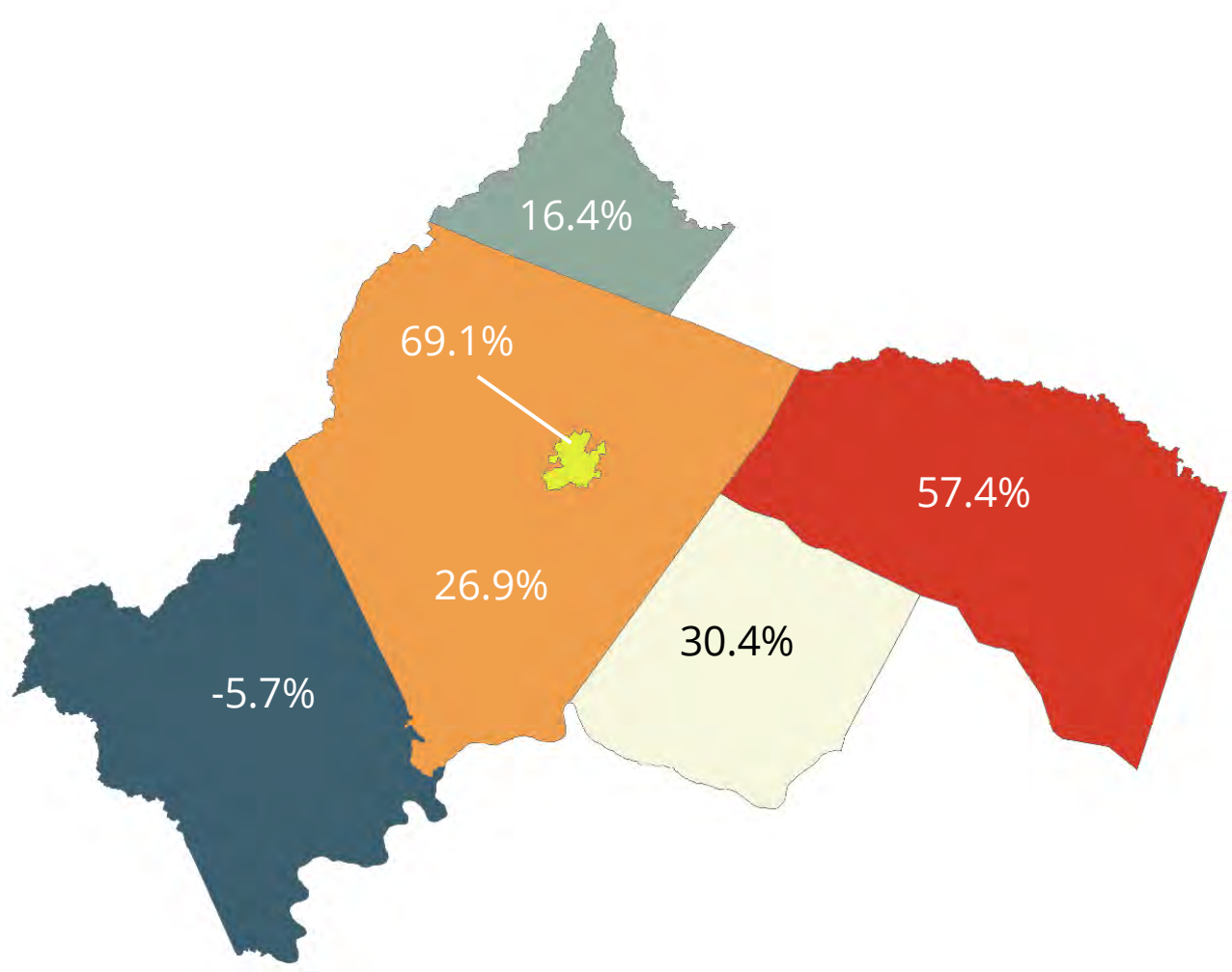


Market Activity - CAAR Footprint



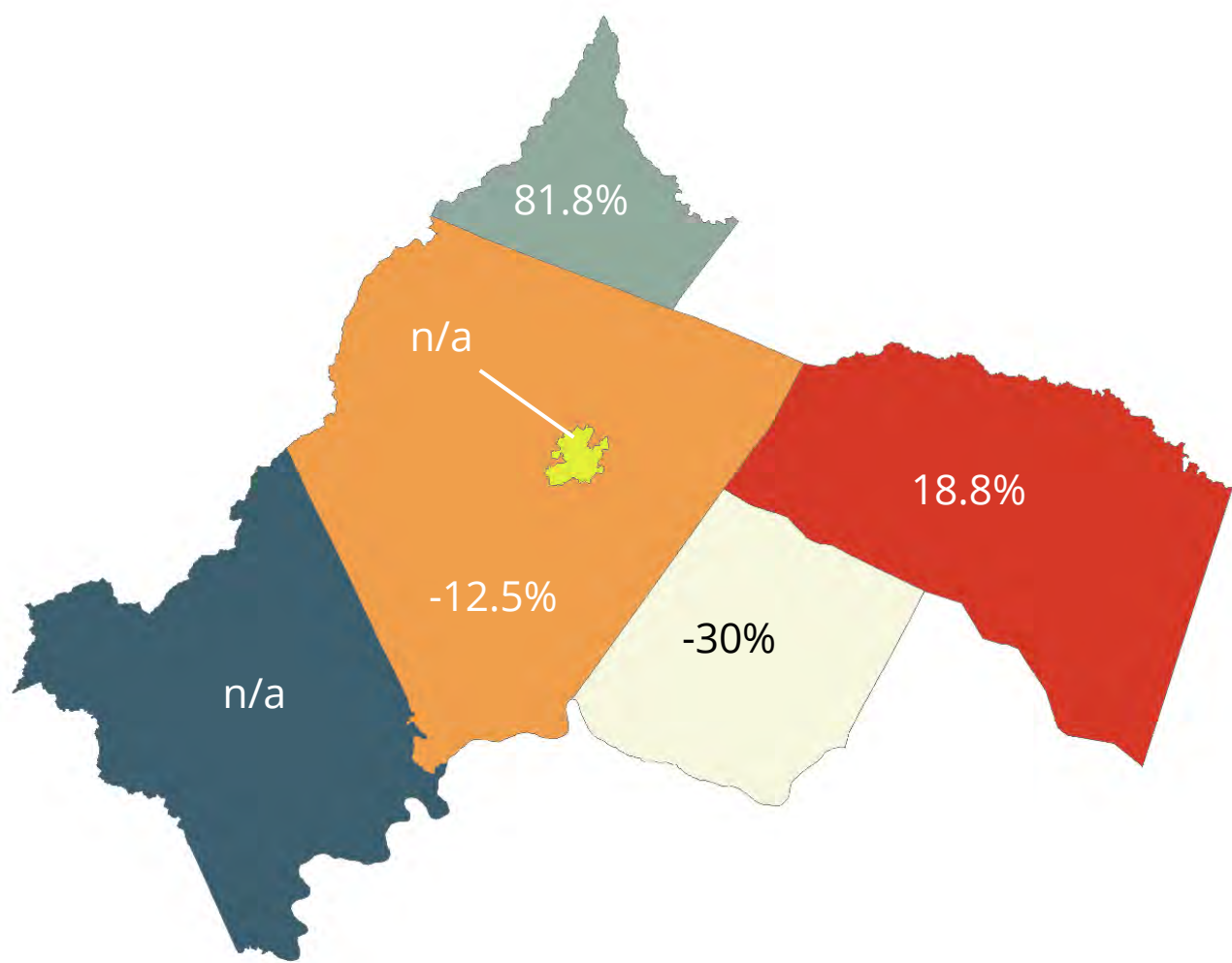
Jurisdiction	Total Sales		
	May-24	May-25	% Chg
Albemarle County	183	157	-14.2%
Charlottesville	46	55	19.6%
Fluvanna County	45	48	6.7%
Greene County	29	28	-3.4%
Louisa County	86	61	-29.1%
Nelson County	20	23	15.0%
CAAR	409	372	-9.0%

Active Listings: Total Inventory (includes proposed listings)



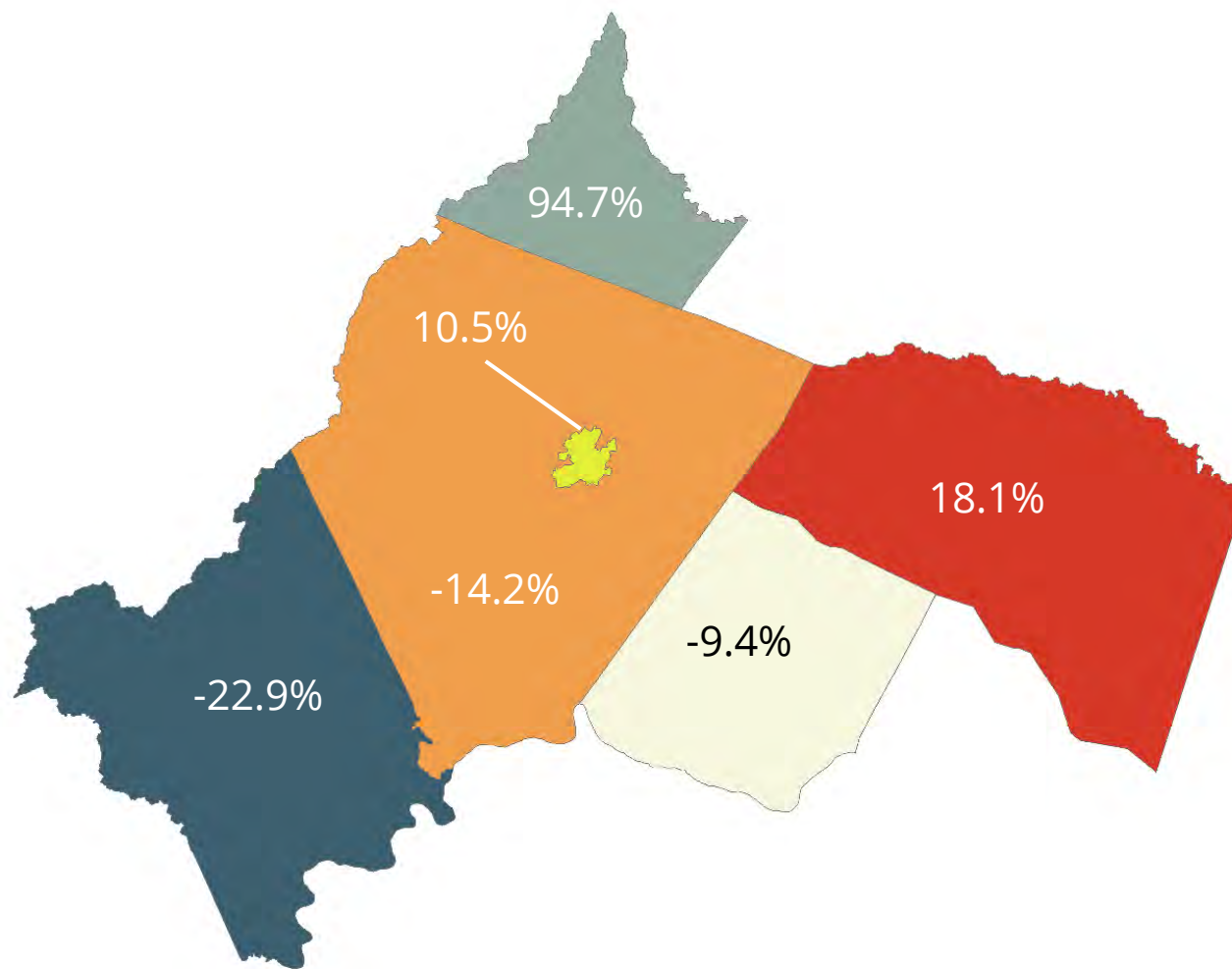
Jurisdiction	Active Listings		
	May-24	May-25	% Chg
Albemarle County	290	368	26.9%
Charlottesville	68	115	69.1%
Fluvanna County	69	90	30.4%
Greene County	61	71	16.4%
Louisa County	169	266	57.4%
Nelson County	106	100	-5.7%
CAAR	763	1010	32.4%

Active Listings: Proposed Listings



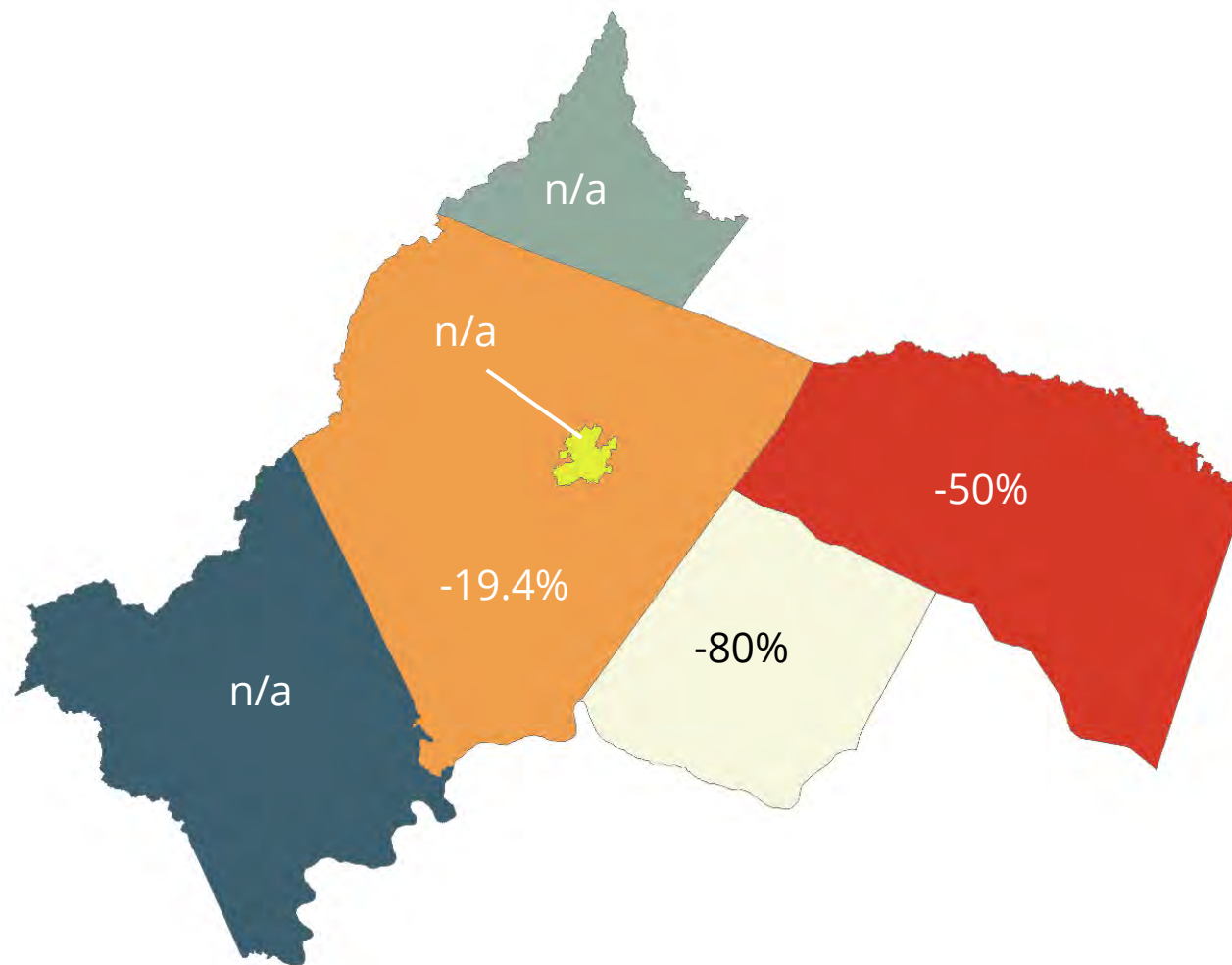
Jurisdiction	Active Listings		% Chg
	May-24	May-25	
Albemarle County	88	77	-12.5%
Charlottesville	0	2	n/a
Fluvanna County	10	7	-30.0%
Greene County	11	20	81.8%
Louisa County	16	19	18.8%
Nelson County	0	3	n/a
CAAR	125	128	2.4%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		
	Total Inventory		
	May-24	May-25	% Chg
Albemarle County	247	212	-14.2%
Charlottesville	57	63	10.5%
Fluvanna County	53	48	-9.4%
Greene County	38	74	94.7%
Louisa County	105	124	18.1%
Nelson County	48	37	-22.9%
CAAR	548	558	1.8%

New Listings: Proposed Listings



New Listings			
Proposed Listings			
<i>Jurisdiction</i>	May-24	May-25	% Chg
Albemarle County	36	29	-19.4%
Charlottesville	0	6	n/a
Fluvanna County	5	1	-80.0%
Greene County	7	37	n/a
Louisa County	8	4	-50.0%
Nelson County	0	0	n/a
CAAR	56	77	37.5%

Total Market Overview



Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				409	372	-9.0%	1,435	1,388	-3.3%
Pending Sales				410	372	-9.3%	1,842	1,759	-4.5%
New Listings				548	558	1.8%	2,424	2,647	9.2%
Median List Price				\$449,900	\$471,000	4.7%	\$445,000	\$465,000	4.5%
Median Sales Price				\$453,640	\$468,200	3.2%	\$443,696	\$464,774	4.8%
Median Price Per Square Foot				\$255	\$274	7.5%	\$247	\$265	7.3%
Sold Dollar Volume (in millions)				\$247.3	\$228.3	-7.7%	\$816.7	\$812.3	-0.5%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Median Days on Market				6	9	41.7%	9	12	33.3%
Active Listings				763	1,010	32.4%	n/a	n/a	n/a
Months of Supply				2.5	3.3	35.7%	n/a	n/a	n/a

Single-Family Detached Market Overview



Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				377	347	-8.0%	1,329	1,279	-3.8%
Pending Sales				371	350	-5.7%	1,704	1,636	-4.0%
New Listings				522	514	-1.5%	2,264	2,440	7.8%
Median List Price				\$465,000	\$485,000	4.3%	\$459,000	\$475,000	3.5%
Median Sales Price				\$475,000	\$481,713	1.4%	\$455,000	\$474,990	4.4%
Median Price Per Square Foot				\$258	\$273	5.7%	\$247	\$264	6.6%
Sold Dollar Volume (in millions)				\$237.5	\$220.2	-7.3%	\$782.3	\$771.5	-1.4%
Median Sold/Ask Price Ratio				100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Median Days on Market				6	8	33.3%	10	12	26.3%
Active Listings				720	912	26.7%	n/a	n/a	n/a
Months of Supply				2.5	3.3	29.7%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed June 15, 2025

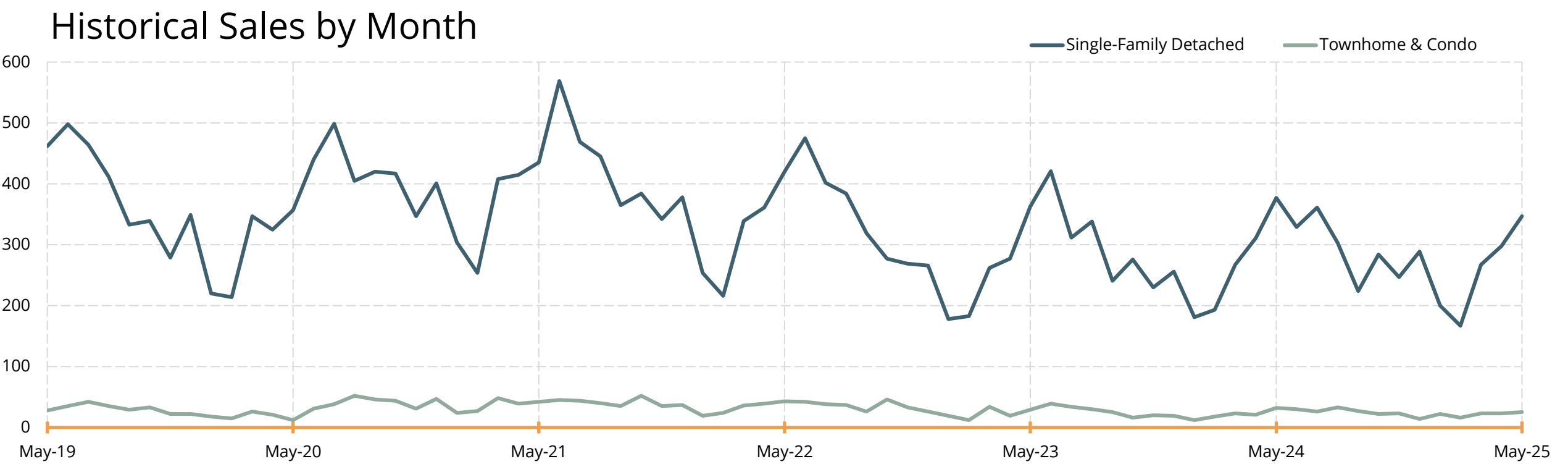
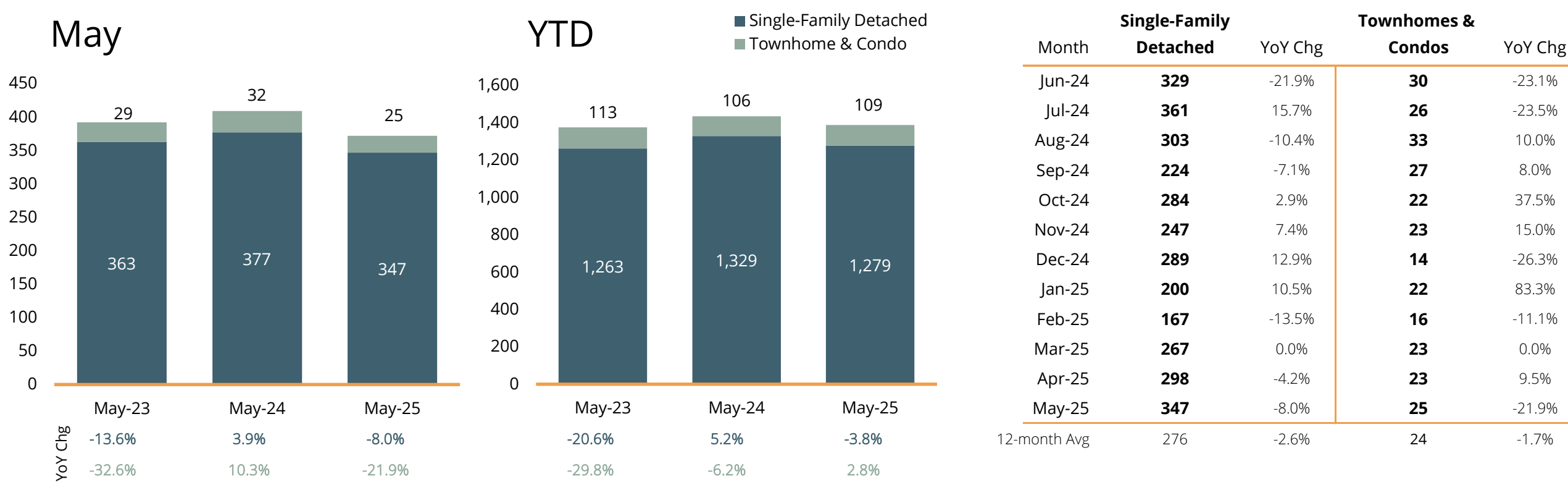
Townhome & Condo Market Overview



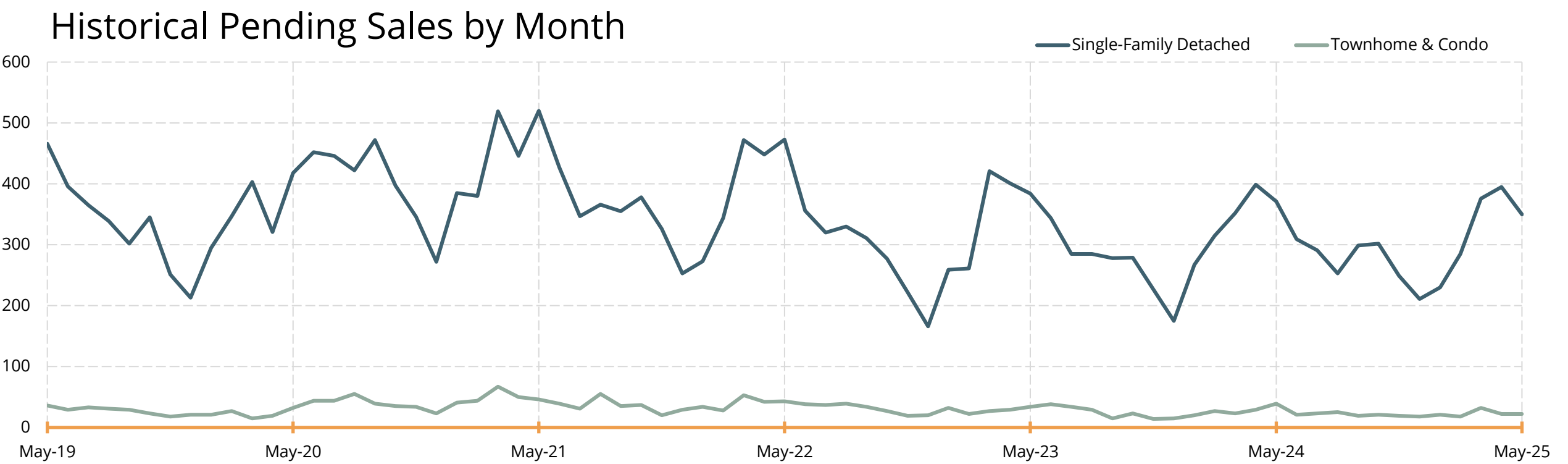
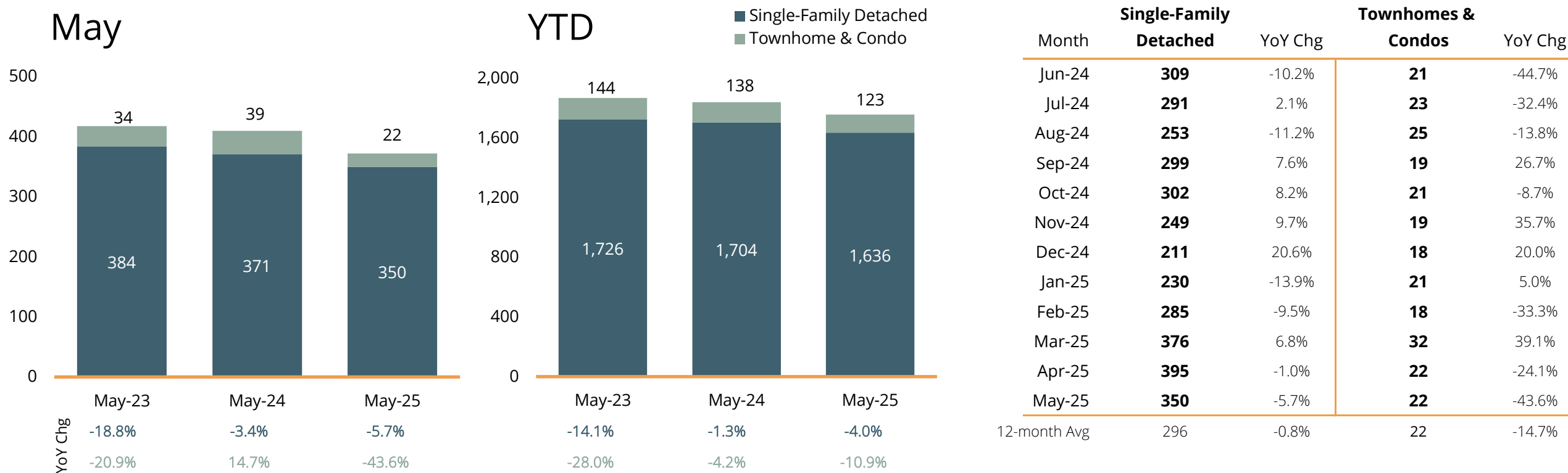
Key Metrics	May-23	2-year Trends	May-25	May-24	May-25	YoY Chg	2024 YTD	2025 YTD	YoY Chg
Sales				32	25	-21.9%	106	109	2.8%
Pending Sales				39	22	-43.6%	138	123	-10.9%
New Listings				26	44	69.2%	160	207	29.4%
Median List Price				\$239,750	\$315,000	31.4%	\$259,000	\$308,500	19.1%
Median Sales Price				\$244,500	\$300,000	22.7%	\$255,000	\$300,000	17.6%
Median Price Per Square Foot				\$240	\$288	20.1%	\$247	\$294	18.9%
Sold Dollar Volume (in millions)				\$9.8	\$8.1	-16.7%	\$34.4	\$40.7	18.3%
Median Sold/Ask Price Ratio				100.0%	99.2%	-0.8%	100.0%	98.5%	-1.5%
Median Days on Market				8	16	100.0%	7	19	171.4%
Active Listings				43	98	127.9%	n/a	n/a	n/a
Months of Supply				1.7	4.1	136.6%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed June 15, 2025

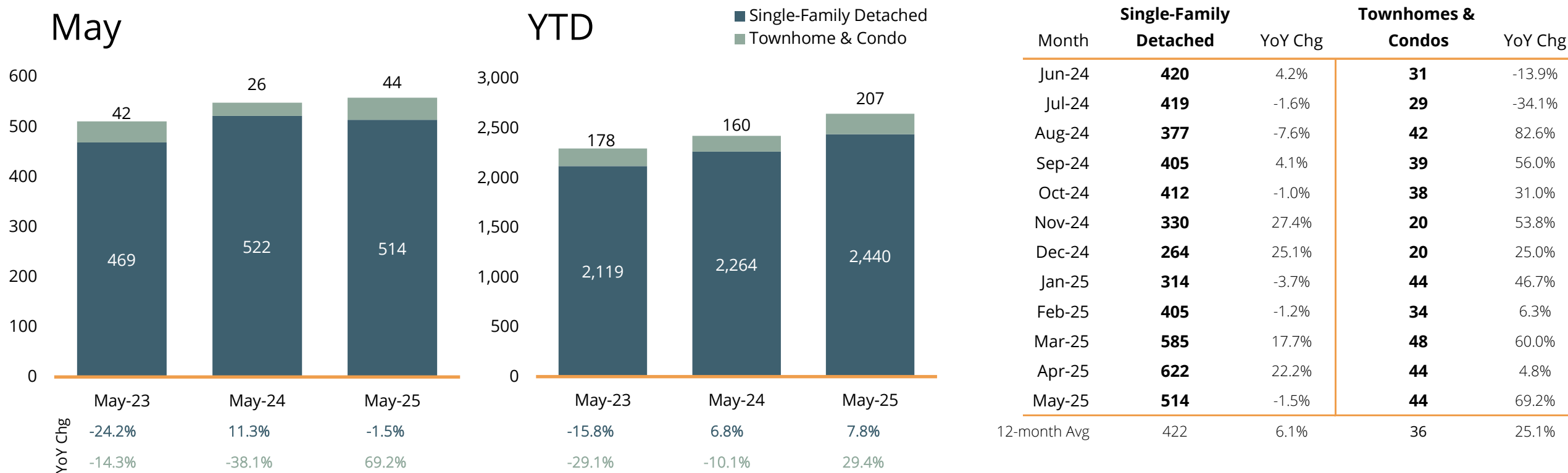
Sales



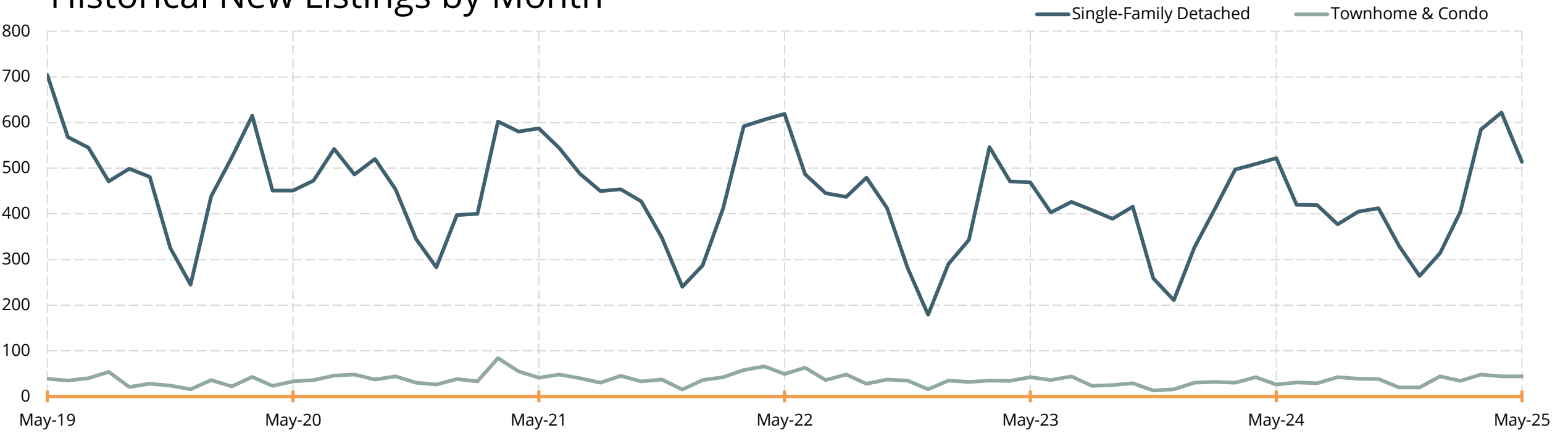
Pending Sales



New Listings

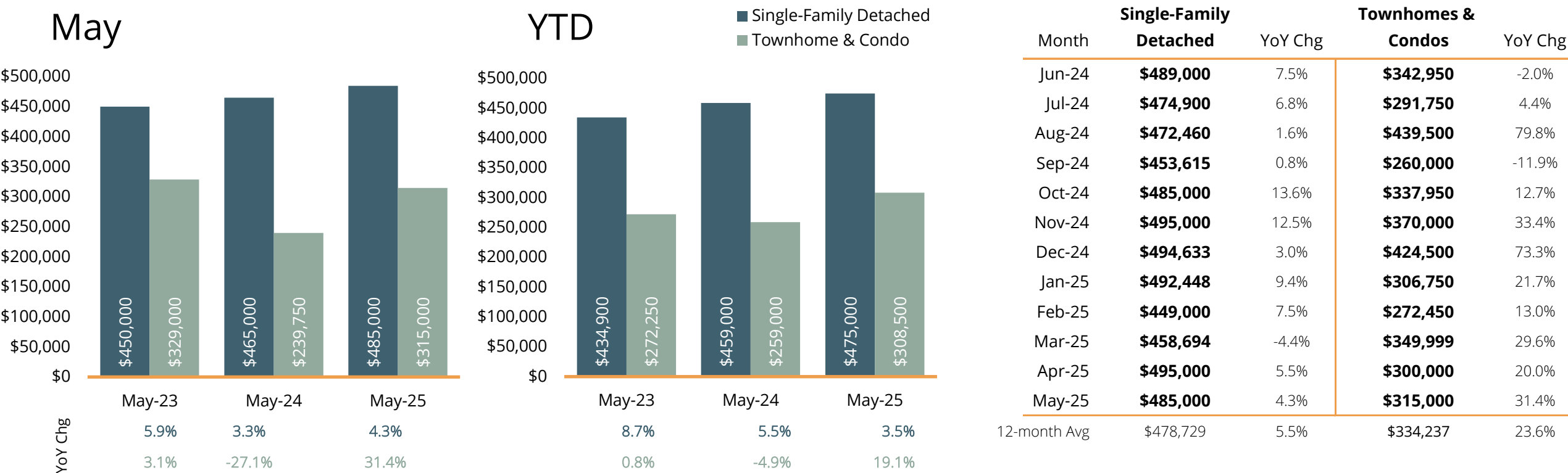


Historical New Listings by Month

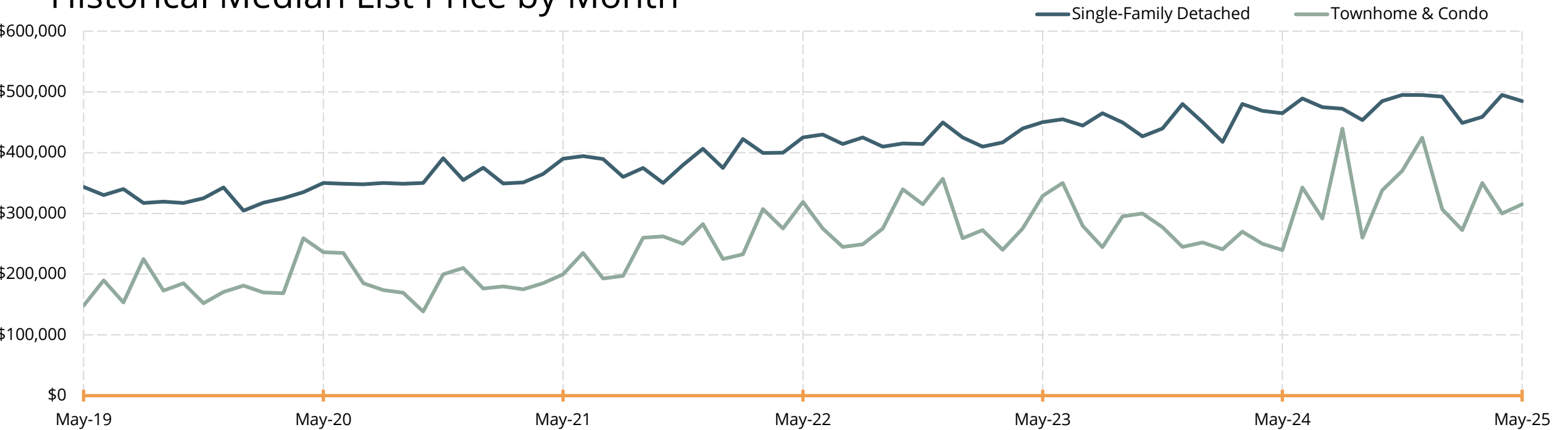


Source: Virginia REALTORS®, data accessed June 15, 2025

Median List Price

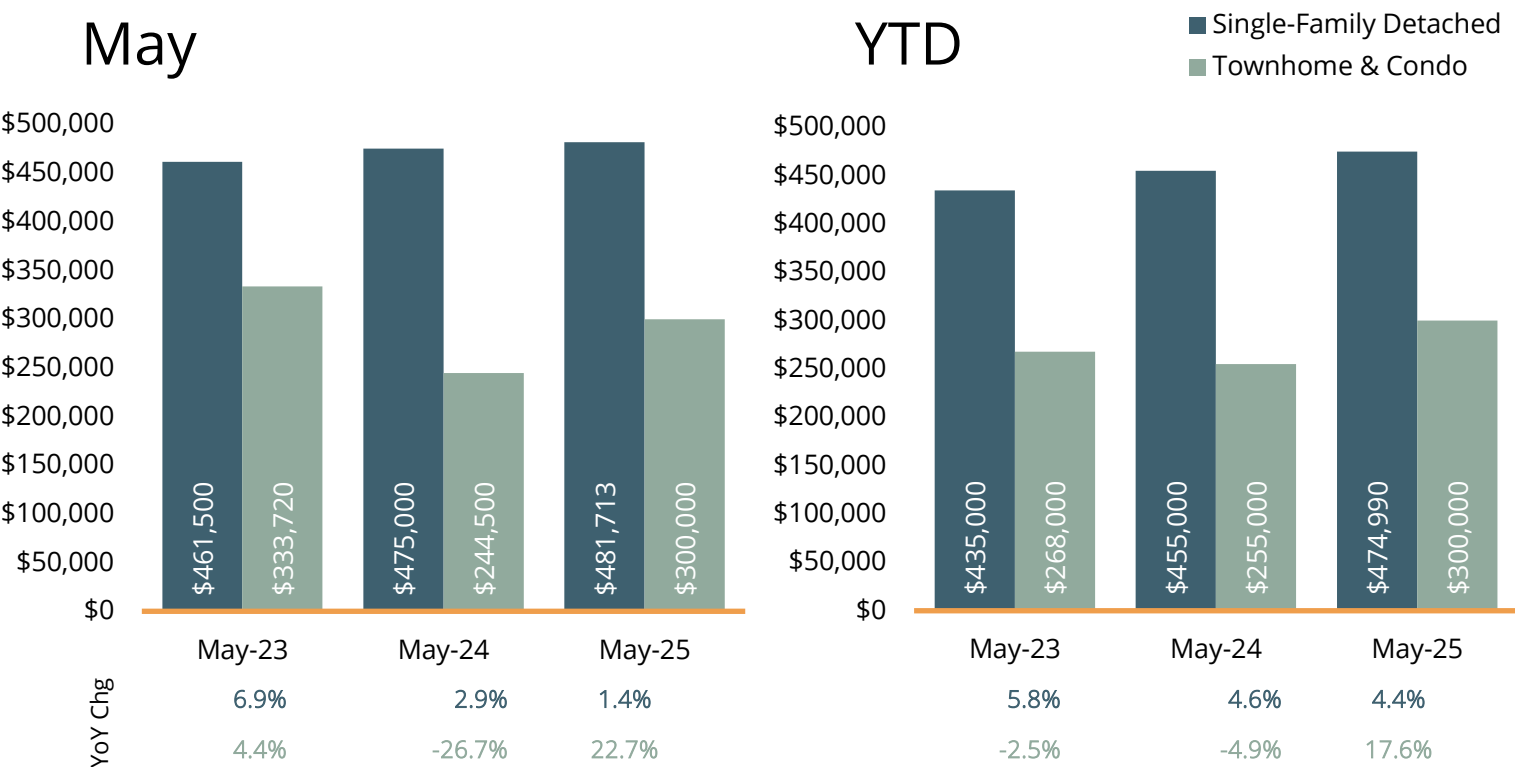


Historical Median List Price by Month



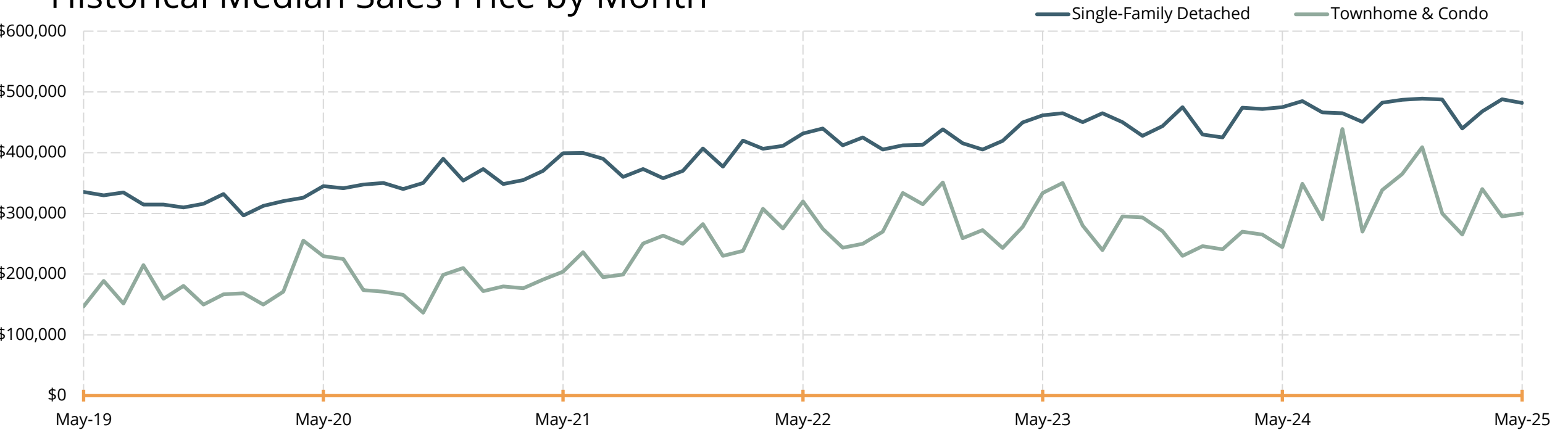
Source: Virginia REALTORS®, data accessed June 15, 2025

Median Sales Price



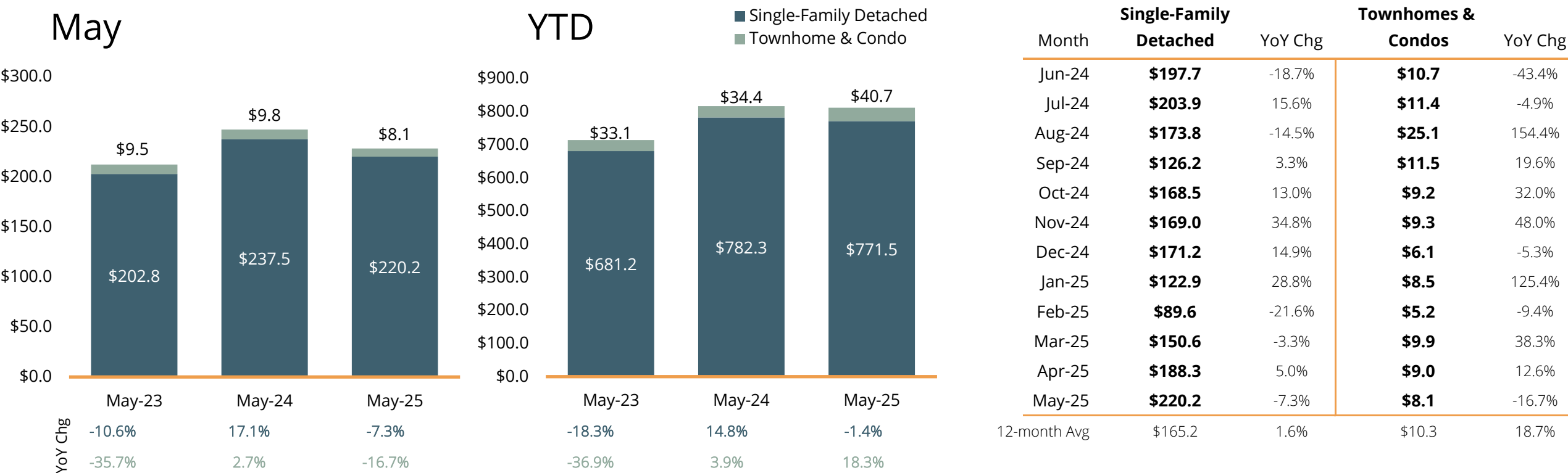
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	\$485,000	4.3%	\$349,000	-0.3%
Jul-24	\$466,250	3.5%	\$290,100	3.6%
Aug-24	\$465,000	0.0%	\$439,000	83.3%
Sep-24	\$450,500	0.1%	\$270,000	-8.5%
Oct-24	\$482,276	12.8%	\$338,450	15.3%
Nov-24	\$487,000	9.7%	\$365,000	34.7%
Dec-24	\$489,000	3.0%	\$409,000	77.8%
Jan-25	\$487,500	13.4%	\$300,000	21.8%
Feb-25	\$440,000	3.5%	\$265,000	10.0%
Mar-25	\$468,000	-1.3%	\$340,000	25.9%
Apr-25	\$488,000	3.4%	\$295,000	11.3%
May-25	\$481,713	1.4%	\$300,000	22.7%
12-month Avg	\$474,187	4.4%	\$330,046	22.8%

Historical Median Sales Price by Month

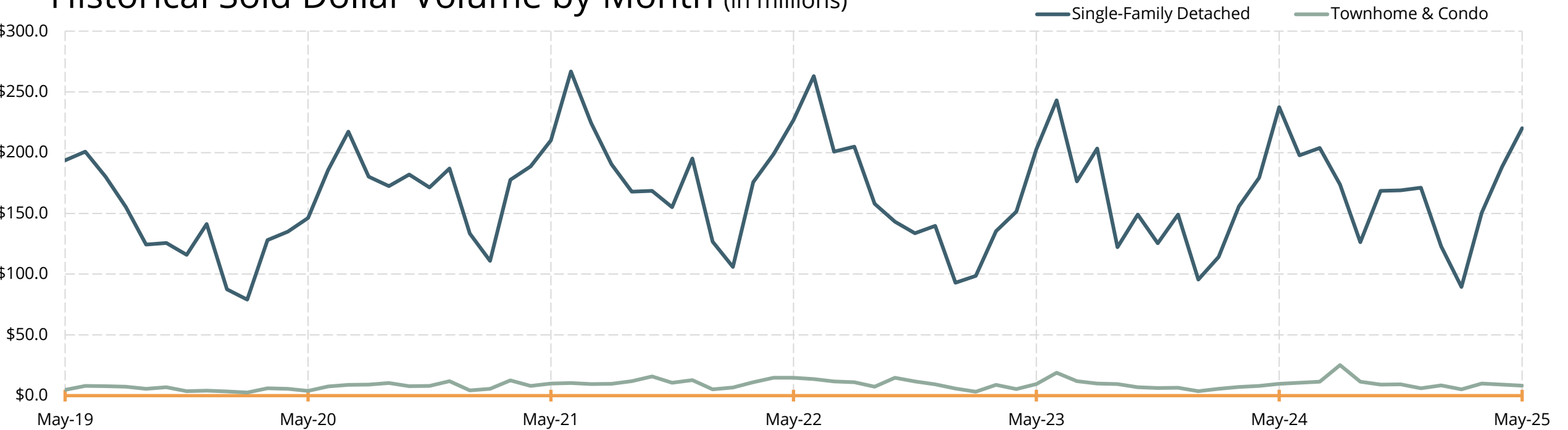


Source: Virginia REALTORS®, data accessed June 15, 2025

Sold Dollar Volume (in millions)

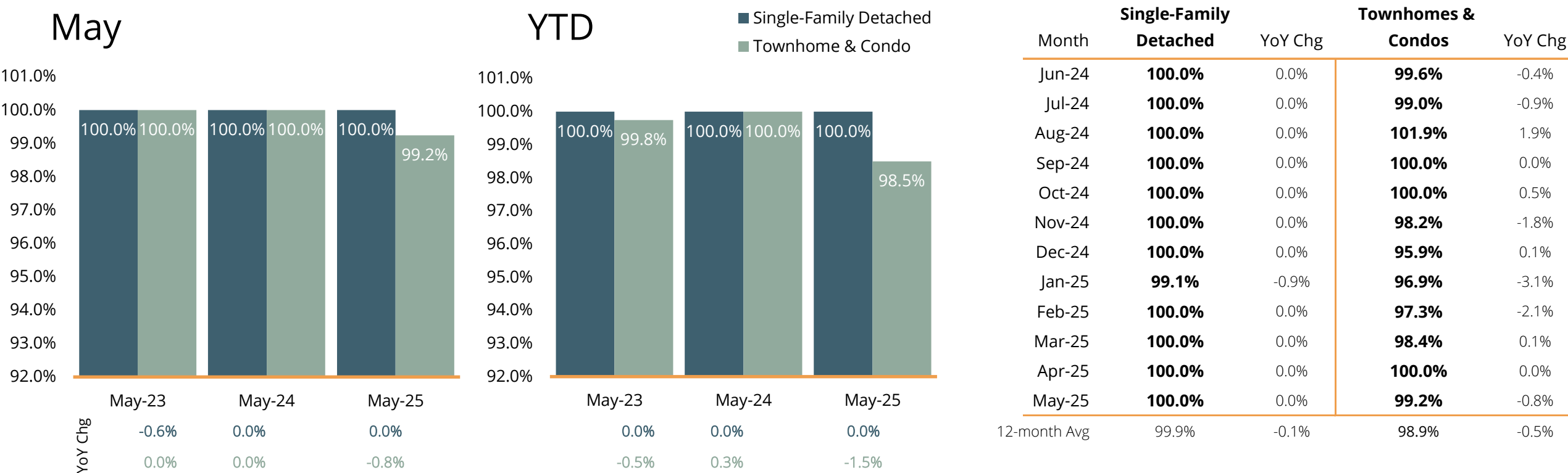


Historical Sold Dollar Volume by Month (in millions)

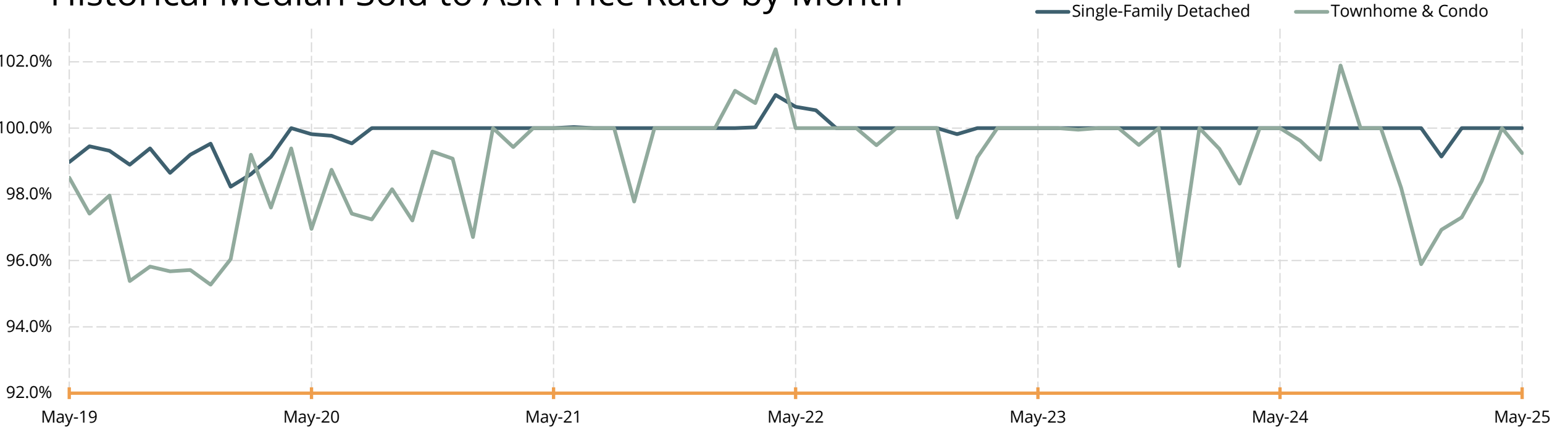


Source: Virginia REALTORS®, data accessed June 15, 2025

Median Sold to Ask Price Ratio

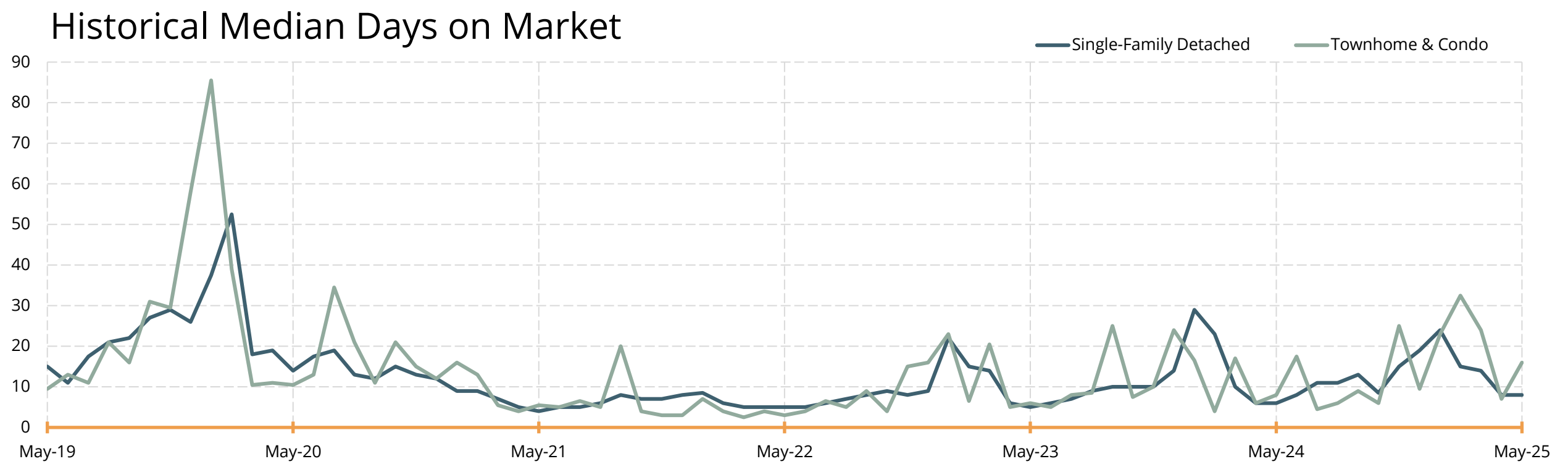
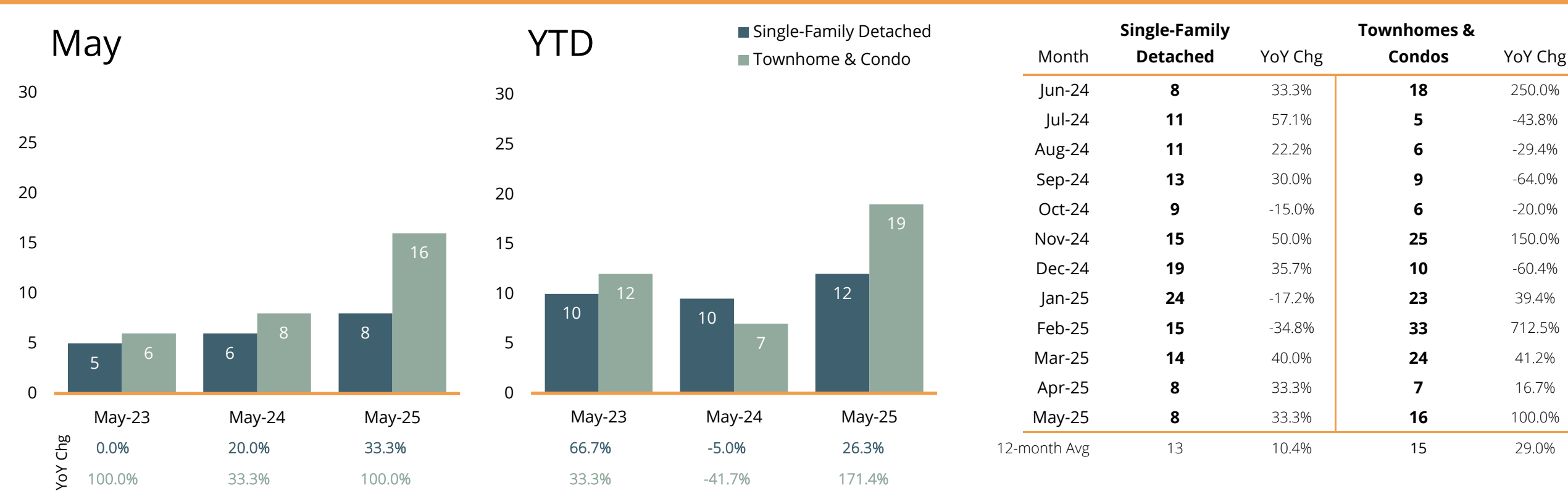


Historical Median Sold to Ask Price Ratio by Month

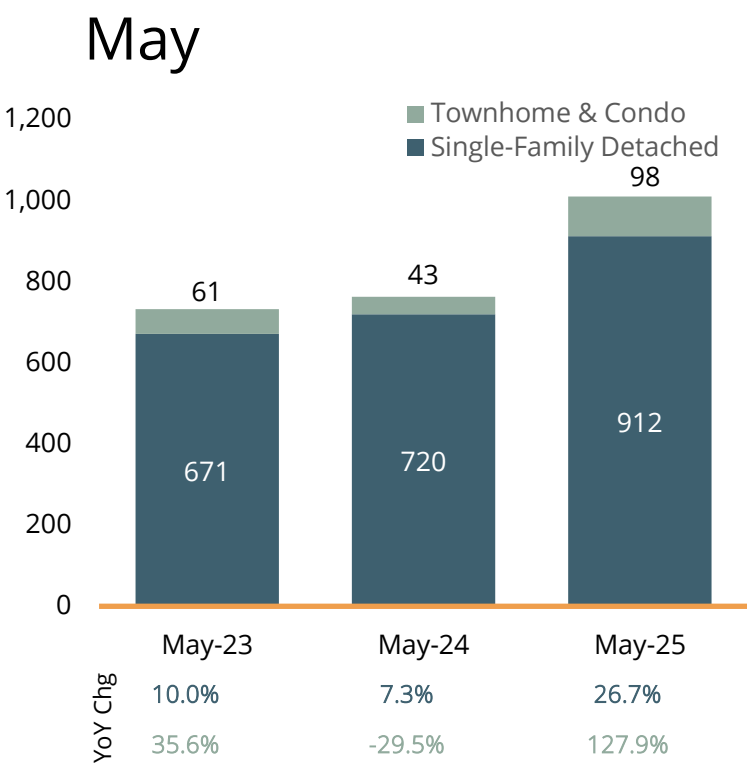


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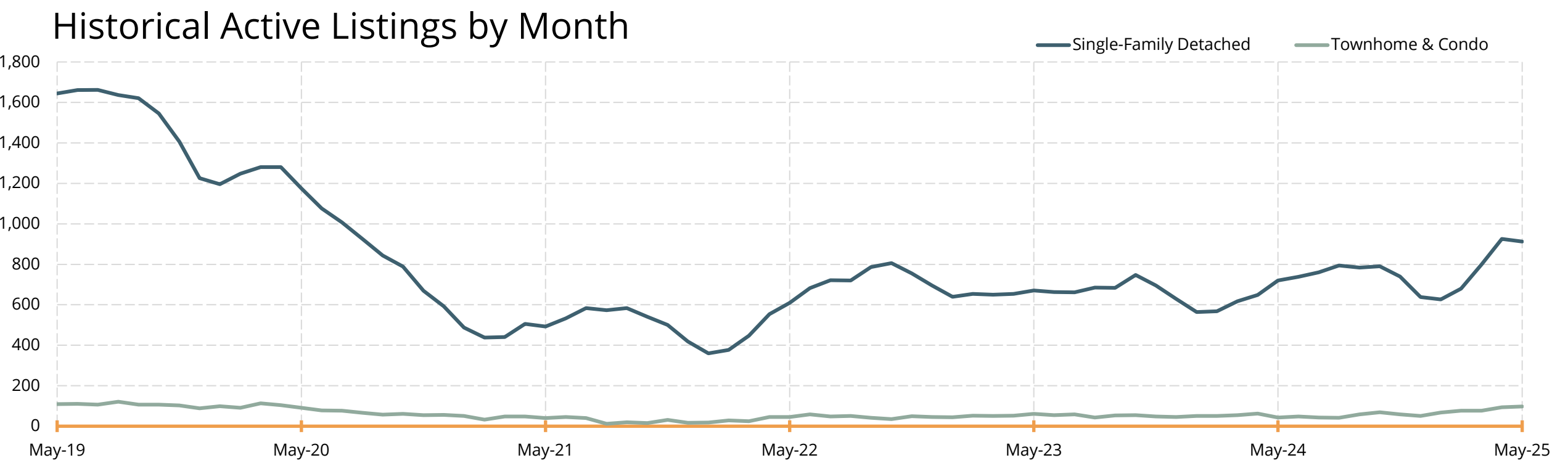
Median Days on Market



Active Listings



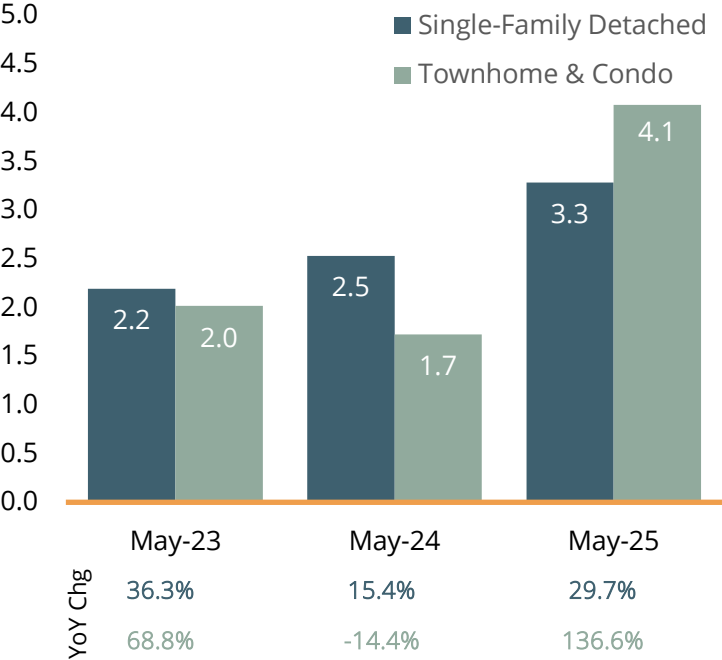
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	738	11.3%	48	-11.1%
Jul-24	760	14.8%	43	-25.9%
Aug-24	794	15.9%	41	-4.7%
Sep-24	784	14.6%	58	9.4%
Oct-24	790	5.6%	69	25.5%
Nov-24	739	6.2%	58	20.8%
Dec-24	638	1.4%	51	13.3%
Jan-25	626	11.0%	68	33.3%
Feb-25	680	19.7%	76	49.0%
Mar-25	799	29.5%	76	38.2%
Apr-25	926	42.7%	94	51.6%
May-25	912	26.7%	98	127.9%
12-month Avg	766	16.5%	65	26.2%



Months of Supply

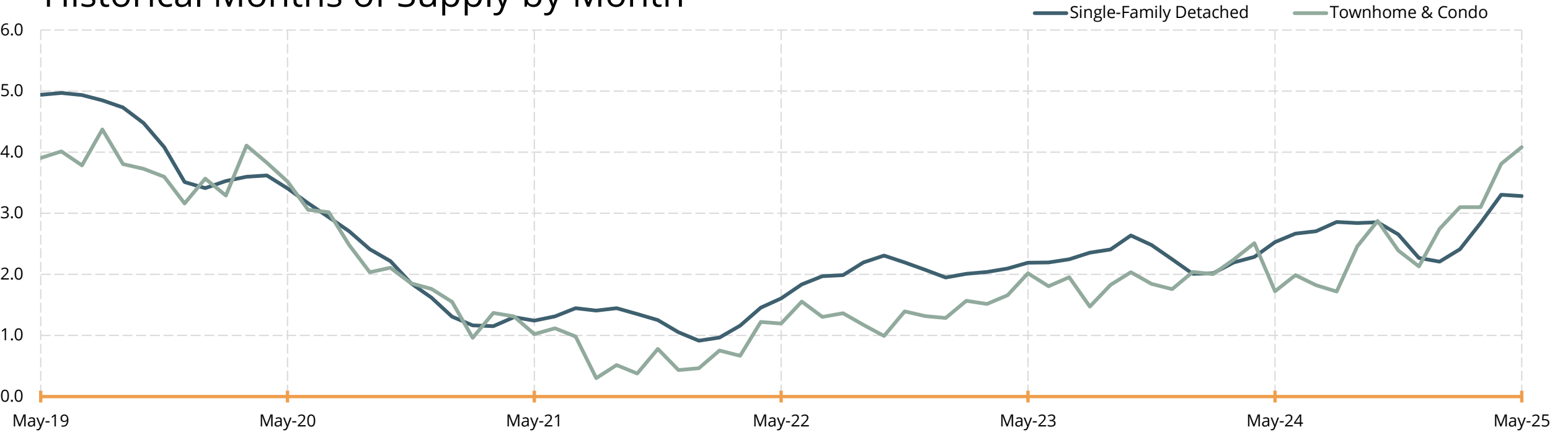


May



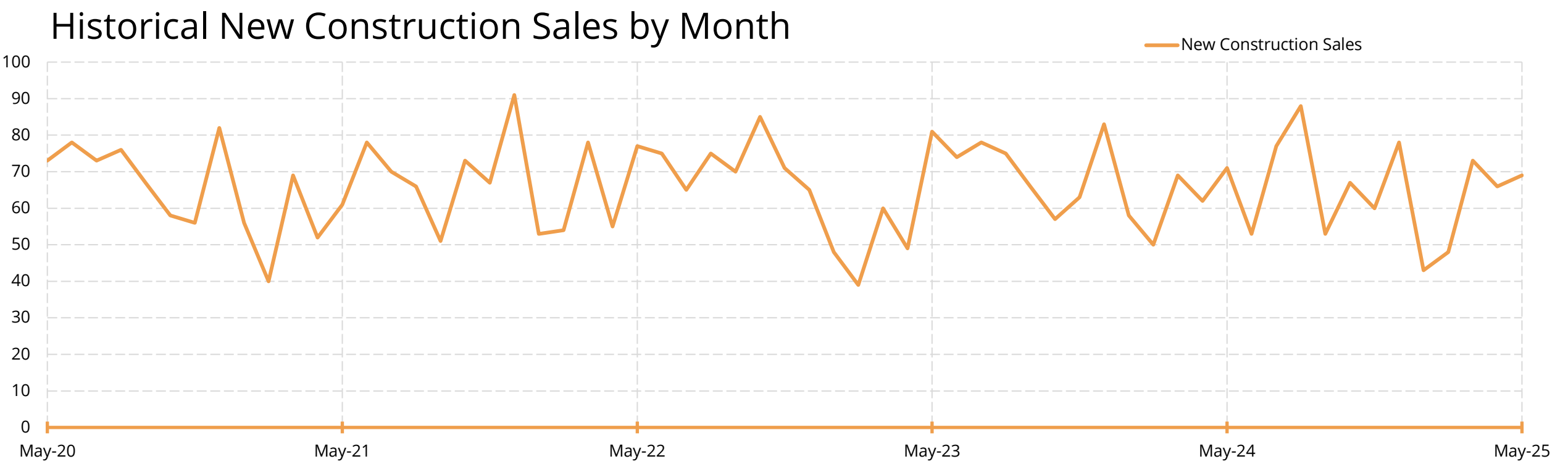
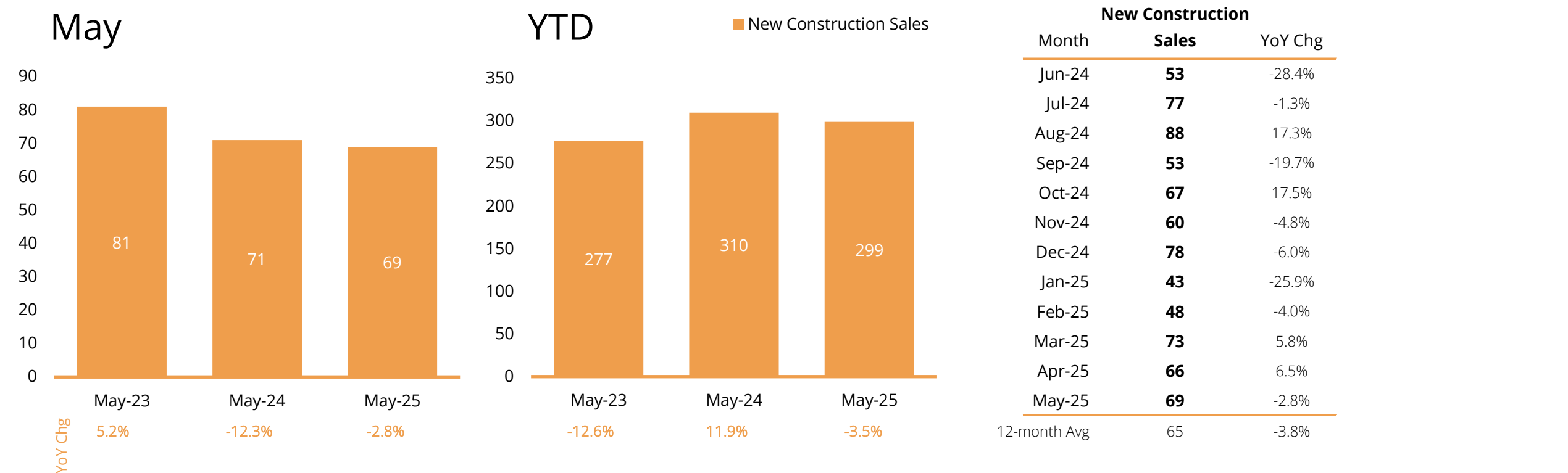
Month	Single-Family		Townhomes &	
	Detached	YoY Chg	Condos	YoY Chg
Jun-24	2.7	21.4%	2.0	10.0%
Jul-24	2.7	20.4%	1.8	-6.7%
Aug-24	2.9	21.3%	1.7	16.7%
Sep-24	2.8	17.9%	2.5	34.6%
Oct-24	2.9	8.3%	2.9	41.1%
Nov-24	2.7	7.1%	2.4	29.6%
Dec-24	2.3	1.0%	2.1	21.2%
Jan-25	2.2	9.9%	2.7	34.7%
Feb-25	2.4	19.5%	3.1	54.6%
Mar-25	2.8	29.3%	3.1	38.2%
Apr-25	3.3	44.7%	3.8	51.6%
May-25	3.3	29.7%	4.1	136.6%
12-month Avg	2.7	19.1%	2.7	38.7%

Historical Months of Supply by Month



Source: Virginia REALTORS®, data accessed June 15, 2025

New Construction Sales



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	247	212	-14.2%	183	157	-14.2%	\$543,000	\$595,000	9.6%	290	368	26.9%	2.2	2.9	32.5%
Charlottesville	57	63	10.5%	46	55	19.6%	\$486,750	\$485,000	-0.4%	68	115	69.1%	2.1	3.6	73.5%
Fluvanna County	53	48	-9.4%	45	48	6.7%	\$362,000	\$373,100	3.1%	69	90	30.4%	2.0	2.6	33.3%
Greene County	38	74	94.7%	29	28	-3.4%	\$389,000	\$424,493	9.1%	61	71	16.4%	3.2	3.1	-2.6%
Louisa County	105	124	18.1%	86	61	-29.1%	\$399,800	\$449,595	12.5%	169	266	57.4%	2.6	4.3	66.8%
Nelson County	48	37	-22.9%	20	23	15.0%	\$394,500	\$416,000	5.4%	106	100	-5.7%	4.1	3.9	-3.2%

Area Overview - Total Market YTD



New Listings YTD				Sales YTD			Median Sales Price YTD			Active Listings YTD		
Geography	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	1,118	1,053	-5.8%	592	547	-7.6%	\$529,855	\$553,500	4.5%	290	368	26.9%
Charlottesville	262	330	26.0%	159	153	-3.8%	\$505,772	\$488,000	-3.5%	68	115	69.1%
Fluvanna County	225	254	12.9%	155	182	17.4%	\$345,000	\$369,995	7.2%	69	90	30.4%
Greene County	163	252	54.6%	98	110	12.2%	\$397,250	\$429,927	8.2%	61	71	16.4%
Louisa County	486	560	15.2%	324	285	-12.0%	\$396,000	\$400,000	1.0%	169	266	57.4%
Nelson County	170	198	16.5%	107	111	3.7%	\$392,000	\$430,000	9.7%	106	100	-5.7%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	235	194	-17.4%	166	144	-13.3%	\$571,750	\$622,500	8.9%	282	337	19.5%	2.4	2.9	24.2%
Charlottesville	50	49	-2.0%	36	48	33.3%	\$518,500	\$497,500	-4.1%	60	90	50.0%	2.2	3.3	55.1%
Fluvanna County	53	48	-9.4%	45	48	6.7%	\$362,000	\$373,100	3.1%	69	90	30.4%	2.0	2.7	34.6%
Greene County	38	74	94.7%	29	28	-3.4%	\$389,000	\$424,493	9.1%	61	71	16.4%	3.2	3.1	-3.0%
Louisa County	105	122	16.2%	86	61	-29.1%	\$399,800	\$449,595	12.5%	165	265	60.6%	2.6	4.3	68.7%
Nelson County	41	27	-34.1%	15	18	20.0%	\$537,000	\$512,500	-4.6%	83	59	-28.9%	4.4	3.3	-24.9%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	1,053	968	-8.1%	546	504	-7.7%	\$550,000	\$567,573	3.2%	282	337	19.5%
Charlottesville	216	278	28.7%	130	126	-3.1%	\$550,000	\$529,000	-3.8%	60	90	50.0%
Fluvanna County	224	253	12.9%	155	181	16.8%	\$345,000	\$370,000	7.2%	69	90	30.4%
Greene County	163	252	54.6%	98	110	12.2%	\$397,250	\$429,927	8.2%	61	71	16.4%
Louisa County	483	557	15.3%	321	283	-11.8%	\$395,000	\$400,000	1.3%	165	265	60.6%
Nelson County	125	132	5.6%	79	75	-5.1%	\$506,000	\$487,500	-3.7%	83	59	-28.9%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	12	18	50.0%	17	13	-23.5%	\$240,000	\$380,000	58.3%	8	31	288%	0.7	3.1	326%
Charlottesville	7	14	100.0%	10	7	-30.0%	\$292,000	\$300,000	2.7%	8	25	212.5%	1.5	4.7	207.6%
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	0	2	n/a	0	0	n/a	\$0	\$0	n/a	4	1	-75.0%	3.2	1.5	-53.1%
Nelson County	7	10	42.9%	5	5	0.0%	\$240,000	\$250,000	4.2%	23	41	78.3%	3.1	5.3	70.5%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg	May-24	May-25	% chg
Albemarle County	65	85	30.8%	46	43	-6.5%	\$240,000	\$380,000	58.3%	8	31	287.5%
Charlottesville	46	52	13.0%	29	27	-6.9%	\$294,000	\$300,000	2.0%	8	25	212.5%
Fluvanna County	1	1	0.0%	0	1	n/a	\$0	\$293,288	n/a	0	0	n/a
Greene County	0	0	n/a	0	0	n/a	\$0	\$0	n/a	0	0	n/a
Louisa County	3	3	0.0%	3	2	-33.3%	\$717,350	\$537,500	-25.1%	4	1	-75.0%
Nelson County	45	66	46.7%	28	36	28.6%	\$236,250	\$275,000	16.4%	23	41	78.3%



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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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.