

MAY
2023

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



CAAR Market Indicators Report



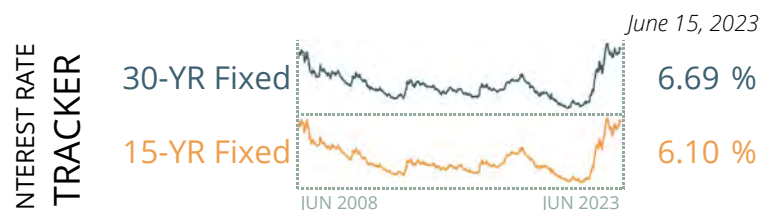
Key Market Trends: May 2023

- > **In the CAAR market, home sales continue to moderate.** There were 392 sales in the month of May, 71 fewer sales than last year, a decrease of 15.3%. Albemarle County experienced the sharpest drop in sales with 28 fewer sales (-13.9%) followed by Greene County with 22 fewer sales than the year prior (-50.0%). Charlottesville was the only local market where sales grew this month with five more sales than a year ago (+9.1%).
- > **The number of pending sales dropped in the CAAR region.** In May, there were 418 pending sales in the area, 98 fewer pending sales compared to the previous year, declining by 19%. With 50 fewer pending sales, Albemarle County had the biggest drop off this month (-23.3%) and Fluvanna County had the second biggest decline with 18 fewer pending sales than last year (-24.0%). There were seven more pending sales in the Charlottesville area compared to last May (+11.1%).
- > **Home prices continue to rise in the CAAR footprint.** The regionwide median sales price was \$441,000 in May, up 5.6% from a year earlier, a \$23,300 price increase. For a home in Albemarle County, the median price was \$535,904, jumping up 12.8% from last year, a gain of \$60,904. The only market where sale prices fell was in Nelson County with a price decrease of \$143,500 (-30.6%).
- > **As the market has slowed, active listings are staying on the market longer, which is building up the inventory.** There were 732 active listings on the market in the CAAR footprint at the end of May, a growth of 11.8% or 77 more listings than a year ago. Listings went up the most in Albemarle County with 42 more active listings than last year (+16.4%). Active listings in Fluvanna County were down 26.7% which is 23 fewer listings than the prior year.



CAAR Market Dashboard

| YoY Chg | May-23 | Indicator |
|----------|-----------|----------------------------------|
| ▼ -15.3% | 392 | Sales |
| ▼ -19.0% | 418 | Pending Sales |
| ▼ -23.5% | 511 | New Listings |
| ▲ 5.5% | \$435,823 | Median List Price |
| ▲ 5.6% | \$441,000 | Median Sales Price |
| ▲ 3.0% | \$245 | Median Price Per Square Foot |
| ▼ -12.2% | \$212.3 | Sold Dollar Volume (in millions) |
| ▼ -0.3% | 100.0% | Median Sold/Ask Price Ratio |
| ▲ 50.7% | 29 | Average Days on Market |
| ▲ 11.8% | 732 | Active Listings |
| ▲ 38.5% | 2.2 | Months of Supply |
| ▲ 5.2% | 81 | New Construction Sales |



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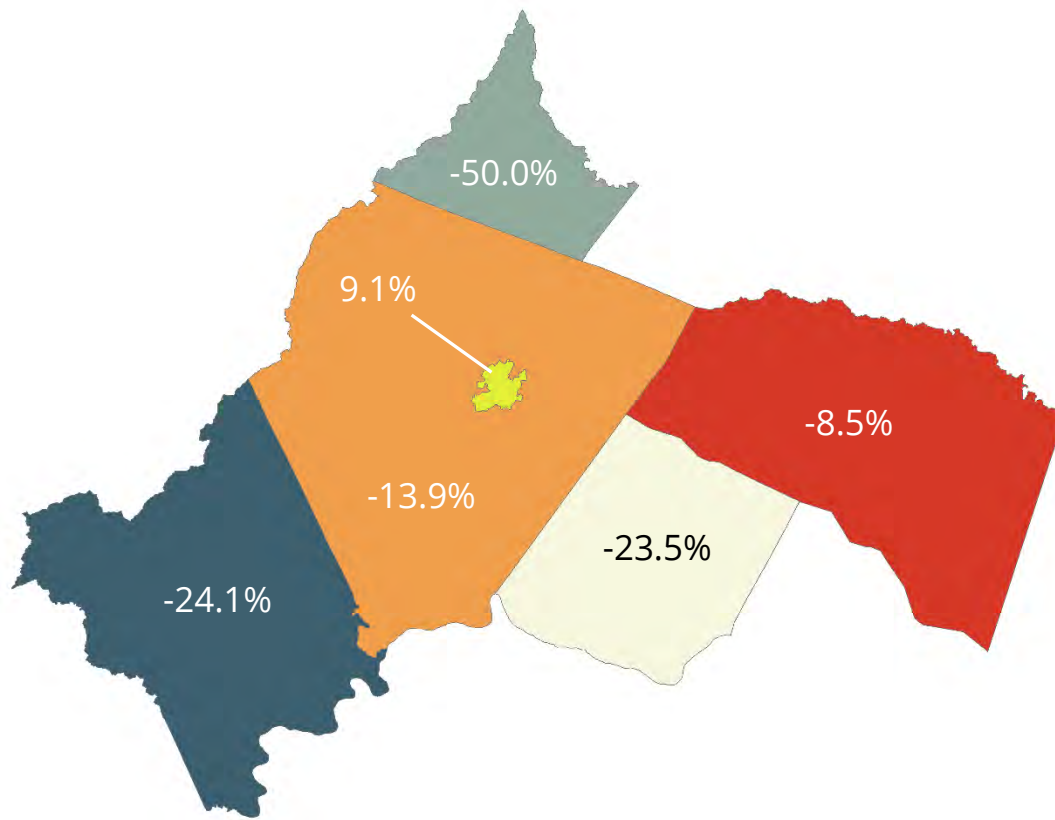
Consumers Should Consult with a REALTOR®. Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

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.

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Contact an experienced REALTOR®.



Market Activity - CAAR Footprint



| Jurisdiction | Total Sales | | |
|------------------|-------------|------------|---------------|
| | May-22 | May-23 | % Chg |
| Albemarle County | 202 | 174 | -13.9% |
| Charlottesville | 55 | 60 | 9.1% |
| Fluvanna County | 51 | 39 | -23.5% |
| Greene County | 44 | 22 | -50.0% |
| Louisa County | 82 | 75 | -8.5% |
| Nelson County | 29 | 22 | -24.1% |
| CAAR | 463 | 392 | -15.3% |

Total Market Overview



| Key Metrics | 2-year Trends | | May-22 | May-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | May-21 | May-23 | | | | | | |
| Sales | | | 463 | 392 | -15.3% | 1,751 | 1,376 | -21.4% |
| Pending Sales | | | 516 | 418 | -19.0% | 2,210 | 1,870 | -15.4% |
| New Listings | | | 668 | 511 | -23.5% | 2,767 | 2,297 | -17.0% |
| Median List Price | | | \$413,292 | \$435,823 | 5.5% | \$395,000 | \$421,090 | 6.6% |
| Median Sales Price | | | \$417,700 | \$441,000 | 5.6% | \$400,000 | \$423,535 | 5.9% |
| Median Price Per Square Foot | | | \$238 | \$245 | 3.0% | \$235 | \$237 | 0.9% |
| Sold Dollar Volume (in millions) | | | \$241.6 | \$212.3 | -12.2% | \$886.4 | \$714.3 | -19.4% |
| Median Sold/Ask Price Ratio | | | 100.3% | 100.0% | -0.3% | 100.0% | 100.0% | 0.0% |
| Average Days on Market | | | 19 | 29 | 50.7% | 24 | 38 | 56.3% |
| Active Listings | | | 655 | 732 | 11.8% | n/a | n/a | n/a |
| Months of Supply | | | 1.6 | 2.2 | 38.5% | n/a | n/a | n/a |

Source: Virginia REALTORS®, data accessed June 15, 2023

Single-Family Detached Market Overview



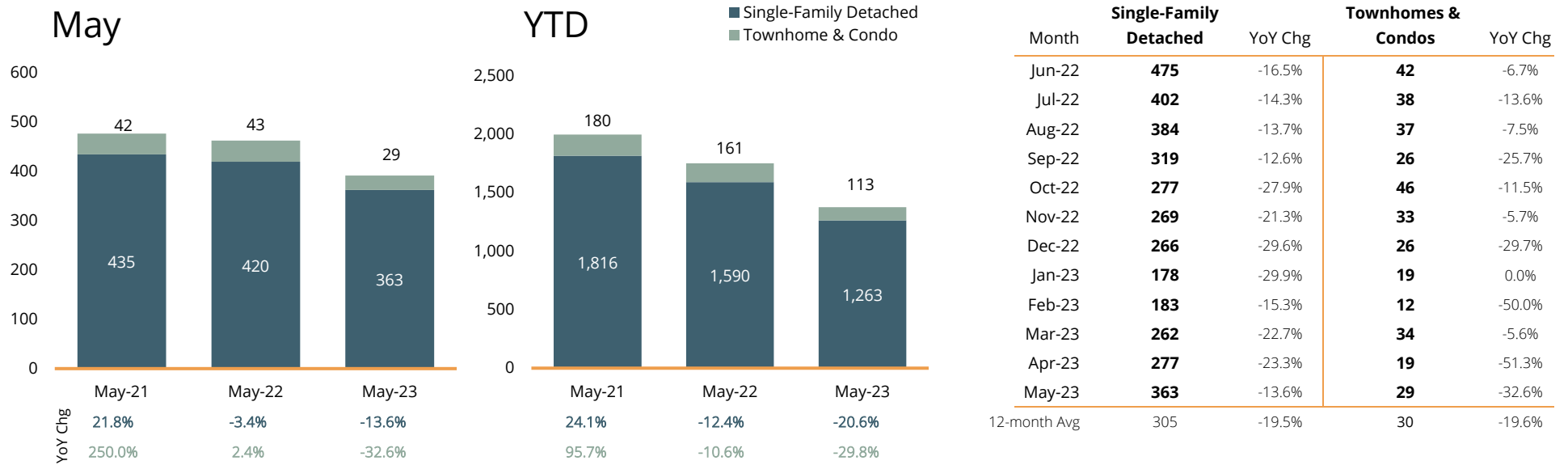
| Key Metrics | 2-year Trends | | May-22 | May-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | May-21 | May-23 | | | | | | |
| Sales | | | 420 | 363 | -13.6% | 1,590 | 1,263 | -20.6% |
| Pending Sales | | | 473 | 384 | -18.8% | 2,010 | 1,726 | -14.1% |
| New Listings | | | 619 | 469 | -24.2% | 2,516 | 2,119 | -15.8% |
| Median List Price | | | \$425,000 | \$450,000 | 5.9% | \$400,000 | \$434,850 | 8.7% |
| Median Sales Price | | | \$431,750 | \$461,500 | 6.9% | \$410,000 | \$435,000 | 6.1% |
| Median Price Per Square Foot | | | \$239 | \$245 | 2.4% | \$235 | \$238 | 1.0% |
| Sold Dollar Volume (in millions) | | | \$226.8 | \$202.8 | -10.6% | \$833.8 | \$681.2 | -18.3% |
| Median Sold/Ask Price Ratio | | | 100.6% | 100.0% | -0.6% | 100.0% | 100.0% | 0.0% |
| Average Days on Market | | | 20 | 28 | 45.8% | 25 | 38 | 51.4% |
| Active Listings | | | 610 | 671 | 10.0% | n/a | n/a | n/a |
| Months of Supply | | | 1.6 | 2.2 | 36.3% | n/a | n/a | n/a |

Townhome & Condo Market Overview

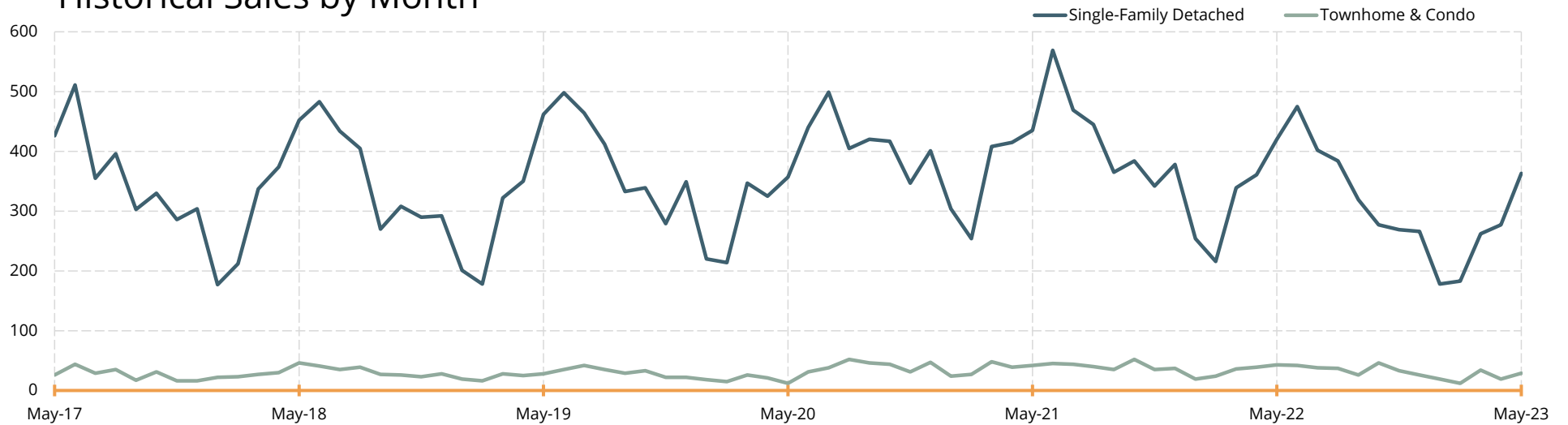


| Key Metrics | 2-year Trends | | May-22 | May-23 | YoY Chg | 2022 YTD | 2023 YTD | YoY Chg |
|----------------------------------|---------------|--------|-----------|------------------|---------|-----------|------------------|---------|
| | May-21 | May-23 | | | | | | |
| Sales | | | 43 | 29 | -32.6% | 161 | 113 | -29.8% |
| Pending Sales | | | 43 | 34 | -20.9% | 200 | 144 | -28.0% |
| New Listings | | | 49 | 42 | -14.3% | 251 | 178 | -29.1% |
| Median List Price | | | \$319,000 | \$329,000 | 3.1% | \$270,000 | \$272,250 | 0.8% |
| Median Sales Price | | | \$319,571 | \$333,720 | 4.4% | \$275,000 | \$268,000 | -2.5% |
| Median Price Per Square Foot | | | \$222 | \$236 | 6.5% | \$242 | \$236 | -2.4% |
| Sold Dollar Volume (in millions) | | | \$14.8 | \$9.5 | -35.7% | \$52.5 | \$33.1 | -36.9% |
| Median Sold/Ask Price Ratio | | | 100.0% | 100.0% | 0.0% | 100.3% | 99.8% | -0.5% |
| Average Days on Market | | | 14 | 30 | 121.4% | 13 | 32 | 147.8% |
| Active Listings | | | 45 | 61 | 35.6% | n/a | n/a | n/a |
| Months of Supply | | | 1.2 | 2.0 | 68.8% | n/a | n/a | n/a |

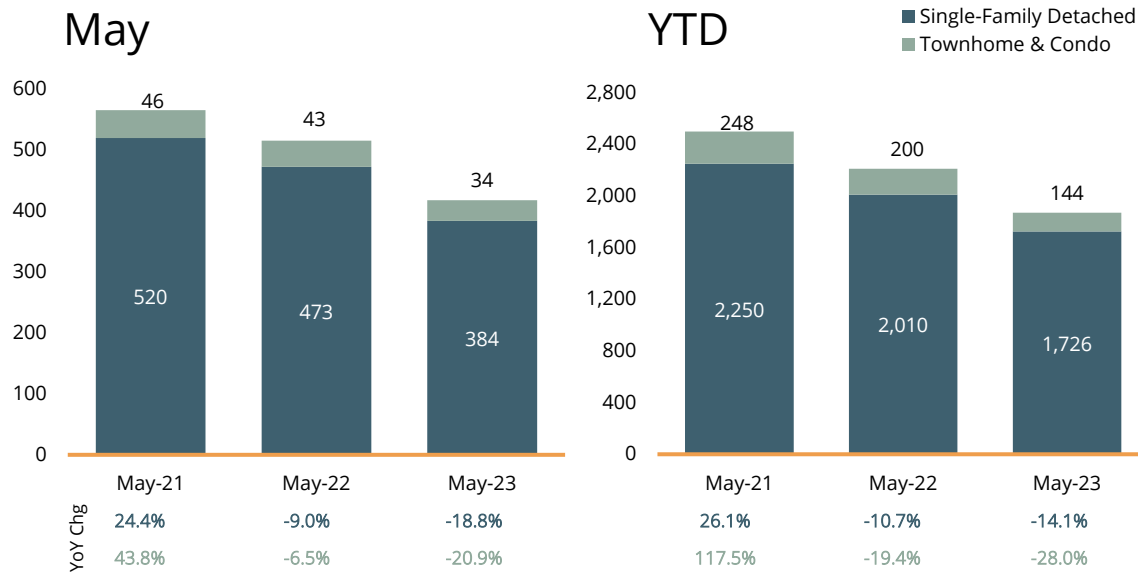
Sales



Historical Sales by Month

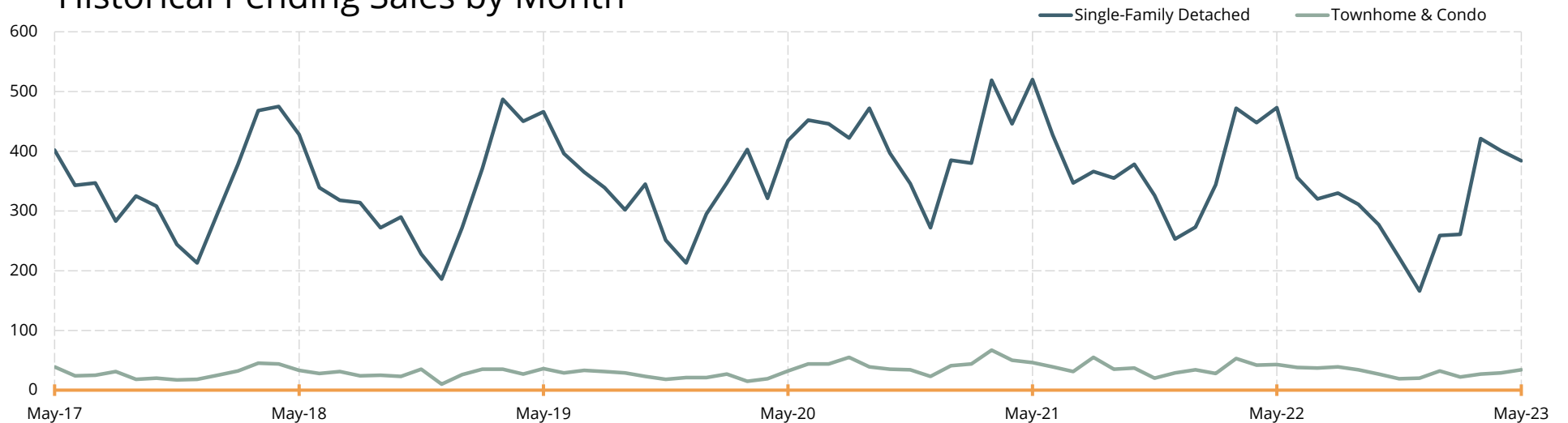


Pending Sales

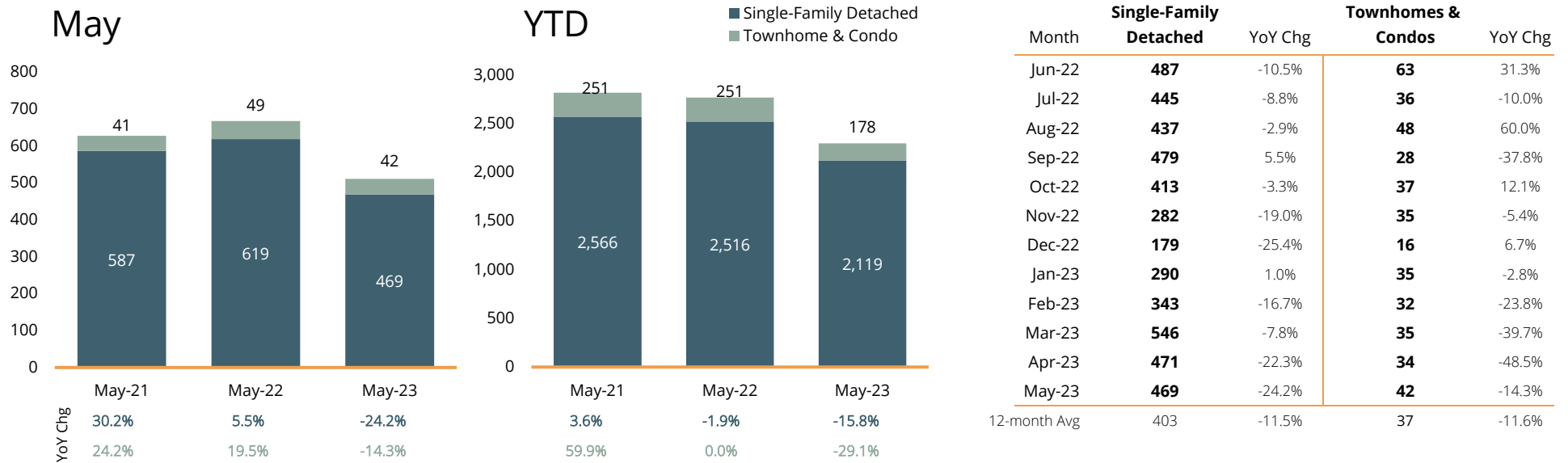


| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Jun-22 | 356 | -16.6% | 38 | -2.6% |
| Jul-22 | 320 | -7.8% | 37 | 19.4% |
| Aug-22 | 330 | -9.8% | 39 | -29.1% |
| Sep-22 | 311 | -12.4% | 34 | -2.9% |
| Oct-22 | 277 | -26.7% | 27 | -27.0% |
| Nov-22 | 222 | -31.9% | 19 | -5.0% |
| Dec-22 | 166 | -34.4% | 20 | -31.0% |
| Jan-23 | 259 | -5.1% | 32 | -5.9% |
| Feb-23 | 261 | -24.1% | 22 | -21.4% |
| Mar-23 | 421 | -10.8% | 27 | -49.1% |
| Apr-23 | 401 | -10.5% | 29 | -31.0% |
| May-23 | 384 | -18.8% | 34 | -20.9% |
| 12-month Avg | 309 | -16.9% | 30 | -19.7% |

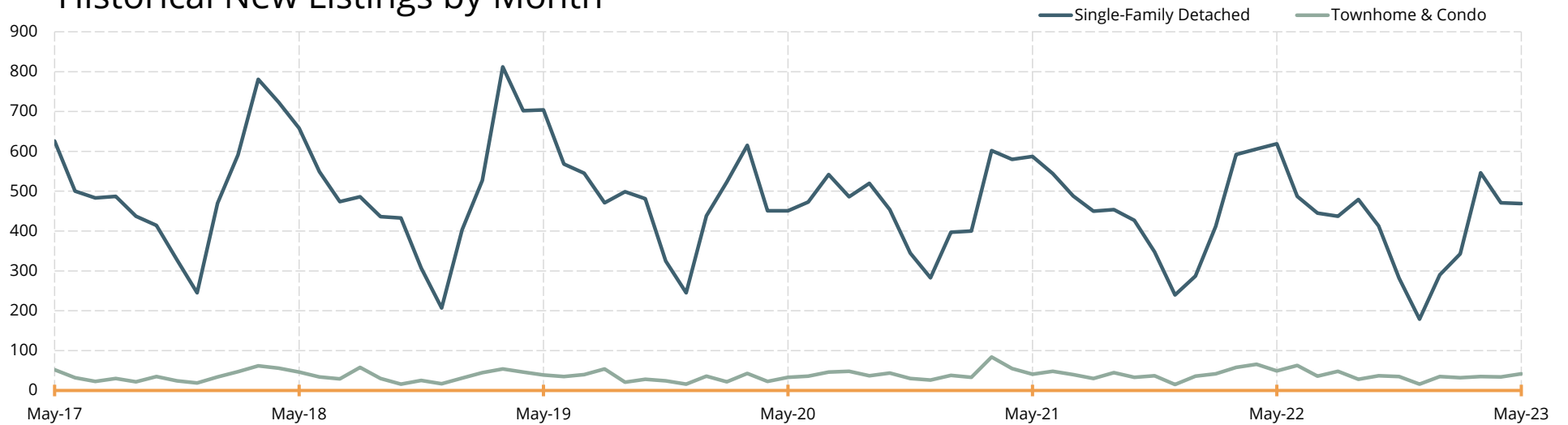
Historical Pending Sales by Month



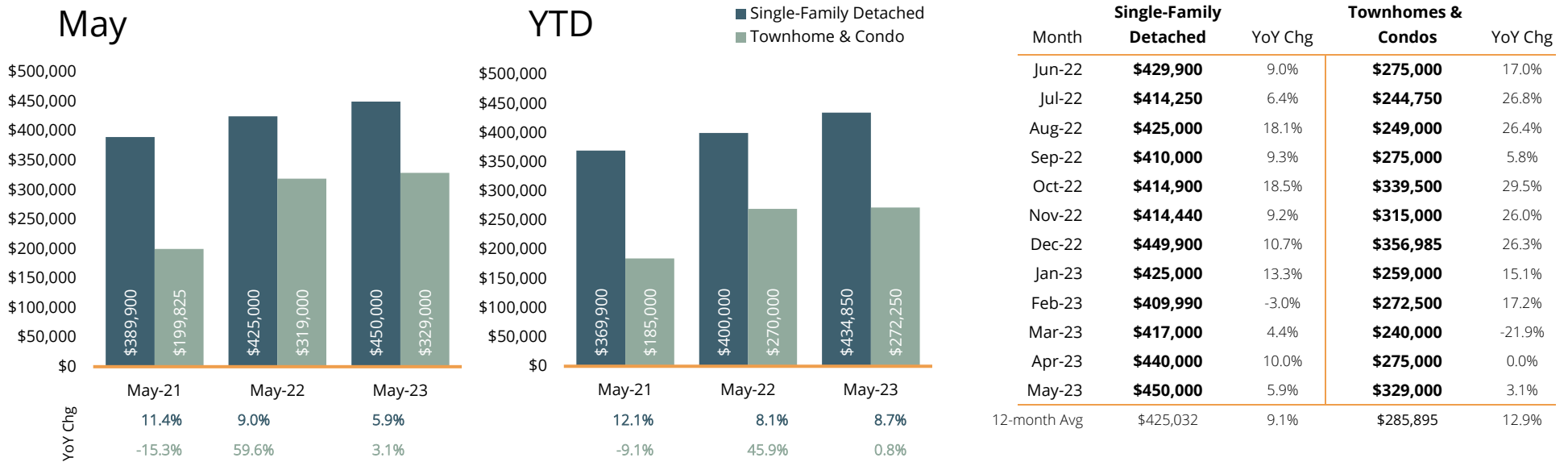
New Listings



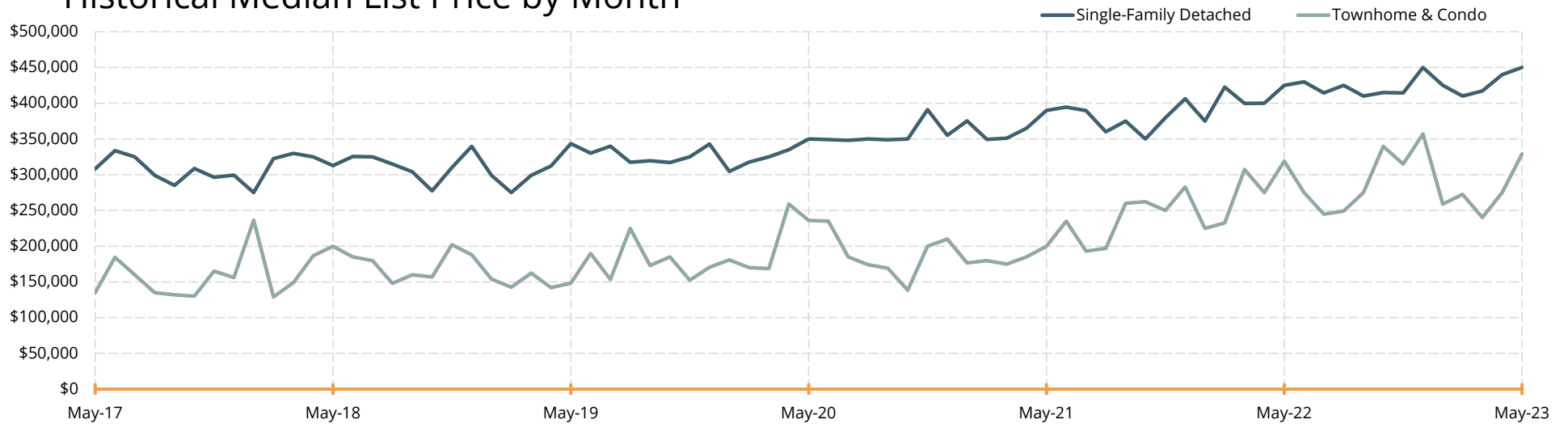
Historical New Listings by Month



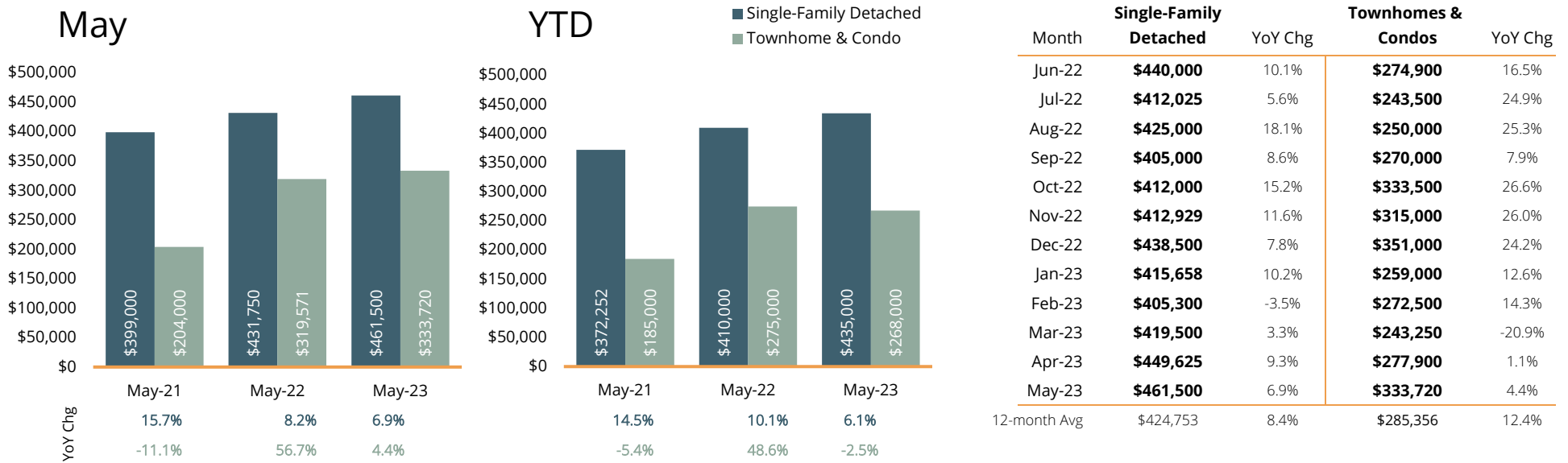
Median List Price



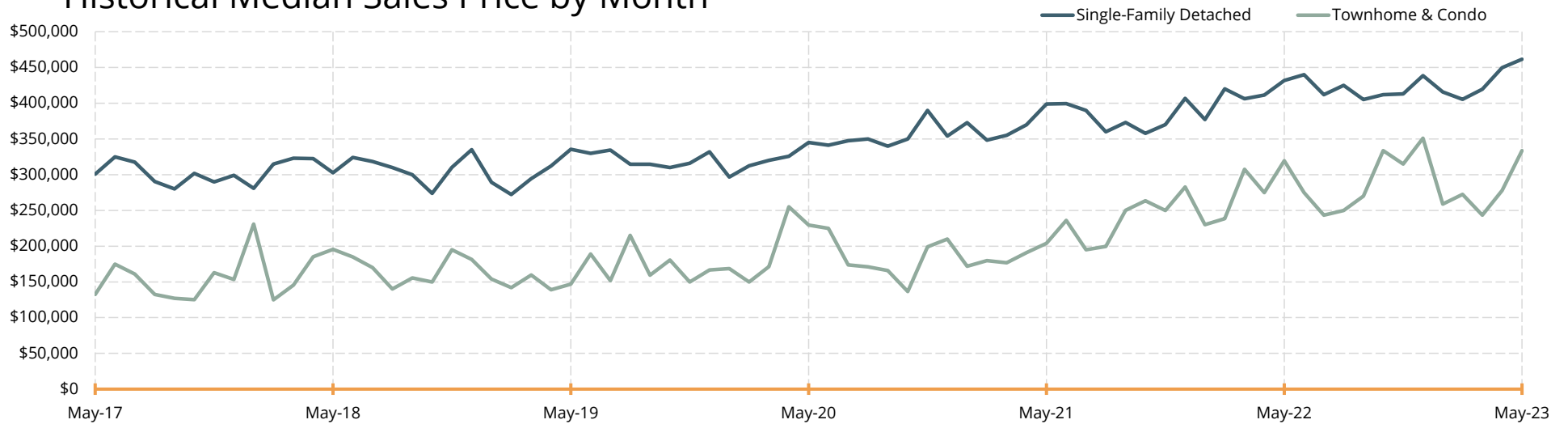
Historical Median List Price by Month



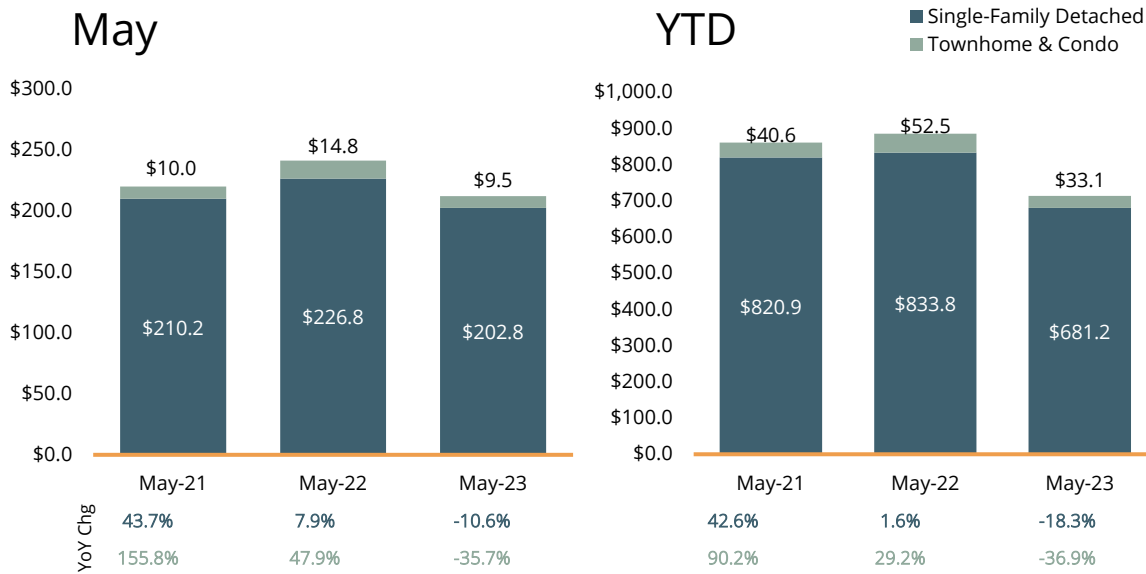
Median Sales Price



Historical Median Sales Price by Month

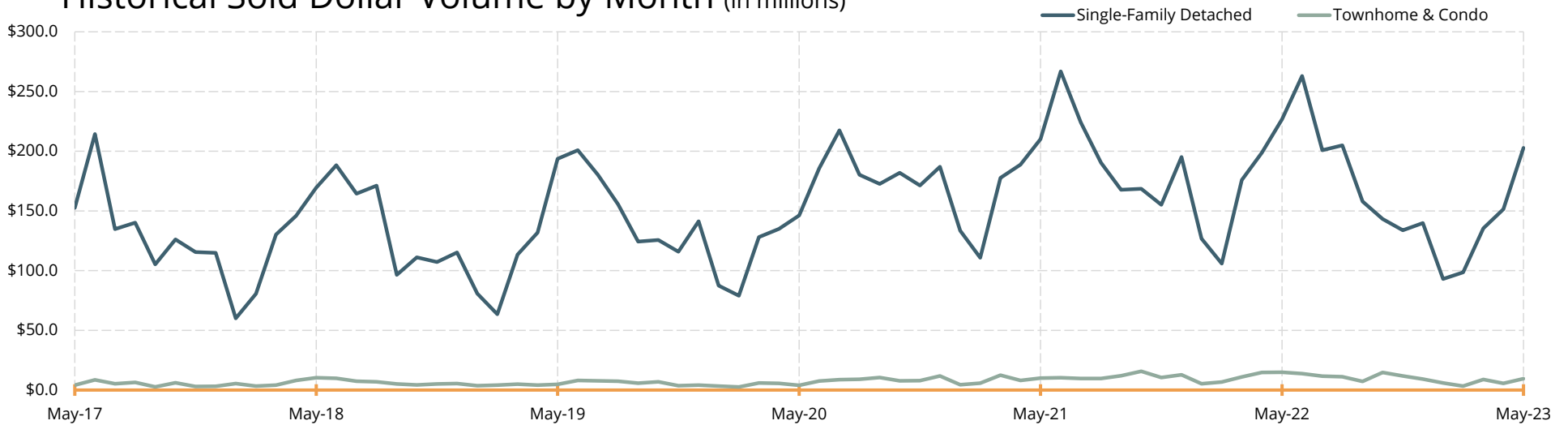


Sold Dollar Volume (in millions)



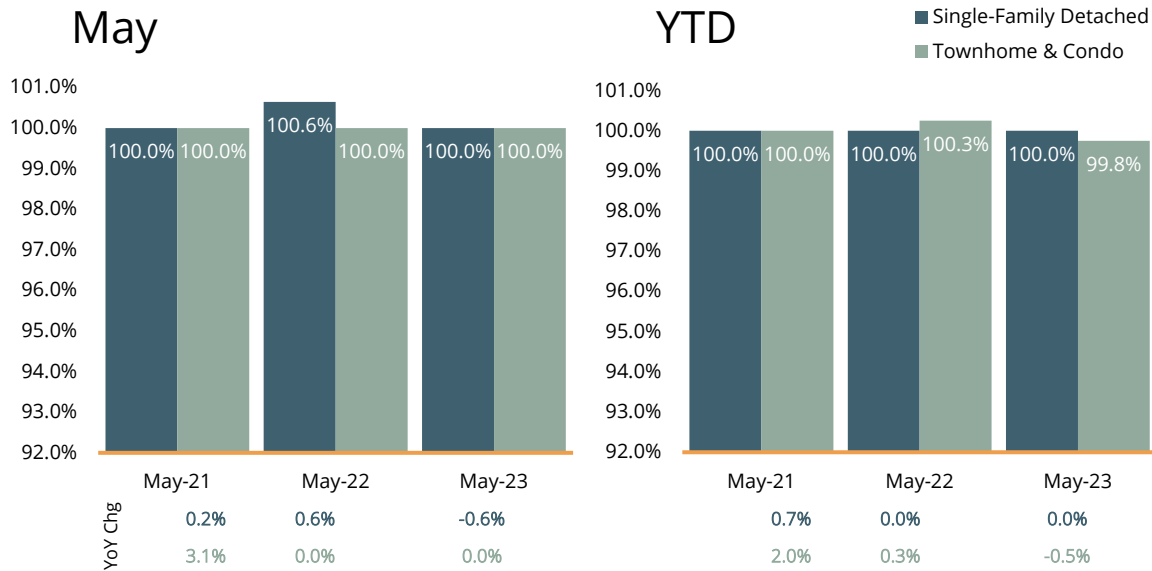
| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Jun-22 | \$263.0 | -1.4% | \$13.7 | 33.1% |
| Jul-22 | \$200.8 | -10.5% | \$11.6 | 20.8% |
| Aug-22 | \$204.9 | 7.6% | \$11.1 | 14.4% |
| Sep-22 | \$157.9 | -5.9% | \$7.3 | -39.2% |
| Oct-22 | \$143.2 | -15.1% | \$14.8 | -6.0% |
| Nov-22 | \$133.8 | -13.8% | \$11.8 | 11.8% |
| Dec-22 | \$139.8 | -28.4% | \$9.2 | -27.9% |
| Jan-23 | \$93.0 | -26.6% | \$5.9 | 13.7% |
| Feb-23 | \$98.6 | -6.9% | \$3.3 | -51.9% |
| Mar-23 | \$135.4 | -23.0% | \$8.9 | -19.2% |
| Apr-23 | \$151.5 | -23.7% | \$5.5 | -62.4% |
| May-23 | \$202.8 | -10.6% | \$9.5 | -35.7% |
| 12-month Avg | \$160.4 | -12.6% | \$9.4 | -15.4% |

Historical Sold Dollar Volume by Month (in millions)



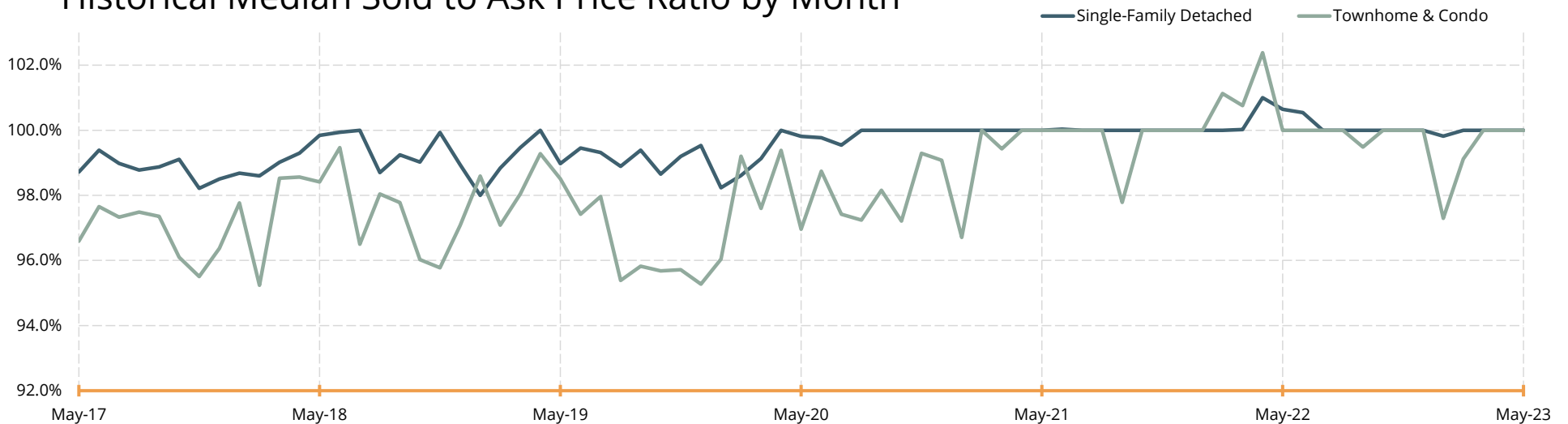
Source: Virginia REALTORS®, data accessed June 15, 2023

Median Sold to Ask Price Ratio

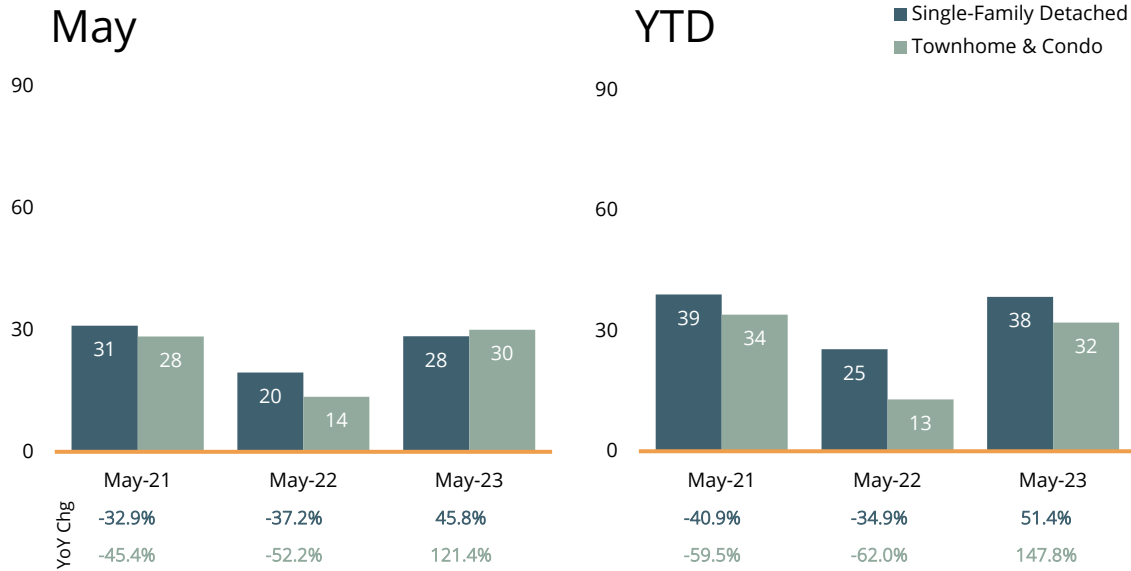


| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Jun-22 | 100.5% | 0.5% | 100.0% | 0.0% |
| Jul-22 | 100.0% | 0.0% | 100.0% | 0.0% |
| Aug-22 | 100.0% | 0.0% | 100.0% | 0.0% |
| Sep-22 | 100.0% | 0.0% | 99.5% | 1.7% |
| Oct-22 | 100.0% | 0.0% | 100.0% | 0.0% |
| Nov-22 | 100.0% | 0.0% | 100.0% | 0.0% |
| Dec-22 | 100.0% | 0.0% | 100.0% | 0.0% |
| Jan-23 | 99.8% | -0.2% | 97.3% | -2.7% |
| Feb-23 | 100.0% | 0.0% | 99.1% | -2.0% |
| Mar-23 | 100.0% | 0.0% | 100.0% | -0.8% |
| Apr-23 | 100.0% | -1.0% | 100.0% | -2.3% |
| May-23 | 100.0% | -0.6% | 100.0% | 0.0% |
| 12-month Avg | 100.0% | -0.1% | 99.7% | -0.5% |

Historical Median Sold to Ask Price Ratio by Month

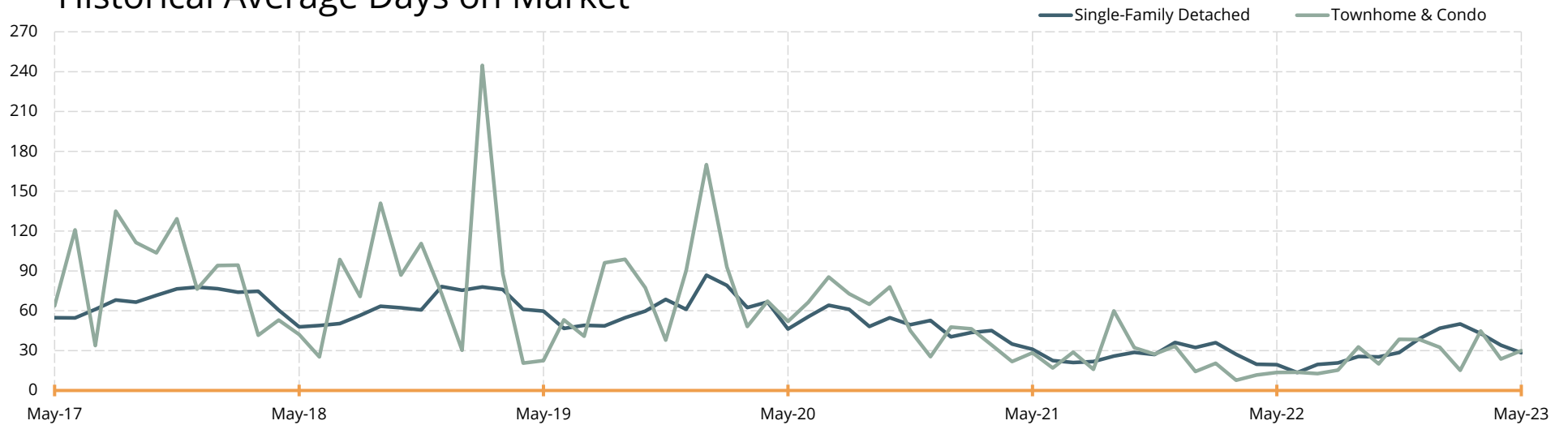


Average Days on Market



| Month | Single-Family Detached | YoY Chg | Townhomes & Condos | YoY Chg |
|--------------|------------------------|---------|--------------------|---------|
| Jun-22 | 13 | -40.2% | 14 | -19.1% |
| Jul-22 | 20 | -6.9% | 13 | -56.2% |
| Aug-22 | 21 | -5.0% | 15 | -3.0% |
| Sep-22 | 26 | -1.3% | 33 | -45.4% |
| Oct-22 | 25 | -12.1% | 20 | -37.5% |
| Nov-22 | 29 | 5.6% | 38 | 40.2% |
| Dec-22 | 39 | 8.1% | 38 | 15.0% |
| Jan-23 | 47 | 45.2% | 32 | 126.5% |
| Feb-23 | 50 | 39.1% | 15 | -25.3% |
| Mar-23 | 43 | 58.1% | 45 | 480.1% |
| Apr-23 | 34 | 72.6% | 24 | 103.9% |
| May-23 | 28 | 45.8% | 30 | 121.4% |
| 12-month Avg | 31 | 17.8% | 26 | 12.5% |

Historical Average Days on Market

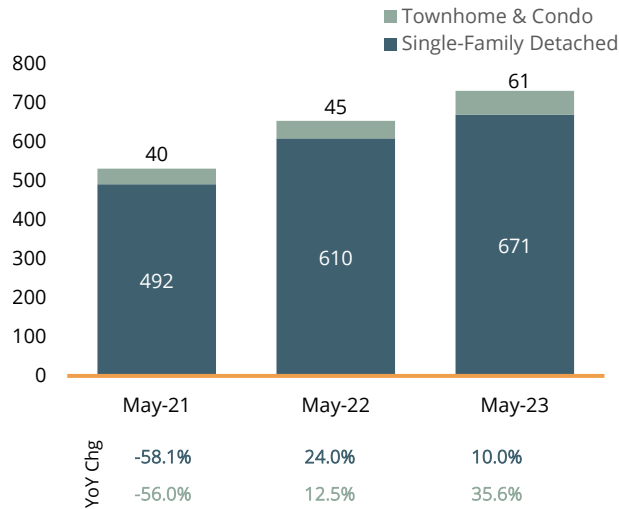


Source: Virginia REALTORS®, data accessed June 15, 2023

Active Listings

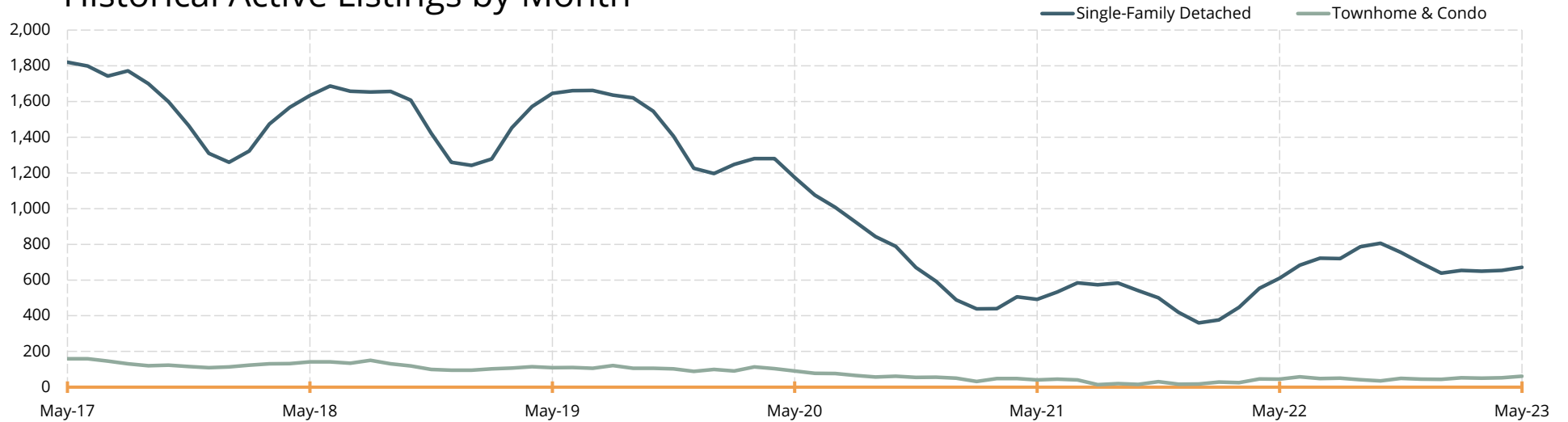


May



| Month | Single-Family Detached | | Townhomes & Condos | |
|--------------|------------------------|---------|--------------------|---------|
| | Count | YoY Chg | Count | YoY Chg |
| Jun-22 | 683 | 28.1% | 58 | 28.9% |
| Jul-22 | 722 | 23.6% | 48 | 20.0% |
| Aug-22 | 720 | 25.7% | 50 | 257.1% |
| Sep-22 | 787 | 35.0% | 42 | 110.0% |
| Oct-22 | 806 | 49.0% | 35 | 133.3% |
| Nov-22 | 755 | 51.0% | 49 | 58.1% |
| Dec-22 | 695 | 65.9% | 45 | 164.7% |
| Jan-23 | 639 | 77.5% | 44 | 144.4% |
| Feb-23 | 654 | 73.5% | 52 | 79.3% |
| Mar-23 | 650 | 45.4% | 50 | 100.0% |
| Apr-23 | 654 | 18.1% | 52 | 13.0% |
| May-23 | 671 | 10.0% | 61 | 35.6% |
| 12-month Avg | 703 | 38.7% | 49 | 69.9% |

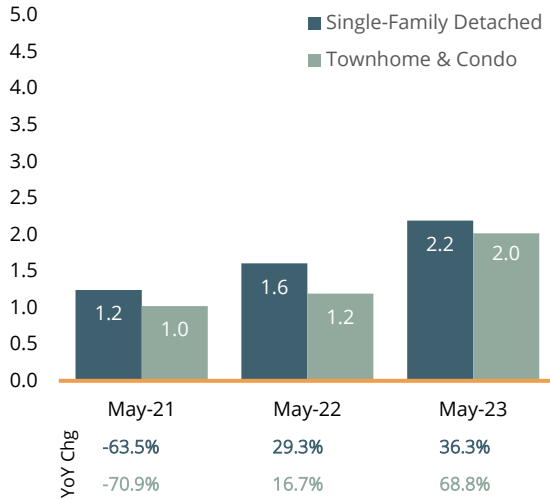
Historical Active Listings by Month



Months of Supply

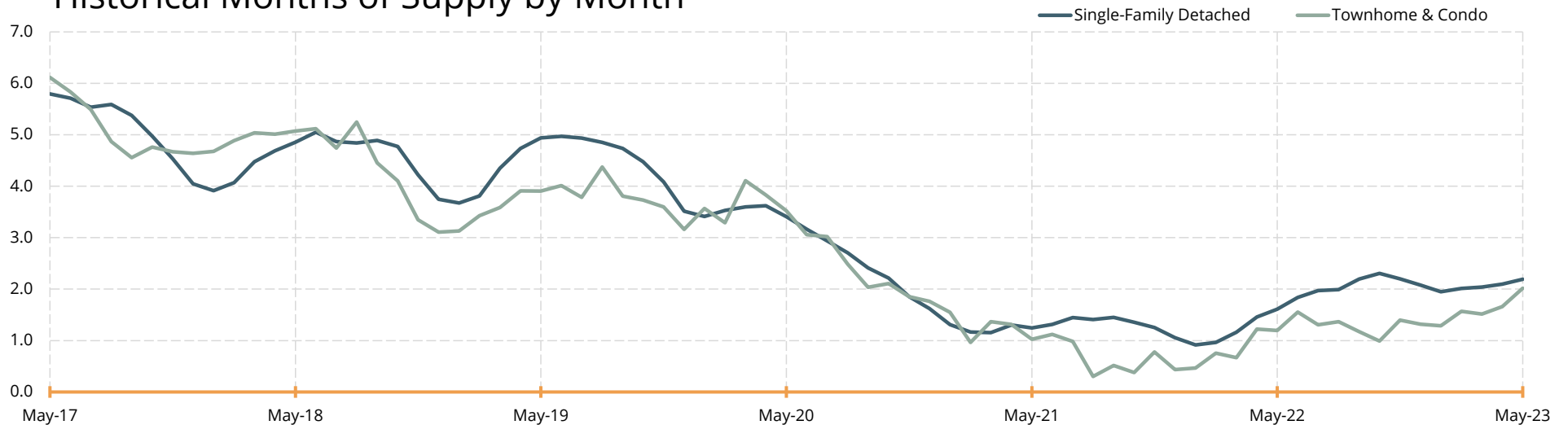


May

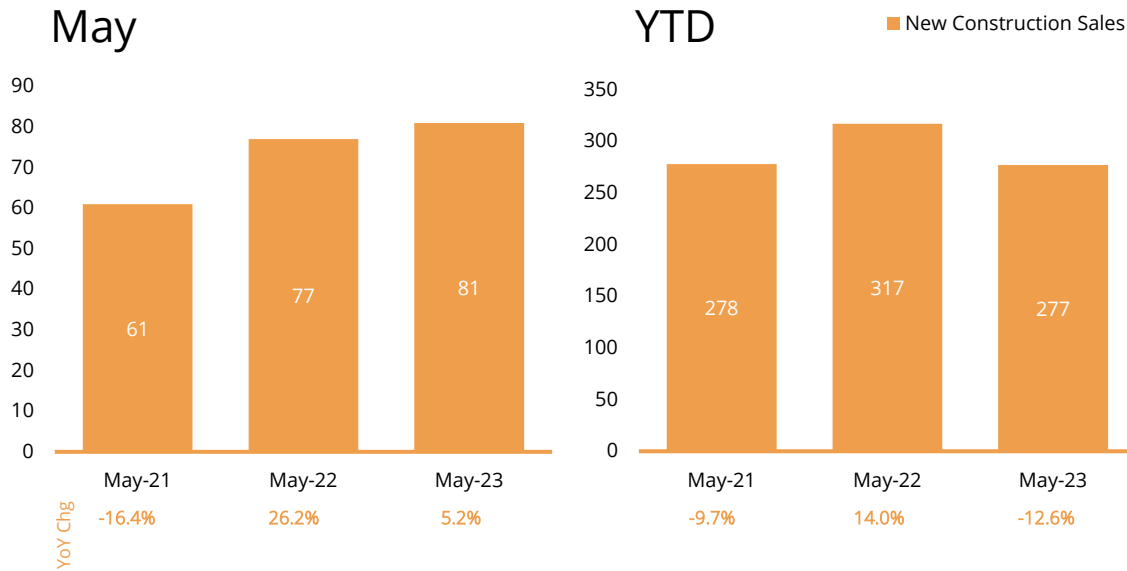


| Month | Single-Family Detached | | Townhomes & Condos | |
|--------------|------------------------|---------|--------------------|---------|
| | Months of Supply | YoY Chg | Months of Supply | YoY Chg |
| Jun-22 | 1.8 | 39.9% | 1.6 | 39.0% |
| Jul-22 | 2.0 | 36.1% | 1.3 | 33.1% |
| Aug-22 | 2.0 | 41.2% | 1.4 | 352.7% |
| Sep-22 | 2.2 | 51.6% | 1.2 | 127.6% |
| Oct-22 | 2.3 | 70.4% | 1.0 | 160.8% |
| Nov-22 | 2.2 | 75.5% | 1.4 | 79.5% |
| Dec-22 | 2.1 | 97.0% | 1.3 | 202.8% |
| Jan-23 | 1.9 | 112.8% | 1.3 | 177.2% |
| Feb-23 | 2.0 | 108.4% | 1.6 | 108.1% |
| Mar-23 | 2.0 | 75.6% | 1.5 | 127.3% |
| Apr-23 | 2.1 | 43.9% | 1.7 | 35.6% |
| May-23 | 2.2 | 36.3% | 2.0 | 68.8% |
| 12-month Avg | 2.1 | 61.6% | 1.4 | 94.6% |

Historical Months of Supply by Month

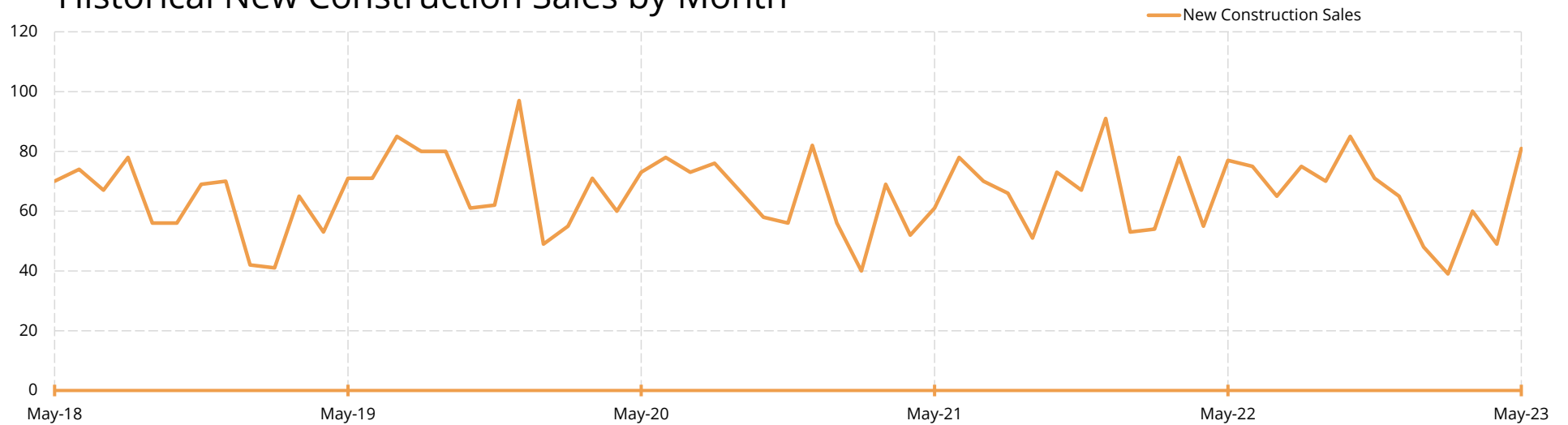


New Construction Sales



| Month | New Construction Sales | YoY Chg |
|--------------|------------------------|---------|
| Jun-22 | 75 | -3.8% |
| Jul-22 | 65 | -7.1% |
| Aug-22 | 75 | 13.6% |
| Sep-22 | 70 | 37.3% |
| Oct-22 | 85 | 16.4% |
| Nov-22 | 71 | 6.0% |
| Dec-22 | 65 | -28.6% |
| Jan-23 | 48 | -9.4% |
| Feb-23 | 39 | -27.8% |
| Mar-23 | 60 | -23.1% |
| Apr-23 | 49 | -10.9% |
| May-23 | 81 | 5.2% |
| 12-month Avg | 65 | -3.7% |

Historical New Construction Sales by Month



Area Overview - Total Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
| | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg |
| Albemarle County | 282 | 218 | -22.7% | 202 | 174 | -13.9% | \$475,000 | \$535,904 | 12.8% | 256 | 298 | 16.4% | 1.5 | 2.0 | 38.1% |
| Charlottesville | 75 | 62 | -17.3% | 55 | 60 | 9.1% | \$413,000 | \$442,343 | 7.1% | 54 | 46 | -14.8% | 1.0 | 1.1 | 10.8% |
| Fluvanna County | 96 | 58 | -39.6% | 51 | 39 | -23.5% | \$335,000 | \$355,450 | 6.1% | 86 | 63 | -26.7% | 1.7 | 1.5 | -16.1% |
| Greene County | 29 | 34 | 17.2% | 44 | 22 | -50.0% | \$392,000 | \$422,500 | 7.8% | 48 | 69 | 43.8% | 1.6 | 3.3 | 104.8% |
| Louisa County | 139 | 107 | -23.0% | 82 | 75 | -8.5% | \$371,400 | \$389,990 | 5.0% | 147 | 177 | 20.4% | 2.0 | 2.9 | 48.4% |
| Nelson County | 47 | 32 | -31.9% | 29 | 22 | -24.1% | \$469,000 | \$325,500 | -30.6% | 64 | 79 | 23.4% | 1.7 | 3.0 | 80.3% |

Area Overview - Total Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|--------------|--------|-----------|------------|--------|------------------------|------------------|--------|---------------------|------------|--------|
| | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg |
| Albemarle County | 1,123 | 1,034 | -7.9% | 686 | 615 | -10.3% | \$475,000 | \$491,500 | 3.5% | 256 | 298 | 16.4% |
| Charlottesville | 318 | 241 | -24.2% | 218 | 159 | -27.1% | \$436,500 | \$430,000 | -1.5% | 54 | 46 | -14.8% |
| Fluvanna County | 349 | 248 | -28.9% | 206 | 159 | -22.8% | \$330,263 | \$345,025 | 4.5% | 86 | 63 | -26.7% |
| Greene County | 206 | 136 | -34.0% | 145 | 86 | -40.7% | \$359,000 | \$389,900 | 8.6% | 48 | 69 | 43.8% |
| Louisa County | 543 | 489 | -9.9% | 328 | 260 | -20.7% | \$350,000 | \$369,000 | 5.4% | 147 | 177 | 20.4% |
| Nelson County | 228 | 149 | -34.6% | 168 | 97 | -42.3% | \$400,000 | \$320,000 | -20.0% | 64 | 79 | 23.4% |

Area Overview - Single Family Detached Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|------------|--------|--------|------------|--------|--------------------|------------------|--------|-----------------|------------|--------|---------------|------------|--------|
| | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg |
| Albemarle County | 256 | 192 | -25.0% | 178 | 161 | -9.6% | \$495,787 | \$549,999 | 10.9% | 239 | 278 | 16.3% | 1.5 | 2.1 | 38.7% |
| Charlottesville | 66 | 56 | -15.2% | 46 | 51 | 10.9% | \$446,750 | \$462,000 | 3.4% | 46 | 33 | -28.3% | 1.0 | 1.0 | -4.8% |
| Fluvanna County | 96 | 58 | -39.6% | 51 | 39 | -23.5% | \$335,000 | \$355,450 | 6.1% | 86 | 63 | -26.7% | 1.8 | 1.5 | -16.1% |
| Greene County | 29 | 34 | 17.2% | 44 | 22 | -50.0% | \$392,000 | \$422,500 | 7.8% | 48 | 69 | 43.8% | 1.6 | 3.3 | 104.8% |
| Louisa County | 138 | 106 | -23.2% | 82 | 74 | -9.8% | \$371,400 | \$385,345 | 3.8% | 147 | 176 | 19.7% | 2.0 | 2.9 | 48.3% |
| Nelson County | 34 | 23 | -32.4% | 19 | 16 | -15.8% | \$560,000 | \$440,750 | -21.3% | 44 | 52 | 18.2% | 1.8 | 2.9 | 67.2% |

Area Overview - Single Family Detached Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|------------|--------|-----------|------------|--------|------------------------|------------------|--------|---------------------|------------|--------|
| | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg |
| Albemarle County | 1,007 | 934 | -7.2% | 616 | 554 | -10.1% | \$500,000 | \$516,319 | 3.3% | 239 | 278 | 16.3% |
| Charlottesville | 278 | 218 | -21.6% | 192 | 138 | -28.1% | \$460,000 | \$453,000 | -1.5% | 46 | 33 | -28.3% |
| Fluvanna County | 348 | 247 | -29.0% | 205 | 159 | -22.4% | \$330,000 | \$345,025 | 4.6% | 86 | 63 | -26.7% |
| Greene County | 206 | 136 | -34.0% | 145 | 86 | -40.7% | \$359,000 | \$389,900 | 8.6% | 48 | 69 | 43.8% |
| Louisa County | 541 | 481 | -11.1% | 328 | 259 | -21.0% | \$350,000 | \$367,000 | 4.9% | 147 | 176 | 19.7% |
| Nelson County | 136 | 103 | -24.3% | 104 | 67 | -35.6% | \$499,000 | \$385,000 | -22.8% | 44 | 52 | 18.2% |

Area Overview - Townhome & Condo Market



| Geography | New Listings | | | Sales | | | Median Sales Price | | | Active Listings | | | Months Supply | | |
|------------------|--------------|-----------|--------|--------|-----------|--------|--------------------|------------------|-------|-----------------|-----------|-------|---------------|------------|--------|
| | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg |
| Albemarle County | 26 | 26 | 0.0% | 24 | 13 | -45.8% | \$322,999 | \$339,000 | 5.0% | 17 | 20 | 18% | 1.0 | 1.3 | 33% |
| Charlottesville | 9 | 6 | -33.3% | 9 | 9 | 0.0% | \$391,000 | \$385,000 | -1.5% | 8 | 13 | 62.5% | 1.1 | 2.1 | 88.5% |
| 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 | 1 | 0.0% | 0 | 1 | n/a | \$0 | \$415,990 | n/a | 0 | 1 | n/a | 0.0 | 2.4 | n/a |
| Nelson County | 13 | 9 | -30.8% | 10 | 6 | -40.0% | \$212,000 | \$217,500 | 2.6% | 20 | 27 | 35.0% | 1.5 | 3.1 | 109.7% |

Area Overview - Townhome & Condo Market YTD



| Geography | New Listings YTD | | | Sales YTD | | | Median Sales Price YTD | | | Active Listings YTD | | |
|------------------|------------------|------------|--------|-----------|-----------|---------|------------------------|------------------|---------|---------------------|-----------|-------|
| | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg | May-22 | May-23 | % chg |
| Albemarle County | 116 | 100 | -13.8% | 70 | 61 | -12.9% | \$287,000 | \$259,000 | -9.8% | 17 | 20 | 17.6% |
| Charlottesville | 40 | 23 | -42.5% | 26 | 21 | -19.2% | \$327,000 | \$302,500 | -7.5% | 8 | 13 | 62.5% |
| Fluvanna County | 1 | 1 | 0.0% | 1 | 0 | -100.0% | \$400,000 | \$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 | 2 | 8 | 300.0% | 0 | 1 | n/a | \$0 | \$415,990 | n/a | 0 | 1 | n/a |
| Nelson County | 92 | 46 | -50.0% | 64 | 30 | -53.1% | \$250,000 | \$238,000 | -4.8% | 20 | 27 | 35.0% |



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.