

MARCH
2024

CAAR CHARLOTTESVILLE AREA MARKET INDICATORS REPORT

CUSTOM REPORT PREPARED BY
VIRGINIA REALTORS®



CAAR Market Indicators Report



Key Market Trends: March 2024

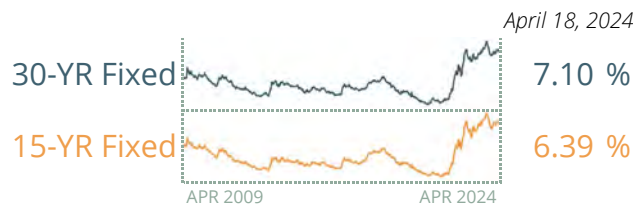
- › **The number of sales decreased slightly in the CAAR area this month.** In March, there were 290 homes sold in the region, six fewer sales than last year, dipping by 2.0%. Charlottesville saw sales go up 72.7% from the year before, which is 16 additional sales. There were 14 fewer sales in Fluvanna County this month, down 33.3% from the same time last March. Albemarle County had seven fewer sales than a year ago (-5.7%).
- › **After going up last month, pending sales fell in the CAAR region.** There were a total of 375 pending sales in March, down 16.3% or 73 fewer pending sales compared to a year earlier. Pending sales declined in each of the CAAR local markets. The biggest drop off in pending sales occurred in Albemarle County with 30 fewer pending sales (-14.6%) and Louisa County down 16 pending sales from the previous year (-18.6%).
- › **Prices grew by double digits in the CAAR housing market in March.** The median cost of a home in the region went up 14.7% bringing the median price to \$451,750 in March. The markets with sharpest increase in price were Nelson County (+84.6%) and Charlottesville (+38.6%). In Greene County, the median home price was \$355,000 this month, decreasing by \$30,000 from a year earlier (-7.8%).
- › **Listings trended down for the 10th consecutive month in the CAAR region.** There were 672 listings on the market at the end of March, 28 fewer listings than the year before, declining by 4.0%. The biggest decrease in listings happened in Fluvanna County down 27 listings (-38.6%) and Albemarle County with 24 fewer listings than last year (-8.6%). Active listings grew in Louisa County (+12.7%) and Nelson County (+29.0%).



CAAR Market Dashboard

YoY Chg	Mar-24	Indicator
▼ -2.0%	290	Sales
▼ -16.3%	375	Pending Sales
▼ -9.3%	527	New Listings
▲ 16.7%	\$459,700	Median List Price
▲ 14.7%	\$451,750	Median Sales Price
▲ 14.1%	\$263	Median Price Per Square Foot
▲ 12.9%	\$163.0	Sold Dollar Volume (in millions)
— 0.0%	100.0%	Median Sold/Ask Price Ratio
▲ 12.8%	49	Average Days on Market
▼ -4.0%	672	Active Listings
▲ 10.5%	2.2	Months of Supply
▲ 15.0%	69	New Construction Sales

INTEREST RATE TRACKER



Report Index



Market Activity: CAAR Footprint -----	4
Active Listings: Total Inventory -----	5
Active Listings: Proposed Listings -----	6
New Listings: Total Inventory -----	7
New Listings: Proposed Listings -----	8
Total Market Overview -----	9
Single-Family Detached Market Overview -----	10
Townhome & Condo Market Overview -----	11
Sales -----	12
Pending Sales -----	13
New Listings -----	14
Median List Price -----	15
Median Sales Price -----	16
Sold Dollar Volume -----	17
Median Sold to Ask Price Ratio -----	18
Average Days on Market -----	19
Active Listings -----	20
Months of Supply -----	21
New Construction Sales -----	22
Area Overview - Total Market -----	23
Area Overview - Total Market YTD -----	24
Area Overview - Single-Family Detached Market -----	25
Area Overview - Single-Family Detached Market YTD -----	26
Area Overview - Townhome & Condo Market -----	27
Area Overview - Townhome & Condo Market YTD -----	28

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.

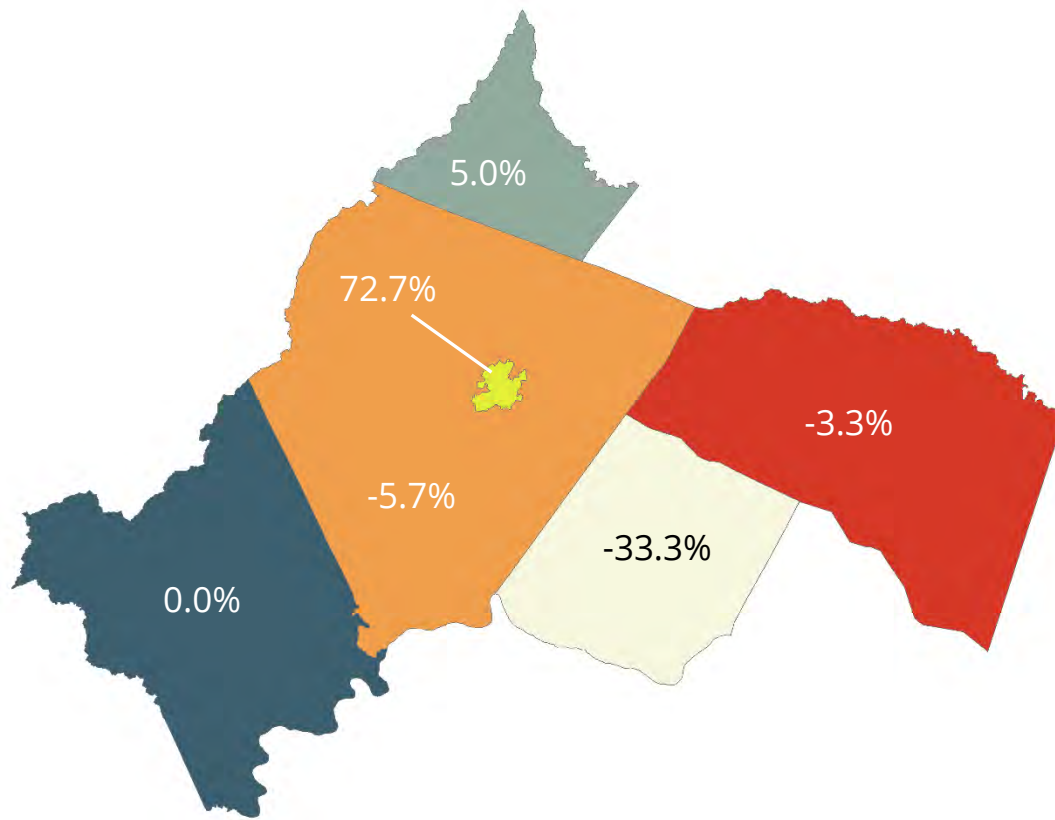
REALTORS® are well-informed about critical factors that affect your specific market area – such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®.

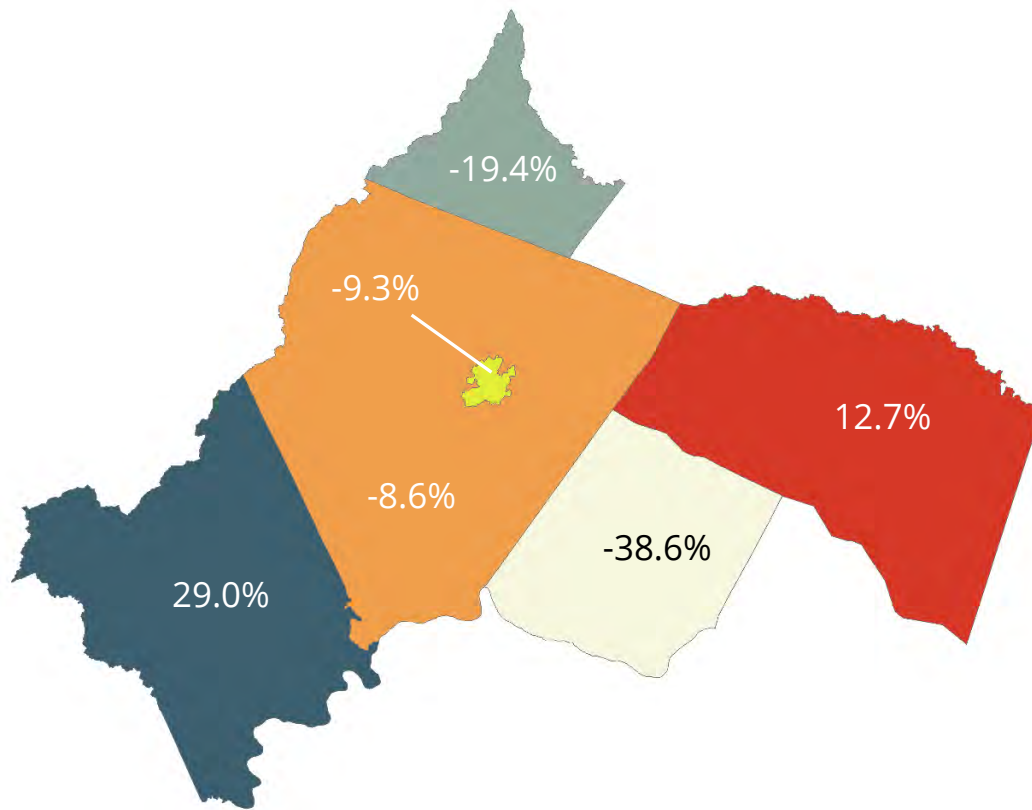


Market Activity - CAAR Footprint



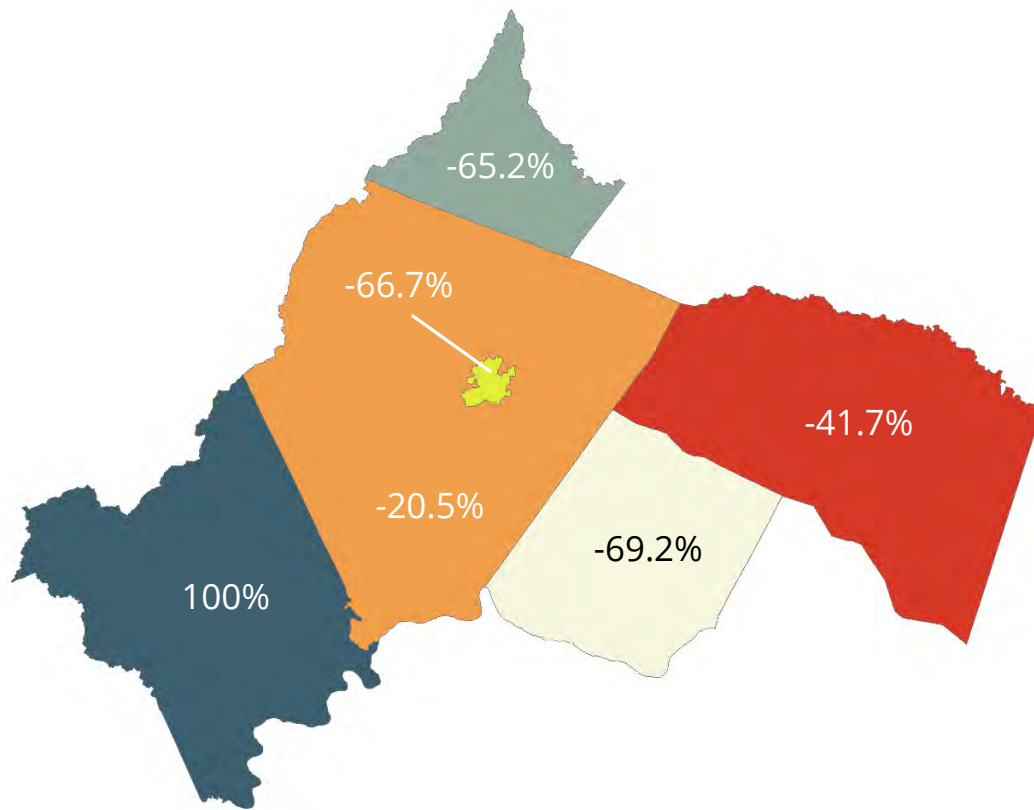
Jurisdiction	Total Sales		
	Mar-23	Mar-24	% Chg
Albemarle County	122	115	-5.7%
Charlottesville	22	38	72.7%
Fluvanna County	42	28	-33.3%
Greene County	20	21	5.0%
Louisa County	61	59	-3.3%
Nelson County	29	29	0.0%
CAAR	296	290	-2.0%

Active Listings: Total Inventory (includes proposed listings)



Jurisdiction	Active Listings		% Chg
	Mar-23	Mar-24	
Albemarle County	279	255	-8.6%
Charlottesville	54	49	-9.3%
Fluvanna County	70	43	-38.6%
Greene County	62	50	-19.4%
Louisa County	173	195	12.7%
Nelson County	62	80	29.0%
CAAR	700	672	-4.0%

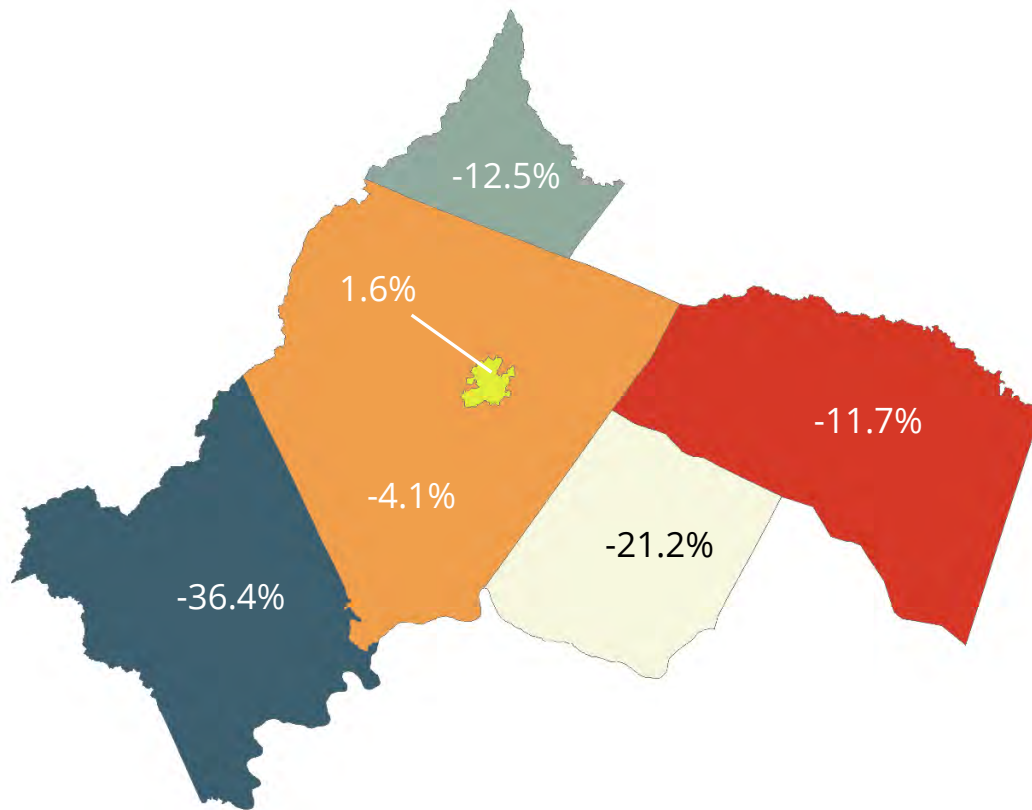
Active Listings: Proposed Listings



Active Listings
Proposed Listings

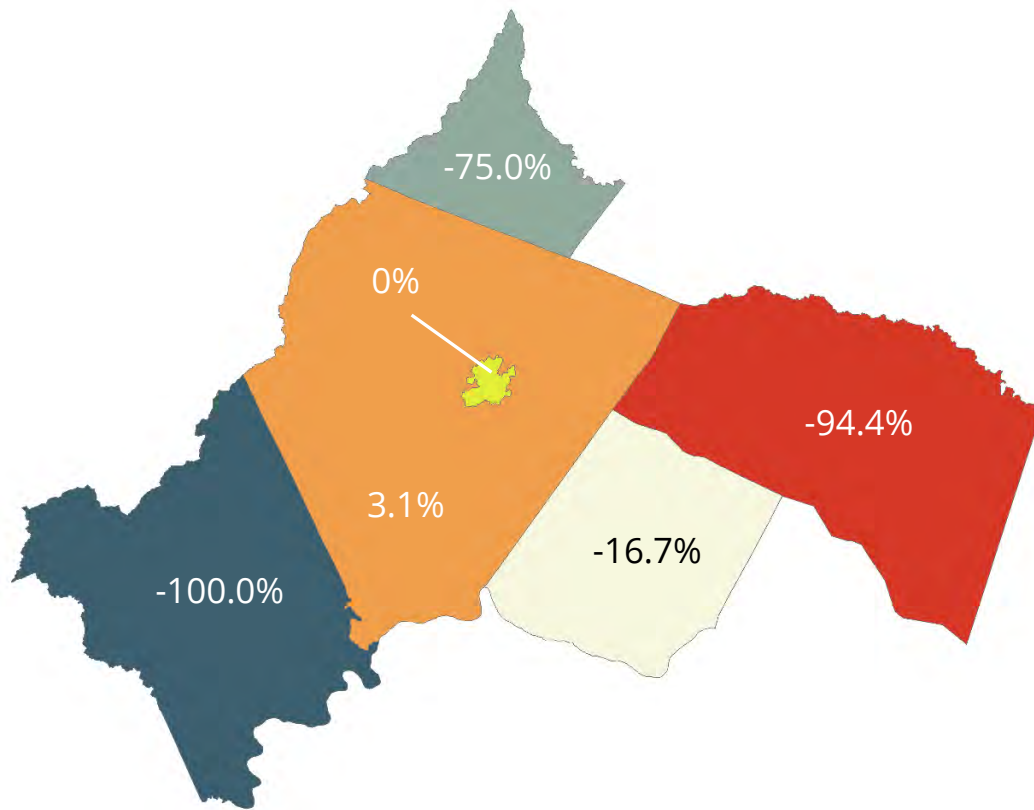
<i>Jurisdiction</i>	Mar-23	Mar-24	% Chg
Albemarle County	88	70	-20.5%
Charlottesville	3	1	-66.7%
Fluvanna County	26	8	-69.2%
Greene County	23	8	-65.2%
Louisa County	24	14	-41.7%
Nelson County	1	2	100.0%
CAAR	165	103	-37.6%

New Listings: Total Inventory (includes proposed listings)



Jurisdiction	New Listings		% Chg
	Mar-23	Mar-24	
Albemarle County	268	257	-4.1%
Charlottesville	62	63	1.6%
Fluvanna County	66	52	-21.2%
Greene County	32	28	-12.5%
Louisa County	120	106	-11.7%
Nelson County	33	21	-36.4%
CAAR	581	527	-9.3%

New Listings: Proposed Listings



New Listings
Proposed Listings

<i>Jurisdiction</i>	Mar-23	Mar-24	% Chg
Albemarle County	32	33	3.1%
Charlottesville	1	1	0.0%
Fluvanna County	6	5	-16.7%
Greene County	4	1	-75.0%
Louisa County	18	1	-94.4%
Nelson County	4	0	-100.0%
CAAR	65	41	-36.9%

Total Market Overview



Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			296	290	-2.0%	688	694	0.9%
Pending Sales			448	375	-16.3%	1,022	1,004	-1.8%
New Listings			581	527	-9.3%	1,281	1,325	3.4%
Median List Price			\$394,000	\$459,700	16.7%	\$400,000	\$440,000	10.0%
Median Sales Price			\$393,700	\$451,750	14.7%	\$401,200	\$435,000	8.4%
Median Price Per Square Foot			\$230	\$263	14.1%	\$231	\$242	4.7%
Sold Dollar Volume (in millions)			\$144.3	\$163.0	12.9%	\$345.1	\$382.1	10.7%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			43	49	12.8%	45	48	6.4%
Active Listings			700	672	-4.0%	n/a	n/a	n/a
Months of Supply			2.0	2.2	10.5%	n/a	n/a	n/a

Source: Virginia REALTORS®, data accessed April 15, 2024

Single-Family Detached Market Overview



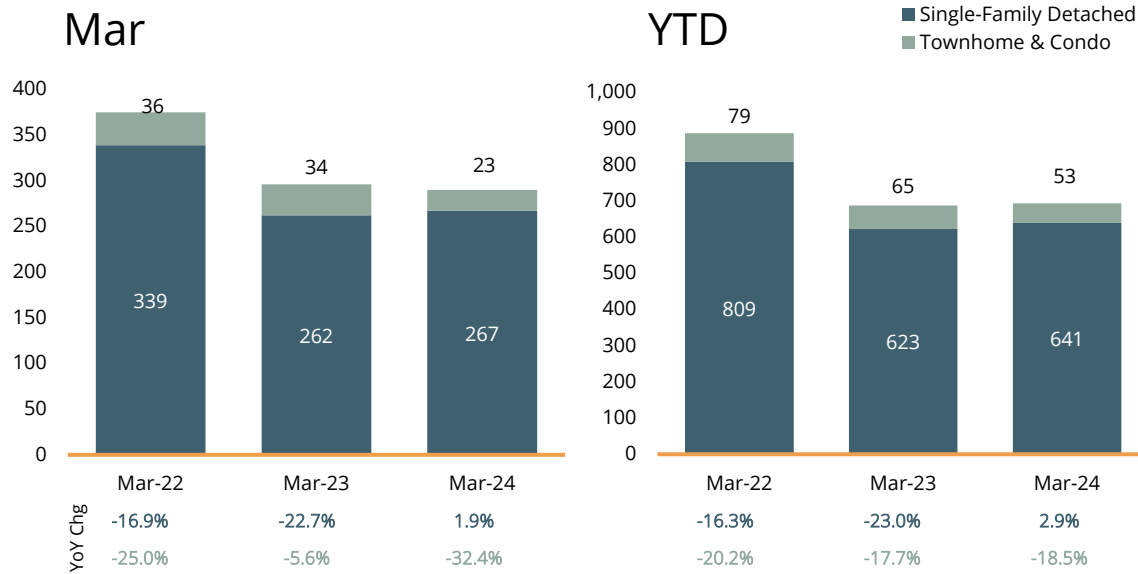
Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			262	267	1.9%	623	641	2.9%
Pending Sales			421	352	-16.4%	941	934	-0.7%
New Listings			546	497	-9.0%	1,179	1,233	4.6%
Median List Price			\$417,000	\$479,900	15.1%	\$419,000	\$450,000	7.4%
Median Sales Price			\$419,500	\$474,000	13.0%	\$414,990	\$446,000	7.5%
Median Price Per Square Foot			\$230	\$261	13.4%	\$231	\$240	4.0%
Sold Dollar Volume (in millions)			\$135.4	\$155.8	15.1%	\$327.0	\$365.5	11.8%
Median Sold/Ask Price Ratio			100.0%	100.0%	0.0%	100.0%	100.0%	0.0%
Average Days on Market			43	51	17.6%	46	49	6.7%
Active Listings			650	617	-5.1%	n/a	n/a	n/a
Months of Supply			2.0	2.2	7.7%	n/a	n/a	n/a

Townhome & Condo Market Overview



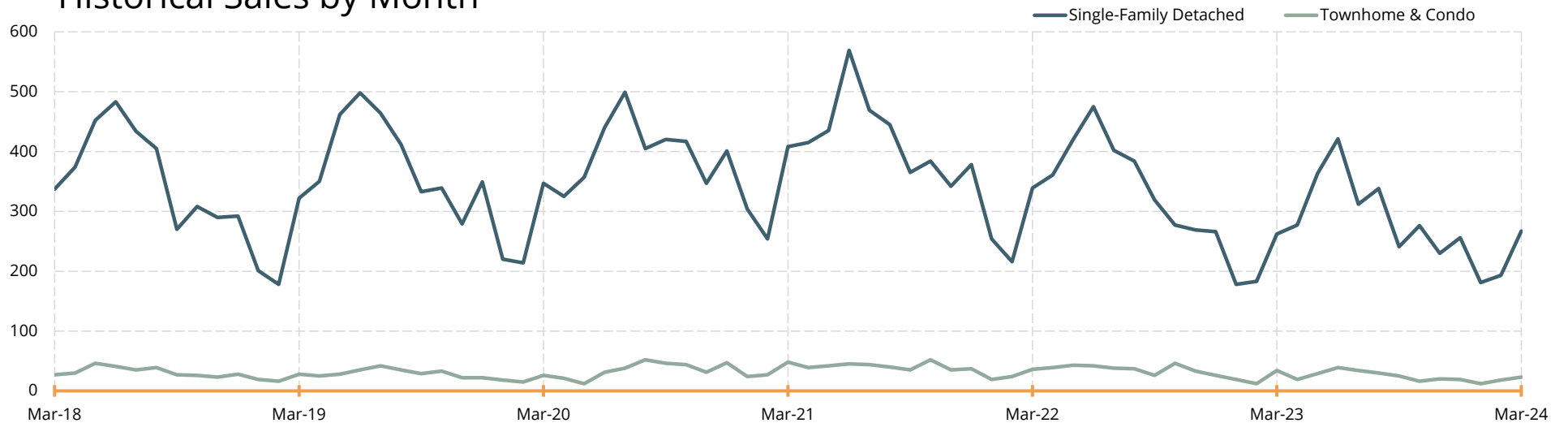
Key Metrics	2-year Trends		Mar-23	Mar-24	YoY Chg	2023 YTD	2024 YTD	YoY Chg
	Mar-22	Mar-24						
Sales			34	23	-32.4%	65	53	-18.5%
Pending Sales			27	23	-14.8%	81	70	-13.6%
New Listings			35	30	-14.3%	102	92	-9.8%
Median List Price			\$240,000	\$270,000	12.5%	\$254,450	\$259,900	2.1%
Median Sales Price			\$243,250	\$270,000	11.0%	\$251,500	\$255,000	1.4%
Median Price Per Square Foot			\$222	\$302	36.0%	\$230	\$276	19.5%
Sold Dollar Volume (in millions)			\$8.9	\$7.2	-19.5%	\$18.1	\$16.6	-8.2%
Median Sold/Ask Price Ratio			100.0%	98.3%	-1.7%	99.1%	98.7%	-0.4%
Average Days on Market			45	27	-38.8%	35	33	-5.3%
Active Listings			50	55	10.0%	n/a	n/a	n/a
Months of Supply			1.5	2.2	48.2%	n/a	n/a	n/a

Sales

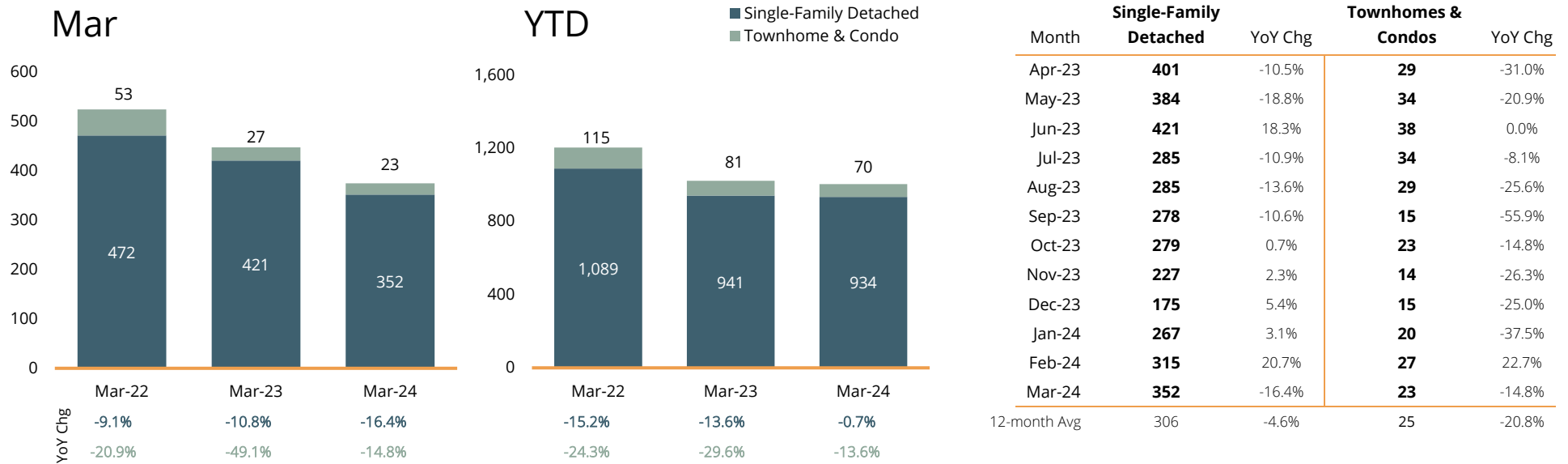


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	277	-23.3%	19	-51.3%
May-23	363	-13.6%	29	-32.6%
Jun-23	421	-11.4%	39	-7.1%
Jul-23	312	-22.4%	34	-10.5%
Aug-23	338	-12.0%	30	-18.9%
Sep-23	241	-24.5%	25	-3.8%
Oct-23	276	-0.4%	16	-65.2%
Nov-23	230	-14.5%	20	-39.4%
Dec-23	256	-3.8%	19	-26.9%
Jan-24	181	1.7%	12	-36.8%
Feb-24	193	5.5%	18	50.0%
Mar-24	267	1.9%	23	-32.4%
12-month Avg	280	-11.6%	24	-28.1%

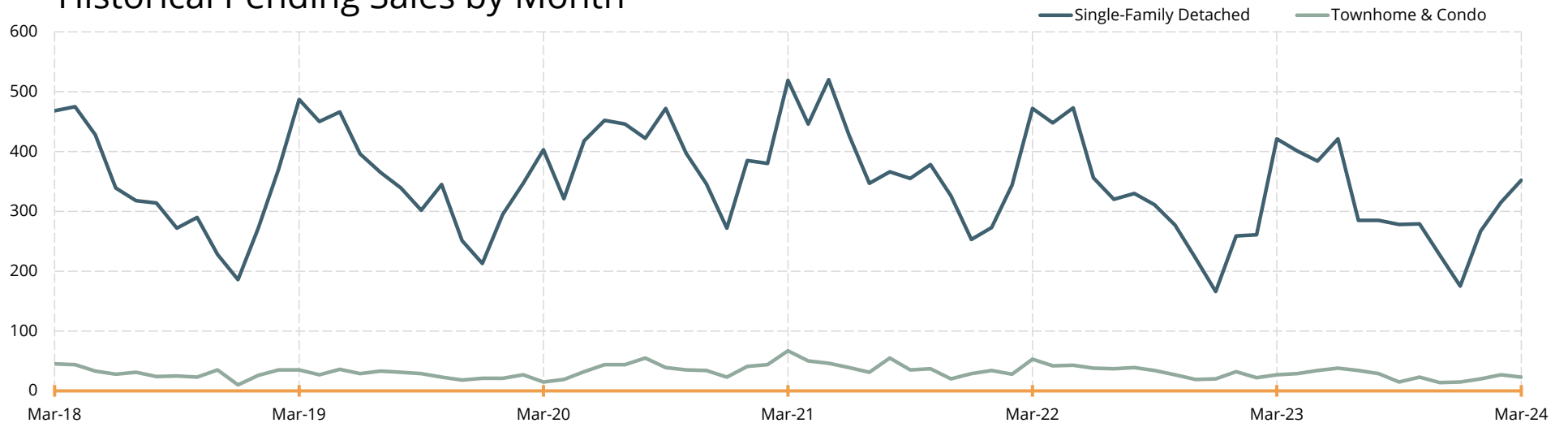
Historical Sales by Month



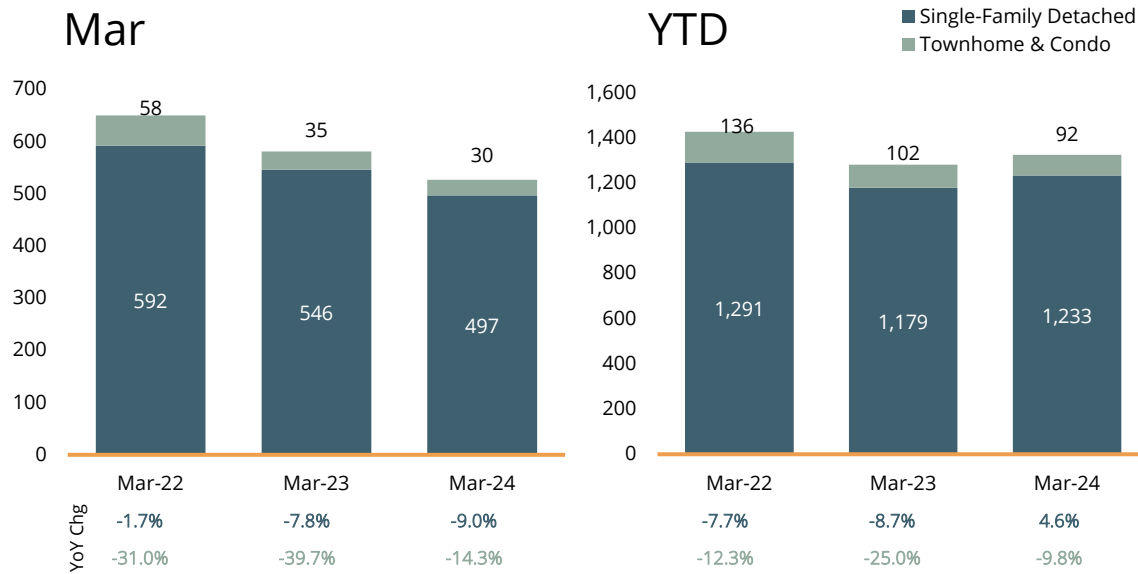
Pending Sales



Historical Pending Sales by Month

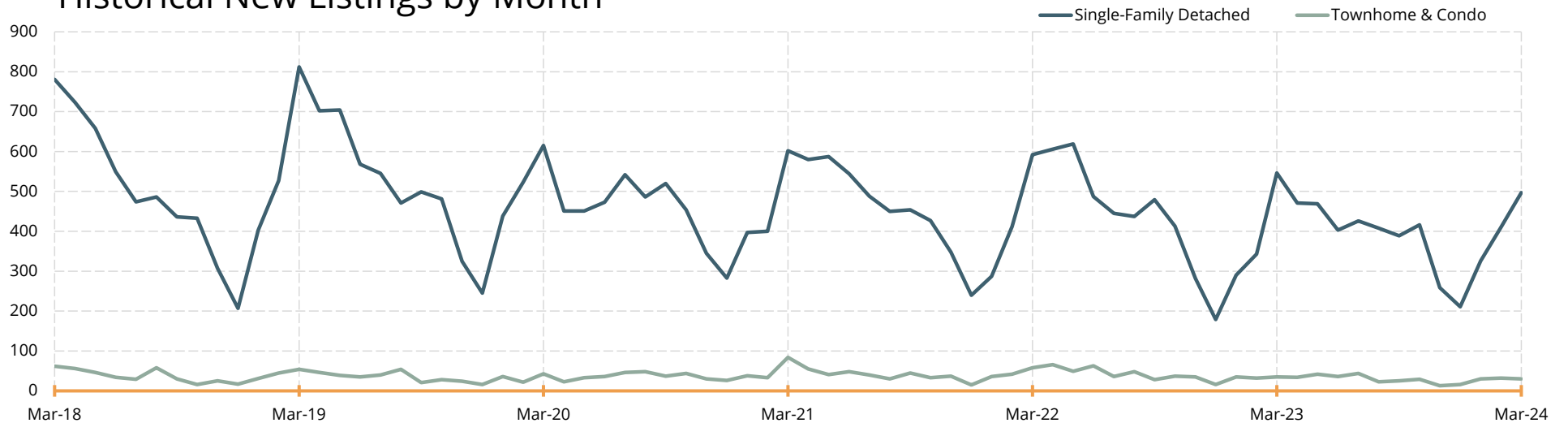


New Listings

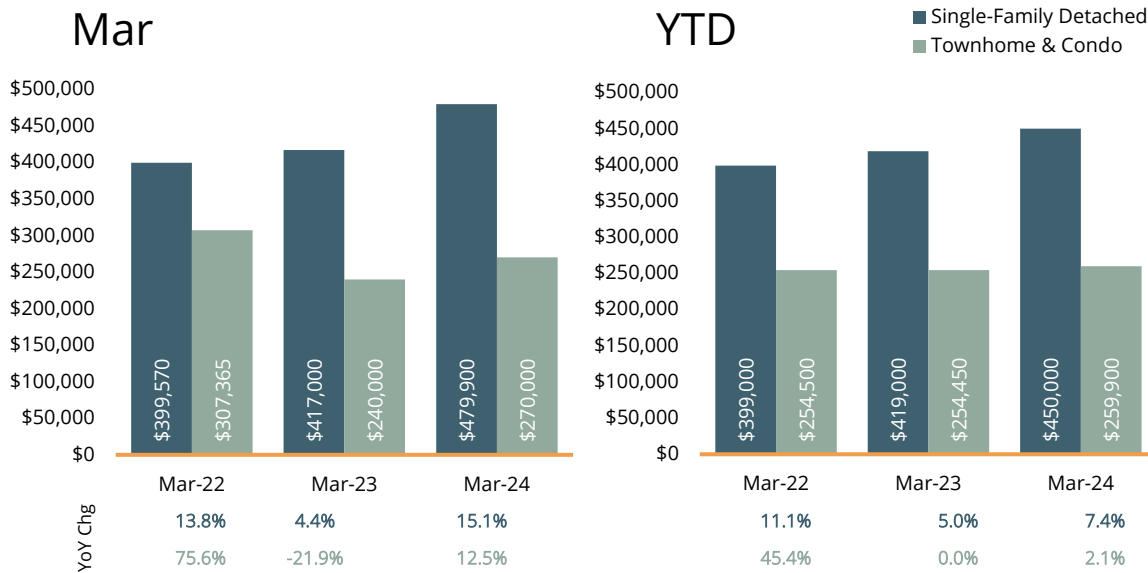


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	471	-22.3%	34	-48.5%
May-23	469	-24.2%	42	-14.3%
Jun-23	403	-17.2%	36	-42.9%
Jul-23	426	-4.3%	44	22.2%
Aug-23	408	-6.6%	23	-52.1%
Sep-23	389	-18.8%	25	-10.7%
Oct-23	416	0.7%	29	-21.6%
Nov-23	259	-8.2%	13	-62.9%
Dec-23	211	17.9%	16	0.0%
Jan-24	326	12.4%	30	-14.3%
Feb-24	410	19.5%	32	0.0%
Mar-24	497	-9.0%	30	-14.3%
12-month Avg	390	-8.6%	30	-26.3%

Historical New Listings by Month

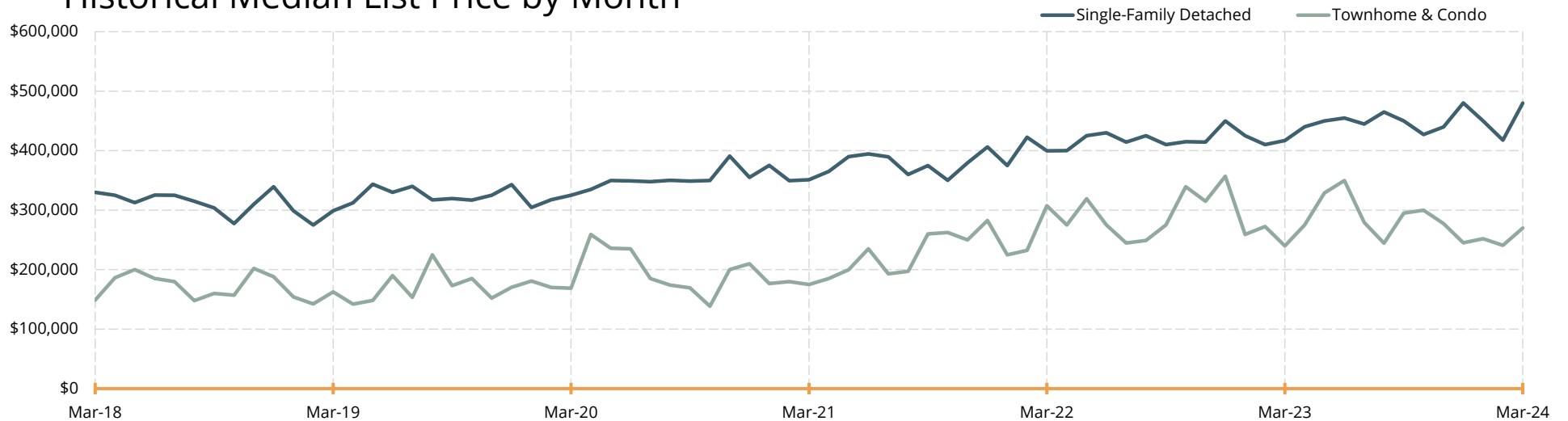


Median List Price

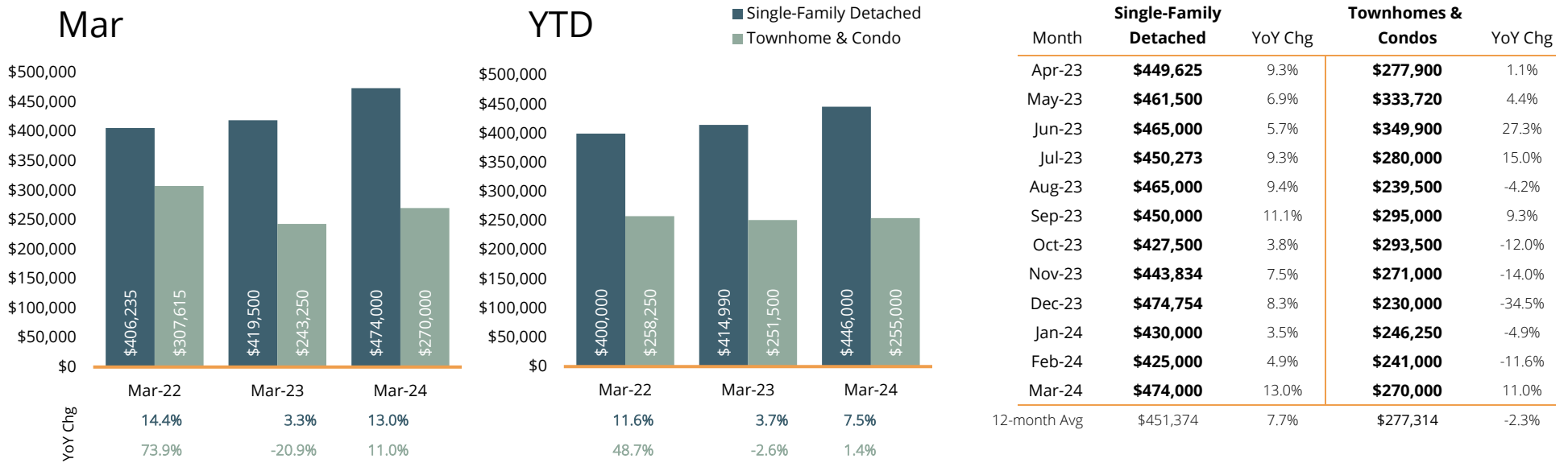


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	\$440,000	10.0%	\$275,000	0.0%
May-23	\$450,000	5.9%	\$329,000	3.1%
Jun-23	\$455,000	5.8%	\$349,900	27.2%
Jul-23	\$444,705	7.4%	\$279,450	14.2%
Aug-23	\$464,950	9.4%	\$244,500	-1.8%
Sep-23	\$449,950	9.7%	\$295,000	7.3%
Oct-23	\$427,000	2.9%	\$300,000	-11.6%
Nov-23	\$439,850	6.1%	\$277,450	-11.9%
Dec-23	\$480,215	6.7%	\$245,000	-31.4%
Jan-24	\$450,000	5.9%	\$252,000	-2.7%
Feb-24	\$417,700	1.9%	\$241,000	-11.6%
Mar-24	\$479,900	15.1%	\$270,000	12.5%
12-month Avg	\$449,939	7.2%	\$279,858	-1.8%

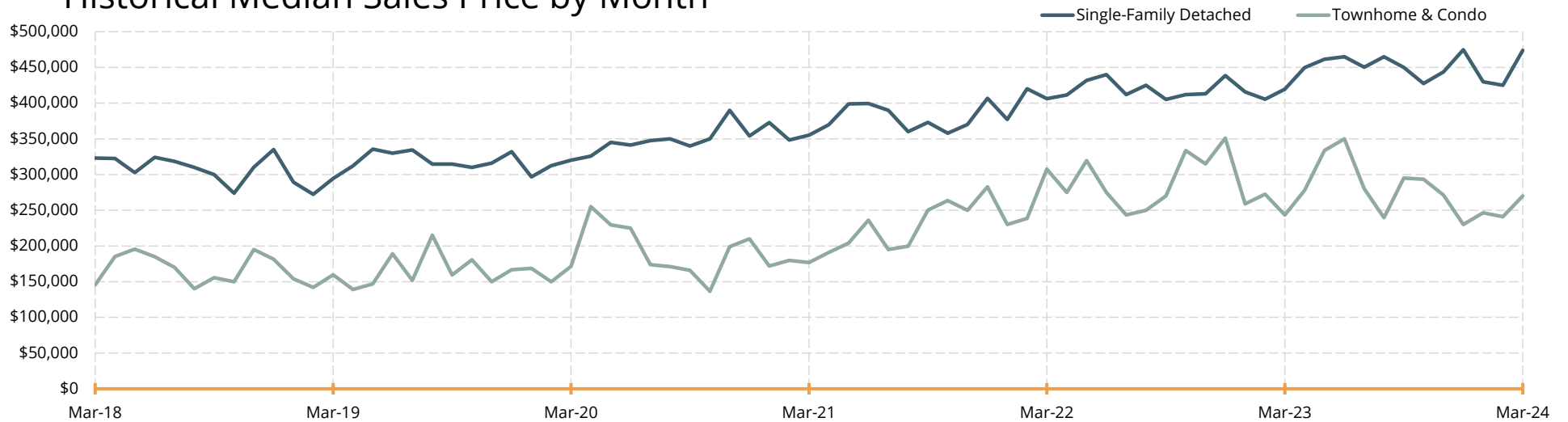
Historical Median List Price by Month



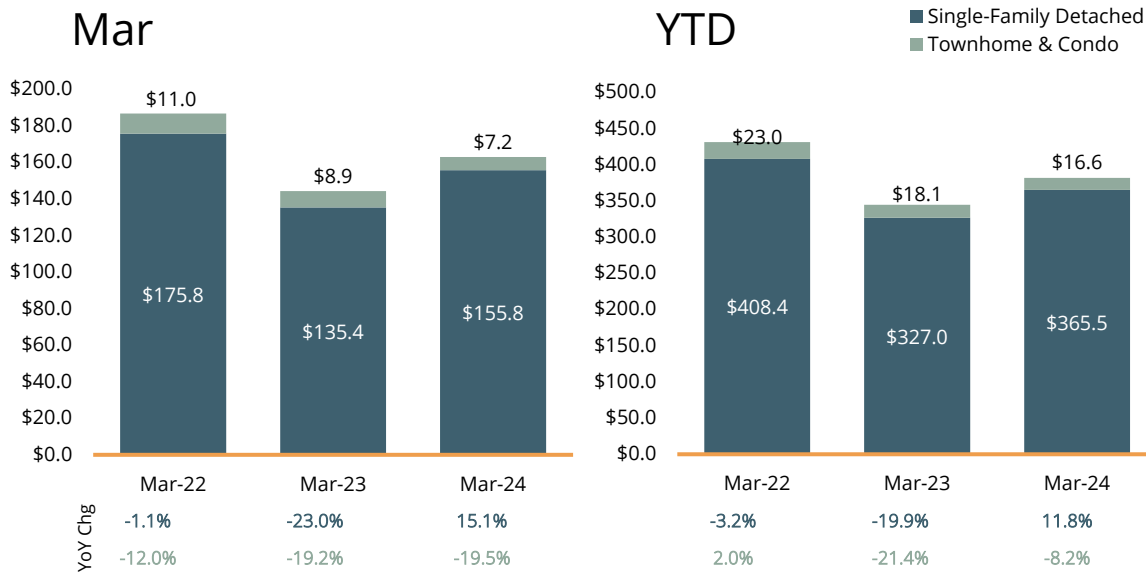
Median Sales Price



Historical Median Sales Price by Month

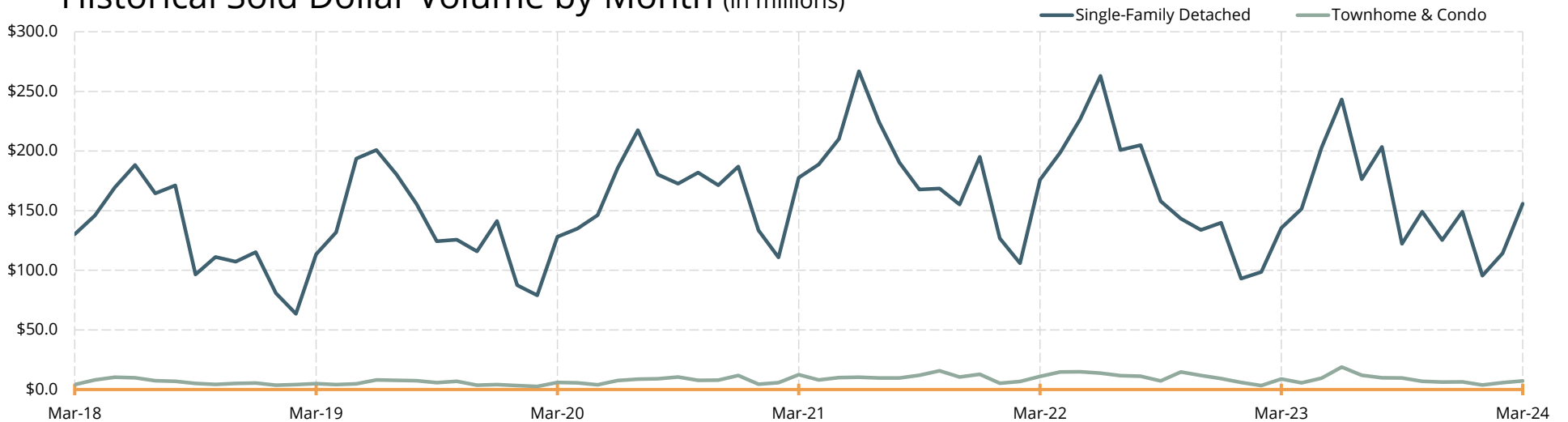


Sold Dollar Volume (in millions)

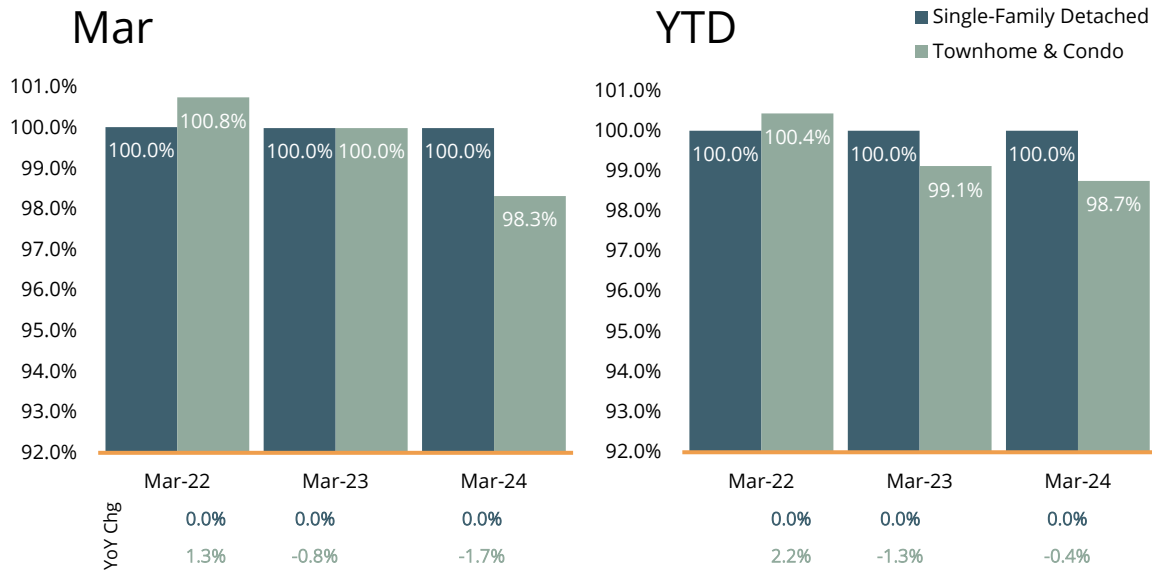


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	\$151.5	-23.7%	\$5.5	-62.4%
May-23	\$202.8	-10.6%	\$9.5	-35.7%
Jun-23	\$243.2	-7.5%	\$18.9	37.7%
Jul-23	\$176.4	-12.1%	\$12.0	3.6%
Aug-23	\$203.4	-0.7%	\$9.9	-10.7%
Sep-23	\$122.2	-22.6%	\$9.6	32.7%
Oct-23	\$149.1	4.1%	\$6.9	-53.0%
Nov-23	\$125.4	-6.3%	\$6.3	-46.6%
Dec-23	\$149.1	6.6%	\$6.5	-29.9%
Jan-24	\$95.4	2.6%	\$3.8	-36.4%
Feb-24	\$114.2	15.9%	\$5.7	74.0%
Mar-24	\$155.8	15.1%	\$7.2	-19.5%
12-month Avg	\$157.4	-5.4%	\$8.5	-19.9%

Historical Sold Dollar Volume by Month (in millions)

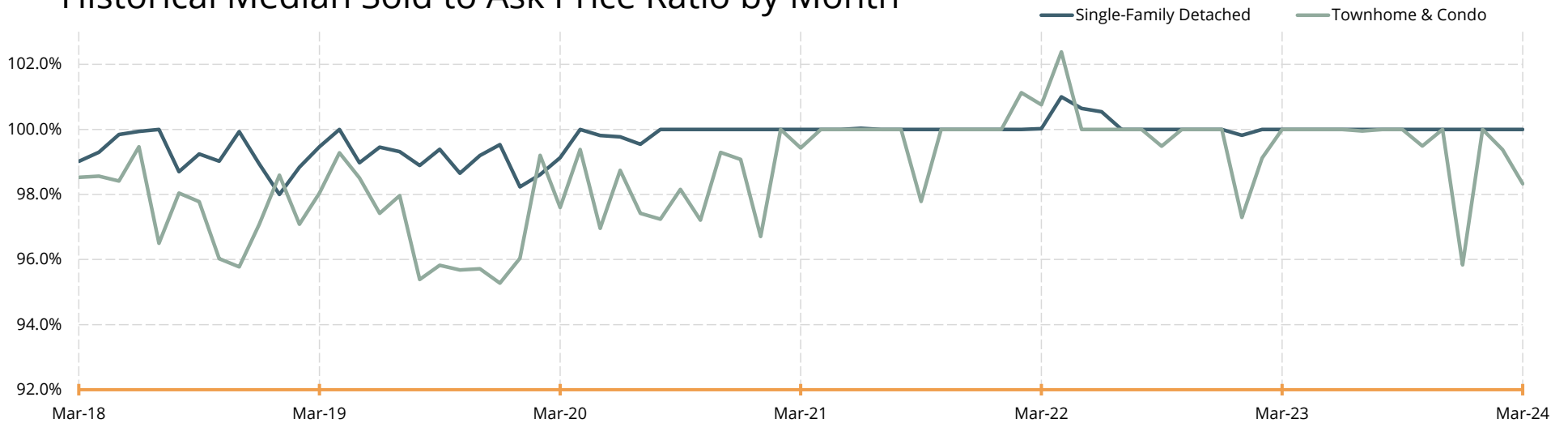


Median Sold to Ask Price Ratio

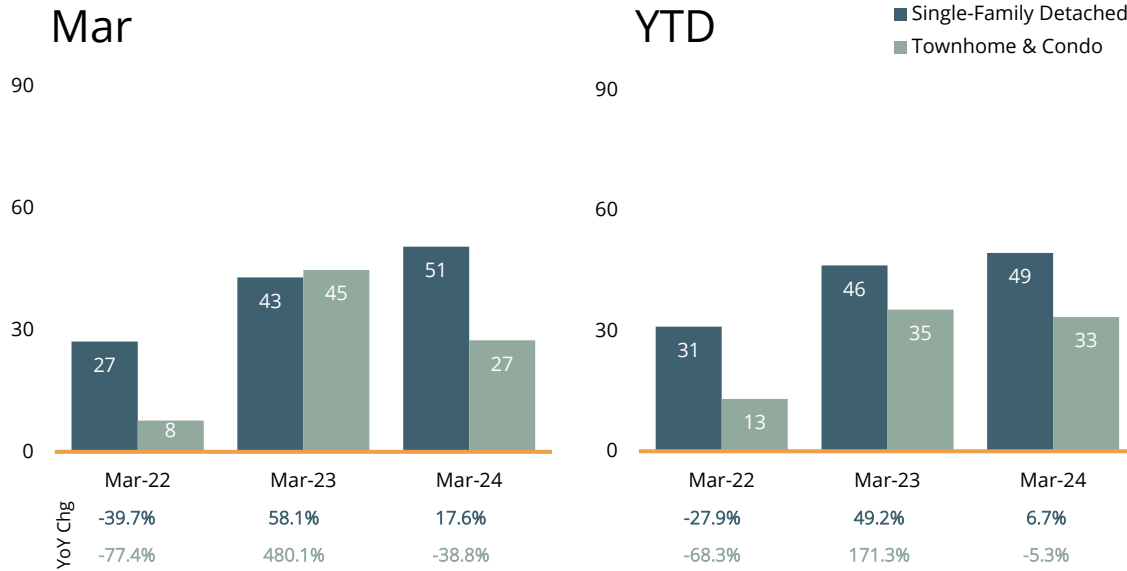


Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	100.0%	-1.0%	100.0%	-2.3%
May-23	100.0%	-0.6%	100.0%	0.0%
Jun-23	100.0%	-0.5%	100.0%	0.0%
Jul-23	100.0%	0.0%	99.9%	-0.1%
Aug-23	100.0%	0.0%	100.0%	0.0%
Sep-23	100.0%	0.0%	100.0%	0.5%
Oct-23	100.0%	0.0%	99.5%	-0.5%
Nov-23	100.0%	0.0%	100.0%	0.0%
Dec-23	100.0%	0.0%	95.8%	-4.2%
Jan-24	100.0%	0.2%	100.0%	2.8%
Feb-24	100.0%	0.0%	99.4%	0.3%
Mar-24	100.0%	0.0%	98.3%	-1.7%
12-month Avg	100.0%	-0.2%	99.4%	-0.4%

Historical Median Sold to Ask Price Ratio by Month

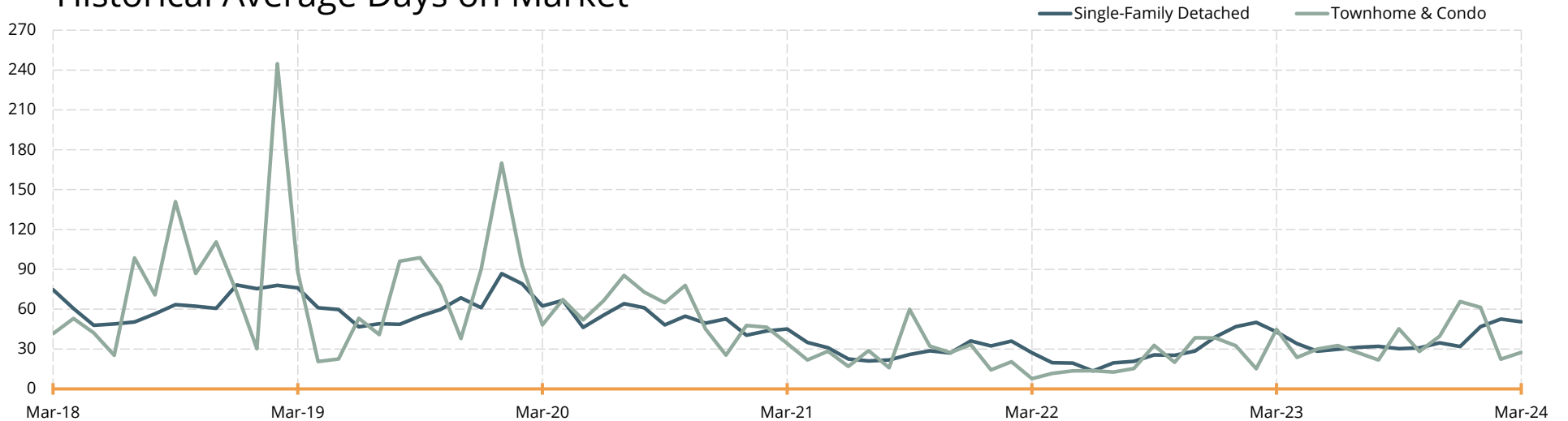


Average Days on Market



Month	Single-Family Detached	YoY Chg	Townhomes & Condos	YoY Chg
Apr-23	34	72.6%	24	103.9%
May-23	28	45.8%	30	121.4%
Jun-23	30	121.5%	33	137.0%
Jul-23	31	59.9%	27	115.1%
Aug-23	32	54.8%	22	41.5%
Sep-23	30	18.4%	45	38.3%
Oct-23	31	22.2%	28	40.6%
Nov-23	35	21.6%	40	3.1%
Dec-23	32	-18.4%	66	71.4%
Jan-24	47	-0.2%	61	89.4%
Feb-24	53	5.1%	22	46.8%
Mar-24	51	17.6%	27	-38.8%
12-month Avg	36	23.3%	35	47.2%

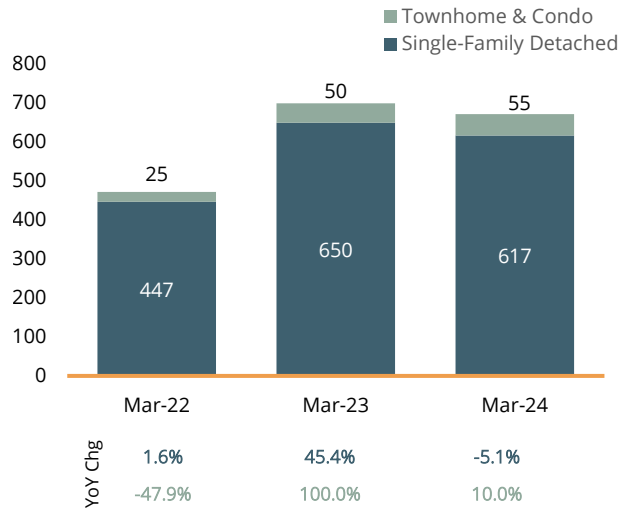
Historical Average Days on Market



Active Listings

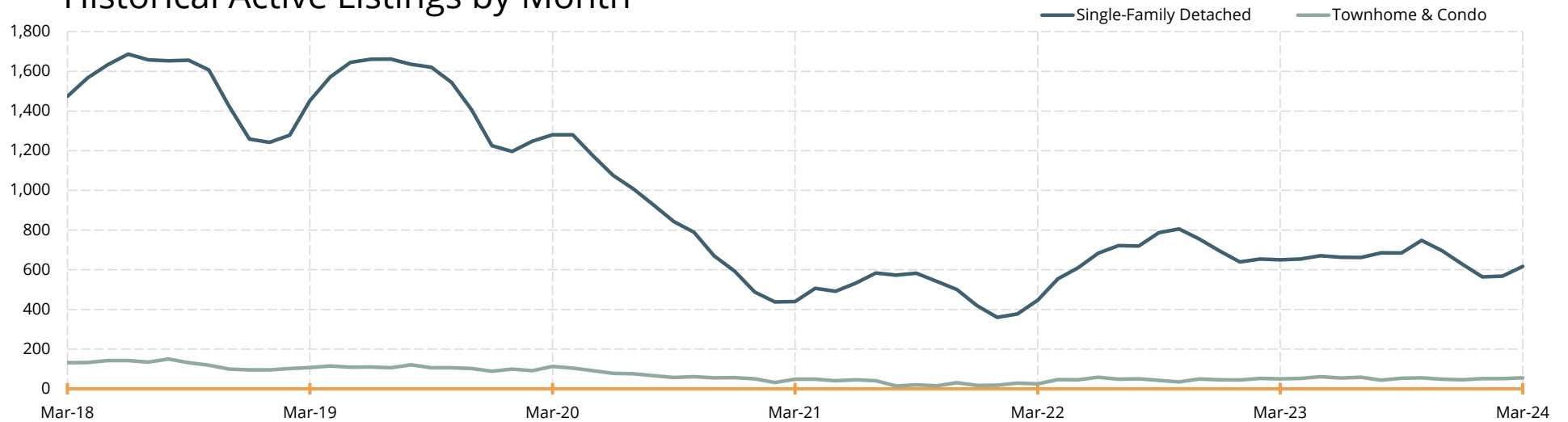


Mar



Month	Single-Family		Townhomes & Condos	
	Detached	YoY Chg	Condos	YoY Chg
Apr-23	654	18.1%	52	13.0%
May-23	671	10.0%	61	35.6%
Jun-23	663	-2.9%	54	-6.9%
Jul-23	662	-8.3%	58	20.8%
Aug-23	685	-4.9%	43	-14.0%
Sep-23	684	-13.1%	53	26.2%
Oct-23	748	-7.2%	55	57.1%
Nov-23	696	-7.8%	48	-2.0%
Dec-23	629	-9.5%	45	0.0%
Jan-24	564	-11.7%	51	15.9%
Feb-24	568	-13.1%	51	-1.9%
Mar-24	617	-5.1%	55	10.0%
12-month Avg	653	-5.2%	52	11.0%

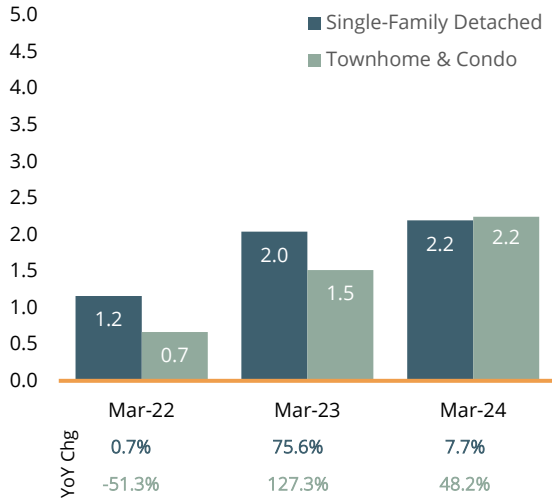
Historical Active Listings by Month



Months of Supply

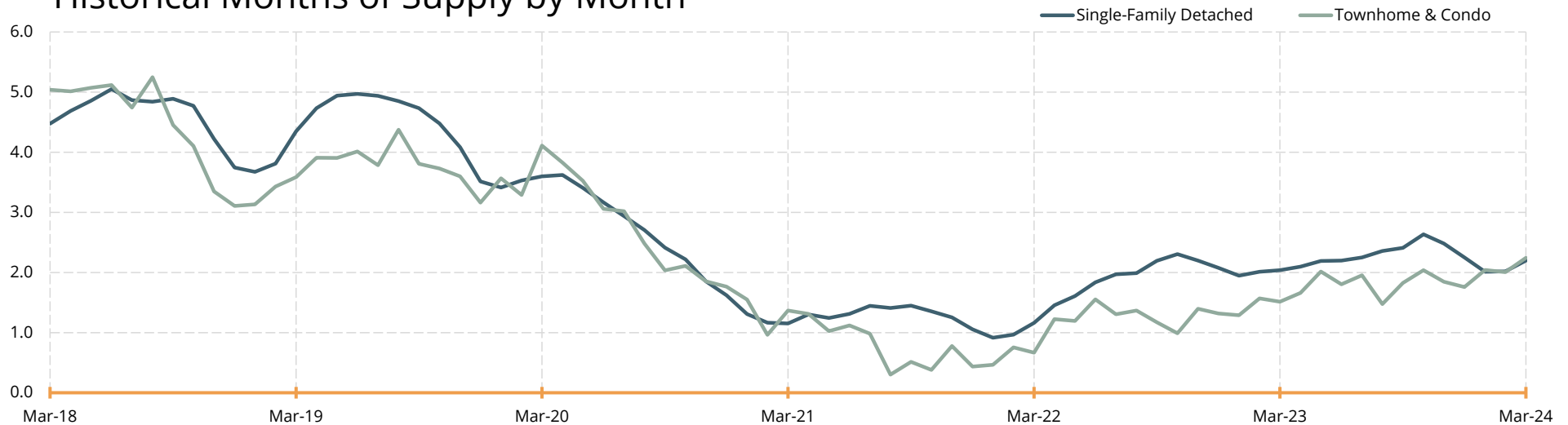


Mar



Month	Single-Family Detached		Townhomes & Condos	
	Months of Supply	YoY Chg	Months of Supply	YoY Chg
Apr-23	2.1	43.9%	1.7	35.6%
May-23	2.2	36.3%	2.0	68.8%
Jun-23	2.2	19.6%	1.8	16.2%
Jul-23	2.2	14.2%	2.0	49.7%
Aug-23	2.4	18.5%	1.5	7.9%
Sep-23	2.4	9.7%	1.8	55.9%
Oct-23	2.6	14.2%	2.0	105.6%
Nov-23	2.5	12.9%	1.8	32.2%
Dec-23	2.2	8.3%	1.8	33.6%
Jan-24	2.0	3.3%	2.0	58.4%
Feb-24	2.0	0.4%	2.0	28.0%
Mar-24	2.2	7.7%	2.2	48.2%
12-month Avg	2.3	14.6%	1.9	42.7%

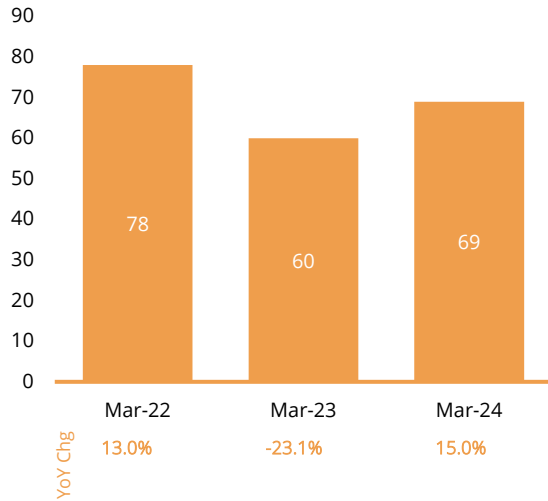
Historical Months of Supply by Month



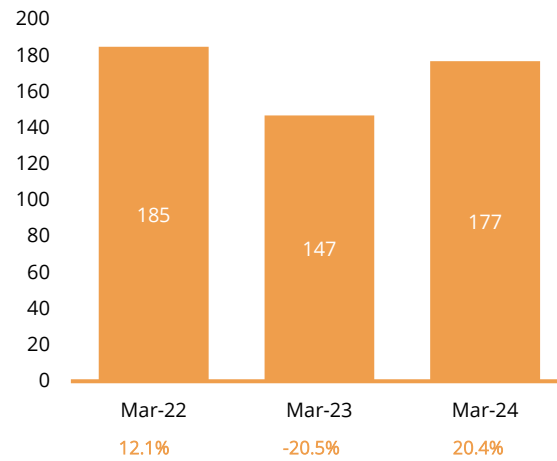
New Construction Sales



Mar



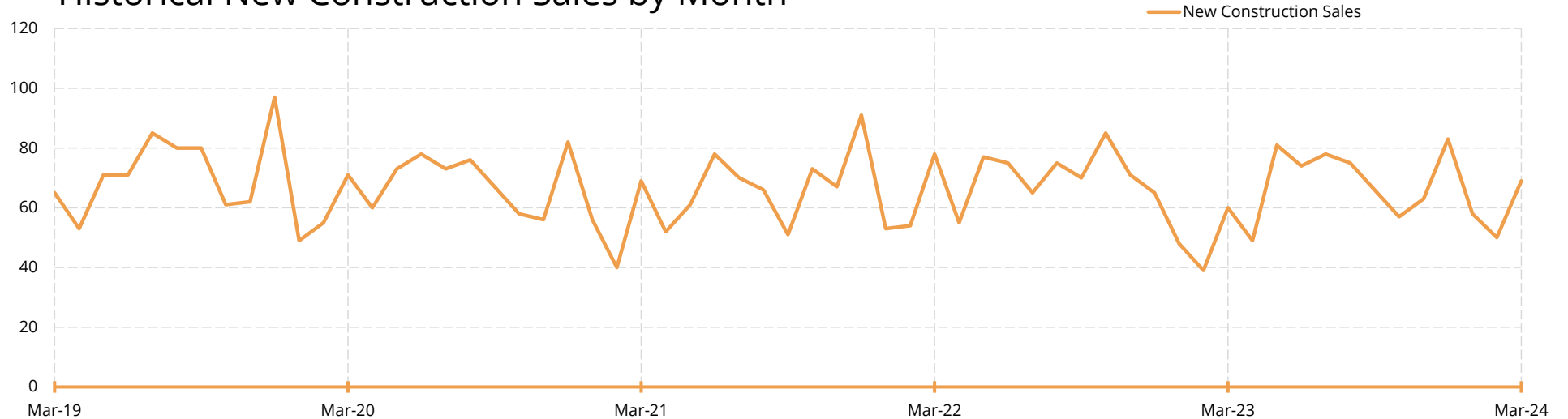
YTD



New Construction

Month	Sales	YoY Chg
Apr-23	49	-10.9%
May-23	81	5.2%
Jun-23	74	-1.3%
Jul-23	78	20.0%
Aug-23	75	0.0%
Sep-23	66	-5.7%
Oct-23	57	-32.9%
Nov-23	63	-11.3%
Dec-23	83	27.7%
Jan-24	58	20.8%
Feb-24	50	28.2%
Mar-24	69	15.0%
12-month Avg	67	2.3%

Historical New Construction Sales by Month



Area Overview - Total Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Albemarle County	268	257	-4.1%	122	115	-5.7%	\$465,225	\$555,000	19.3%	279	255	-8.6%	1.9	1.9	2.5%
Charlottesville	62	63	1.6%	22	38	72.7%	\$350,000	\$485,000	38.6%	54	49	-9.3%	1.3	1.5	13.2%
Fluvanna County	66	52	-21.2%	42	28	-33.3%	\$347,250	\$339,794	-2.1%	70	43	-38.6%	1.6	1.3	-19.8%
Greene County	32	28	-12.5%	20	21	5.0%	\$385,000	\$355,000	-7.8%	62	50	-19.4%	2.5	2.7	6.6%
Louisa County	120	106	-11.7%	61	59	-3.3%	\$334,000	\$362,950	8.7%	173	195	12.7%	2.7	3.1	17.5%
Nelson County	33	21	-36.4%	29	29	0.0%	\$280,000	\$517,000	84.6%	62	80	29.0%	2.2	3.1	44.2%

Area Overview - Total Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Albemarle County	593	614	3.5%	299	275	-8.0%	\$458,798	\$526,900	14.8%	279	255	-8.6%
Charlottesville	114	138	21.1%	64	74	15.6%	\$377,500	\$482,000	27.7%	54	49	-9.3%
Fluvanna County	143	117	-18.2%	83	67	-19.3%	\$336,000	\$341,000	1.5%	70	43	-38.6%
Greene County	80	85	6.3%	47	49	4.3%	\$389,900	\$365,000	-6.4%	62	50	-19.4%
Louisa County	275	285	3.6%	135	166	23.0%	\$369,900	\$384,425	3.9%	173	195	12.7%
Nelson County	76	86	13.2%	60	63	5.0%	\$325,000	\$385,000	18.5%	62	80	29.0%

Area Overview - Single Family Detached Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Albemarle County	250	243	-2.8%	99	107	8.1%	\$500,113	\$587,152	17.4%	265	246	-7.2%	2.0	2.0	1.2%
Charlottesville	58	56	-3.4%	20	32	60.0%	\$365,000	\$535,000	46.6%	43	39	-9.3%	1.2	1.4	12.3%
Fluvanna County	66	52	-21.2%	42	28	-33.3%	\$347,250	\$339,794	-2.1%	70	43	-38.6%	1.6	1.3	-20.1%
Greene County	32	28	-12.5%	20	21	5.0%	\$385,000	\$355,000	-7.8%	62	50	-19.4%	2.5	2.7	7.0%
Louisa County	119	104	-12.6%	61	59	-3.3%	\$334,000	\$362,950	8.7%	172	192	11.6%	2.7	3.1	18.2%
Nelson County	21	14	-33.3%	20	20	0.0%	\$315,000	\$543,500	72.5%	38	47	23.7%	2.1	2.6	26.0%

Area Overview - Single Family Detached Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Albemarle County	532	579	8.8%	262	256	-2.3%	\$489,995	\$540,000	10.2%	265	246	-7.2%
Charlottesville	103	116	12.6%	56	60	7.1%	\$393,500	\$540,000	37.2%	43	39	-9.3%
Fluvanna County	142	117	-17.6%	83	67	-19.3%	\$336,000	\$341,000	1.5%	70	43	-38.6%
Greene County	80	85	6.3%	47	49	4.3%	\$389,900	\$365,000	-6.4%	62	50	-19.4%
Louisa County	274	283	3.3%	135	164	21.5%	\$369,900	\$383,463	3.7%	172	192	11.6%
Nelson County	48	53	10.4%	40	45	12.5%	\$385,000	\$535,000	39.0%	38	47	23.7%

Area Overview - Townhome & Condo Market



Geography	New Listings			Sales			Median Sales Price			Active Listings			Months Supply		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Albemarle County	18	14	-22.2%	23	8	-65.2%	\$241,500	\$295,000	22.2%	14	9	-36%	0.9	0.8	-5%
Charlottesville	4	7	75.0%	2	6	200.0%	\$226,250	\$295,500	30.6%	11	10	-9.1%	1.7	2.0	18.2%
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	2	100.0%	0	0	n/a	\$0	\$0	n/a	1	3	200.0%	3.0	2.4	-20.0%
Nelson County	12	7	-41.7%	9	9	0.0%	\$245,000	\$225,000	-8.2%	24	33	37.5%	2.4	4.5	87.5%

Area Overview - Townhome & Condo Market YTD



Geography	New Listings YTD			Sales YTD			Median Sales Price YTD			Active Listings YTD		
	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg	Mar-23	Mar-24	% chg
Albemarle County	61	35	-42.6%	37	19	-48.6%	\$247,250	\$237,000	-4.1%	14	9	-35.7%
Charlottesville	11	22	100.0%	8	14	75.0%	\$286,750	\$295,500	3.1%	11	10	-9.1%
Fluvanna County	1	0	-100.0%	0	0	n/a	\$0	\$0	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	1	2	100.0%	0	2	n/a	\$0	\$722,208	n/a	1	3	200.0%
Nelson County	28	33	17.9%	20	18	-10.0%	\$239,500	\$236,250	-1.4%	24	33	37.5%



The Virginia REALTORS® association is the largest professional trade association in Virginia, representing 35,000 REALTORS® engaged in the residential and commercial real estate business. The Virginia REALTORS® association serves as the advocate for homeownership and private property rights and represents the interests of real estate professionals and property owners in the Commonwealth of Virginia.

NOTE: The term REALTOR® is a registered collective membership mark that identifies a real estate professional who is a member of the National Association of REALTORS® and subscribes to its strict code of ethics.

All inquiries regarding this report may be directed to:

Robin Spensieri

Virginia REALTORS® Vice President of Communications and Media Relations

rspensieri@virginiarealtors.org

804-622-7954

Data and analysis provided by Virginia REALTORS® Chief Economist, Ryan Price

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.