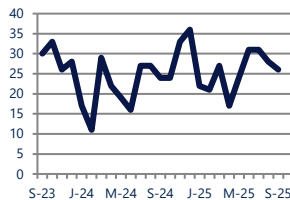


# THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NELSON COUNTY HOUSING MARKET** SEPTEMBER 2025

## Units Sold

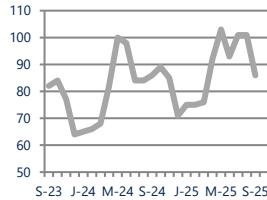
26



**Up 8%**  
Vs. Year Ago

## Active Inventory

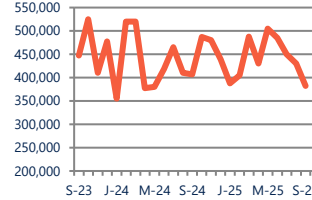
86



**No Change**  
Vs. Year Ago

## Median Sale Price

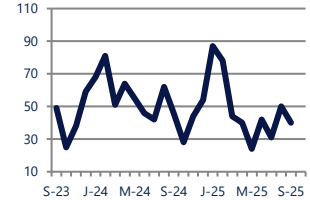
\$382,000



**Down -6%**  
Vs. Year Ago

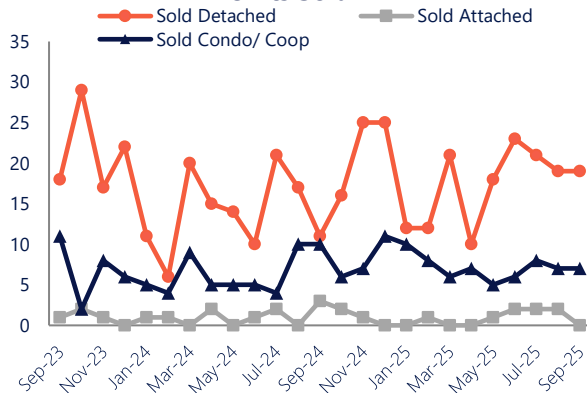
## Days On Market

40



**Down -13%**  
Vs. Year Ago

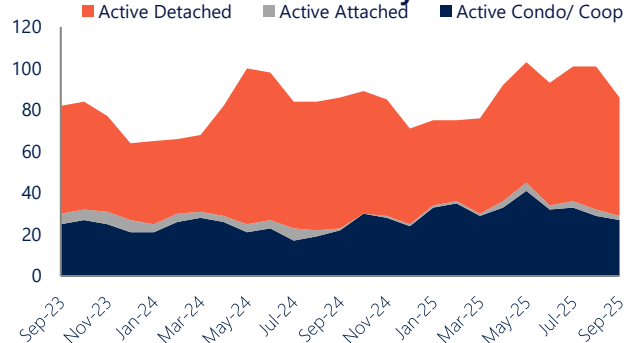
## Units Sold\*



## Units Sold

There was a decrease in total units sold in September, with 26 sold this month in Nelson County versus 28 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 8% versus September 2024.

## Active Inventory\*



## Active Inventory

The total number of homes available this month is 86 units, which is similar compared to a year ago. This month's total of 86 is lower than the previous month's total supply of available inventory of 101, a decrease of 15%.

## Median Sale Price



## Median Sale Price

Last September, the median sale price for Nelson County Homes was \$407,000. This September, the median sale price was \$382,000, a decrease of 6% or \$25,000 compared to last year. The current median sold price is 11% lower than in August.

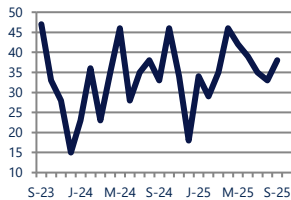
Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

# THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NELSON COUNTY HOUSING MARKET** SEPTEMBER 2025

## New Listings

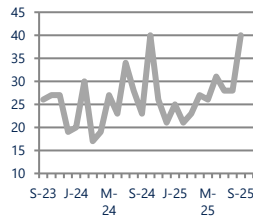
38



**Up 15%**  
Vs. Year Ago

## Current Contracts

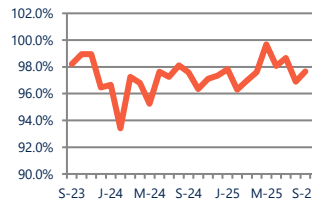
40



**Up 74%**  
Vs. Year Ago

## Sold Vs. List Price

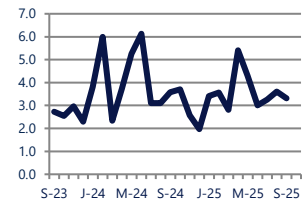
97.7%



**No Change**  
Vs. Year Ago

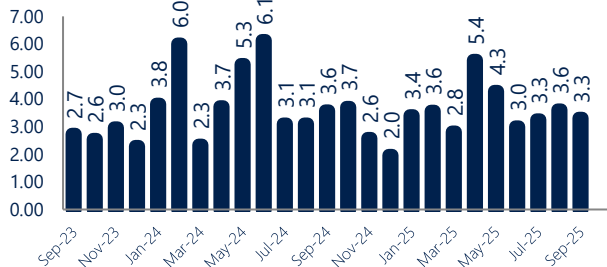
## Months of Supply

3.3



**Down -8%**  
Vs. Year Ago

## Months Of Supply



## Months of Supply

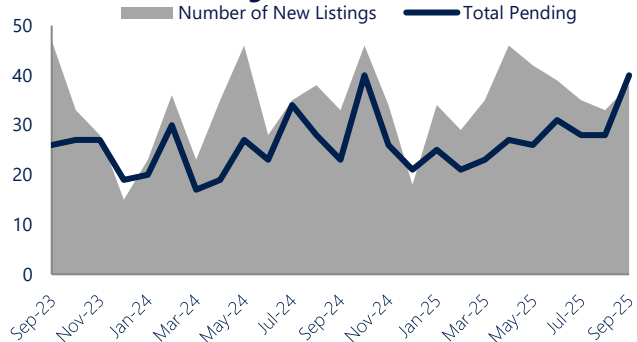
In September, there was 3.3 months of supply available in Nelson County, compared to 3.6 in September 2024. That is a decrease of 8% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

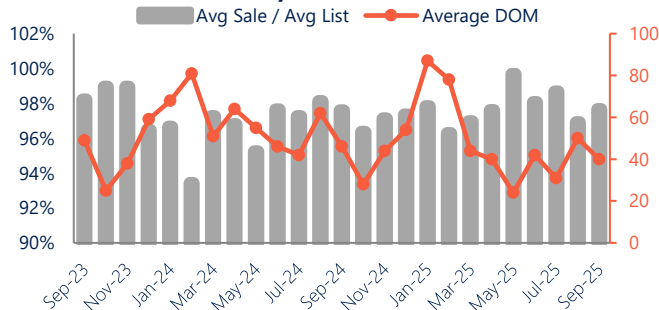
## New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Nelson County compared to 33 in September 2024, an increase of 15%. There were 40 current contracts pending sale this September compared to 23 a year ago. The number of current contracts is 74% higher than last September.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In September, the average sale price in Nelson County was 97.7% of the average list price, which is similar compared to a year ago.

## Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 46, a decrease of 13%.