

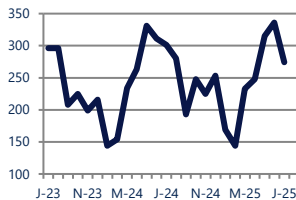
# THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **CHARLOTTESVILLE AREA HOUSING MARKET**

JULY 2025

## Units Sold

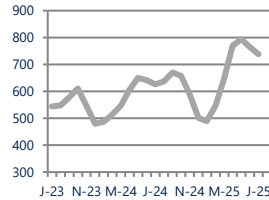
274



**Down -9%**  
Vs. Year Ago

## Active Inventory

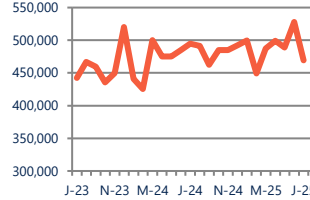
738



**Up 18%**  
Vs. Year Ago

## Median Sale Price

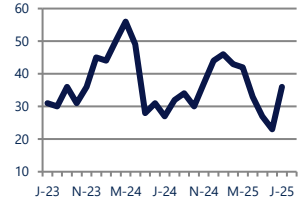
\$469,500



**Down -5%**  
Vs. Year Ago

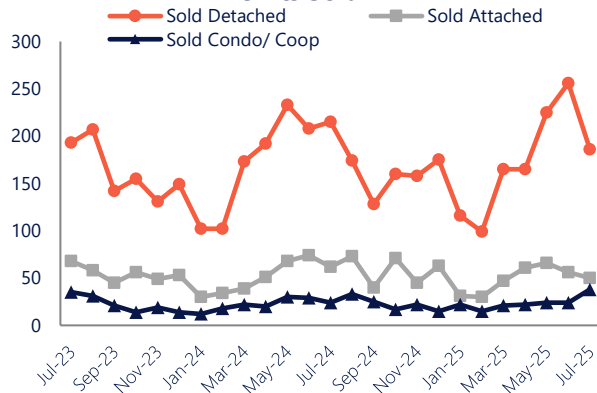
## Days On Market

36



**Up 33%**  
Vs. Year Ago

## Units Sold\*



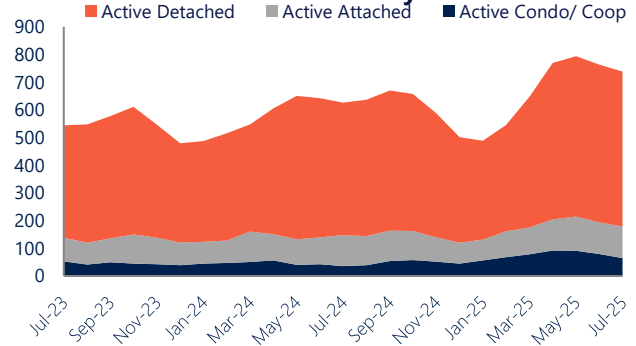
## Units Sold

There was a decrease in total units sold in July, with 274 sold this month in Charlottesville Area versus 336 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 9% versus July 2024.

## Active Inventory

Versus last year, the total number of homes available this month is higher by 112 units or 18%. The total number of active inventory this July was 738 compared to 626 in July 2024. This month's total of 738 is lower than the previous month's total supply of available inventory of 764, a decrease of 3%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last July, the median sale price for Charlottesville Area Homes was \$495,000. This July, the median sale price was \$469,500, a decrease of 5% or \$25,500 compared to last year. The current median sold price is 11% lower than in June.

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

\*Defined as the counties of Albemarle, Fluvanna, Greene, and Nelson and the city of Charlottesville in VA

\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CGAHR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CGAHR or Long & Foster Real Estate, Inc.

**LONG & FOSTER**  
REAL ESTATE



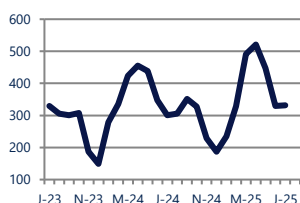
# THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **CHARLOTTESVILLE AREA HOUSING MARKET**

JULY 2025

## New Listings

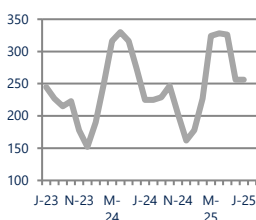
332



**Up 10%**  
Vs. Year Ago

## Current Contracts

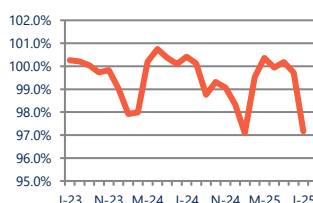
256



**Up 14%**  
Vs. Year Ago

## Sold Vs. List Price

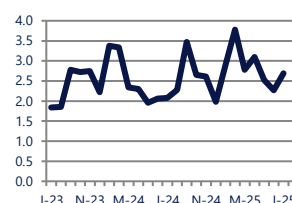
97.2%



**Down -3.2%**  
Vs. Year Ago

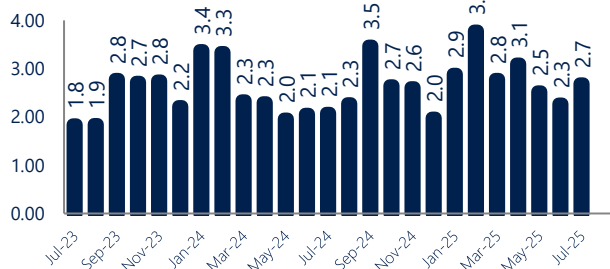
## Months of Supply

2.7



**Up 29%**  
Vs. Year Ago

## Months Of Supply



## Months of Supply

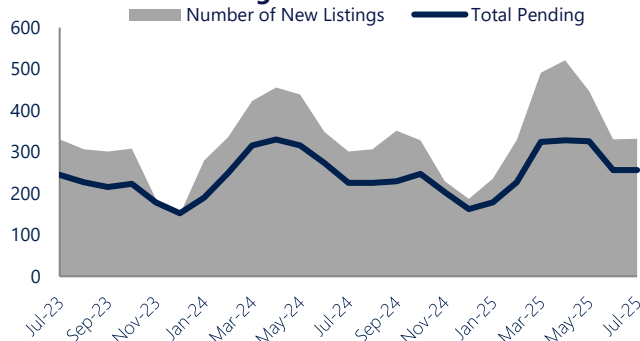
In July, there was 2.7 months of supply available in Charlottesville Area, compared to 2.1 in July 2024. That is an increase of 30% versus a year ago.

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.

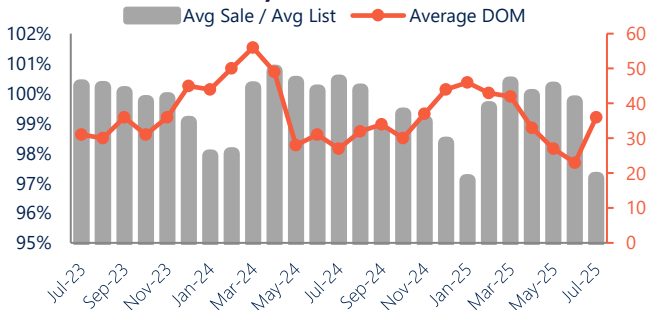
## New Listings & Current Contracts

This month there were 332 homes newly listed for sale in Charlottesville Area compared to 301 in July 2024, an increase of 10%. There were 256 current contracts pending sale this July compared to 225 a year ago. The number of current contracts remained stable as compared to last July.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In July, the average sale price in Charlottesville Area was 97.2% of the average list price, which is 3.3% lower than at this time last year.

## Days On Market

This month, the average number of days on market was 36, higher than the average last year, which was 27, an increase of 33%.

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