

MARKET CONDITIONS

CHARLOTTESVILLE, VA AREA - FEBRUARY 2025

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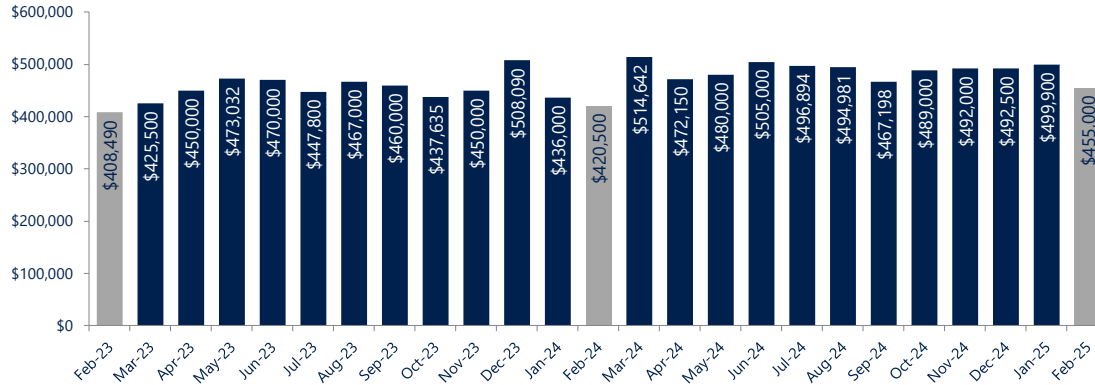
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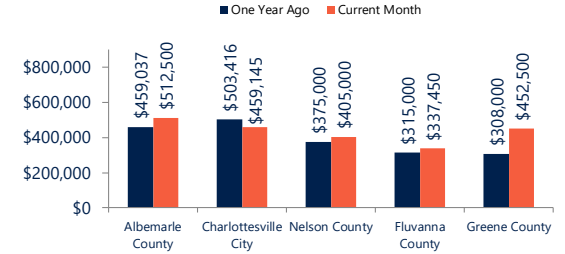
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CHARLOTTESVILLE AREA - FEBRUARY 2025

Median Sales Price



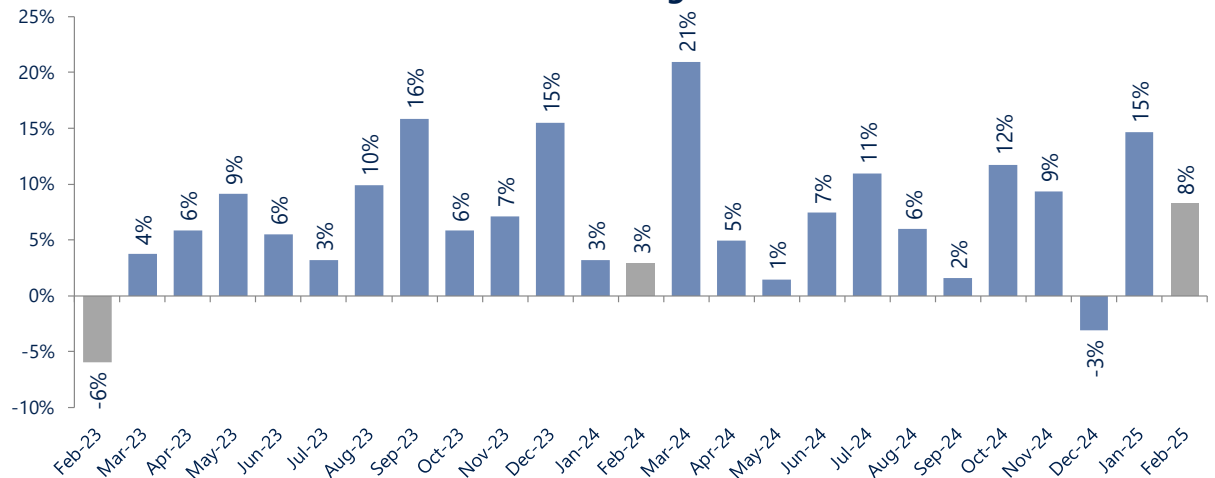
Median Sale Price Of Top Five Counties/Cities Based on Total Units Sold



Highlights

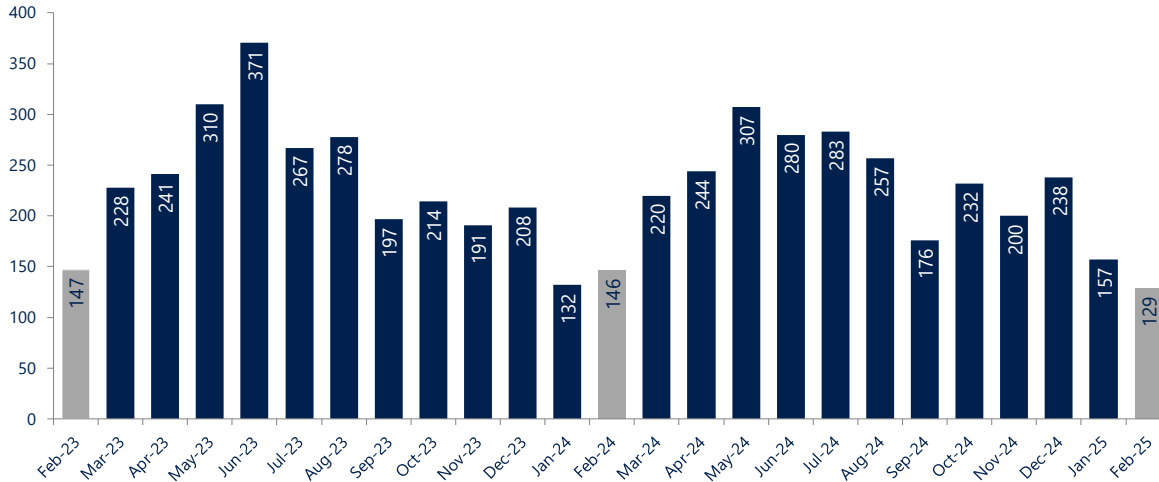
- This February, the median sale price was \$455,000, an increase of 8% compared to last year.
- The current median sale price was 9% lower than in January.

Median Sale Price Percent Change Year/Year

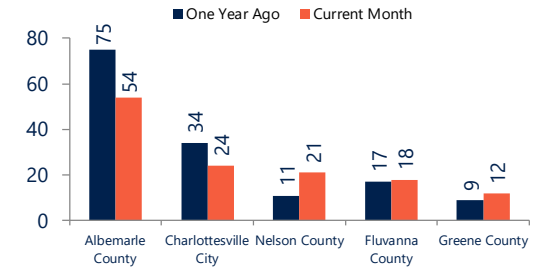


CHARLOTTESVILLE AREA - FEBRUARY 2025

Total Units Sold



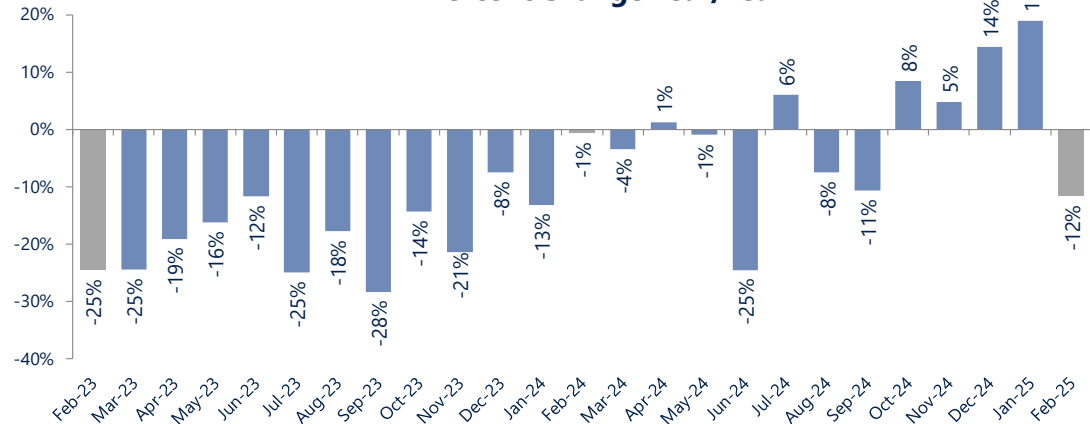
Total Units Sold Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 12% versus February 2024.
- There was a decrease of 18% in total units sold in February compared to January.

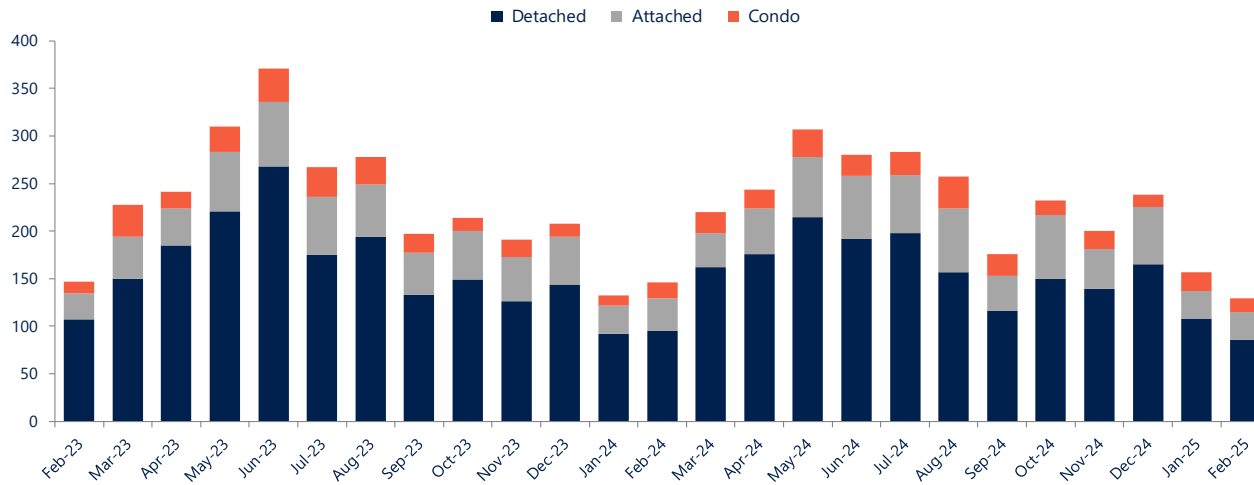
Total Units Sold Percent Change Year/Year



Long & Foster MARKET CONDITIONS REPORT

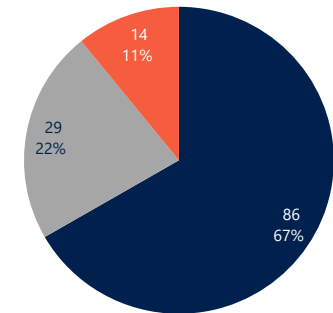
CHARLOTTESVILLE AREA - FEBRUARY 2025

Total Units Sold by Type

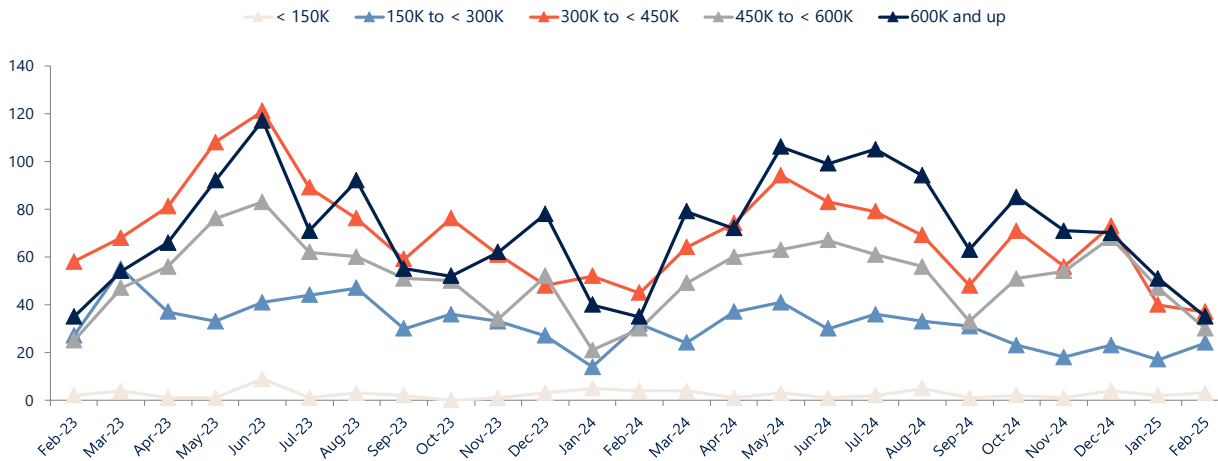


**Total Units Sold by Type
Current Month**

■ Detached ■ Attached ■ Condo

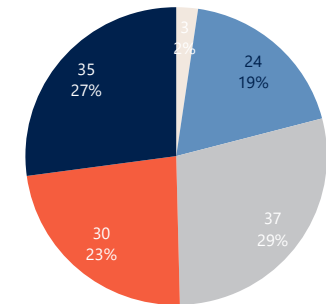


Total Units Sold by Price Range



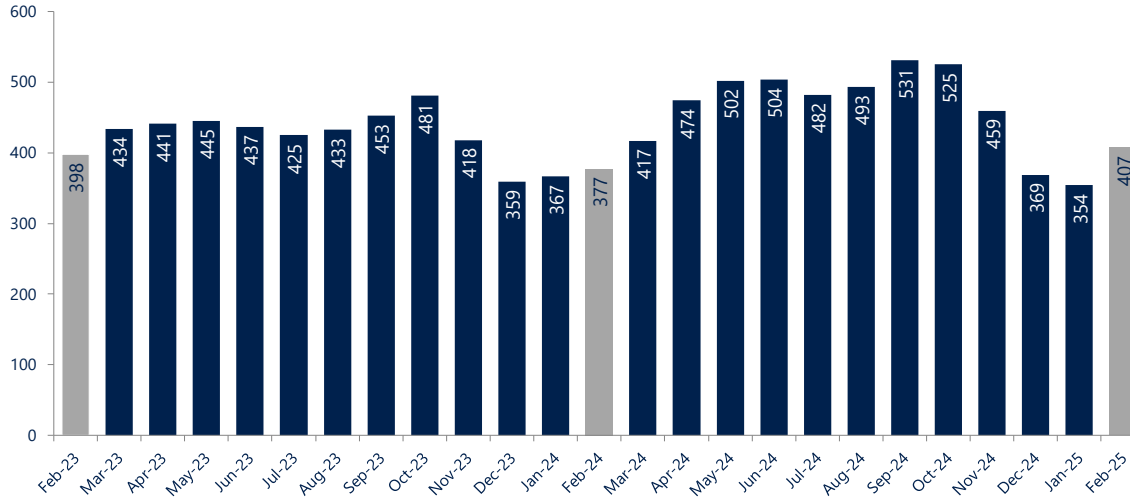
**Total Units Sold by Price Range
Current Month**

■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



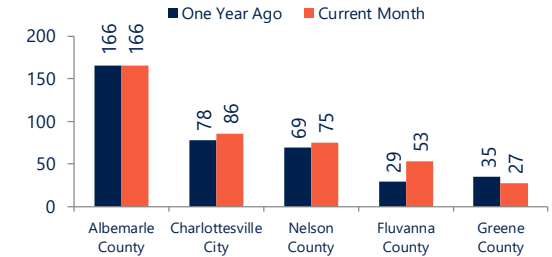
CHARLOTTESVILLE AREA - FEBRUARY 2025

Total Active Inventory



Total Active Inventory

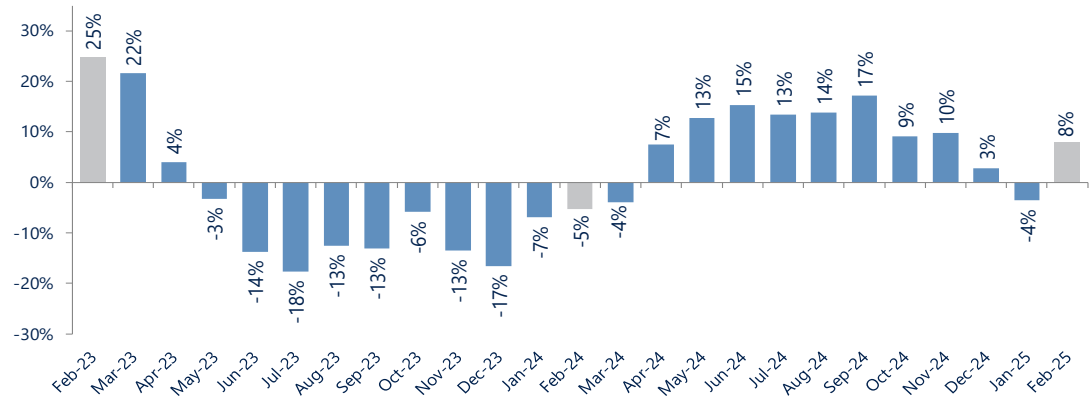
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

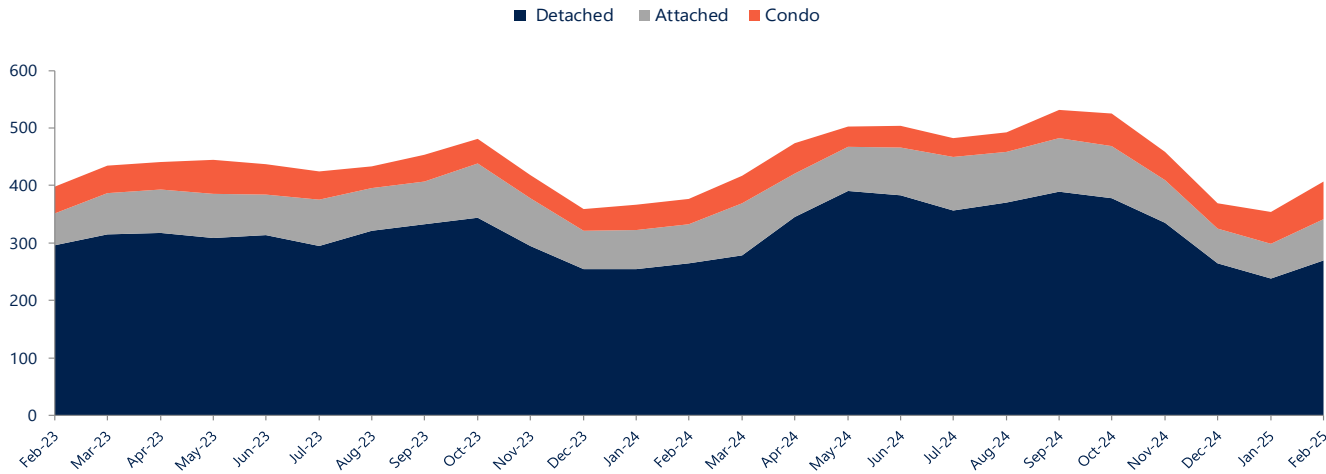
- February's total active inventory of 407 units was 15% higher than the previous month's supply of inventory.
- Versus last February, the total number of homes available was higher by 30 units or 8%.

Total Active Inventory
Percent Change Year/Year

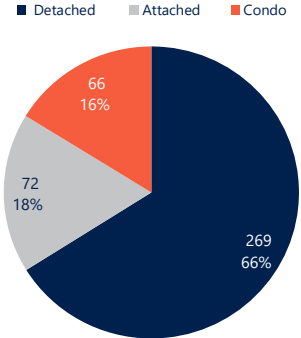


CHARLOTTESVILLE AREA - FEBRUARY 2025

Total Active Inventory by Type

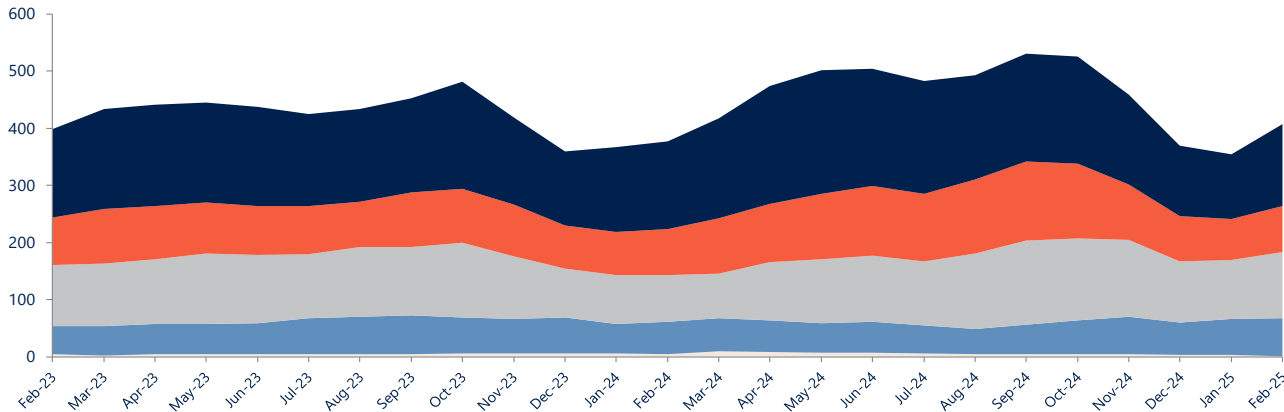


Total Active Inventory by Type Current Month



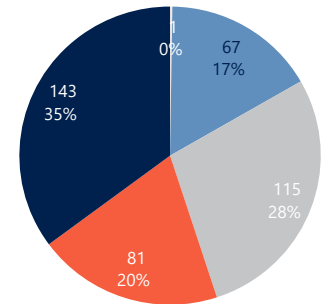
Total Active Inventory by Price Range

■ < 150K ■ 150K to < 300K ■ 300K to < 450K ■ 450K to < 600K ■ 600K and up



Total Active Inventory by Price Range Current Month

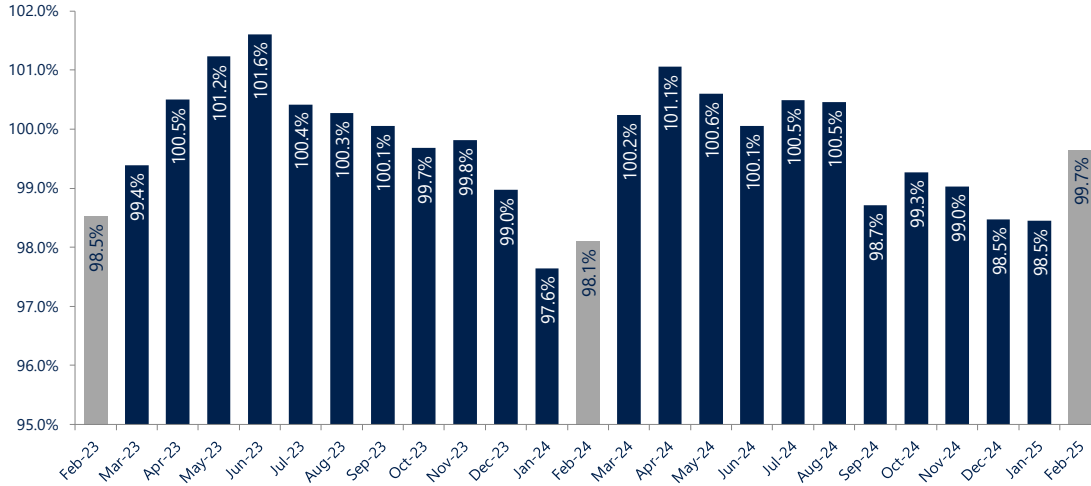
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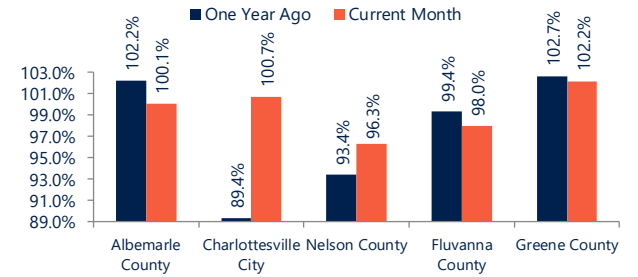


CHARLOTTESVILLE AREA - FEBRUARY 2025

Average Sale Price as a Percent of List Price



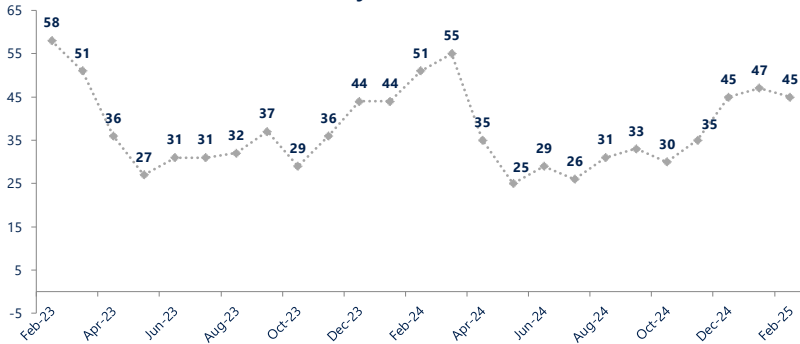
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



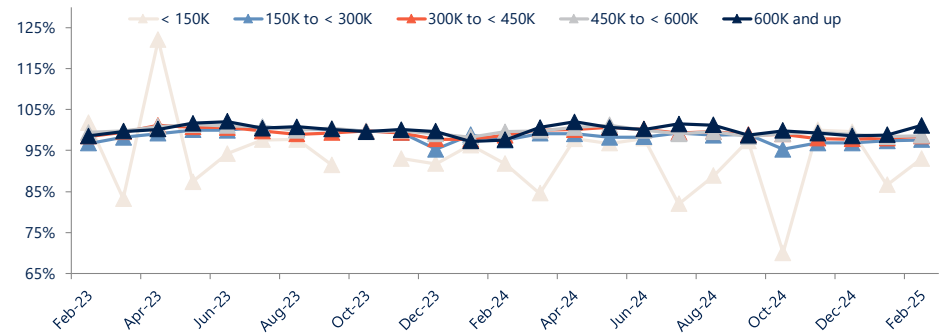
Days on Market	
Current Month	One Year Ago
45	51
Down -12% Vs. Year Ago	

g Sale Price as % of List Price	
Current Month	One Year Ago
99.7%	98.1%
Up 1.6% Vs. Year Ago	

Days on Market



Average Sale Price as a Percent of List Price by Price Range

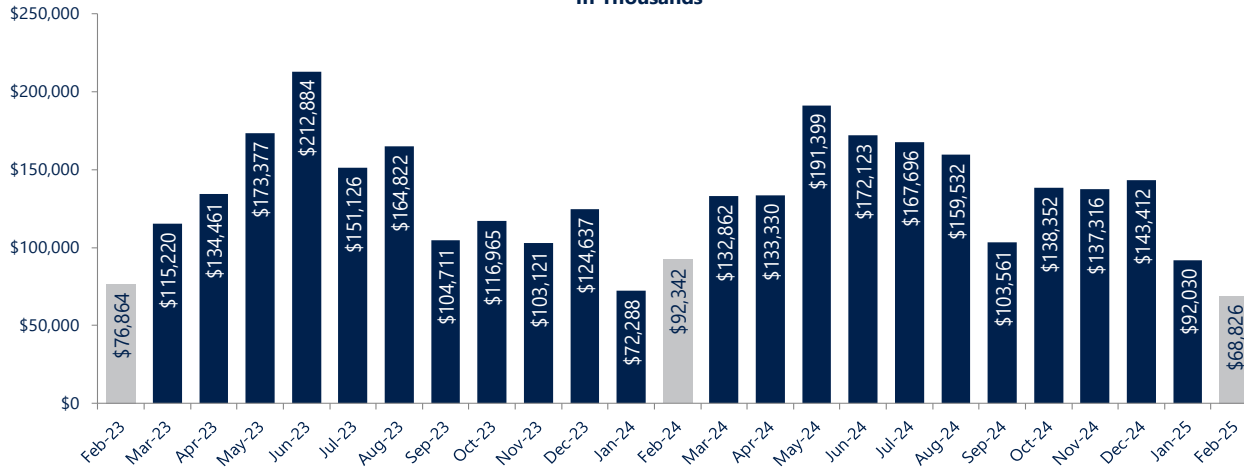




CHARLOTTESVILLE AREA - FEBRUARY 2025

Total Dollar Volume Sold

In Thousands



Highlights

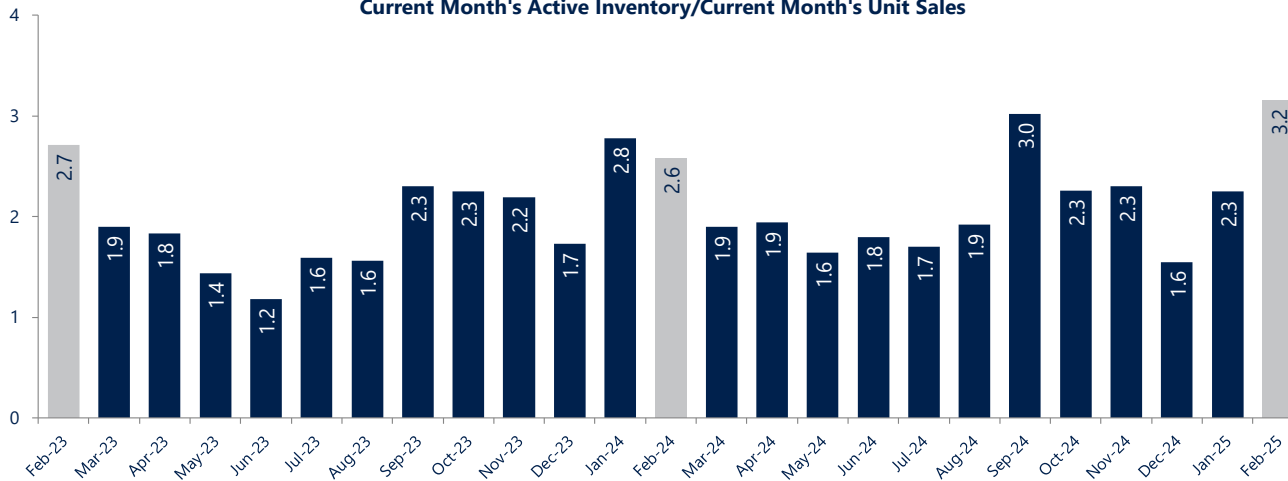
- Total volume sold this February was 25% less than the same month one year ago.
- In February, there was 3.2 months of supply available, compared to 2.6 in February 2024. That was an increase of 22% versus a year ago.

Total Dollar Volume Sold

Current Month	One Year Ago
\$68,825,929	\$92,342,269
Down -25% Vs. Year Ago	

Months of Supply

Current Month's Active Inventory/Current Month's Unit Sales



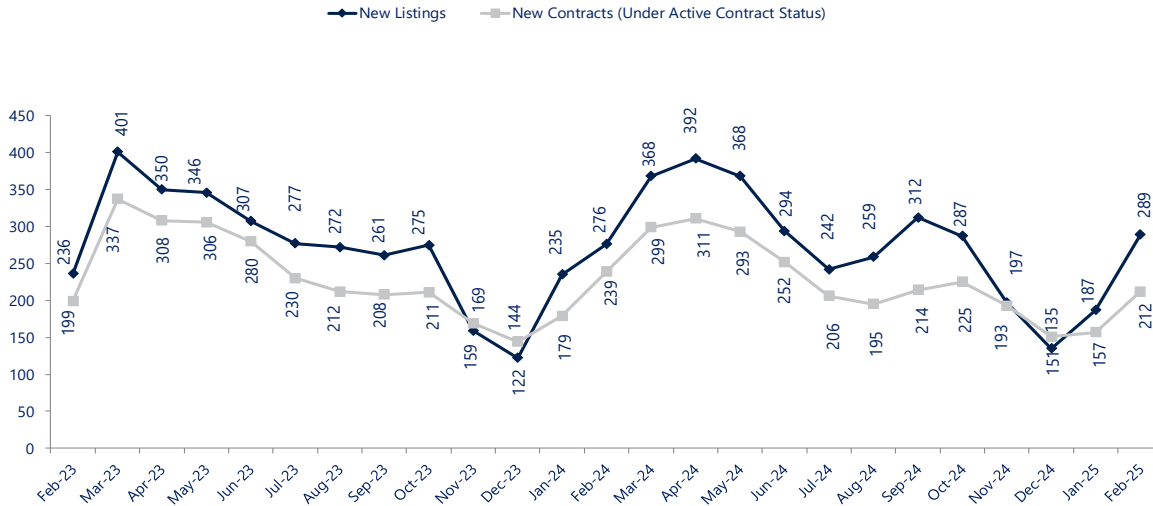
Months of Supply

Current Month	One Year Ago
3.2	2.6
Up 22% Vs. Year Ago	



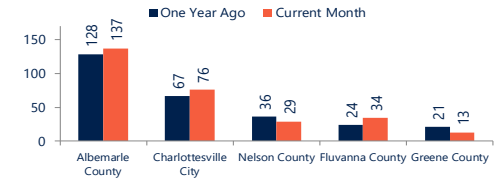
CHARLOTTESVILLE AREA - FEBRUARY 2025

New Listings & New Contracts



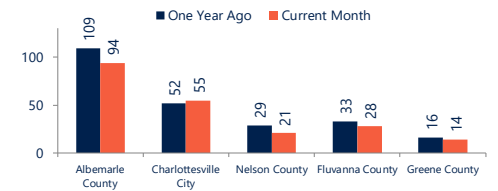
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.4, an increase of 18% from February 2024.

New Listings	
Current Month	One Year Ago
289	276
Up 5% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
212	239
Down -11% Vs. Year Ago	

Supply/Demand Ratio

Number of New Listings to New Contracts

