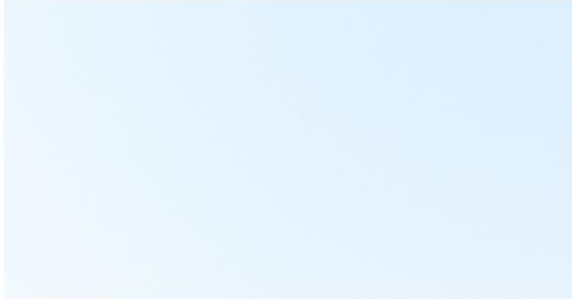


MARKET CONDITIONS

CHARLOTTESVILLE, VA AREA - MAY 2025

LONG & FOSTER[®]
REAL ESTATE

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Real Estate | Mortgage | Home Inspection | Title | Insurance | Moving | Property Management | Vacation Rentals | Relocation

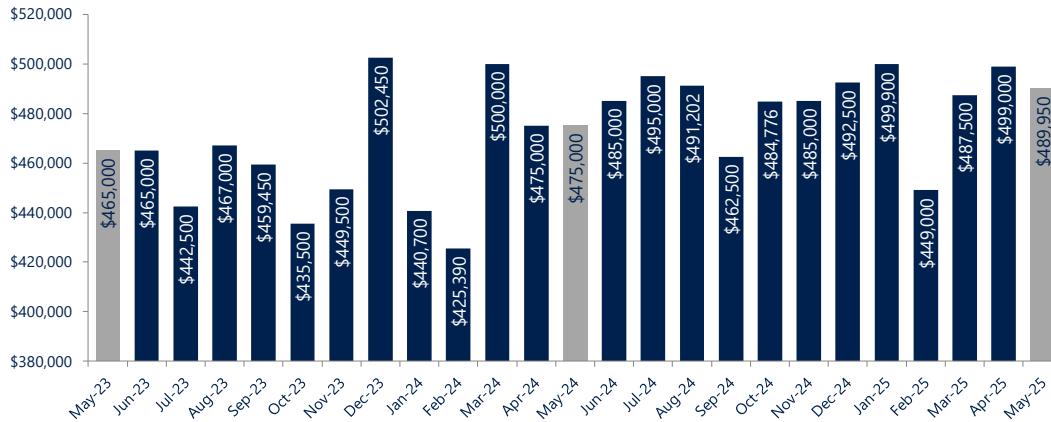
Global Partnerships

Forbes Global Properties | Leading Real Estate Companies of the World[®] | Luxury Portfolio International | Who's Who in Luxury Real Estate

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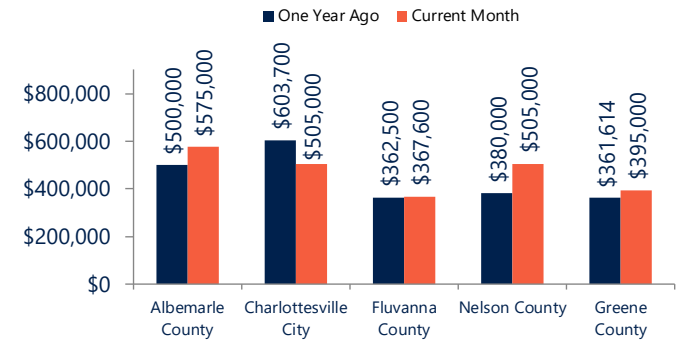
CHARLOTTESVILLE AREA - MAY 2025

Median Sales Price



Median Sale Price

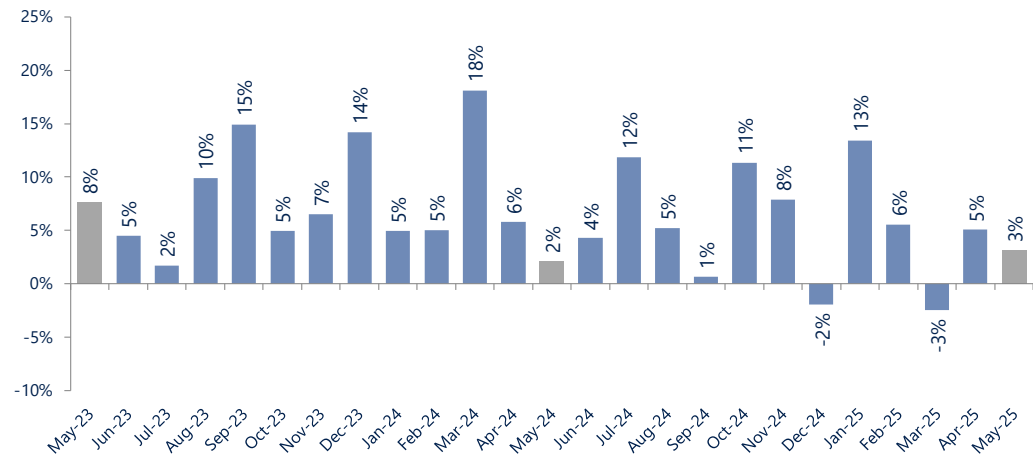
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

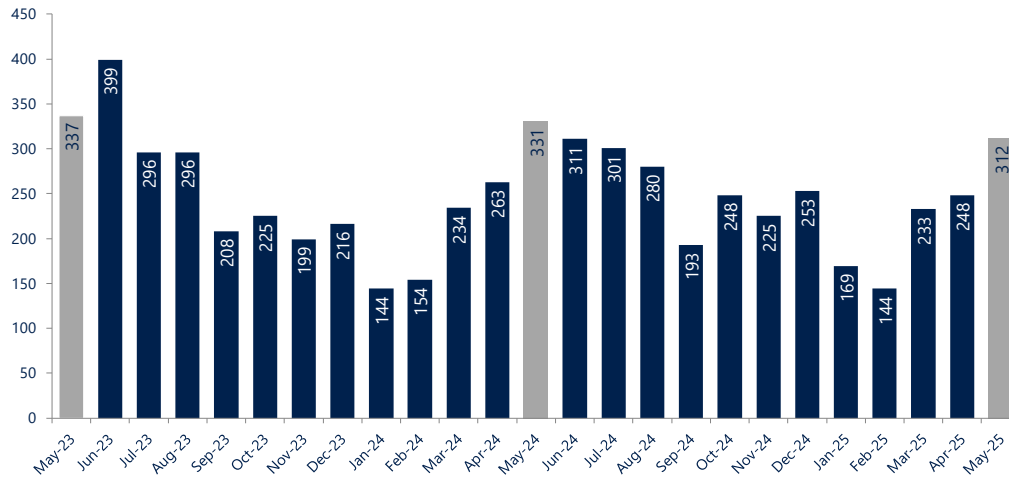
- This May, the median sale price was \$489,950, an increase of 3% compared to last year.
- The current median sale price was 2% lower than in April.

**Median Sale Price
Percent Change Year/Year**

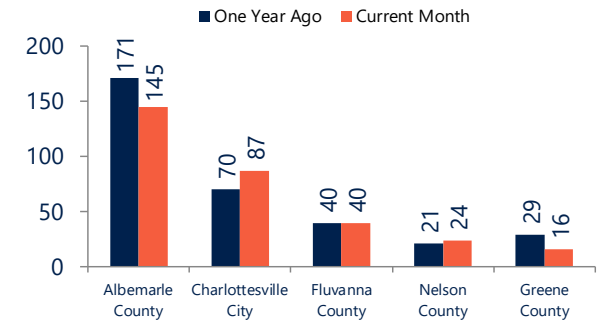


CHARLOTTESVILLE AREA - MAY 2025

Total Units Sold



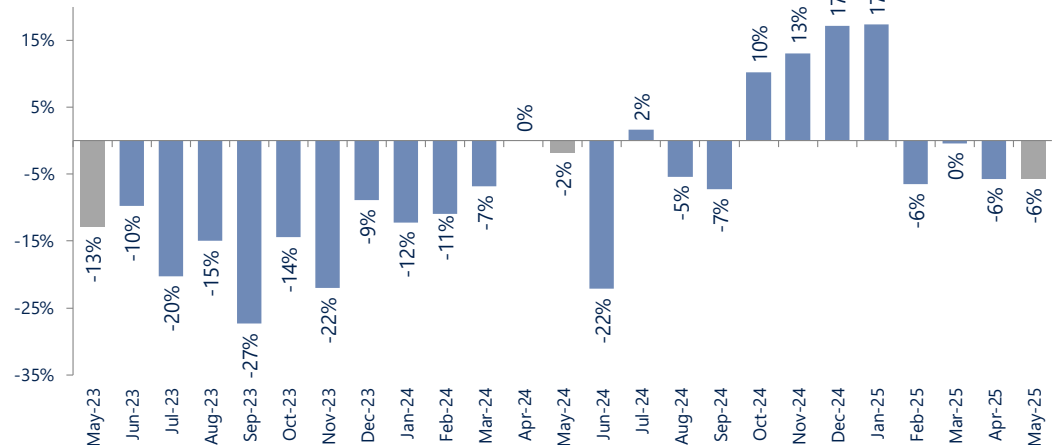
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 26% in total units sold in May compared to April.
- This month's total units sold was lower than at this time last year, a decrease of 6% versus May 2024.

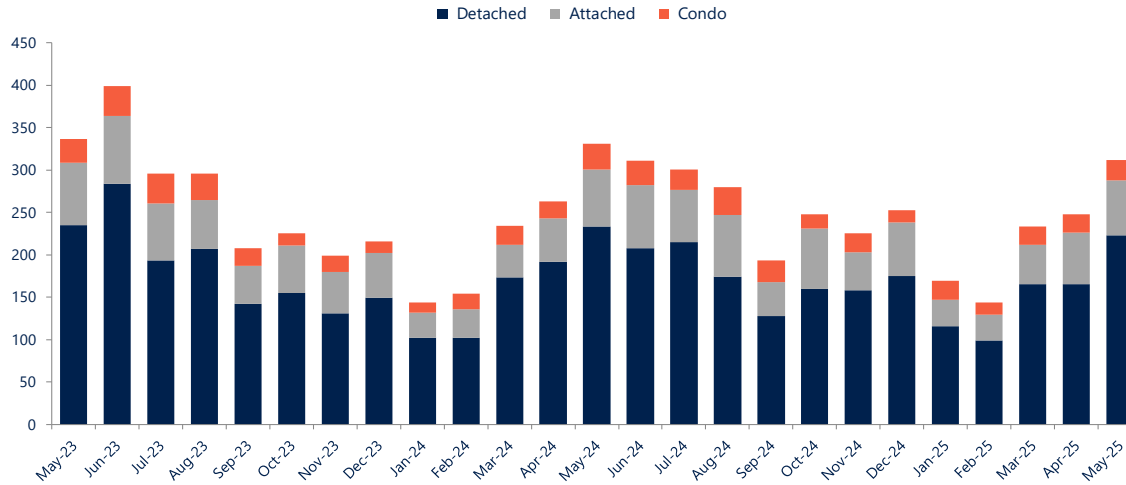
Total Units Sold
Percent Change Year/Year



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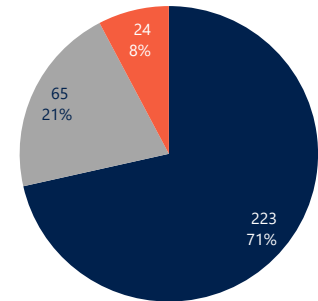
CHARLOTTESVILLE AREA - MAY 2025

Total Units Sold by Type

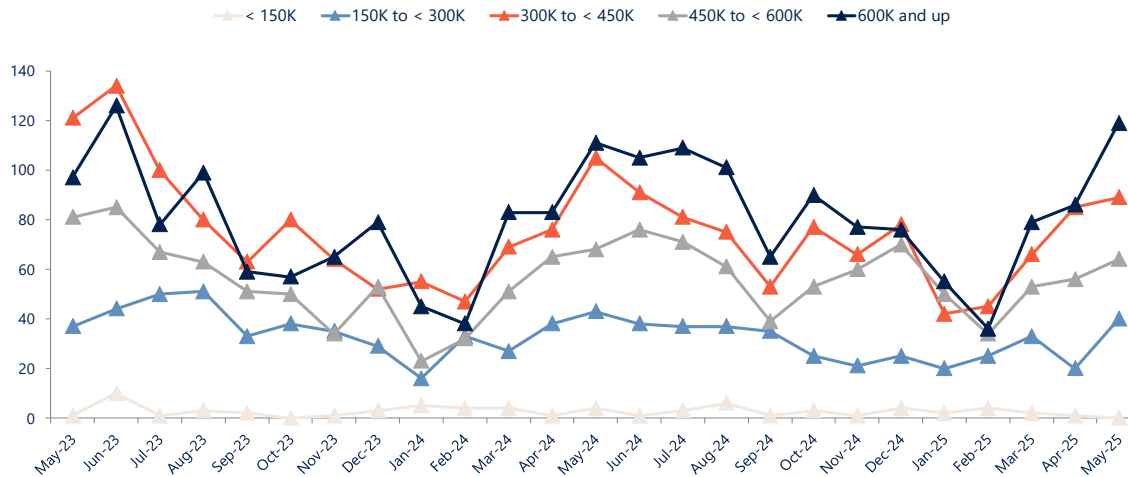


**Total Units Sold by Type
Current Month**

■ Detached ■ Attached ■ Condo

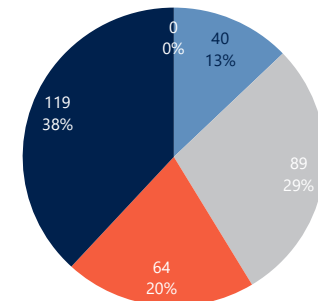


Total Units Sold by Price Range



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

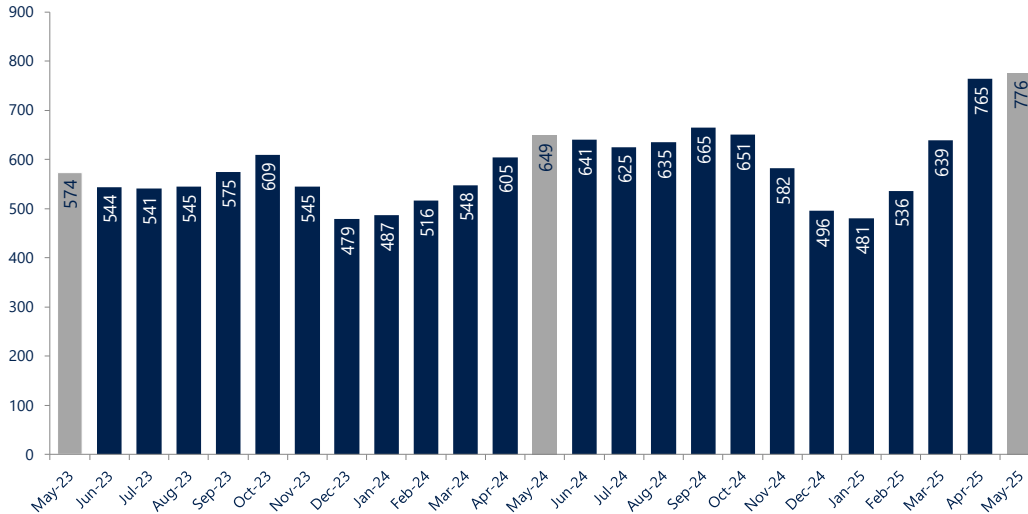
■ < 150K ■ 150K to < 300K ■ 300K to < 450K
■ 450K to < 600K ■ 600K and up



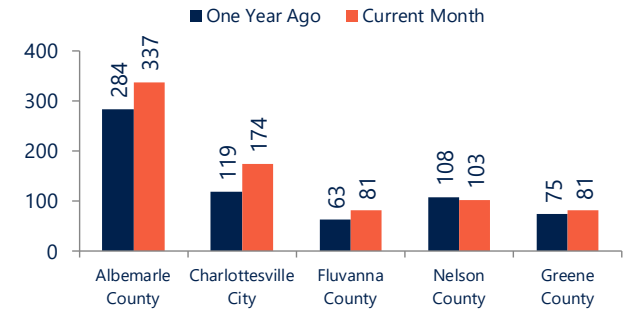
Long & Foster MARKET CONDITIONS REPORT

CHARLOTTESVILLE AREA - MAY 2025

Total Active Inventory



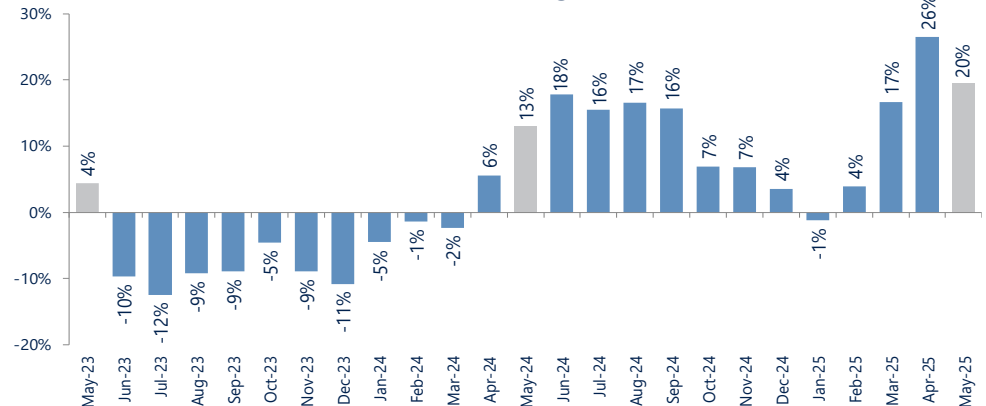
**Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold**



Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus May 2024, the total number of homes available was higher by 127 units or 20%.

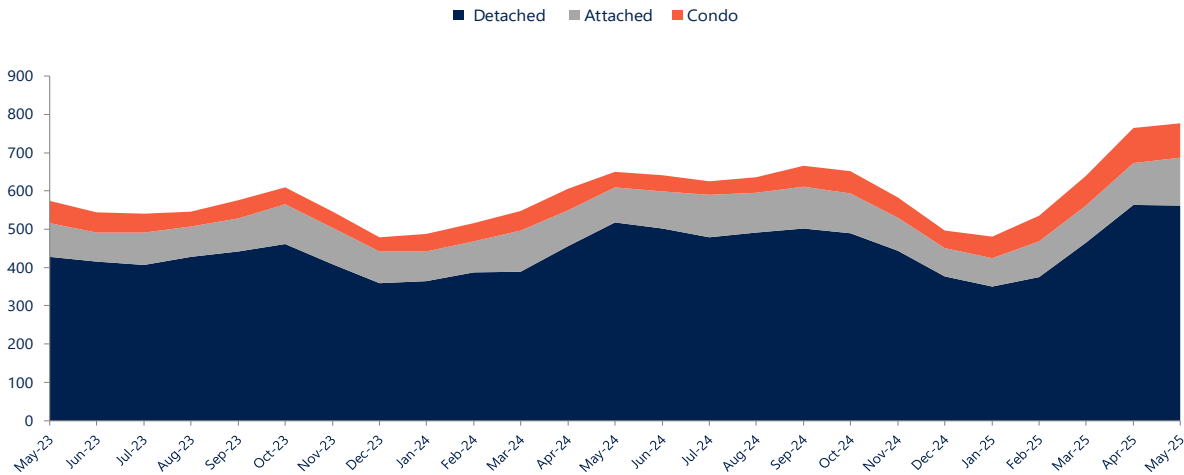
**Total Active Inventory
Percent Change Year/Year**



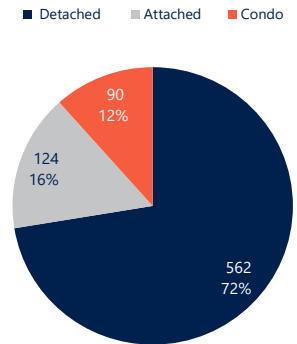
Long & Foster MARKET CONDITIONS REPORT

CHARLOTTESVILLE AREA - MAY 2025

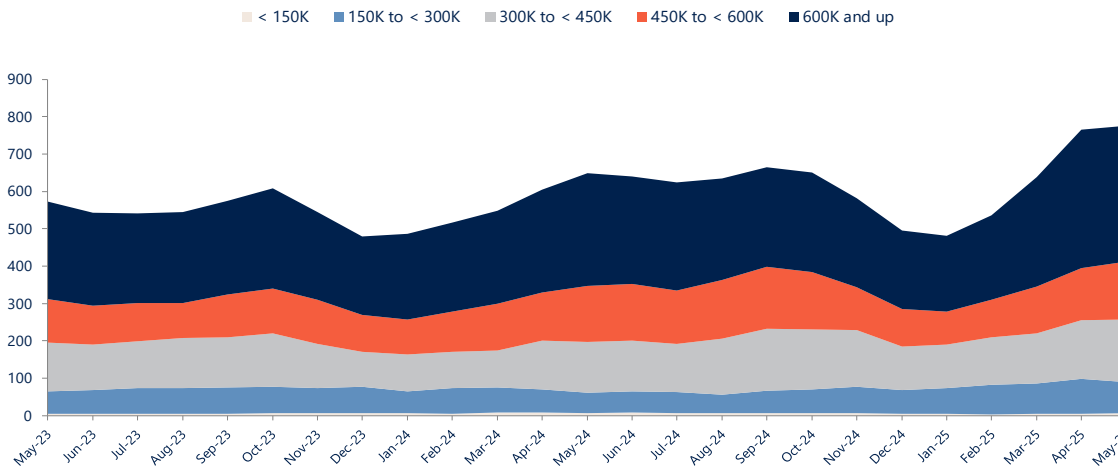
Total Active Inventory by Type



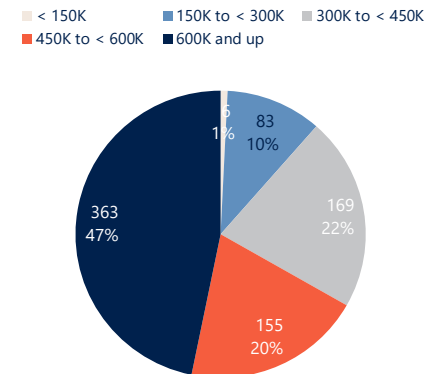
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



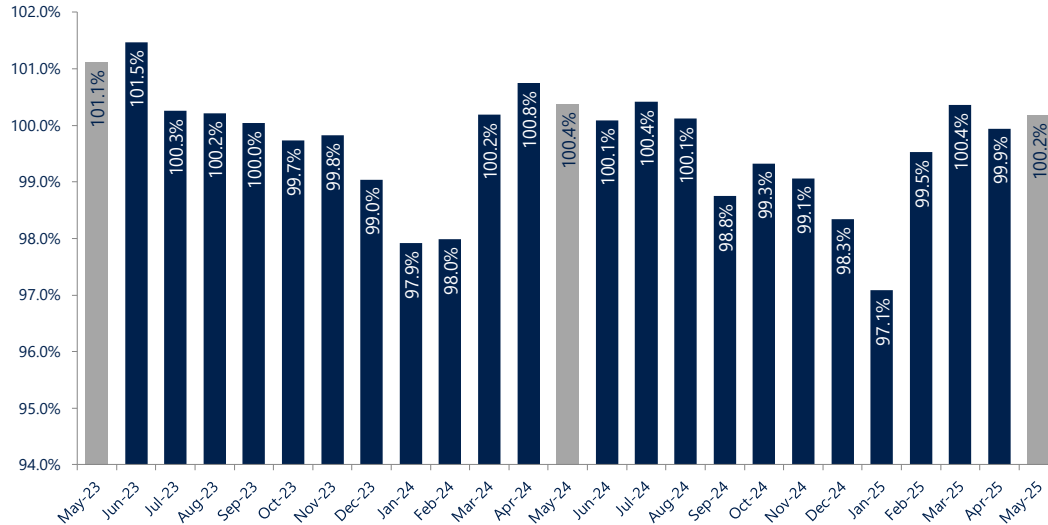
Total Active Inventory by Price Range Current Month



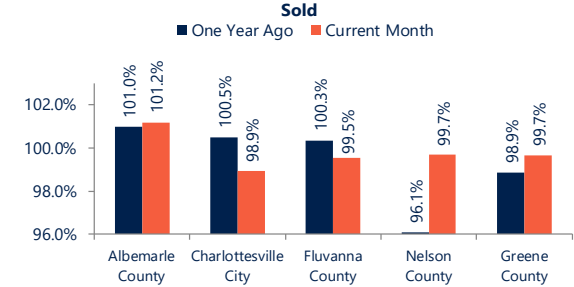
Long & Foster MARKET CONDITIONS REPORT

CHARLOTTESVILLE AREA - MAY 2025

Average Sale Price as a Percent of List Price



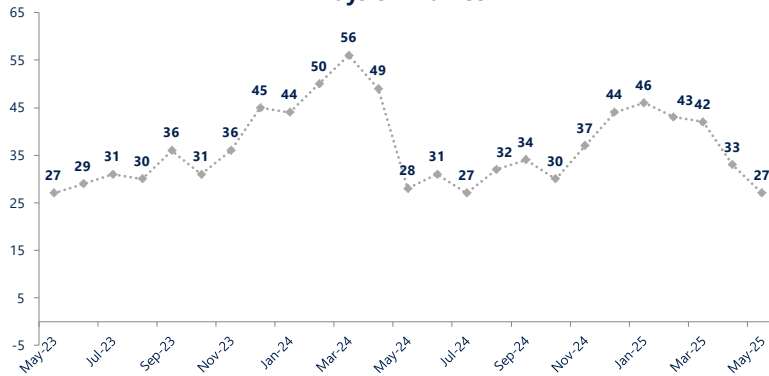
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



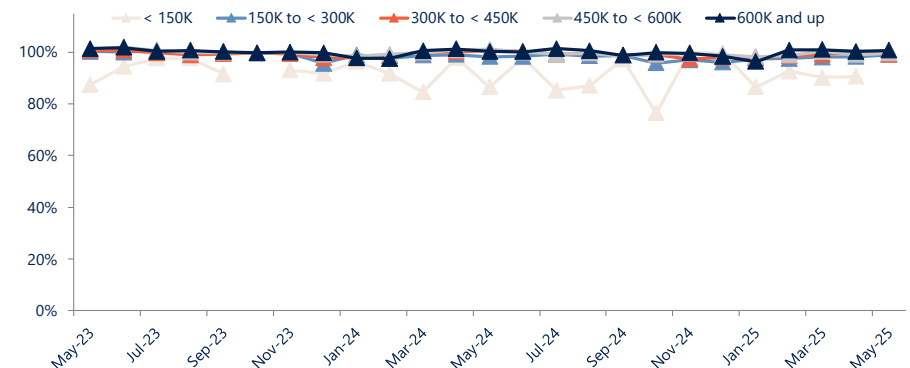
Days on Market	
Current Month	One Year Ago
27	28
Down -4% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
100.2%	100.4%
Down -0.2% Vs. Year Ago	

Days on Market



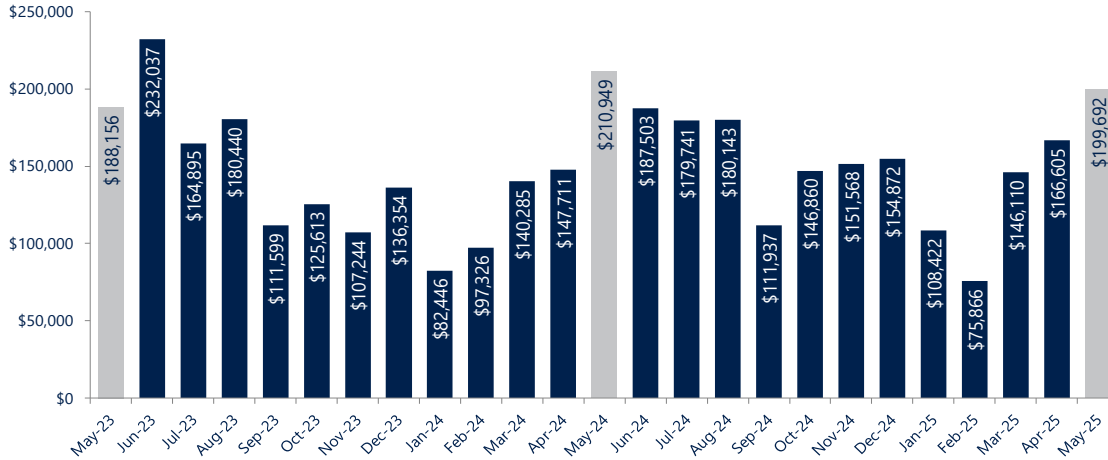
Average Sale Price as a Percent of List Price by Price Range



Long & Foster MARKET CONDITIONS REPORT

CHARLOTTESVILLE AREA - MAY 2025

Total Dollar Volume Sold
In Thousands

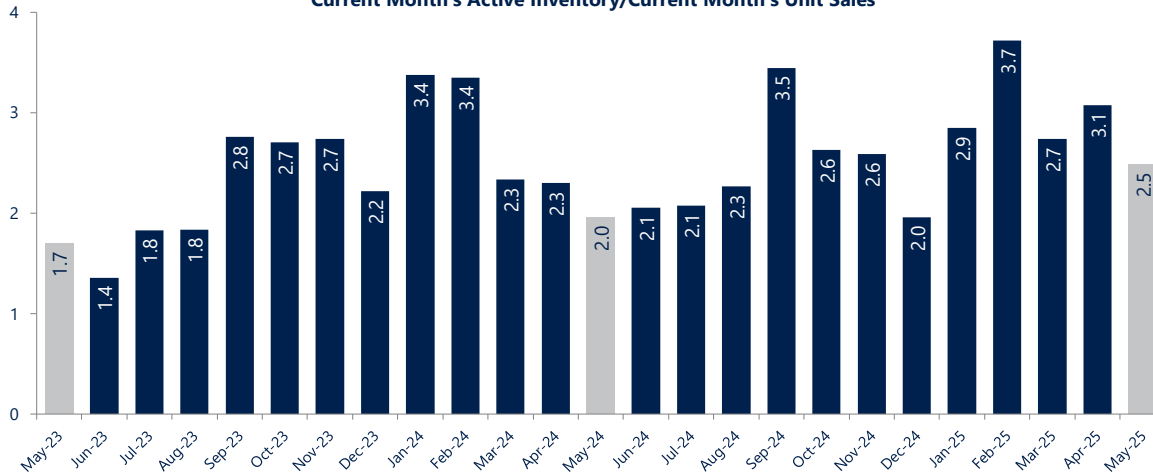


Highlights

- Total volume sold this May was 5% less than the same month one year ago.
- In May, there was 2.5 months of supply available, compared to 2.0 in May 2024. That was an increase of 27% versus a year ago.

Total Dollar Volume Sold	
Current Month	One Year Ago
\$199,691,965	\$210,949,096
Down -5% Vs. Year Ago	

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales

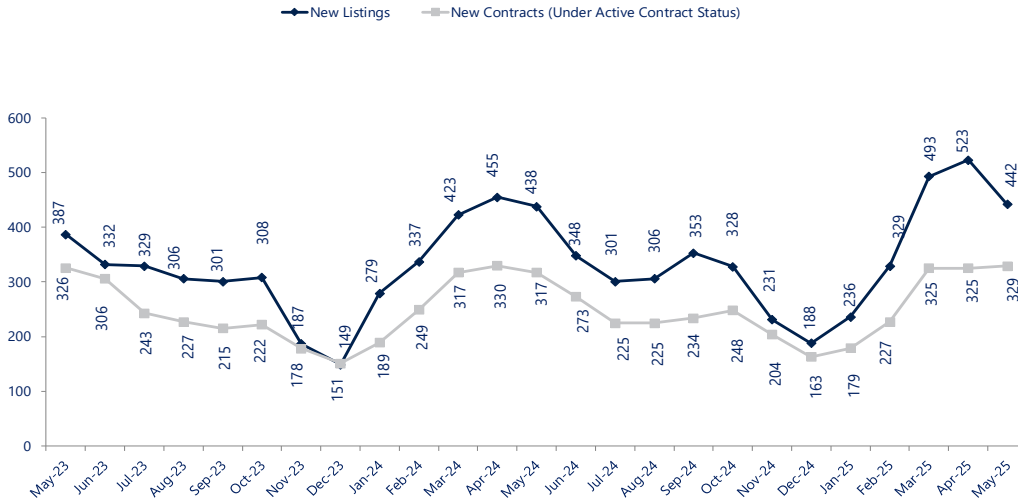


Months of Supply	
Current Month	One Year Ago
2.5	2.0
Up 27% Vs. Year Ago	

Long & Foster MARKET CONDITIONS REPORT

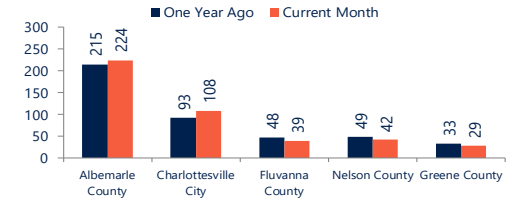
CHARLOTTESVILLE AREA - MAY 2025

New Listings & New Contracts



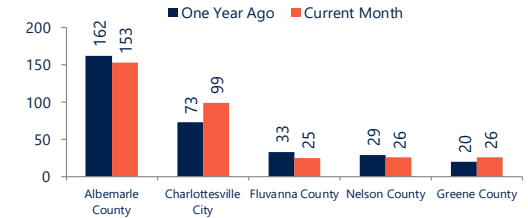
New Listings

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 1.3, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts



New Listings	
Current Month	One Year Ago
442	438
Up 1% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
329	317
Up 4% Vs. Year Ago	