



The Cash Impact on the CAAR Real Estate Market – Full Year 2024 by Price Range

Price Range	Total Sold	Cash Sales	% Cash	Loan Sales	% Loan
0-300K	429	179	42%	250	58%
300-500K	1,174	284	24%	890	76%
500-700K	701	199	28%	502	72%
700K-1M	442	154	35%	288	65%
1M-2M	225	125	56%	100	44%
2M+	63	47	75%	16	25%



Source: CAAR MLS – Full Year 2024 Sales Data by Price Range (CAAR footprint includes the City of Charlottesville and the counties of Albemarle, Fluvanna, Greene, Nelson, and Louisa.)



Nationally, 32% of all home sales in January 2024 were all-cash purchases, the highest level since 2014. The lowest recent level of all-cash purchases was 23% in 2021. Source: NAR.



CAAR Full Footprint

- Number of sales: ▼ -4.2% vs 2023
- Median sales price: ▲ +7.8%



Albemarle County

- Number of sales: ▼ -7.9% vs 2023
- Median sales price: ▲ +6.3%



Charlottesville City

- Number of sales: ▲ +2% vs 2023
- Median sales price: ▲ +15.2%



Fluvanna County

- Number of sales: ▼ -12.3% vs 2023
- Median sales price: ▲ +2.6%



Greene County

- Number of sales: ▲ +14.1% vs 2023
- Median sales price: ▲ +4.7%



Nelson County

- Number of sales: ▲ +6% vs 2023
- Median sales price: ▲ +11.6%



Louisa County

- Number of sales: ▼ -1.3% vs 2023
- Median sales price: ▲ +6.2%



CAAR Footprint: Year-over-Year Comparison

(All Homes & New Construction)



Number of Homes Sold

- 2024: 2,978  (Base Year)
- 2023: 3,110  (-4.2%)
- 2016: 3,534  (-15.7%)



Median Sales Price Year-over-Year

- 2024: \$485,000  (+7.8% compared to 2023)
- 2023: \$450,000 

 Source: CAAR MLS



Albemarle County: Year-over-Year Comparison

(All Homes & New Construction)



Number of Homes Sold

- 2024: 1,537  (Base Year)
- 2023: 1,668  (-7.9%)
- 2016: 1,692  (-9.2%)



Median Sales Price Year-over-Year

- 2024: \$542,000  (+6.3% compared to 2023)
- 2023: \$510,000 

 Source: CAAR MLS



Charlottesville City: Year-over-Year Comparison

(All Homes & New Construction)



Number of Homes Sold

- 2024: 401 (Base Year)
- 2023: 393 (+2.0%)
- 2016: 606 (-33.8%)



Median Sales Price Year-over-Year

- 2024: \$530,000 (+15.2% compared to 2023)
- 2023: \$460,000

Source: CAAR MLS



Fluvanna County: Year-over-Year Comparison

(All Homes & New Construction)



Number of Homes Sold

- 2024: 334 🎯 (Base Year)
- 2023: 381 ▼ (-12.3%)
- 2016: 430 ▼ (-22.3%)



Median Sales Price Year-over-Year

- 2024: \$361,000 💵 (+2.6% compared to 2023)
- 2023: \$352,000 🏷️

📌 Source: CAAR MLS



Greene County: Year-over-Year Comparison

(All Homes & New Construction)



Number of Homes Sold

- 2024: 211  (Base Year)
- 2023: 185  (+14.1%)
- 2016: 268  (-21.2%)



Median Sales Price Year-over-Year

- 2024: \$405,000  (+4.7% compared to 2023)
- 2023: \$387,000 

 Source: CAAR MLS



Nelson County: Year-over-Year Comparison

(All Homes & New Construction)



Number of Homes Sold

- 2024: 266  (Base Year)
- 2023: 251  (+6.0%)
- 2016: 216  (+23.1%)



Median Sales Price Year-over-Year

- 2024: \$432,000  (+11.6% compared to 2023)
- 2023: \$387,000 

 Source: CAAR MLS



Louisa County: Year-over-Year Comparison

(All Homes & New Construction)



Number of Homes Sold

- 2024: 229  (Base Year)
- 2023: 232  (-1.3%)
- 2016: 322  (-28.9%)



Median Sales Price Year-over-Year

- 2024: \$431,000  (+6.2% compared to 2023)
- 2023: \$406,000 



Source: CAAR MLS