

CAAR Market Report

Fluvanna County



Q4-2018

Closed Sales decreased 10.2 percent for Single-Family Detached homes and only 1 recorded sale for Single-Family Attached homes. Pending Sales decreased 12.0 percent for Single-Family Detached homes, only 1 recorded for Single-Family Attached homes. Inventory decreased 8.9 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes.

The Median Sales Price increased 4.9 percent to \$225,500 for Single-Family Detached homes and remained flat for Single-Family Attached homes. Days on Market decreased 11.4 percent for Single-Family Detached homes . Homeownership was less affordable, as the Housing Affordability Index was down 9.6 percent over last year, at 151.

Quick Facts

- 10.2%

+ 4.9%

- 8.9%

Year-Over-Year Change in Closed Sales All Properties	Year-Over-Year Change in Median Sales Price All Properties	Year-Over-Year Change in Homes for Sale All Properties
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The CAAR Market Report is provided by the Charlottesville Area Association of REALTORS®. Historical information is refreshed quarterly to account for property status changes and for greater accuracy. This means that figures from past quarters may change with each quarterly update. Percent changes are calculated using rounded figures.

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Single-Family Detached Market Overview

Key metrics by report quarter and for year-to-date (YTD) starting from the first of the year. Single-Family Detached properties only.



Fluvanna County

Key Metrics	Historical Sparkbars	Q4-2017	Q4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		114	95	- 16.7%	665	614	- 7.7%
Pending Sales		92	81	- 12.0%	488	480	- 1.6%
Closed Sales		118	106	- 10.2%	486	486	0.0%
Days on Market Until Sale		70	62	- 11.4%	70	59	- 15.7%
Median Sales Price		\$215,000	\$225,500	+ 4.9%	\$211,260	\$221,000	+ 4.6%
Percent of List Price Received		97.2%	98.5%	+ 1.3%	97.9%	97.8%	- 0.1%
Housing Affordability Index		167	151	- 9.6%	170	154	- 9.4%
Inventory of Homes for Sale		124	113	- 8.9%	--	--	--
Months Supply of Inventory		3.0	2.8	- 6.7%	--	--	--

Single-Family Attached Market Overview

Key metrics by report quarter and for year-to-date (YTD) starting from the first of the year. Single-Family Attached properties only.



Fluvanna County

Key Metrics	Historical Sparkbars	Q4-2017	Q4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		0	1	--	2	6	+ 200.0%
Pending Sales		0	1	--	3	6	+ 100.0%
Closed Sales		0	0	0.0%	5	4	- 20.0%
Days on Market Until Sale		71	--	--	71	33	- 53.5%
Median Sales Price		--	--	--	\$219,725	\$225,000	+ 2.4%
Percent of List Price Received		--	--	--	98.3%	99.0%	+ 0.7%
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		0	0	0.0%	--	--	--
Months Supply of Inventory		0.0	0.0	0.0%	--	--	--

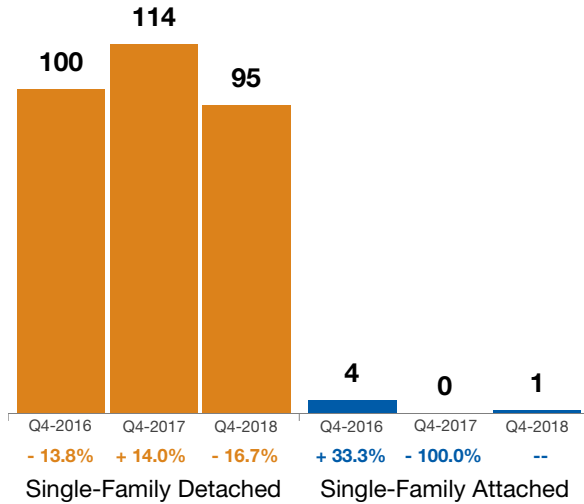
New Listings

A count of the properties that have been newly listed on the market in a given quarter.

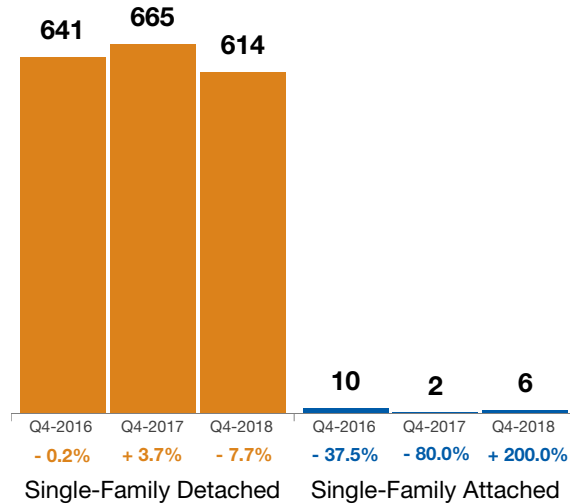


Fluvanna County

Q4-2018

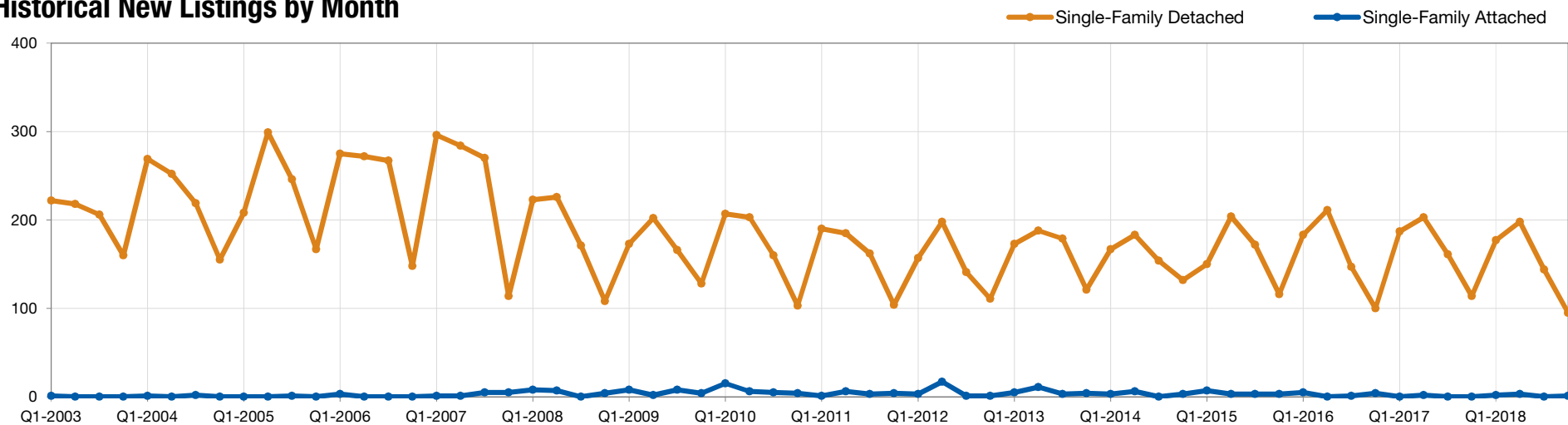


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	183	+22.0%	5	-28.6%
Q2-2016	211	+3.4%	0	-100.0%
Q3-2016	147	-14.5%	1	-66.7%
Q4-2016	100	-13.8%	4	+33.3%
Q1-2017	187	+2.2%	0	-100.0%
Q2-2017	203	-3.8%	2	--
Q3-2017	161	+9.5%	0	-100.0%
Q4-2017	114	+14.0%	0	-100.0%
Q1-2018	177	-5.3%	2	--
Q2-2018	198	-2.5%	3	+50.0%
Q3-2018	144	-10.6%	0	0.0%
Q4-2018	95	-16.7%	1	--

Historical New Listings by Month



Pending Sales

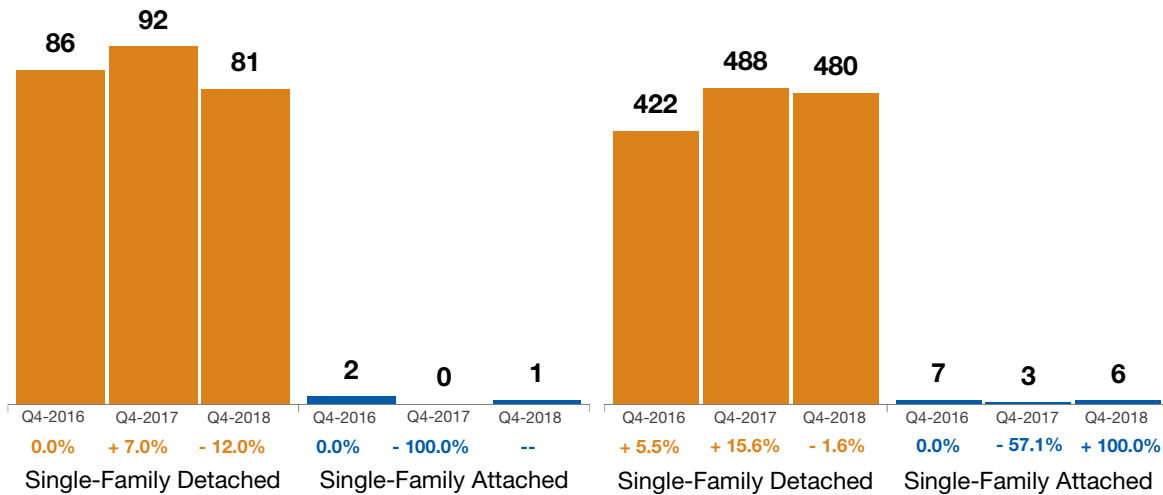
A count of the properties on which offers have been accepted in a given quarter.



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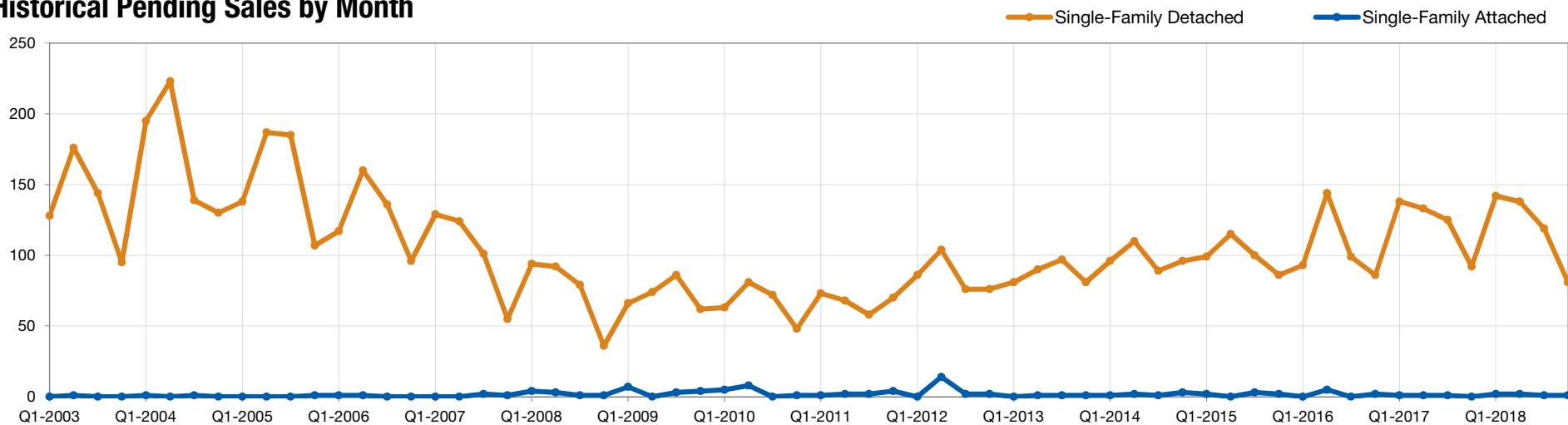
Q4-2018

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	93	-6.1%	0	-100.0%
Q2-2016	144	+25.2%	5	--
Q3-2016	99	-1.0%	0	-100.0%
Q4-2016	86	0.0%	2	0.0%
Q1-2017	138	+48.4%	1	--
Q2-2017	133	-7.6%	1	-80.0%
Q3-2017	125	+26.3%	1	--
Q4-2017	92	+7.0%	0	-100.0%
Q1-2018	142	+2.9%	2	+100.0%
Q2-2018	138	+3.8%	2	+100.0%
Q3-2018	119	-4.8%	1	0.0%
Q4-2018	81	-12.0%	1	--

Historical Pending Sales by Month



Closed Sales

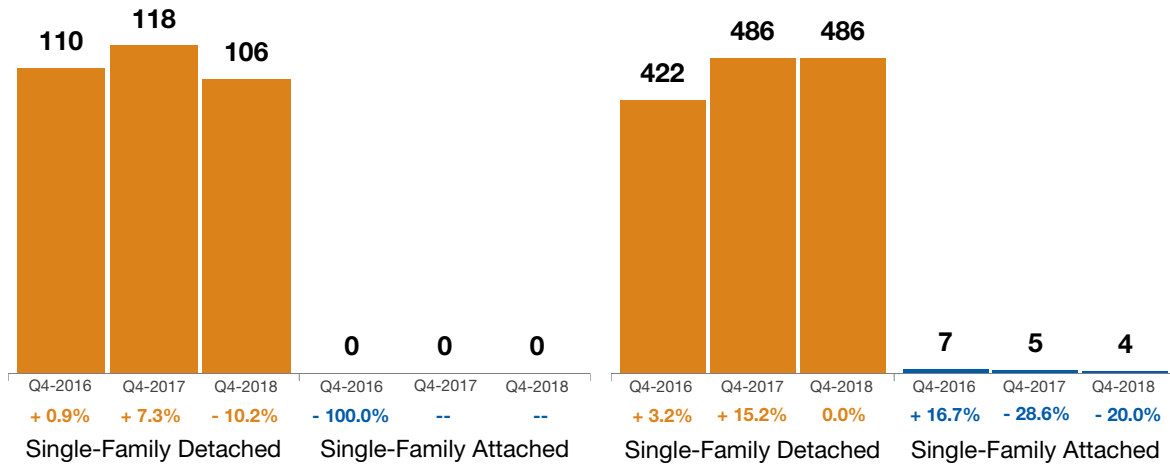
A count of the actual sales that closed in a given quarter.



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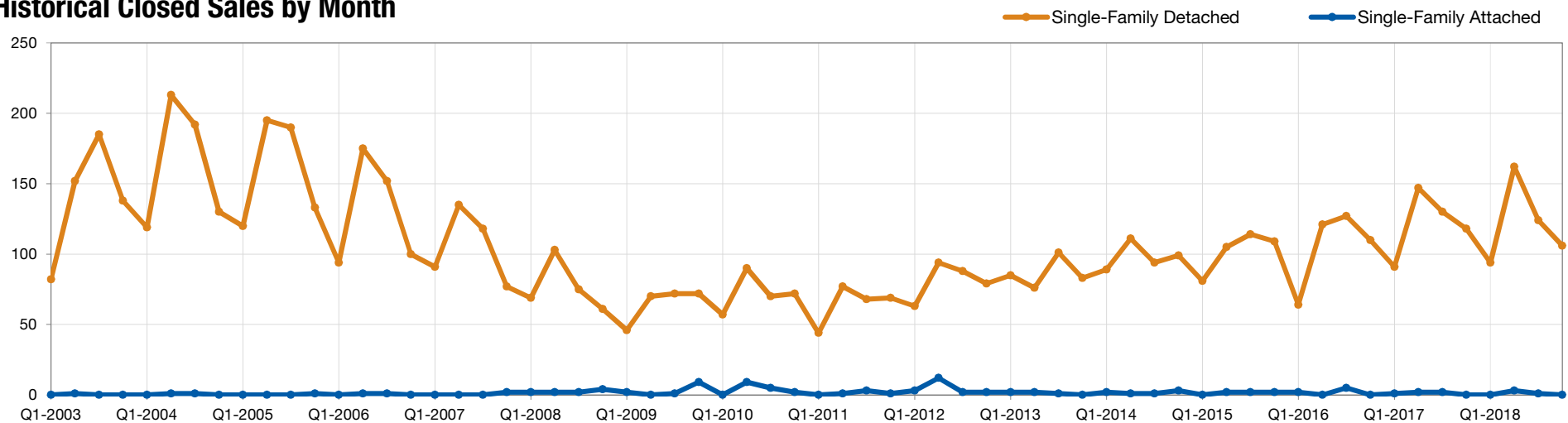
Q4-2018

Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	64	-21.0%	2	--
Q2-2016	121	+15.2%	0	-100.0%
Q3-2016	127	+11.4%	5	+150.0%
Q4-2016	110	+0.9%	0	-100.0%
Q1-2017	91	+42.2%	1	-50.0%
Q2-2017	147	+21.5%	2	--
Q3-2017	130	+2.4%	2	-60.0%
Q4-2017	118	+7.3%	0	0.0%
Q1-2018	94	+3.3%	0	-100.0%
Q2-2018	162	+10.2%	3	+50.0%
Q3-2018	124	-4.6%	1	-50.0%
Q4-2018	106	-10.2%	0	0.0%

Historical Closed Sales by Month



Days on Market Until Sale

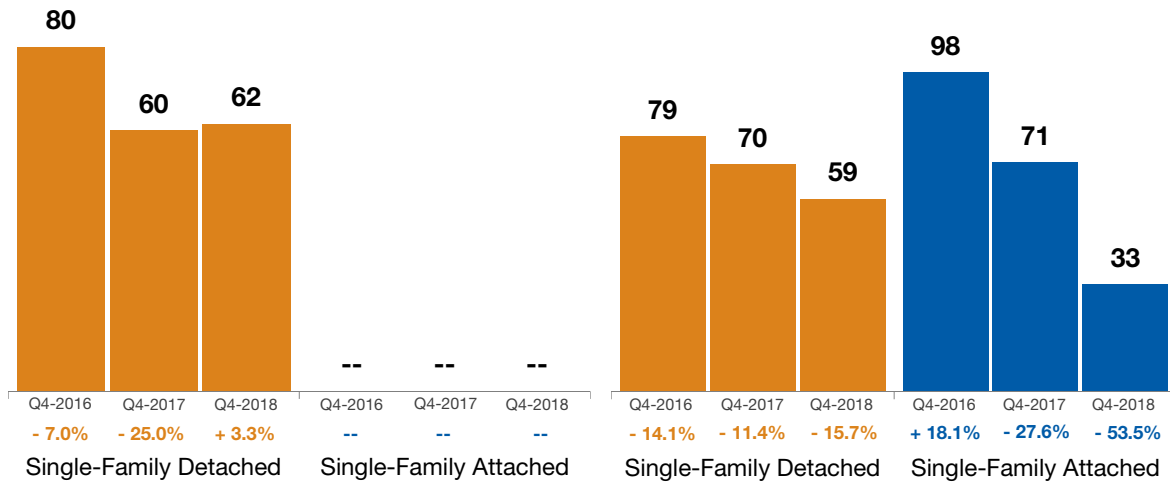
Median number of days between when a property is listed and when an offer is accepted in a given quarter.



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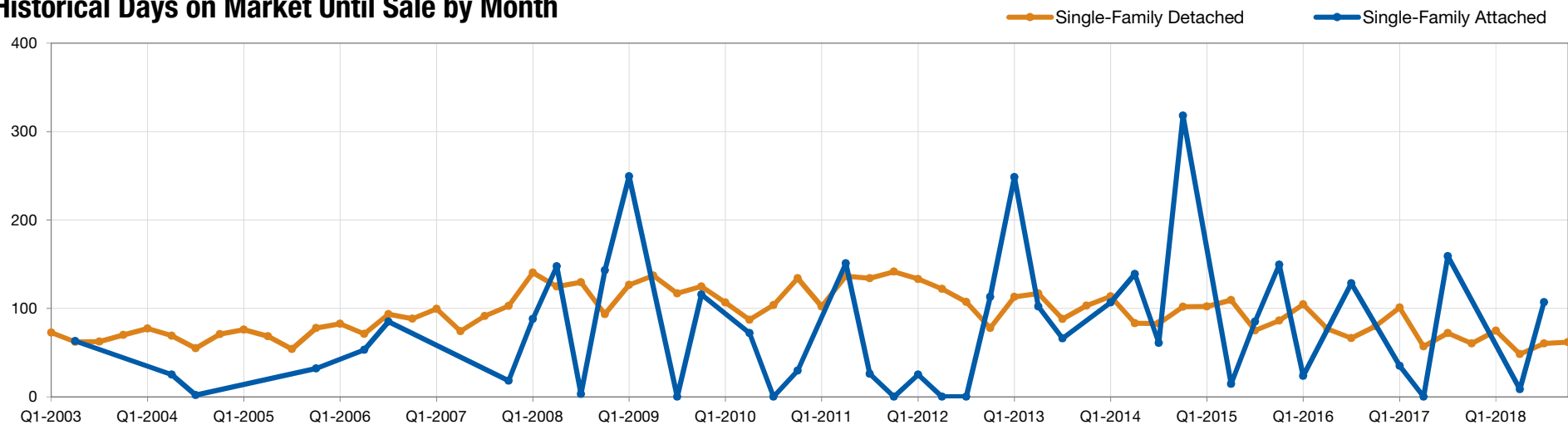
Q4-2018

Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	104	+2.0%	24	--
Q2-2016	77	-29.4%	--	--
Q3-2016	66	-12.0%	128	+50.6%
Q4-2016	80	-7.0%	--	--
Q1-2017	101	-2.9%	35	+45.8%
Q2-2017	57	-26.0%	0	--
Q3-2017	72	+9.1%	159	+24.2%
Q4-2017	60	-25.0%	--	--
Q1-2018	75	-25.7%	--	--
Q2-2018	48	-15.8%	8	--
Q3-2018	60	-16.7%	107	-32.7%
Q4-2018	62	+3.3%	--	--

Historical Days on Market Until Sale by Month



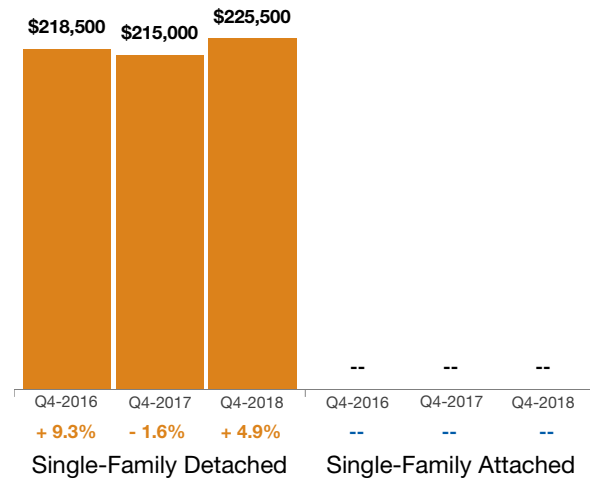
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.

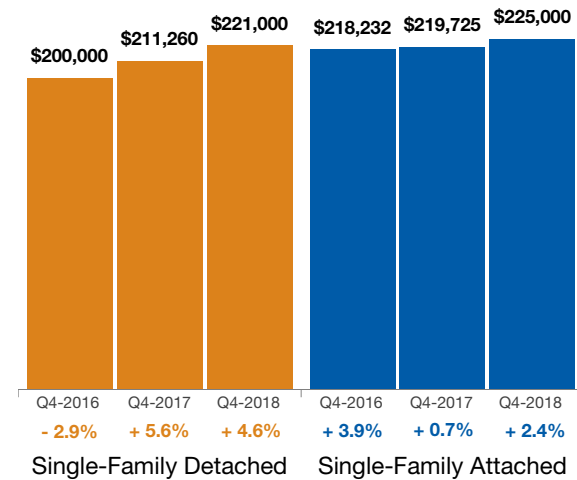


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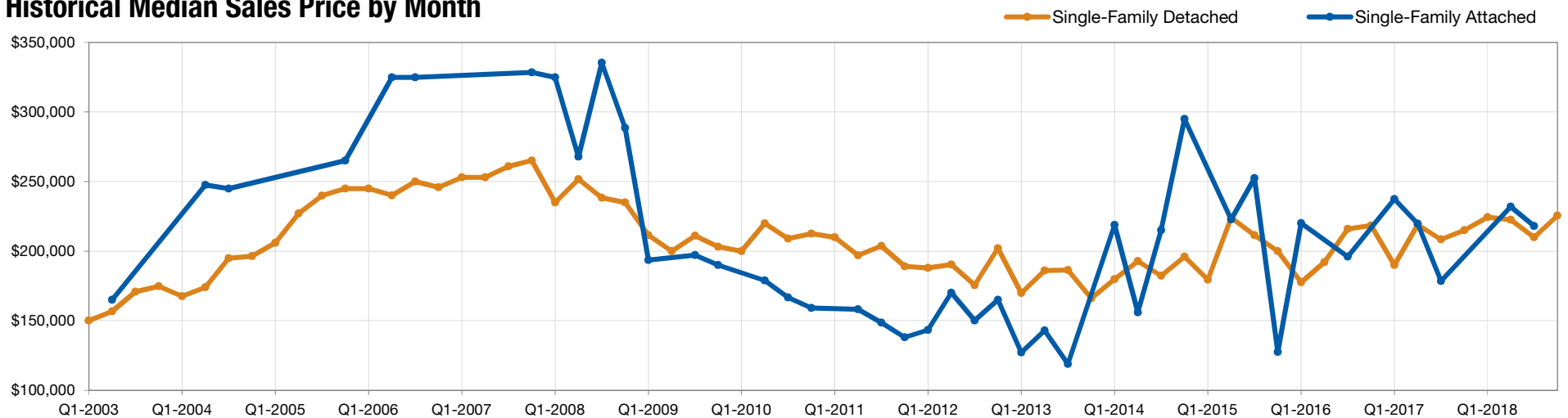


Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	\$177,500	-1.1%	\$220,116	--
Q2-2016	\$192,000	-14.3%	--	--
Q3-2016	\$216,000	+2.1%	\$196,000	-22.4%
Q4-2016	\$218,500	+9.3%	--	--
Q1-2017	\$190,000	+7.0%	\$237,500	+7.9%
Q2-2017	\$219,000	+14.1%	\$219,725	--
Q3-2017	\$208,500	-3.5%	\$178,500	-8.9%
Q4-2017	\$215,000	-1.6%	--	--
Q1-2018	\$224,500	+18.2%	--	--
Q2-2018	\$222,500	+1.6%	\$232,000	+5.6%
Q3-2018	\$210,000	+0.7%	\$218,000	+22.1%
Q4-2018	\$225,500	+4.9%	--	--

Historical Median Sales Price by Month



Percent of List Price Received

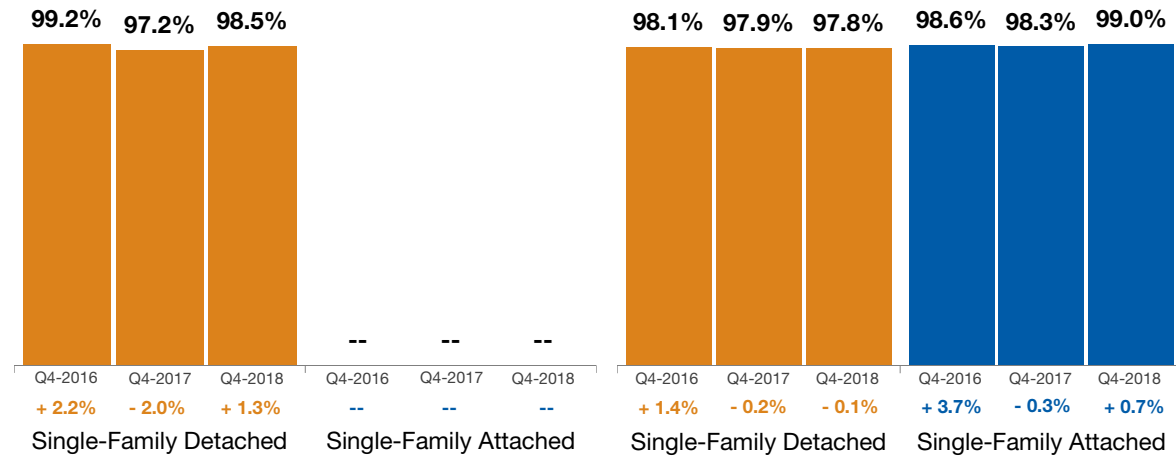
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



Fluvanna County

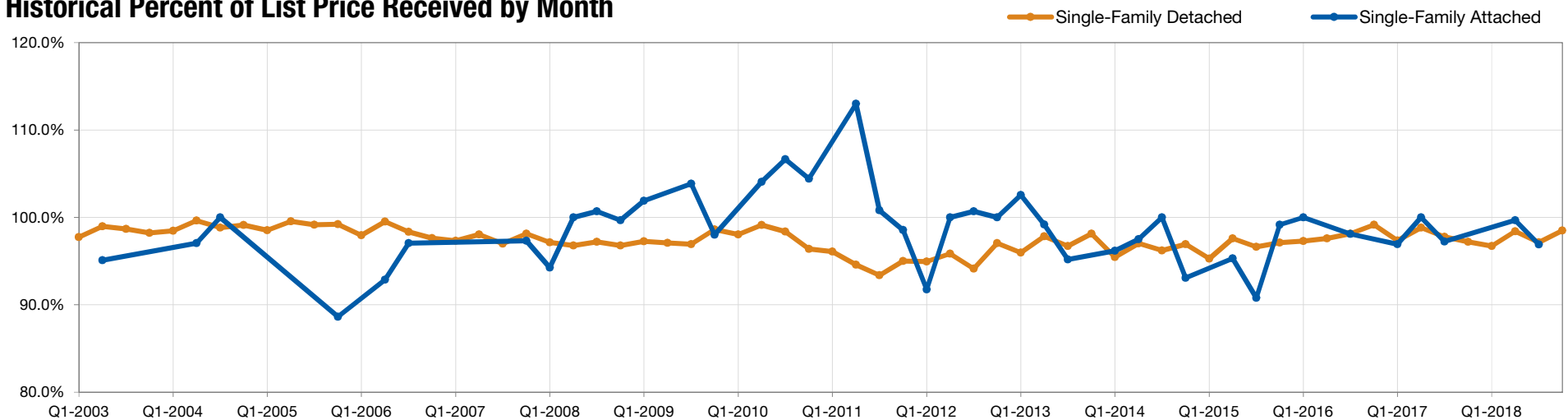
Q4-2018

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	97.3%	+2.1%	100.0%	--
Q2-2016	97.6%	0.0%	--	--
Q3-2016	98.1%	+1.6%	98.1%	+8.0%
Q4-2016	99.2%	+2.2%	--	--
Q1-2017	97.3%	0.0%	96.9%	-3.1%
Q2-2017	98.8%	+1.2%	100.0%	--
Q3-2017	97.8%	-0.3%	97.2%	-0.9%
Q4-2017	97.2%	-2.0%	--	--
Q1-2018	96.7%	-0.6%	--	--
Q2-2018	98.4%	-0.4%	99.7%	-0.3%
Q3-2018	97.1%	-0.7%	96.9%	-0.3%
Q4-2018	98.5%	+1.3%	--	--

Historical Percent of List Price Received by Month



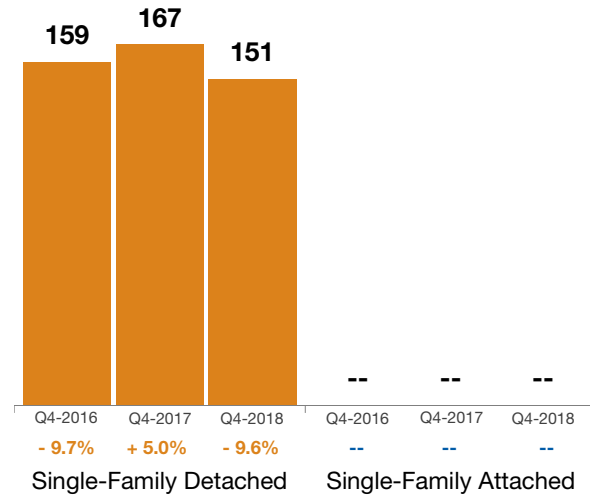
Housing Affordability Index

A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.

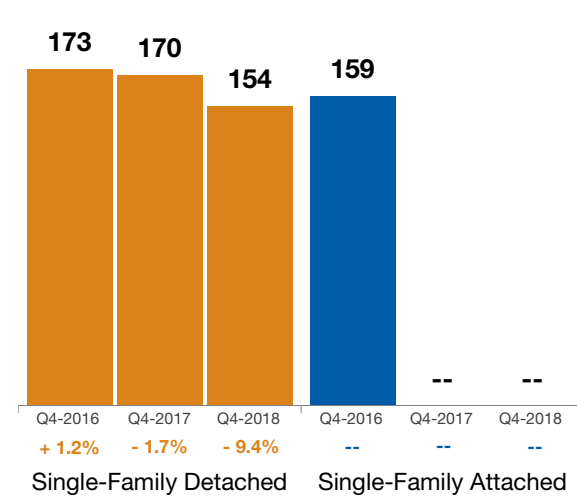


Fluvanna County

Q4-2018

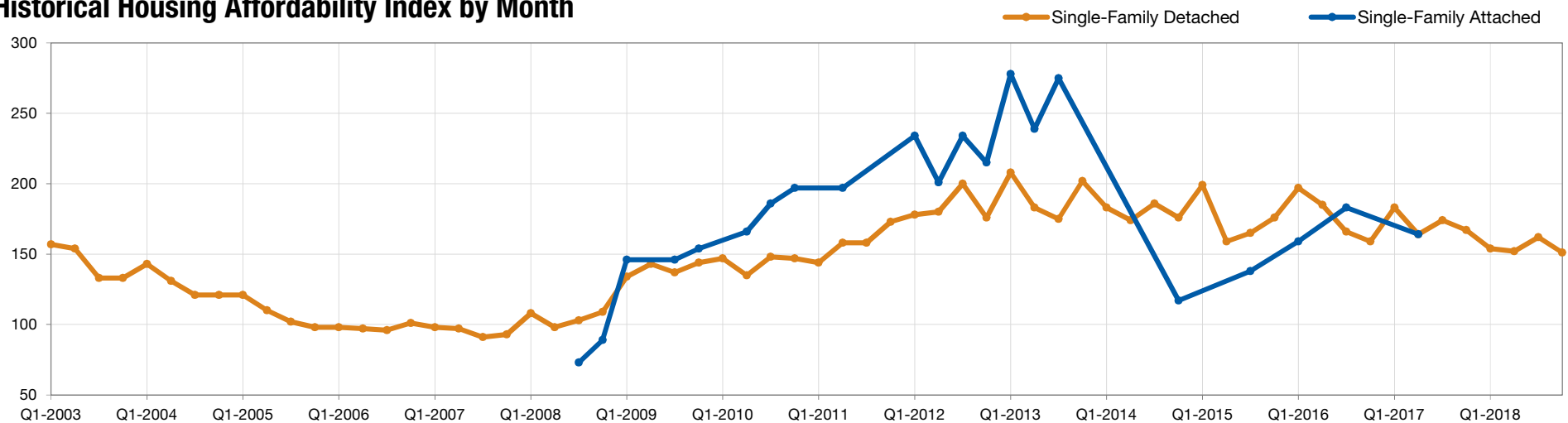


Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	197	-1.0%	159	--
Q2-2016	185	+16.4%	--	--
Q3-2016	166	+0.6%	183	+32.6%
Q4-2016	159	-9.7%	--	--
Q1-2017	183	-7.1%	--	--
Q2-2017	164	-11.4%	164	--
Q3-2017	174	+4.8%	--	--
Q4-2017	167	+5.0%	--	--
Q1-2018	154	-15.8%	--	--
Q2-2018	152	-7.3%	--	--
Q3-2018	162	-6.9%	--	--
Q4-2018	151	-9.6%	--	--

Historical Housing Affordability Index by Month



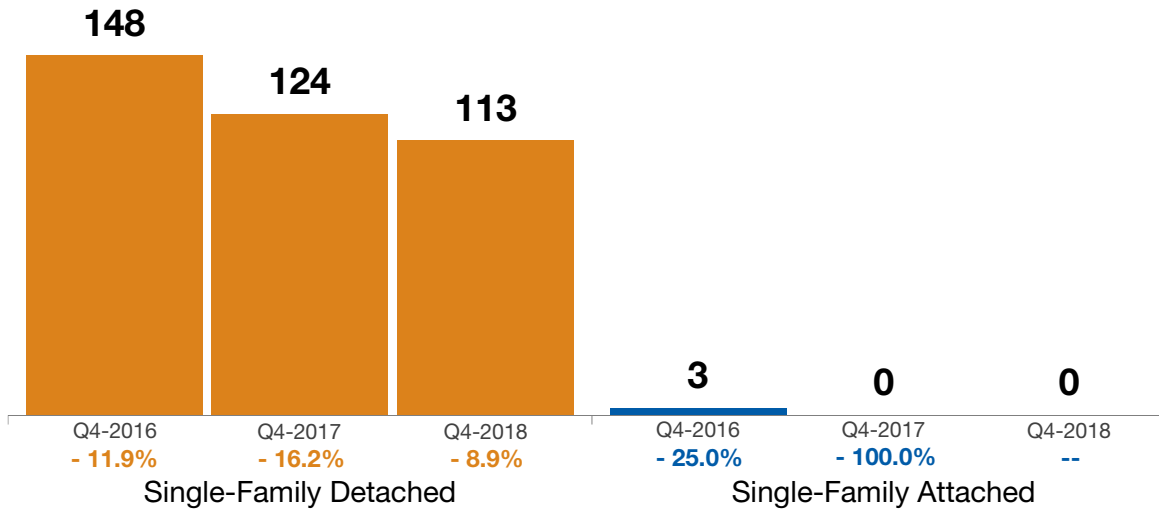
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given quarter.



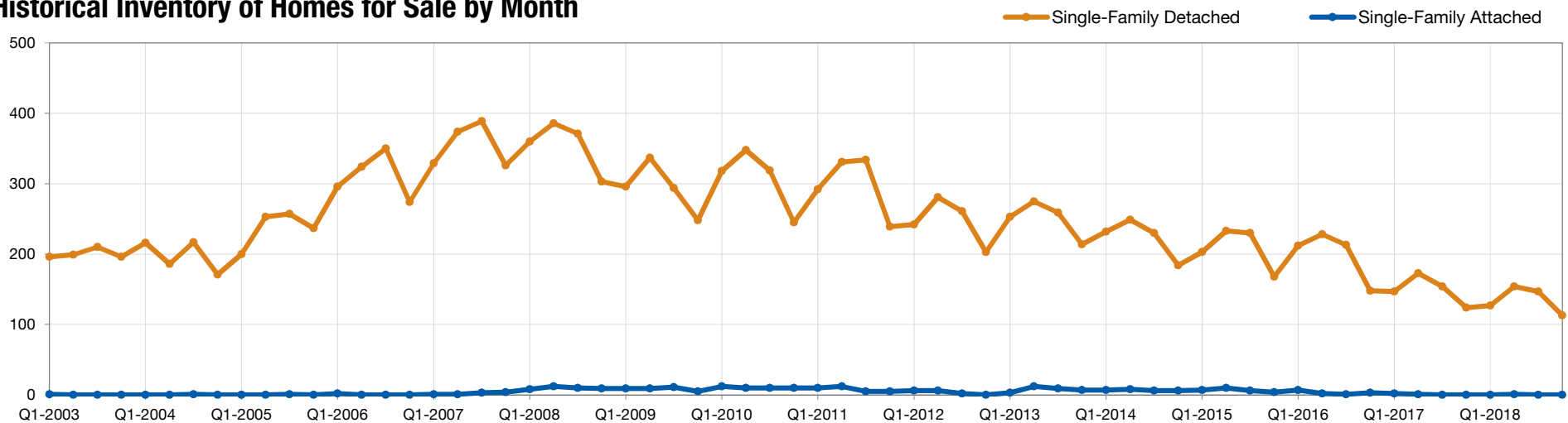
Fluvanna County

Q4-2018



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	212	+4.4%	7	0.0%
Q2-2016	228	-2.1%	2	-80.0%
Q3-2016	213	-7.4%	1	-83.3%
Q4-2016	148	-11.9%	3	-25.0%
Q1-2017	147	-30.7%	2	-71.4%
Q2-2017	173	-24.1%	1	-50.0%
Q3-2017	154	-27.7%	0	-100.0%
Q4-2017	124	-16.2%	0	-100.0%
Q1-2018	127	-13.6%	0	-100.0%
Q2-2018	154	-11.0%	1	0.0%
Q3-2018	147	-4.5%	0	0.0%
Q4-2018	113	-8.9%	0	0.0%

Historical Inventory of Homes for Sale by Month



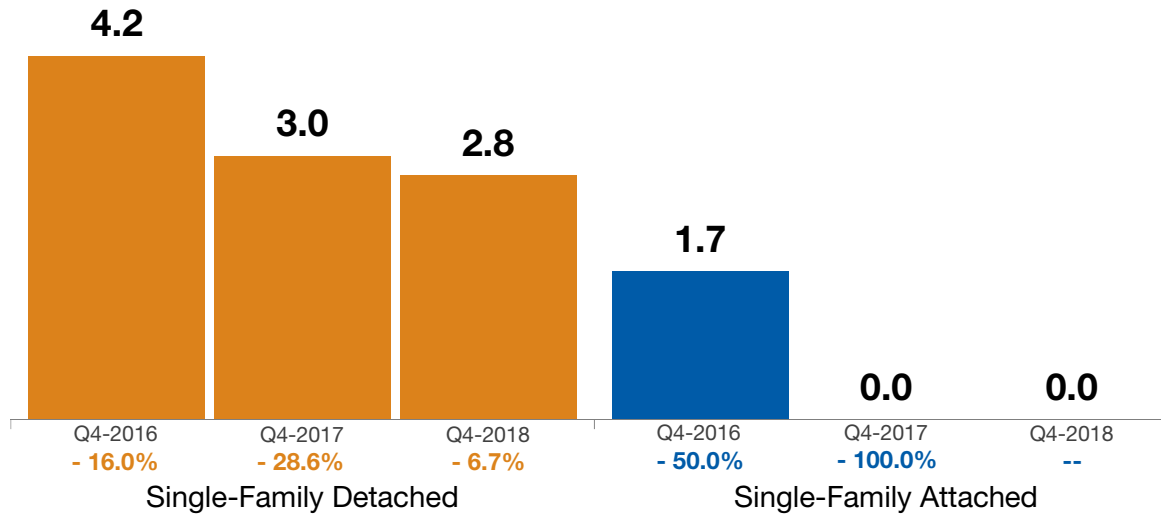
Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average quarterly pending sales from the last 4 quarters.



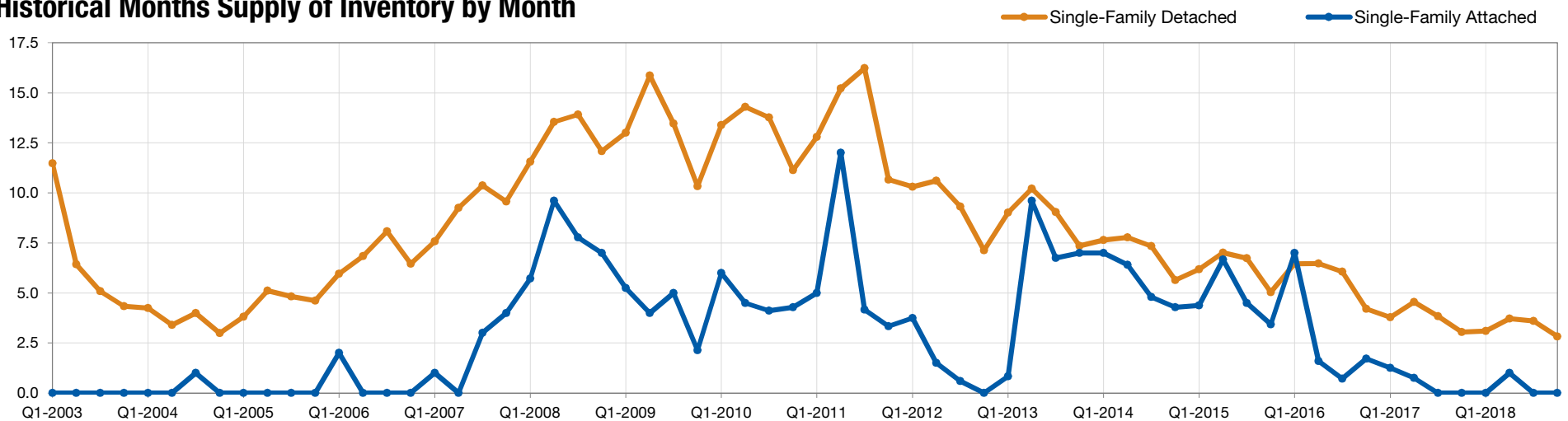
Fluvanna County

Q4-2018



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	6.5	+4.8%	7.0	+59.1%
Q2-2016	6.5	-7.1%	1.6	-76.1%
Q3-2016	6.1	-9.0%	0.7	-84.4%
Q4-2016	4.2	-16.0%	1.7	-50.0%
Q1-2017	3.8	-41.5%	1.3	-81.4%
Q2-2017	4.6	-29.2%	0.8	-50.0%
Q3-2017	3.8	-37.7%	0.0	-100.0%
Q4-2017	3.0	-28.6%	0.0	-100.0%
Q1-2018	3.1	-18.4%	0.0	-100.0%
Q2-2018	3.7	-19.6%	1.0	+25.0%
Q3-2018	3.6	-5.3%	0.0	0.0%
Q4-2018	2.8	-6.7%	0.0	0.0%

Historical Months Supply of Inventory by Month



All Properties Combined

Key metrics by report quarter and for year-to-date (YTD) starting from the first of the year.



Fluvanna County

Key Metrics	Historical Sparkbars	Q4-2017	Q4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		114	96	- 15.8%	667	620	- 7.0%
Pending Sales		92	82	- 10.9%	491	486	- 1.0%
Closed Sales		118	106	- 10.2%	491	490	- 0.2%
Days on Market Until Sale		60	62	+ 3.3%	70	59	- 15.7%
Median Sales Price		\$215,000	\$225,500	+ 4.9%	\$212,500	\$221,000	+ 4.0%
Percent of List Price Received		97.2%	98.5%	+ 1.3%	97.9%	97.8%	- 0.1%
Housing Affordability Index		167	151	- 9.6%	169	154	- 8.9%
Inventory of Homes for Sale		124	113	- 8.9%	--	--	--
Months Supply of Inventory		3.0	2.8	- 6.7%	--	--	--