

# CAAR Market Report

Greene County



## Q4-2018

Closed Sales increased 23.4 percent for Single-Family Detached homes only 1 recorded sale for Single-Family Attached homes. Pending Sales increased 1.8 percent for Single-Family Detached homes only 1 recorded pending sale for Single-Family Attached homes. Inventory decreased 7.6 percent for Single-Family Detached homes and no current inventory Single-Family Attached homes.

The Median Sales Price increased 7.0 percent to \$254,115 for Single-Family Detached homes and \$85,000 for Single-Family Attached homes. Days on Market decreased 39.4 percent for Single-Family Detached homes but 13 Days on Market for Single-Family Attached homes. Homeownership was less affordable, as the Housing Affordability Index was down 11.3 percent over last year, at 134.

## Quick Facts

**+ 25.0%**

**+ 6.7%**

**- 7.6%**

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.



Greene County

Key Metrics	Historical Sparkbars	Q4-2017	Q4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		65	73	+ 12.3%	357	429	+ 20.2%
<b>Pending Sales</b>		56	57	+ 1.8%	256	330	+ 28.9%
<b>Closed Sales</b>		64	79	+ 23.4%	265	299	+ 12.8%
<b>Days on Market Until Sale</b>		66	40	- 39.4%	66	51	- 22.7%
<b>Median Sales Price</b>		\$237,500	\$254,115	+ 7.0%	\$248,000	\$252,000	+ 1.6%
<b>Percent of List Price Received</b>		98.4%	97.9%	- 0.5%	97.9%	98.3%	+ 0.4%
<b>Housing Affordability Index</b>		151	134	- 11.3%	145	135	- 6.9%
<b>Inventory of Homes for Sale</b>		66	61	- 7.6%	--	--	--
<b>Months Supply of Inventory</b>		3.1	2.2	- 29.0%	--	--	--

# 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.



Greene County

Key Metrics	Historical Sparkbars	Q4-2017	Q4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		0	1	--	0	1	--
<b>Pending Sales</b>		0	1	--	0	1	--
<b>Closed Sales</b>		0	1	--	0	1	--
<b>Days on Market Until Sale</b>		--	13	--	--	13	--
<b>Median Sales Price</b>		--	\$85,000	--	--	\$85,000	--
<b>Percent of List Price Received</b>		--	100.0%	--	--	100.0%	--
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		0	0	0.0%	--	--	--
<b>Months Supply of Inventory</b>		0.0	0.0	0.0%	--	--	--

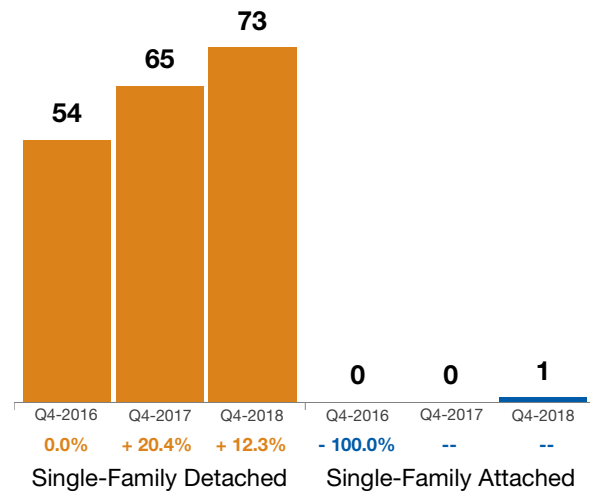
# New Listings

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

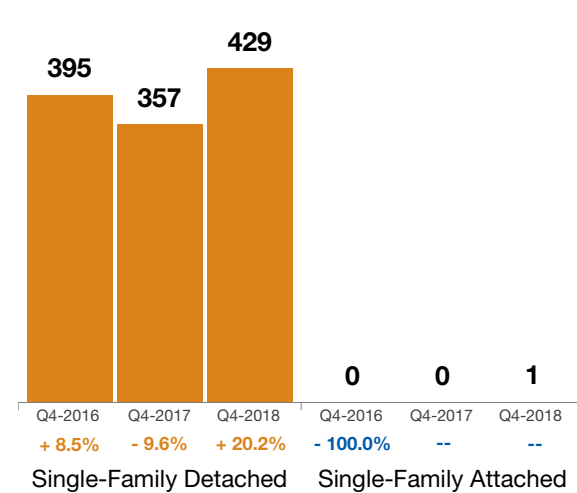


Greene County

## Q4-2018

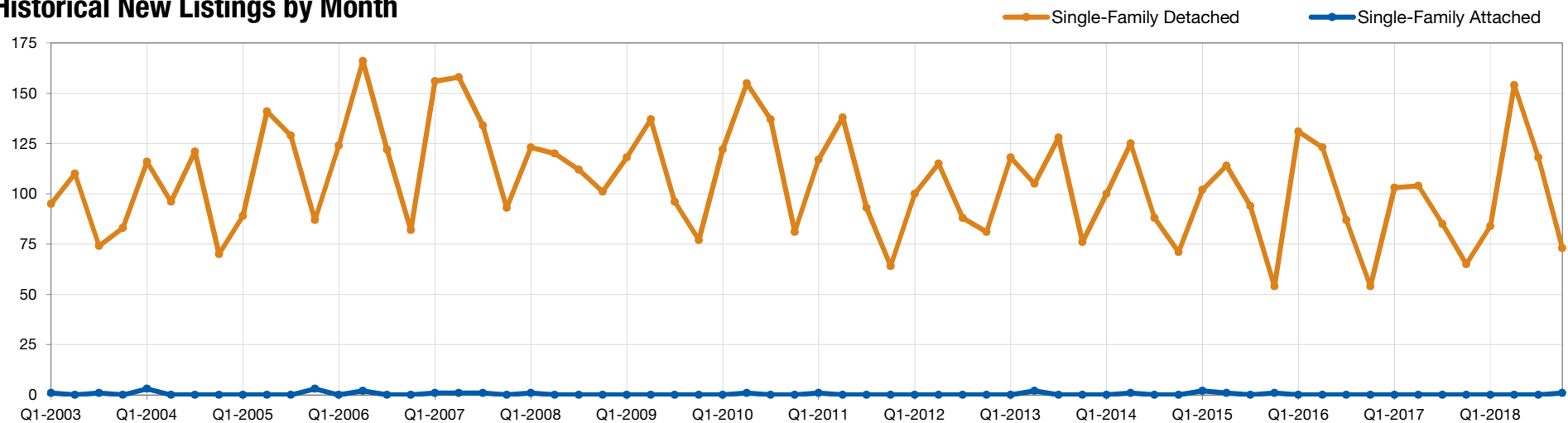


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	131	+28.4%	0	-100.0%
Q2-2016	123	+7.9%	0	-100.0%
Q3-2016	87	-7.4%	0	0.0%
Q4-2016	54	0.0%	0	-100.0%
Q1-2017	103	-21.4%	0	0.0%
Q2-2017	104	-15.4%	0	0.0%
Q3-2017	85	-2.3%	0	0.0%
Q4-2017	65	+20.4%	0	0.0%
Q1-2018	84	-18.4%	0	0.0%
Q2-2018	154	+48.1%	0	0.0%
Q3-2018	118	+38.8%	0	0.0%
<b>Q4-2018</b>	<b>73</b>	<b>+12.3%</b>	<b>1</b>	<b>--</b>

## Historical New Listings by Month



# Pending Sales

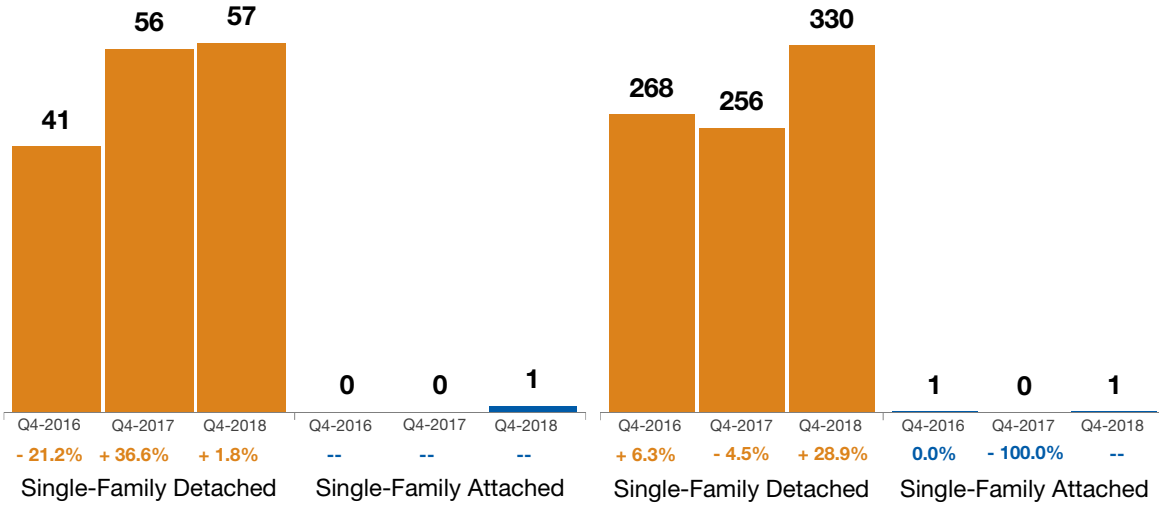
A count of the properties on which offers have been accepted in a given quarter.



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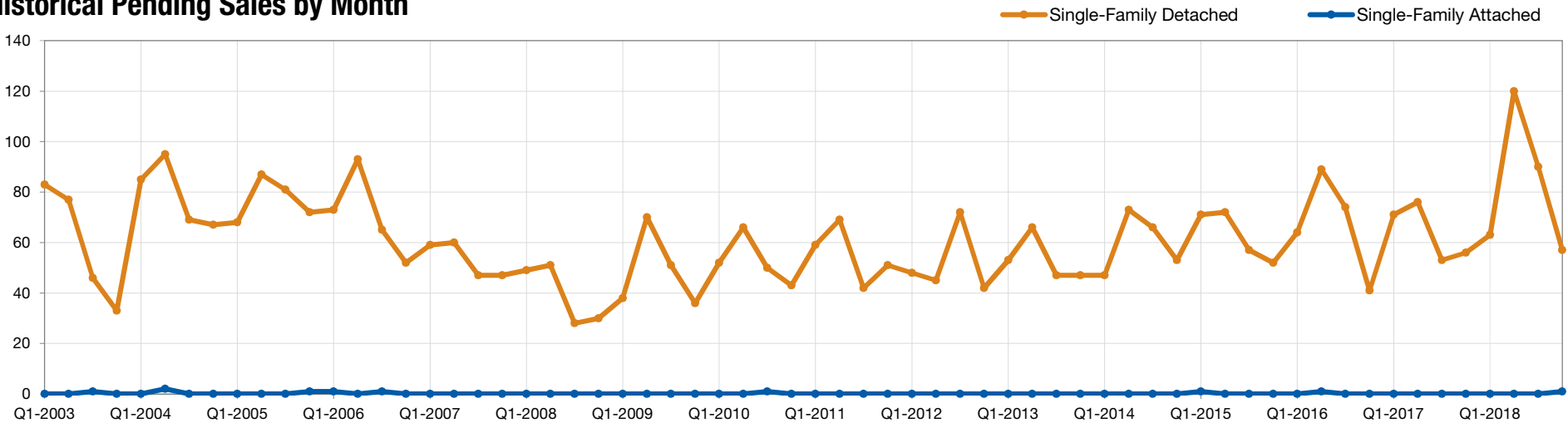
## Q4-2018

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	64	-9.9%	0	-100.0%
Q2-2016	89	+23.6%	1	--
Q3-2016	74	+29.8%	0	0.0%
Q4-2016	41	-21.2%	0	0.0%
Q1-2017	71	+10.9%	0	0.0%
Q2-2017	76	-14.6%	0	-100.0%
Q3-2017	53	-28.4%	0	0.0%
Q4-2017	56	+36.6%	0	0.0%
Q1-2018	63	-11.3%	0	0.0%
Q2-2018	120	+57.9%	0	0.0%
Q3-2018	90	+69.8%	0	0.0%
<b>Q4-2018</b>	<b>57</b>	<b>+1.8%</b>	<b>1</b>	<b>--</b>

## Historical Pending Sales by Month



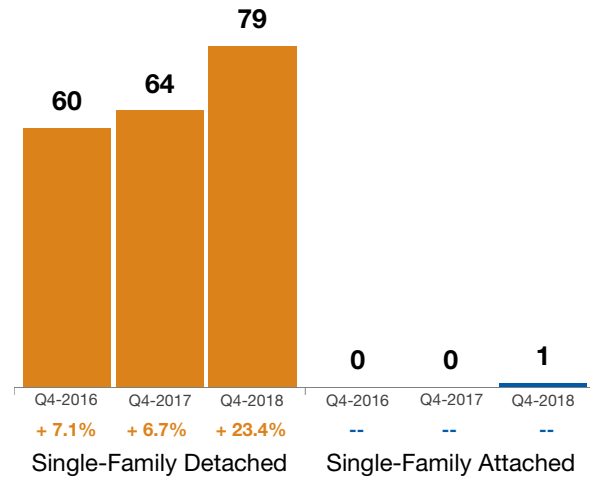
# Closed Sales

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

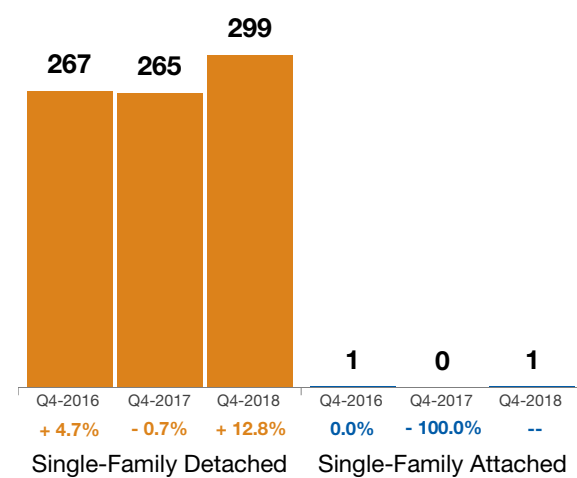


Greene County

## Q4-2018

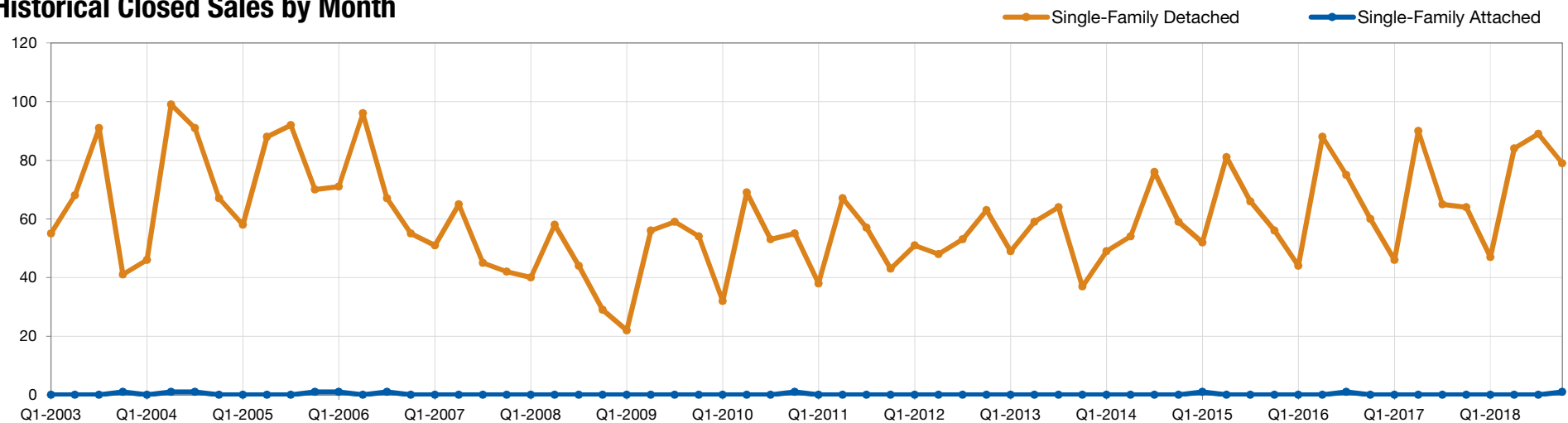


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	44	-15.4%	0	-100.0%
Q2-2016	88	+8.6%	0	0.0%
Q3-2016	75	+13.6%	1	--
Q4-2016	60	+7.1%	0	0.0%
Q1-2017	46	+4.5%	0	0.0%
Q2-2017	90	+2.3%	0	0.0%
Q3-2017	65	-13.3%	0	-100.0%
Q4-2017	64	+6.7%	0	0.0%
Q1-2018	47	+2.2%	0	0.0%
Q2-2018	84	-6.7%	0	0.0%
Q3-2018	89	+36.9%	0	0.0%
<b>Q4-2018</b>	<b>79</b>	<b>+23.4%</b>	<b>1</b>	<b>--</b>

## Historical Closed Sales by Month



# Days on Market Until Sale

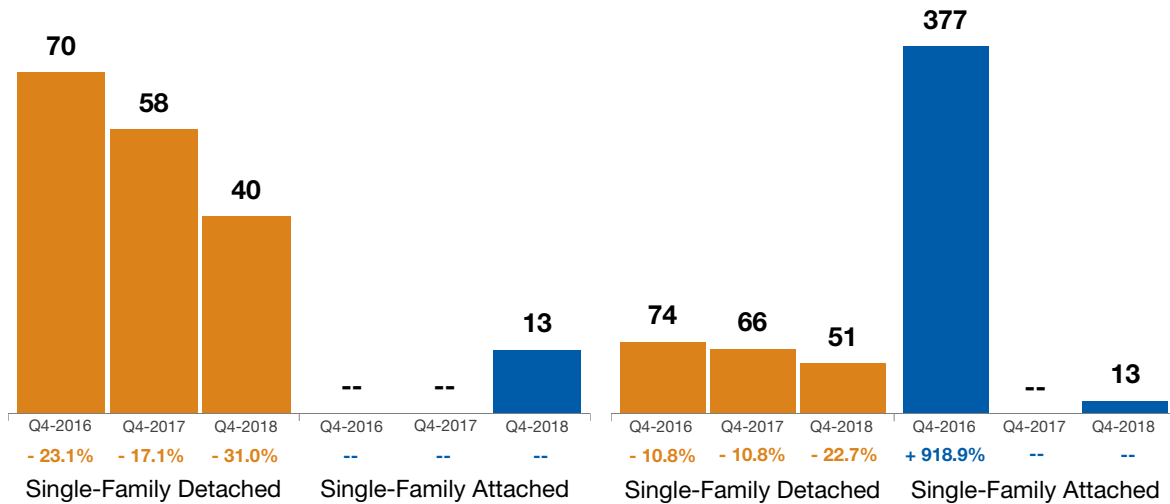
Median number of days between when a property is listed and when an offer is accepted in a given quarter.



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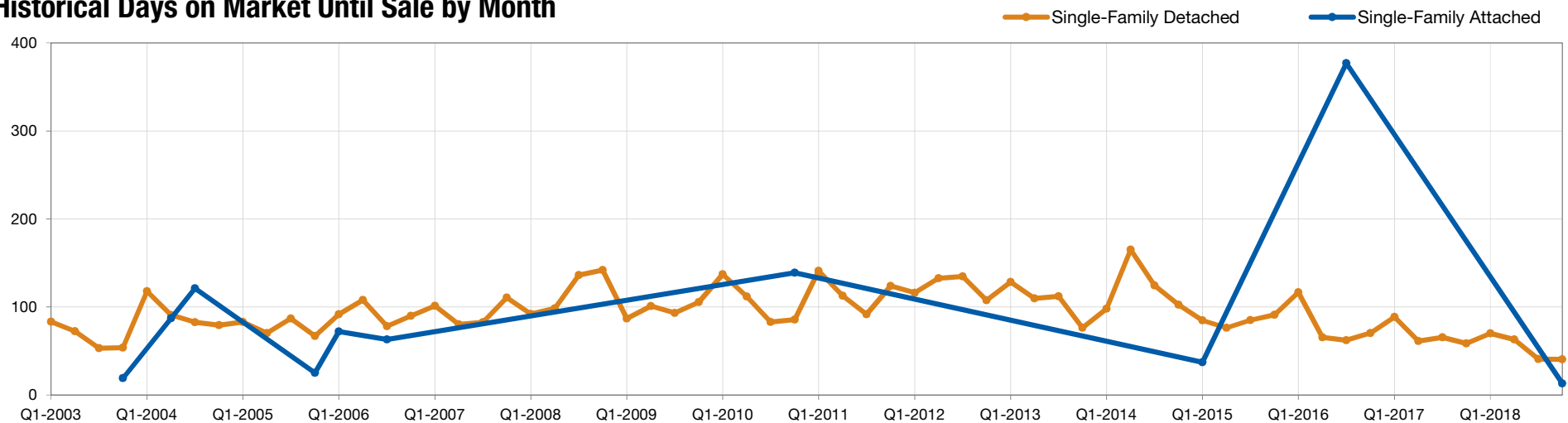
## Q4-2018

## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	116	+36.5%	--	--
Q2-2016	65	-14.5%	--	--
Q3-2016	62	-27.1%	377	--
Q4-2016	70	-23.1%	--	--
Q1-2017	89	-23.3%	--	--
Q2-2017	61	-6.2%	--	--
Q3-2017	65	+4.8%	--	--
Q4-2017	58	-17.1%	--	--
Q1-2018	70	-21.3%	--	--
Q2-2018	63	+3.3%	--	--
Q3-2018	41	-36.9%	--	--
<b>Q4-2018</b>	<b>40</b>	<b>-31.0%</b>	<b>13</b>	--

## Historical Days on Market Until Sale by Month



# Median Sales Price

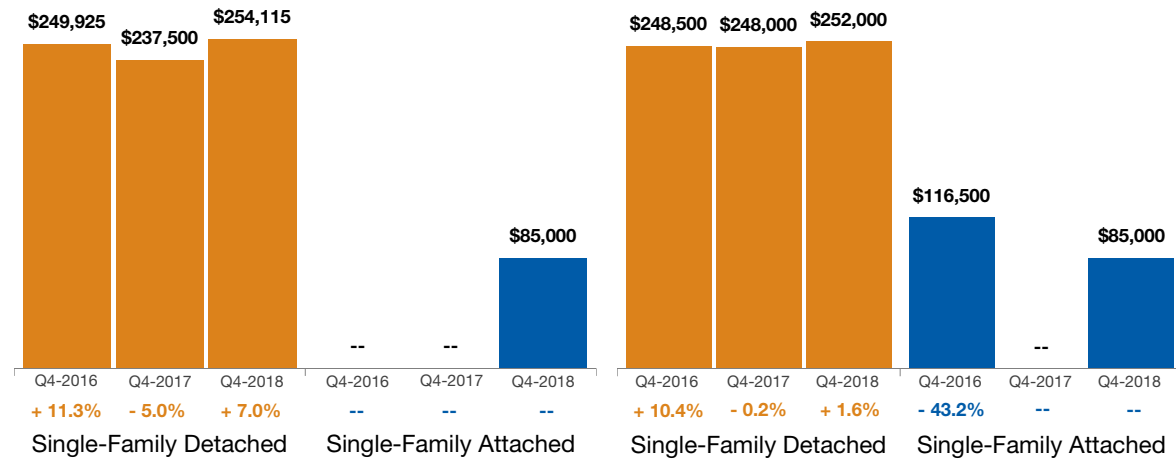
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



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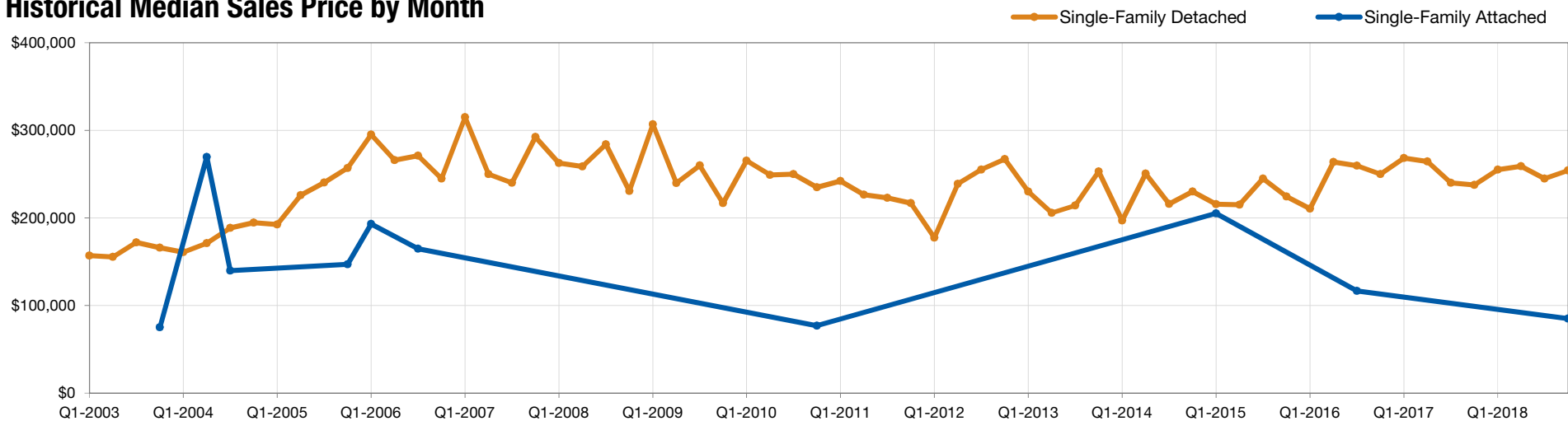
## Q4-2018

## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	\$210,450	-2.3%	--	--
Q2-2016	\$263,710	+22.7%	--	--
Q3-2016	\$259,500	+5.9%	\$116,500	--
Q4-2016	\$249,925	+11.3%	--	--
Q1-2017	\$268,475	+27.6%	--	--
Q2-2017	\$264,500	+0.3%	--	--
Q3-2017	\$240,000	-7.5%	--	--
Q4-2017	\$237,500	-5.0%	--	--
Q1-2018	\$255,000	-5.0%	--	--
Q2-2018	\$259,000	-2.1%	--	--
Q3-2018	\$245,000	+2.1%	--	--
<b>Q4-2018</b>	<b>\$254,115</b>	<b>+7.0%</b>	<b>\$85,000</b>	<b>--</b>

## Historical Median Sales Price by Month





# Percent of List Price Received

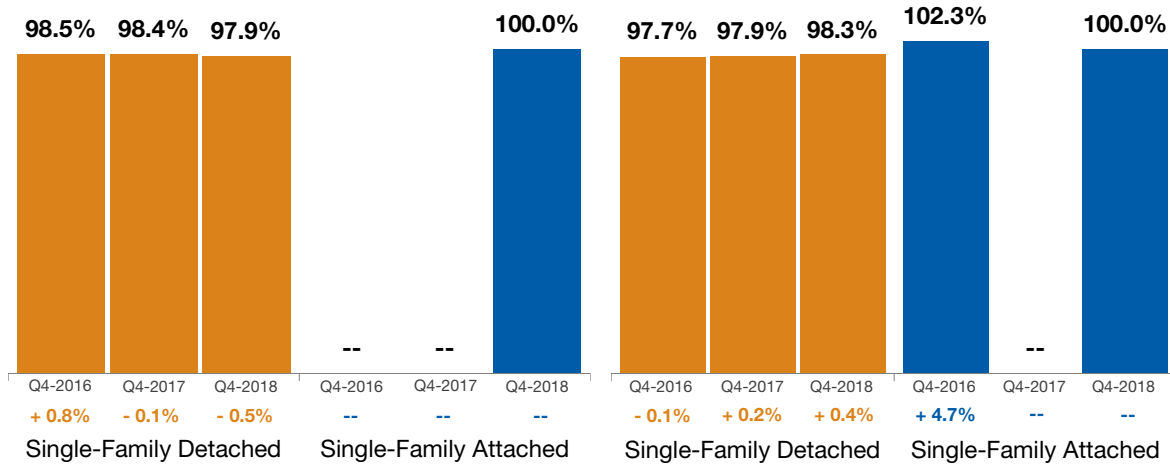
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



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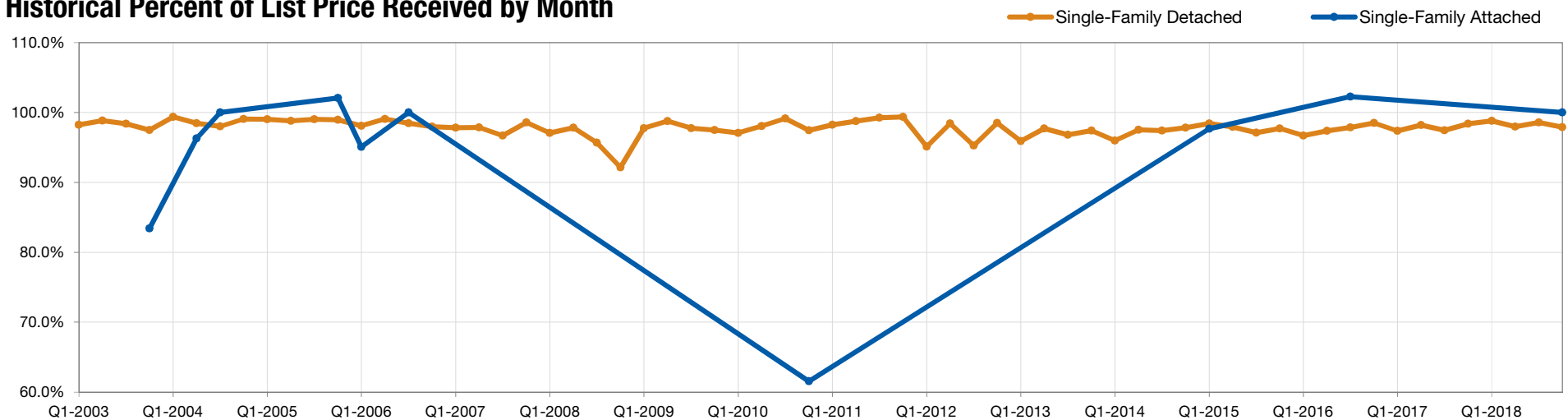
## Q4-2018

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	96.7%	-1.7%	--	--
Q2-2016	97.4%	-0.5%	--	--
Q3-2016	97.9%	+0.8%	102.3%	--
Q4-2016	98.5%	+0.8%	--	--
Q1-2017	97.4%	+0.7%	--	--
Q2-2017	98.2%	+0.8%	--	--
Q3-2017	97.5%	-0.4%	--	--
Q4-2017	98.4%	-0.1%	--	--
Q1-2018	98.8%	+1.4%	--	--
Q2-2018	98.0%	-0.2%	--	--
Q3-2018	98.6%	+1.1%	--	--
<b>Q4-2018</b>	<b>97.9%</b>	<b>-0.5%</b>	<b>100.0%</b>	<b>--</b>

## Historical Percent of List Price Received by Month



# Housing Affordability Index

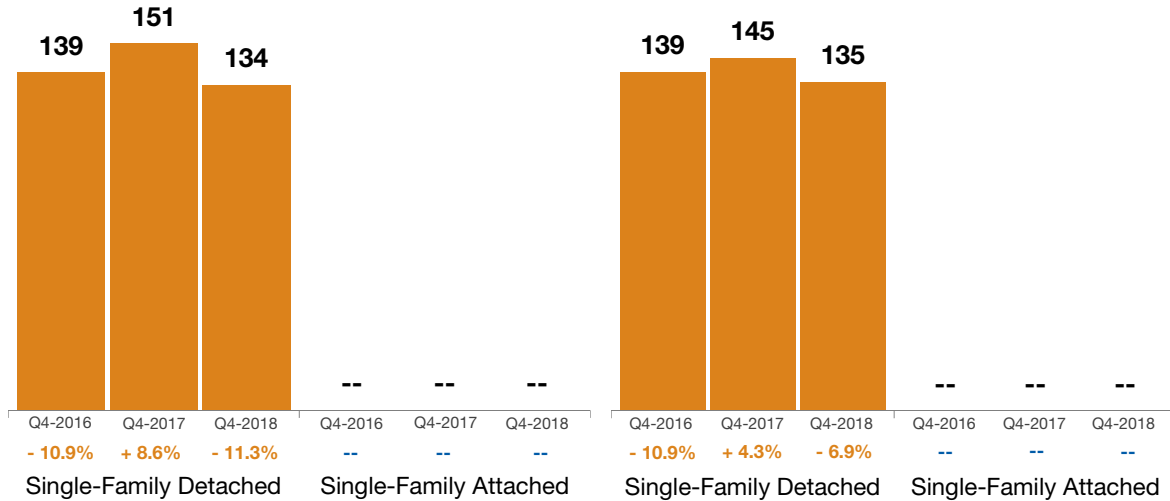
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



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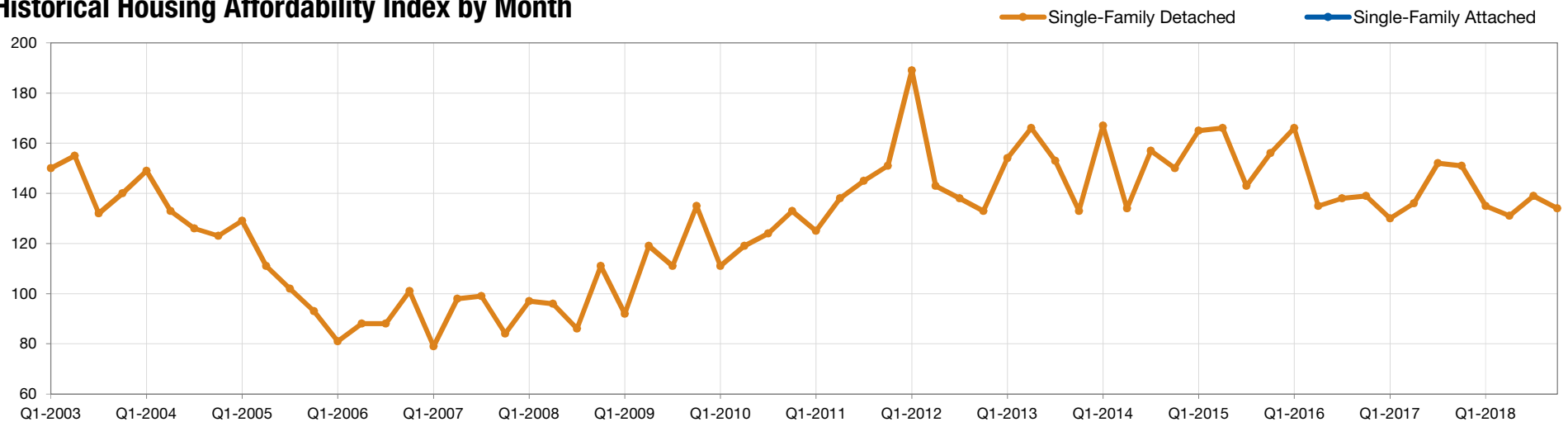
## Q4-2018

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	166	+0.6%	--	--
Q2-2016	135	-18.7%	--	--
Q3-2016	138	-3.5%	--	--
Q4-2016	139	-10.9%	--	--
Q1-2017	130	-21.7%	--	--
Q2-2017	136	+0.7%	--	--
Q3-2017	152	+10.1%	--	--
Q4-2017	151	+8.6%	--	--
Q1-2018	135	+3.8%	--	--
Q2-2018	131	-3.7%	--	--
Q3-2018	139	-8.6%	--	--
<b>Q4-2018</b>	<b>134</b>	<b>-11.3%</b>	--	--

## Historical Housing Affordability Index by Month



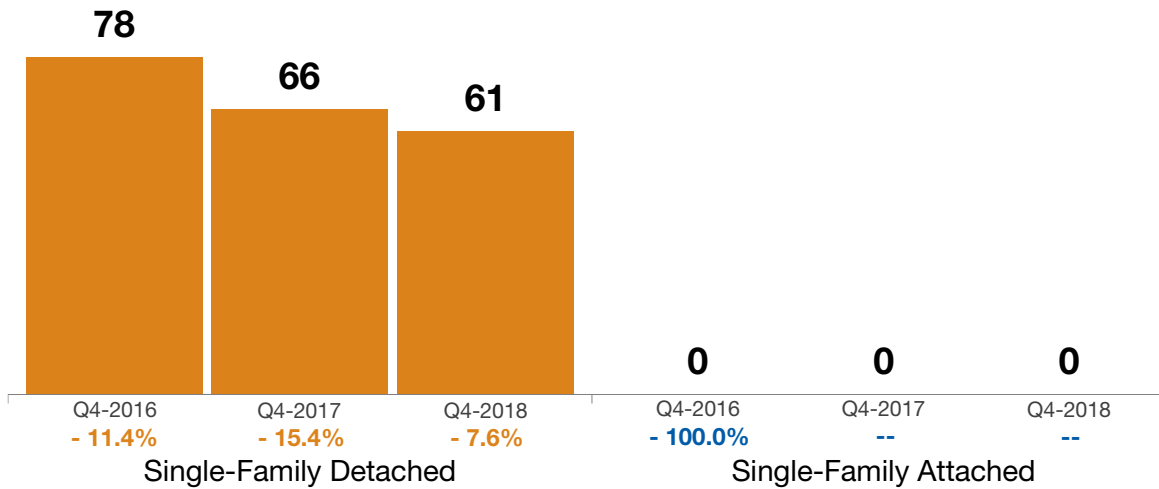
# Inventory of Homes for Sale

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



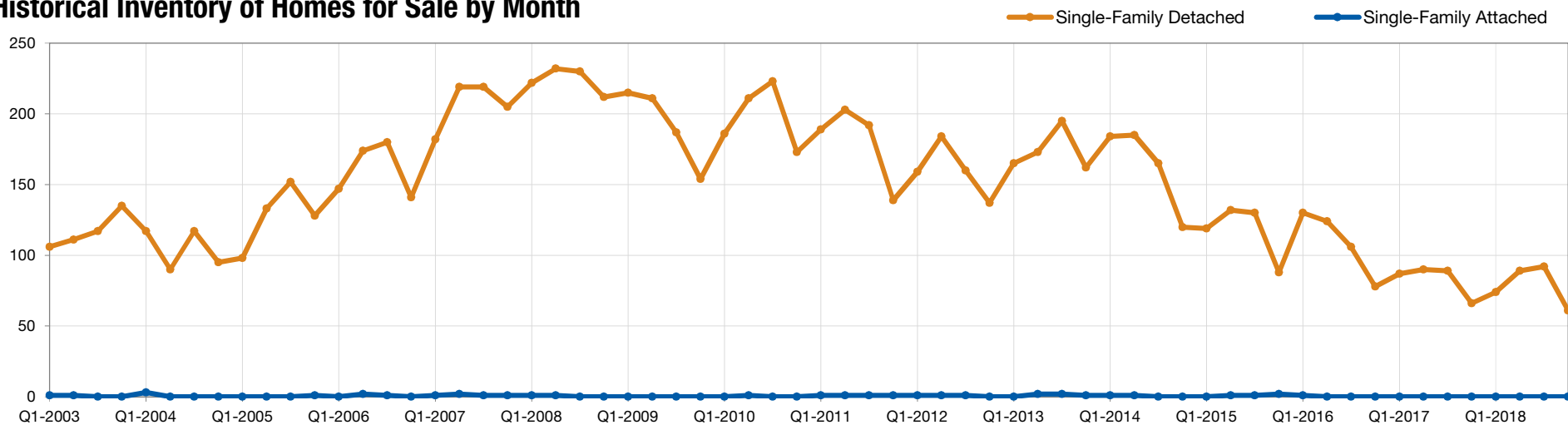
Greene County

## Q4-2018



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	130	+9.2%	1	--
Q2-2016	124	-6.1%	0	-100.0%
Q3-2016	106	-18.5%	0	-100.0%
Q4-2016	78	-11.4%	0	-100.0%
Q1-2017	87	-33.1%	0	-100.0%
Q2-2017	90	-27.4%	0	0.0%
Q3-2017	89	-16.0%	0	0.0%
Q4-2017	66	-15.4%	0	0.0%
Q1-2018	74	-14.9%	0	0.0%
Q2-2018	89	-1.1%	0	0.0%
Q3-2018	92	+3.4%	0	0.0%
<b>Q4-2018</b>	<b>61</b>	<b>-7.6%</b>	<b>0</b>	<b>0.0%</b>

## Historical Inventory of Homes for Sale by Month



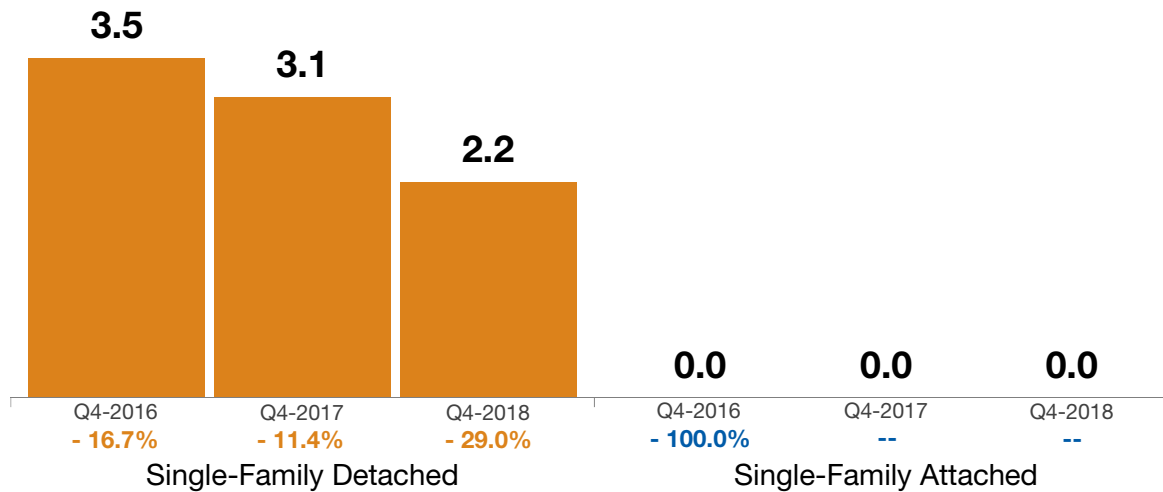
# Months Supply of Inventory

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.



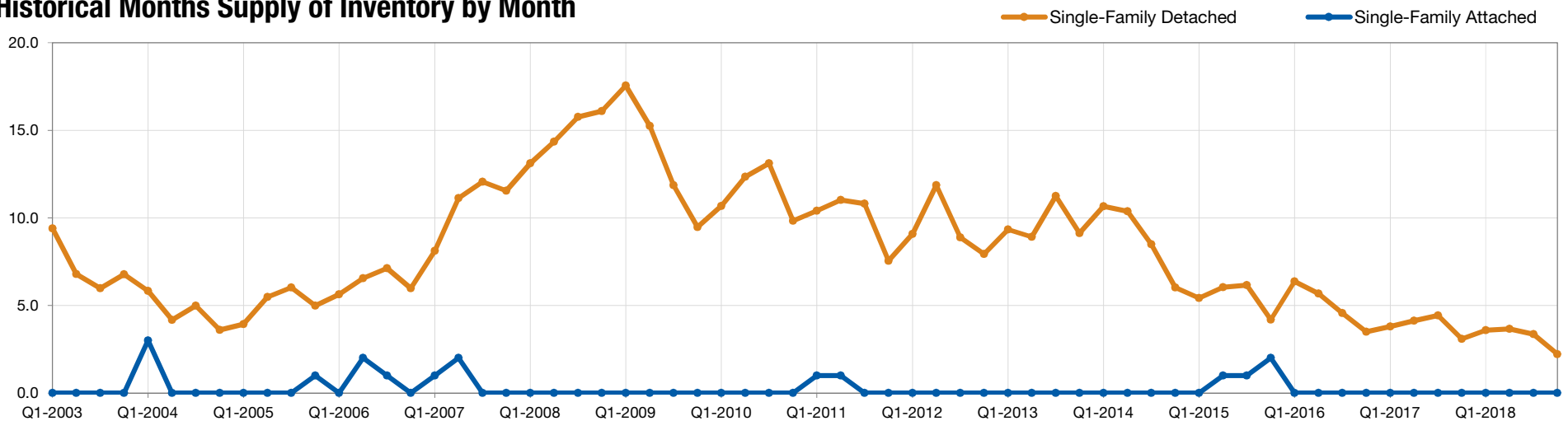
Greene County

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Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2016	6.4	+18.5%	--	0.0%
Q2-2016	5.7	-5.0%	0.0	-100.0%
Q3-2016	4.6	-25.8%	0.0	-100.0%
Q4-2016	3.5	-16.7%	0.0	-100.0%
Q1-2017	3.8	-40.6%	0.0	0.0%
Q2-2017	4.1	-28.1%	0.0	0.0%
Q3-2017	4.4	-4.3%	0.0	0.0%
Q4-2017	3.1	-11.4%	0.0	0.0%
Q1-2018	3.6	-5.3%	0.0	0.0%
Q2-2018	3.7	-9.8%	0.0	0.0%
Q3-2018	3.4	-22.7%	0.0	0.0%
<b>Q4-2018</b>	<b>2.2</b>	<b>-29.0%</b>	<b>0.0</b>	<b>0.0%</b>

## 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.



Greene County

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<b>Days on Market Until Sale</b>		58	40	- 31.0%	66	51	- 22.7%
<b>Median Sales Price</b>		\$237,500	\$253,493	+ 6.7%	\$248,000	\$251,750	+ 1.5%
<b>Percent of List Price Received</b>		98.4%	97.9%	- 0.5%	97.9%	98.3%	+ 0.4%
<b>Housing Affordability Index</b>		151	134	- 11.3%	145	135	- 6.9%
<b>Inventory of Homes for Sale</b>		66	61	- 7.6%	--	--	--
<b>Months Supply of Inventory</b>		3.1	2.2	- 29.0%	--	--	--