

# CAAR Market Report

Fluvanna County



## Q2-2019

Closed Sales decreased 14.8 percent for Single-Family Detached homes and 33.3 percent for Single-Family Attached homes. Pending Sales increased 13.0 percent for Single-Family Detached homes but decreased 66.7 percent for Single-Family Attached homes. Inventory decreased 2.6 percent for Single-Family Detached homes and 100.0 percent for Single-Family Attached homes.

The Median Sales Price increased 5.4 percent to \$234,450 for Single-Family Detached homes but decreased 16.0 percent to \$194,900 for Single-Family Attached homes. Days on Market increased 29.2 percent for Single-Family Detached homes and 62.5 percent for Single-Family Attached homes. Homeownership was less affordable, as the Housing Affordability Index was down 3.3 percent over last year, at 145.

## Quick Facts

**- 15.2%**

**+ 4.7%**

**- 3.2%**

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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		198	<b>205</b>	+ 3.5%	375	<b>385</b>	+ 2.7%
<b>Pending Sales</b>		138	<b>156</b>	+ 13.0%	280	<b>291</b>	+ 3.9%
<b>Closed Sales</b>		162	<b>138</b>	- 14.8%	256	<b>229</b>	- 10.5%
<b>Days on Market Until Sale</b>		48	<b>62</b>	+ 29.2%	58	<b>70</b>	+ 20.7%
<b>Median Sales Price</b>		\$222,500	<b>\$234,450</b>	+ 5.4%	\$223,500	<b>\$224,900</b>	+ 0.6%
<b>Percent of List Price Received</b>		98.4%	<b>98.4%</b>	0.0%	97.8%	<b>98.0%</b>	+ 0.2%
<b>Housing Affordability Index</b>		150	<b>144</b>	- 4.0%	150	<b>150</b>	0.0%
<b>Inventory of Homes for Sale</b>		155	<b>151</b>	- 2.6%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.7	<b>3.7</b>	0.0%	--	<b>--</b>	--

# 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	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		4	1	- 75.0%	6	3	- 50.0%
<b>Pending Sales</b>		3	1	- 66.7%	5	3	- 40.0%
<b>Closed Sales</b>		3	2	- 33.3%	3	4	+ 33.3%
<b>Days on Market Until Sale</b>		8	13	+ 62.5%	8	8	0.0%
<b>Median Sales Price</b>		\$232,000	\$194,900	- 16.0%	\$232,000	\$266,140	+ 14.7%
<b>Percent of List Price Received</b>		99.7%	100.0%	+ 0.3%	99.7%	98.7%	- 1.0%
<b>Housing Affordability Index</b>		--	--	--	--	--	--
<b>Inventory of Homes for Sale</b>		1	0	- 100.0%	--	--	--
<b>Months Supply of Inventory</b>		0.8	0.0	- 100.0%	--	--	--

# Single-Family Detached New Construction Market Overview

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



Fluvanna County

Key Metrics	Historical Sparkbars	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		15	15	0.0%	34	35	+ 2.9%
<b>Pending Sales</b>		12	13	+ 8.3%	25	29	+ 16.0%
<b>Closed Sales</b>		17	9	- 47.1%	23	21	- 8.7%
<b>Median Sales Price</b>		\$295,510	\$267,074	- 9.6%	\$289,000	\$267,074	- 7.6%
<b>Housing Affordability Index</b>		113	126	+ 11.5%	116	126	+ 8.6%

# New Listings

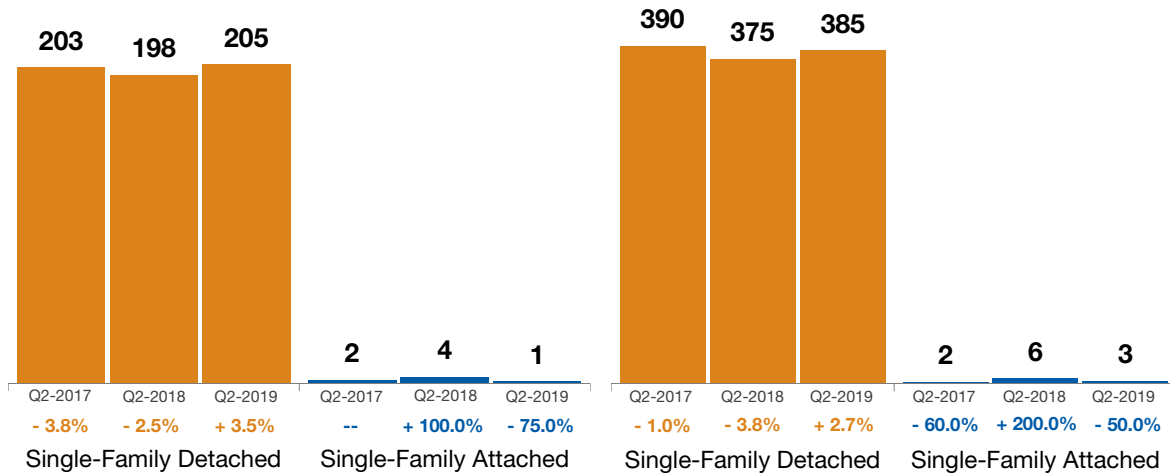
A count of the properties that have been newly listed on the market in a given quarter.



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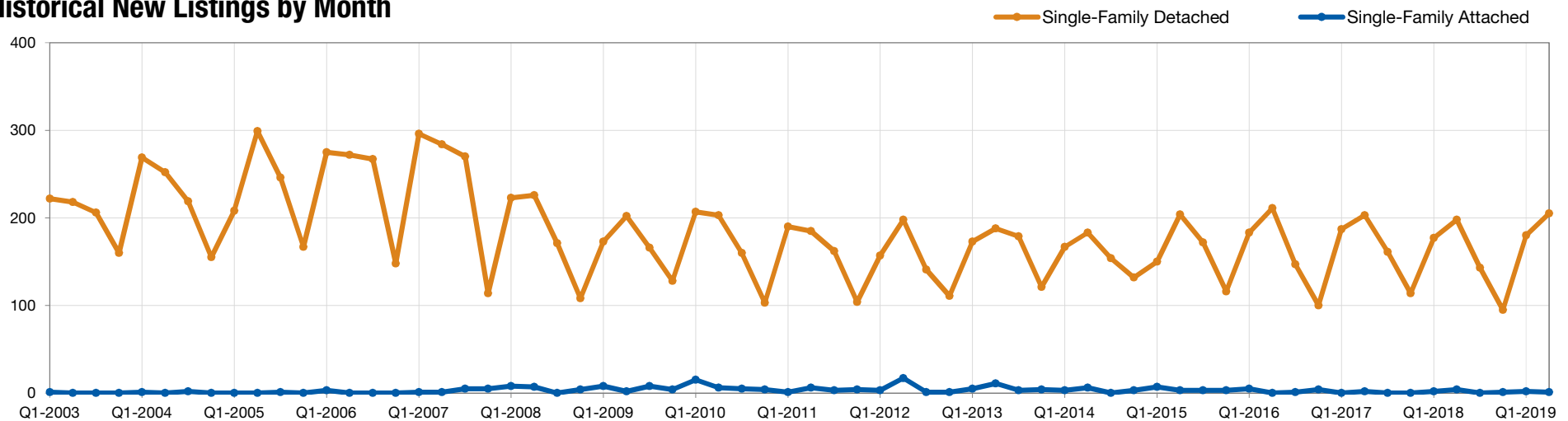
## Q2-2019

## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%	4	+100.0%
Q3-2018	143	-11.2%	0	0.0%
Q4-2018	95	-16.7%	1	--
Q1-2019	180	+1.7%	2	0.0%
<b>Q2-2019</b>	<b>205</b>	<b>+3.5%</b>	<b>1</b>	<b>-75.0%</b>

## Historical New Listings by Month



# Pending Sales

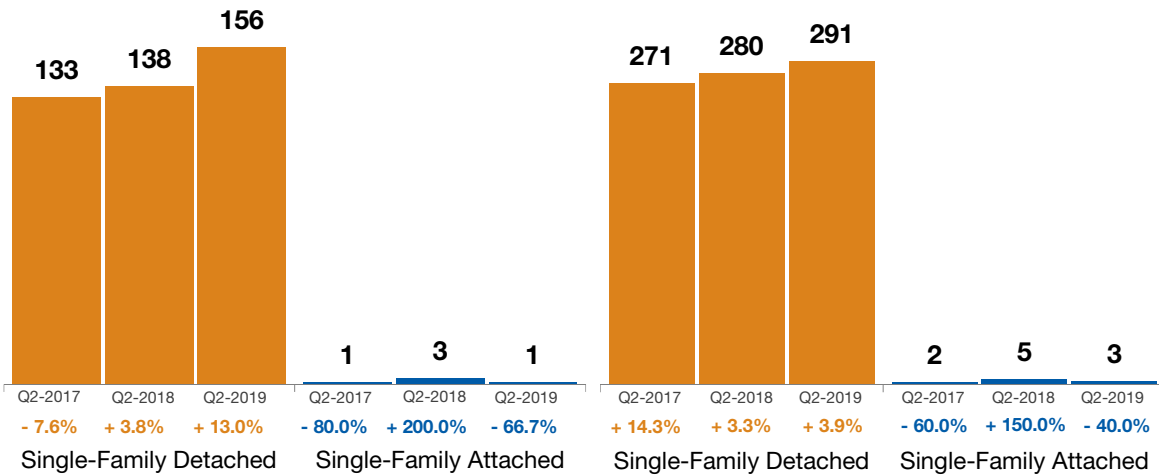
A count of the properties on which offers have been accepted in a given quarter.



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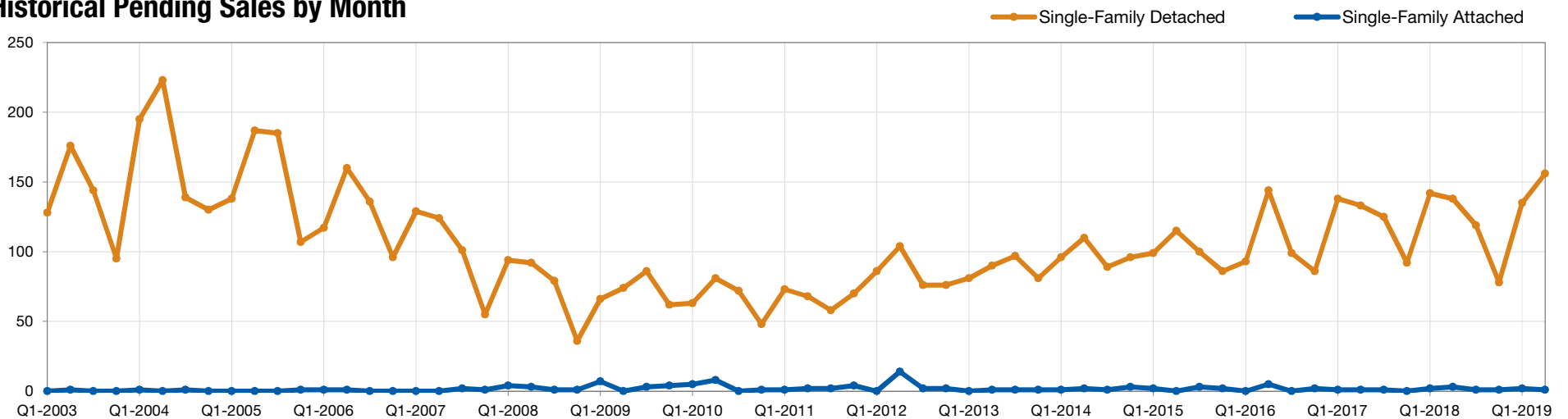
## Q2-2019

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%	3	+200.0%
Q3-2018	119	-4.8%	1	0.0%
Q4-2018	78	-15.2%	1	--
Q1-2019	135	-4.9%	2	0.0%
<b>Q2-2019</b>	<b>156</b>	<b>+13.0%</b>	<b>1</b>	<b>-66.7%</b>

## Historical Pending Sales by Month



# Closed Sales

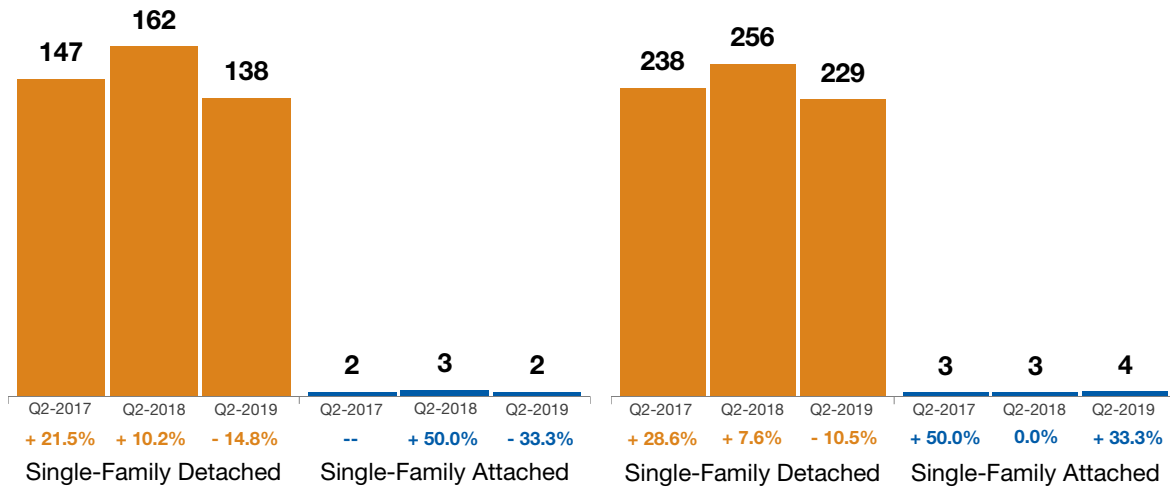
A count of the actual sales that closed in a given quarter.



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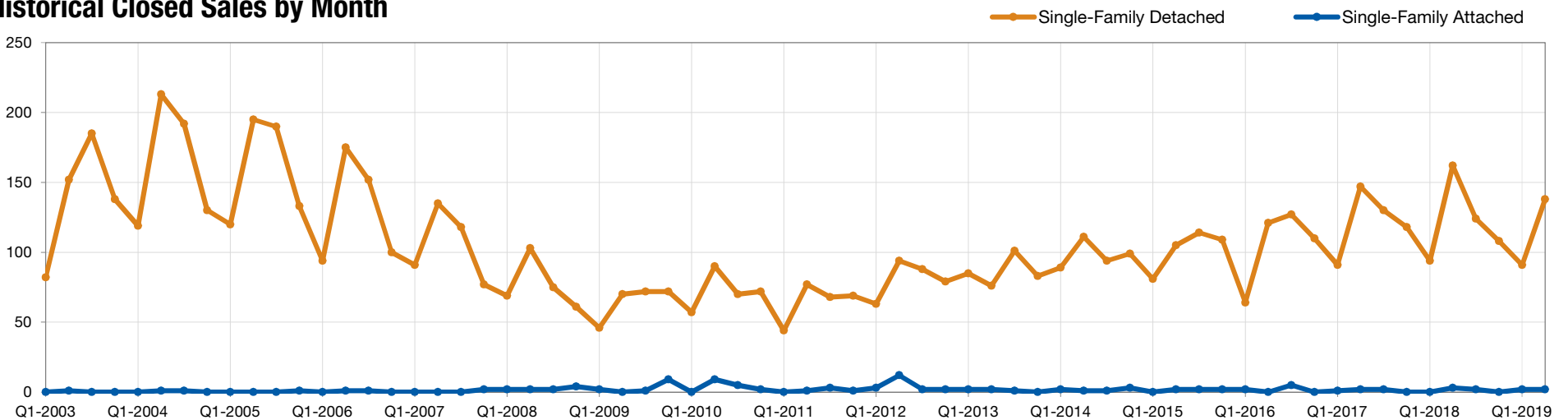
## Q2-2019

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%	2	0.0%
Q4-2018	108	-8.5%	0	0.0%
Q1-2019	91	-3.2%	2	--
<b>Q2-2019</b>	<b>138</b>	<b>-14.8%</b>	<b>2</b>	<b>-33.3%</b>

## Historical Closed Sales by Month



# Days on Market Until Sale

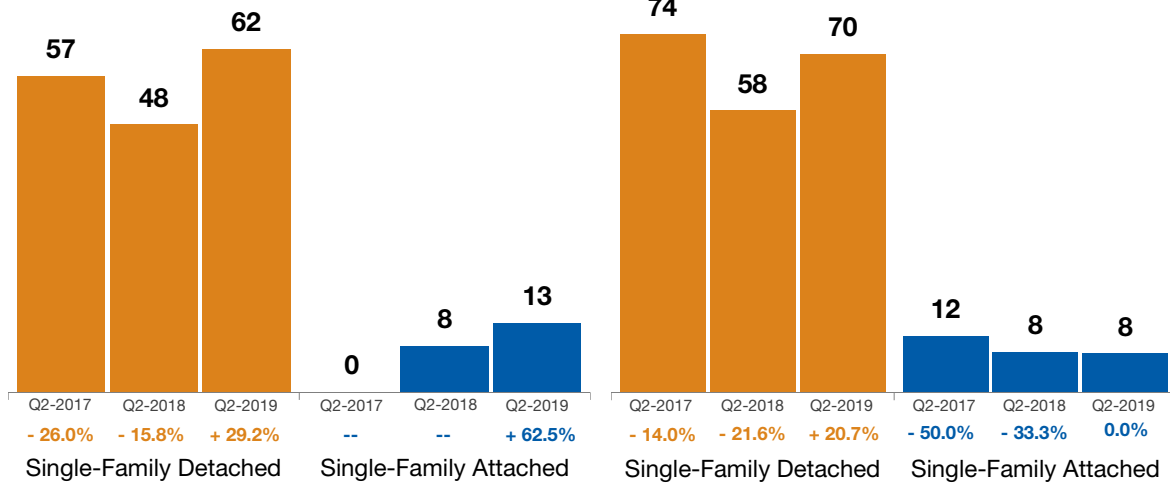
Median number of days between when a property is listed and when an offer is accepted in a given quarter.



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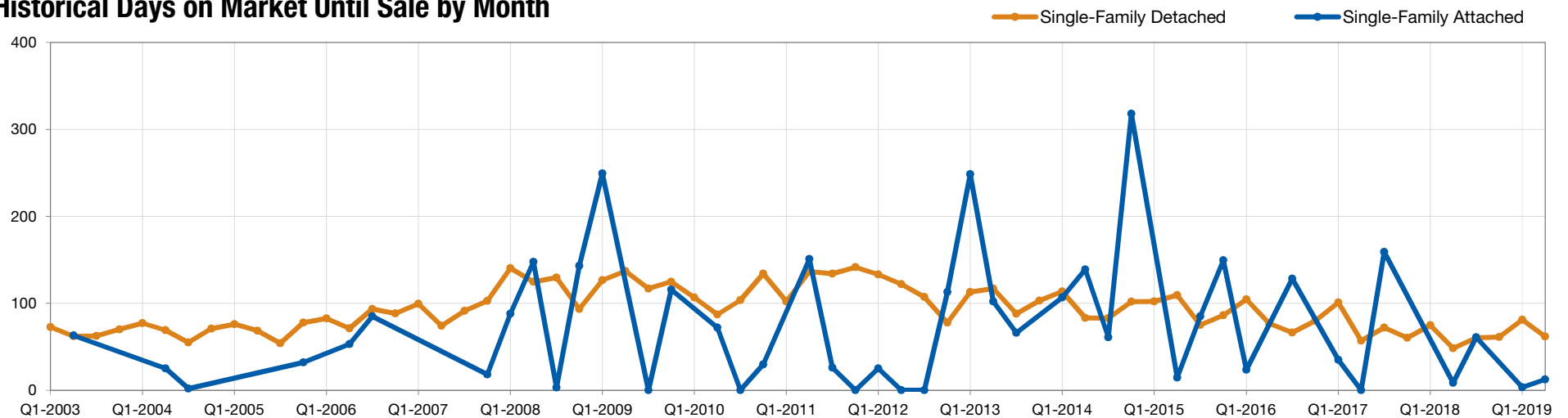
## Q2-2019

## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%	61	-61.6%
Q4-2018	61	+1.7%	--	--
Q1-2019	81	+8.0%	4	--
<b>Q2-2019</b>	<b>62</b>	<b>+29.2%</b>	<b>13</b>	<b>+62.5%</b>

## Historical Days on Market Until Sale by Month





# Median Sales Price

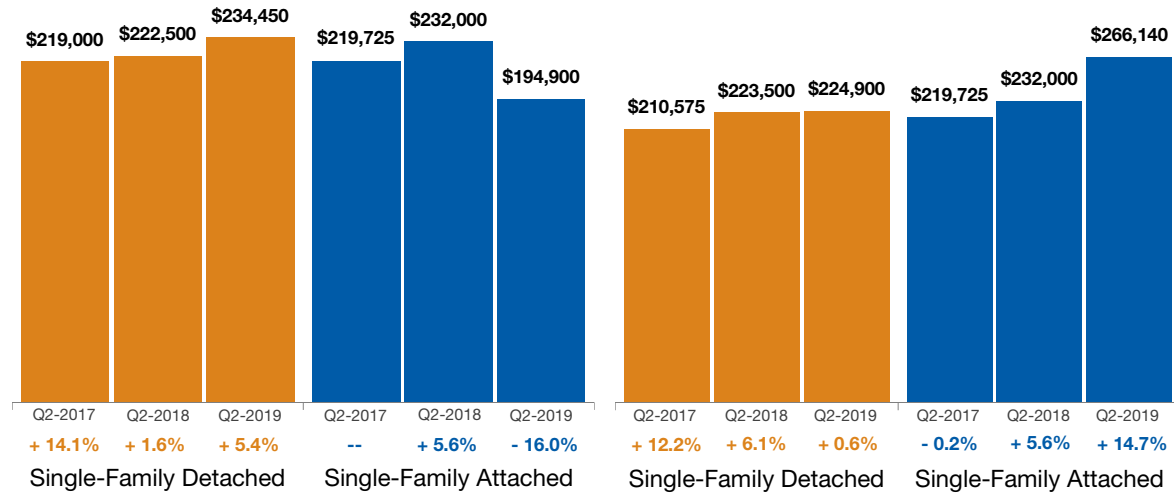
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



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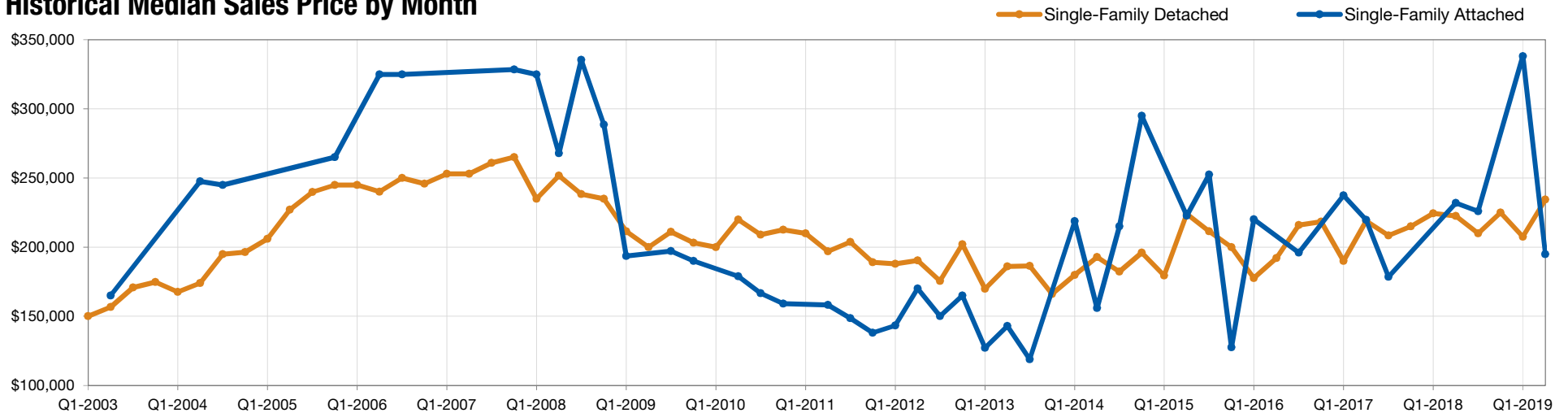
## Q2-2019

## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%	\$226,000	+26.6%
Q4-2018	\$225,000	+4.7%	--	--
Q1-2019	\$207,500	-7.6%	\$338,190	--
<b>Q2-2019</b>	<b>\$234,450</b>	<b>+5.4%</b>	<b>\$194,900</b>	<b>-16.0%</b>

## Historical Median Sales Price by Month



# Percent of List Price Received

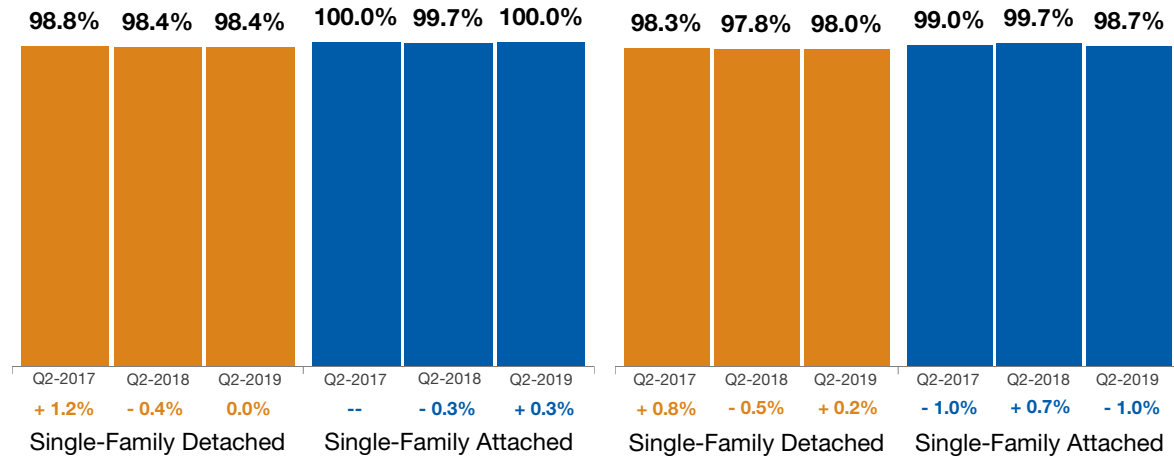
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



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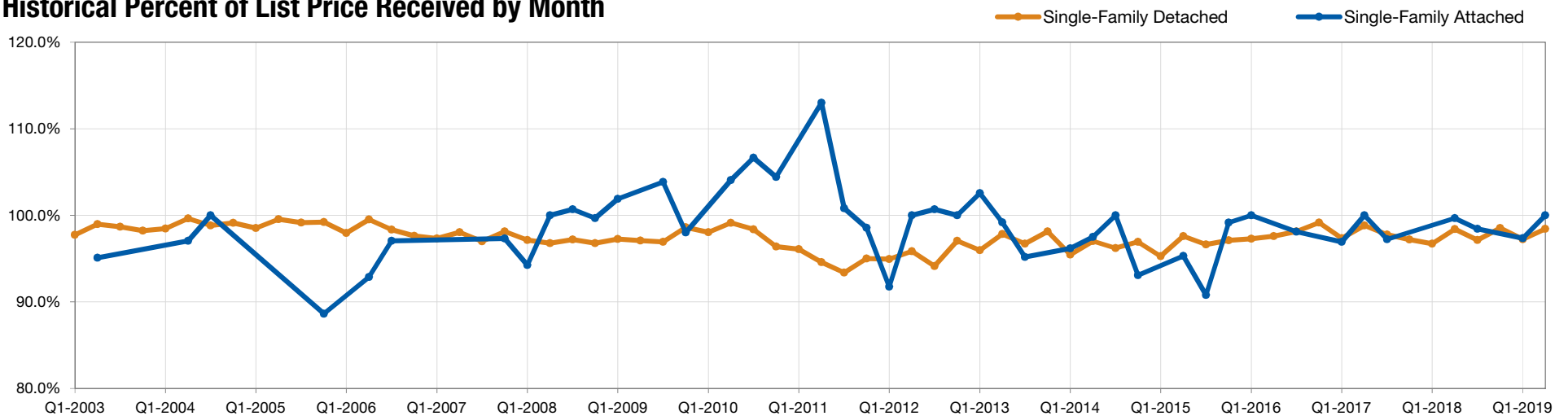
## Q2-2019

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%	98.4%	+1.2%
Q4-2018	98.5%	+1.3%	--	--
Q1-2019	97.2%	+0.5%	97.3%	--
<b>Q2-2019</b>	<b>98.4%</b>	<b>0.0%</b>	<b>100.0%</b>	<b>+0.3%</b>

## Historical Percent of List Price Received by Month



# Housing Affordability Index

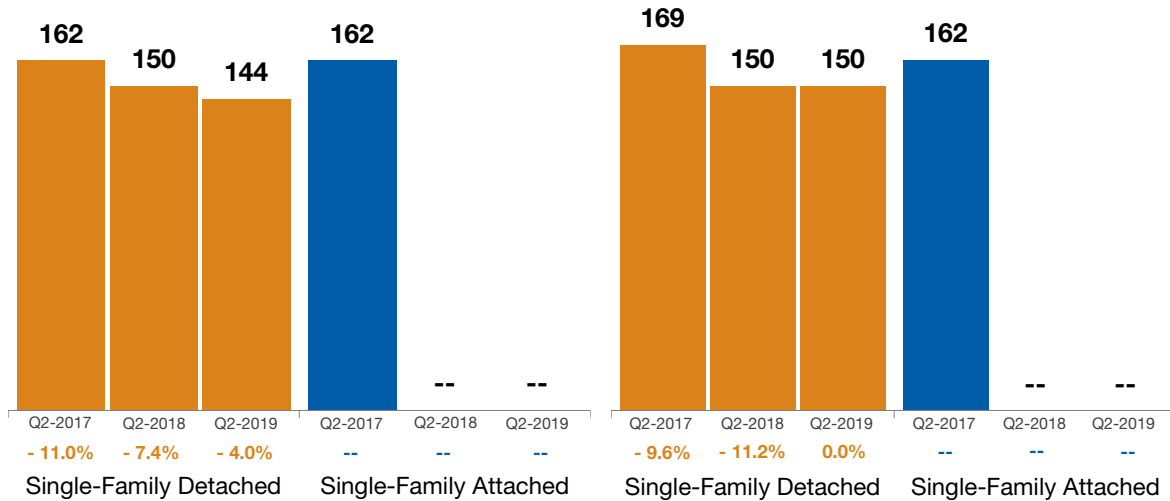
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



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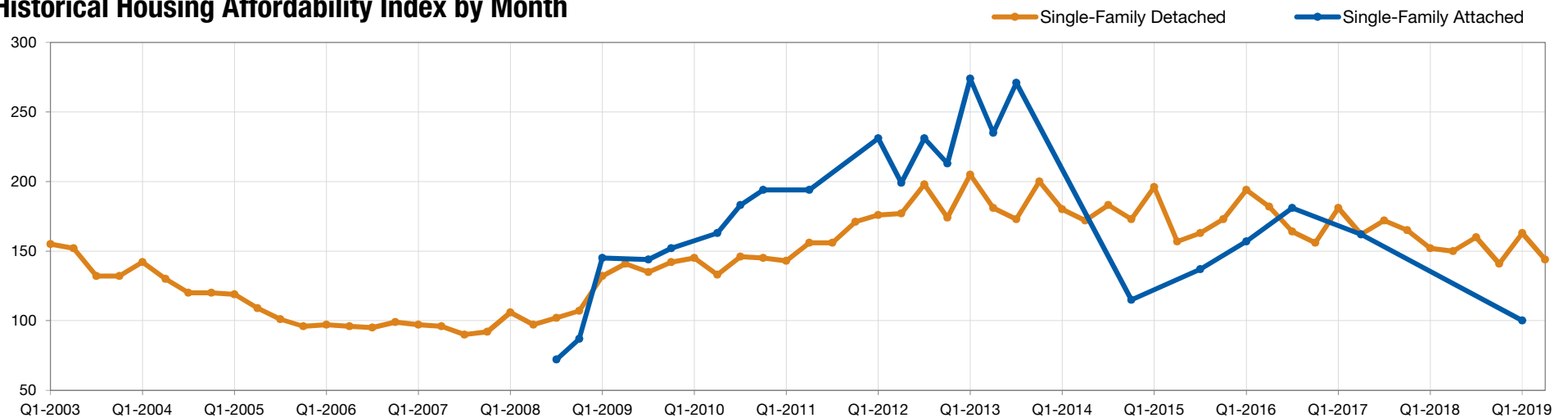
## Q2-2019

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2016	164	+0.6%	181	+32.1%
Q4-2016	156	-9.8%	--	--
Q1-2017	181	-6.7%	--	--
Q2-2017	162	-11.0%	162	--
Q3-2017	172	+4.9%	--	--
Q4-2017	165	+5.8%	--	--
Q1-2018	152	-16.0%	--	--
Q2-2018	150	-7.4%	--	--
Q3-2018	160	-7.0%	--	--
Q4-2018	141	-14.5%	--	--
Q1-2019	163	+7.2%	100	--
<b>Q2-2019</b>	<b>144</b>	<b>-4.0%</b>	--	--

## Historical Housing Affordability Index by Month



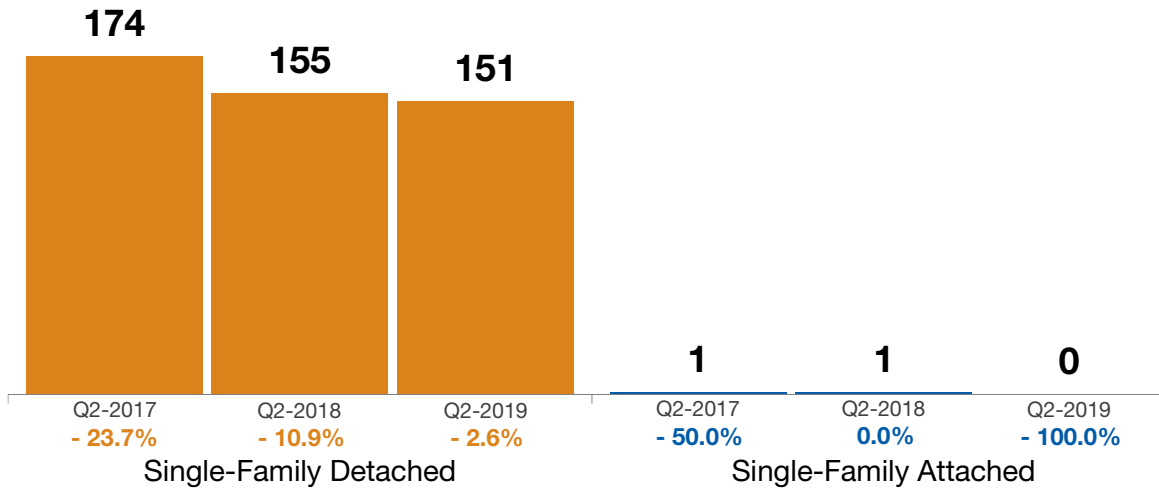
# Inventory of Homes for Sale

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



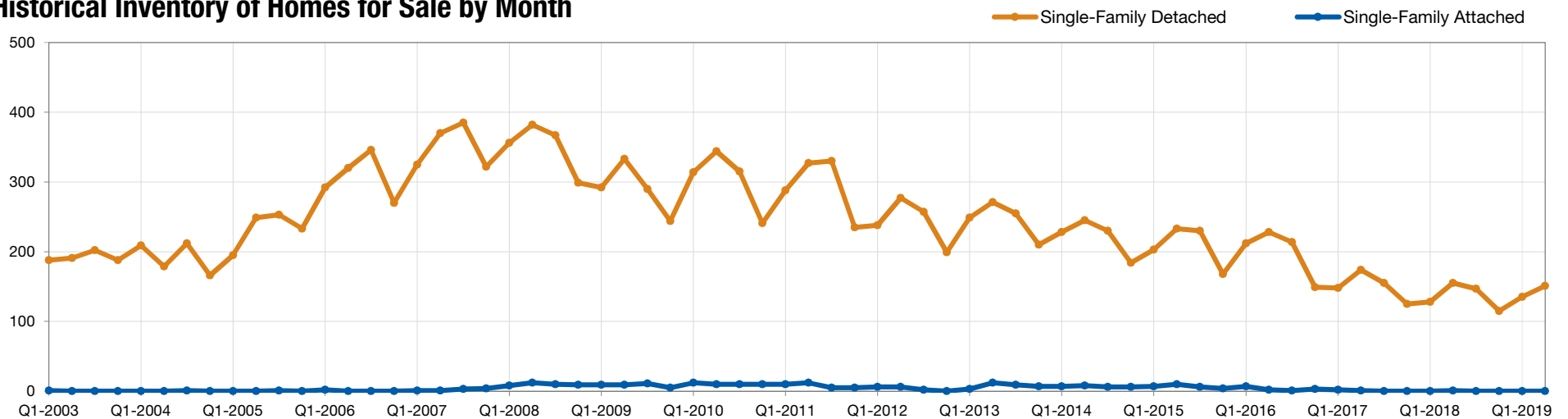
Fluvanna County

## Q2-2019



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2016	214	-7.0%	1	-83.3%
Q4-2016	149	-11.3%	3	-25.0%
Q1-2017	148	-30.2%	2	-71.4%
Q2-2017	174	-23.7%	1	-50.0%
Q3-2017	155	-27.6%	0	-100.0%
Q4-2017	125	-16.1%	0	-100.0%
Q1-2018	128	-13.5%	0	-100.0%
Q2-2018	155	-10.9%	1	0.0%
Q3-2018	147	-5.2%	0	0.0%
Q4-2018	115	-8.0%	0	0.0%
Q1-2019	135	+5.5%	0	0.0%
<b>Q2-2019</b>	<b>151</b>	<b>-2.6%</b>	<b>0</b>	<b>-100.0%</b>

## Historical Inventory of Homes for Sale by Month



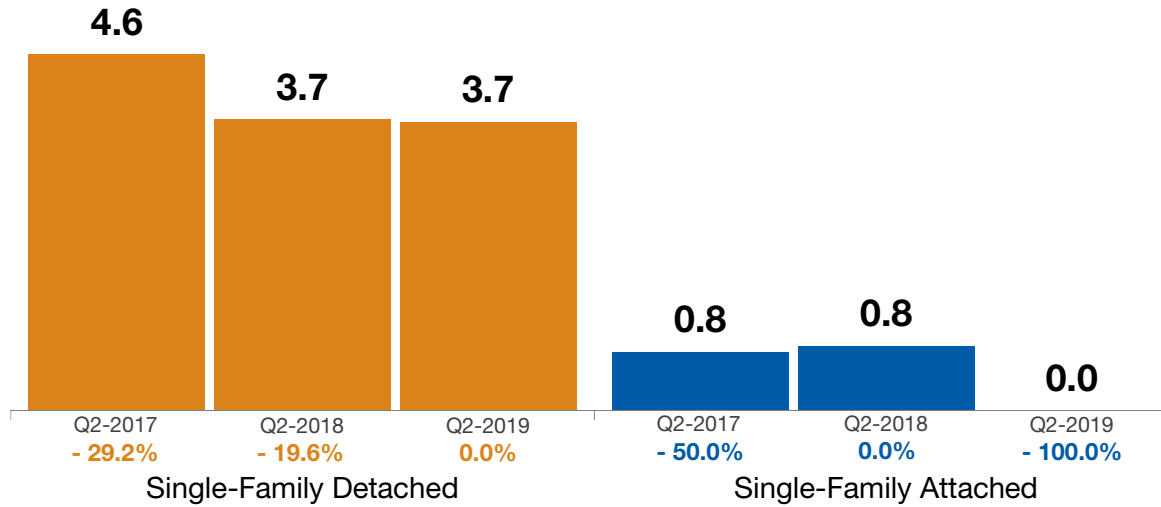
# Months Supply of Inventory

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.



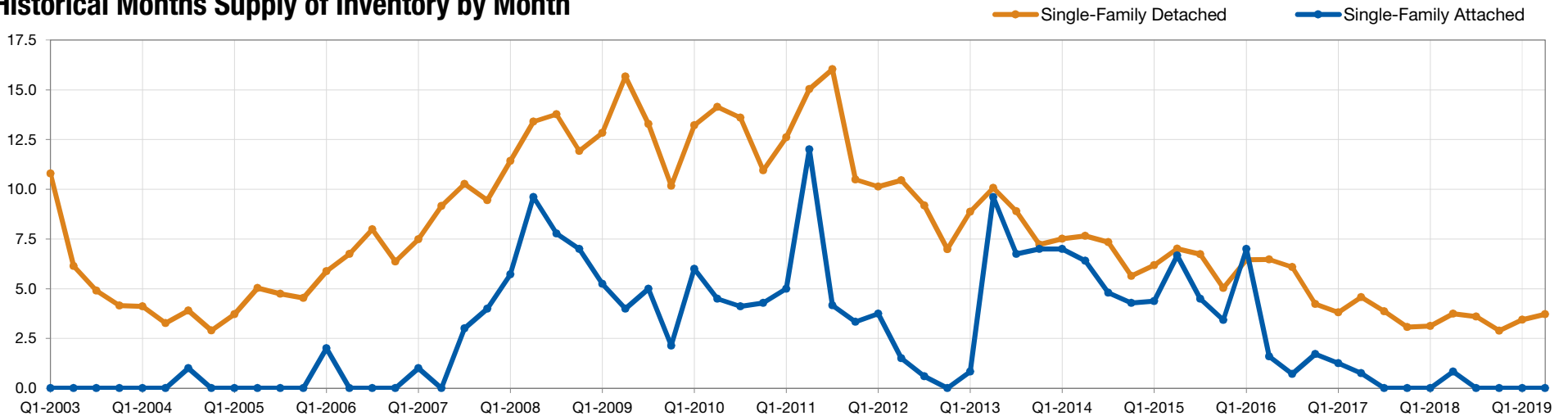
Fluvanna County

## Q2-2019



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	3.9	-36.1%	0.0	-100.0%
Q4-2017	3.1	-26.2%	0.0	-100.0%
Q1-2018	3.1	-18.4%	0.0	-100.0%
Q2-2018	3.7	-19.6%	0.8	0.0%
Q3-2018	3.6	-7.7%	0.0	0.0%
Q4-2018	2.9	-6.5%	0.0	0.0%
Q1-2019	3.4	+9.7%	0.0	0.0%
<b>Q2-2019</b>	<b>3.7</b>	<b>0.0%</b>	<b>0.0</b>	<b>-100.0%</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.



Fluvanna County

Key Metrics	Historical Sparkbars	Q2-2018	Q2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		202	<b>206</b>	+ 2.0%	381	<b>388</b>	+ 1.8%
<b>Pending Sales</b>		141	<b>157</b>	+ 11.3%	285	<b>294</b>	+ 3.2%
<b>Closed Sales</b>		165	<b>140</b>	- 15.2%	259	<b>233</b>	- 10.0%
<b>Days on Market Until Sale</b>		47	<b>61</b>	+ 29.8%	57	<b>68</b>	+ 19.3%
<b>Median Sales Price</b>		\$223,000	<b>\$233,500</b>	+ 4.7%	\$223,750	<b>\$225,000</b>	+ 0.6%
<b>Percent of List Price Received</b>		98.4%	<b>98.5%</b>	+ 0.1%	97.8%	<b>98.0%</b>	+ 0.2%
<b>Housing Affordability Index</b>		150	<b>145</b>	- 3.3%	149	<b>150</b>	+ 0.7%
<b>Inventory of Homes for Sale</b>		156	<b>151</b>	- 3.2%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		3.7	<b>3.7</b>	0.0%	--	<b>--</b>	--