

CAAR Market Report

Greene County



Q2-2018

Closed Sales decreased 6.7 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes. Pending Sales increased 55.3 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes. Inventory decreased 2.2 percent for Single-Family Detached homes but there were no homes for sale for Single-Family Attached homes.

The Median Sales Price decreased 2.1 percent to \$259,000 for Single-Family Detached homes but remained flat for Single-Family Attached homes. Days on Market increased 3.3 percent for Single-Family Detached homes and remained flat for Single-Family Attached homes. Homeownership was less affordable, as the Housing Affordability Index was down 3.7 percent over last year, at 131.

Quick Facts

- 6.7%

- 2.1%

- 2.2%

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.



Greene County

Key Metrics	Historical Sparkbars	Q2-2017	Q2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		104	153	+ 47.1%	207	237	+ 14.5%
Pending Sales		76	118	+ 55.3%	147	179	+ 21.8%
Closed Sales		90	84	- 6.7%	136	131	- 3.7%
Days on Market Until Sale		61	63	+ 3.3%	70	65	- 7.1%
Median Sales Price		\$264,500	\$259,000	- 2.1%	\$265,000	\$258,000	- 2.6%
Percent of List Price Received		98.2%	98.0%	- 0.2%	97.9%	98.3%	+ 0.4%
Housing Affordability Index		136	131	- 3.7%	136	131	- 3.7%
Inventory of Homes for Sale		90	88	- 2.2%	--	--	--
Months Supply of Inventory		4.1	3.7	- 9.8%	--	--	--

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	Q2-2017	Q2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		0	0	0.0%	0	0	0.0%
Pending Sales		0	0	0.0%	0	0	0.0%
Closed Sales		0	0	0.0%	0	0	0.0%
Days on Market Until Sale		--	--	--	--	--	--
Median Sales Price		--	--	--	--	--	--
Percent of List Price Received		--	--	--	--	--	--
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		0	0	0.0%	--	--	--
Months Supply of Inventory		0.0	0.0	0.0%	--	--	--

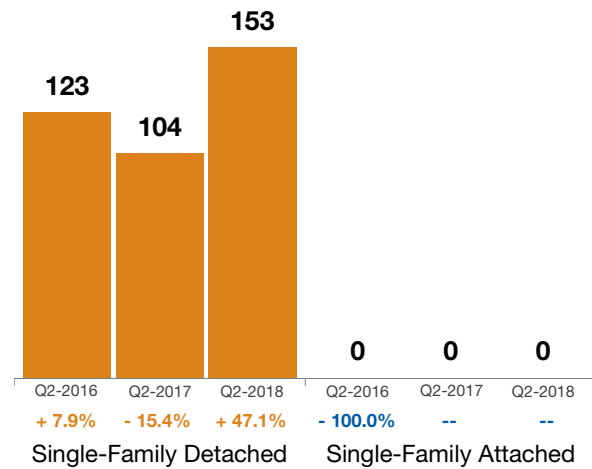
New Listings

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

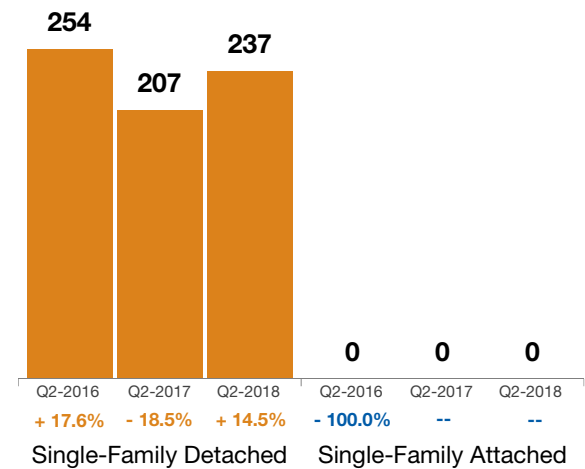


Greene County

Q2-2018

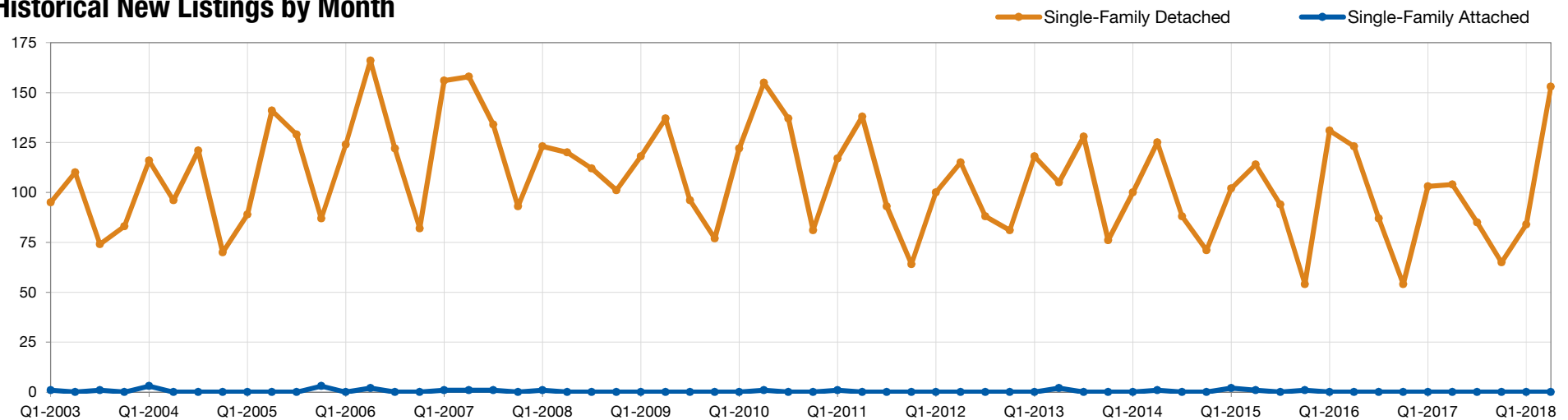


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	94	+6.8%	0	0.0%
Q4-2015	54	-23.9%	1	--
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	153	+47.1%	0	0.0%

Historical New Listings by Month



Pending Sales

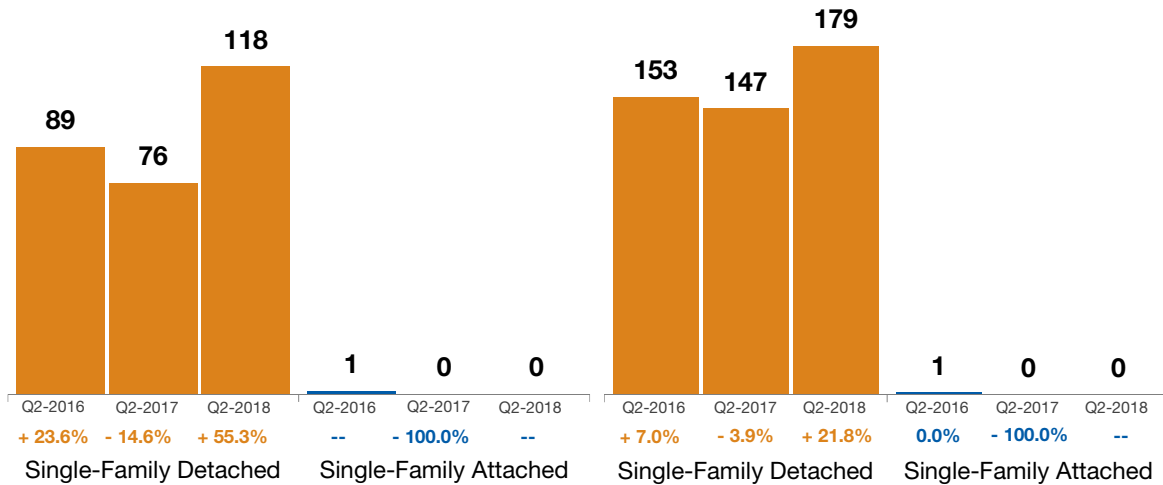
A count of the properties on which offers have been accepted in a given quarter.



Greene County

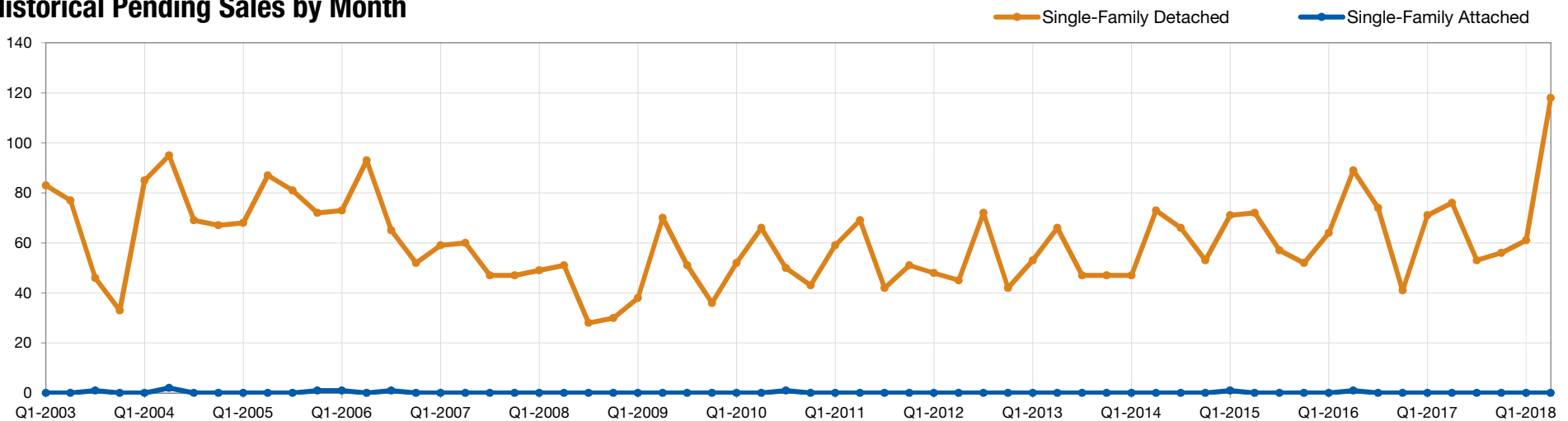
Q2-2018

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	57	-13.6%	0	0.0%
Q4-2015	52	-1.9%	0	0.0%
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	61	-14.1%	0	0.0%
Q2-2018	118	+55.3%	0	0.0%

Historical Pending Sales by Month



Closed Sales

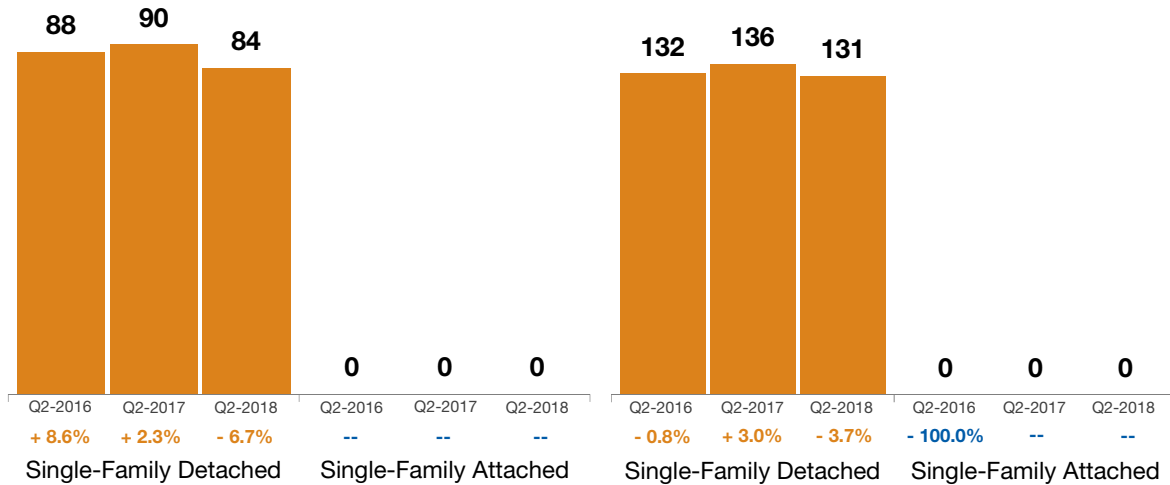
A count of the actual sales that closed in a given quarter.



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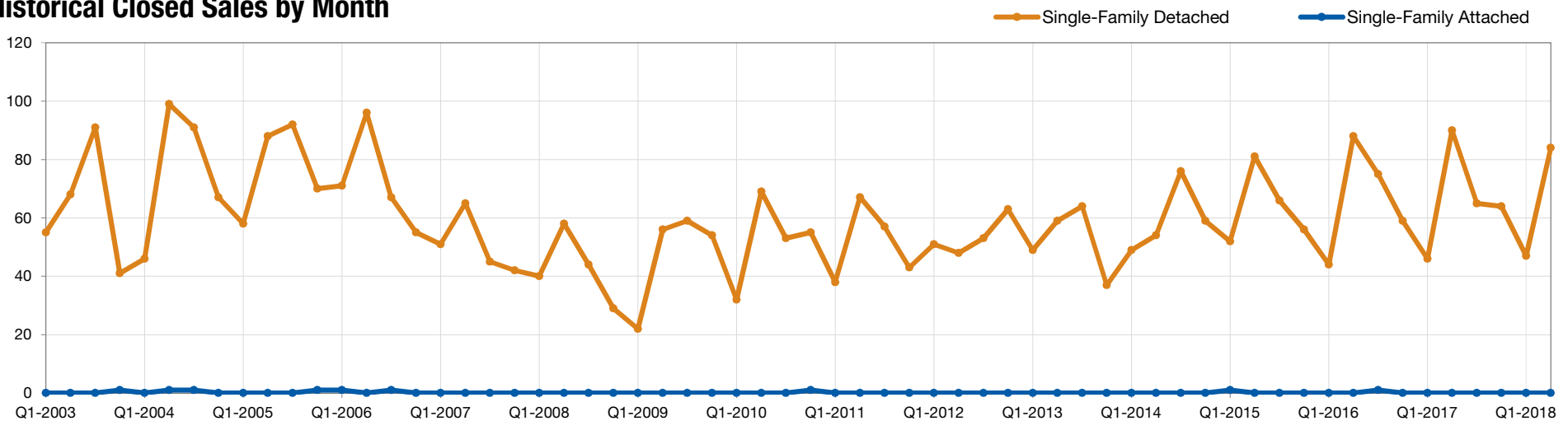
Q2-2018

Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	66	-13.2%	0	0.0%
Q4-2015	56	-5.1%	0	0.0%
Q1-2016	44	-15.4%	0	-100.0%
Q2-2016	88	+8.6%	0	0.0%
Q3-2016	75	+13.6%	1	--
Q4-2016	59	+5.4%	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	+8.5%	0	0.0%
Q1-2018	47	+2.2%	0	0.0%
Q2-2018	84	-6.7%	0	0.0%

Historical Closed Sales by Month



Days on Market Until Sale

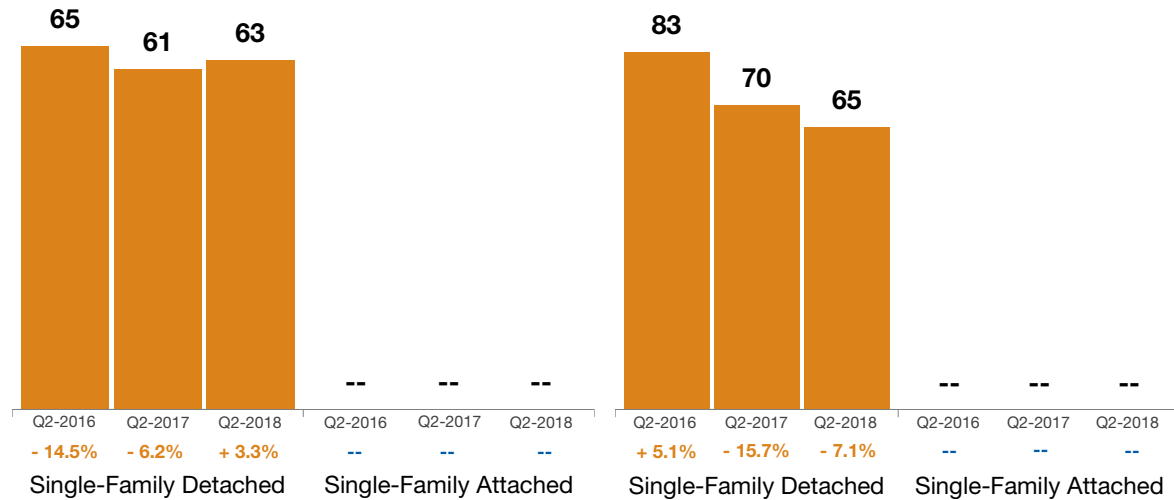
Median number of days between when a property is listed and when an offer is accepted in a given quarter.



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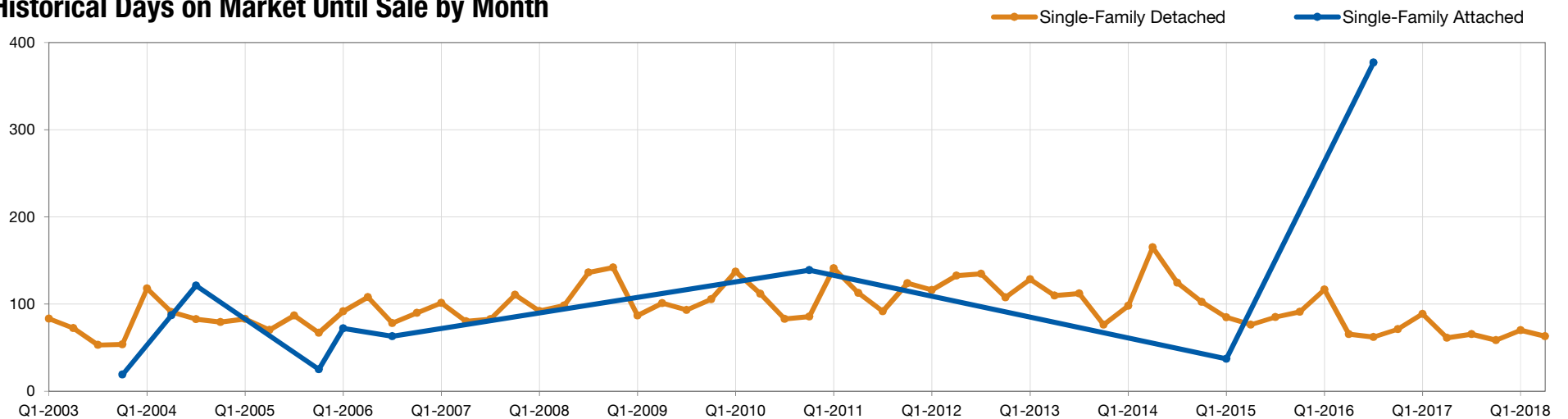
Q2-2018

Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	85	-31.5%	--	--
Q4-2015	91	-10.8%	--	--
Q1-2016	116	+36.5%	--	--
Q2-2016	65	-14.5%	--	--
Q3-2016	62	-27.1%	377	--
Q4-2016	71	-22.0%	--	--
Q1-2017	89	-23.3%	--	--
Q2-2017	61	-6.2%	--	--
Q3-2017	65	+4.8%	--	--
Q4-2017	58	-18.3%	--	--
Q1-2018	70	-21.3%	--	--
Q2-2018	63	+3.3%	--	--

Historical Days on Market Until Sale by Month



Median Sales Price

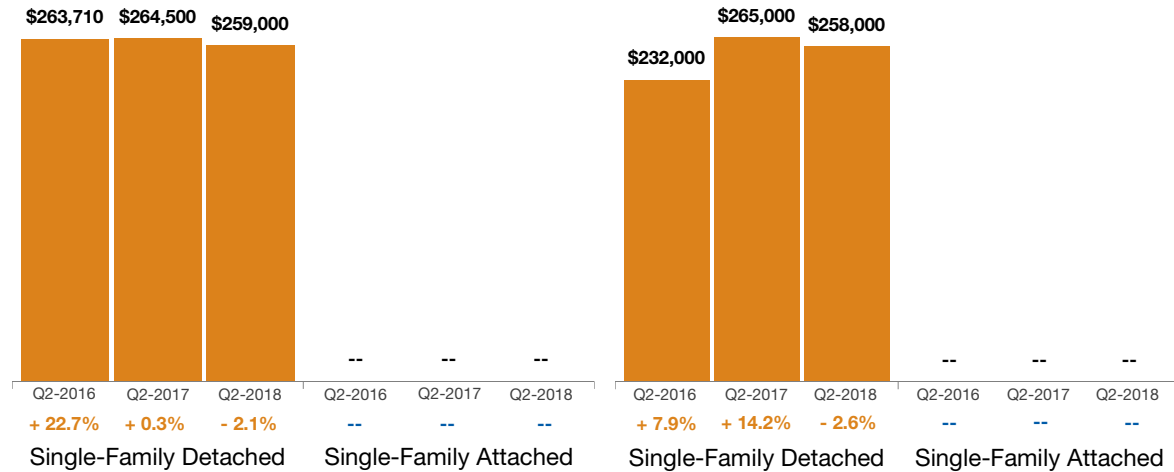
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Greene County

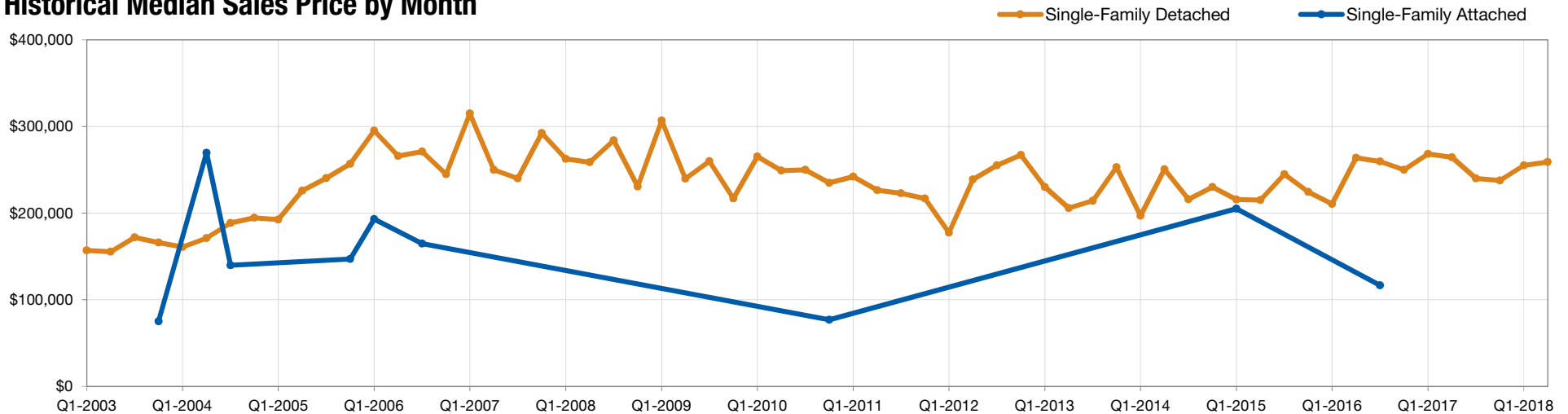
Q2-2018

Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	\$245,000	+13.4%	--	--
Q4-2015	\$224,500	-2.4%	--	--
Q1-2016	\$210,450	-2.3%	--	--
Q2-2016	\$263,710	+22.7%	--	--
Q3-2016	\$259,500	+5.9%	\$116,500	--
Q4-2016	\$249,950	+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%	--	--

Historical Median Sales Price by Month



Percent of List Price Received

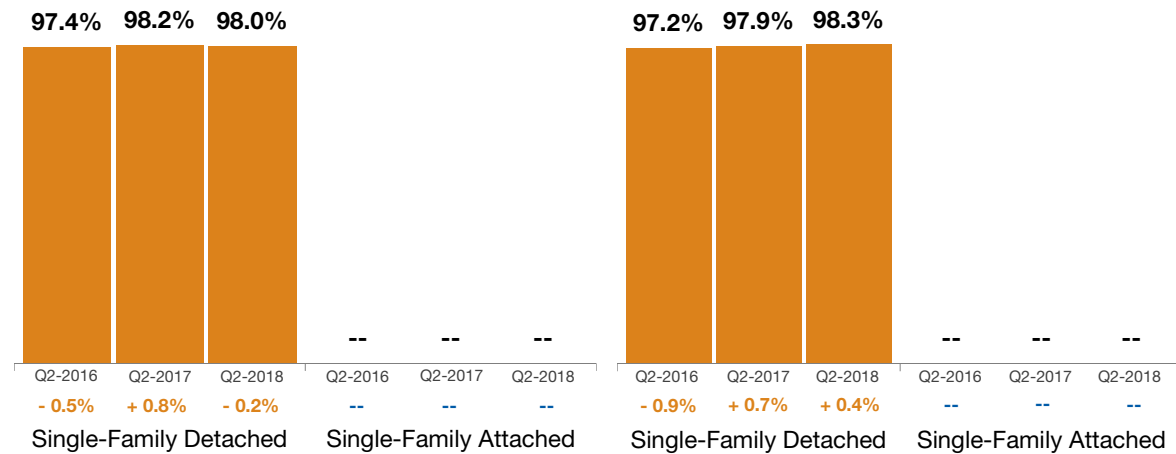
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



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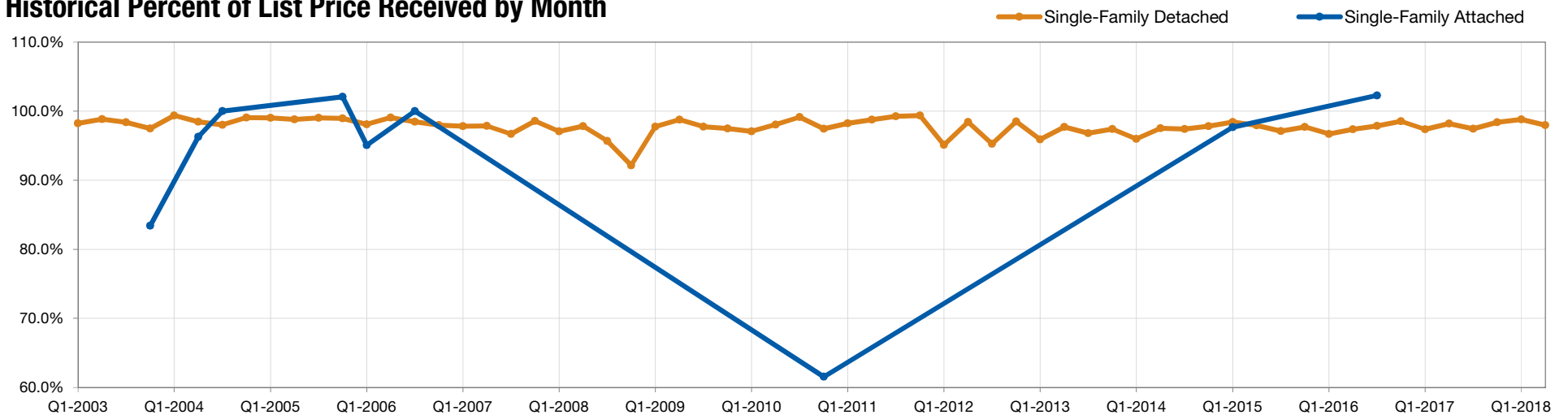
Q2-2018

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	97.1%	-0.3%	--	--
Q4-2015	97.7%	-0.1%	--	--
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%	--	--

Historical Percent of List Price Received by Month



Housing Affordability Index

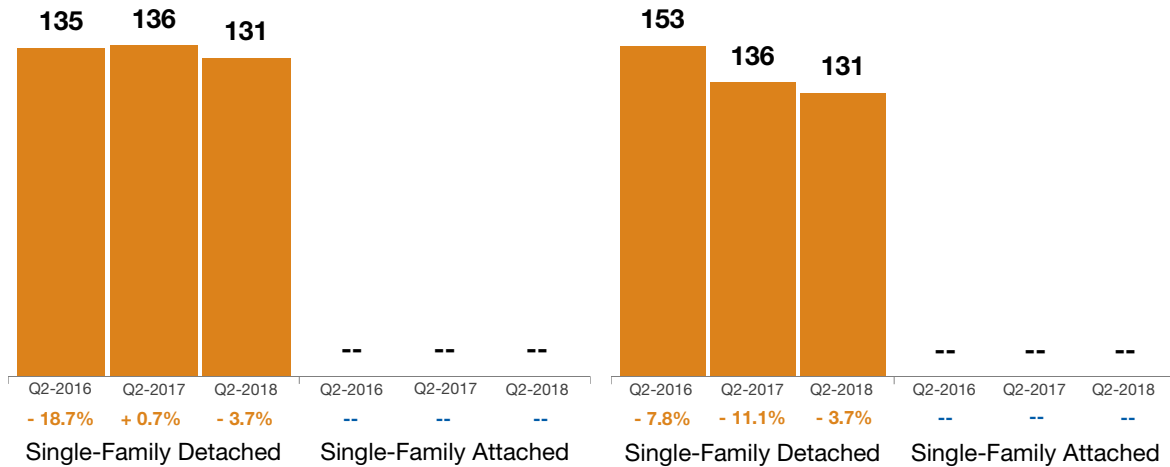
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



Greene County

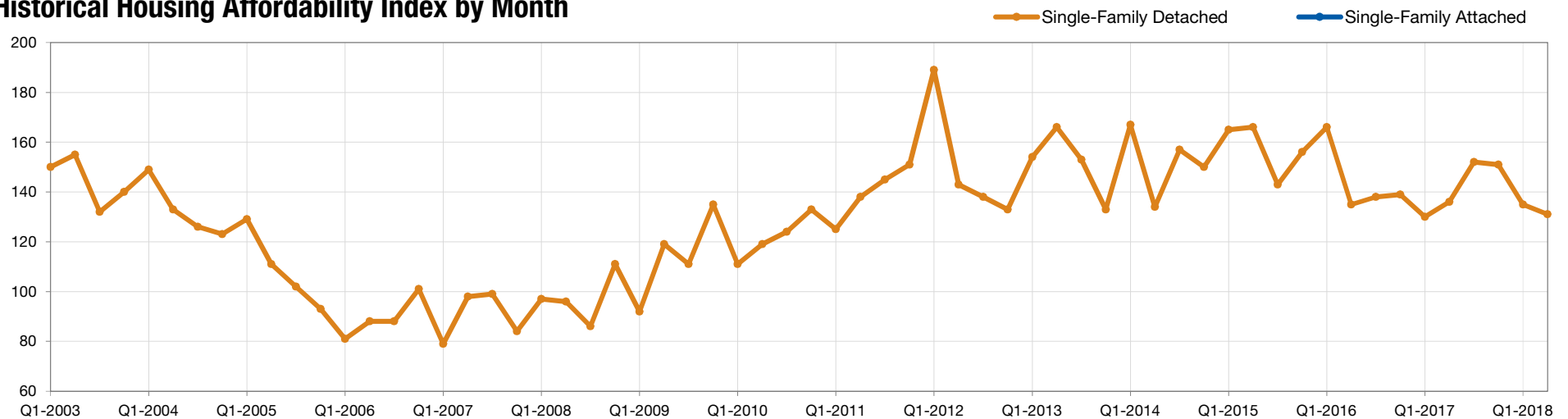
Q2-2018

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	143	-8.9%	--	--
Q4-2015	156	+4.0%	--	--
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%	--	--

Historical Housing Affordability Index by Month



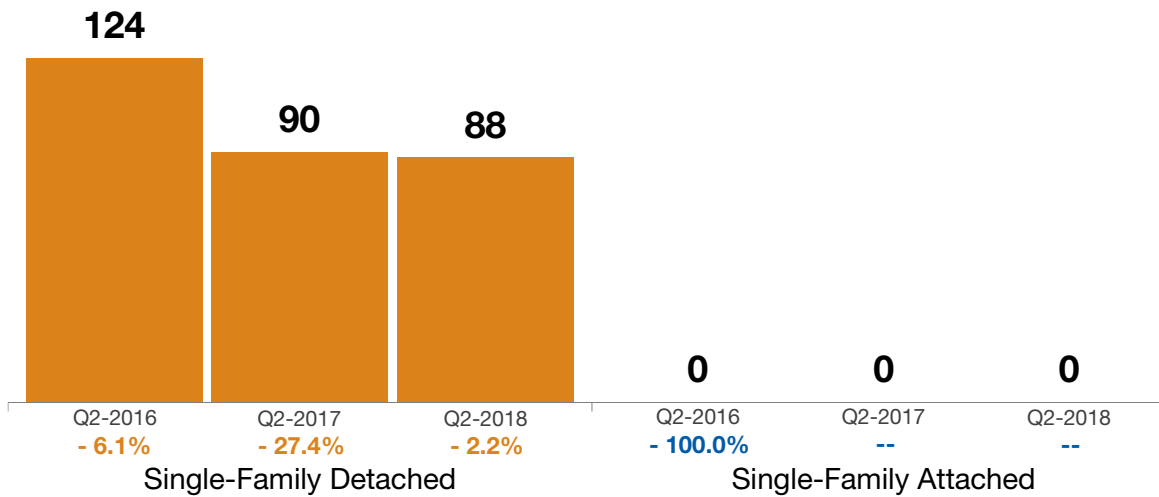
Inventory of Homes for Sale

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



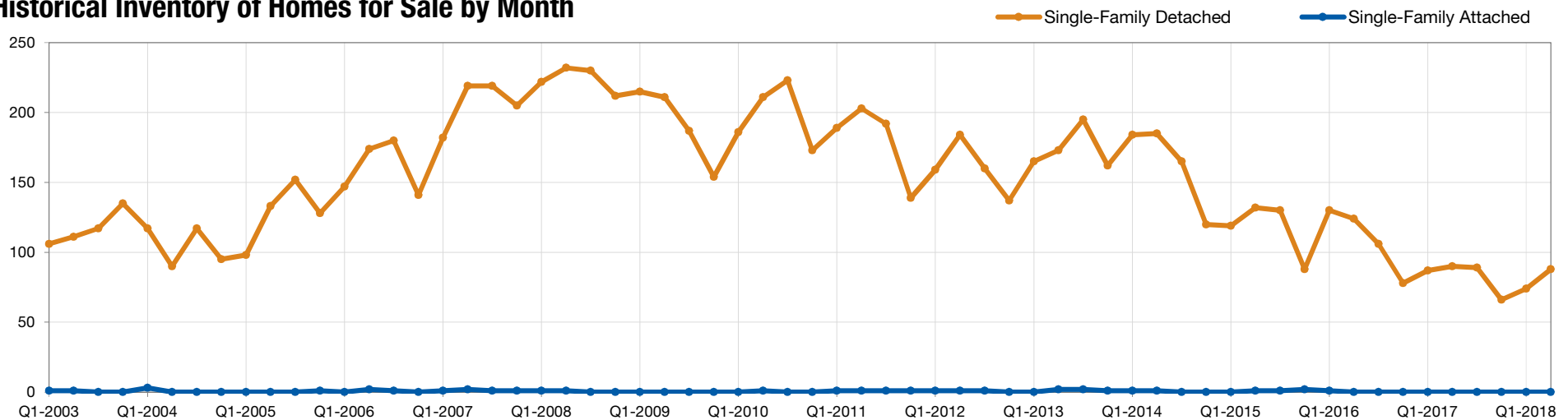
Greene County

Q2-2018



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	130	-21.2%	1	--
Q4-2015	88	-26.7%	2	--
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	88	-2.2%	0	0.0%

Historical Inventory of Homes for Sale by Month



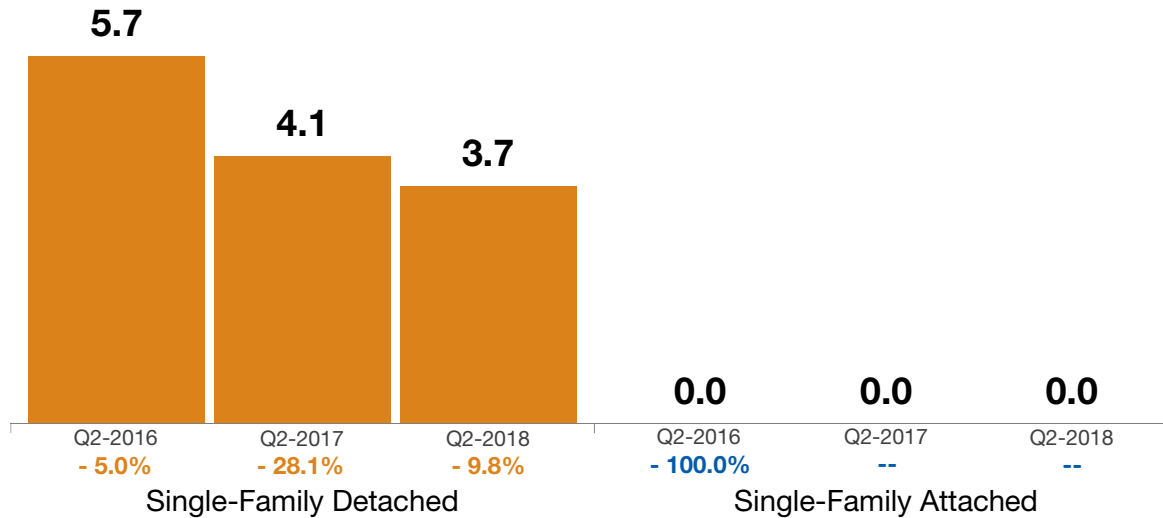
Months Supply of Inventory

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.



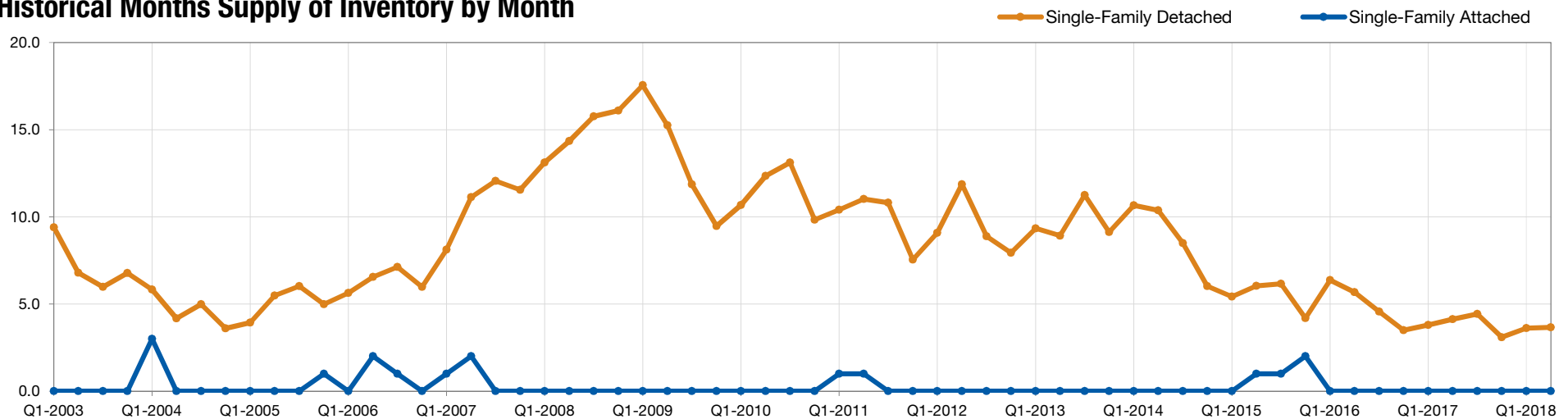
Greene County

Q2-2018



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q3-2015	6.2	-27.1%	1.0	--
Q4-2015	4.2	-30.0%	2.0	--
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%

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.



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Housing Affordability Index		136	131	- 3.7%	136	131	- 3.7%
Inventory of Homes for Sale		90	88	- 2.2%	--	--	--
Months Supply of Inventory		4.1	3.7	- 9.8%	--	--	--