

CAAR Market Report

Fluvanna County



Q4-2019

Closed Sales increased 15.7 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes. Pending Sales increased 36.7 percent for Single-Family Detached homes but decreased 100.0 percent for Single-Family Attached homes. Inventory decreased 21.6 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes.

The Median Sales Price increased 6.2 percent to \$239,000 for Single-Family Detached homes and but remained flat for Single-Family Attached homes. Days on Market increased 39.3 percent for Single-Family Detached homes and but remained flat for Single-Family Attached homes. Housing Affordability Index remained flat at 141.

Quick Facts

+ 15.7%	+ 6.2%	- 21.6%
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

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.

Single-Family Detached Market Overview	2
Single-Family Attached Market Overview	3
Single-Family Detached New Construction Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Days on Market Until Sale	8
Median Sales Price	9
Percent of List Price Received	10
Housing Affordability Index	11
Inventory of Homes for Sale	12
Months Supply of Inventory	13
All Properties Combined	14



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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		95	105	+ 10.5%	614	646	+ 5.2%
Pending Sales		79	108	+ 36.7%	478	532	+ 11.3%
Closed Sales		108	125	+ 15.7%	488	511	+ 4.7%
Days on Market Until Sale		61	85	+ 39.3%	59	68	+ 15.3%
Median Sales Price		\$225,000	\$239,000	+ 6.2%	\$220,000	\$229,000	+ 4.1%
Percent of List Price Received		98.5%	97.4%	- 1.1%	97.8%	98.0%	+ 0.2%
Housing Affordability Index		141	141	0.0%	144	147	+ 2.1%
Inventory of Homes for Sale		116	91	- 21.6%	--	--	--
Months Supply of Inventory		2.9	2.1	- 27.6%	--	--	--

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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1	0	- 100.0%	7	3	- 57.1%
Pending Sales		1	0	- 100.0%	7	3	- 57.1%
Closed Sales		0	0	0.0%	5	5	0.0%
Days on Market Until Sale		--	--	--	29	12	- 58.6%
Median Sales Price		--	--	--	\$232,000	\$302,380	+ 30.3%
Percent of List Price Received		--	--	--	99.2%	97.2%	- 2.0%
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		0	0	0.0%	--	--	--
Months Supply of Inventory		0.0	0.0	0.0%	--	--	--

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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		11	17	+ 54.5%	50	72	+ 44.0%
Pending Sales		10	16	+ 60.0%	40	64	+ 60.0%
Closed Sales		9	19	+ 111.1%	38	57	+ 50.0%
Median Sales Price		\$263,961	\$256,485	- 2.8%	\$272,023	\$259,900	- 4.5%
Housing Affordability Index		120	132	+ 10.0%	117	130	+ 11.1%

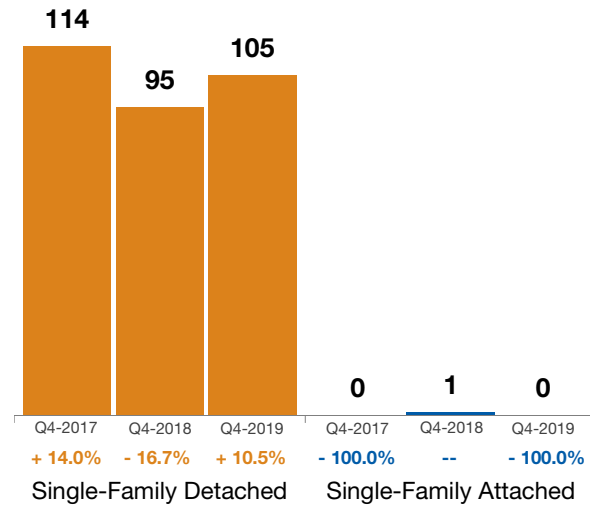
New Listings

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

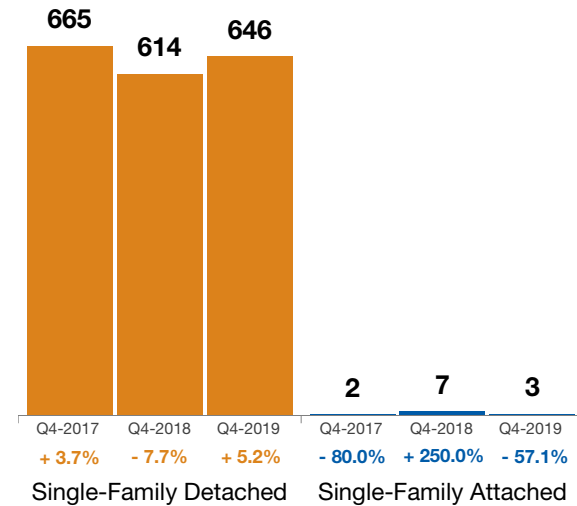


Fluvanna County

Q4-2019

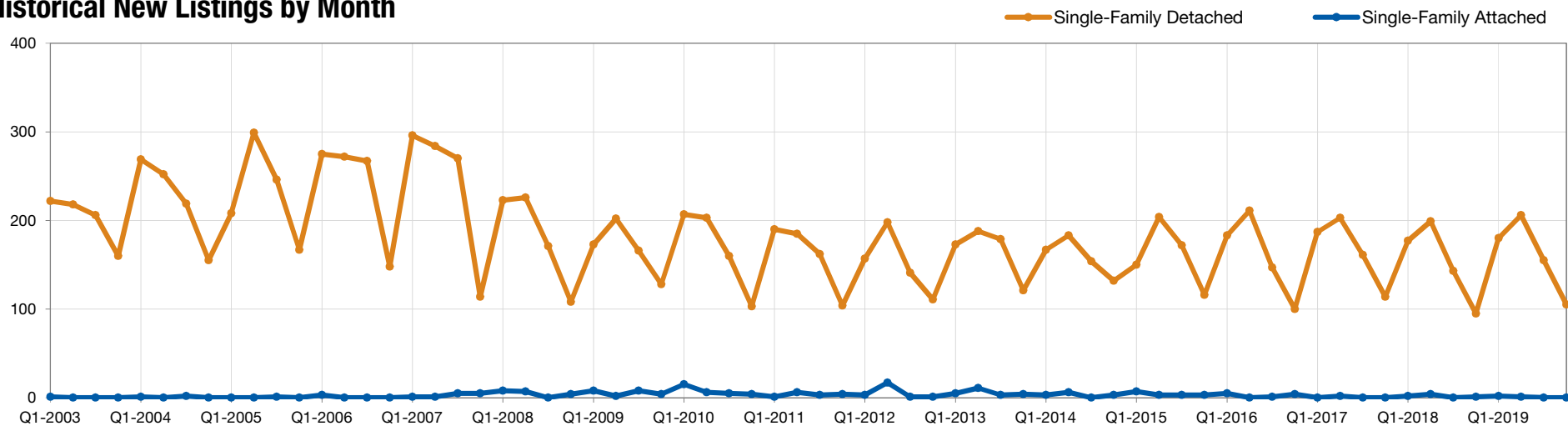


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	199	-2.0%	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%
Q2-2019	206	+3.5%	1	-75.0%
Q3-2019	155	+8.4%	0	0.0%
Q4-2019	105	+10.5%	0	-100.0%

Historical New Listings by Month



Pending Sales

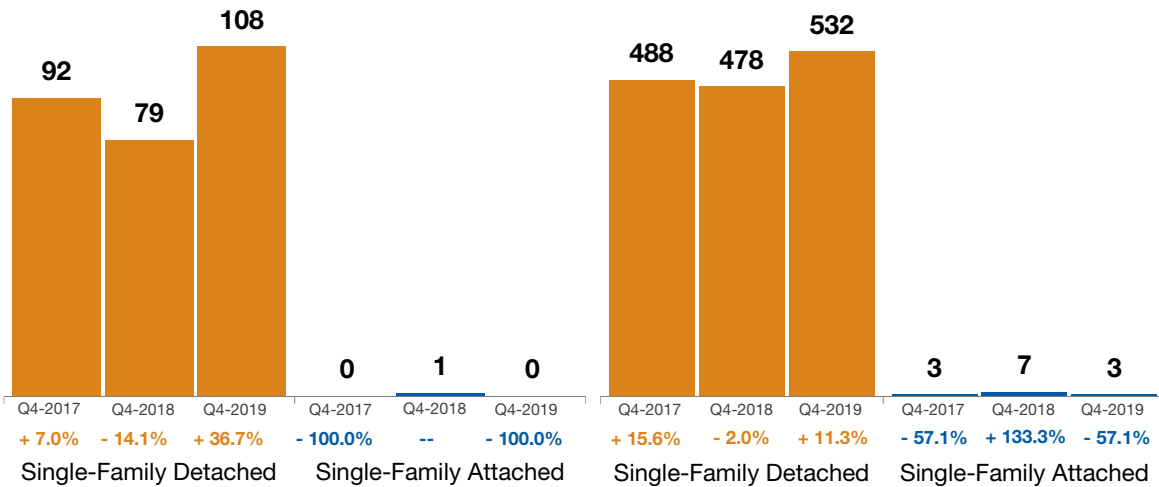
A count of the properties on which offers have been accepted in a given quarter.



Fluvanna County

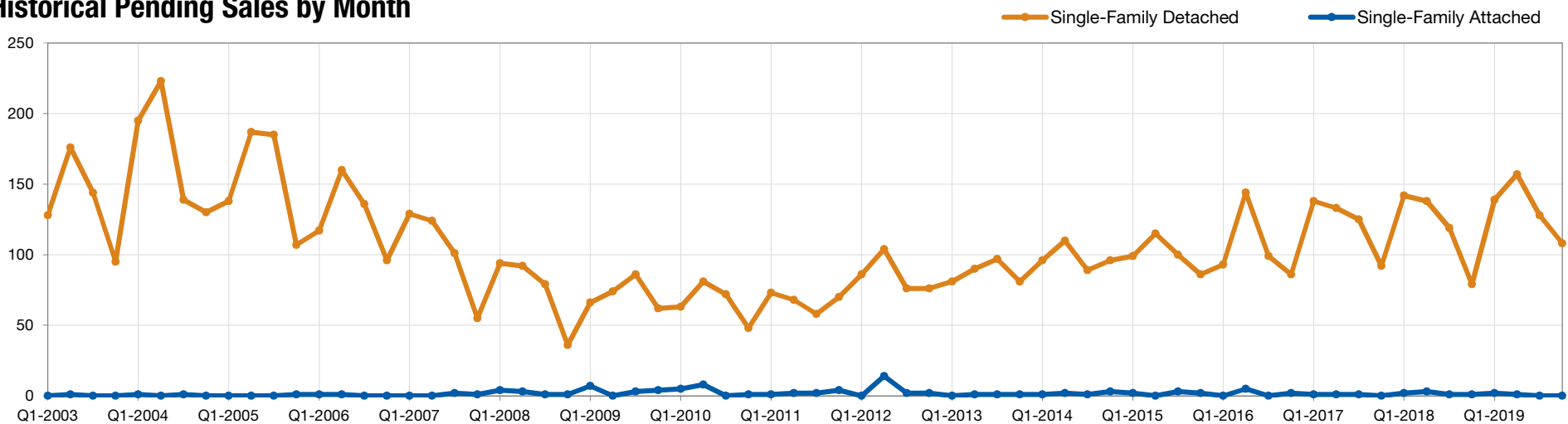
Q4-2019

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	79	-14.1%	1	--
Q1-2019	139	-2.1%	2	0.0%
Q2-2019	157	+13.8%	1	-66.7%
Q3-2019	128	+7.6%	0	-100.0%
Q4-2019	108	+36.7%	0	-100.0%

Historical Pending Sales by Month



Closed Sales

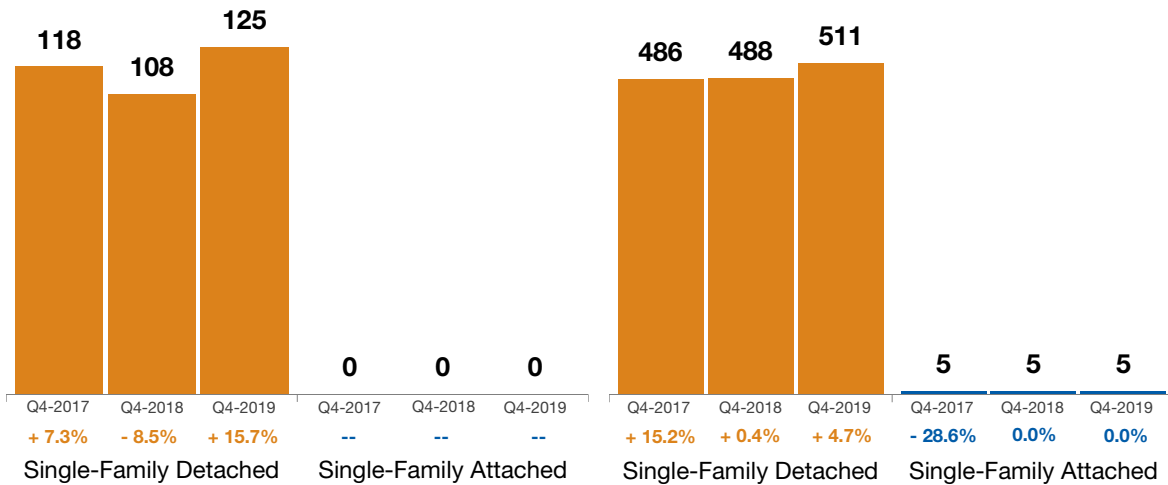
A count of the actual sales that closed in a given quarter.



Fluvanna County

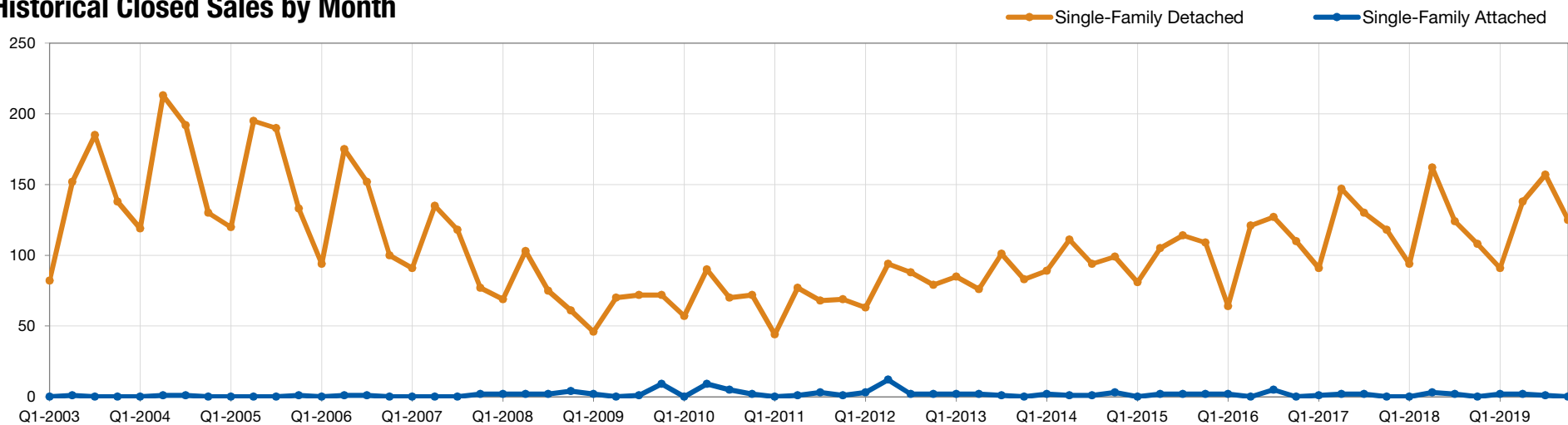
Q4-2019

Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	--
Q2-2019	138	-14.8%	2	-33.3%
Q3-2019	157	+26.6%	1	-50.0%
Q4-2019	125	+15.7%	0	0.0%

Historical Closed Sales by Month



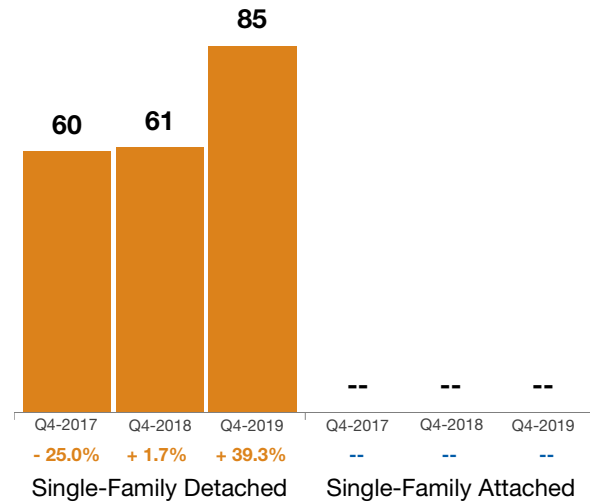
Days on Market Until Sale

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

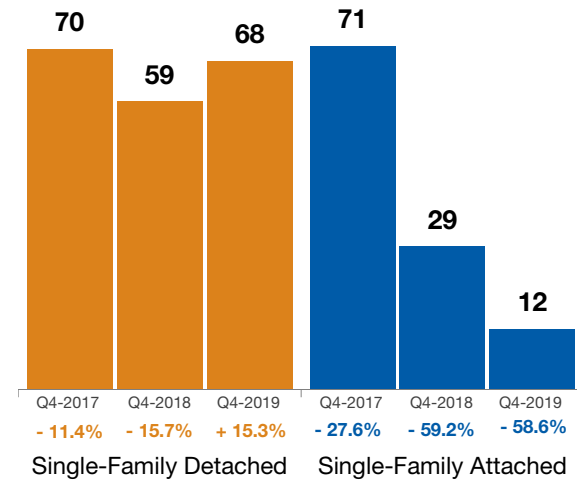


Fluvanna County

Q4-2019

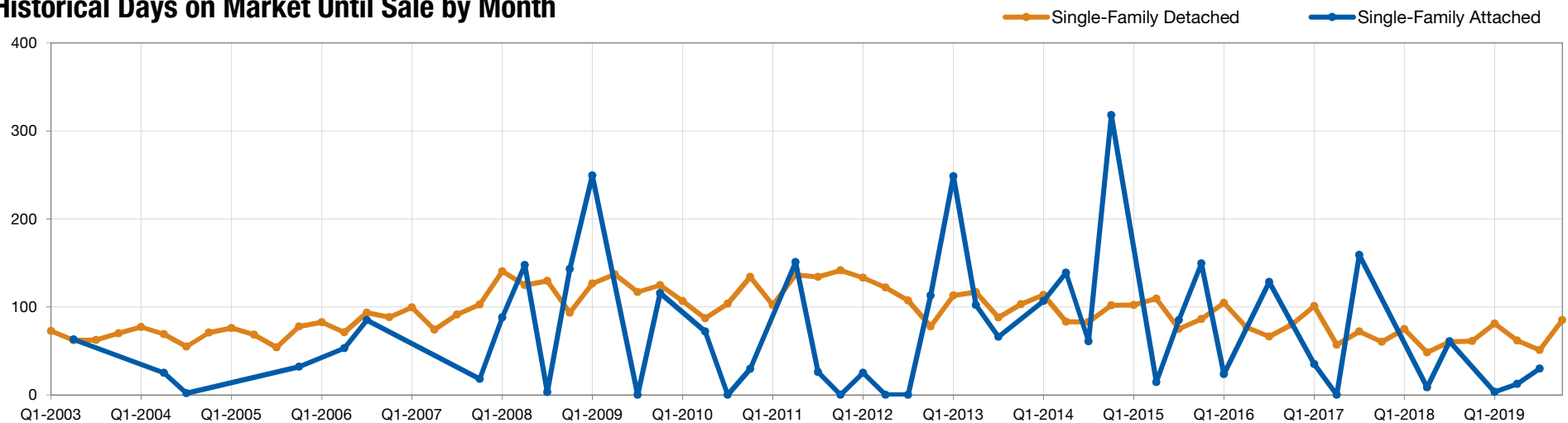


Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	--
Q2-2019	62	+29.2%	13	+62.5%
Q3-2019	51	-15.0%	30	-50.8%
Q4-2019	85	+39.3%	--	--

Historical Days on Market Until Sale by Month



Median Sales Price

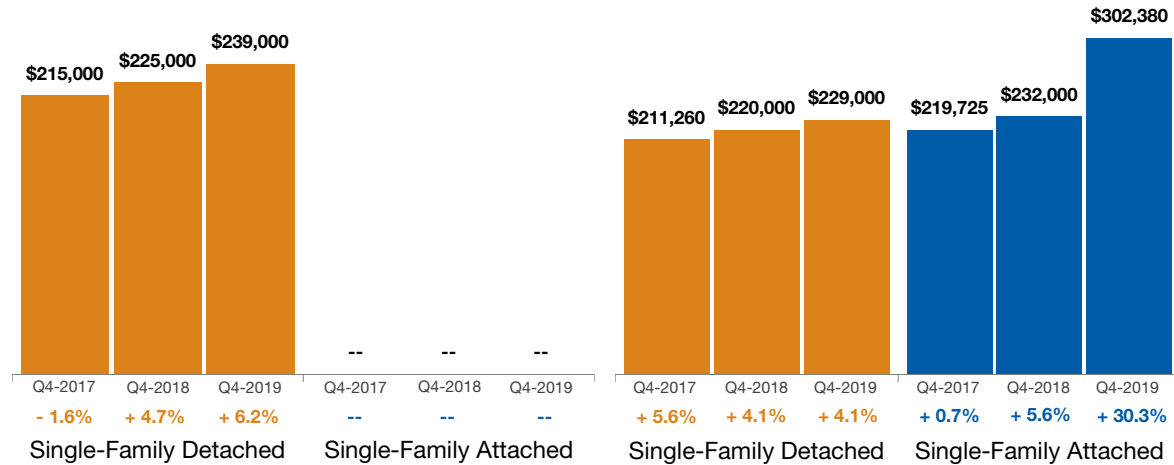
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Fluvanna County

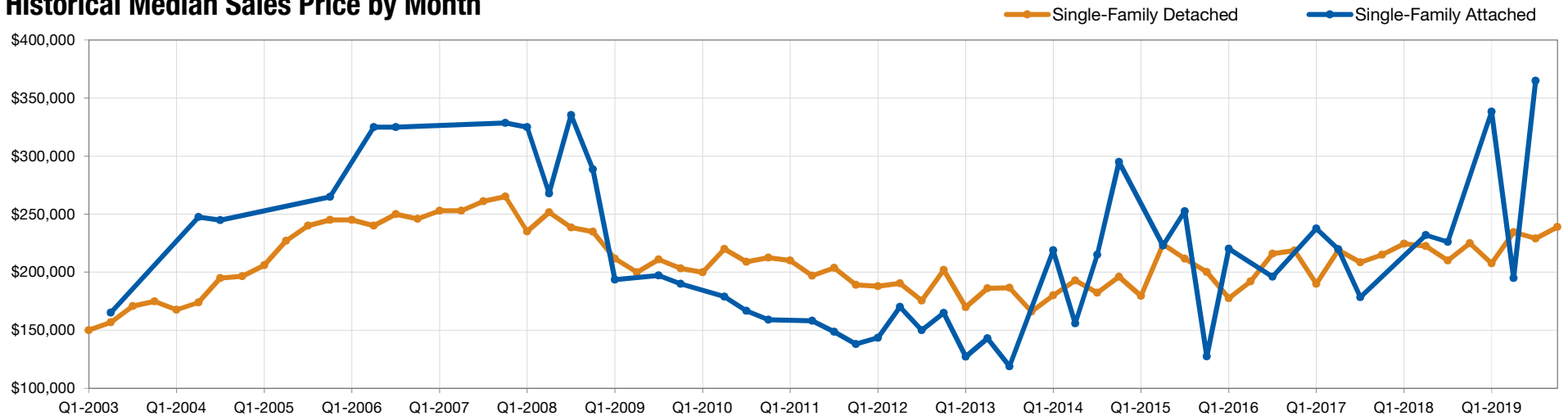
Q4-2019

Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	--
Q2-2019	\$234,450	+5.4%	\$194,900	-16.0%
Q3-2019	\$229,000	+9.0%	\$365,000	+61.5%
Q4-2019	\$239,000	+6.2%	--	--

Historical Median Sales Price by Month



Percent of List Price Received

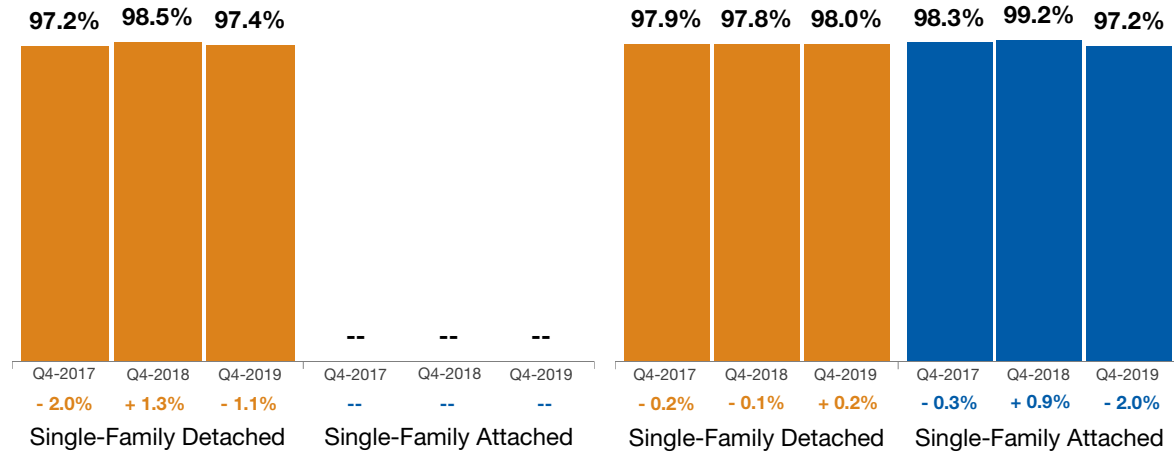
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



Fluvanna County

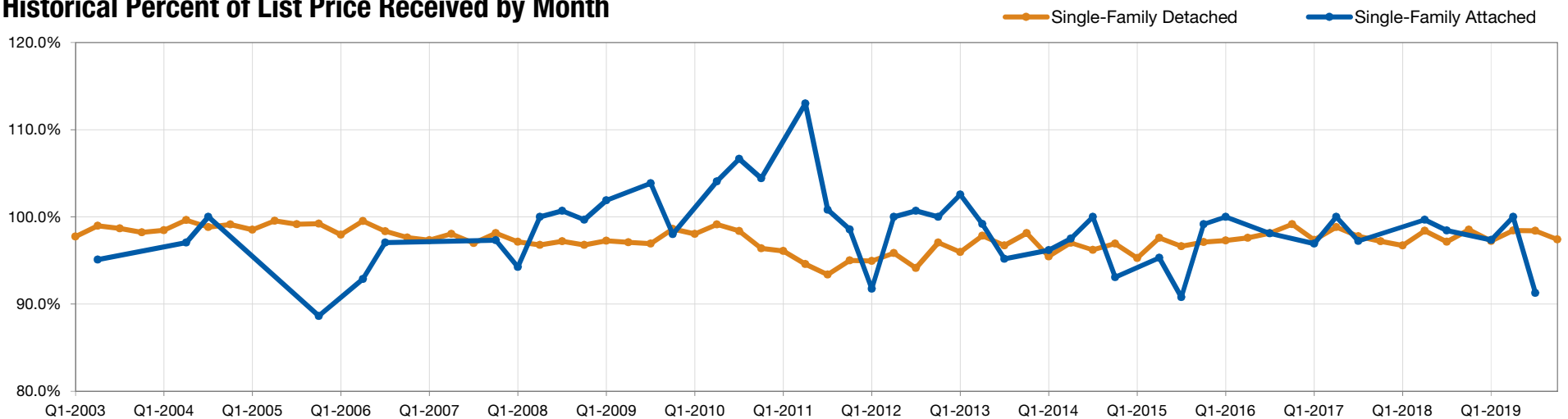
Q4-2019

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%	--
Q2-2019	98.4%	0.0%	100.0%	+0.3%
Q3-2019	98.4%	+1.3%	91.3%	-7.2%
Q4-2019	97.4%	-1.1%	--	--

Historical Percent of List Price Received by Month



Housing Affordability Index

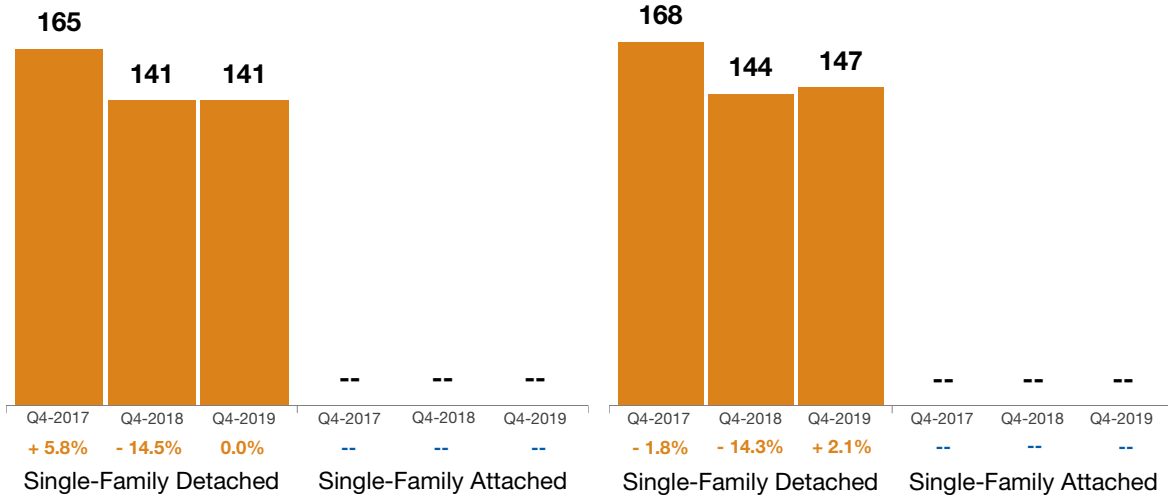
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



Fluvanna County

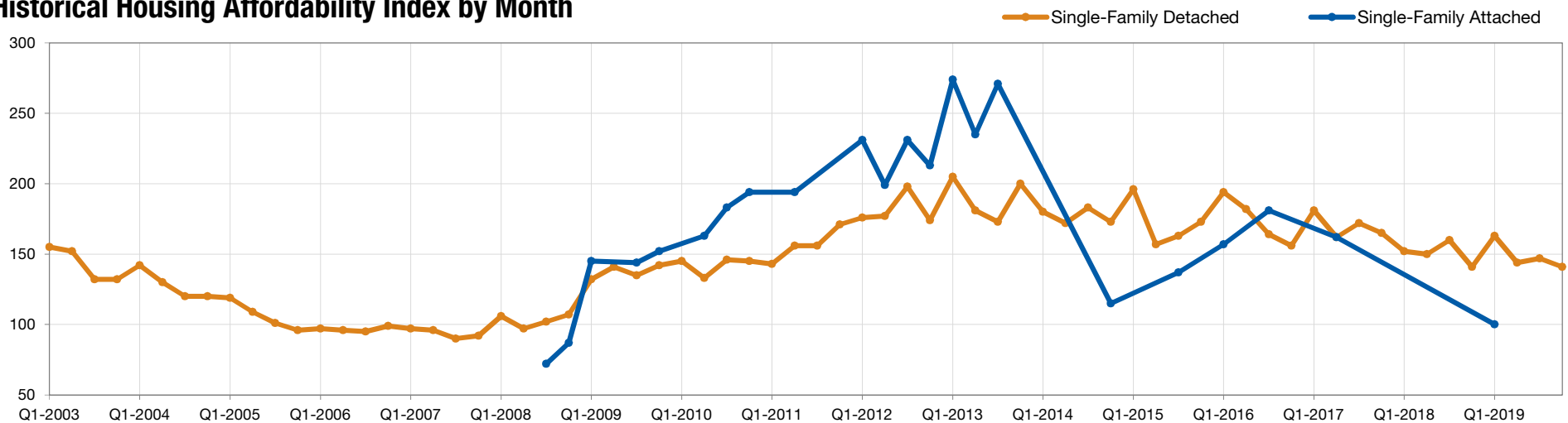
Q4-2019

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	--
Q2-2019	144	-4.0%	--	--
Q3-2019	147	-8.1%	--	--
Q4-2019	141	0.0%	--	--

Historical Housing Affordability Index by Month



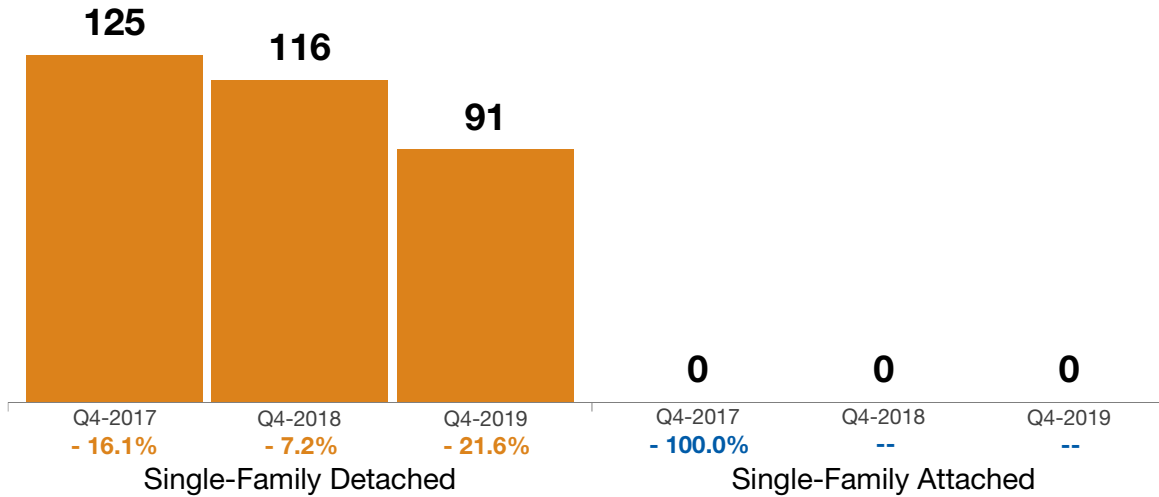
Inventory of Homes for Sale

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



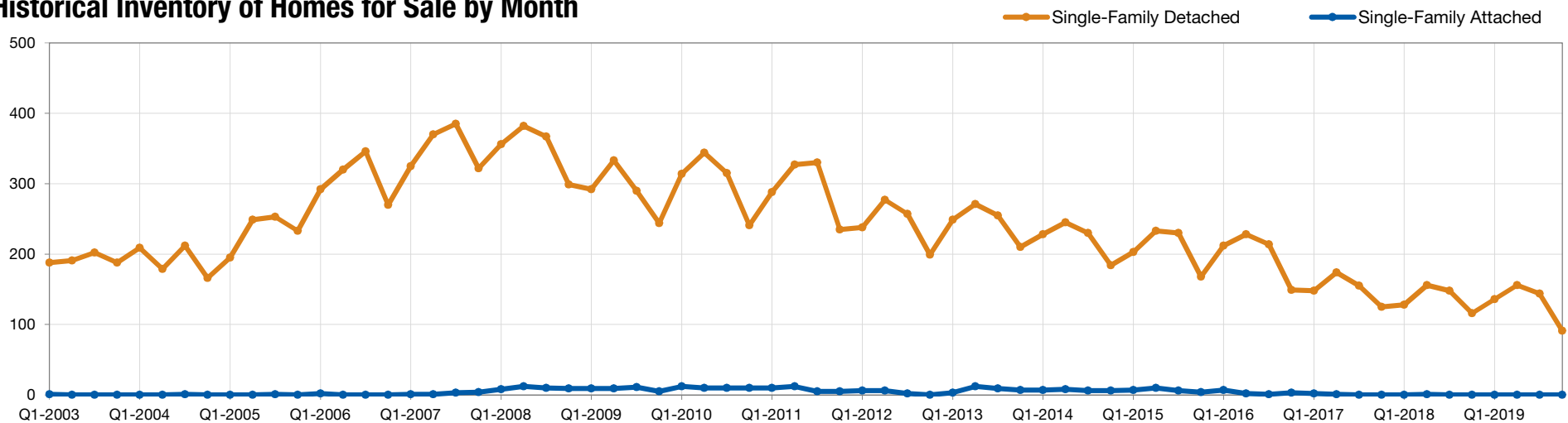
Fluvanna County

Q4-2019



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	156	-10.3%	1	0.0%
Q3-2018	148	-4.5%	0	0.0%
Q4-2018	116	-7.2%	0	0.0%
Q1-2019	136	+6.3%	0	0.0%
Q2-2019	156	0.0%	0	-100.0%
Q3-2019	144	-2.7%	0	0.0%
Q4-2019	91	-21.6%	0	0.0%

Historical Inventory of Homes for Sale by Month



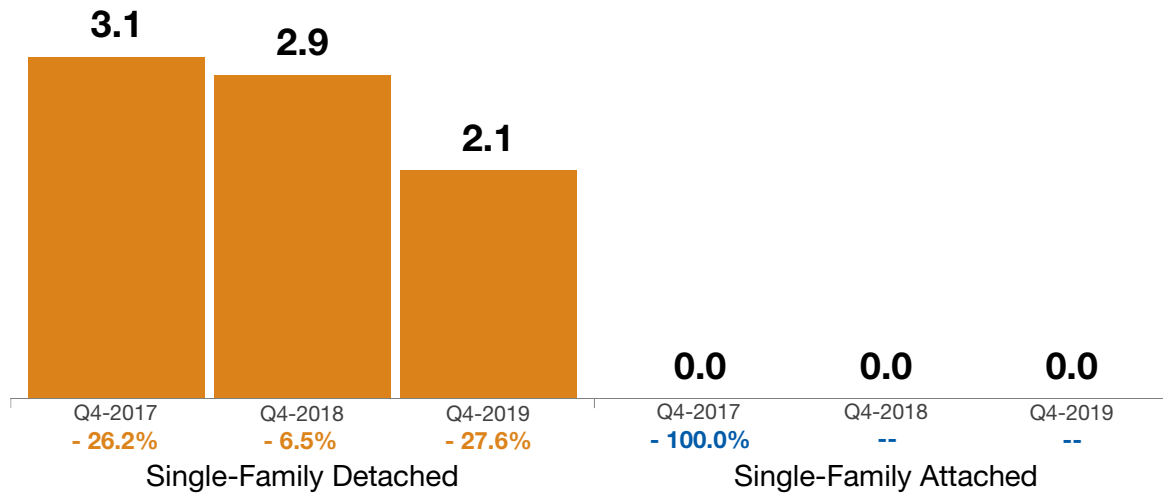
Months Supply of Inventory

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.



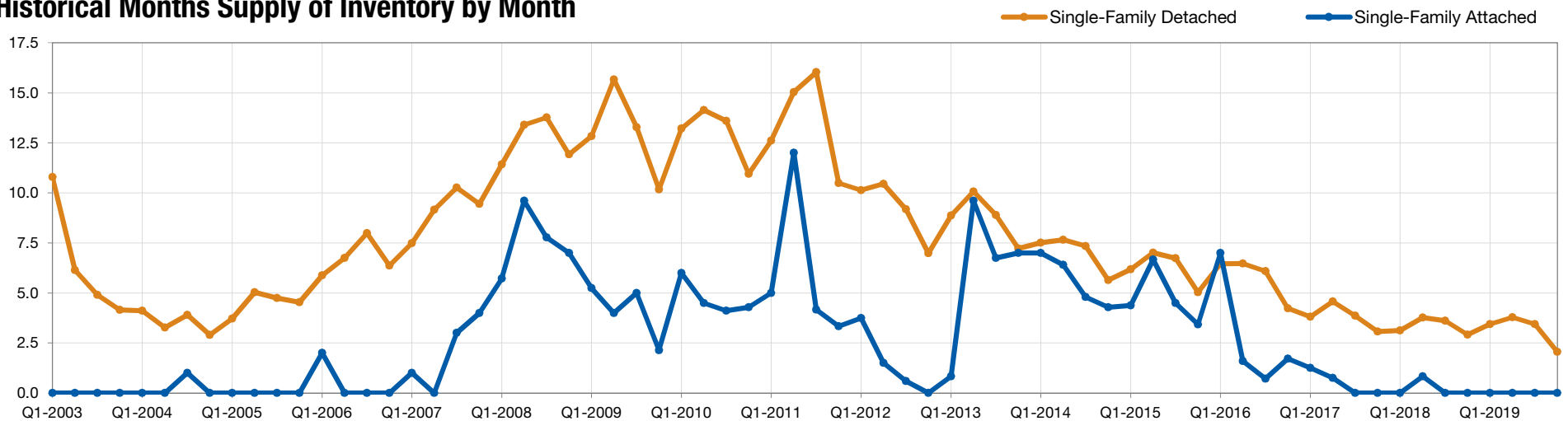
Fluvanna County

Q4-2019



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	3.8	-17.4%	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%
Q2-2019	3.8	0.0%	0.0	-100.0%
Q3-2019	3.4	-5.6%	0.0	0.0%
Q4-2019	2.1	-27.6%	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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		96	105	+ 9.4%	621	649	+ 4.5%
Pending Sales		80	108	+ 35.0%	485	535	+ 10.3%
Closed Sales		108	125	+ 15.7%	493	516	+ 4.7%
Days on Market Until Sale		61	85	+ 39.3%	59	67	+ 13.6%
Median Sales Price		\$225,000	\$239,000	+ 6.2%	\$220,500	\$229,000	+ 3.9%
Percent of List Price Received		98.5%	97.4%	- 1.1%	97.8%	98.0%	+ 0.2%
Housing Affordability Index		141	141	0.0%	144	147	+ 2.1%
Inventory of Homes for Sale		116	91	- 21.6%	--	--	--
Months Supply of Inventory		2.9	2.0	- 31.0%	--	--	--