

# CAAR Market Report

Greene County



## Q4-2019

Closed Sales decreased 7.6 percent for Single-Family Detached homes and 100.0 percent for Single-Family Attached homes. Pending Sales increased 33.3 percent for Single-Family Detached homes but decreased 100.0 percent for Single-Family Attached homes. Inventory increased 12.5 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes.

The Median Sales Price increased 12.0 percent to \$284,660 for Single-Family Detached homes but remained flat for Single-Family Attached homes. Days on Market increased 20.0 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes. Homeownership was less affordable, as the Housing Affordability Index was down 4.8 percent over last year, at 119.

## Quick Facts

**- 8.8%**

**+ 12.3%**

**+ 12.5%**

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	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		73	78	+ 6.8%	428	437	+ 2.1%
<b>Pending Sales</b>		54	72	+ 33.3%	327	349	+ 6.7%
<b>Closed Sales</b>		79	73	- 7.6%	299	344	+ 15.1%
<b>Days on Market Until Sale</b>		40	48	+ 20.0%	50	47	- 6.0%
<b>Median Sales Price</b>		\$254,115	\$284,660	+ 12.0%	\$252,000	\$270,000	+ 7.1%
<b>Percent of List Price Received</b>		97.9%	98.9%	+ 1.0%	98.3%	98.6%	+ 0.3%
<b>Housing Affordability Index</b>		125	119	- 4.8%	126	125	- 0.8%
<b>Inventory of Homes for Sale</b>		64	72	+ 12.5%	--	--	--
<b>Months Supply of Inventory</b>		2.3	2.5	+ 8.7%	--	--	--

# 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.



Greene County

Key Metrics	Historical Sparkbars	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		1	0	- 100.0%	1	1	0.0%
<b>Pending Sales</b>		1	0	- 100.0%	1	1	0.0%
<b>Closed Sales</b>		1	0	- 100.0%	1	1	0.0%
<b>Days on Market Until Sale</b>		13	--	--	13	27	+ 107.7%
<b>Median Sales Price</b>		\$85,000	--	--	\$85,000	\$149,500	+ 75.9%
<b>Percent of List Price Received</b>		100.0%	--	--	100.0%	101.7%	+ 1.7%
<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%	--	--	--

# 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.



Greene County

Key Metrics	Historical Sparkbars	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		24	27	+ 12.5%	92	103	+ 12.0%
<b>Pending Sales</b>		13	25	+ 92.3%	77	84	+ 9.1%
<b>Closed Sales</b>		25	20	- 20.0%	48	82	+ 70.8%
<b>Median Sales Price</b>		\$254,115	\$299,105	+ 17.7%	\$263,855	\$276,208	+ 4.7%
<b>Housing Affordability Index</b>		125	113	- 9.6%	120	122	+ 1.7%

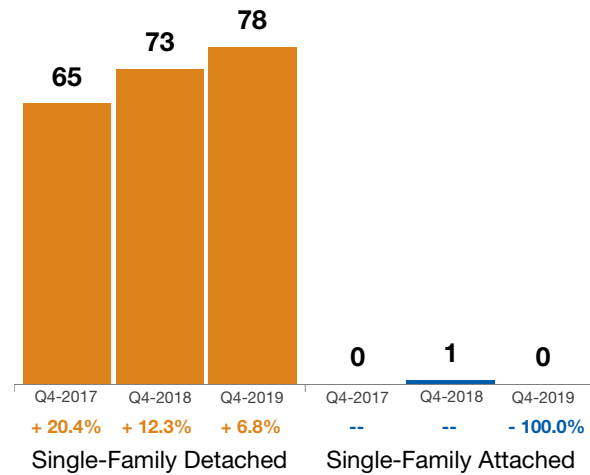
# New Listings

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

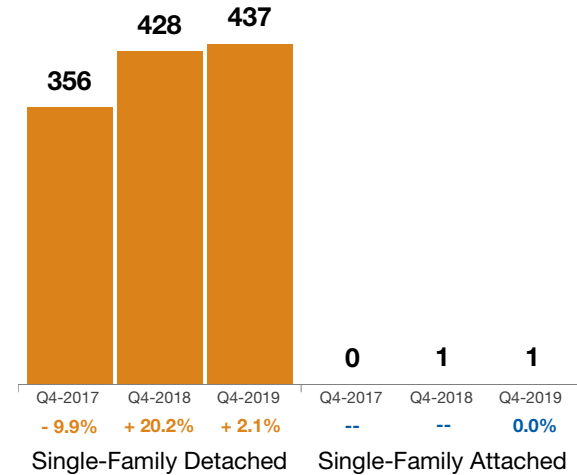


Greene County

## Q4-2019

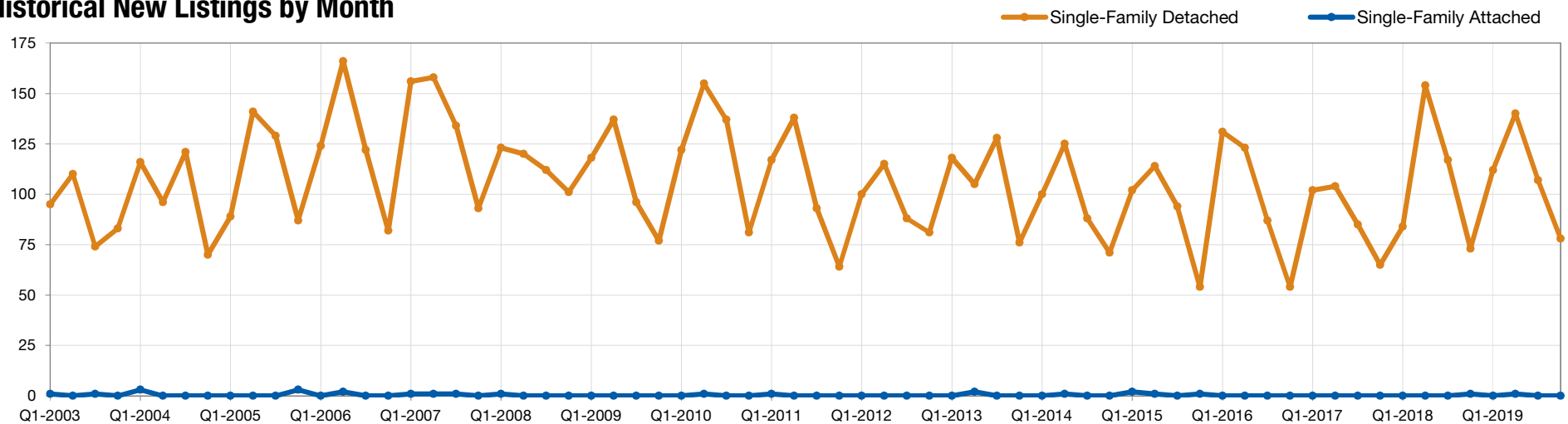


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2017	102	-22.1%	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	-17.6%	0	0.0%
Q2-2018	154	+48.1%	0	0.0%
Q3-2018	117	+37.6%	0	0.0%
Q4-2018	73	+12.3%	1	--
Q1-2019	112	+33.3%	0	0.0%
Q2-2019	140	-9.1%	1	--
Q3-2019	107	-8.5%	0	0.0%
<b>Q4-2019</b>	<b>78</b>	<b>+6.8%</b>	<b>0</b>	<b>-100.0%</b>

## Historical New Listings by Month



# Pending Sales

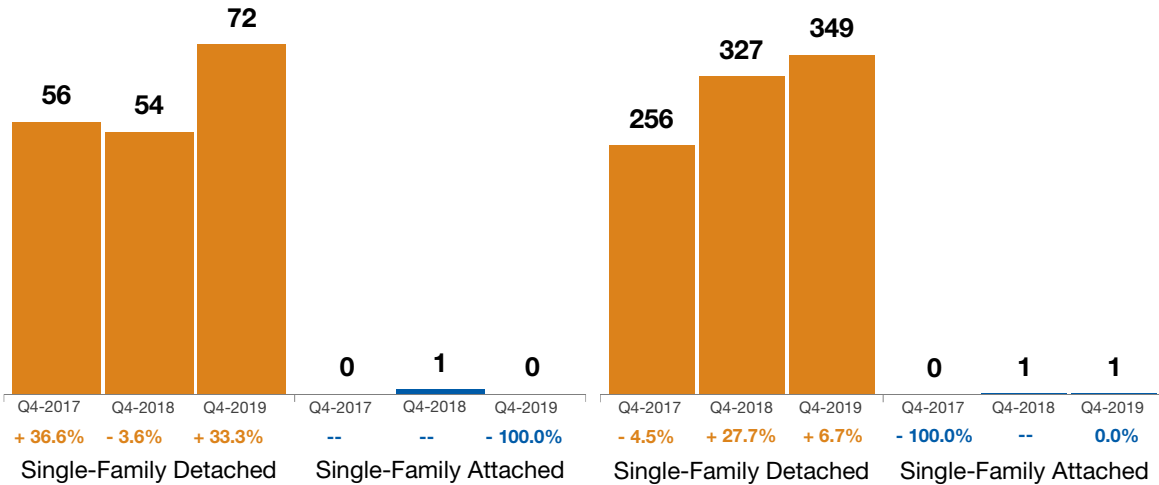
A count of the properties on which offers have been accepted in a given quarter.



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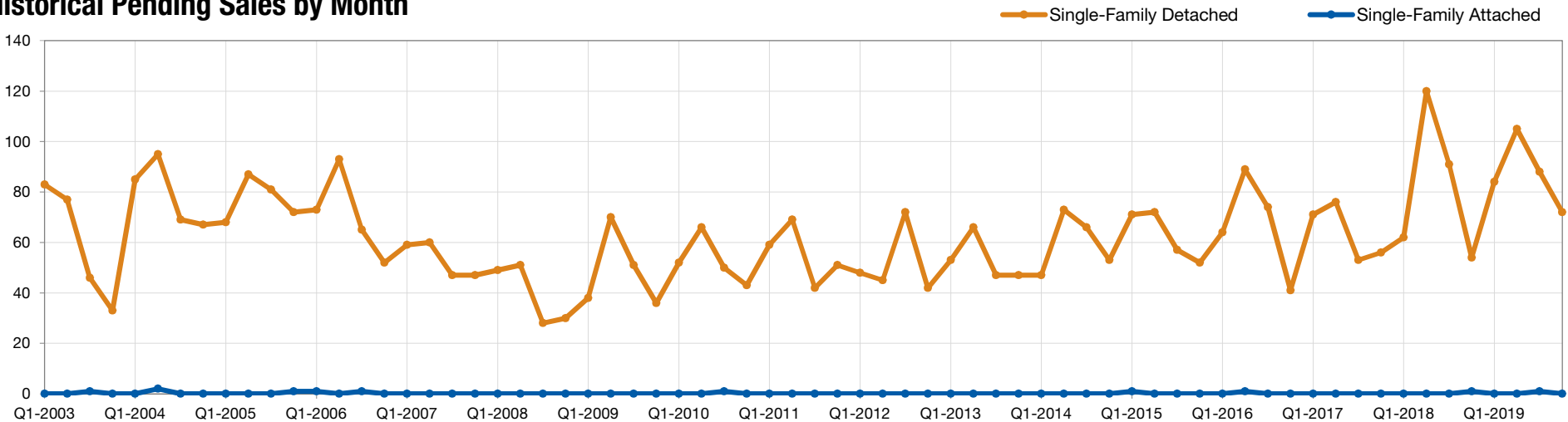
## Q4-2019

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	62	-12.7%	0	0.0%
Q2-2018	120	+57.9%	0	0.0%
Q3-2018	91	+71.7%	0	0.0%
Q4-2018	54	-3.6%	1	--
Q1-2019	84	+35.5%	0	0.0%
Q2-2019	105	-12.5%	0	0.0%
Q3-2019	88	-3.3%	1	--
<b>Q4-2019</b>	<b>72</b>	<b>+33.3%</b>	<b>0</b>	<b>-100.0%</b>

## Historical Pending Sales by Month



# Closed Sales

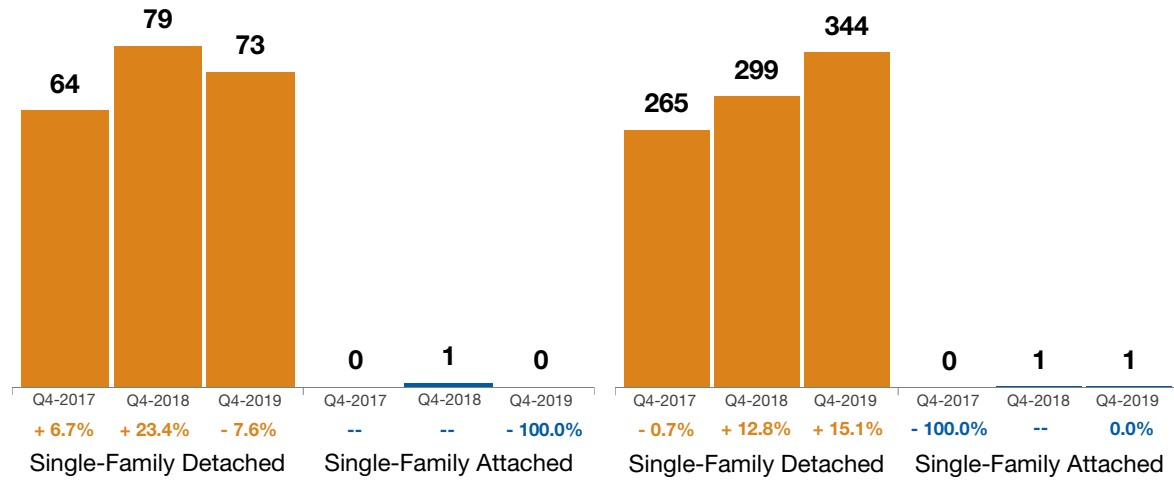
A count of the actual sales that closed in a given quarter.



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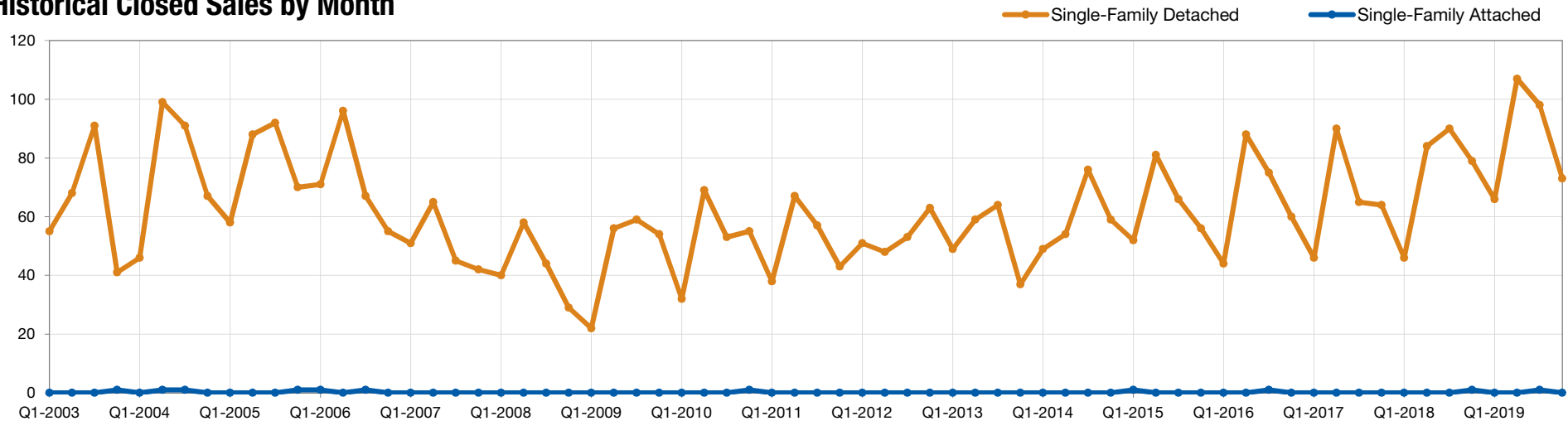
## Q4-2019

## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	46	0.0%	0	0.0%
Q2-2018	84	-6.7%	0	0.0%
Q3-2018	90	+38.5%	0	0.0%
Q4-2018	79	+23.4%	1	--
Q1-2019	66	+43.5%	0	0.0%
Q2-2019	107	+27.4%	0	0.0%
Q3-2019	98	+8.9%	1	--
<b>Q4-2019</b>	<b>73</b>	<b>-7.6%</b>	<b>0</b>	<b>-100.0%</b>

## Historical Closed Sales by Month



# Days on Market Until Sale

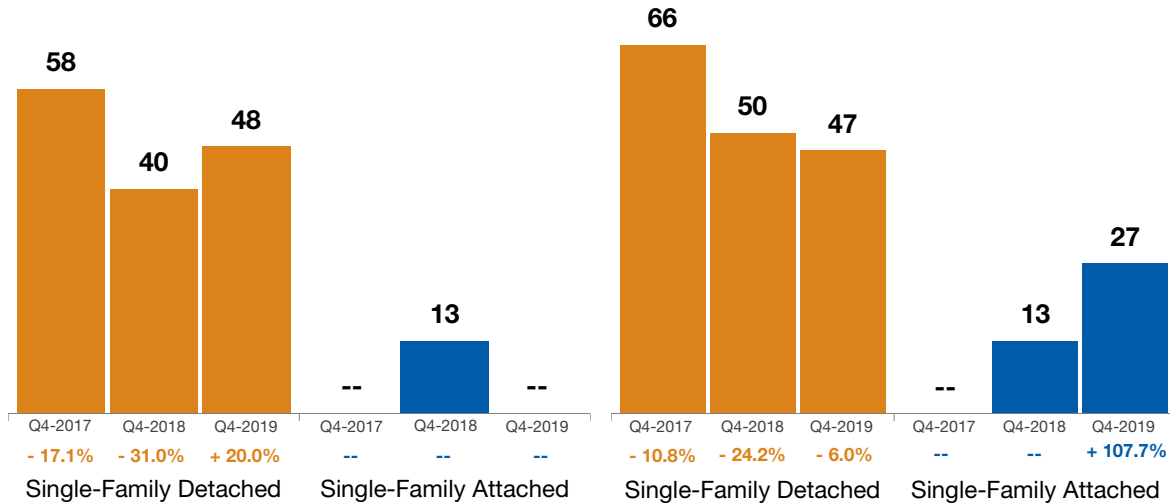
Median number of days between when a property is listed and when an offer is accepted in a given quarter.



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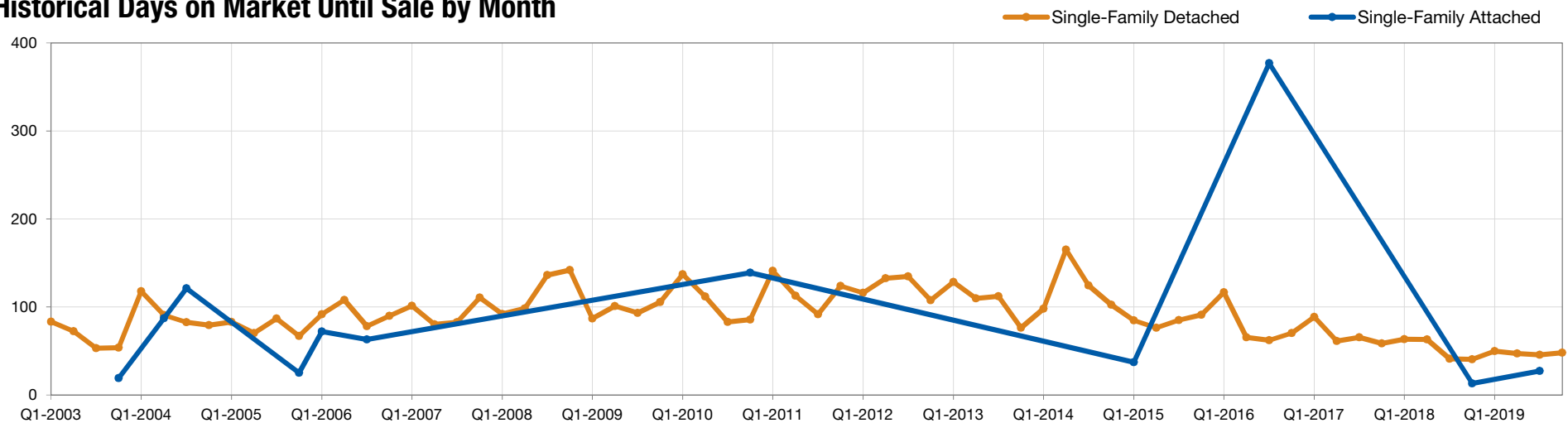
## Q4-2019

## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2017	89	-23.3%	--	--
Q2-2017	61	-6.2%	--	--
Q3-2017	65	+4.8%	--	--
Q4-2017	58	-17.1%	--	--
Q1-2018	63	-29.2%	--	--
Q2-2018	63	+3.3%	--	--
Q3-2018	41	-36.9%	--	--
Q4-2018	40	-31.0%	13	--
Q1-2019	50	-20.6%	--	--
Q2-2019	47	-25.4%	--	--
Q3-2019	45	+9.8%	27	--
<b>Q4-2019</b>	<b>48</b>	<b>+20.0%</b>	--	--

## Historical Days on Market Until Sale by Month





# Median Sales Price

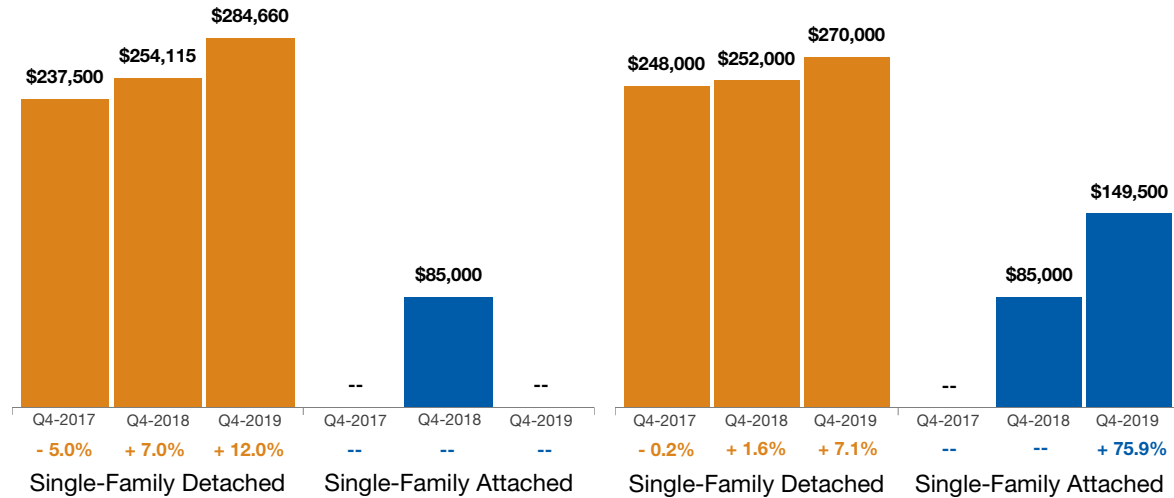
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



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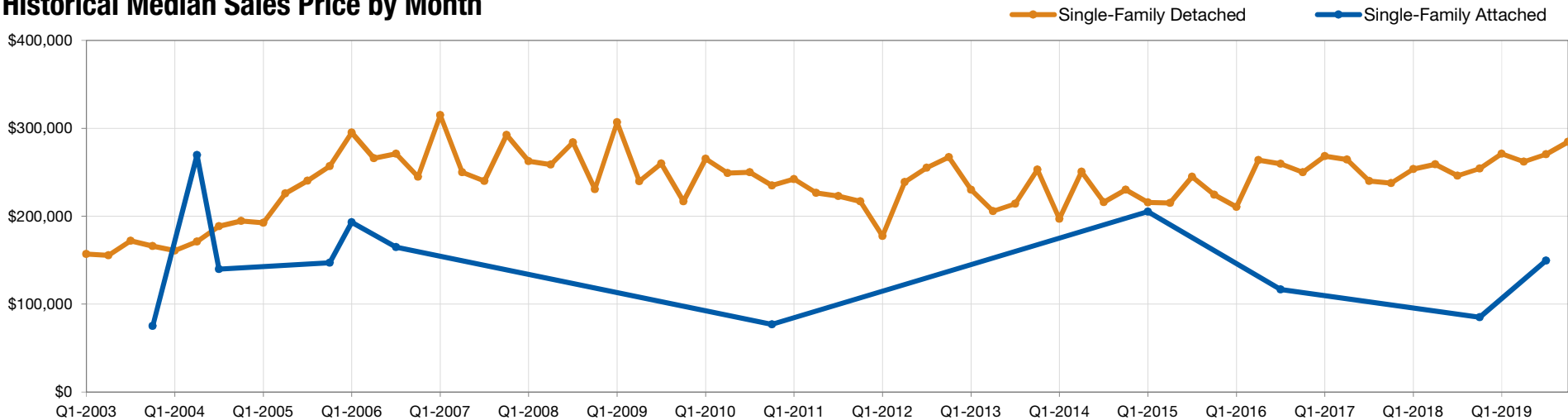
## Q4-2019

## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	\$253,500	-5.6%	--	--
Q2-2018	\$259,000	-2.1%	--	--
Q3-2018	\$246,000	+2.5%	--	--
Q4-2018	\$254,115	+7.0%	\$85,000	--
Q1-2019	\$270,980	+6.9%	--	--
Q2-2019	\$262,000	+1.2%	--	--
Q3-2019	\$270,455	+9.9%	\$149,500	--
<b>Q4-2019</b>	<b>\$284,660</b>	<b>+12.0%</b>	--	--

## Historical Median Sales Price by Month



# Percent of List Price Received

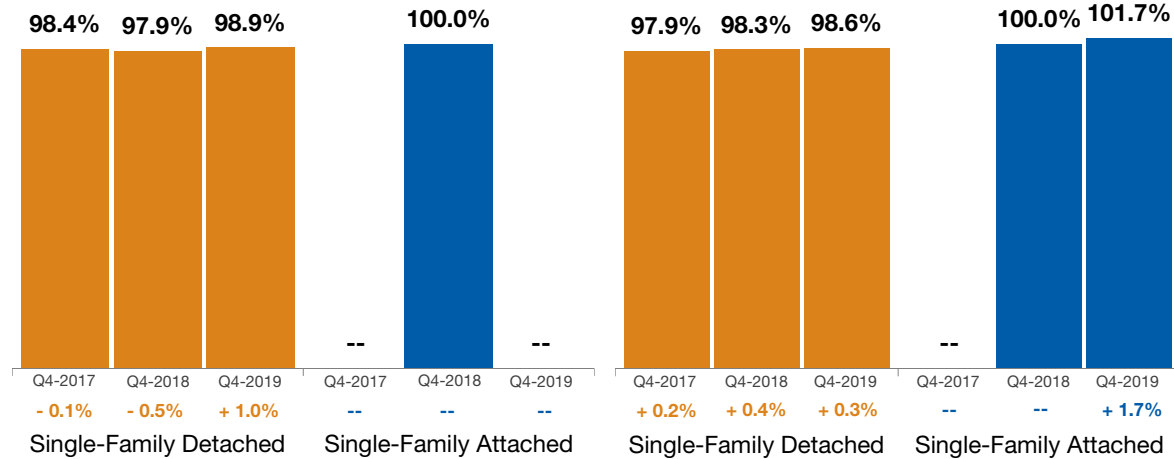
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



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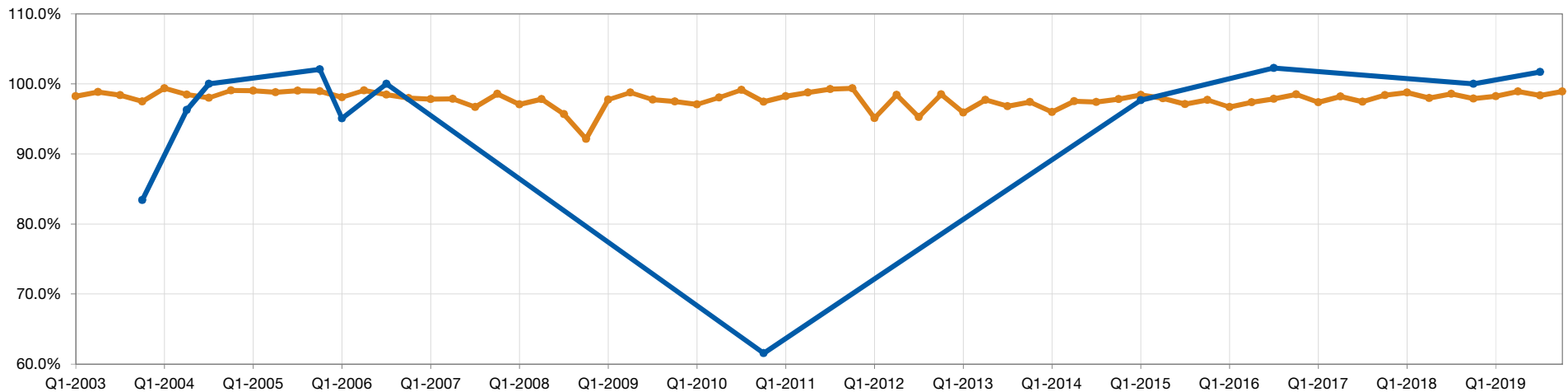
## Q4-2019

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2017	97.4%	+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%	--	--
Q4-2018	97.9%	-0.5%	100.0%	--
Q1-2019	98.2%	-0.6%	--	--
Q2-2019	98.9%	+0.9%	--	--
Q3-2019	98.3%	-0.3%	101.7%	--
<b>Q4-2019</b>	<b>98.9%</b>	<b>+1.0%</b>	--	--

## Historical Percent of List Price Received by Month



# Housing Affordability Index

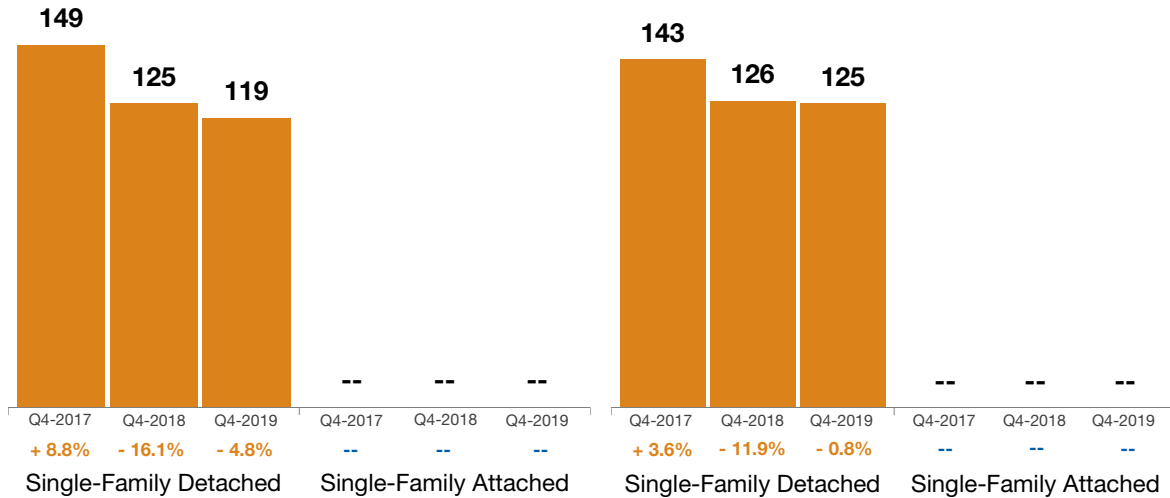
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



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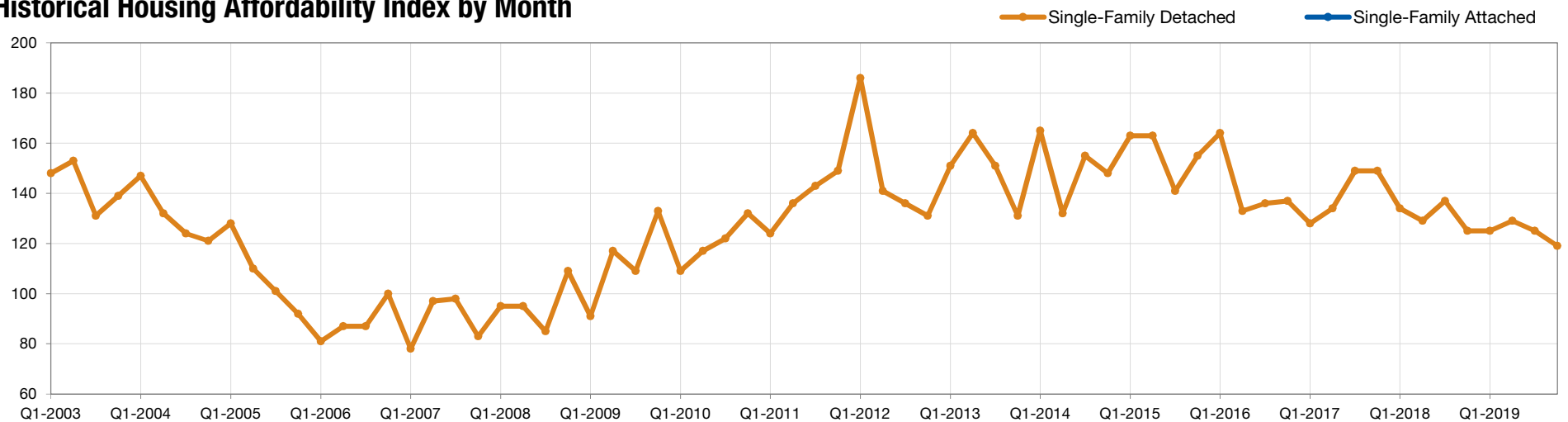
## Q4-2019

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2017	128	-22.0%	--	--
Q2-2017	134	+0.8%	--	--
Q3-2017	149	+9.6%	--	--
Q4-2017	149	+8.8%	--	--
Q1-2018	134	+4.7%	--	--
Q2-2018	129	-3.7%	--	--
Q3-2018	137	-8.1%	--	--
Q4-2018	125	-16.1%	--	--
Q1-2019	125	-6.7%	--	--
Q2-2019	129	0.0%	--	--
Q3-2019	125	-8.8%	--	--
<b>Q4-2019</b>	<b>119</b>	<b>-4.8%</b>	--	--

## Historical Housing Affordability Index by Month



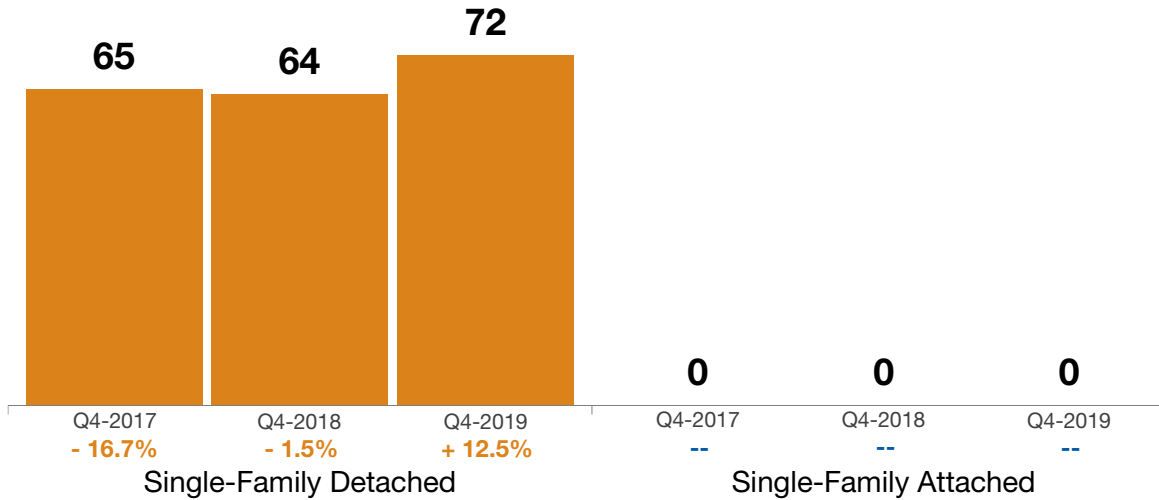
# Inventory of Homes for Sale

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



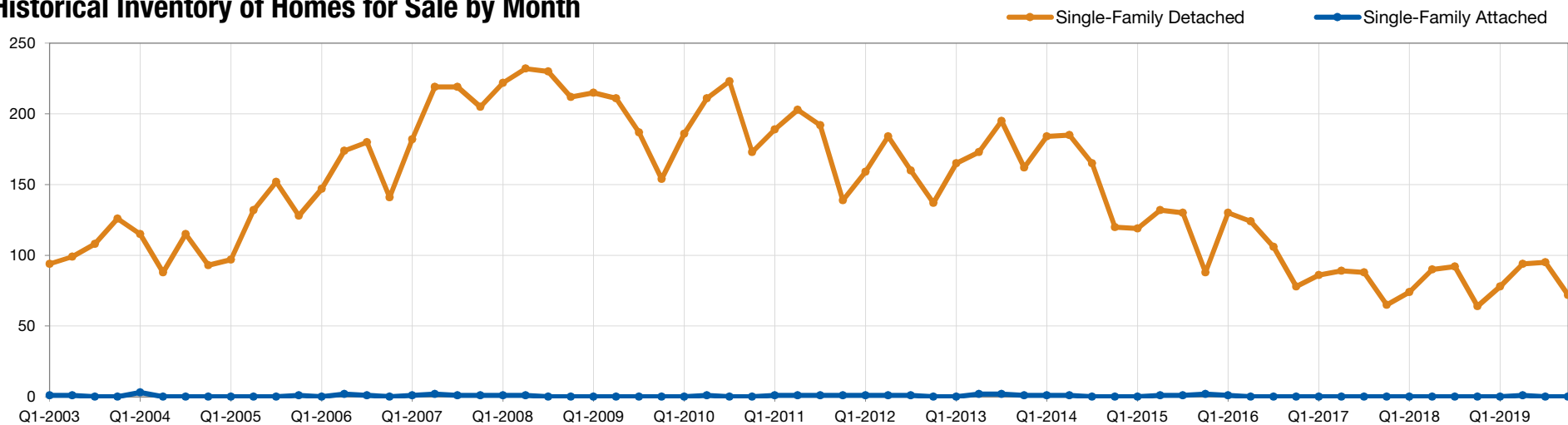
Greene County

## Q4-2019



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2017	86	-33.8%	0	-100.0%
Q2-2017	89	-28.2%	0	0.0%
Q3-2017	88	-17.0%	0	0.0%
Q4-2017	65	-16.7%	0	0.0%
Q1-2018	74	-14.0%	0	0.0%
Q2-2018	90	+1.1%	0	0.0%
Q3-2018	92	+4.5%	0	0.0%
Q4-2018	64	-1.5%	0	0.0%
Q1-2019	78	+5.4%	0	0.0%
Q2-2019	94	+4.4%	1	--
Q3-2019	95	+3.3%	0	0.0%
<b>Q4-2019</b>	<b>72</b>	<b>+12.5%</b>	<b>0</b>	<b>0.0%</b>

## Historical Inventory of Homes for Sale by Month



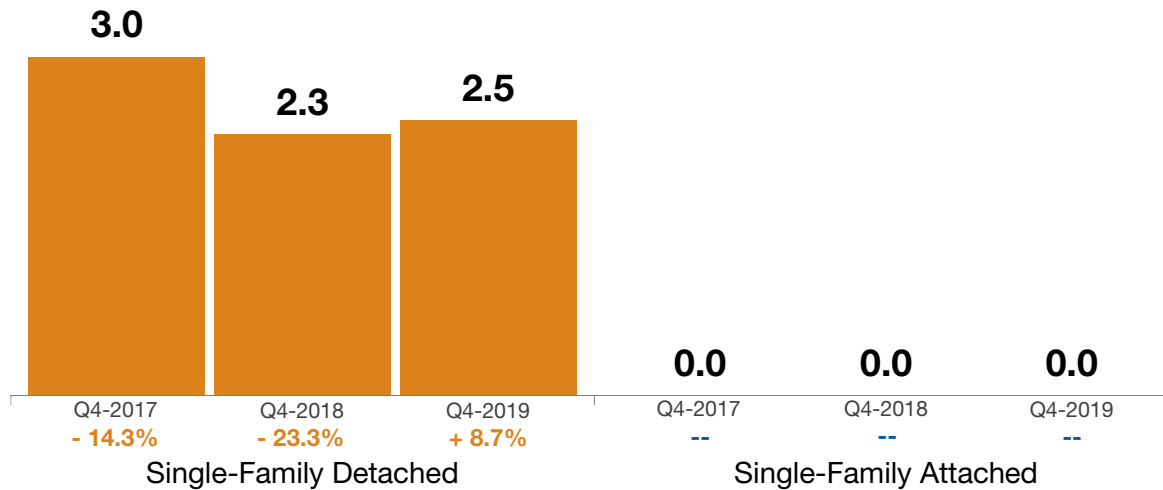
# Months Supply of Inventory

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.



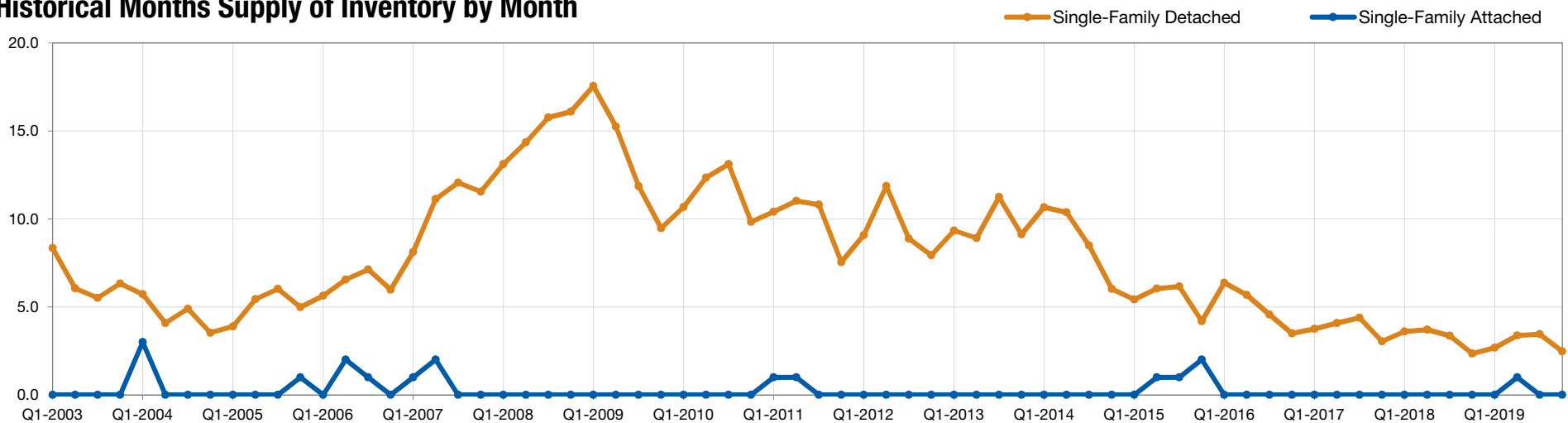
Greene County

## Q4-2019



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	3.0	-14.3%	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%
Q4-2018	2.3	-23.3%	0.0	0.0%
Q1-2019	2.7	-25.0%	0.0	0.0%
Q2-2019	3.4	-8.1%	1.0	--
Q3-2019	3.4	0.0%	0.0	0.0%
<b>Q4-2019</b>	<b>2.5</b>	<b>+8.7%</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

Key Metrics	Historical Sparkbars	Q4-2018	Q4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		74	<b>78</b>	+ 5.4%	429	<b>438</b>	+ 2.1%
<b>Pending Sales</b>		55	<b>72</b>	+ 30.9%	328	<b>350</b>	+ 6.7%
<b>Closed Sales</b>		80	<b>73</b>	- 8.8%	300	<b>345</b>	+ 15.0%
<b>Days on Market Until Sale</b>		40	<b>48</b>	+ 20.0%	50	<b>47</b>	- 6.0%
<b>Median Sales Price</b>		\$253,493	<b>\$284,660</b>	+ 12.3%	\$251,750	<b>\$270,000</b>	+ 7.2%
<b>Percent of List Price Received</b>		97.9%	<b>98.9%</b>	+ 1.0%	98.3%	<b>98.6%</b>	+ 0.3%
<b>Housing Affordability Index</b>		125	<b>119</b>	- 4.8%	126	<b>125</b>	- 0.8%
<b>Inventory of Homes for Sale</b>		64	<b>72</b>	+ 12.5%	--	<b>--</b>	--
<b>Months Supply of Inventory</b>		2.3	<b>2.5</b>	+ 8.7%	--	<b>--</b>	--