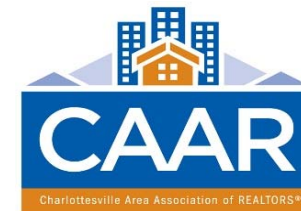


CAAR Market Report

Fluvanna County



Q3-2020

Closed Sales increased 9.6 percent for Single-Family Detached homes and 200.0 percent for Single-Family Attached homes. Pending Sales increased 35.9 percent for Single-Family Detached homes and remained flat for Single-Family Attached homes. Inventory decreased 61.8 percent for Single-Family Detached homes but remained flat for Single-Family Attached homes.

The Median Sales Price increased 8.3 percent to \$248,100 for Single-Family Detached homes but decreased 35.3 percent to \$236,000 for Single-Family Attached homes. Days on Market decreased 31.4 percent for Single-Family Detached homes and 16.7 percent for Single-Family Attached homes. Homeownership was less affordable, as the Housing Affordability Index was down 1.9 percent over last year, at 155.

Quick Facts

+ 10.8%

+ 7.6%

- 61.1%

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.

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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	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		155	187	+ 20.6%	541	496	- 8.3%
Pending Sales		128	174	+ 35.9%	424	459	+ 8.3%
Closed Sales		157	172	+ 9.6%	387	397	+ 2.6%
Days on Market Until Sale		51	35	- 31.4%	62	47	- 24.2%
Median Sales Price		\$229,000	\$248,100	+ 8.3%	\$226,000	\$247,500	+ 9.5%
Percent of List Price Received		98.4%	99.2%	+ 0.8%	98.1%	98.5%	+ 0.4%
Housing Affordability Index		159	154	- 3.1%	161	155	- 3.7%
Inventory of Homes for Sale		144	55	- 61.8%	--	--	--
Months Supply of Inventory		3.4	1.2	- 64.7%	--	--	--

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.



Fluvanna County

Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		0	12	--	3	19	+ 533.3%
Pending Sales		0	12	--	3	18	+ 500.0%
Closed Sales		1	3	+ 200.0%	5	7	+ 40.0%
Days on Market Until Sale		30	25	- 16.7%	12	21	+ 75.0%
Median Sales Price		\$365,000	\$236,000	- 35.3%	\$302,380	\$236,000	- 22.0%
Percent of List Price Received		91.3%	99.3%	+ 8.8%	97.2%	98.0%	+ 0.8%
Housing Affordability Index		--	162	--	--	162	--
Inventory of Homes for Sale		0	1	--	--	--	--
Months Supply of Inventory		0.0	0.3	--	--	--	--

Single-Family Detached New Construction Market Overview



Fluvanna County

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.

Key Metrics	Historical Sparkbars	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		20	41	+ 105.0%	55	88	+ 60.0%
Pending Sales		13	34	+ 161.5%	50	80	+ 60.0%
Closed Sales		17	23	+ 35.3%	38	55	+ 44.7%
Median Sales Price		\$257,830	\$283,425	+ 9.9%	\$263,178	\$273,180	+ 3.8%
Housing Affordability Index		141	135	- 4.3%	138	140	+ 1.4%

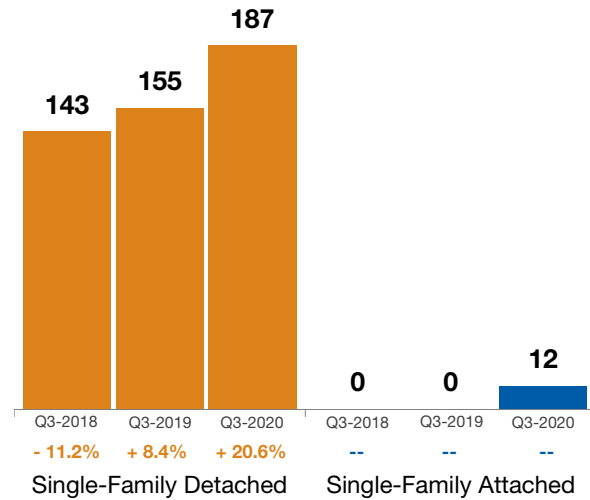
New Listings

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

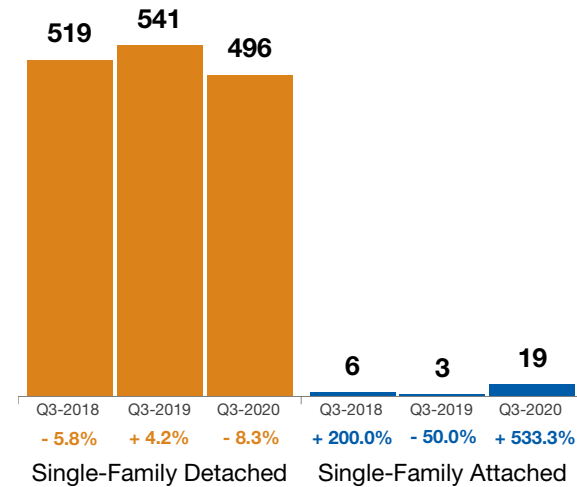


Fluvanna County

Q3-2020

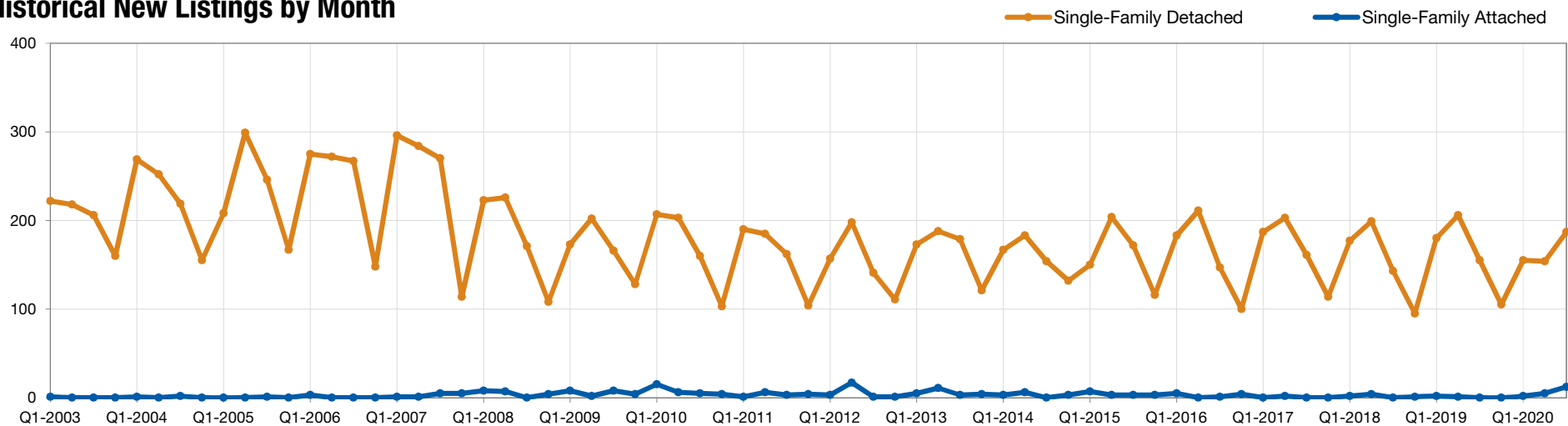


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%
Q1-2020	155	-13.9%	2	0.0%
Q2-2020	154	-25.2%	5	+400.0%
Q3-2020	187	+20.6%	12	--

Historical New Listings by Month



Pending Sales

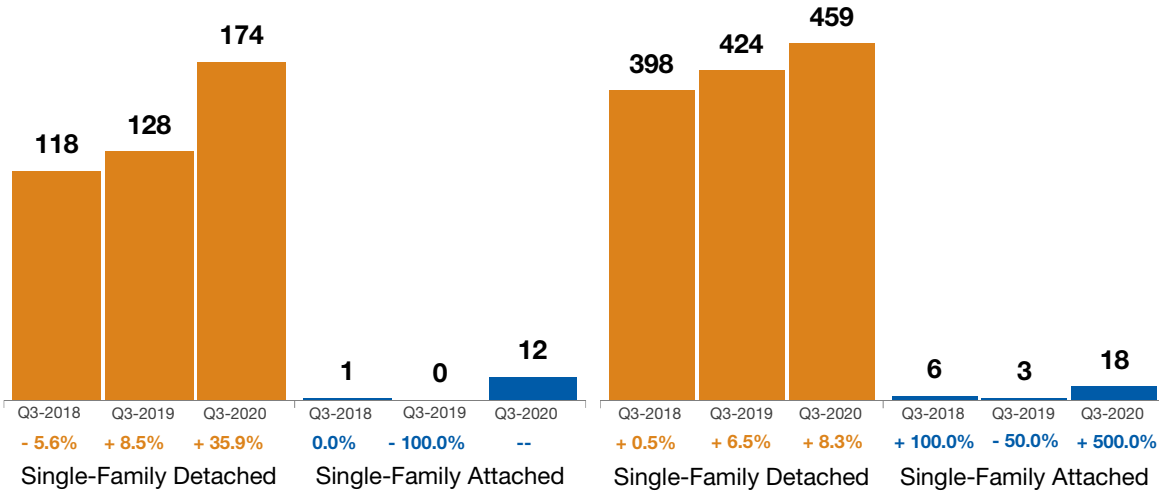
A count of the properties on which offers have been accepted in a given quarter.



Fluvanna County

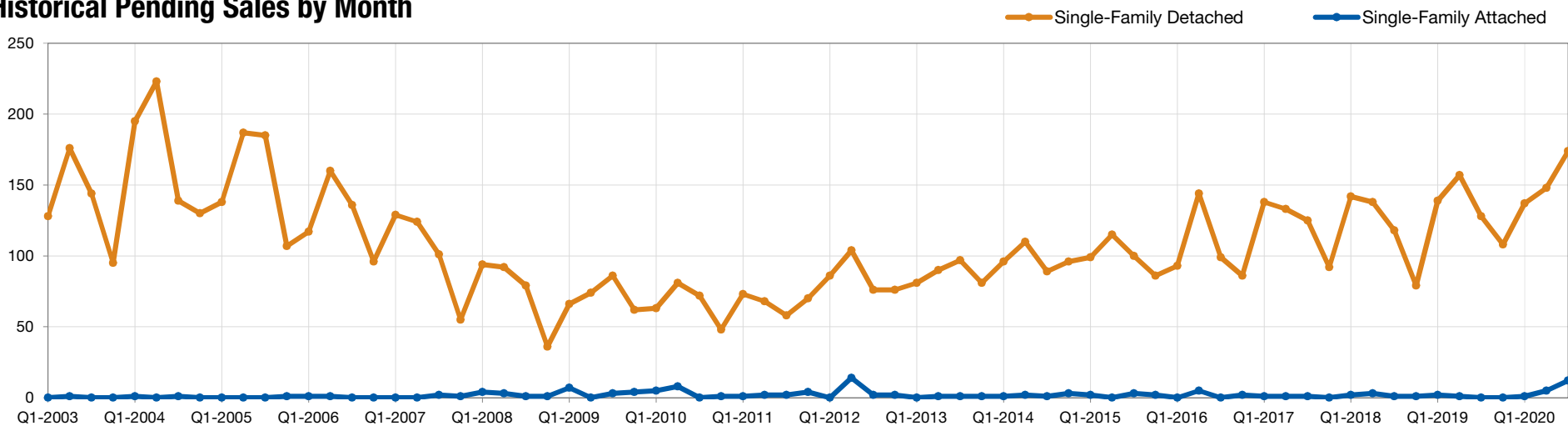
Q3-2020

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	118	-5.6%	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	+8.5%	0	-100.0%
Q4-2019	108	+36.7%	0	-100.0%
Q1-2020	137	-1.4%	1	-50.0%
Q2-2020	148	-5.7%	5	+400.0%
Q3-2020	174	+35.9%	12	--

Historical Pending Sales by Month



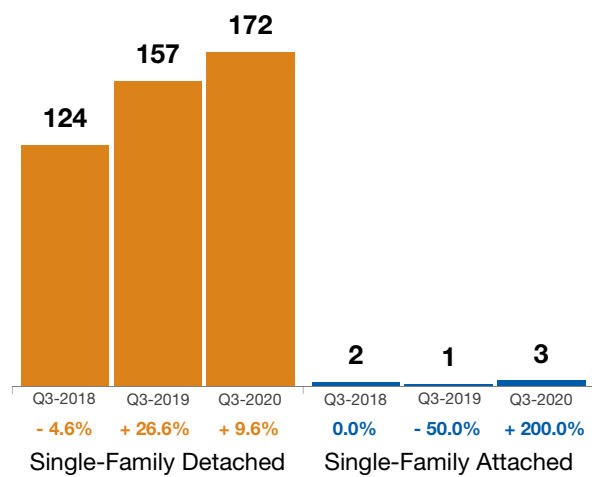
Closed Sales

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

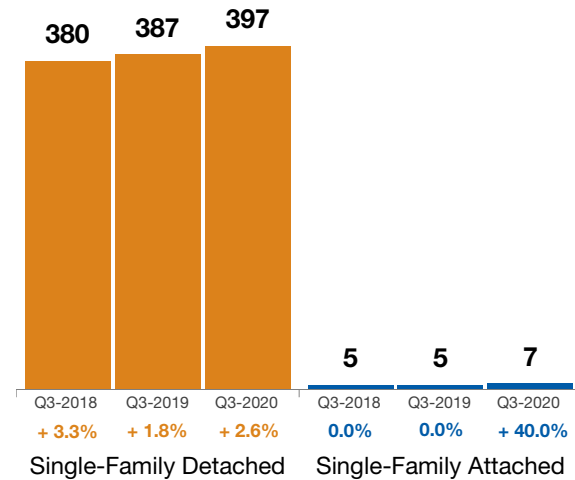


Fluvanna County

Q3-2020

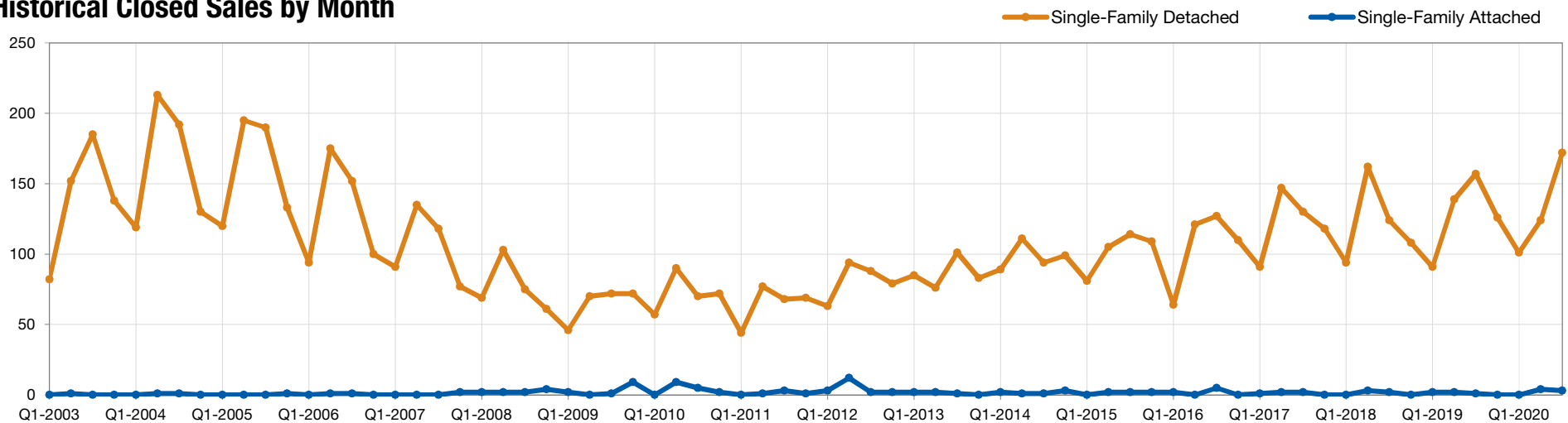


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	139	-14.2%	2	-33.3%
Q3-2019	157	+26.6%	1	-50.0%
Q4-2019	126	+16.7%	0	0.0%
Q1-2020	101	+11.0%	0	-100.0%
Q2-2020	124	-10.8%	4	+100.0%
Q3-2020	172	+9.6%	3	+200.0%

Historical Closed Sales by Month



Days on Market Until Sale

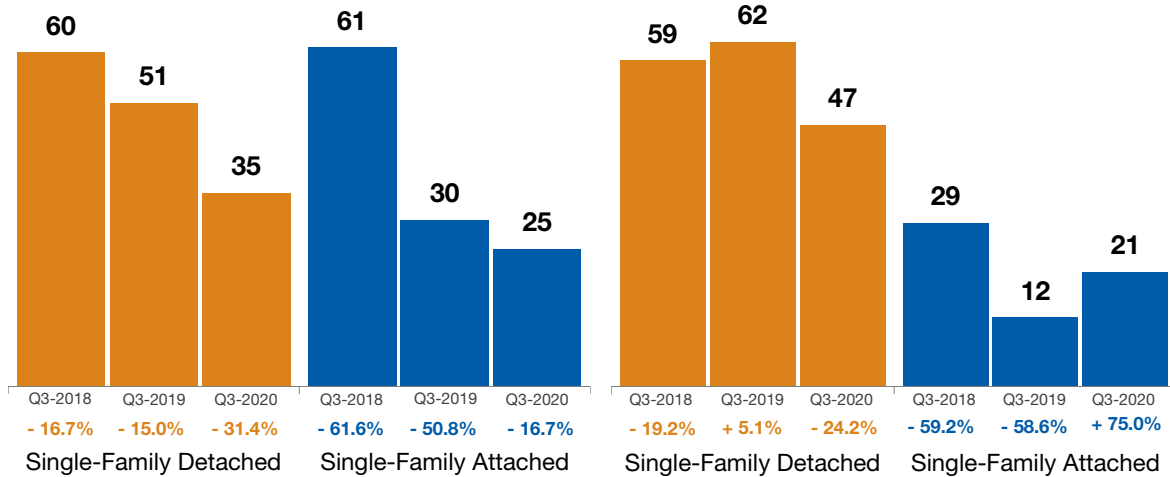
Median number of days between when a property is listed and when an offer is accepted in a given quarter.



Fluvanna County

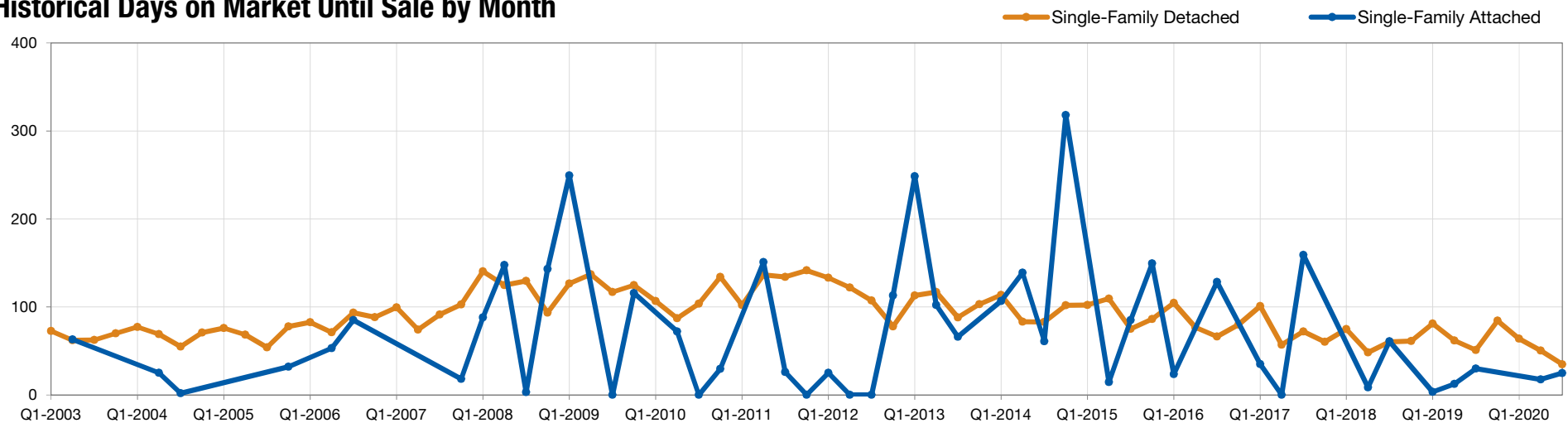
Q3-2020

Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	84	+37.7%	--	--
Q1-2020	64	-21.0%	--	--
Q2-2020	50	-19.4%	18	+38.5%
Q3-2020	35	-31.4%	25	-16.7%

Historical Days on Market Until Sale by Month



Median Sales Price

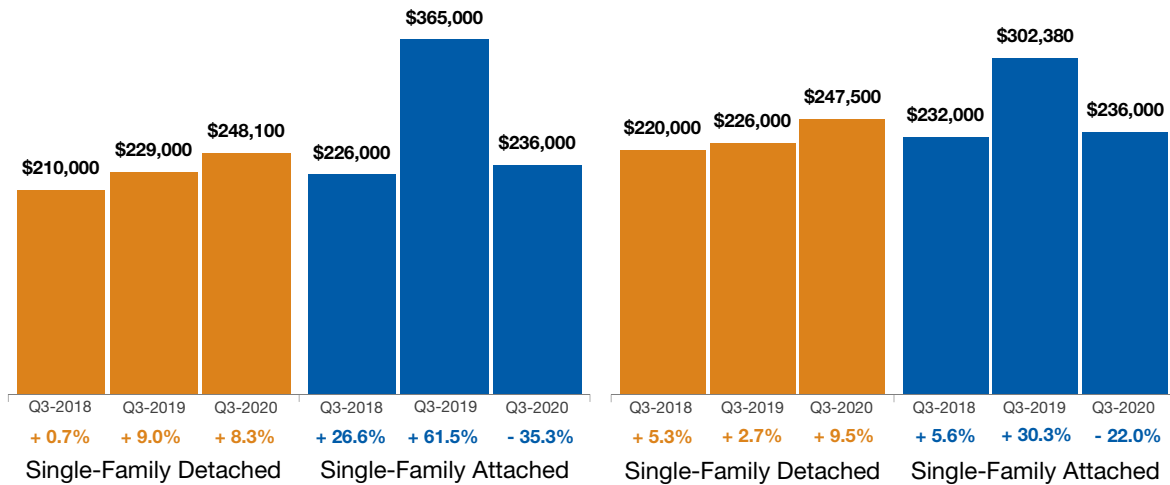
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Fluvanna County

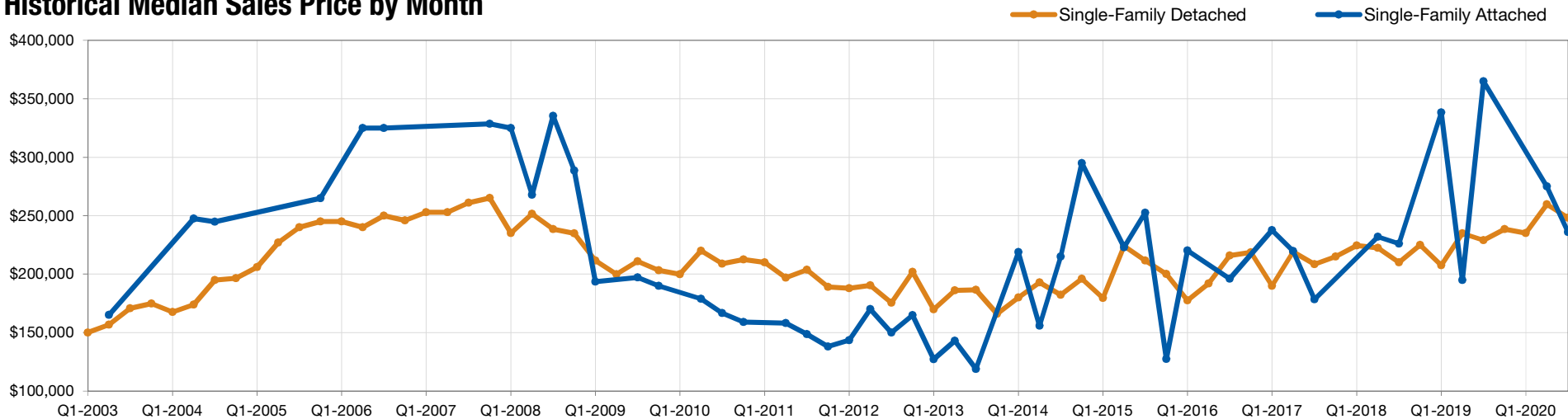
Q3-2020

Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	\$234,900	+5.6%	\$194,900	-16.0%
Q3-2019	\$229,000	+9.0%	\$365,000	+61.5%
Q4-2019	\$238,500	+6.0%	--	--
Q1-2020	\$235,000	+13.3%	--	--
Q2-2020	\$259,650	+10.5%	\$275,000	+41.1%
Q3-2020	\$248,100	+8.3%	\$236,000	-35.3%

Historical Median Sales Price by Month



Percent of List Price Received

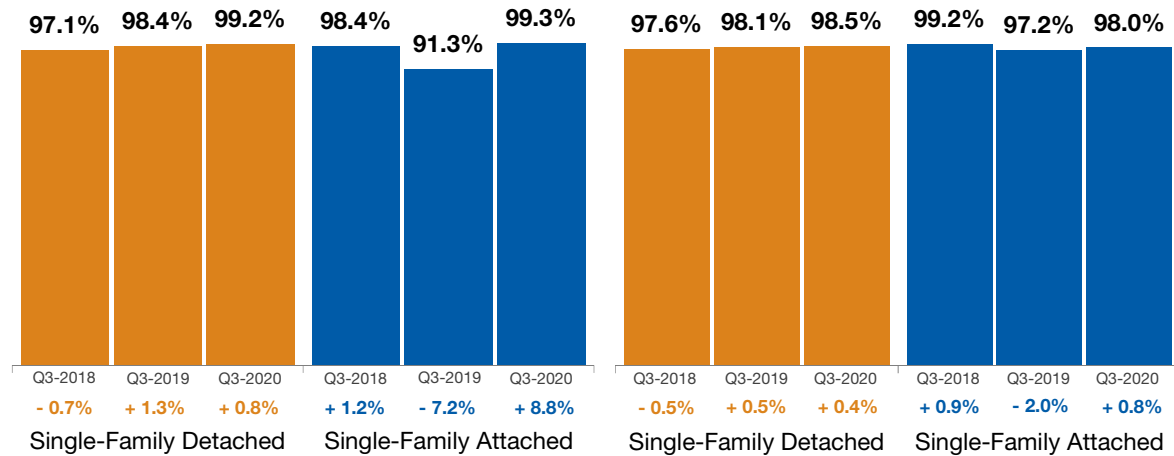
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



Fluvanna County

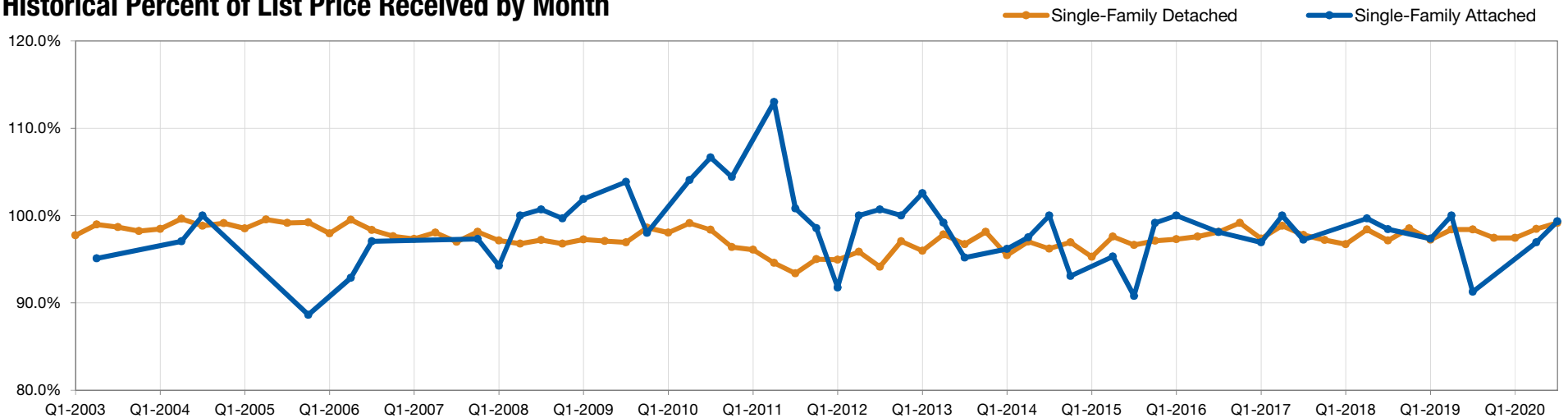
Q3-2020

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	97.5%	-1.0%	--	--
Q1-2020	97.4%	+0.2%	--	--
Q2-2020	98.5%	+0.1%	96.9%	-3.1%
Q3-2020	99.2%	+0.8%	99.3%	+8.8%

Historical Percent of List Price Received by Month



Housing Affordability Index

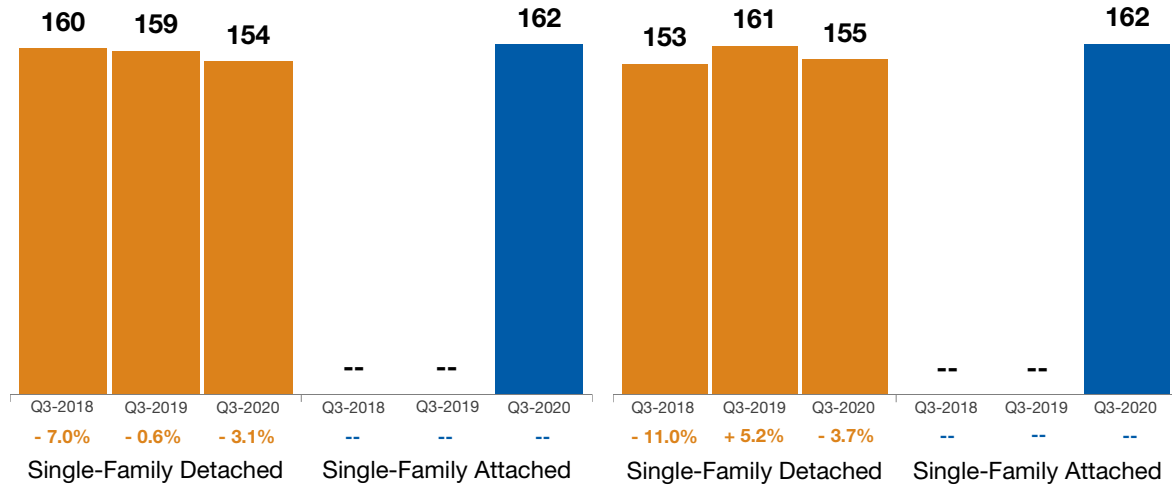
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



Fluvanna County

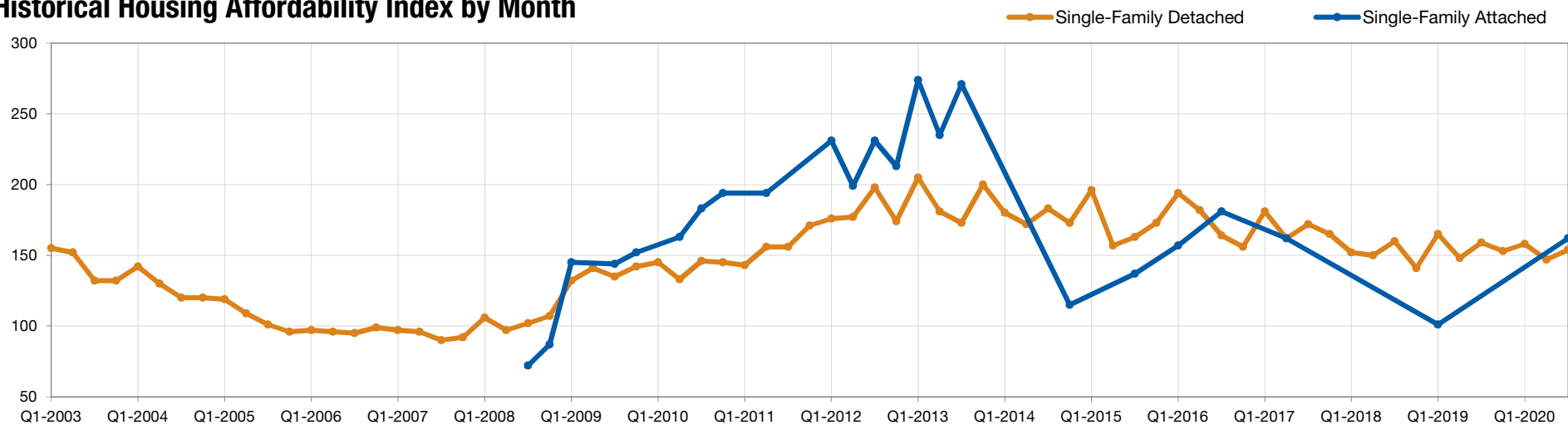
Q3-2020

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	165	+8.6%	101	--
Q2-2019	148	-1.3%	--	--
Q3-2019	159	-0.6%	--	--
Q4-2019	153	+8.5%	--	--
Q1-2020	158	-4.2%	--	--
Q2-2020	147	-0.7%	--	--
Q3-2020	154	-3.1%	162	--

Historical Housing Affordability Index by Month



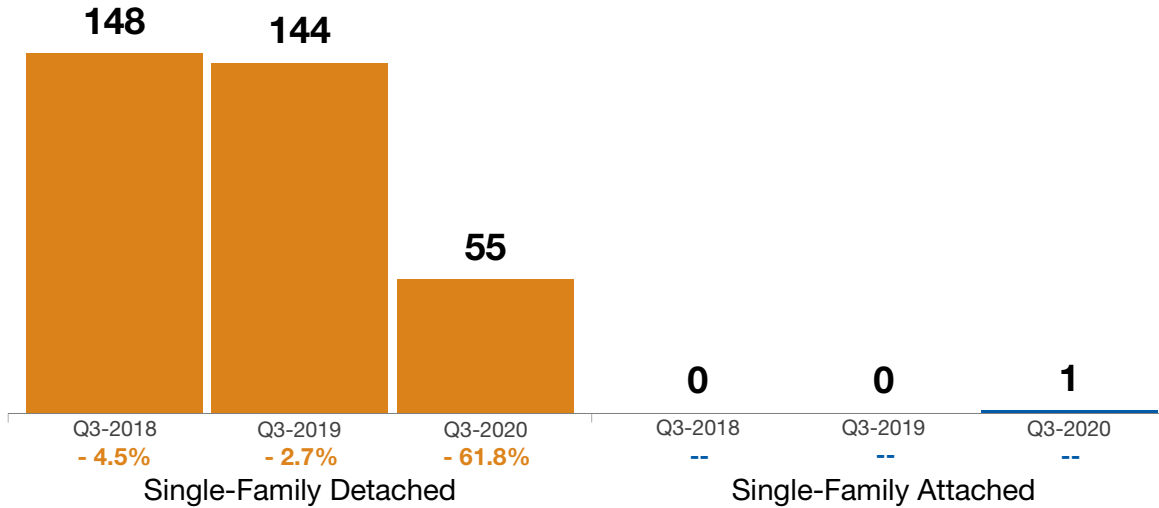
Inventory of Homes for Sale

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



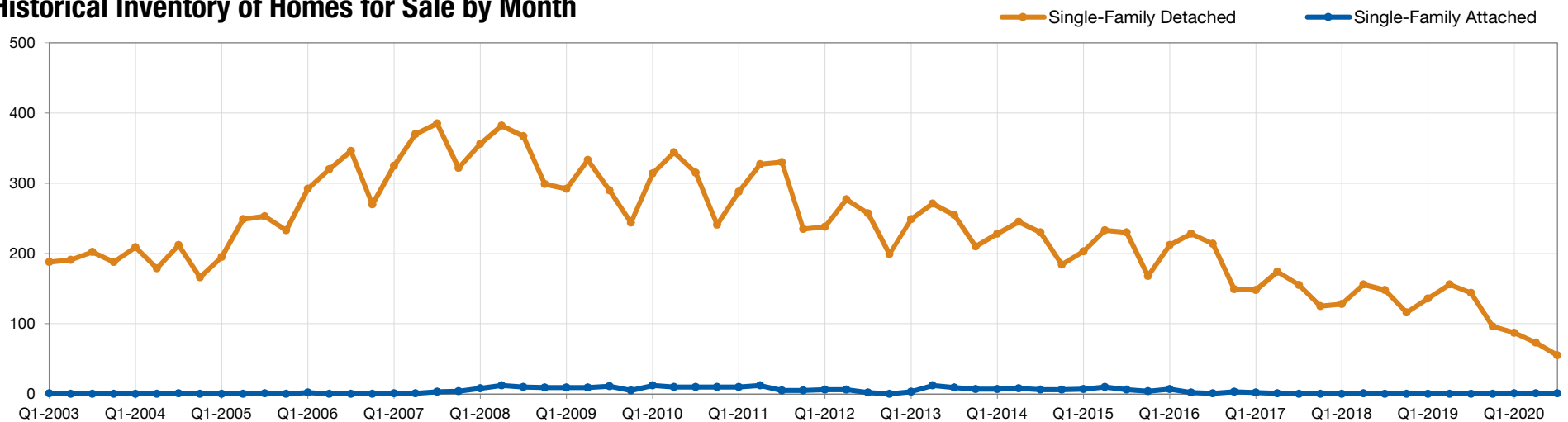
Fluvanna County

Q3-2020



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	96	-17.2%	0	0.0%
Q1-2020	87	-36.0%	1	--
Q2-2020	73	-53.2%	1	--
Q3-2020	55	-61.8%	1	--

Historical Inventory of Homes for Sale by Month



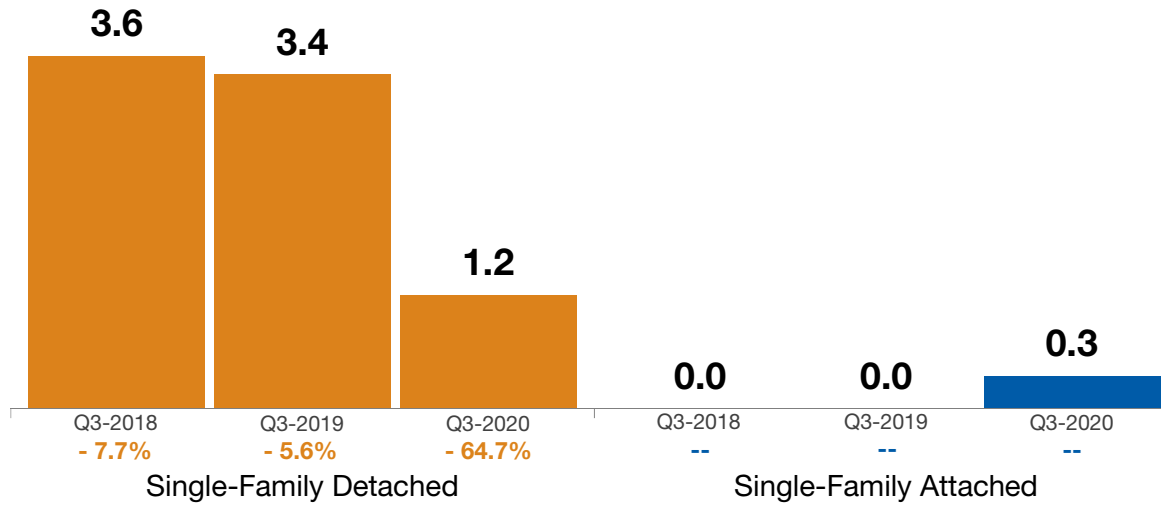
Months Supply of Inventory

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.



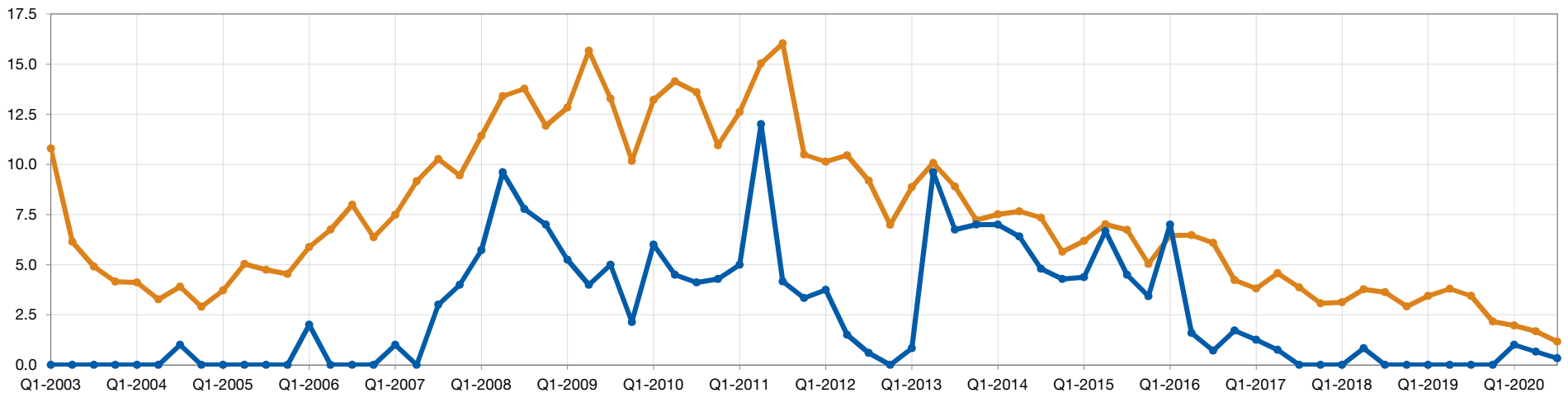
Fluvanna County

Q3-2020



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	2.2	-24.1%	0.0	0.0%
Q1-2020	2.0	-41.2%	1.0	--
Q2-2020	1.7	-55.3%	0.7	--
Q3-2020	1.2	-64.7%	0.3	--

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	Q3-2019	Q3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		155	199	+ 28.4%	544	515	- 5.3%
Pending Sales		128	186	+ 45.3%	427	477	+ 11.7%
Closed Sales		158	175	+ 10.8%	392	404	+ 3.1%
Days on Market Until Sale		51	35	- 31.4%	61	47	- 23.0%
Median Sales Price		\$230,000	\$247,500	+ 7.6%	\$227,250	\$246,500	+ 8.5%
Percent of List Price Received		98.4%	99.2%	+ 0.8%	98.1%	98.5%	+ 0.4%
Housing Affordability Index		158	155	- 1.9%	160	155	- 3.1%
Inventory of Homes for Sale		144	56	- 61.1%	--	--	--
Months Supply of Inventory		3.4	1.1	- 67.6%	--	--	--