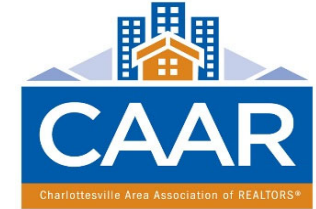


CAAR Market Report

Fluvanna County



Q4-2020

Closed Sales increased 19.0 percent for Single-Family Detached homes and could not calculate for Single-Family Attached homes. Pending Sales increased 21.5 percent for Single-Family Detached homes and could not calculate for Single-Family Attached homes. Inventory decreased 59.4 percent for Single-Family Detached homes but could not calculate Single-Family Attached homes.

The Median Sales Price increased 15.5 percent to \$275,540 for Single-Family Detached homes and was \$223,065 for Single-Family Attached homes. Days on Market decreased 63.1 percent for Single-Family Detached homes and was 24 days for Single-Family Attached homes. Homeownership was less affordable, as the Housing Affordability Index was down 9. percent over last year, at 141.

Quick Facts

+ 24.6%	+ 15.3%	- 59.4%
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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		105	121	+ 15.2%	646	618	- 4.3%
Pending Sales		107	130	+ 21.5%	531	588	+ 10.7%
Closed Sales		126	150	+ 19.0%	513	548	+ 6.8%
Days on Market Until Sale		84	31	- 63.1%	67	43	- 35.8%
Median Sales Price		\$238,500	\$275,540	+ 15.5%	\$229,000	\$253,250	+ 10.6%
Percent of List Price Received		97.5%	99.6%	+ 2.2%	98.0%	98.8%	+ 0.8%
Housing Affordability Index		155	141	- 9.0%	162	154	- 4.9%
Inventory of Homes for Sale		96	39	- 59.4%	--	--	--
Months Supply of Inventory		2.2	0.8	- 63.6%	--	--	--

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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		0	11	--	3	30	+ 900.0%
Pending Sales		0	11	--	3	28	+ 833.3%
Closed Sales		0	7	--	5	14	+ 180.0%
Days on Market Until Sale		--	24	--	12	22	+ 83.3%
Median Sales Price		--	\$223,065	--	\$302,380	\$228,308	- 24.5%
Percent of List Price Received		--	100.4%	--	97.2%	99.2%	+ 2.1%
Housing Affordability Index		--	174	--	--	170	--
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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		17	20	+ 17.6%	72	108	+ 50.0%
Pending Sales		18	23	+ 27.8%	68	105	+ 54.4%
Closed Sales		19	35	+ 84.2%	57	90	+ 57.9%
Median Sales Price		\$256,485	\$297,475	+ 16.0%	\$259,900	\$288,738	+ 11.1%
Housing Affordability Index		144	131	- 9.0%	143	135	- 5.6%

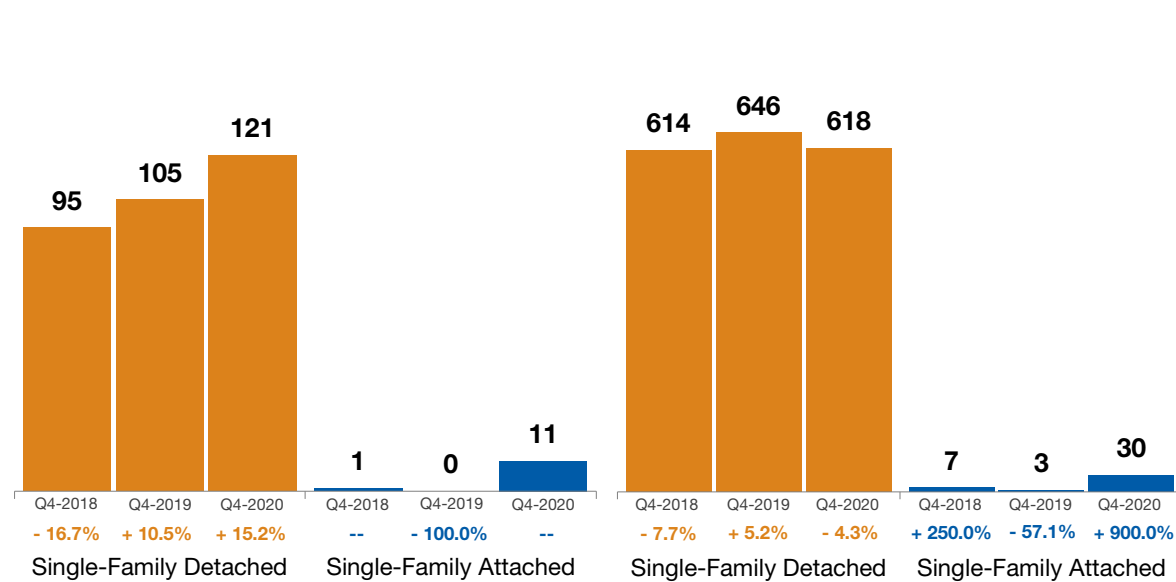
New Listings

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

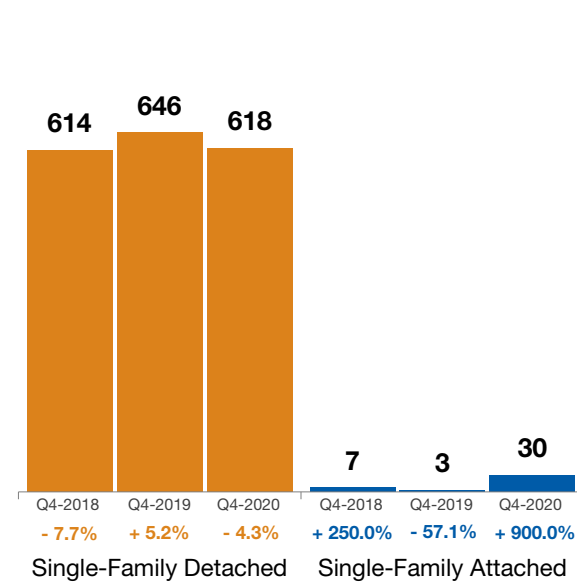


Fluvanna County

Q4-2020

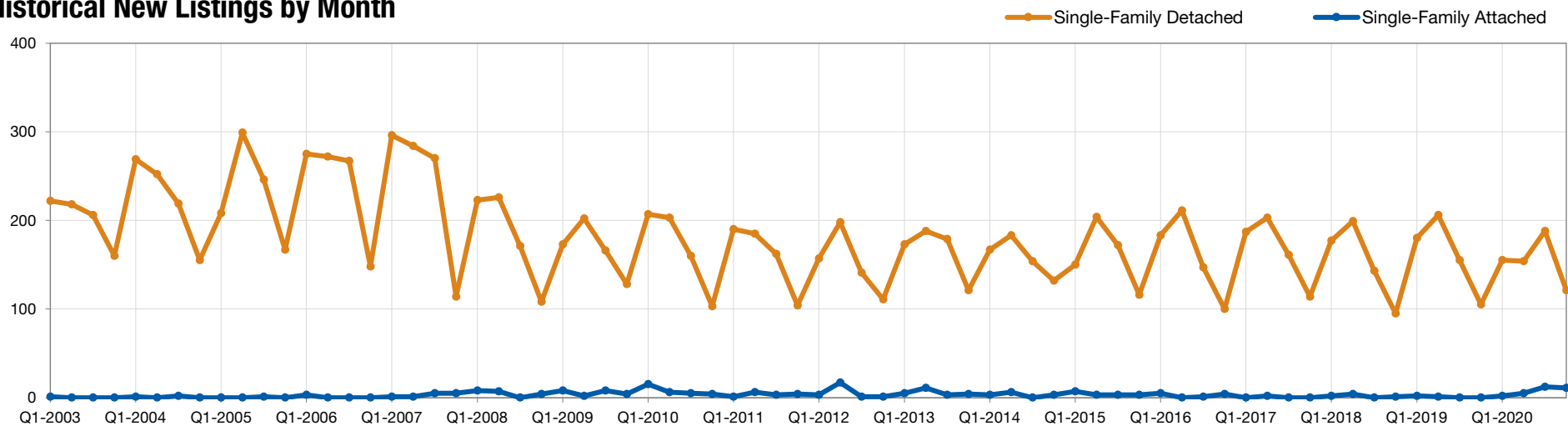


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	188	+21.3%	12	--
Q4-2020	121	+15.2%	11	--

Historical New Listings by Month



Pending Sales

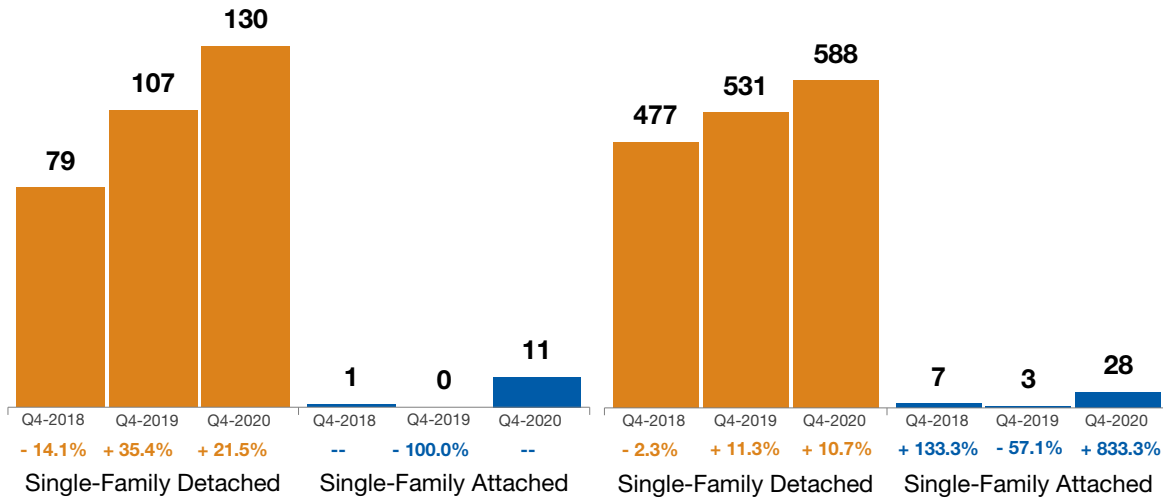
A count of the properties on which offers have been accepted in a given quarter.



Fluvanna County

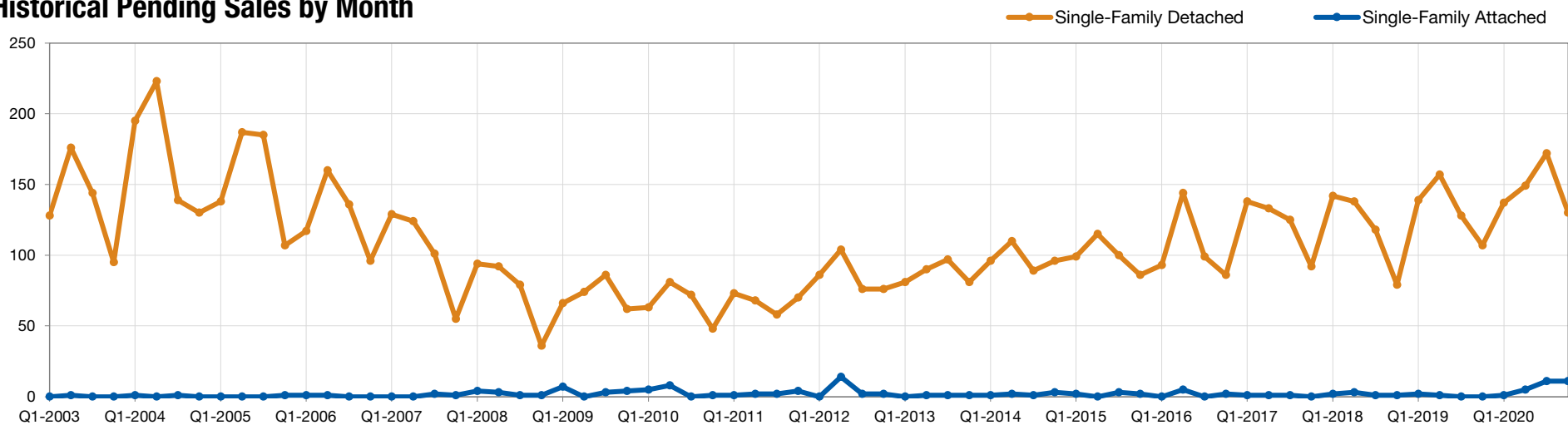
Q4-2020

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	107	+35.4%	0	-100.0%
Q1-2020	137	-1.4%	1	-50.0%
Q2-2020	149	-5.1%	5	+400.0%
Q3-2020	172	+34.4%	11	--
Q4-2020	130	+21.5%	11	--

Historical Pending Sales by Month



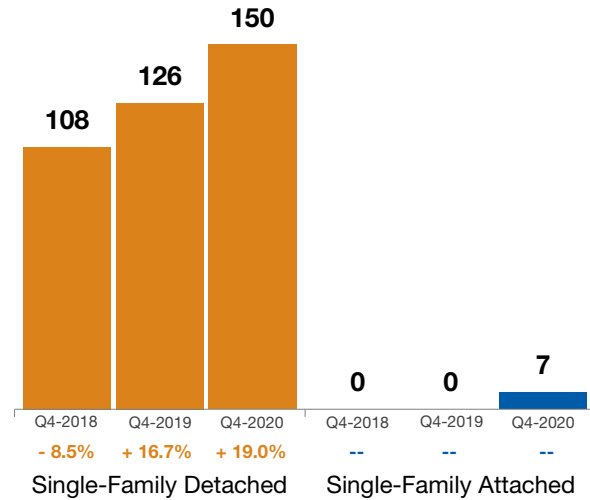
Closed Sales

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

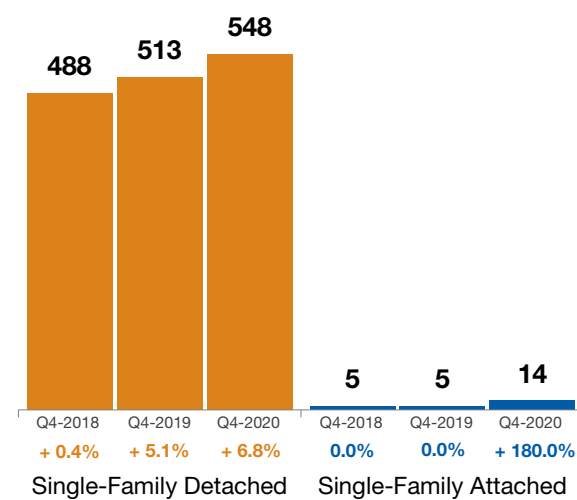


Fluvanna County

Q4-2020

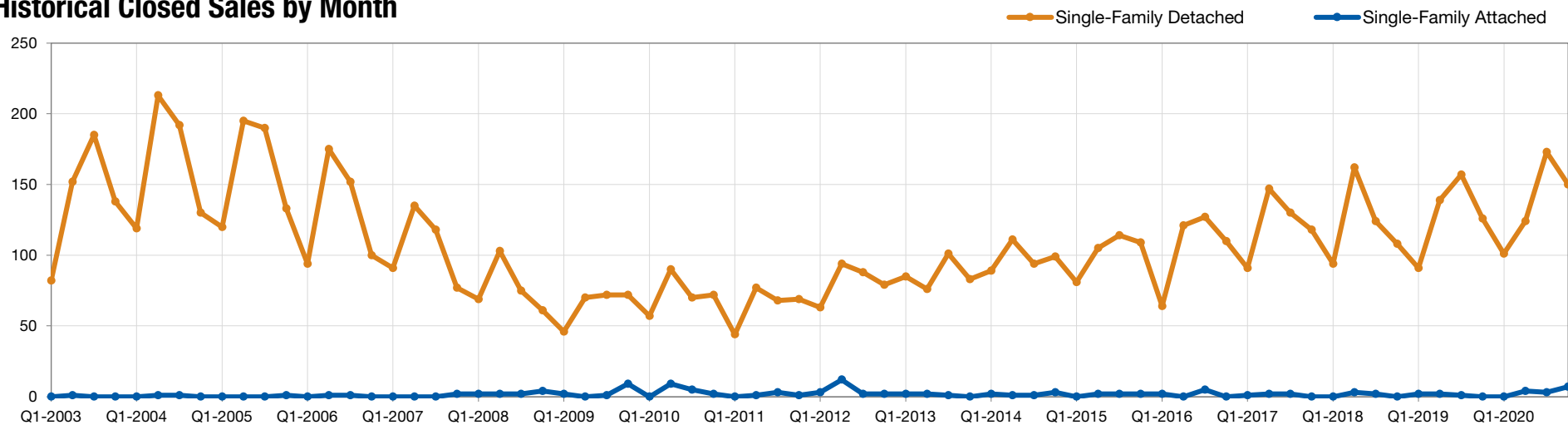


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	173	+10.2%	3	+200.0%
Q4-2020	150	+19.0%	7	--

Historical Closed Sales by Month



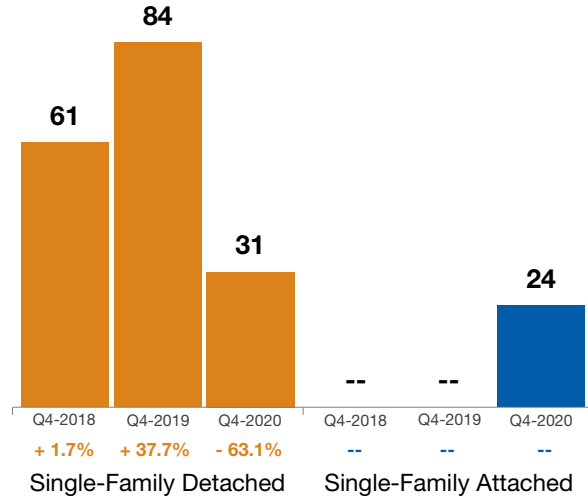
Days on Market Until Sale

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

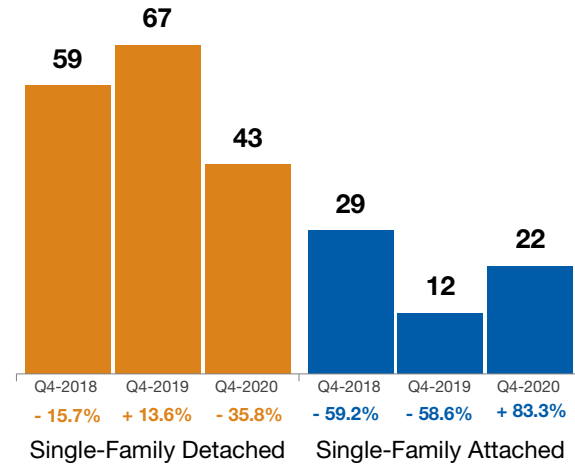


Fluvanna County

Q4-2020

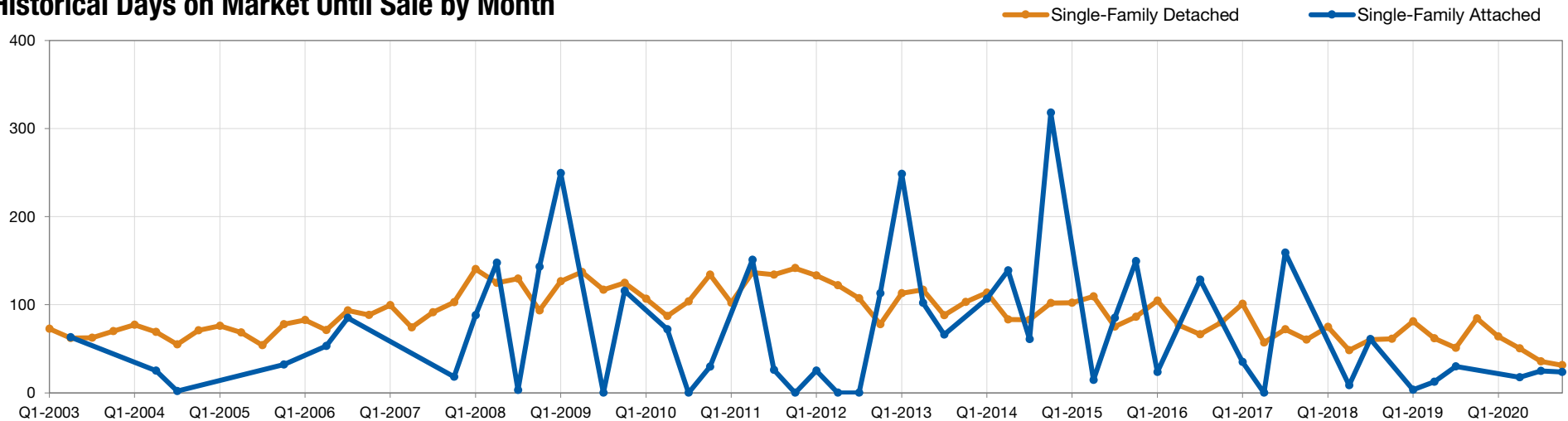


Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	36	-29.4%	25	-16.7%
Q4-2020	31	-63.1%	24	--

Historical Days on Market Until Sale by Month



Median Sales Price

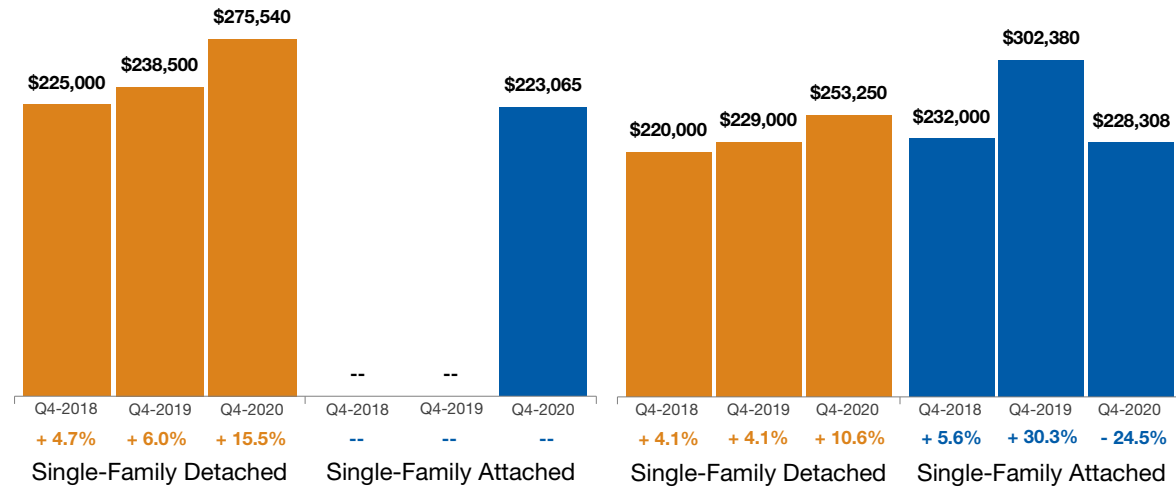
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Fluvanna County

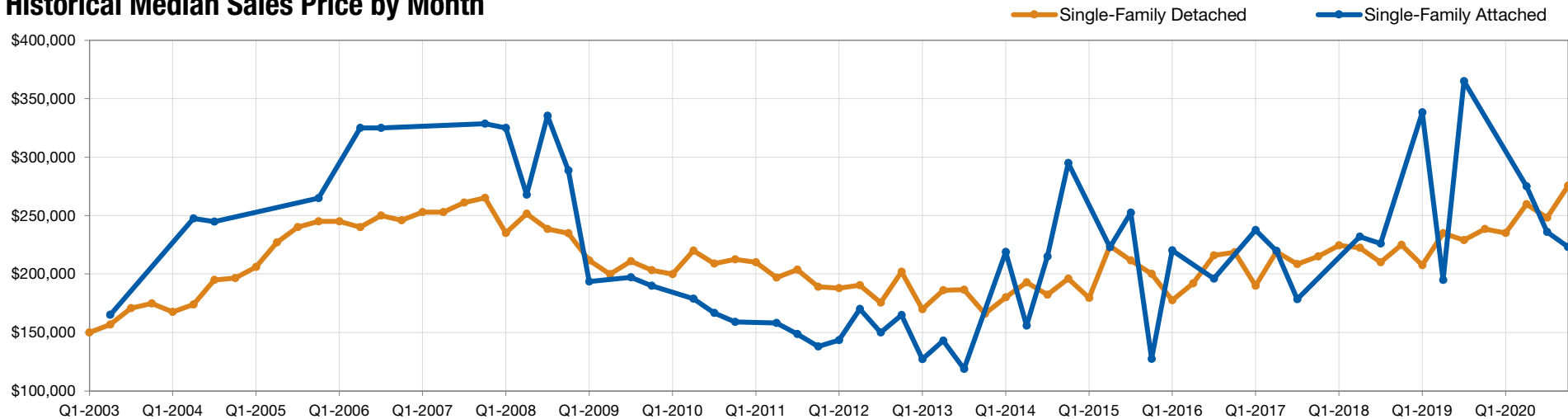
Q4-2020

Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	\$248,200	+8.4%	\$236,000	-35.3%
Q4-2020	\$275,540	+15.5%	\$223,065	--

Historical Median Sales Price by Month



Percent of List Price Received

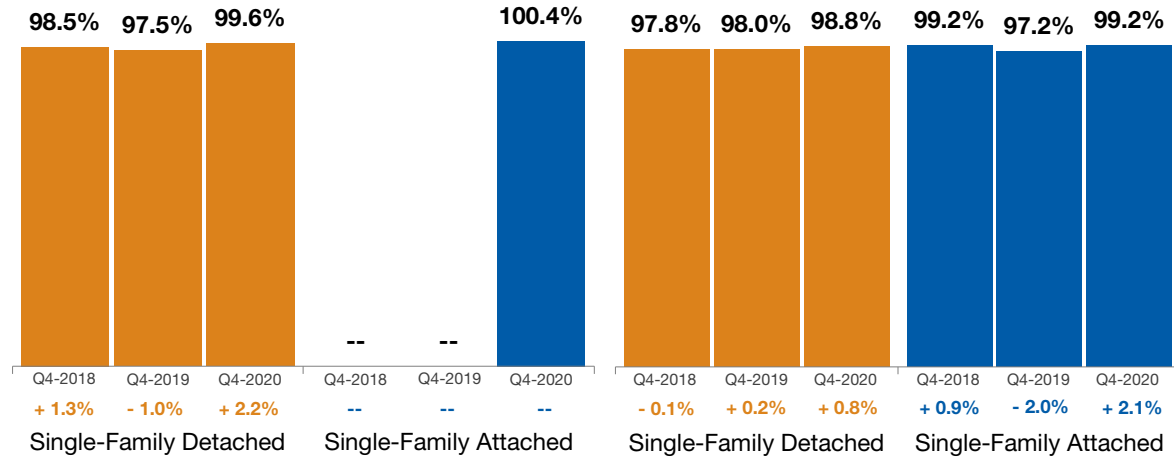
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



Fluvanna County

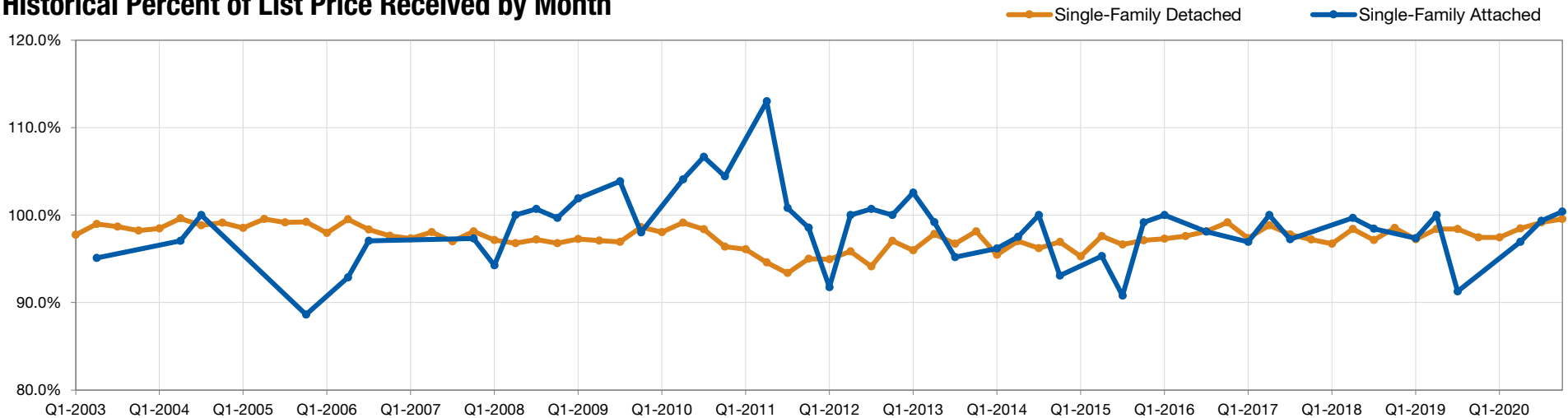
Q4-2020

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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%
Q4-2020	99.6%	+2.2%	100.4%	--

Historical Percent of List Price Received by Month



Housing Affordability Index

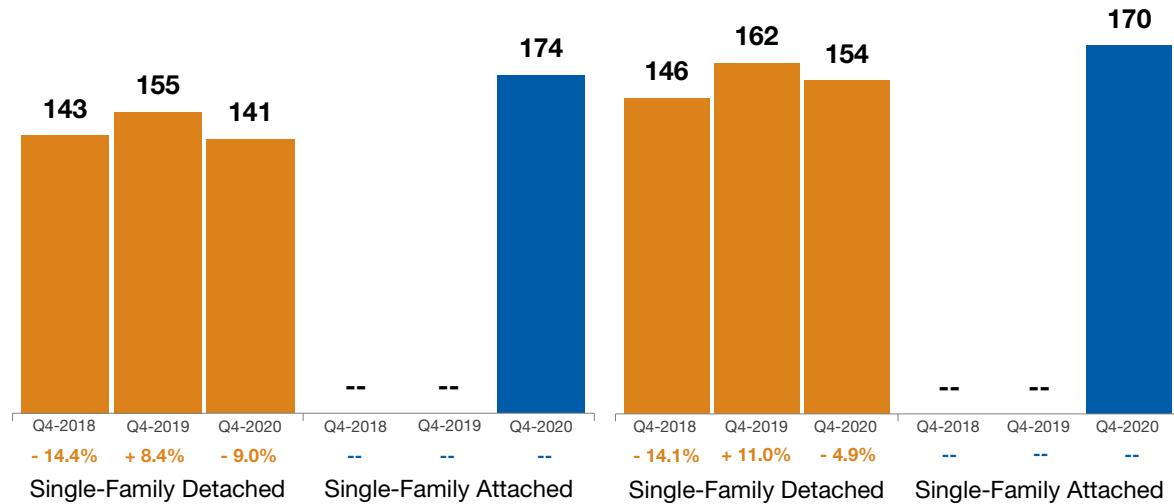
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



Fluvanna County

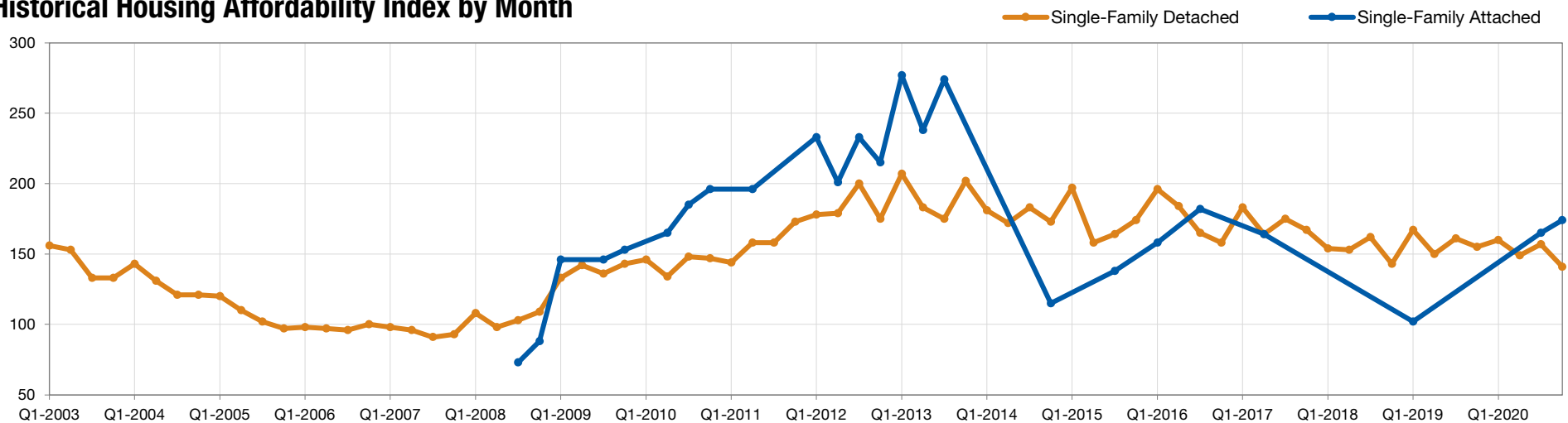
Q4-2020

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	154	-15.8%	--	--
Q2-2018	153	-6.7%	--	--
Q3-2018	162	-7.4%	--	--
Q4-2018	143	-14.4%	--	--
Q1-2019	167	+8.4%	102	--
Q2-2019	150	-2.0%	--	--
Q3-2019	161	-0.6%	--	--
Q4-2019	155	+8.4%	--	--
Q1-2020	160	-4.2%	--	--
Q2-2020	149	-0.7%	--	--
Q3-2020	157	-2.5%	165	--
Q4-2020	141	-9.0%	174	--

Historical Housing Affordability Index by Month



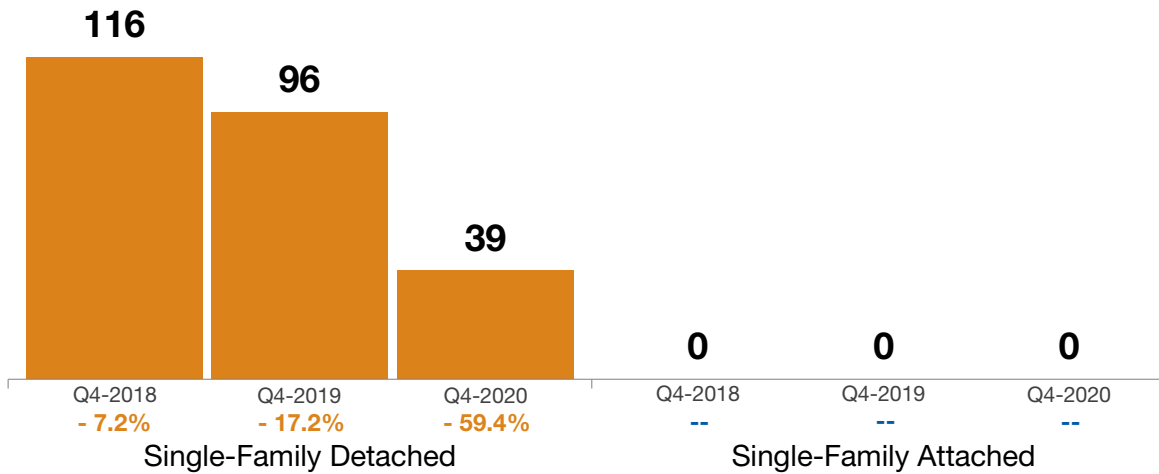
Inventory of Homes for Sale

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



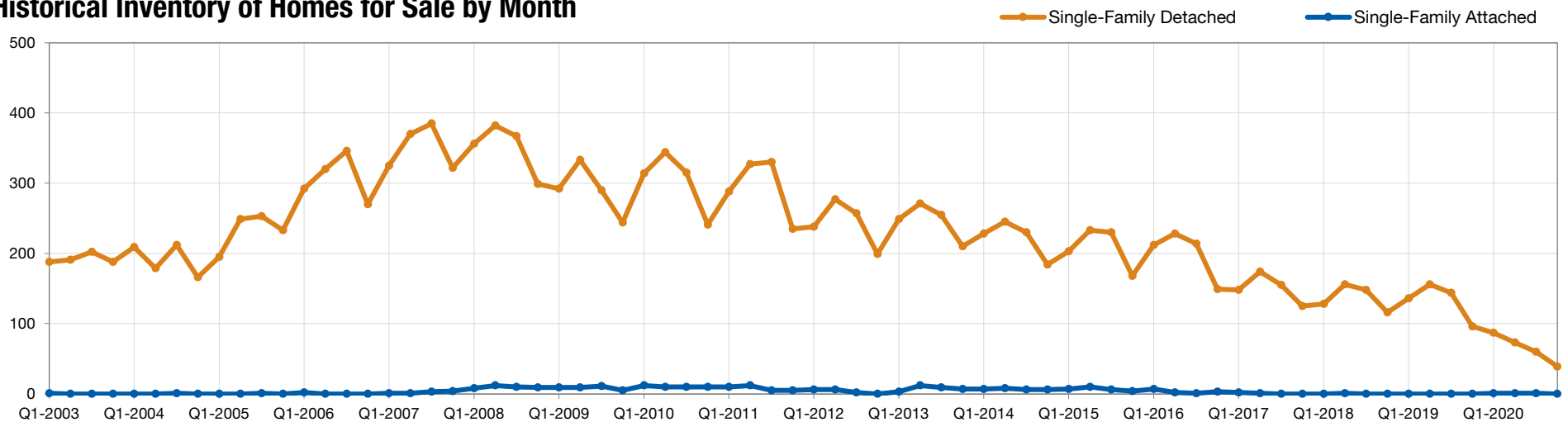
Fluvanna County

Q4-2020



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	60	-58.3%	1	--
Q4-2020	39	-59.4%	0	0.0%

Historical Inventory of Homes for Sale by Month



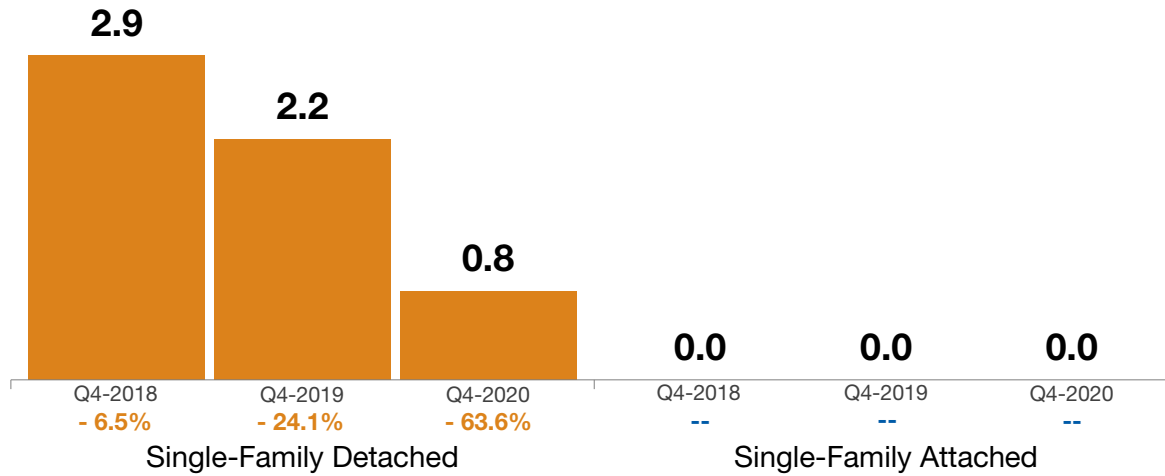
Months Supply of Inventory

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.



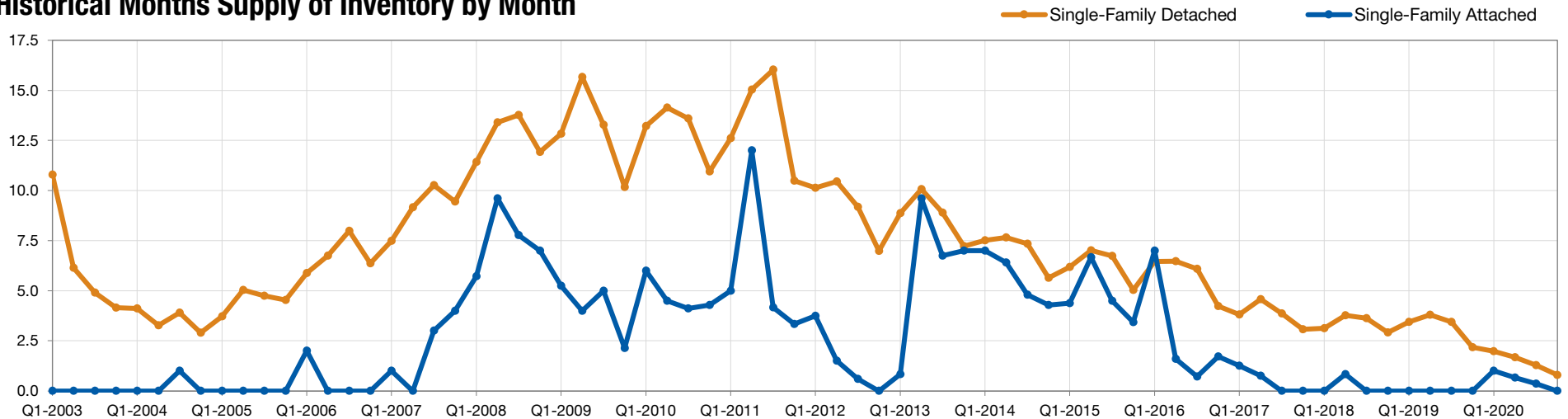
Fluvanna County

Q4-2020



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
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	1.3	-61.8%	0.4	--
Q4-2020	0.8	-63.6%	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	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		105	132	+ 25.7%	649	648	- 0.2%
Pending Sales		107	141	+ 31.8%	534	616	+ 15.4%
Closed Sales		126	157	+ 24.6%	518	562	+ 8.5%
Days on Market Until Sale		84	31	- 63.1%	67	42	- 37.3%
Median Sales Price		\$238,500	\$275,000	+ 15.3%	\$229,000	\$252,295	+ 10.2%
Percent of List Price Received		97.5%	99.6%	+ 2.2%	98.0%	98.8%	+ 0.8%
Housing Affordability Index		155	141	- 9.0%	162	154	- 4.9%
Inventory of Homes for Sale		96	39	- 59.4%	--	--	--
Months Supply of Inventory		2.2	0.8	- 63.6%	--	--	--