

CAAR Market Report

Greene County



Q4-2016

Closed Sales increased 3.6 percent for Single-Family Detached homes but there were no Single -Family Attached home Closed Sales. Pending Sales decreased 17.3 percent for Single-Family Detached homes but there were no Single-Family Attached home Pending Sales. Inventory decreased 16.0 percent for Single-Family Detached homes and 100.0 percent for Single-Family Attached homes.

The Median Sales Price increased 11.3 percent to \$249,925 for Single-Family Detached homes and there was no Single-Family Attached home Median Sales Price. Days on Market decreased 38.2 percent for Single-Family Detached homes but there were no Days on Market for Single-Family Attached homes. Home ownership was less affordable as the Housing Affordability Index was down 6.4 percent over last year, at 147.

Quick Facts

+ 3.6%	+ 11.3%	- 17.6%
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

This is a research tool provided by the Charlottesville Area Association of REALTORS®. Percent changes are calculated using rounded figures.

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



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	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		59	66	+ 11.9%	377	451	+ 19.6%
Pending Sales		52	43	- 17.3%	252	270	+ 7.1%
Closed Sales		56	58	+ 3.6%	255	265	+ 3.9%
Days on Market Until Sale		55	34	- 38.2%	44	35	- 20.5%
Median Sales Price		\$224,500	\$249,925	+ 11.3%	\$225,000	\$248,500	+ 10.4%
Percent of List Price Received		97.7%	98.7%	+ 1.0%	97.8%	97.7%	- 0.1%
Housing Affordability Index		157	147	- 6.4%	156	147	- 5.8%
Inventory of Homes for Sale		106	89	- 16.0%	--	--	--
Months Supply of Inventory		5.0	4.0	- 20.0%	--	--	--

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

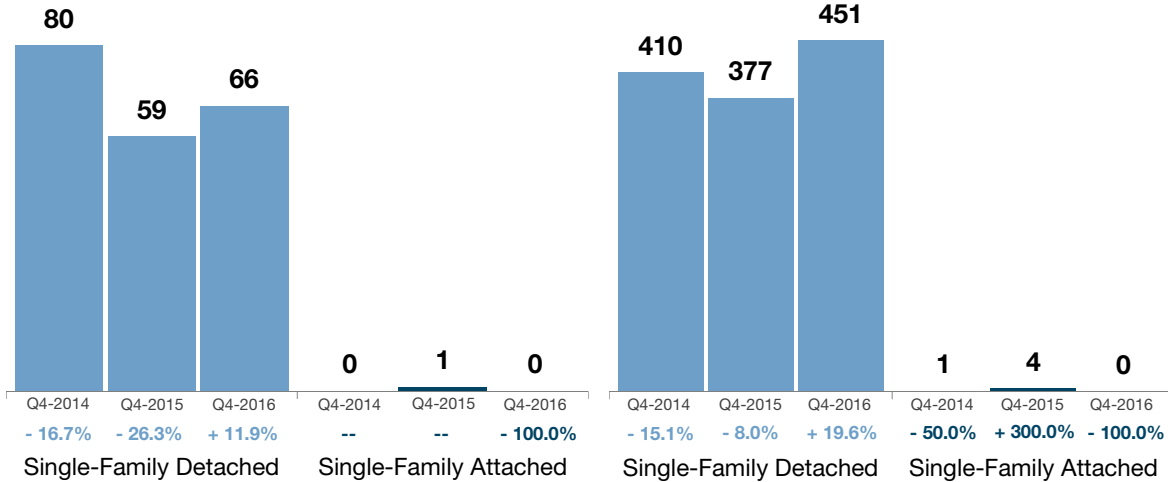
Key Metrics	Historical Sparkbars	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		1	0	- 100.0%	4	0	- 100.0%
Pending Sales		0	0	--	1	1	0.0%
Closed Sales		0	0	--	1	1	0.0%
Days on Market Until Sale		--	--	--	37	377	+ 918.9%
Median Sales Price		--	--	--	\$205,000	\$116,500	- 43.2%
Percent of List Price Received		--	--	--	97.7%	102.3%	+ 4.7%
Housing Affordability Index		--	--	--	--	--	--
Inventory of Homes for Sale		2	0	- 100.0%	--	--	--
Months Supply of Inventory		2.0	0.0	- 100.0%	--	--	--

New Listings

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

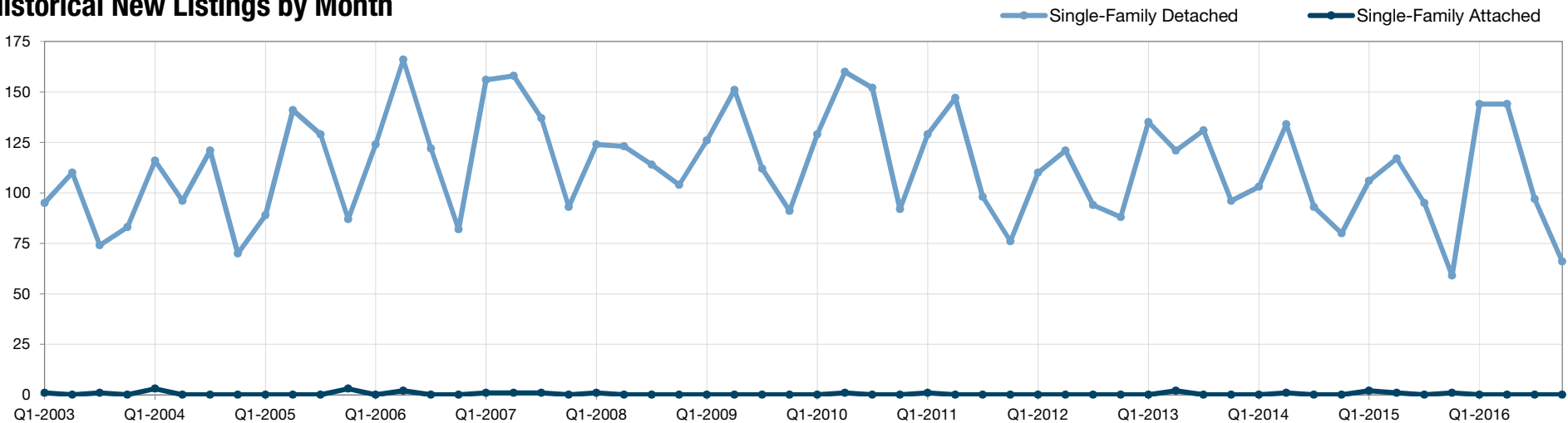
Q4-2016

Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	103	-23.7%	0	0.0%
Q2-2014	134	+10.7%	1	-50.0%
Q3-2014	93	-29.0%	0	0.0%
Q4-2014	80	-16.7%	0	0.0%
Q1-2015	106	+2.9%	2	--
Q2-2015	117	-12.7%	1	0.0%
Q3-2015	95	+2.2%	0	0.0%
Q4-2015	59	-26.3%	1	--
Q1-2016	144	+35.8%	0	-100.0%
Q2-2016	144	+23.1%	0	-100.0%
Q3-2016	97	+2.1%	0	0.0%
Q4-2016	66	+11.9%	0	-100.0%

Historical New Listings by Month

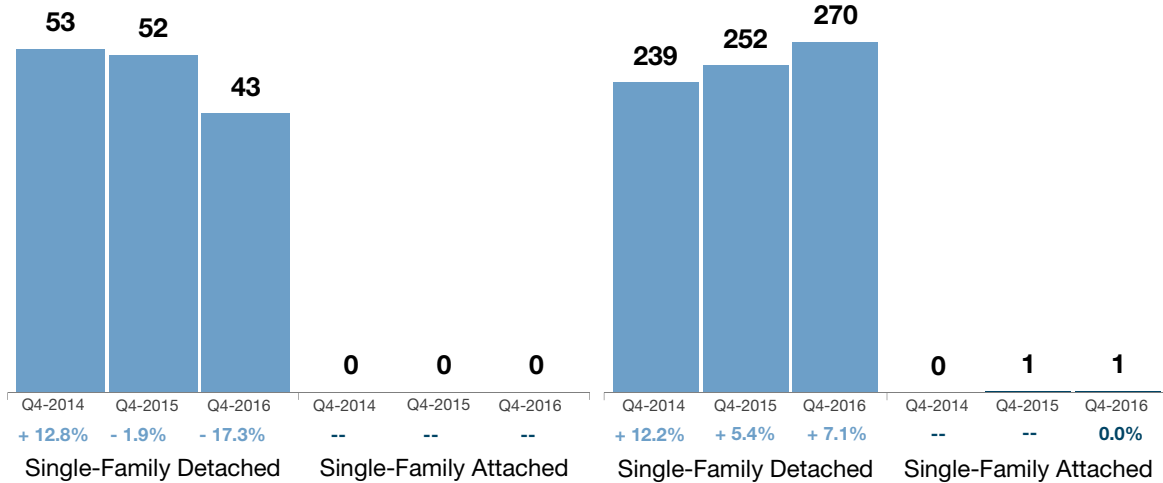


Pending Sales

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

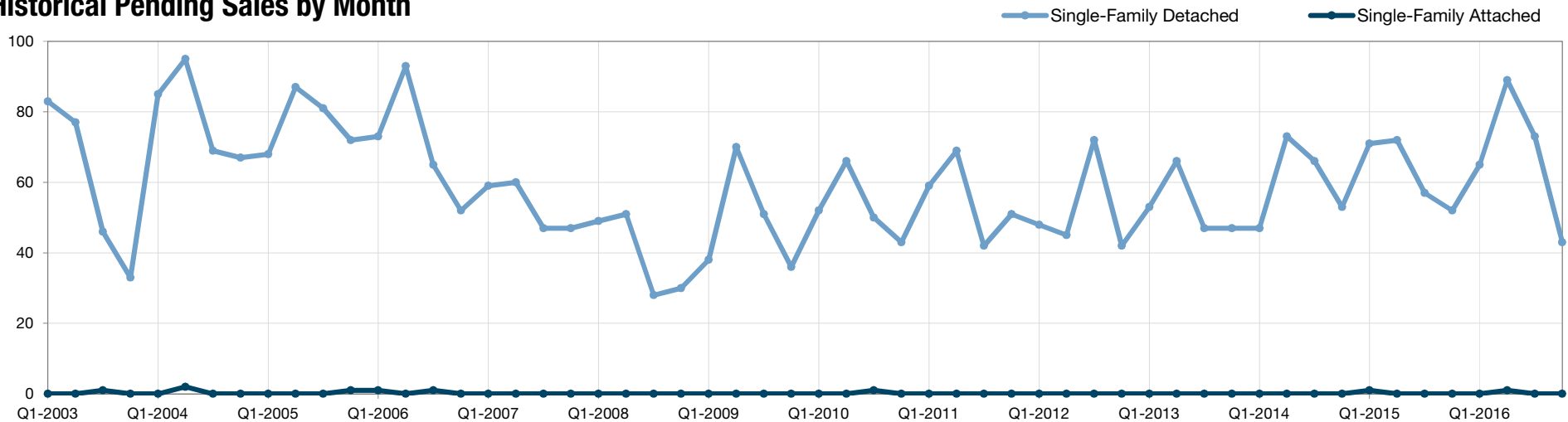
Q4-2016

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	47	-11.3%	0	0.0%
Q2-2014	73	+10.6%	0	0.0%
Q3-2014	66	+40.4%	0	0.0%
Q4-2014	53	+12.8%	0	0.0%
Q1-2015	71	+51.1%	1	--
Q2-2015	72	-1.4%	0	0.0%
Q3-2015	57	-13.6%	0	0.0%
Q4-2015	52	-1.9%	0	0.0%
Q1-2016	65	-8.5%	0	-100.0%
Q2-2016	89	+23.6%	1	--
Q3-2016	73	+28.1%	0	0.0%
Q4-2016	43	-17.3%	0	0.0%

Historical Pending Sales by Month

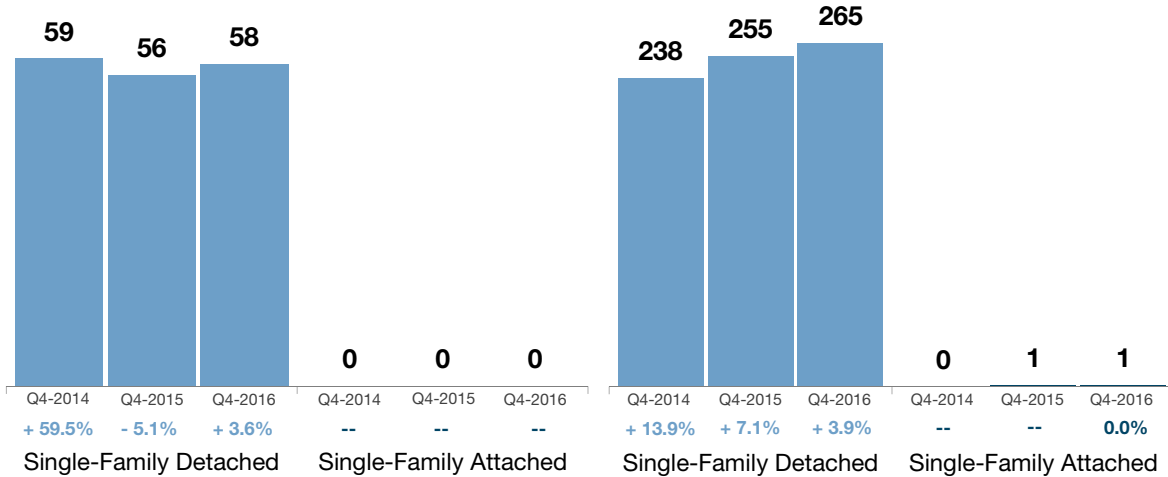


Closed Sales

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

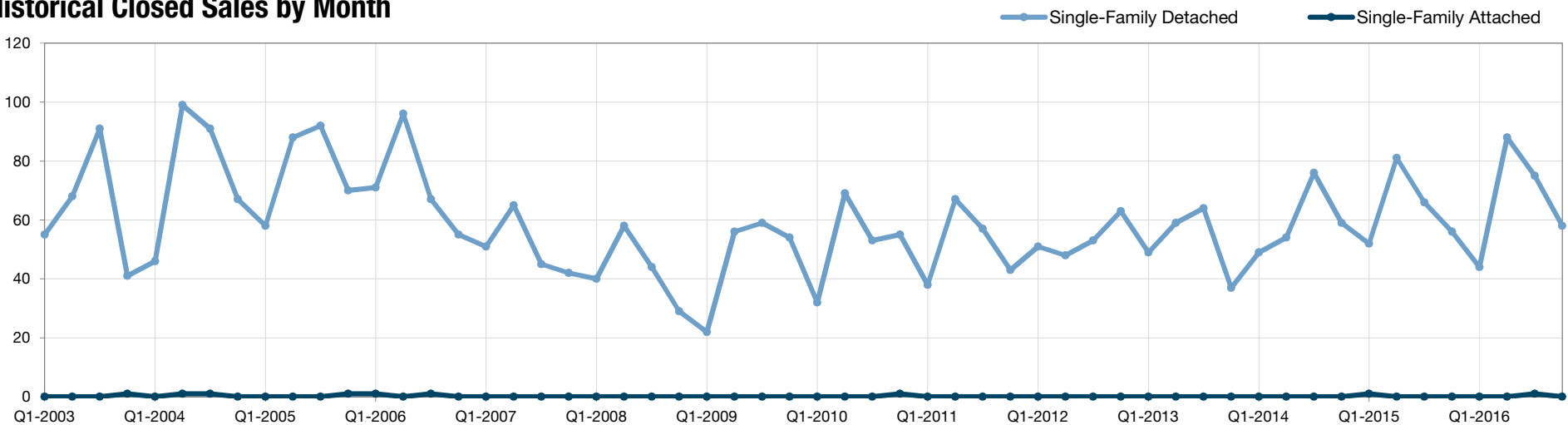
Q4-2016

Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	49	0.0%	0	0.0%
Q2-2014	54	-8.5%	0	0.0%
Q3-2014	76	+18.8%	0	0.0%
Q4-2014	59	+59.5%	0	0.0%
Q1-2015	52	+6.1%	1	--
Q2-2015	81	+50.0%	0	0.0%
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	58	+3.6%	0	0.0%

Historical Closed Sales by Month

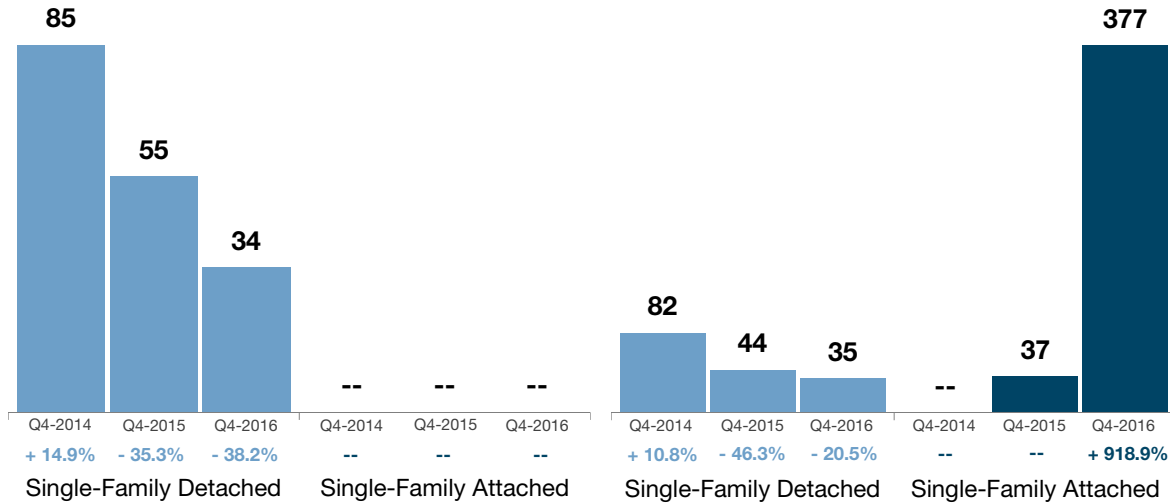


Days on Market Until Sale

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

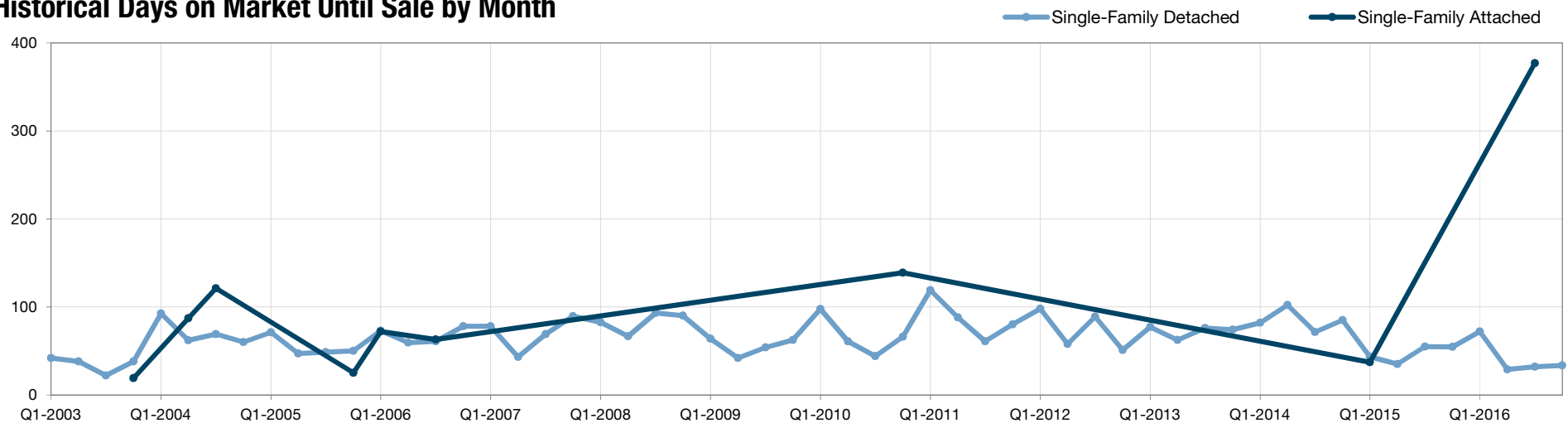
Q4-2016

Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	82	+6.5%	--	--
Q2-2014	102	+61.9%	--	--
Q3-2014	72	-5.3%	--	--
Q4-2014	85	+14.9%	--	--
Q1-2015	44	-46.3%	37	--
Q2-2015	35	-65.7%	--	--
Q3-2015	55	-23.6%	--	--
Q4-2015	55	-35.3%	--	--
Q1-2016	72	+63.6%	--	--
Q2-2016	29	-17.1%	--	--
Q3-2016	32	-41.8%	377	--
Q4-2016	34	-38.2%	--	--

Historical Days on Market Until Sale by Month



Median Sales Price

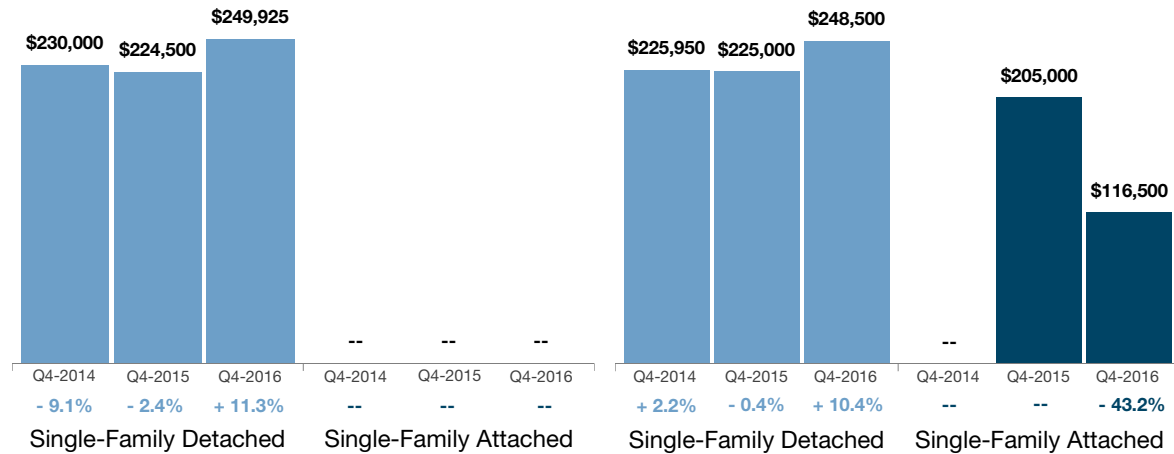
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given quarter.



Greene County

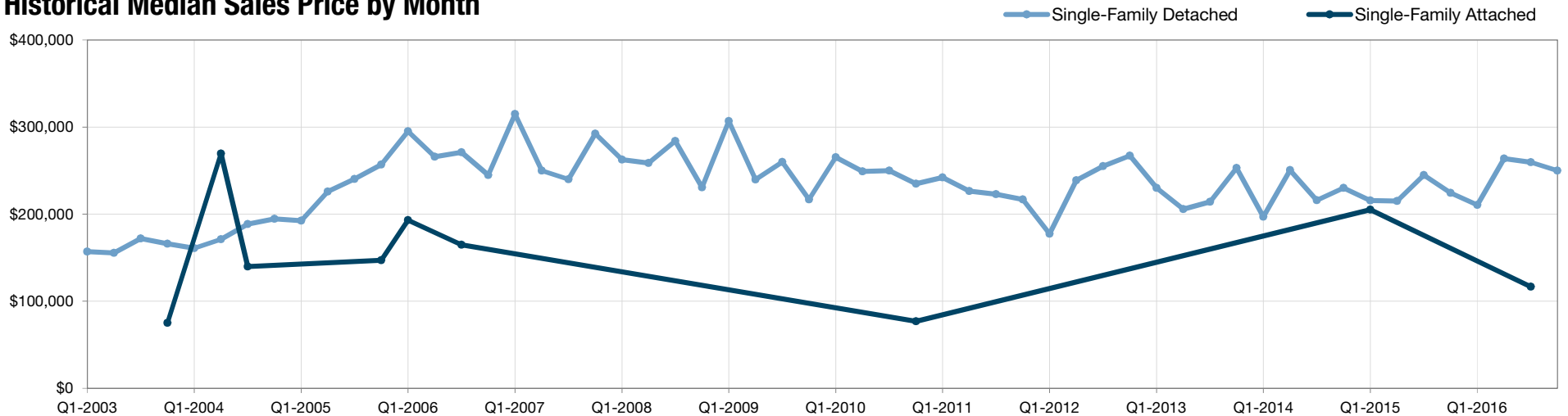
Q4-2016

Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	\$197,000	-14.3%	--	--
Q2-2014	\$250,500	+21.8%	--	--
Q3-2014	\$216,000	+0.9%	--	--
Q4-2014	\$230,000	-9.1%	--	--
Q1-2015	\$215,500	+9.4%	\$205,000	--
Q2-2015	\$215,000	-14.2%	--	--
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	\$249,925	+11.3%	--	--

Historical Median Sales Price by Month

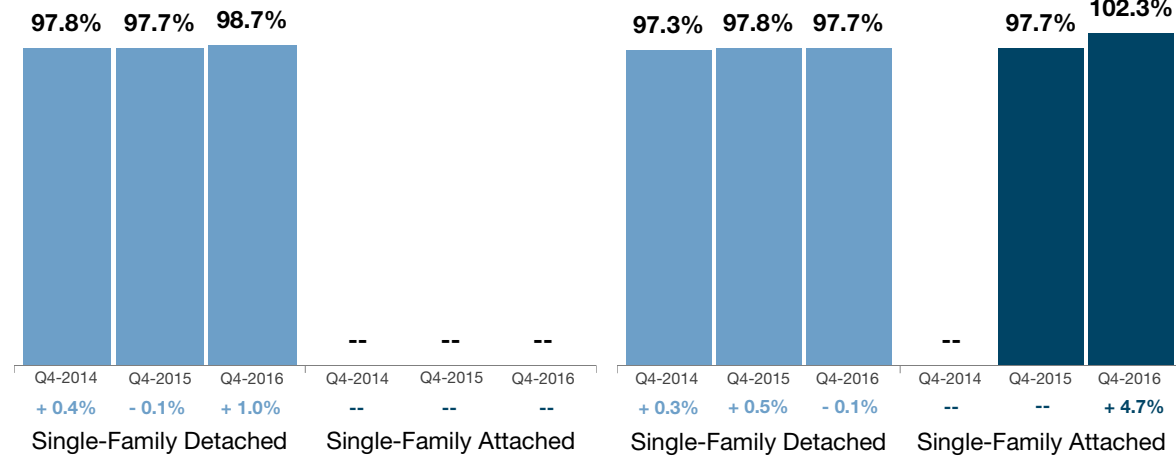


Percent of List Price Received

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.

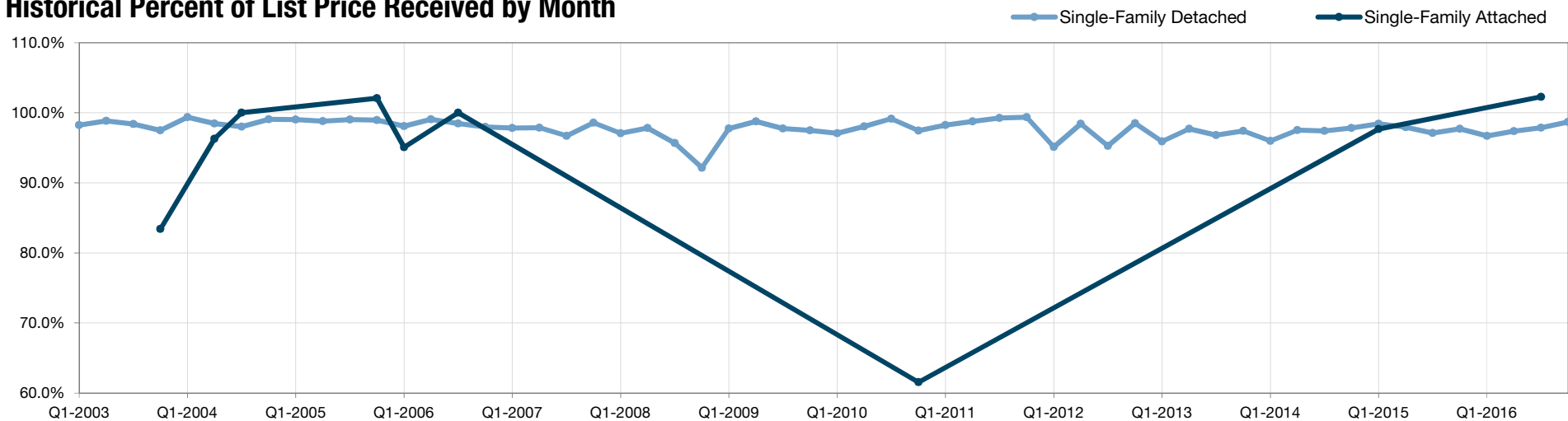
Q4-2016

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	96.0%	+0.1%	--	--
Q2-2014	97.5%	-0.2%	--	--
Q3-2014	97.4%	+0.6%	--	--
Q4-2014	97.8%	+0.4%	--	--
Q1-2015	98.4%	+2.5%	97.7%	--
Q2-2015	97.9%	+0.4%	--	--
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	98.7%	+1.0%	--	--

Historical Percent of List Price Received by Month

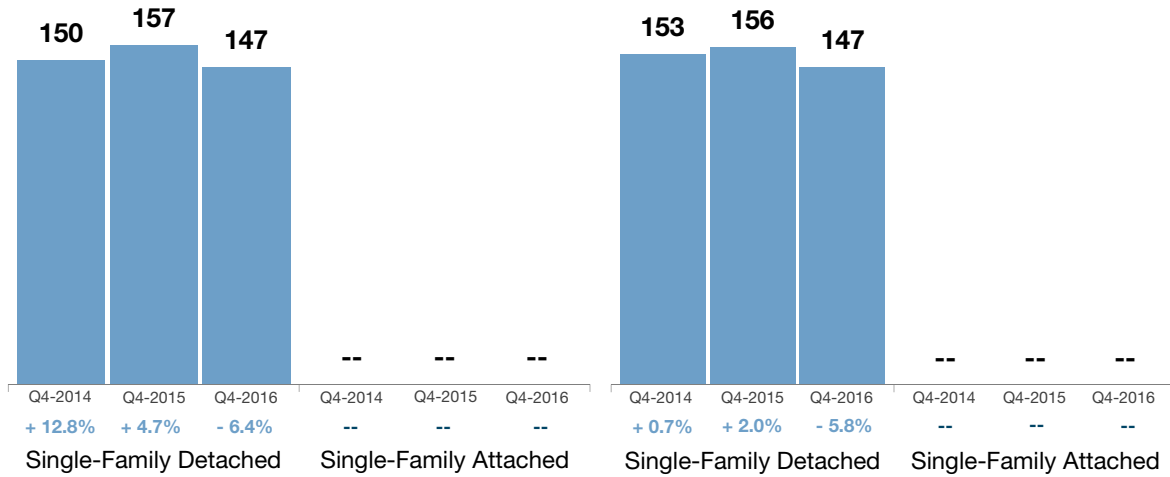


Housing Affordability Index

This index measures housing affordability for the region. For 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. A higher number means greater affordability.

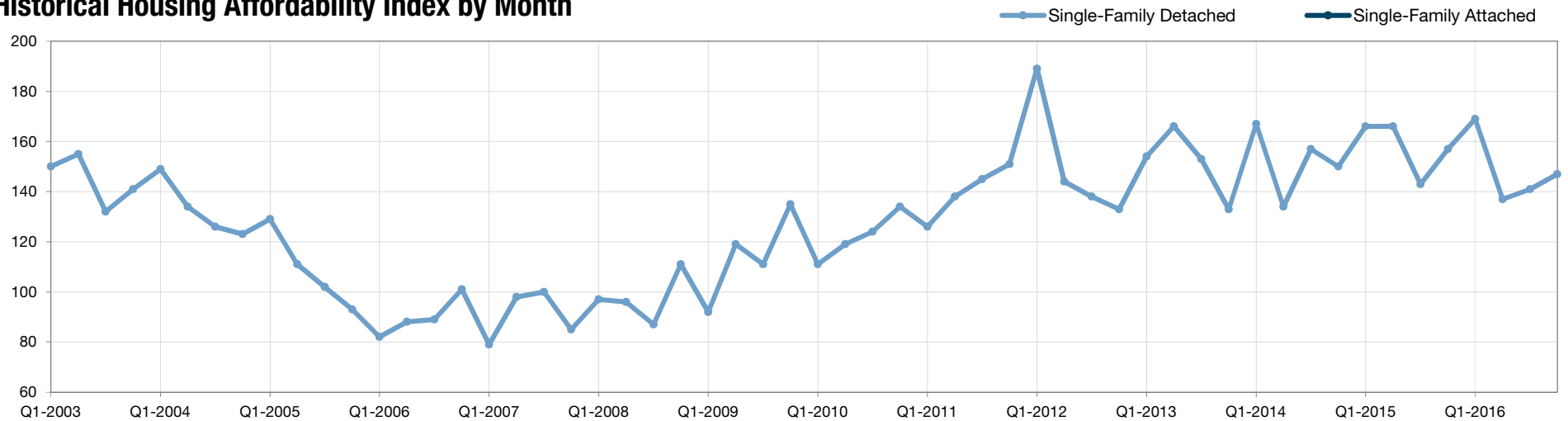
Q4-2016

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	167	+8.4%	--	--
Q2-2014	134	-19.3%	--	--
Q3-2014	157	+2.6%	--	--
Q4-2014	150	+12.8%	--	--
Q1-2015	166	-0.6%	--	--
Q2-2015	166	+23.9%	--	--
Q3-2015	143	-8.9%	--	--
Q4-2015	157	+4.7%	--	--
Q1-2016	169	+1.8%	--	--
Q2-2016	137	-17.5%	--	--
Q3-2016	141	-1.4%	--	--
Q4-2016	147	-6.4%	--	--

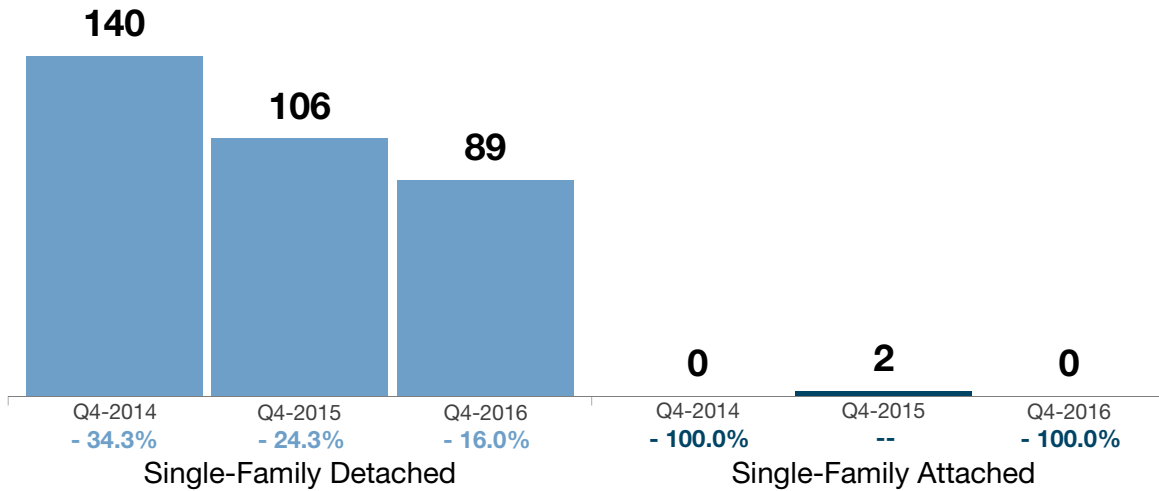
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

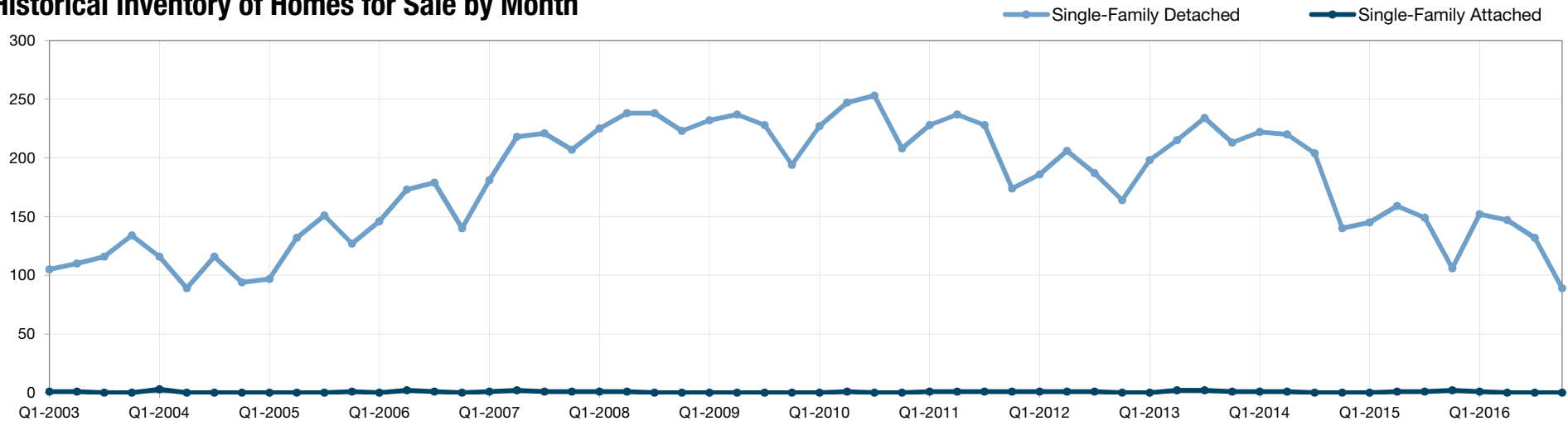
The number of properties available for sale in active status at the end of a given quarter.

Q4-2016



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	222	+12.1%	1	--
Q2-2014	220	+2.3%	1	-50.0%
Q3-2014	204	-12.8%	0	-100.0%
Q4-2014	140	-34.3%	0	-100.0%
Q1-2015	145	-34.7%	0	-100.0%
Q2-2015	159	-27.7%	1	0.0%
Q3-2015	149	-27.0%	1	--
Q4-2015	106	-24.3%	2	--
Q1-2016	152	+4.8%	1	--
Q2-2016	147	-7.5%	0	-100.0%
Q3-2016	132	-11.4%	0	-100.0%
Q4-2016	89	-16.0%	0	-100.0%

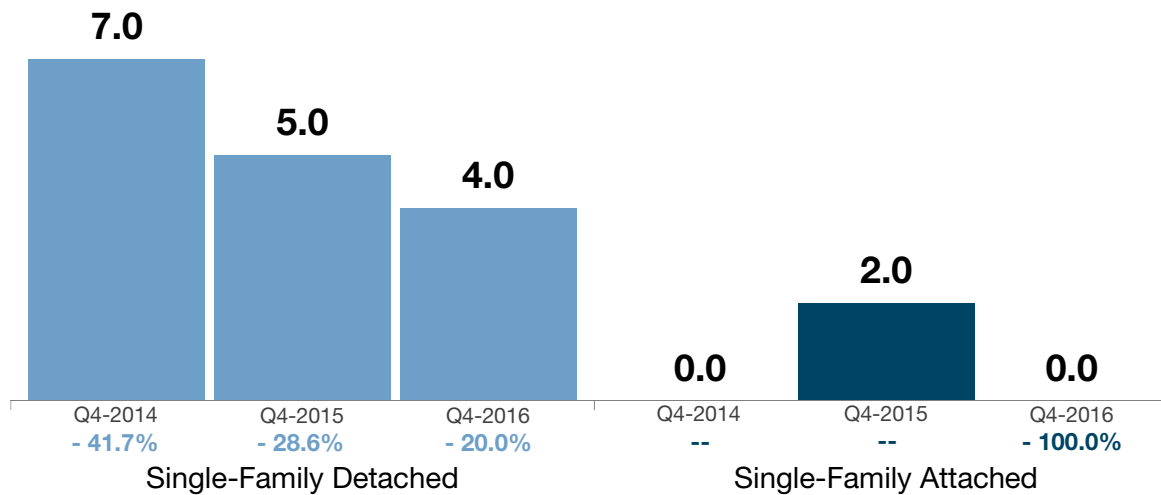
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

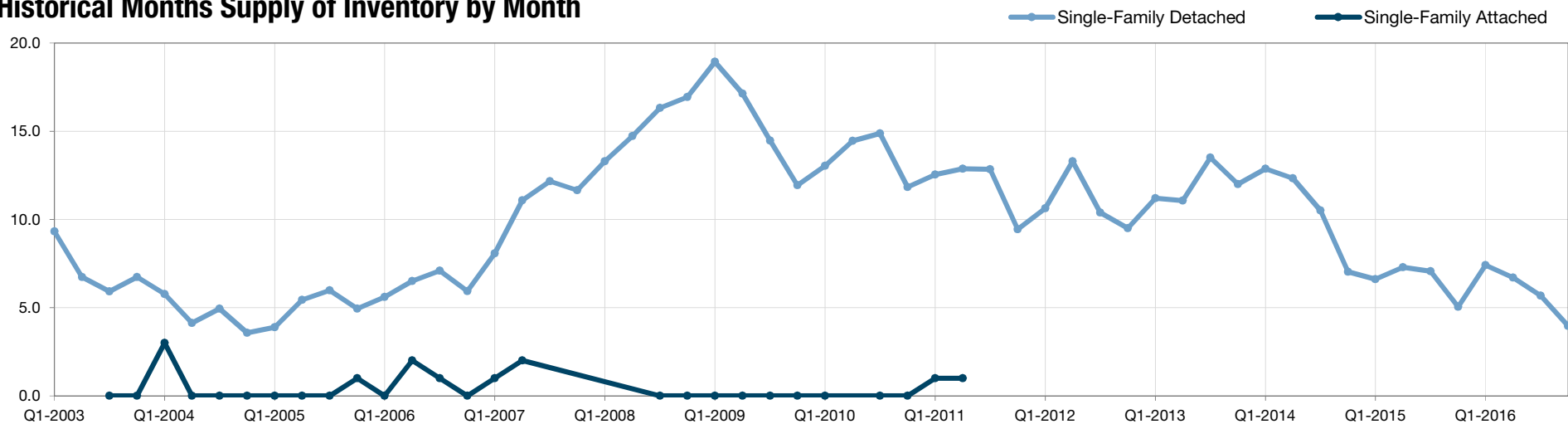
The inventory of homes for sale at the end of a given month, divided by the average quarterly pending sales from the last 4 quarters.

Q4-2016



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	12.9	+15.2%	--	--
Q2-2014	12.3	+10.8%	--	--
Q3-2014	10.5	-22.2%	0.0	--
Q4-2014	7.0	-41.7%	0.0	--
Q1-2015	6.6	-48.8%	0.0	--
Q2-2015	7.3	-40.7%	1.0	--
Q3-2015	7.1	-32.4%	1.0	--
Q4-2015	5.0	-28.6%	2.0	--
Q1-2016	7.4	+12.1%	--	--
Q2-2016	6.7	-8.2%	0.0	-100.0%
Q3-2016	5.7	-19.7%	0.0	-100.0%
Q4-2016	4.0	-20.0%	0.0	-100.0%

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.



Greene County

Key Metrics	Historical Sparkbars	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
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Percent of List Price Received		97.7%	98.7%	+ 1.0%	97.8%	97.7%	- 0.1%
Housing Affordability Index		157	147	- 6.4%	156	148	- 5.1%
Inventory of Homes for Sale		108	89	- 17.6%	--	--	--
Months Supply of Inventory		5.1	3.9	- 23.5%	--	--	--