

# CAAR Market Report

## Fluvanna County



### Q4-2016

Closed Sales increased 0.9 percent for Single-Family Detached homes but decreased 100.0 percent for Single-Family Attached homes. Pending Sales remained flat for Single-Family Detached homes but increased 50.0 percent for Single-Family Attached homes. Inventory decreased 13.5 percent for Single-Family Detached homes and 60.0 percent for Single-Family Attached homes.

The Median Sales Price increased 9.3 percent to \$218,500 for Single-Family Detached homes and there was no Single-Family Attached home Median Sales Price. Days on Market decreased 7.5 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 7.2 percent over last year, at 168.

### Quick Facts

<b>- 0.9%</b>	<b>+ 12.1%</b>	<b>- 14.6%</b>
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	<b>2</b>
Single-Family Attached Market Overview	<b>3</b>
New Listings	<b>4</b>
Pending Sales	<b>5</b>
Closed Sales	<b>6</b>
Days on Market Until Sale	<b>7</b>
Median Sales Price	<b>8</b>
Percent of List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>
All Properties Combined	<b>13</b>



# 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.



Key Metrics	Historical Sparkbars	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		133	111	- 16.5%	698	685	- 1.9%
<b>Pending Sales</b>		86	86	0.0%	401	425	+ 6.0%
<b>Closed Sales</b>		109	110	+ 0.9%	409	422	+ 3.2%
<b>Days on Market Until Sale</b>		53	49	- 7.5%	50	45	- 10.0%
<b>Median Sales Price</b>		\$200,000	\$218,500	+ 9.3%	\$206,000	\$200,000	- 2.9%
<b>Percent of List Price Received</b>		97.1%	99.2%	+ 2.2%	96.7%	98.1%	+ 1.4%
<b>Housing Affordability Index</b>		176	168	- 4.5%	171	183	+ 7.0%
<b>Inventory of Homes for Sale</b>		193	167	- 13.5%	--	--	--
<b>Months Supply of Inventory</b>		5.8	4.7	- 19.0%	--	--	--

# 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.

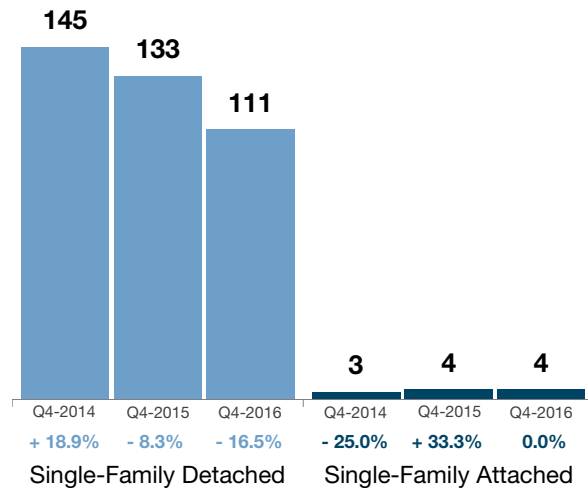


Key Metrics	Historical Sparkbars	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		4	4	0.0%	19	10	- 47.4%
<b>Pending Sales</b>		2	3	+ 50.0%	7	8	+ 14.3%
<b>Closed Sales</b>		2	0	- 100.0%	6	7	+ 16.7%
<b>Days on Market Until Sale</b>		150	--	--	40	98	+ 145.0%
<b>Median Sales Price</b>		\$127,450	--	--	\$210,000	\$218,232	+ 3.9%
<b>Percent of List Price Received</b>		99.2%	--	--	95.1%	98.6%	+ 3.7%
<b>Housing Affordability Index</b>		--	--	--	--	168	--
<b>Inventory of Homes for Sale</b>		5	2	- 60.0%	--	--	--
<b>Months Supply of Inventory</b>		4.3	1.0	- 76.7%	--	--	--

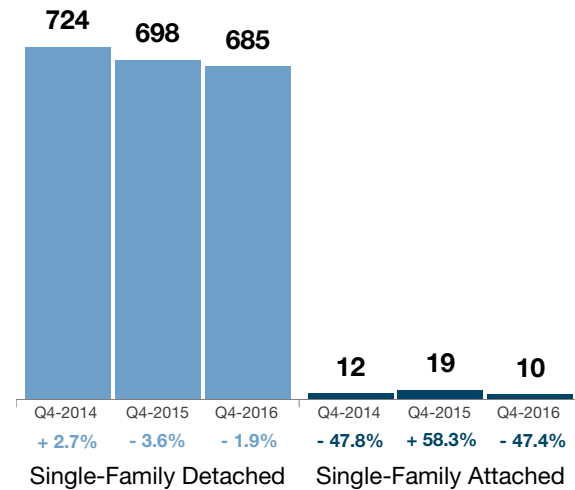
# New Listings

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

## Q4-2016

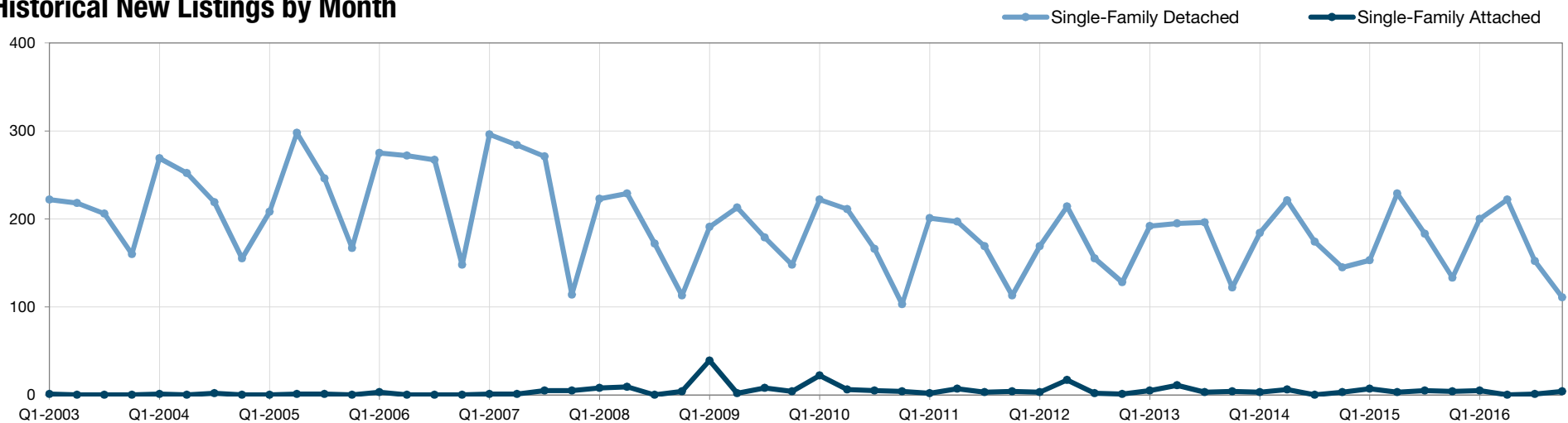


## Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	184	-4.2%	3	-40.0%
Q2-2014	221	+13.3%	6	-45.5%
Q3-2014	174	-11.2%	0	-100.0%
Q4-2014	145	+18.9%	3	-25.0%
Q1-2015	153	-16.8%	7	+133.3%
Q2-2015	229	+3.6%	3	-50.0%
Q3-2015	183	+5.2%	5	--
Q4-2015	133	-8.3%	4	+33.3%
Q1-2016	200	+30.7%	5	-28.6%
Q2-2016	222	-3.1%	0	-100.0%
Q3-2016	152	-16.9%	1	-80.0%
<b>Q4-2016</b>	<b>111</b>	<b>-16.5%</b>	<b>4</b>	<b>0.0%</b>

## Historical New Listings by Month

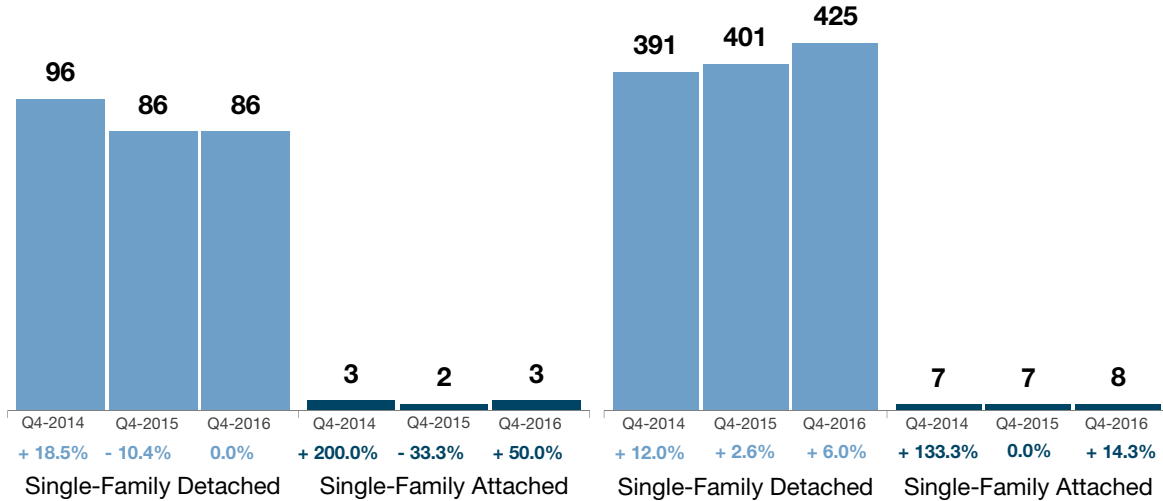


# Pending Sales

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

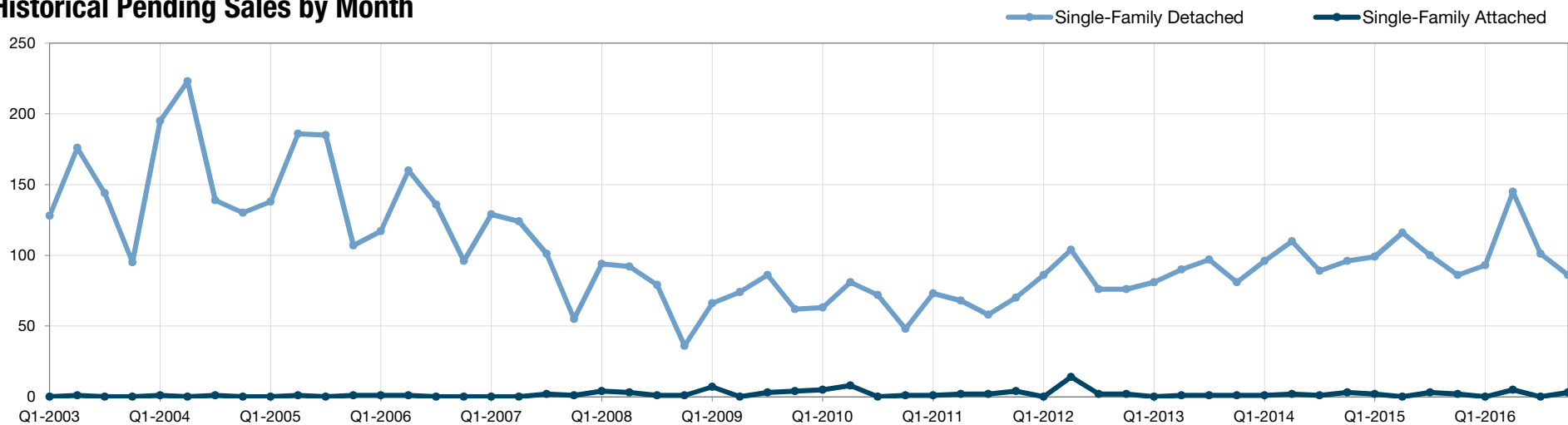
## Q4-2016

## Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	96	+18.5%	1	--
Q2-2014	110	+22.2%	2	+100.0%
Q3-2014	89	-8.2%	1	0.0%
Q4-2014	96	+18.5%	3	+200.0%
Q1-2015	99	+3.1%	2	+100.0%
Q2-2015	116	+5.5%	0	-100.0%
Q3-2015	100	+12.4%	3	+200.0%
Q4-2015	86	-10.4%	2	-33.3%
Q1-2016	93	-6.1%	0	-100.0%
Q2-2016	145	+25.0%	5	--
Q3-2016	101	+1.0%	0	-100.0%
<b>Q4-2016</b>	<b>86</b>	<b>0.0%</b>	<b>3</b>	<b>+50.0%</b>

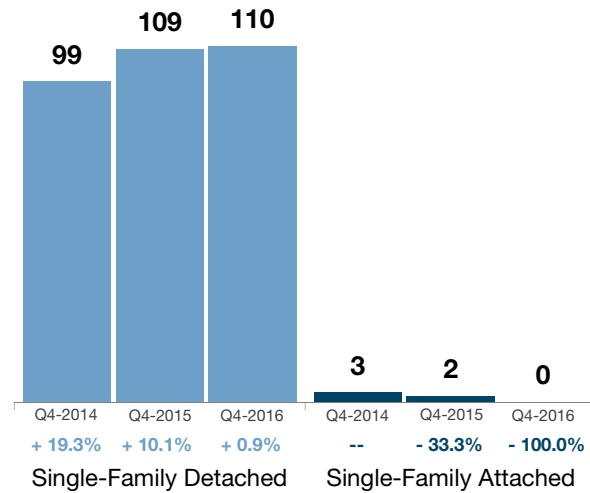
## Historical Pending Sales by Month



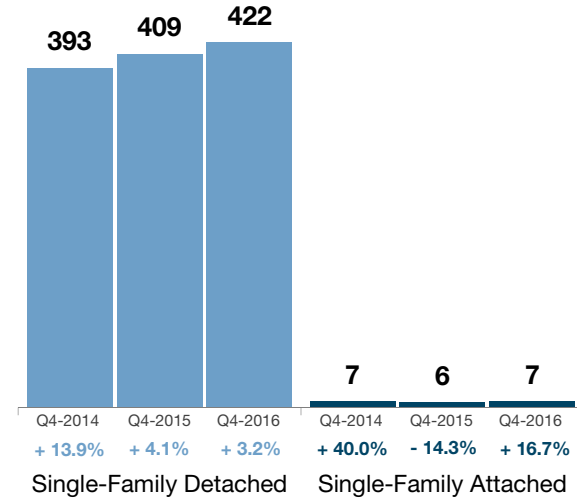
# Closed Sales

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

## Q4-2016

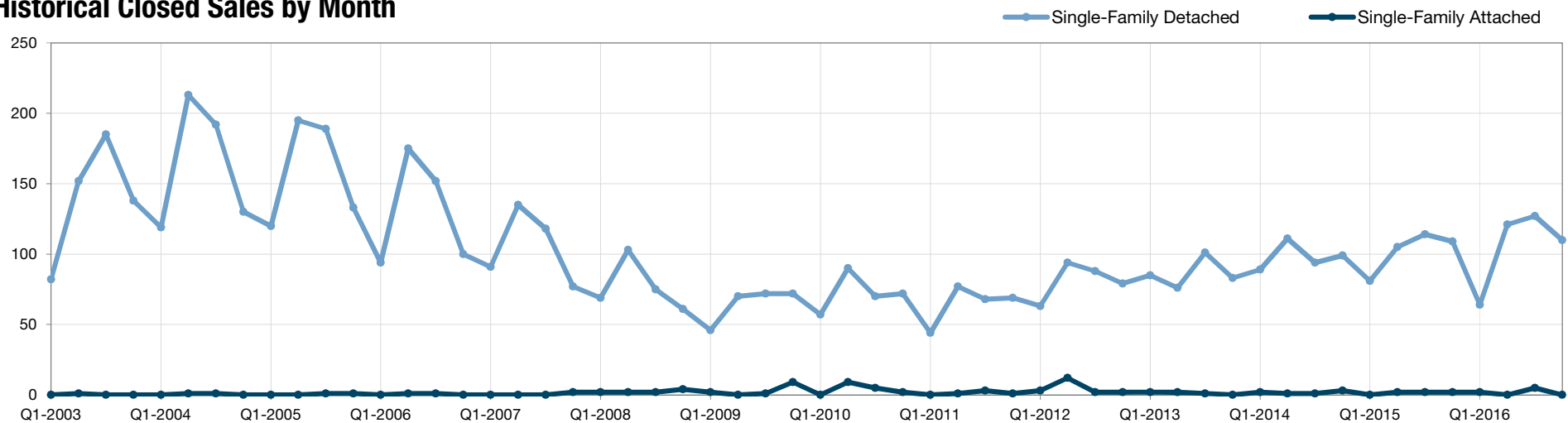


## Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	89	+4.7%	2	0.0%
Q2-2014	111	+46.1%	1	-50.0%
Q3-2014	94	-6.9%	1	0.0%
Q4-2014	99	+19.3%	3	--
Q1-2015	81	-9.0%	0	-100.0%
Q2-2015	105	-5.4%	2	+100.0%
Q3-2015	114	+21.3%	2	+100.0%
Q4-2015	109	+10.1%	2	-33.3%
Q1-2016	64	-21.0%	2	--
Q2-2016	121	+15.2%	0	-100.0%
Q3-2016	127	+11.4%	5	+150.0%
<b>Q4-2016</b>	<b>110</b>	<b>+0.9%</b>	<b>0</b>	<b>-100.0%</b>

## Historical Closed Sales by Month

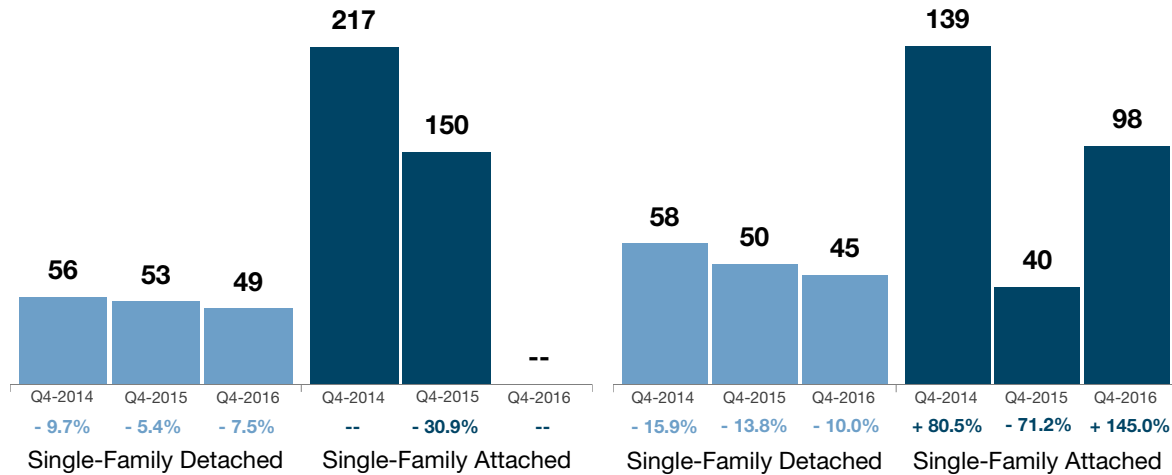


# Days on Market Until Sale

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

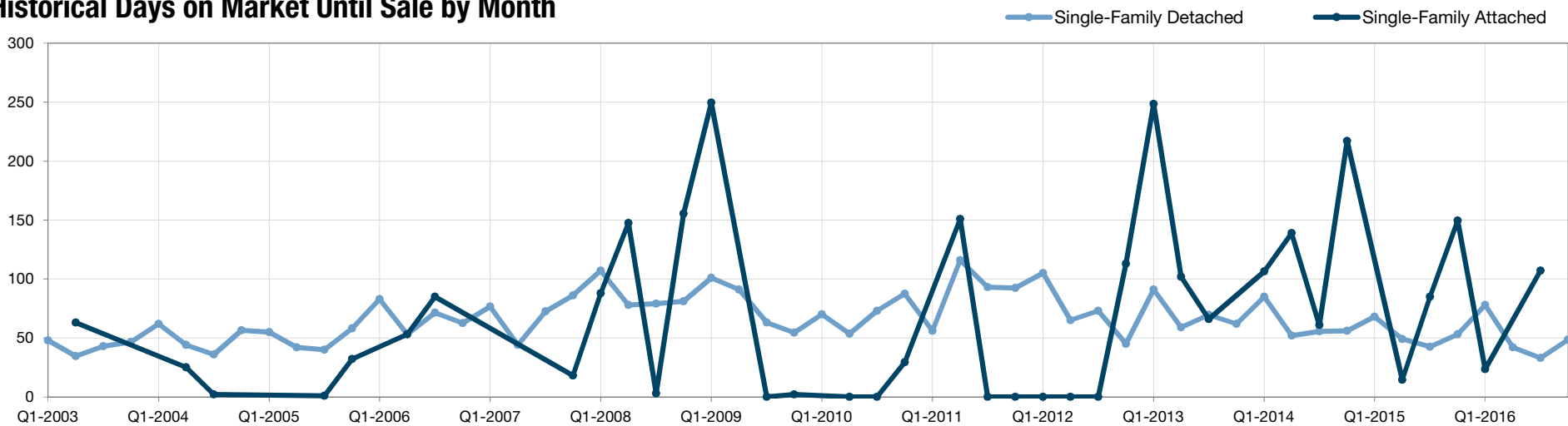
## Q4-2016

## Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	85	-6.6%	107	-57.0%
Q2-2014	52	-11.9%	139	+36.3%
Q3-2014	56	-20.0%	61	-7.6%
Q4-2014	56	-9.7%	217	--
Q1-2015	68	-20.0%	--	--
Q2-2015	49	-5.8%	15	-89.2%
Q3-2015	43	-23.2%	85	+39.3%
Q4-2015	53	-5.4%	150	-30.9%
Q1-2016	78	+14.7%	24	--
Q2-2016	42	-14.3%	--	--
Q3-2016	33	-23.3%	107	+25.9%
<b>Q4-2016</b>	<b>49</b>	<b>-7.5%</b>	<b>--</b>	<b>--</b>

## Historical Days on Market Until Sale by Month

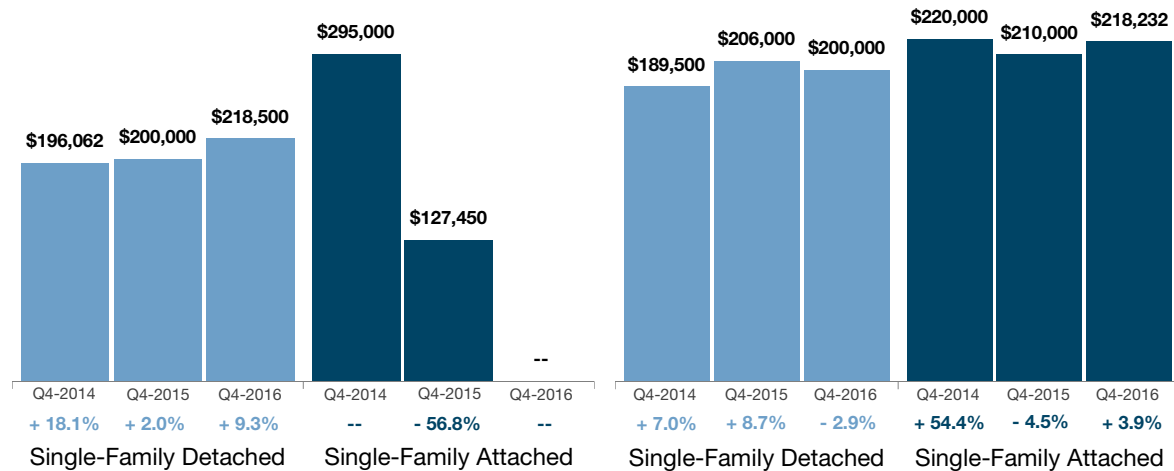


# Median Sales Price

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

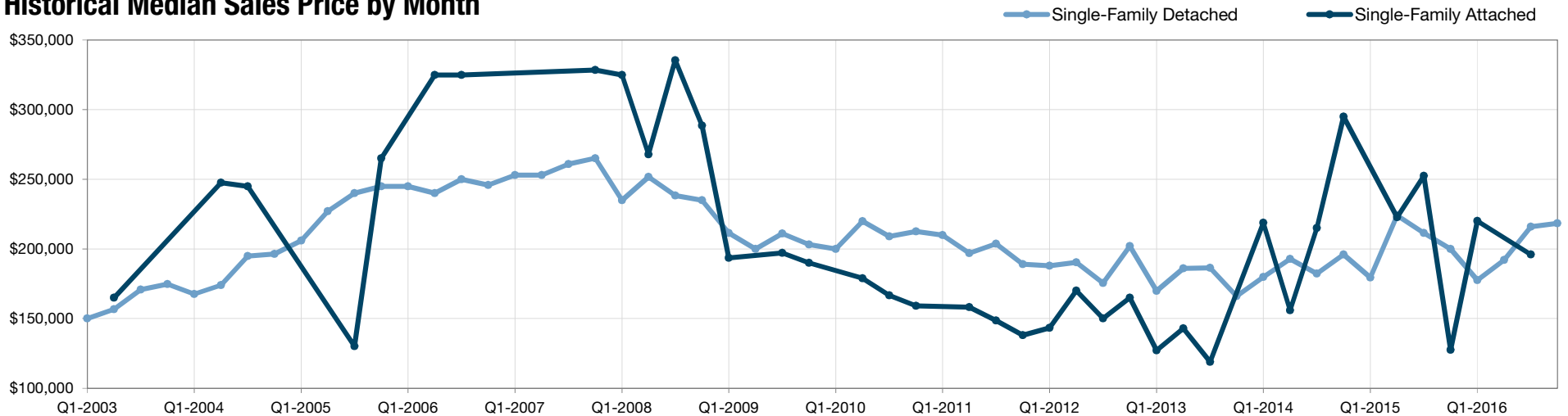
## Q4-2016

## Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	\$179,900	+5.9%	\$218,750	+72.1%
Q2-2014	\$192,750	+3.6%	\$155,900	+9.0%
Q3-2014	\$182,250	-2.3%	\$215,000	+80.9%
Q4-2014	\$196,062	+18.1%	\$295,000	--
Q1-2015	\$179,500	-0.2%	--	--
Q2-2015	\$224,000	+16.2%	\$222,792	+42.9%
Q3-2015	\$211,500	+16.0%	\$252,500	+17.4%
Q4-2015	\$200,000	+2.0%	\$127,450	-56.8%
Q1-2016	\$177,500	-1.1%	\$220,116	--
Q2-2016	\$192,000	-14.3%	--	--
Q3-2016	\$216,000	+2.1%	\$196,000	-22.4%
<b>Q4-2016</b>	<b>\$218,500</b>	<b>+9.3%</b>	--	--

## Historical Median Sales Price by Month



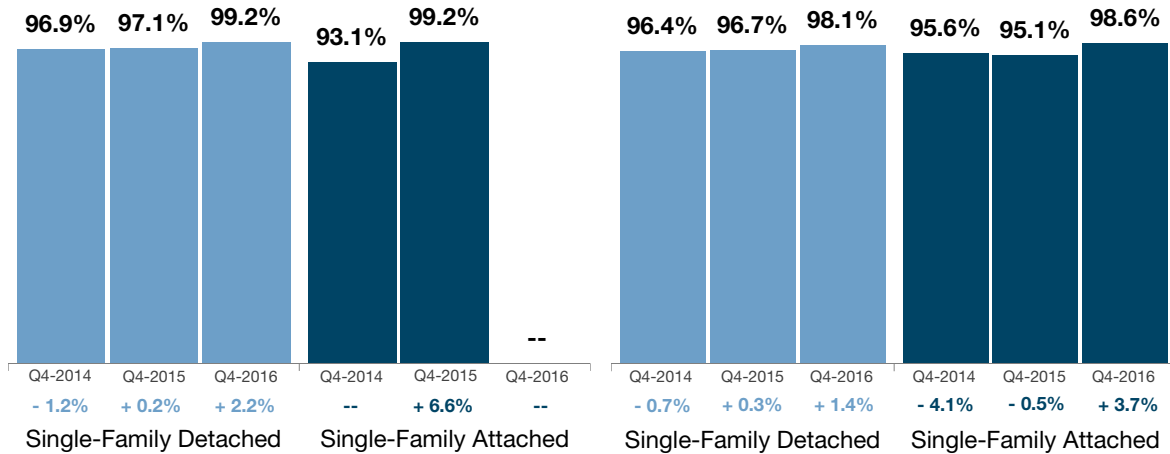


# Percent of List Price Received

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.

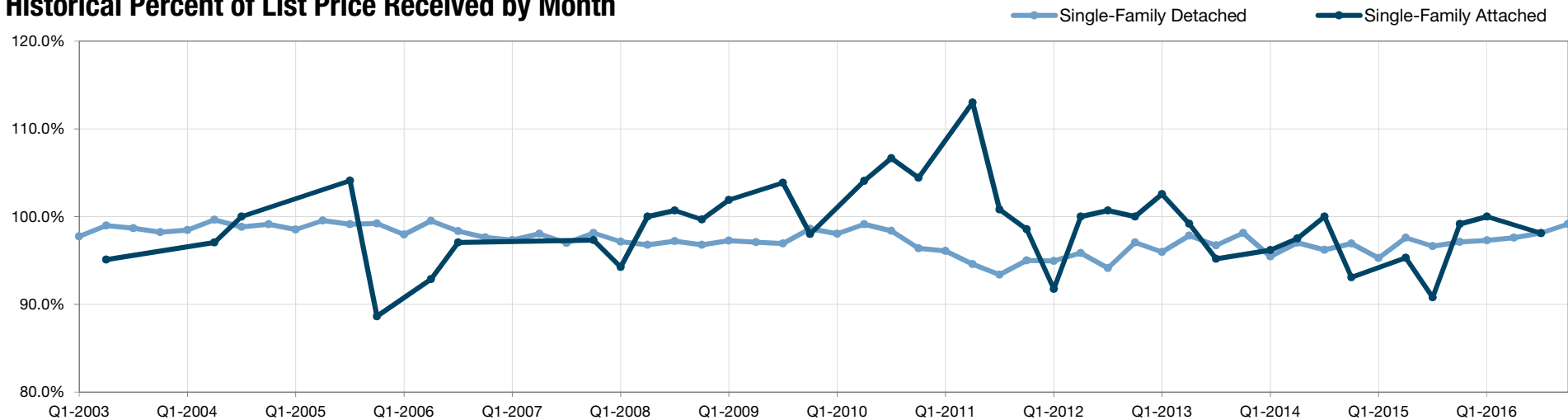
## Q4-2016

## Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	95.5%	-0.5%	96.2%	-6.2%
Q2-2014	97.0%	-0.8%	97.5%	-1.7%
Q3-2014	96.2%	-0.5%	100.0%	+5.0%
Q4-2014	96.9%	-1.2%	93.1%	--
Q1-2015	95.3%	-0.2%	--	--
Q2-2015	97.6%	+0.6%	95.3%	-2.3%
Q3-2015	96.6%	+0.4%	90.8%	-9.2%
Q4-2015	97.1%	+0.2%	99.2%	+6.6%
Q1-2016	97.3%	+2.1%	100.0%	--
Q2-2016	97.6%	0.0%	--	--
Q3-2016	98.1%	+1.6%	98.1%	+8.0%
<b>Q4-2016</b>	<b>99.2%</b>	<b>+2.2%</b>	--	--

## Historical Percent of List Price Received by Month

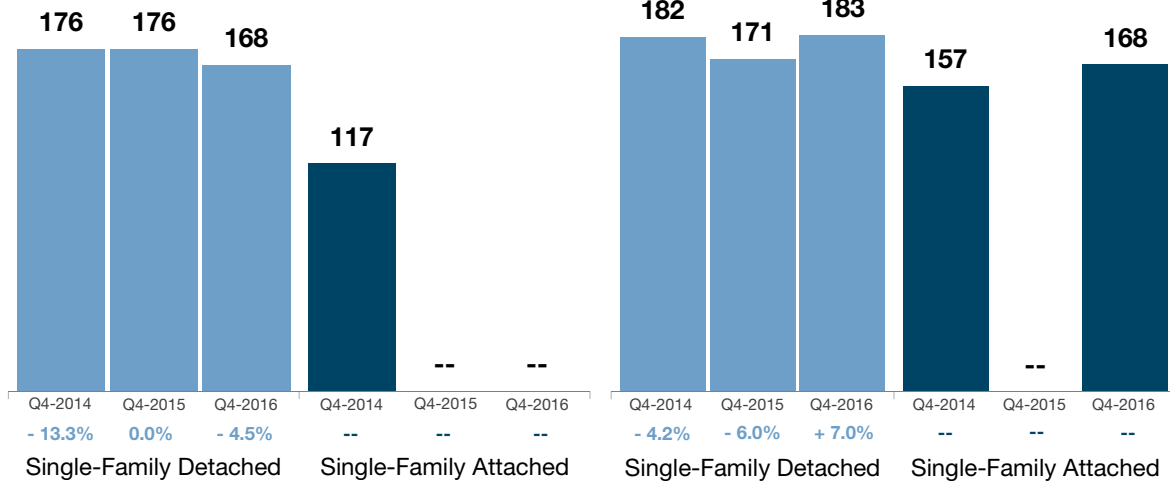


# Housing Affordability Index

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.

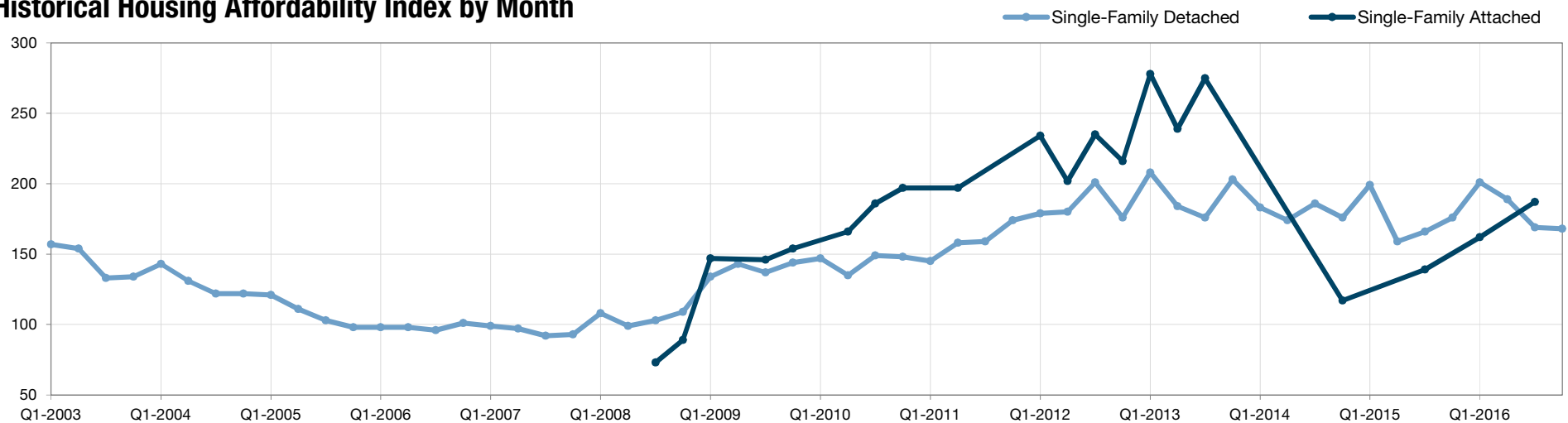
## Q4-2016

## Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	183	-12.0%	--	--
Q2-2014	174	-5.4%	--	--
Q3-2014	186	+5.7%	--	--
Q4-2014	176	-13.3%	117	--
Q1-2015	199	+8.7%	--	--
Q2-2015	159	-8.6%	--	--
Q3-2015	166	-10.8%	139	--
Q4-2015	176	0.0%	--	--
Q1-2016	201	+1.0%	162	--
Q2-2016	189	+18.9%	--	--
Q3-2016	169	+1.8%	187	+34.5%
<b>Q4-2016</b>	<b>168</b>	<b>-4.5%</b>	--	--

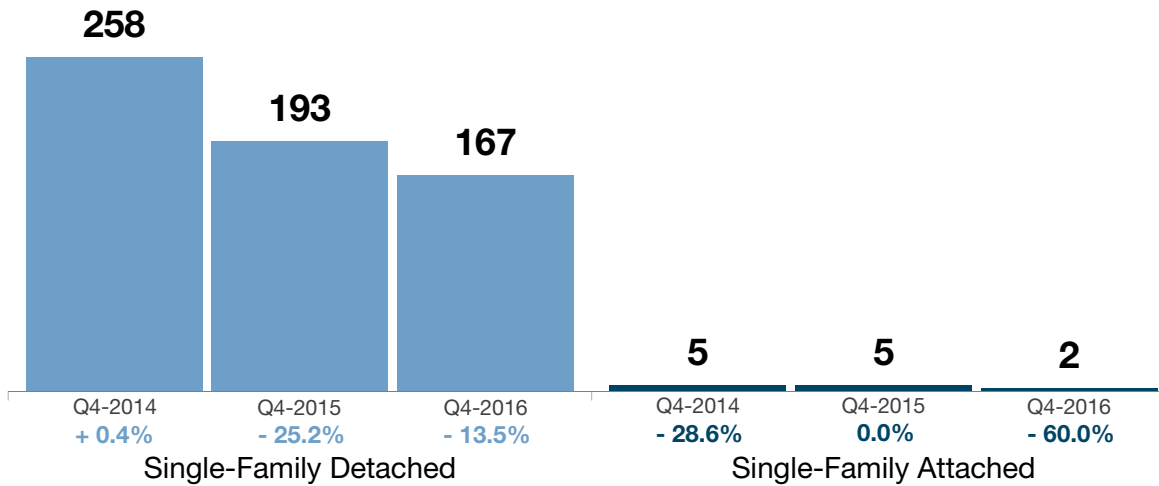
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

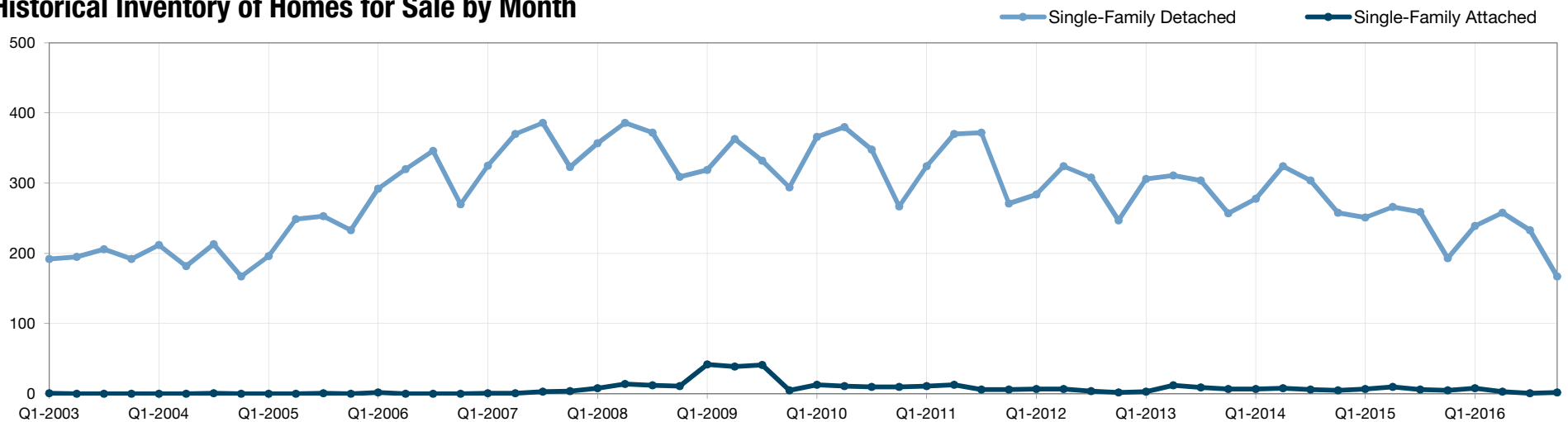
The number of properties available for sale in active status at the end of a given quarter.

## Q4-2016



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	278	-9.2%	7	+133.3%
Q2-2014	324	+4.2%	8	-33.3%
Q3-2014	304	0.0%	6	-33.3%
Q4-2014	258	+0.4%	5	-28.6%
Q1-2015	251	-9.7%	7	0.0%
Q2-2015	266	-17.9%	10	+25.0%
Q3-2015	259	-14.8%	6	0.0%
Q4-2015	193	-25.2%	5	0.0%
Q1-2016	239	-4.8%	8	+14.3%
Q2-2016	258	-3.0%	3	-70.0%
Q3-2016	233	-10.0%	1	-83.3%
<b>Q4-2016</b>	<b>167</b>	<b>-13.5%</b>	<b>2</b>	<b>-60.0%</b>

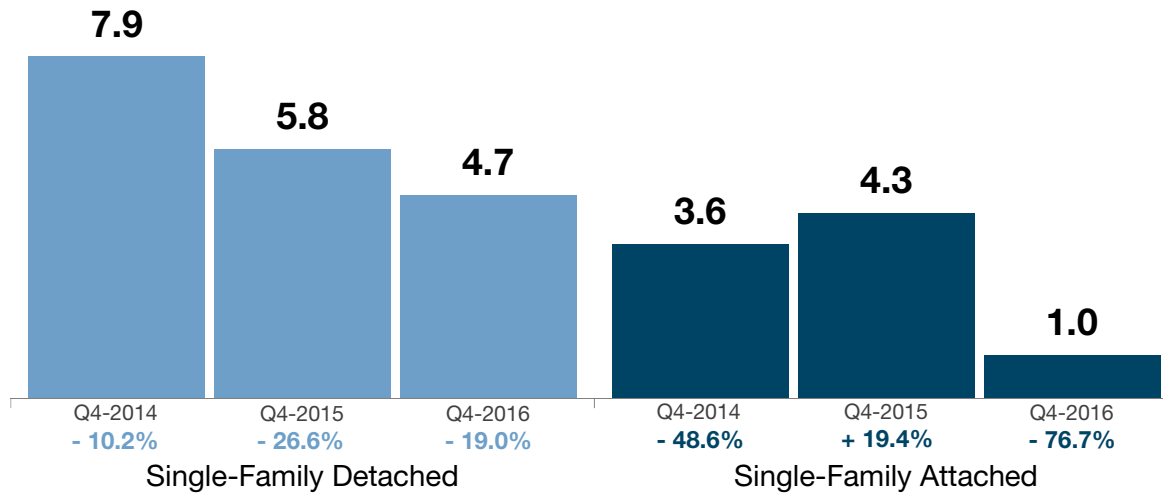
## Historical Inventory of Homes for Sale by Month



# Months Supply of Inventory

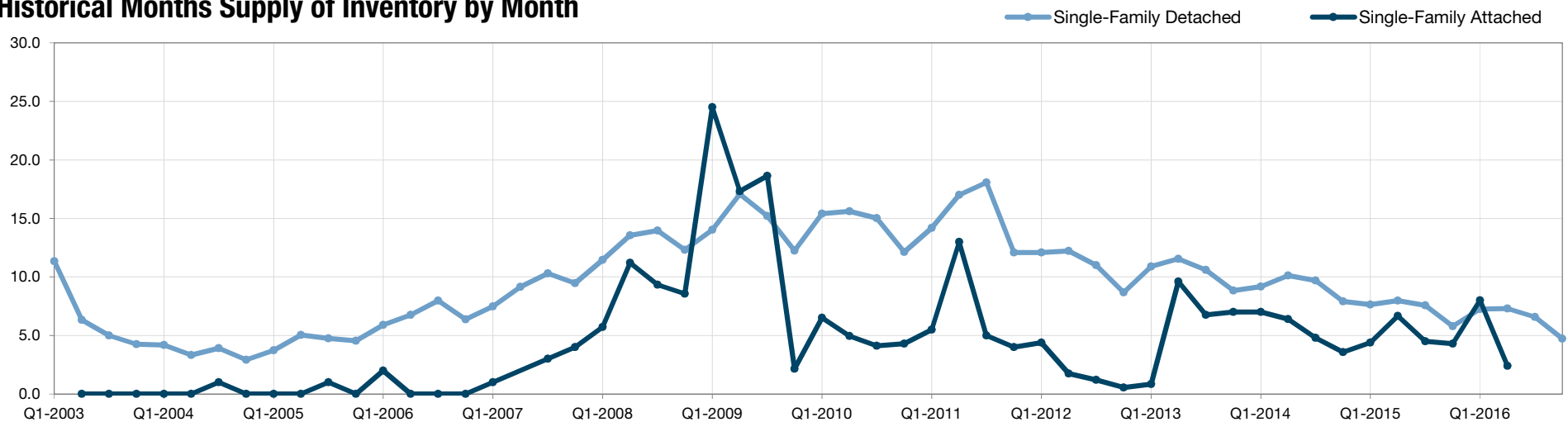
The inventory of homes for sale at the end of a given month, divided by the average quarterly pending sales from the last 4 quarters.

## Q4-2016



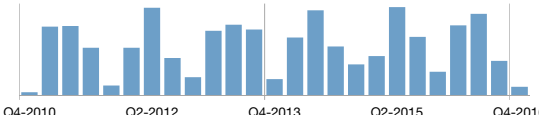

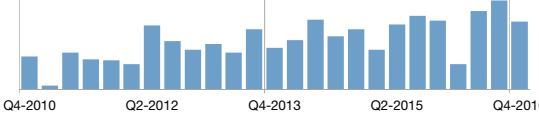
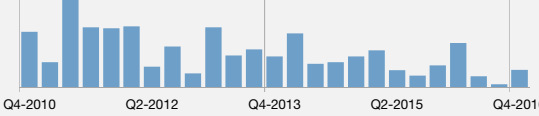

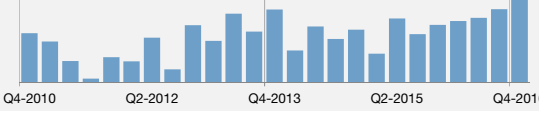

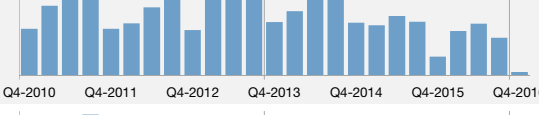

Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2014	9.2	-15.6%	7.0	+775.0%
Q2-2014	10.1	-12.9%	6.4	-33.3%
Q3-2014	9.7	-8.5%	4.8	-29.4%
Q4-2014	7.9	-10.2%	3.6	-48.6%
Q1-2015	7.6	-17.4%	4.4	-37.1%
Q2-2015	8.0	-20.8%	6.7	+4.7%
Q3-2015	7.6	-21.6%	4.5	-6.3%
Q4-2015	5.8	-26.6%	4.3	+19.4%
Q1-2016	7.3	-3.9%	8.0	+81.8%
Q2-2016	7.3	-8.8%	2.4	-64.2%
Q3-2016	6.6	-13.2%	0.7	-84.4%
<b>Q4-2016</b>	<b>4.7</b>	<b>-19.0%</b>	<b>1.0</b>	<b>-76.7%</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.

Key Metrics	Historical Sparkbars	Q4-2015	Q4-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		137	<b>115</b>	- 16.1%	717	<b>695</b>	- 3.1%
<b>Pending Sales</b>		88	<b>89</b>	+ 1.1%	408	<b>433</b>	+ 6.1%
<b>Closed Sales</b>		111	<b>110</b>	- 0.9%	415	<b>429</b>	+ 3.4%
<b>Days on Market Until Sale</b>		53	<b>49</b>	- 7.5%	50	<b>47</b>	- 6.0%
<b>Median Sales Price</b>		\$195,000	<b>\$218,500</b>	+ 12.1%	\$206,000	<b>\$200,500</b>	- 2.7%
<b>Percent of List Price Received</b>		97.1%	<b>99.2%</b>	+ 2.2%	96.7%	<b>98.1%</b>	+ 1.4%
<b>Housing Affordability Index</b>		181	<b>168</b>	- 7.2%	171	<b>183</b>	+ 7.0%
<b>Inventory of Homes for Sale</b>		198	<b>169</b>	- 14.6%	--	--	--
<b>Months Supply of Inventory</b>		5.8	<b>4.7</b>	- 19.0%	--	--	--