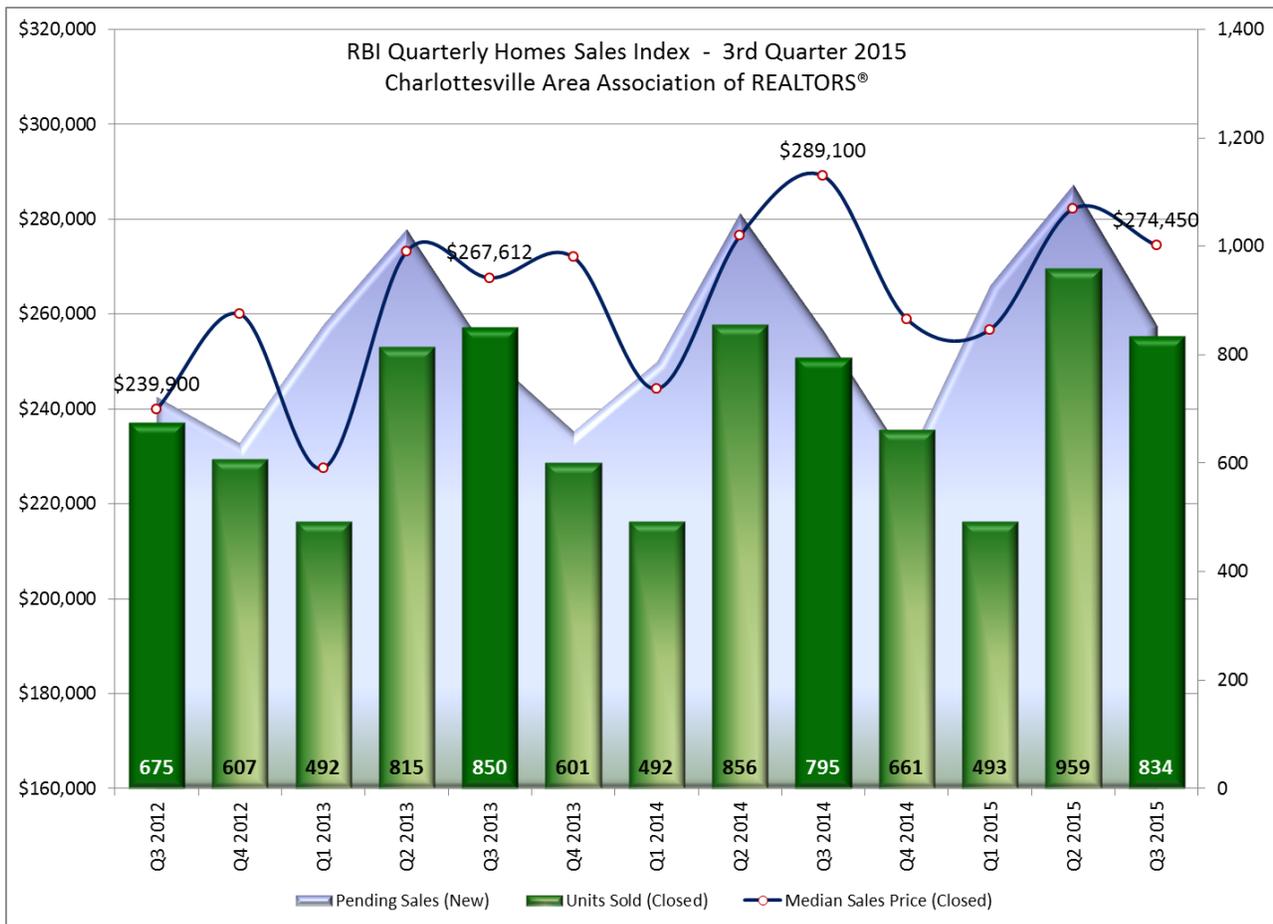


**CAAR Member Copy – Expanded Edition**

## Charlottesville Area 3<sup>rd</sup> Quarter 2015 Highlights:

- The 834 closed sales tally in the Greater Charlottesville area topped the Q3 2014 level by 4.9%.
- The median sales price level dipped 5.1% from Q3 2014 to \$274,450.
- Half of the homes sold in the 3<sup>rd</sup> Quarter were on the market 44 days or less, four days lower than the median DOM last year.
- Despite a 5.8% increase in listing activity during the quarter, inventory remains 12.0% lower than last year.
- The 1,954 active listings represent 8.9 months of supply, down from 10.6 months at this point in 2014.

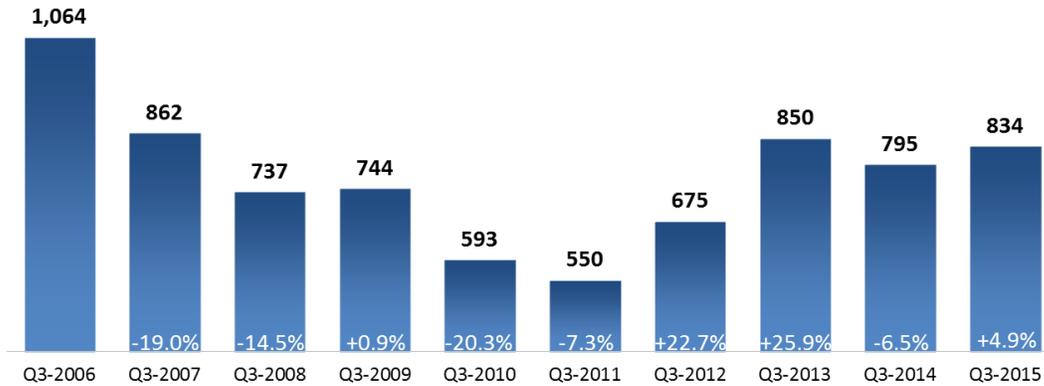


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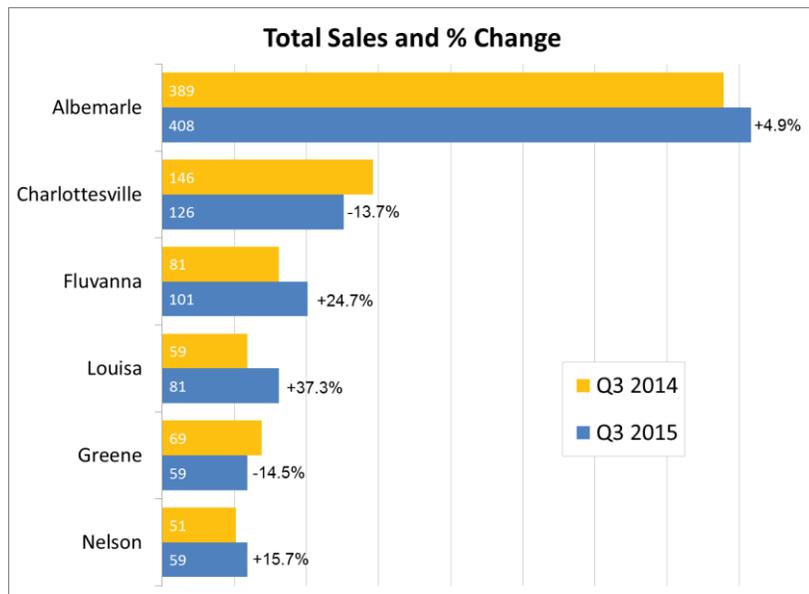
## Sales Activity –

For the fourth consecutive quarter, home sales were up in the Greater Charlottesville area. Despite a slow start, with the July sales tally missing last year’s mark by 10.2%, and a modest 1.8% year-over-year gain in August sales, the 208 September sales represented a jump of 14.3% from last year. Ultimately, the 834 cumulative sales for the quarter exceeded the Q3 2014 total by 39 sales, or 4.9%.

Greater Charlottesville - Q3 Closed Sales



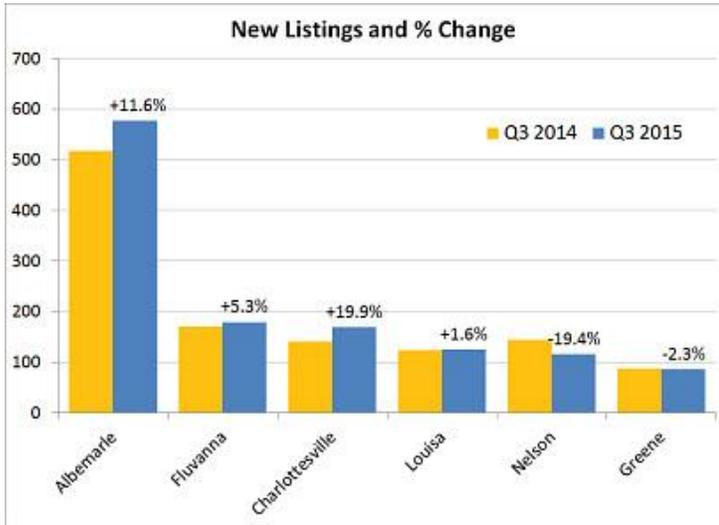
The 2,475 homes sold over the first three quarters of 2015 represent a 10.3 percent increase from the 2,243 sales over the same stretch last year. While the year-to-date average sales price of \$326,256 remains 4.9% lower than the January-through-September average last year, the significant gains in units sold has resulted in a 5.0% gain in year-to-date sold dollar volume (\$807.5M versus \$769.1M). The moderate uptick in Q3 sales was not enough to offset a 7.4% year-over-year decline in the average sales price, as the \$274.9M sold dollar volume in the 3<sup>rd</sup> Quarter missed the Q3 2014 mark by 2.9%.



Four of the six jurisdictions experienced year-over-year sales gains in Q3, led by a 37.3% increase in Louisa and a 24.7% jump in Fluvanna. Nelson (+15.7%) and Albemarle (+4.9%) also saw more Q3 sales than 2014. There were ten fewer sales in Greene, a 14.5% decrease, while Charlottesville’s 146 sales were 20 fewer than the town’s Q3 2014 tally, a dip of 13.7%. Charlottesville is the only area without an increase in year-to-date sales, with 407 cumulative sales matching its total through September last year.

## Inventory –

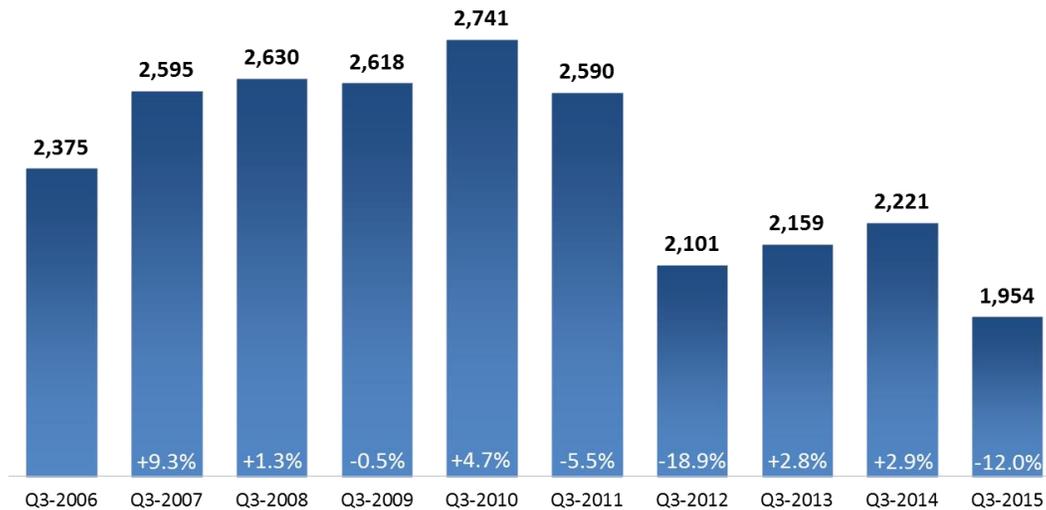
The 852 new pending sales recorded over the course of the 3<sup>rd</sup> Quarter is a slight 1.1% increase over the number of contracts entered in Q3 2014. Notably, there were 735 listings under contract at the end of September, 9.9% more than at the same point last year. This is a leading indicator that recent year-over-year gains in closed sales are likely to continue into the 4<sup>th</sup> Quarter. “While we will keep a close eye on the median sales price going into the fourth quarter, another area to watch is the year-over-year improvements in closed sales. With an almost 10 percent increase over last year in listings under contract at the end of September, we are on track to end 2015 with a strong number in closed sales,” said CAAR President, Anita Dunbar.



There was a 5.8 percent increase in the number of new listings in the 3<sup>rd</sup> Quarter, with 1,252 sellers entering the market and 220 new listings over the Q3 2014 tally. Charlottesville saw the largest percent increase in listing activity at 19.9% (+28 listings). Albemarle had the largest net increase in new listings, with 60 more sellers entering the market than Q3 2014 (+11.6%). Fluvanna (+5.3%) and Louisa (+1.6%) also experienced gains in new listings. Nelson had 28 fewer listings added than Q3 2014, a decrease of 19.4%. Listing activity in Greene was flat, with two fewer listings than last year.

Despite the uptick in new listings added in the quarter, total inventory heading into the 4<sup>th</sup> Quarter remains 12.0% below last year's level. The 1,954 active listings mark the lowest level seen at this time of year since 2005. This represents a 28.7% drop from Q3 2010, when active inventory peaked at 2,741 listings. Using the average monthly sales pace over the last twelve months, the 1,954 active listings represent 8.9 months of supply, considerably more balanced than the 14.9 months of supply from Q3 2009 and nearly two months lower than Q3 2014 level of 10.6 months.

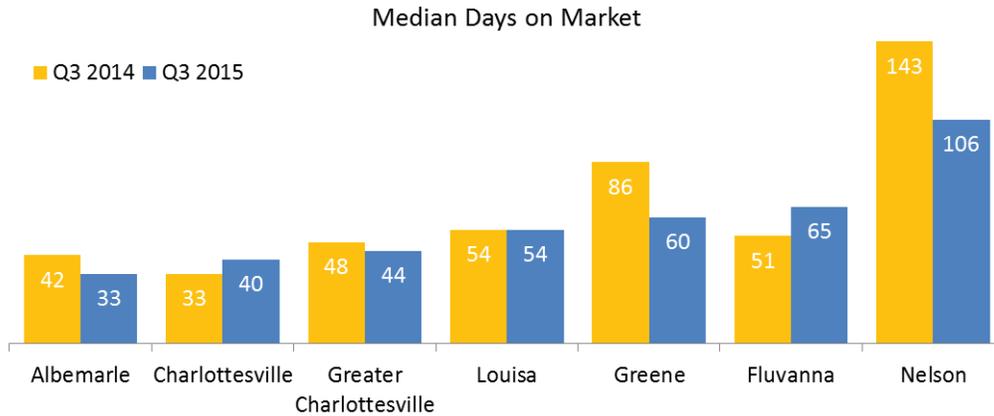
Greater Charlottesville - Active Inventory at Quarter's End



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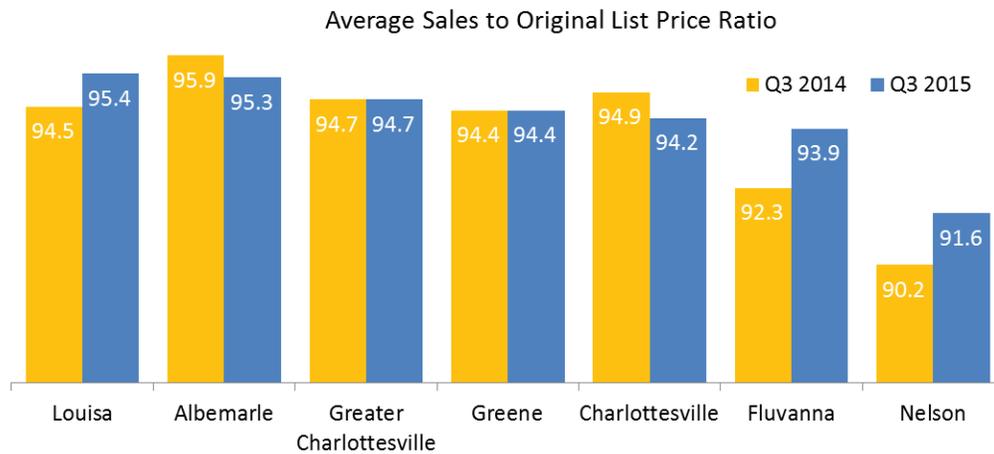
## Days on Market (DOM) and Pricing –

Half of the homes sold in the 3<sup>rd</sup> Quarter were on the market for 44 days or less, which is four days fewer than the 48 day median DOM for homes sold in Q3 2014. While not a significant improvement, this marked the lowest Q3 median DOM level since 2006 and was well below the ten-year Q3 average of 62 days. One out of four homes sold during the quarter (25.8%) were on the market for ten days or fewer, but nearly the same proportion (24.0%) were listed for four months or longer prior to contract. The slower sales, particularly the 49 listings that took more than a year to sell, factored into the higher average (or mean) DOM level of 99 days. Though only two days lower than the 101 day average of Q3 2014, it marked the first quarter since mid-2007 that didn't have an average DOM reach triple digits.



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Median DOM levels improved or remained the same in four of six jurisdictions, including a nine day decrease in Albemarle, which led all areas with a median DOM of 33 days. Charlottesville's 40 day median was a week higher than its respective level in 2014, but it remained below the 44 day median of the larger region. Half of Louisa's sold listings were on the market for 54 days, unchanged from the median DOM in Q3 2013. With a median DOM of 60 days, Greene saw its median DOM improve by 26 days, or 30.2%, the largest percent decrease in the region. Though Fluvanna's median DOM rose by two weeks to 65 days, listings there still moved significantly faster than Nelson. Though listings in Nelson took longer than elsewhere in the region to receive contracts, it did have the largest net decrease in median DOM (-37 days). Its 106 day median DOM in the 3<sup>rd</sup> Quarter marked its second lowest quarterly level in six years.

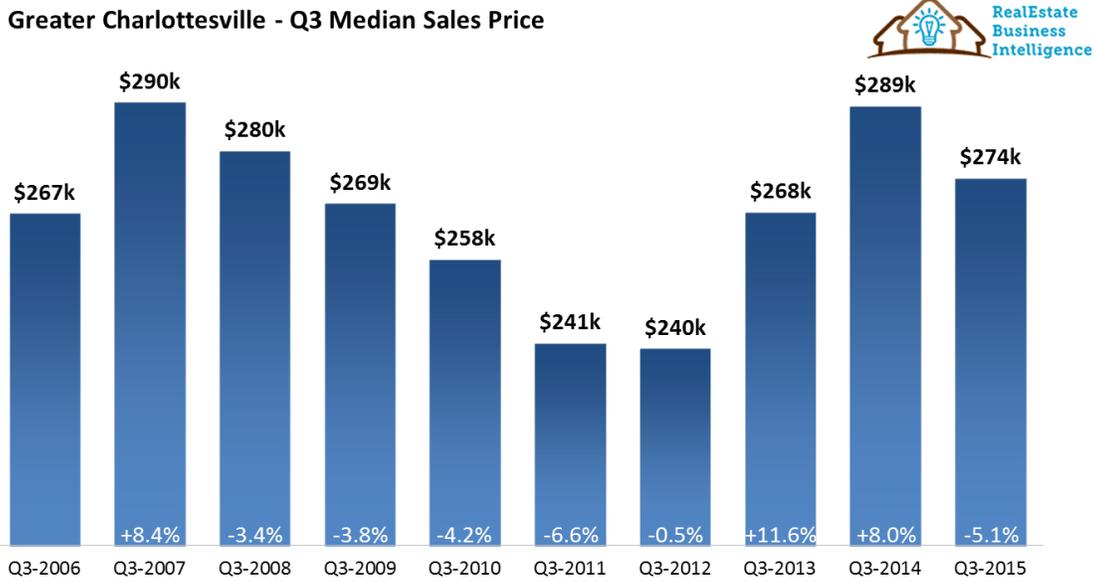


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Regionally, the average percent of original list price received at sale (Avg SP to OLP ratio) was 94.7%, unchanged from Q3 2014. Sellers in Louisa received the highest percentage, 95.4%, nearly a point higher than the Q3 2014 level of 94.5%. Despite a slight dip from last year, Albemarle was the other county to top the regional level with an average SP to OLP ratio of 95.3%. Greene sellers received 94.4% of original list price on average, unchanged from 2014. Charlottesville experienced the largest decrease in SP to OLP ratio compared to last year, dropping from 94.9% to 94.2%. Though

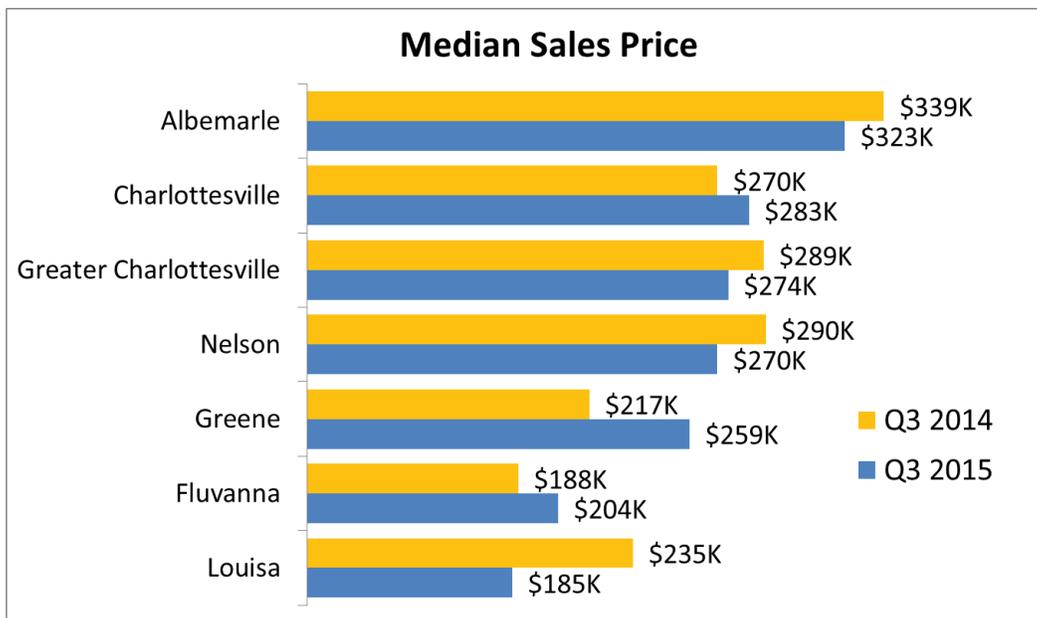
Fluvanna (93.9%) and Nelson (91.6%) had the lowest SP to OLP ratios, both saw more than a one point improvement from their respective levels in Q3 2014. “It is ideal to see either improved or steady days on the market for four out of the six counties,” said CAAR President-Elect, Donna Patton. “While the median days on the market remained firm compared to last year’s Q3, the 44 days is the lowest average for the third quarter we’ve had in nine years, and better yet well below the ten-year average.”

**Home Prices –**



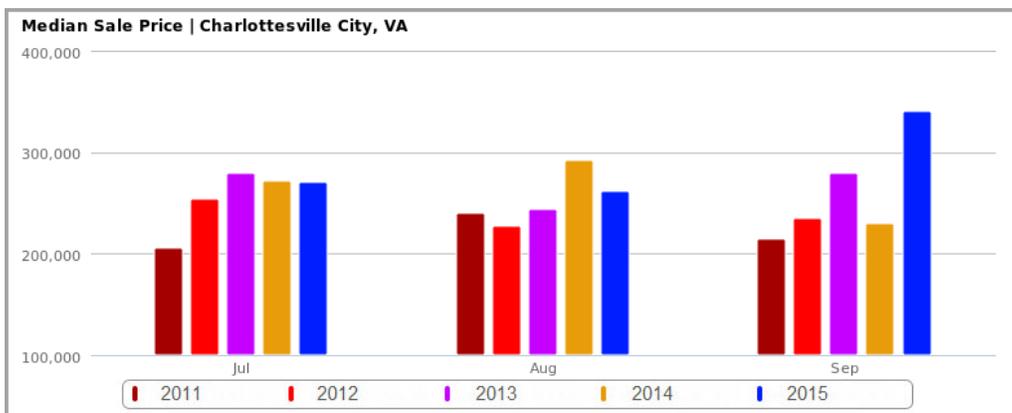
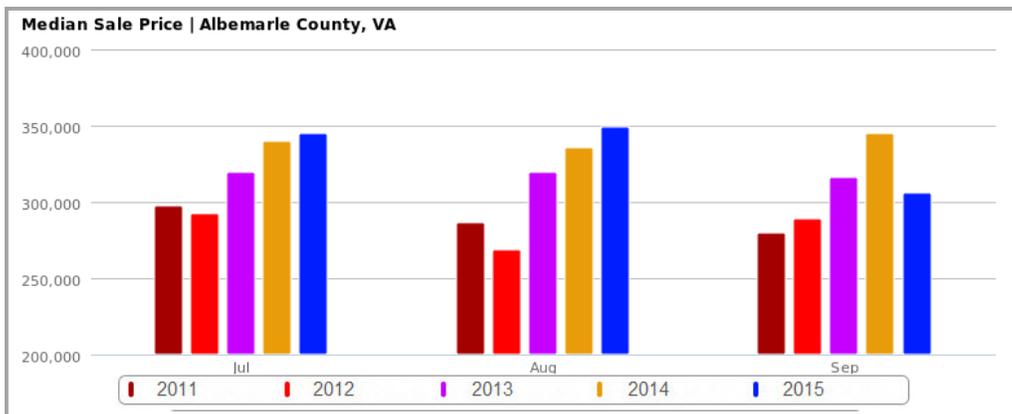
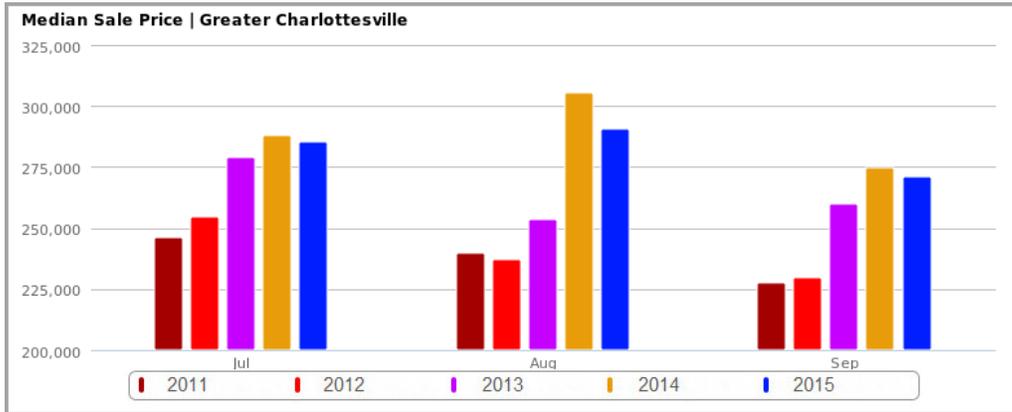
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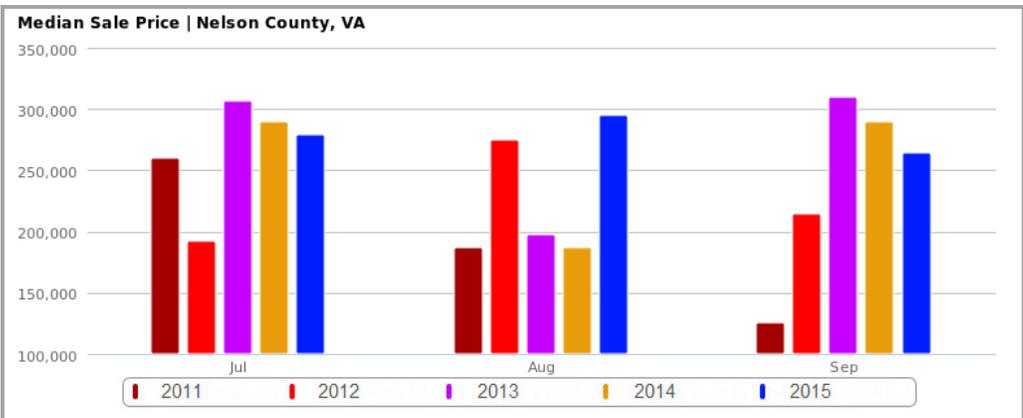
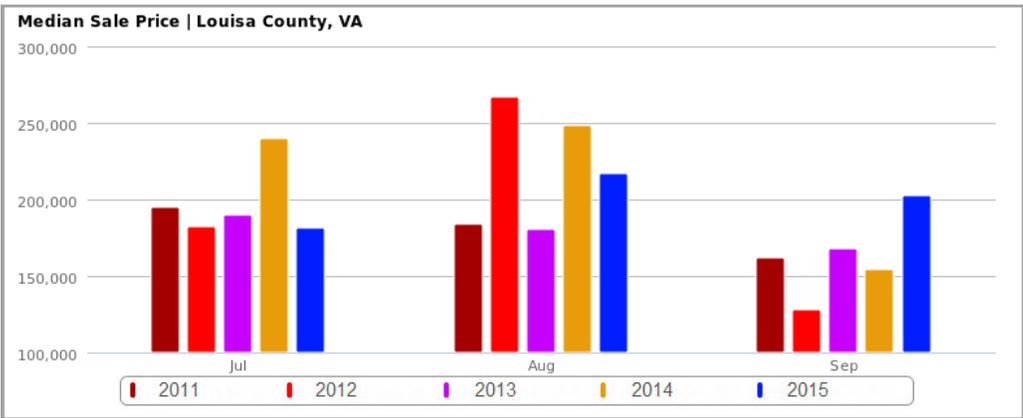
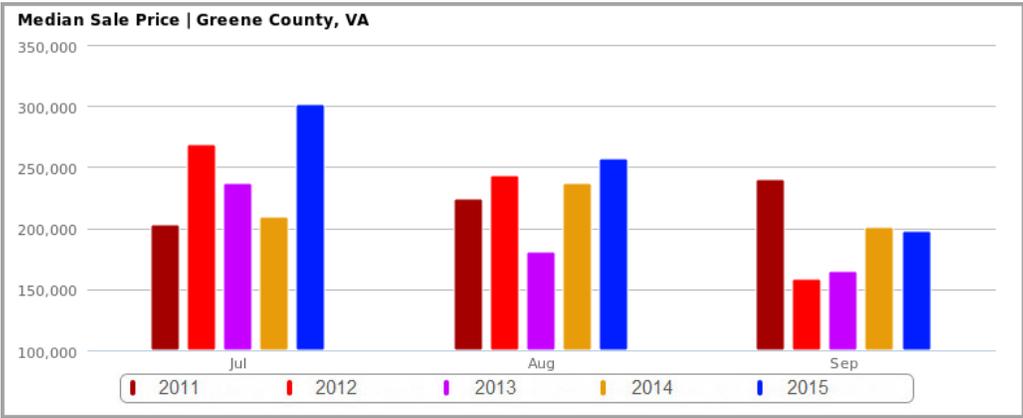
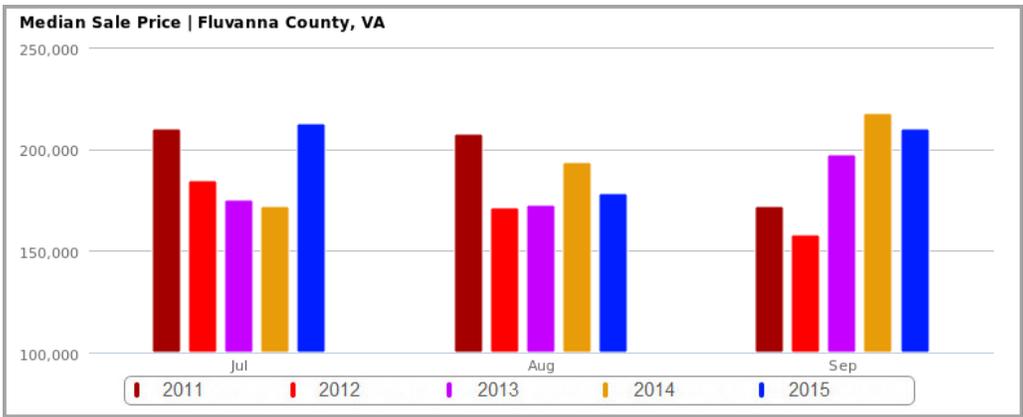
The region’s median sales price, which is the middle value in the list of sales prices, dropped nearly \$15,000 from Q3 2014 to \$274,450, a decrease of 5.1%. Though it missed last year’s mark, the Q3 median price was 14.4 percent higher than Q3 2012, when prices bottomed out at \$239,900. The cumulative year-to-date median of \$271,657 is less than \$1,000 off the \$272,500 median over the same nine months last year.



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At \$322,749, the median sales price in Albemarle fell by 4.8%. Conversely, the \$283,000 median in Charlottesville represented a gain of 4.8%. Fluvanna's price jumped from \$187,500 in Q3 2014 to \$204,000 this quarter, an increase of 8.8%. Nelson's 59 sales had a median price of \$270,000, declining 6.9%, or \$20,000, from last year's level. Greene's 59 sales had a median price of \$258,500, an increase of 19.1%, or \$41,500, from Q3 2013. Louisa had the lowest median sales price in the 3<sup>rd</sup> Quarter and the largest percent decrease from last year. Louisa's Q3 median sales price of \$185,000 was down \$50,000, or \$21.3%, from last year. It is worth noting, however, that Louisa is one of two jurisdictions with an increase in its cumulative year-to-date median price. Louisa has a median of \$209,000 through September, up 4.6 percent compared to the first nine months last year. Fluvanna is the other area with year-over-year gains in its year-to-date median price, as it has gained 9.5% versus last year. Greene's year-to-date median price is unchanged from last year at \$225,500 and Charlottesville's \$270,500 median over the first nine months is only 0.6% lower than the same stretch in 2014.





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## Attached vs. Detached Homes –

Both the detached housing segment and the attached (single family townhomes + condos) segment experienced similar year-over-year dips in pricing coupled with similar closed sales gains in the 3<sup>rd</sup> Quarter. At \$305,000, the median sales price for detached homes fell a modest 3.2% while the \$200,000 median for attached homes represented a 3.1% drop. Within the attached segment, condo prices dropped a significant 24.6% to a median of \$116,750 while single family townhome prices were flat at \$232,000.

There were 661 detached homes sold in the 3<sup>rd</sup> Quarter, a year-over-year gain of 4.9%. This percent gain narrowly topped the 4.8% increase seen in the attached segment, which had 173 sales. A 13.8% decrease in condo sales kept a lid on the sales gains in the attached category, despite a 17.0% jump in townhouse sales. Though the 56 condo sales were the lowest Q3 tally dating back to 2003, the segment experienced strong growth in the first half of the year and its 211 year-to-date sales total is 27.1% higher than the same period last year. There have been 360 townhomes sold through September, an 11.1% increase. The 1,903 detached home sold year-to-date mark an 8.6% gain versus the 1,753 detached sales through the first three quarters of 2014.

### RBI Key Housing Trend Metrics Charlottesville Area Association of REALTORS®



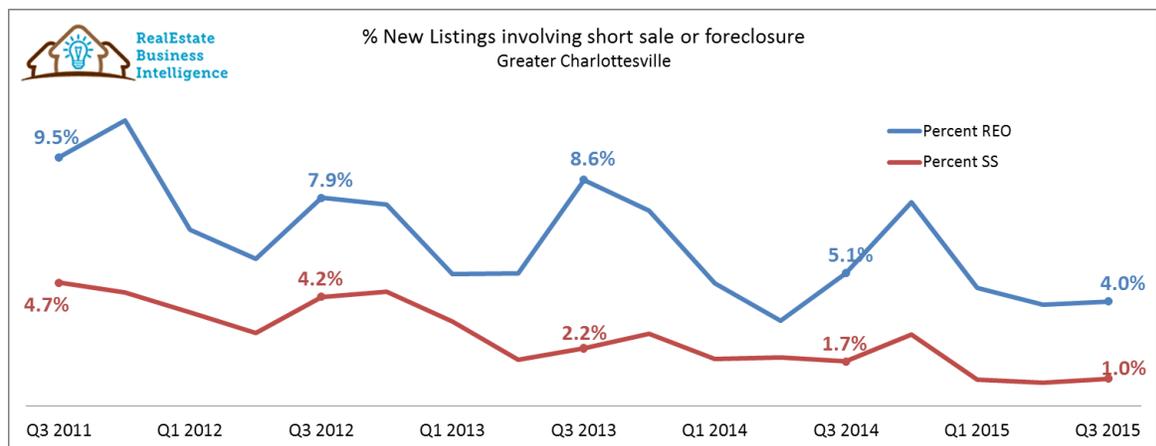
<u>All Residential</u>	Q3-15	% Q-O-Q	Q2-15	% Y-O-Y	Q3-14	% Y-O-2Y	Q3-13	% Y-O-3Y	Q3-12
Average Sales Price (Closed)	\$329,661	-2.9%	\$339,535	-7.4%	\$356,125	3.0%	\$319,940	5.2%	\$313,445
Median Sales Price (Closed)	\$274,450	-2.8%	\$282,220	-5.1%	\$289,100	2.6%	\$267,612	14.4%	\$239,900
Units Sold (Closed)	834	-13.0%	959	4.9%	795	-1.9%	850	23.6%	675
Average DOM (Closed)	99	-8.3%	108	-2.0%	101	-5.7%	105	-22.0%	127
Median DOM (Closed)	44	33.3%	33	-8.3%	48	-4.3%	46	-44.3%	79
Listing Discount (Average)	5.4%		4.2%		5.3%		5.8%		8.8%
Avg SP to OLP Ratio	94.7%		95.8%		94.7%		94.2%		91.2%
Avg SP/Sq Ft	144	-5.9%	153	-5.3%	152	0.7%	143	8.3%	133
<u>Detached</u>	Q3-15	% Q-O-Q	Q2-15	% Y-O-Y	Q3-14	% Y-O-2Y	Q3-13	% Y-O-3Y	Q3-12
Average Sales Price (Closed)	\$358,466	-3.8%	\$372,632	-7.5%	\$387,629	1.7%	\$352,301	3.2%	\$347,406
Median Sales Price (Closed)	\$305,000	-1.4%	\$309,450	-3.2%	\$315,000	4.1%	\$293,000	14.4%	\$266,625
Units Sold (Closed)	661	-8.4%	722	4.9%	630	7.1%	617	29.6%	510
Average DOM (Closed)	102	-7.3%	110	3.0%	99	-5.6%	108	-23.9%	134
Median DOM (Closed)	49	40.0%	35	11.4%	44	8.9%	45	-34.7%	75
Listing Discount (Average)	5.6%		4.2%		5.3%		6.6%		9.5%
Avg SP to OLP Ratio	94.4%		95.8%		94.7%		93.4%		90.5%
Avg SP/Sq Ft	145	-6.5%	155	-5.2%	153	2.1%	142	9.8%	132
<u>Attached</u>	Q3-15	% Q-O-Q	Q2-15	% Y-O-Y	Q3-14	% Y-O-2Y	Q3-13	% Y-O-3Y	Q3-12
Average Sales Price (Closed)	\$219,602	-7.7%	\$238,045	-6.9%	\$235,836	-6.3%	\$234,246	5.3%	\$208,472
Median Sales Price (Closed)	\$200,000	-9.6%	\$221,250	-3.1%	\$206,500	-9.5%	\$221,000	11.1%	\$180,000
Units Sold (Closed)	173	-26.7%	236	4.8%	165	-25.8%	233	4.8%	165
Average DOM (Closed)	86	-17.3%	104	-21.1%	109	-13.1%	99	-20.4%	108
Median DOM (Closed)	25	-13.8%	29	-58.3%	60	-45.7%	46	-51.9%	52
Listing Discount (Average)	4.4%		4.1%		5.1%		3.7%		6.6%
Avg SP to OLP Ratio	95.6%		95.9%		94.9%		96.3%		93.5%
Avg SP/Sq Ft	141	-4.1%	147	-4.7%	148	-3.4%	146	1.4%	139

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## Distressed Inventory –



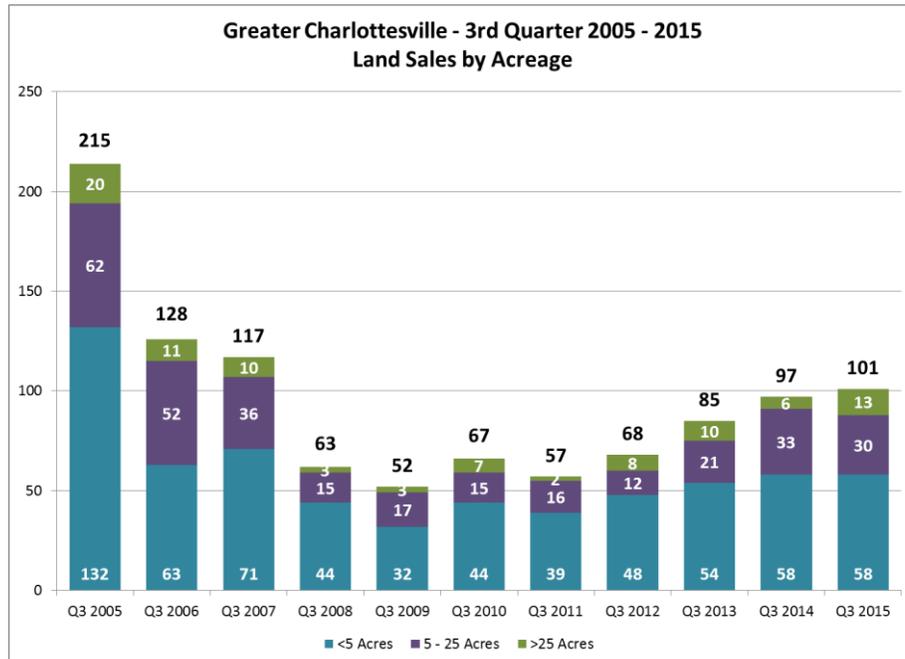
51 of the 834 sales in the 3<sup>rd</sup> Quarter, or 6.1%, were foreclosure/REO properties. While this segment continues to make up a relatively small proportion of total sales, the 51 sales were 27.5% higher than the 40 foreclosure sales in Q3 2014, marking the first year-over-year increase since Q4 2013. 10.9% of Fluvanna’s Q3 sales were foreclosure, the highest share in the region. Louisa had the next highest proportion of foreclosure sales at 9.9%. Only 17 of the 408 sales (4.2%) in Albemarle were foreclosures, the lowest share in the region. Short sales continue to be a non-factor across the region, with only 13 total sales in the quarter accounting for 1.6% of all transactions. Fluvanna’s four short sales were 4.0% of its total, while negligible, this was the highest share of any counties. Region-wide, non-distressed listings accounted for 92.3% of sales in the quarter, one point more than the 93.3% share in Q3 2014. The median sales price for non-distressed listings was \$292,250 in the 3<sup>rd</sup> Quarter, a 2.6% decrease from last year, while foreclosure pricing increased 2.4% to \$136,000.



Only one in 20 listings (5.0%) added during the 3<sup>rd</sup> Quarter were distressed. The 63 distressed listings added were 21.3% fewer than the 80 added in Q3 2014, when 6.8% of new listings were either a foreclosure or short sale. The 13 short sales added in the 3<sup>rd</sup> Quarter accounted for just one out of every 100 listings and marked the lowest quarterly tally since 2008. The 50 new foreclosures listed in the 3<sup>rd</sup> Quarter were ten fewer than last year and were the lowest quarterly total since Q2 2009.

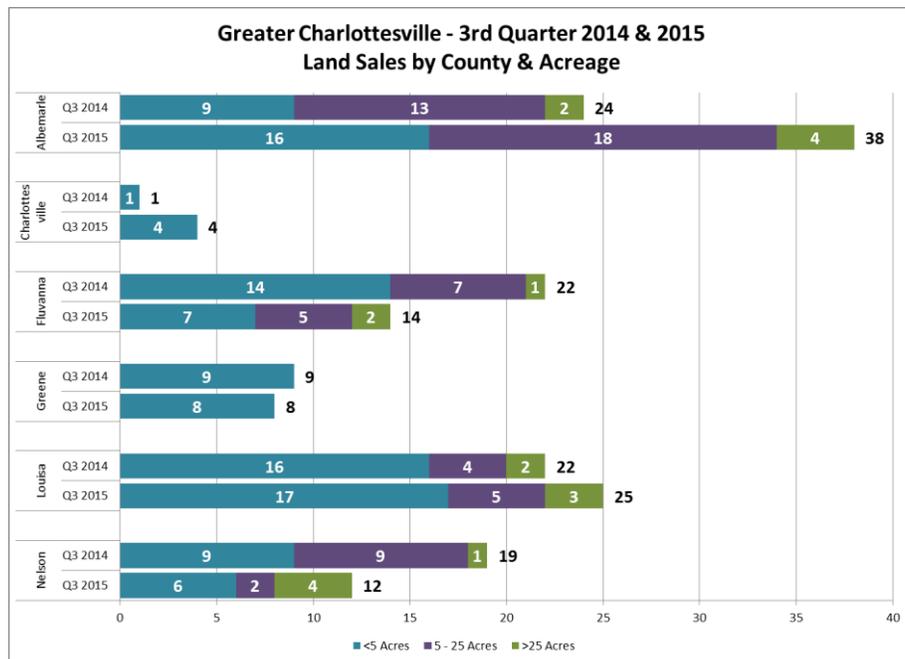
## Land/Acreage Sales –

There were 101 land/acreage sales in Greater Charlottesville in the 3<sup>rd</sup> Quarter, only four more than Q3 2014, but the highest Q3 total in eight years. The 13 sales in the 25+ acre segment more than doubled the six sold last year and marked the highest Q3 tally since 2005. The 30 sales of lots in the 5-25 acre segment were three fewer than last year while the <5 acre segment was unchanged with 58 sales.



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Land sales were up in three of the six jurisdictions, led by a 58.3% increase in Albemarle which had 38 total sales in the 3<sup>rd</sup> Quarter. Both Charlottesville and Louisa saw land sales increase by three sales, though Charlottesville's four sales were all less than five acres. Fluvanna's 14 land sales were eight fewer than Q3 2014 and Nelson land sales dropped from 19 to 12. Four of the 12 Nelson land sales were 25+ acres, quadrupling its one sale in this segment in Q3 2014. Greene's eight sales in the 3<sup>rd</sup> Quarter, all of which were <5 acres, just missed its nine sales total last year.



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