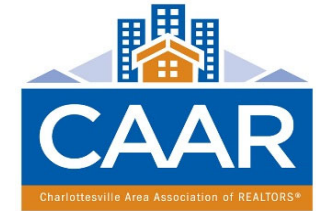


CAAR Market Report

Nelson County



Q4-2020

Closed Sales increased 81.0 percent for Single-Family Detached homes and 78.9 percent for Single-Family Attached homes. Pending Sales increased 109.5 percent for Single-Family Detached homes and 56.7 percent for Single-Family Attached homes. Inventory decreased 65.7 percent for Single-Family Detached homes and 70.3 percent for Single-Family Attached homes.

The Median Sales Price increased 27.7 percent to \$405,500 for Single-Family Detached homes and 28.5 percent to \$160,000 for Single-Family Attached homes. Days on Market decreased 25.8 percent for Single-Family Detached homes and 31.5 percent for Single-Family Attached homes. Homeownership was less affordable, as the Housing Affordability Index was down 18.4 percent over last year, at 124.

Quick Facts

+ 80.2%	+ 29.0%	- 67.2%
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.



Nelson County

Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		76	73	- 3.9%	329	296	- 10.0%
Pending Sales		42	88	+ 109.5%	205	305	+ 48.8%
Closed Sales		58	105	+ 81.0%	205	279	+ 36.1%
Days on Market Until Sale		120	89	- 25.8%	120	104	- 13.3%
Median Sales Price		\$317,500	\$405,500	+ 27.7%	\$310,000	\$350,000	+ 12.9%
Percent of List Price Received		95.8%	97.7%	+ 2.0%	95.2%	96.7%	+ 1.6%
Housing Affordability Index		117	96	- 17.9%	120	111	- 7.5%
Inventory of Homes for Sale		137	47	- 65.7%	--	--	--
Months Supply of Inventory		8.0	1.8	- 77.5%	--	--	--

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.



Nelson County

Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		32	51	+ 59.4%	145	161	+ 11.0%
Pending Sales		30	47	+ 56.7%	119	176	+ 47.9%
Closed Sales		38	68	+ 78.9%	111	171	+ 54.1%
Days on Market Until Sale		111	76	- 31.5%	144	104	- 27.8%
Median Sales Price		\$124,500	\$160,000	+ 28.5%	\$120,000	\$145,000	+ 20.8%
Percent of List Price Received		94.0%	96.6%	+ 2.8%	93.1%	95.9%	+ 3.0%
Housing Affordability Index		298	243	- 18.5%	309	268	- 13.3%
Inventory of Homes for Sale		64	19	- 70.3%	--	--	--
Months Supply of Inventory		6.5	1.3	- 80.0%	--	--	--

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.



Nelson County

Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1	0	- 100.0%	3	2	- 33.3%
Pending Sales		2	0	- 100.0%	2	1	- 50.0%
Closed Sales		1	0	- 100.0%	1	2	+ 100.0%
Median Sales Price		\$378,000	--	--	\$378,000	\$477,000	+ 26.2%
Housing Affordability Index		--	--	--	--	--	--

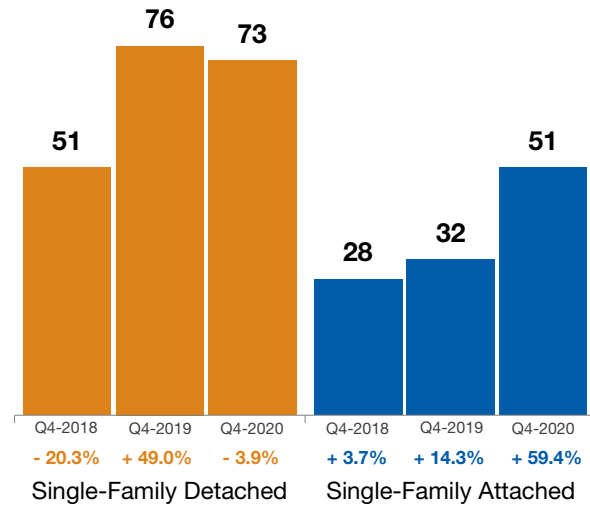
New Listings

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

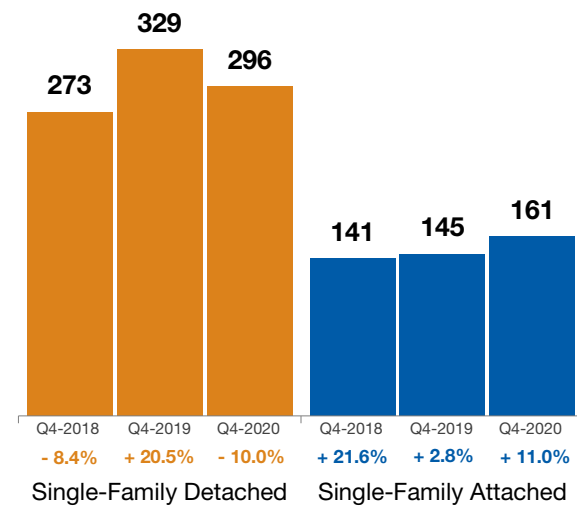


Nelson County

Q4-2020

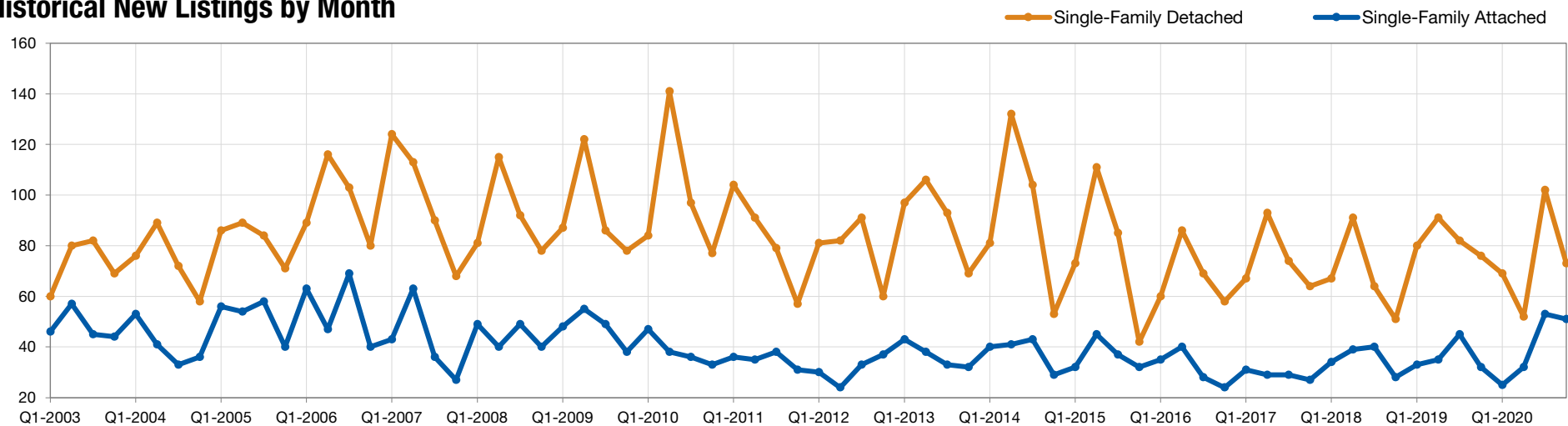


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	67	0.0%	34	+9.7%
Q2-2018	91	-2.2%	39	+34.5%
Q3-2018	64	-13.5%	40	+37.9%
Q4-2018	51	-20.3%	28	+3.7%
Q1-2019	80	+19.4%	33	-2.9%
Q2-2019	91	0.0%	35	-10.3%
Q3-2019	82	+28.1%	45	+12.5%
Q4-2019	76	+49.0%	32	+14.3%
Q1-2020	69	-13.8%	25	-24.2%
Q2-2020	52	-42.9%	32	-8.6%
Q3-2020	102	+24.4%	53	+17.8%
Q4-2020	73	-3.9%	51	+59.4%

Historical New Listings by Month



Pending Sales

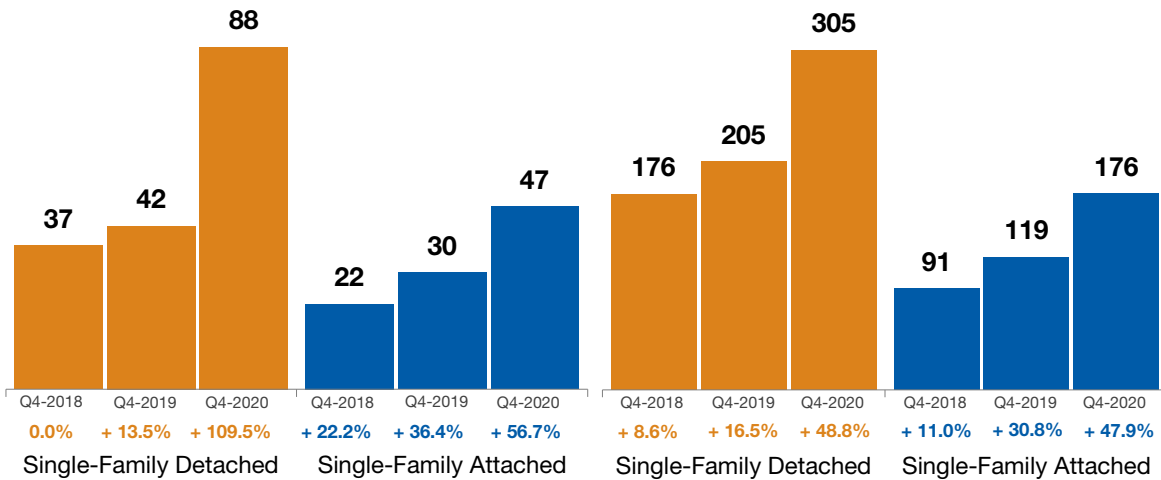
A count of the properties on which offers have been accepted in a given quarter.



Nelson County

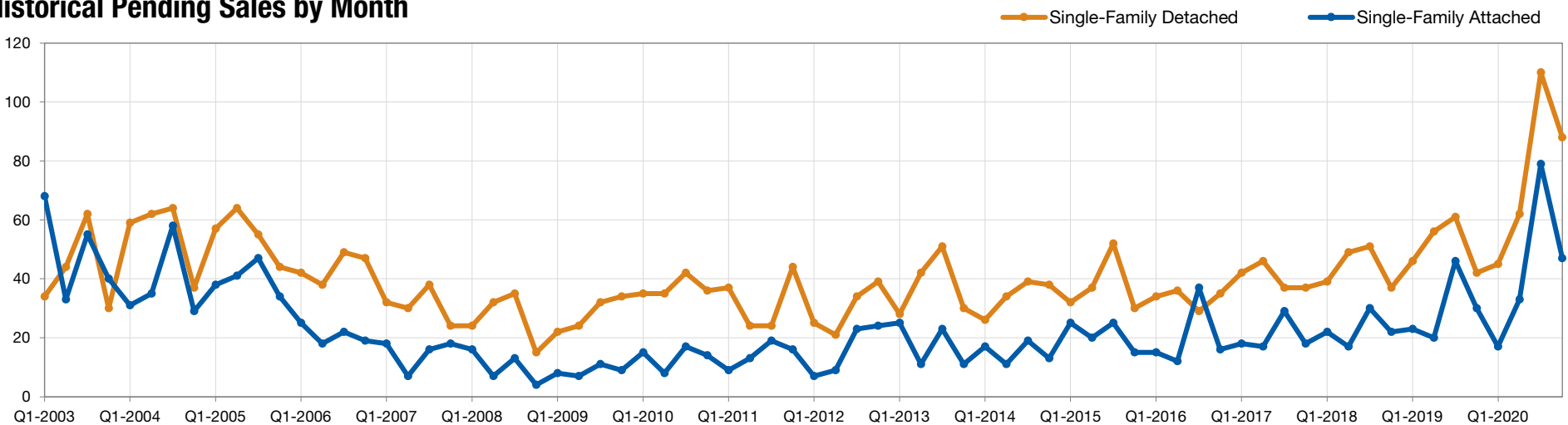
Q4-2020

Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	39	-7.1%	22	+22.2%
Q2-2018	49	+6.5%	17	0.0%
Q3-2018	51	+37.8%	30	+3.4%
Q4-2018	37	0.0%	22	+22.2%
Q1-2019	46	+17.9%	23	+4.5%
Q2-2019	56	+14.3%	20	+17.6%
Q3-2019	61	+19.6%	46	+53.3%
Q4-2019	42	+13.5%	30	+36.4%
Q1-2020	45	-2.2%	17	-26.1%
Q2-2020	62	+10.7%	33	+65.0%
Q3-2020	110	+80.3%	79	+71.7%
Q4-2020	88	+109.5%	47	+56.7%

Historical Pending Sales by Month



Closed Sales

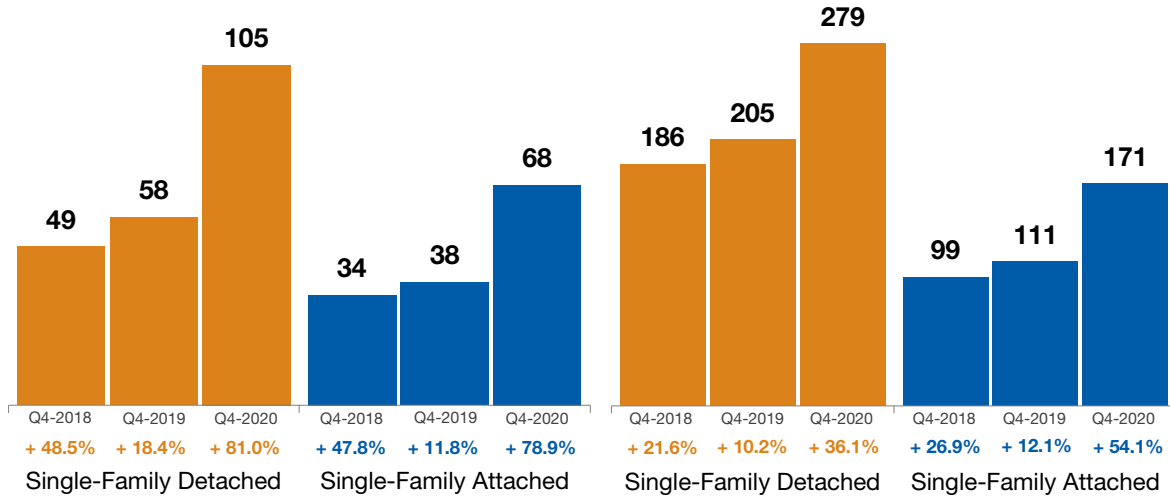
A count of the actual sales that closed in a given quarter.



Nelson County

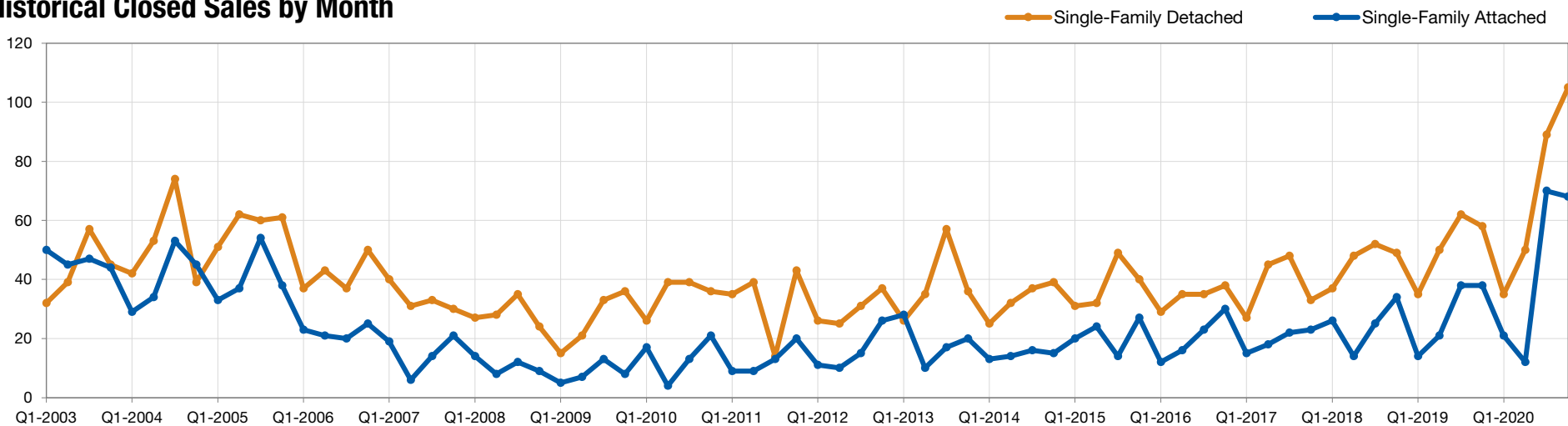
Q4-2020

Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	37	+37.0%	26	+73.3%
Q2-2018	48	+6.7%	14	-22.2%
Q3-2018	52	+8.3%	25	+13.6%
Q4-2018	49	+48.5%	34	+47.8%
Q1-2019	35	-5.4%	14	-46.2%
Q2-2019	50	+4.2%	21	+50.0%
Q3-2019	62	+19.2%	38	+52.0%
Q4-2019	58	+18.4%	38	+11.8%
Q1-2020	35	0.0%	21	+50.0%
Q2-2020	50	0.0%	12	-42.9%
Q3-2020	89	+43.5%	70	+84.2%
Q4-2020	105	+81.0%	68	+78.9%

Historical Closed Sales by Month



Days on Market Until Sale

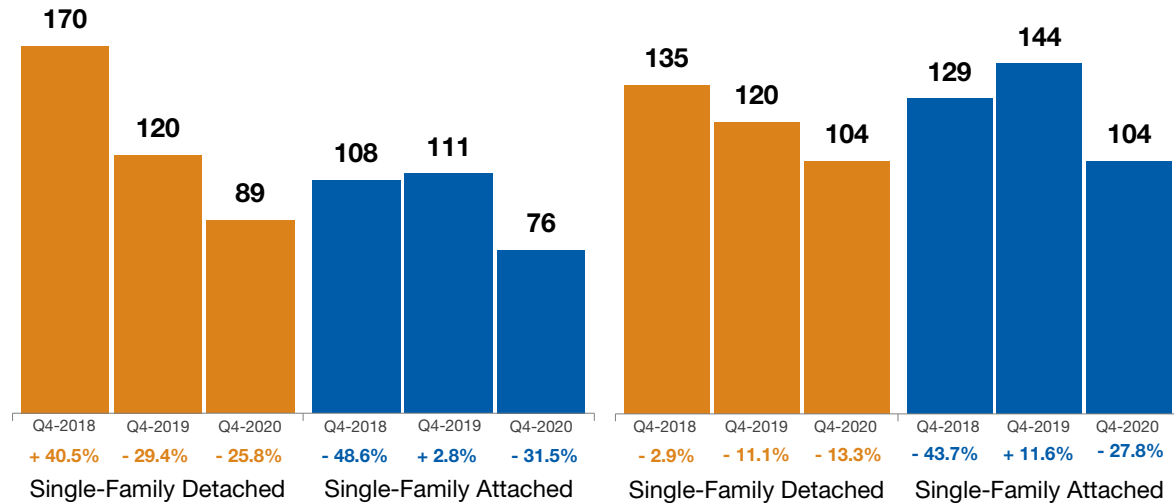
Median number of days between when a property is listed and when an offer is accepted in a given quarter.



Nelson County

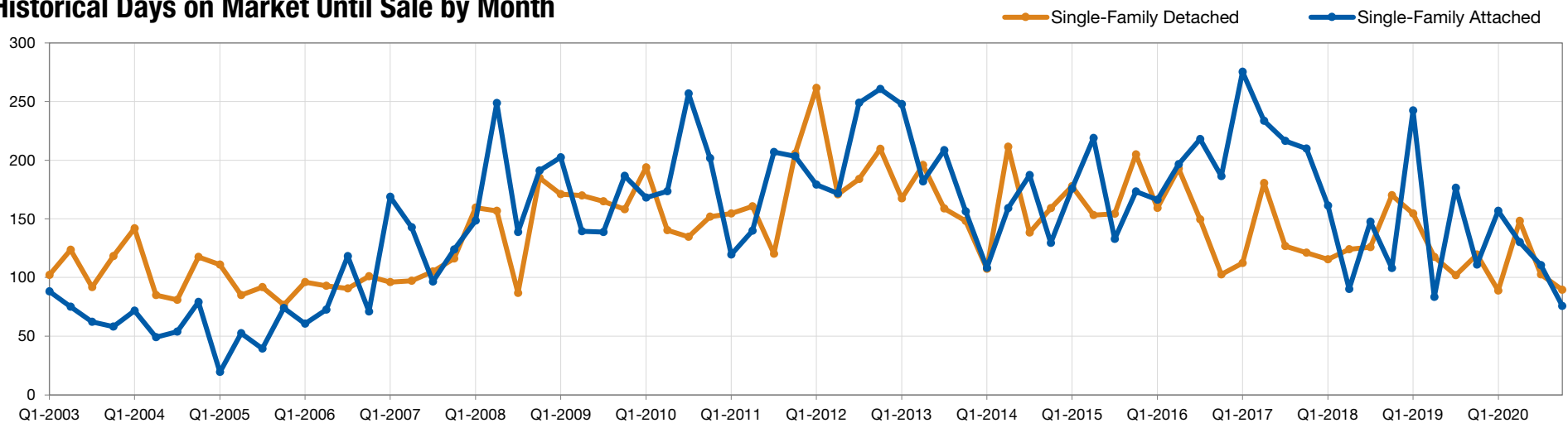
Q4-2020

Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	116	+3.6%	161	-41.5%
Q2-2018	124	-31.1%	90	-61.5%
Q3-2018	126	-0.8%	148	-31.5%
Q4-2018	170	+40.5%	108	-48.6%
Q1-2019	155	+33.6%	242	+50.3%
Q2-2019	117	-5.6%	83	-7.8%
Q3-2019	102	-19.0%	176	+18.9%
Q4-2019	120	-29.4%	111	+2.8%
Q1-2020	89	-42.6%	157	-35.1%
Q2-2020	148	+26.5%	130	+56.6%
Q3-2020	103	+1.0%	110	-37.5%
Q4-2020	89	-25.8%	76	-31.5%

Historical Days on Market Until Sale by Month



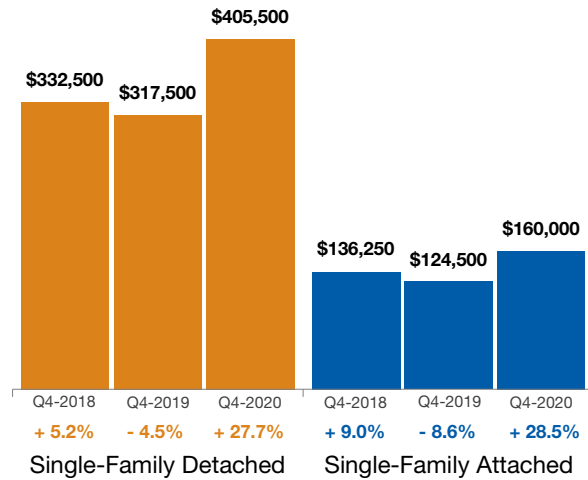
Median Sales Price

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

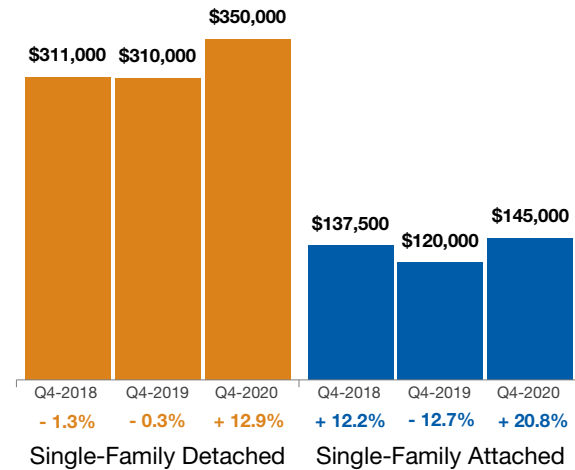


Nelson County

Q4-2020

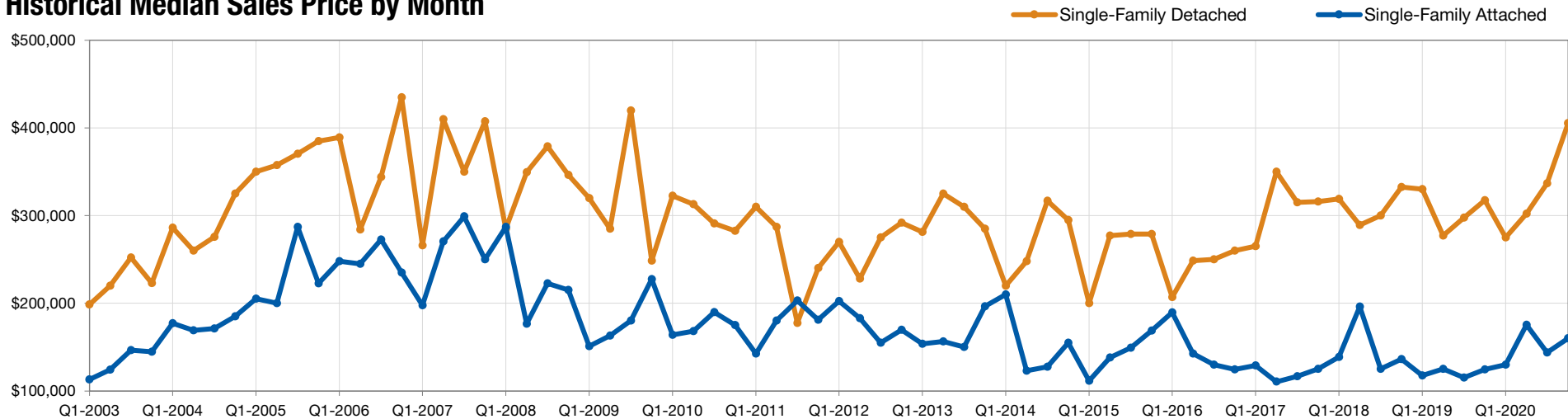


Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	\$319,000	+20.4%	\$138,500	+7.4%
Q2-2018	\$289,000	-17.4%	\$196,250	+77.6%
Q3-2018	\$300,000	-4.8%	\$125,000	+7.3%
Q4-2018	\$332,500	+5.2%	\$136,250	+9.0%
Q1-2019	\$330,000	+3.4%	\$117,500	-15.2%
Q2-2019	\$277,000	-4.2%	\$125,000	-36.3%
Q3-2019	\$297,500	-0.8%	\$115,000	-8.0%
Q4-2019	\$317,500	-4.5%	\$124,500	-8.6%
Q1-2020	\$275,000	-16.7%	\$130,000	+10.6%
Q2-2020	\$302,000	+9.0%	\$175,250	+40.2%
Q3-2020	\$336,835	+13.2%	\$143,750	+25.0%
Q4-2020	\$405,500	+27.7%	\$160,000	+28.5%

Historical Median Sales Price by Month



Percent of List Price Received

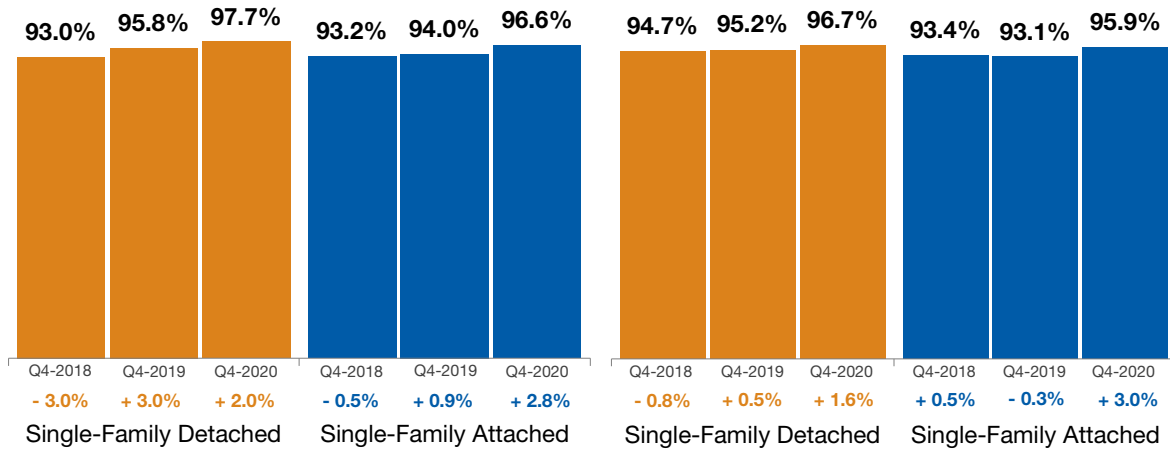
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions.



Nelson County

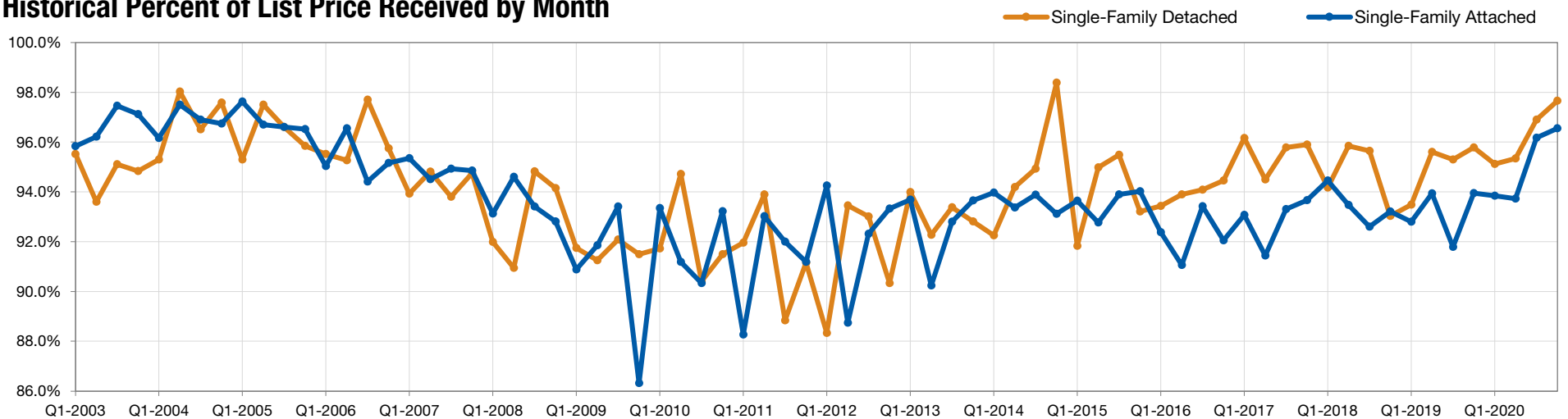
Q4-2020

Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	94.2%	-2.1%	94.5%	+1.5%
Q2-2018	95.8%	+1.4%	93.5%	+2.3%
Q3-2018	95.6%	-0.2%	92.6%	-0.8%
Q4-2018	93.0%	-3.0%	93.2%	-0.5%
Q1-2019	93.5%	-0.7%	92.8%	-1.8%
Q2-2019	95.6%	-0.2%	93.9%	+0.4%
Q3-2019	95.3%	-0.3%	91.8%	-0.9%
Q4-2019	95.8%	+3.0%	94.0%	+0.9%
Q1-2020	95.1%	+1.7%	93.8%	+1.1%
Q2-2020	95.3%	-0.3%	93.7%	-0.2%
Q3-2020	96.9%	+1.7%	96.2%	+4.8%
Q4-2020	97.7%	+2.0%	96.6%	+2.8%

Historical Percent of List Price Received by Month



Housing Affordability Index

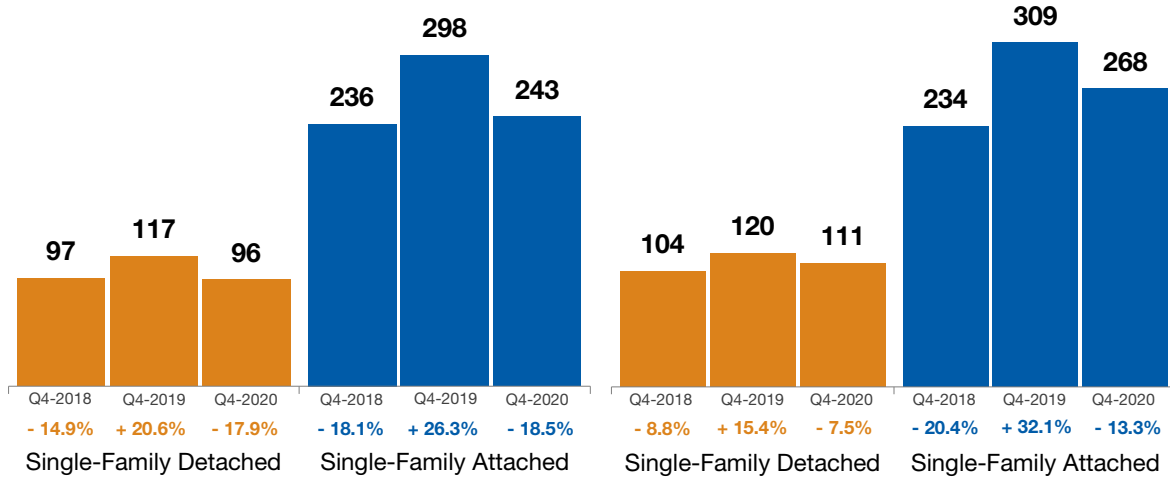
A higher value means greater affordability. Example: An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates.



Nelson County

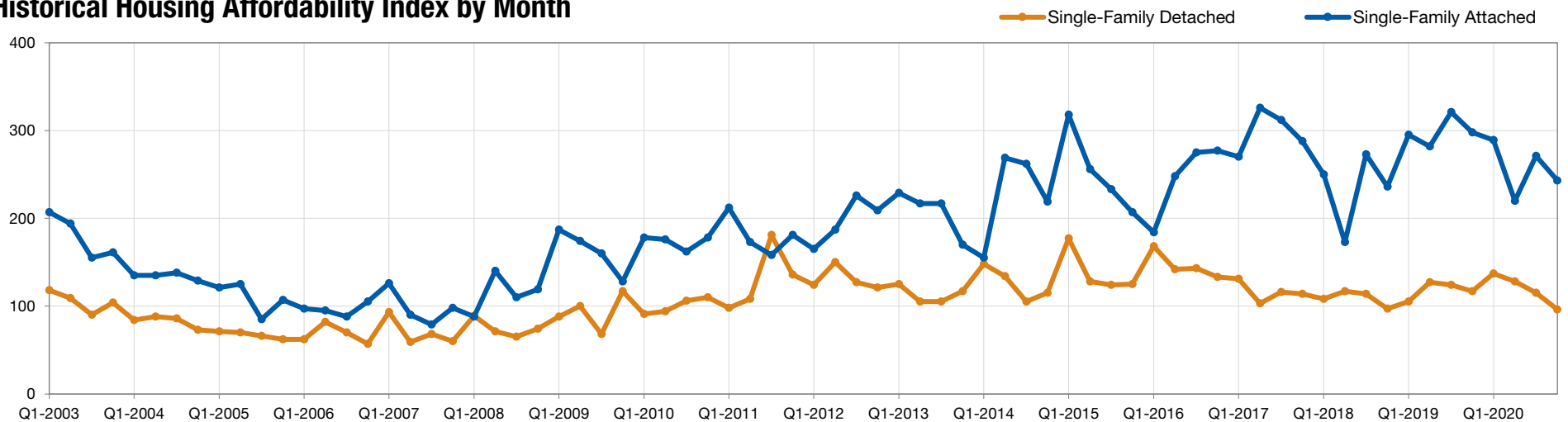
Q4-2020

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	108	-17.6%	250	-7.4%
Q2-2018	117	+13.6%	173	-46.9%
Q3-2018	114	-1.7%	273	-12.5%
Q4-2018	97	-14.9%	236	-18.1%
Q1-2019	105	-2.8%	295	+18.0%
Q2-2019	127	+8.5%	282	+63.0%
Q3-2019	124	+8.8%	321	+17.6%
Q4-2019	117	+20.6%	298	+26.3%
Q1-2020	137	+30.5%	289	-2.0%
Q2-2020	128	+0.8%	220	-22.0%
Q3-2020	115	-7.3%	271	-15.6%
Q4-2020	96	-17.9%	243	-18.5%

Historical Housing Affordability Index by Month



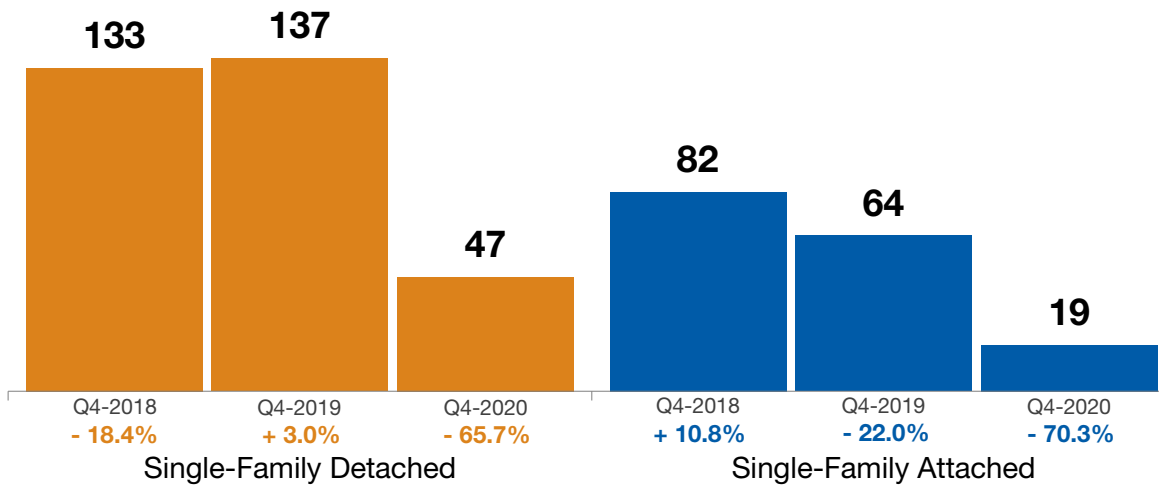
Inventory of Homes for Sale

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



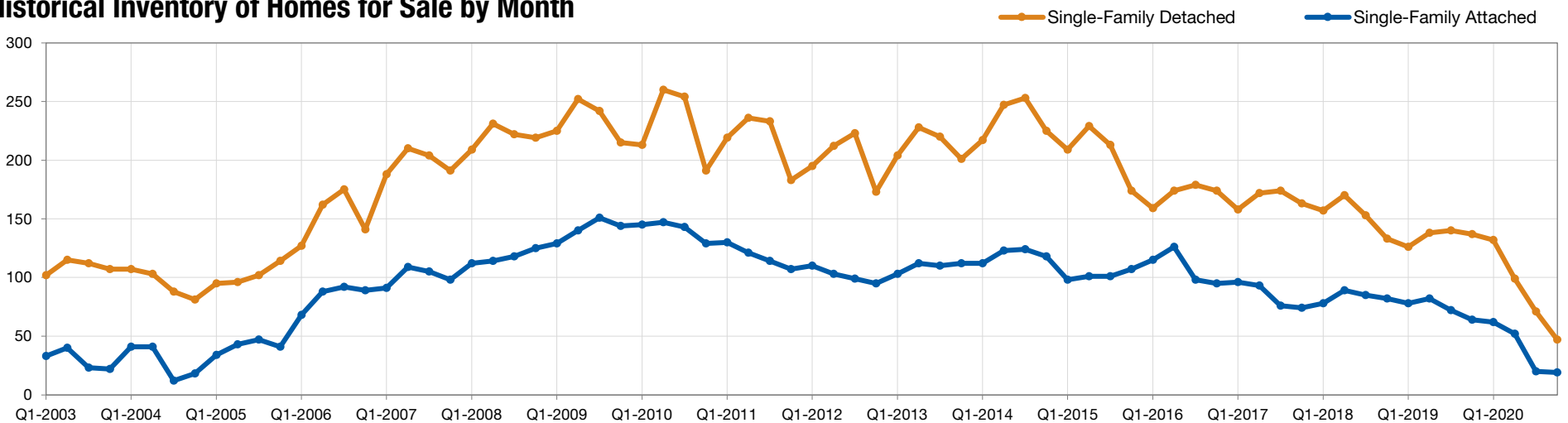
Nelson County

Q4-2020



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	157	-0.6%	78	-18.8%
Q2-2018	170	-1.2%	89	-4.3%
Q3-2018	153	-12.1%	85	+11.8%
Q4-2018	133	-18.4%	82	+10.8%
Q1-2019	126	-19.7%	78	0.0%
Q2-2019	138	-18.8%	82	-7.9%
Q3-2019	140	-8.5%	72	-15.3%
Q4-2019	137	+3.0%	64	-22.0%
Q1-2020	132	+4.8%	62	-20.5%
Q2-2020	99	-28.3%	52	-36.6%
Q3-2020	71	-49.3%	20	-72.2%
Q4-2020	47	-65.7%	19	-70.3%

Historical Inventory of Homes for Sale by Month



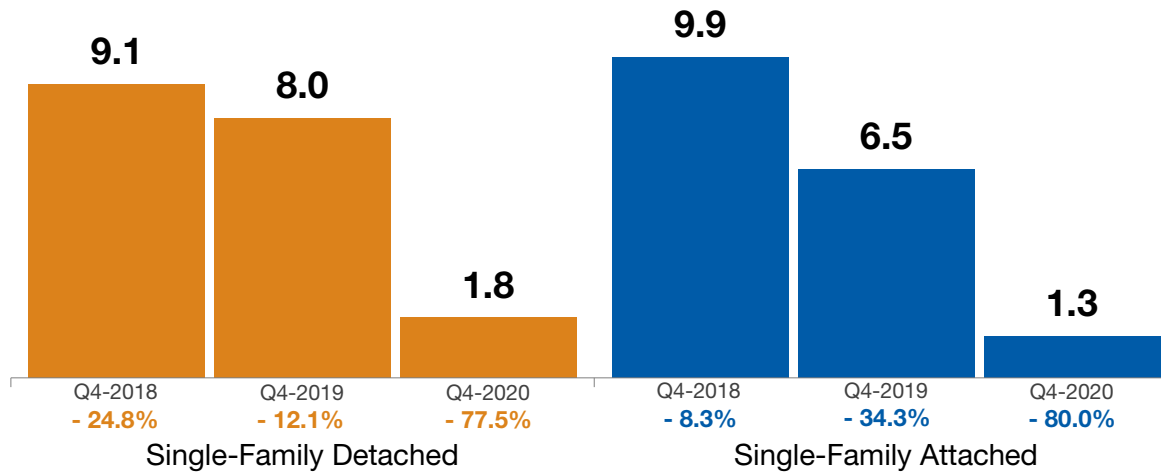
Months Supply of Inventory

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.



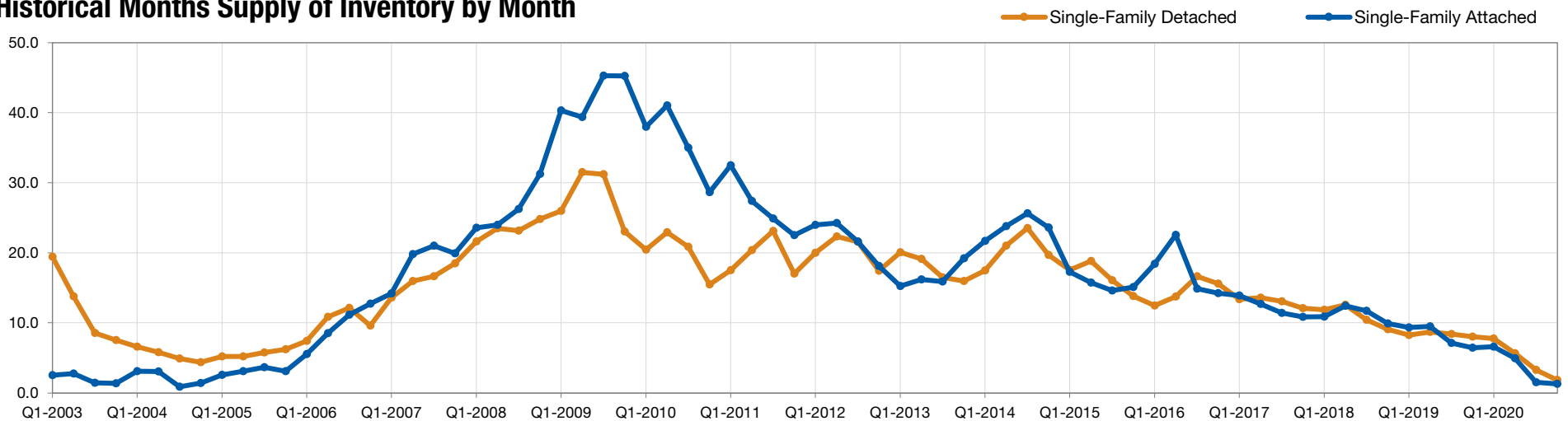
Nelson County

Q4-2020



Months Supply	Single Family	Year-Over-Year Change	Townhouse/Condo	Year-Over-Year Change
Q1-2018	11.8	-11.9%	10.9	-21.6%
Q2-2018	12.6	-7.4%	12.4	-2.4%
Q3-2018	10.4	-20.6%	11.7	+2.6%
Q4-2018	9.1	-24.8%	9.9	-8.3%
Q1-2019	8.3	-29.7%	9.3	-14.7%
Q2-2019	8.7	-31.0%	9.5	-23.4%
Q3-2019	8.4	-19.2%	7.1	-39.3%
Q4-2019	8.0	-12.1%	6.5	-34.3%
Q1-2020	7.8	-6.0%	6.6	-29.0%
Q2-2020	5.7	-34.5%	5.0	-47.4%
Q3-2020	3.3	-60.7%	1.5	-78.9%
Q4-2020	1.8	-77.5%	1.3	-80.0%

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.



Nelson County

Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		108	124	+ 14.8%	474	457	- 3.6%
Pending Sales		72	135	+ 87.5%	324	481	+ 48.5%
Closed Sales		96	173	+ 80.2%	316	450	+ 42.4%
Days on Market Until Sale		116	84	- 27.6%	128	104	- 18.8%
Median Sales Price		\$243,100	\$313,500	+ 29.0%	\$230,000	\$274,750	+ 19.5%
Percent of List Price Received		95.1%	97.2%	+ 2.2%	94.4%	96.4%	+ 2.1%
Housing Affordability Index		152	124	- 18.4%	161	142	- 11.8%
Inventory of Homes for Sale		201	66	- 67.2%	--	--	--
Months Supply of Inventory		7.4	1.6	- 78.4%	--	--	--