Charlottesville Area Association of REALTORS® Publishes Year-End 2014 Home Sales

CAAR Year-End Market Report shows that the annual home sales in Greater Charlottesville were up 2.0% over 2013 - marking the third consecutive year with gains; Median sales price for 2014 was the highest level since 2007 and was 1.9% higher than 2013.

Charlottesville Area Year-End 2014 Highlights:

• Annual home sales in Greater Charlottesville were up 2.0% over 2013, marking the third consecutive year with gains.
• Sales increased in five of the six jurisdictions, led by a 12.6% year-over-year sales gain in Greene County.
• The median sales price for 2014 was the highest level since 2007 and was 1.9% higher than 2013.
• Half the homes sold in 2014 were on the market 52 days or less, representing the lowest Median Days on Market since 2006.
• After a 4th Quarter that saw 10.0% more sales than last year, active inventory at year-end is slightly down from the year-end 2013 level (-0.9%).

Median Sales Price –

The $270,000 median sales price in 2014 represented a modest 1.9% gain over 2013 and marked the third consecutive year with price growth. Charlottesville area home prices in 2014 were only 6.6% lower than the $289,000 peak in 2007 and were 10.2% higher than the $245,000 low of 2011. With an average sales price of $341,582 and 2,976 sales, total sold dollar volume for the region topped the billion dollar mark for the first time since 2007.
“I’m pleased to see that the median sales price last year is up compared to 2013. Any increase in median sales price, regardless how shy, continues to be a step in the right direction. The bigger picture to focus on is that the median sales price for 2014 compared to two years of significant high (2007) and low (2011) median sale prices shows that our market is continuously improving and showing growth,” says CAAR 2015 President Anita Dunbar.

Five of the region’s six jurisdictions saw price appreciation in 2014. Louisa (+10.5%) had the highest percent increase in median sales price, followed by neighboring Fluvanna (+7.9%). Charlottesville’s median sales price of $262,750 was 5.1% higher than 2013 while prices in the most expensive jurisdiction, Albemarle, rose 3.4% to $330,618. Prices in Greene were basically flat, gaining only 1.4% from 2013. Nelson was the only county where prices missed the previous year’s mark, though the decline was modest at -2.9%.

Sales Activity –

At $220,000, attached homes led the region in median sales price increases, gaining 2.9% over the 2013 level of $213,750. This also represents double-digit appreciation from two years ago with a 15.8% increase over the $190,000 median price for attached homes sold in 2012. Detached homes had a median sales price of $288,750, up 1.3% from 2013 and 3.6% higher than 2012. The 2,324 detached homes sold in 2014 represented a 4.7% increase over 2013 and the most annual sales for the segment since 2006. Attached home sales were down 6.7% versus 2013. Attached homes had a lower average DOM of 105 days compared to the 114-day average DOM for detached homes. Both segments had an identical median DOM of 52 days, marking the first year on record where attached homes did not have a lower median DOM than detached homes, with data going back to 2004.

Inventory of Homes for Sale –

There were 2,968 homes sold in the Greater Charlottesville area in 2014, which was up 2.0% (+59 sales) from 2013. This marked the third consecutive year with sales gains and was the highest sales total since 2007. Sales activity picked up considerable momentum in the 4th Quarter, with 661 home sales representing a 10.0% gain over the 601 sales in Q4-2013.
For the year, Greene (+12.6%) and Fluvanna (+11.8%) had the most significant sales gains compared to 2013. Louisa (+4.1%) saw a modest gain while Charlottesville (+1.8%) and Albemarle (+1.1%) sales were virtually unchanged. Only Nelson saw fewer sales in 2014 (-18.3%), posting year-over-year declines in all four quarters.

Though active supply reached 2,325 active listings at the mid-year point, representing a 6.7% gain over the same time in 2013, the number of active listings at year’s end is now back to roughly the same level as year-end 2013. The 1,833 active listings are 17 fewer than the number of active listings to end 2013. While 2013 had consistent gains throughout the year in new listings, with increases over 2012 in eleven of twelve months, only six months in 2014 had more new listings than 2013. Inconsistent year-over-year growth in new listings throughout the year coupled with strong sales in Q4 left Greater Charlottesville with a similar inventory picture as last year. End-of-year inventory is 22.7% lower than its peak in the slow market of 2008, when 2,371 active listings remained on the market.

Days on Market (DOM) and Pricing –

As market conditions improved and demand increases, listings spent less time on the market prior to contract in 2014. Half the homes sold were on the market 52 days or fewer, two days less than the median DOM in 2013 and the lowest mark since 2006. The average DOM was 112 days, nine days lower than last year’s level.

“Even after a prolonged winter in 2014, homes were still on the market fewer days compared to previous years. This definitely gives sellers hope to sell their home in a moderate amount of time. Let’s hope that if we do have a repeat of inclement weather this year, we will see the same outcome,” says CAAR 2015 President-Elect Donna Patton.

Charlottesville homes sold the fastest, with half the homes sold in 35 days or less, four days higher than its 31-day median DOM in 2013. Albemarle had the second lowest median DOM at 43 days, five days higher than last year. Louisa had a median DOM of 54 days while Fluvanna’s level dropped 18 days from last year to 63. The median DOM in Greene rose six days to 87. While homes continue to take longest to sell in Nelson, the county’s median DOM of 132 days represented a three-week improvement compared to 2013.

About CAAR

The Charlottesville Area Association of REALTORS® (CAAR) represents more than 1,000 real estate professionals in Charlottesville and Albemarle and the surrounding areas of Fluvanna, Greene, Louisa and Nelson counties. This 2014 Year-End Market Report is produced by the Charlottesville Area Association of REALTORS® using data from the CAAR MLS. For more information on this report or the real estate market, pick up a copy of the CAAR Real Estate Weekly, visit www.caar.com, or contact your REALTOR®.