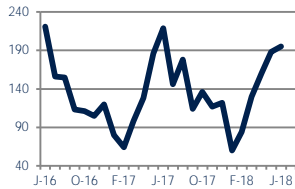


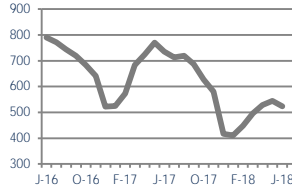


### Units Sold 195



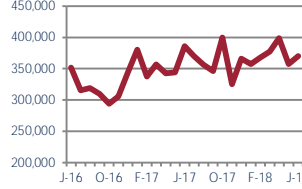
Down -11%  
Vs. Year Ago

### Active Inventory 523



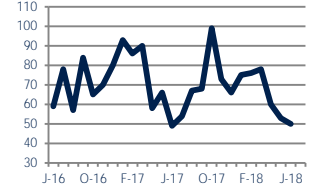
Down -29%  
Vs. Year Ago

### Median Sale Price \$370,000



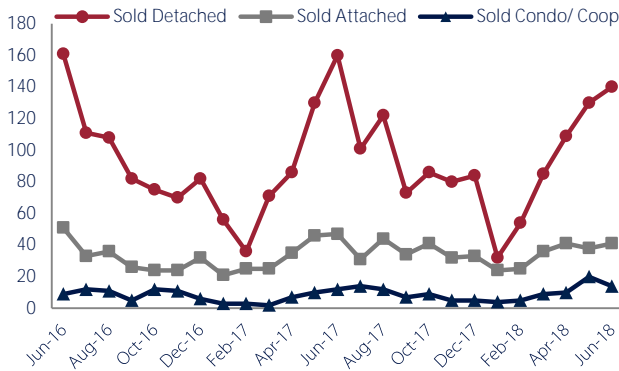
Down -4%  
Vs. Year Ago

### Days On Market 50



Up 2%  
Vs. Year Ago

### Units Sold\*



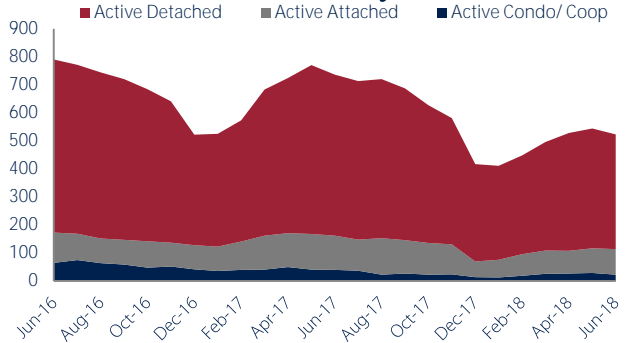
### Units Sold

There was an increase in total units sold in June, with 195 sold this month in Albemarle County versus 188 last month, an increase of 4%. This month's total units sold was lower than at this time last year, a decrease of 11% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 213 units or 29%. The total number of active inventory this June was 523 compared to 736 in June 2017. This month's total of 523 is lower than the previous month's total supply of available inventory of 544, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Albemarle County Homes was \$385,849. This June, the median sale price was \$370,000, a decrease of 4% or \$15,849 compared to last year. The current median sold price is 3% higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



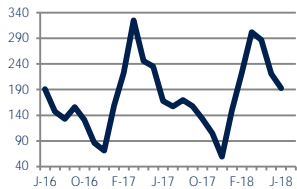
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CAARMLS or Long & Foster Real Estate, Inc.





### New Listings

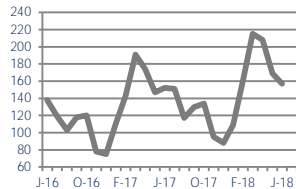
193



Up 15%  
Vs. Year Ago

### Current Contracts

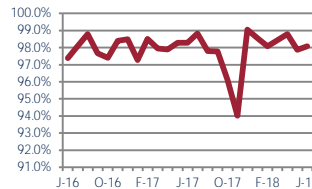
157



Up 3%  
Vs. Year Ago

### Sold Vs. List Price

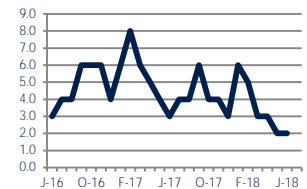
98.1%



No Change  
Vs. Year Ago

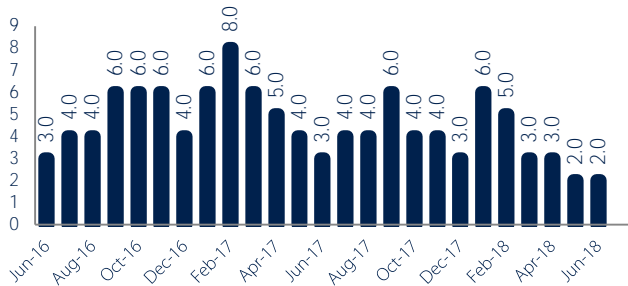
### Months of Supply

2.0



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

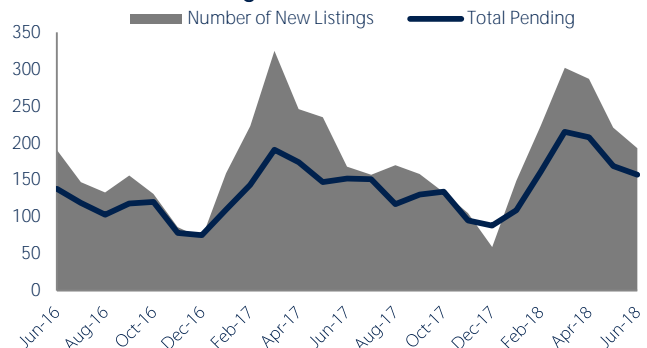
In June, there was 2.7 months of supply available in Albemarle County, compared to 3.4 in June 2017. That is a decrease of 20% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

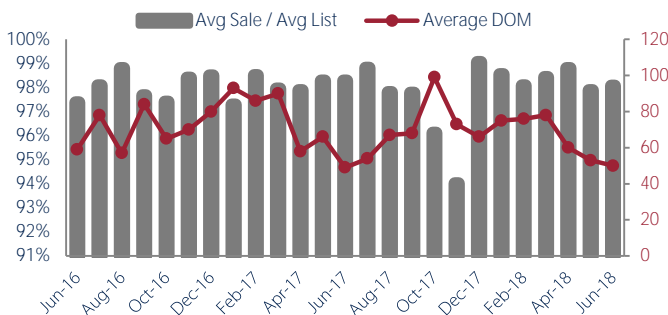
### New Listings & Current Contracts

This month there were 193 homes newly listed for sale in Albemarle County compared to 168 in June 2017, an increase of 15%. There were 157 current contracts pending sale this June compared to 152 a year ago. The number of current contracts is 3% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Albemarle County was 98.1% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 50, higher than the average last year, which was 49, an increase of 2%.



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