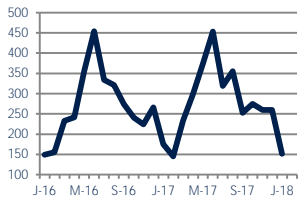




Units Sold

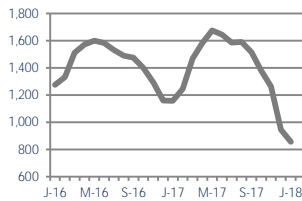
152



Down -13%
Vs. Year Ago

Active Inventory

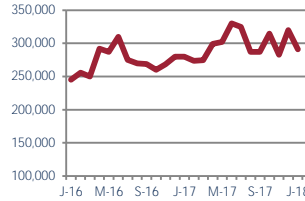
857



Down -26%
Vs. Year Ago

Median Sale Price

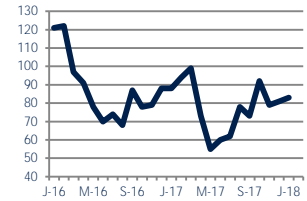
\$291,125



Up 4%
Vs. Year Ago

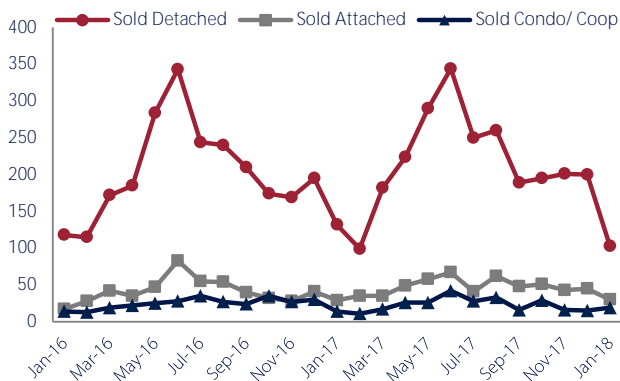
Days On Market

83



Down -6%
Vs. Year Ago

Units Sold*



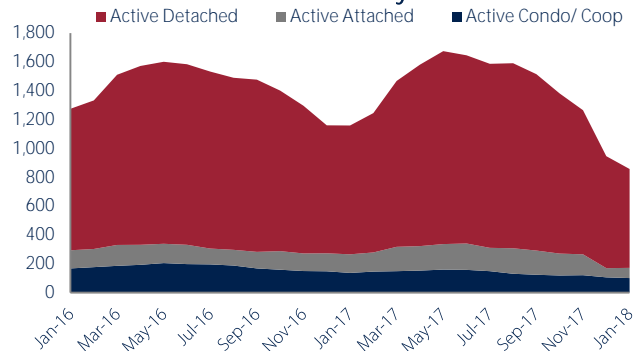
Units Sold

There was a decrease in total units sold in January, with 152 sold this month in Charlottesville Area. This month's total units sold was lower than at this time last year.

Active Inventory

Versus last year, the total number of homes available this month is lower by 302 units or 26%. The total number of active inventory this January was 857 compared to 1,159 in January 2017. This month's total of 857 is lower than the previous month's total supply of available inventory of 946, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Charlottesville Area Homes was \$279,900. This January, the median sale price was \$291,125, an increase of 4% or \$11,225 compared to last year. The current median sold price is 9% lower than in December.

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



*Defined as the counties of Albemarle, Fluvanna, Greene, and Nelson and the city of Charlottesville in VA

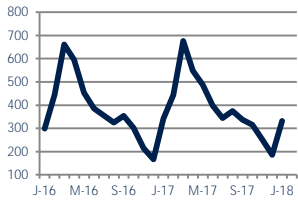
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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New Listings

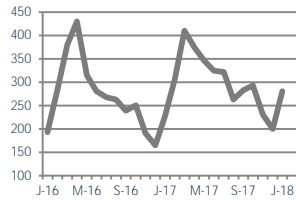
332



Down -3%
Vs. Year Ago

Current Contracts

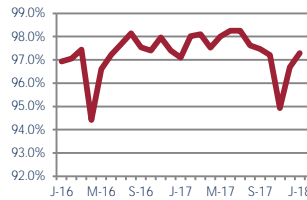
281



Up 24%
Vs. Year Ago

Sold Vs. List Price

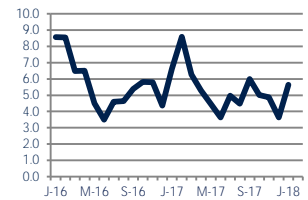
97.3%



No Change
Vs. Year Ago

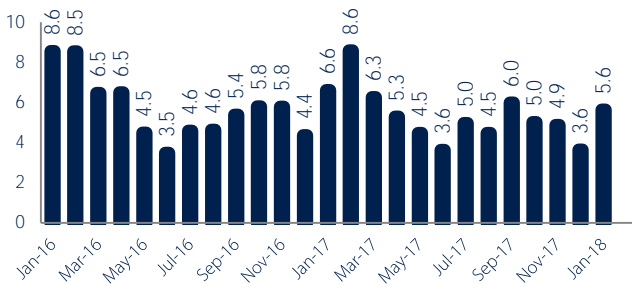
Months of Supply

5.6



Down -15%
Vs. Year Ago

Months Of Supply



Months of Supply

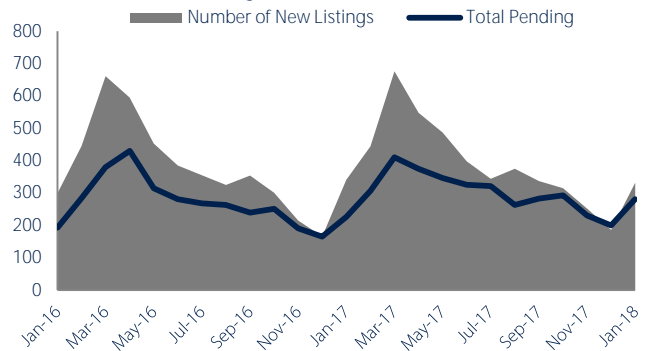
In January, there was 5.6 months of supply available in Charlottesville Area, compared to 6.6 in January 2017. That is a decrease of 15% versus a year ago.

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.

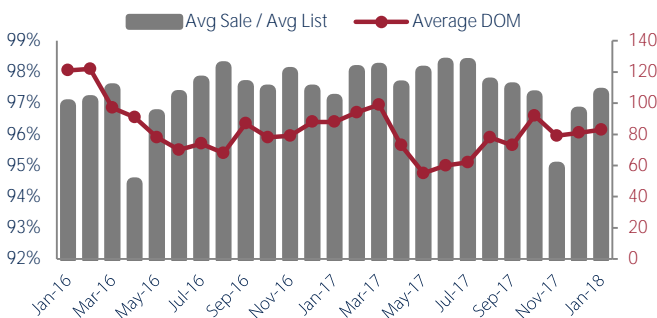
New Listings & Current Contracts

This month there were 332 homes newly listed for sale in Charlottesville Area compared to 341 in January 2017, a decrease of 3%. There were 281 current contracts pending sale this January compared to 227 a year ago. The number of current contracts is 24% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Charlottesville Area was 97.3% 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 83, lower than the average last year, which was 88, a decrease of 6%.



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