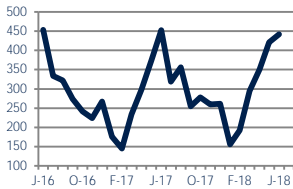


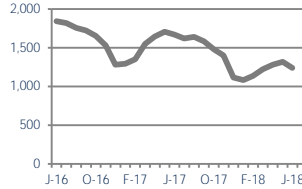


Units Sold
442



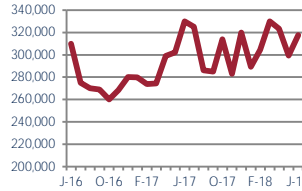
Down -2%
Vs. Year Ago

Active Inventory
1,240



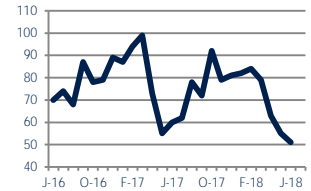
Down -26%
Vs. Year Ago

Median Sale Price
\$317,542



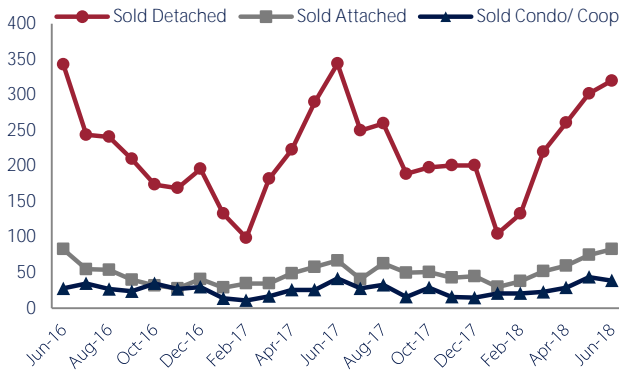
Down -4%
Vs. Year Ago

Days On Market
51



Down -15%
Vs. Year Ago

Units Sold*



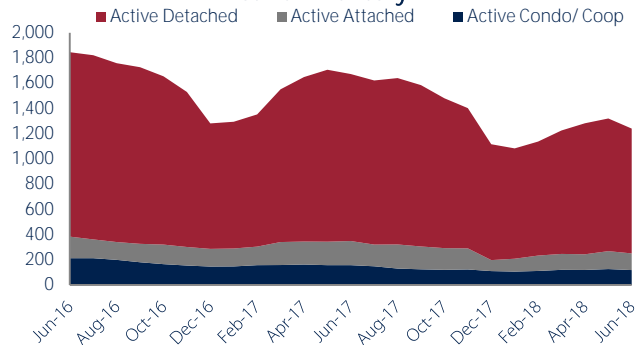
Units Sold

There was an increase in total units sold in June, with 442 sold this month in Charlottesville Area versus 421 last month, an increase of 5%. This month's total units sold was lower than at this time last year, a decrease of 2% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 432 units or 26%. The total number of active inventory this June was 1,240 compared to 1,672 in June 2017. This month's total of 1,240 is lower than the previous month's total supply of available inventory of 1,320, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Charlottesville Area Homes was \$330,000. This June, the median sale price was \$317,542, a decrease of 4% or \$12,458 compared to last year. The current median sold price is 6% 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.



*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.

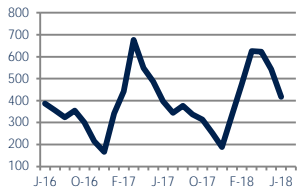
Information included in this report is based on data supplied by CAARMLS/SCAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CAARMLS/SCAR or Long & Foster Real Estate, Inc.





New Listings

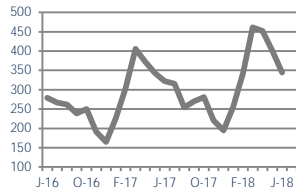
417



Up 5%
Vs. Year Ago

Current Contracts

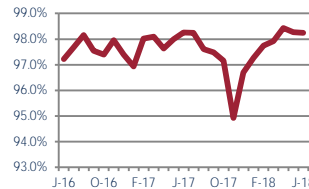
345



Up 7%
Vs. Year Ago

Sold Vs. List Price

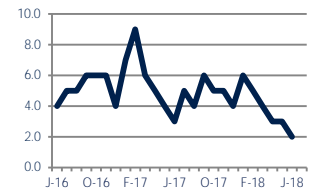
98.3%



No Change
Vs. Year Ago

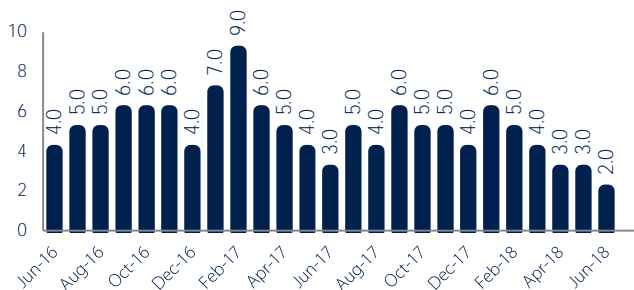
Months of Supply

2.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

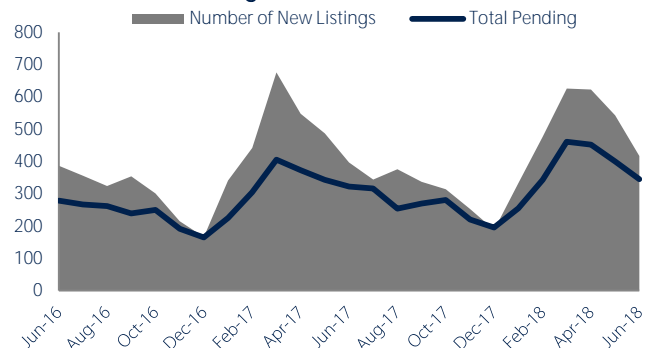
In June, there was 2.8 months of supply available in Charlottesville Area, compared to 3.7 in June 2017. That is a decrease of 24% versus a year ago.

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.

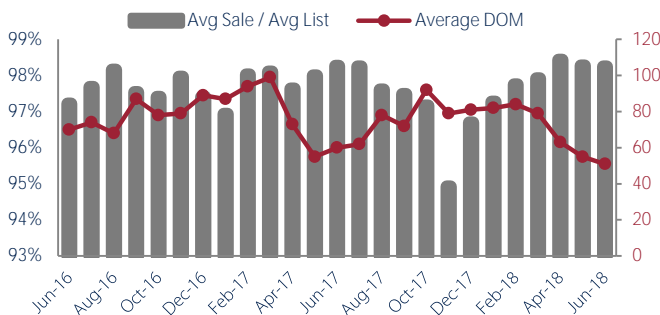
New Listings & Current Contracts

This month there were 417 homes newly listed for sale in Charlottesville Area compared to 397 in June 2017, an increase of 5%. There were 345 current contracts pending sale this June compared to 322 a year ago. The number of current contracts is 7% 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 Charlottesville Area was 98.3% 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 51, lower than the average last year, which was 60, a decrease of 15%.



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