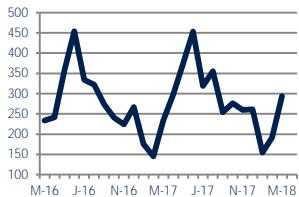




Units Sold

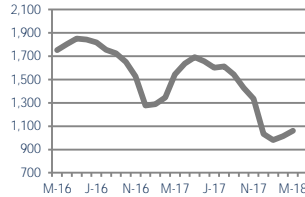
294



Up 26%
Vs. Year Ago

Active Inventory

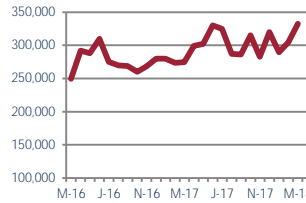
1,062



Down -31%
Vs. Year Ago

Median Sale Price

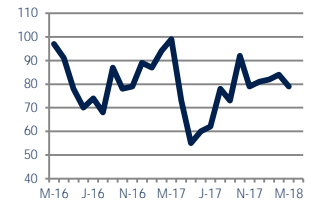
\$332,450



Up 21%
Vs. Year Ago

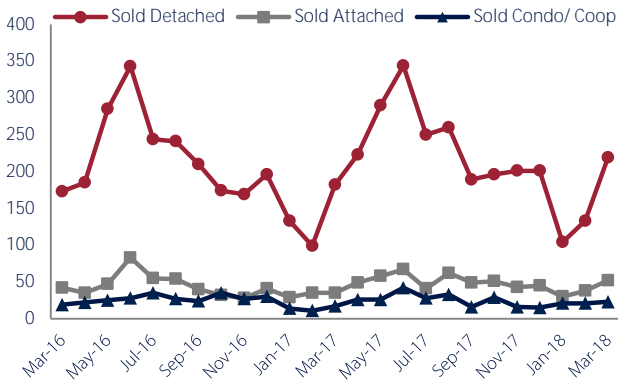
Days On Market

79



Down -20%
Vs. Year Ago

Units Sold*



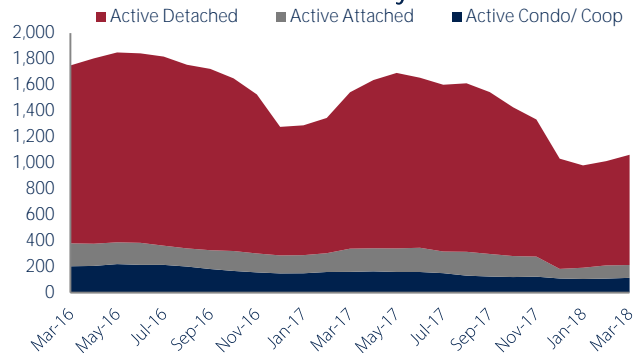
Units Sold

There was an increase in total units sold in March, with 294 sold this month in Charlottesville Area. This month's total units sold was higher than at this time last year.

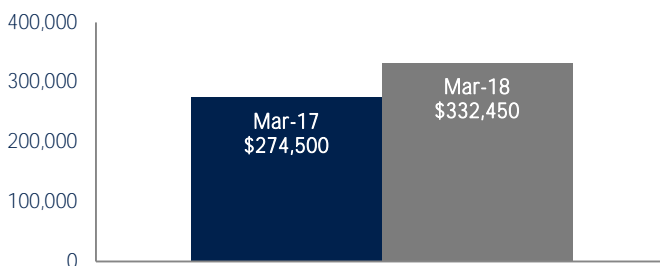
Active Inventory

Versus last year, the total number of homes available this month is lower by 482 units or 31%. The total number of active inventory this March was 1,062 compared to 1,544 in March 2017. This month's total of 1,062 is higher than the previous month's total supply of available inventory of 1,013, an increase of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Charlottesville Area Homes was \$274,500. This March, the median sale price was \$332,450, an increase of 21% or \$57,950 compared to last year. The current median sold price is 9% higher than in February.

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



CHRISTIE'S
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*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.

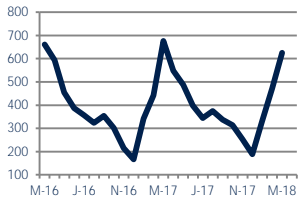
Information included in this report is based on data supplied by CAARMLS/SCAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently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





New Listings

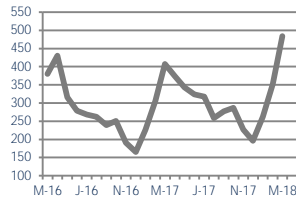
626



Down -7%
Vs. Year Ago

Current Contracts

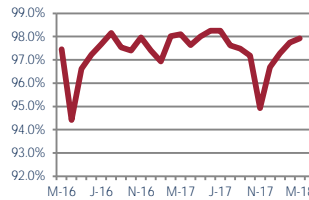
484



Up 19%
Vs. Year Ago

Sold Vs. List Price

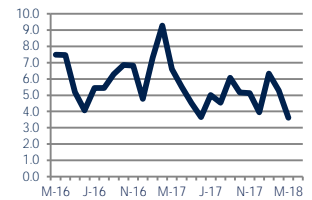
97.9%



No Change
Vs. Year Ago

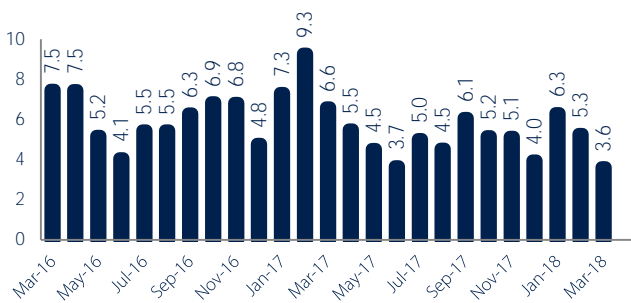
Months of Supply

3.6



Down -45%
Vs. Year Ago

Months Of Supply



Months of Supply

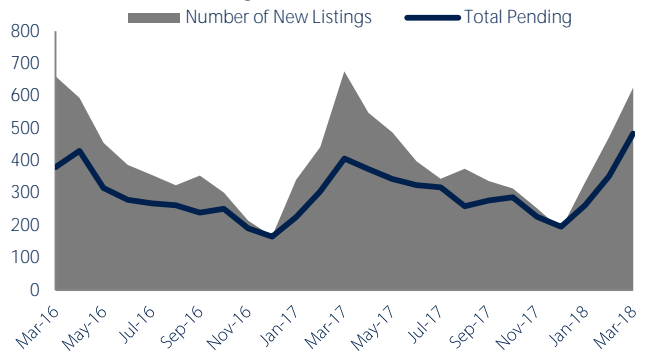
In March, there was 3.6 months of supply available in Charlottesville Area, compared to 6.6 in March 2017. That is a decrease of 45% versus a year ago.

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.

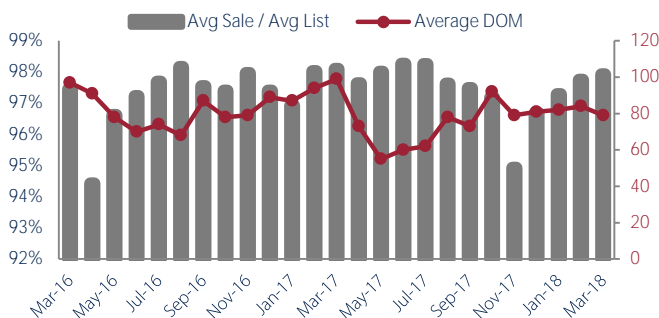
New Listings & Current Contracts

This month there were 626 homes newly listed for sale in Charlottesville Area compared to 676 in March 2017, a decrease of 7%. There were 484 current contracts pending sale this March compared to 407 a year ago. The number of current contracts is 19% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Charlottesville Area was 97.9% 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 79, lower than the average last year, which was 99, a decrease of 20%.



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