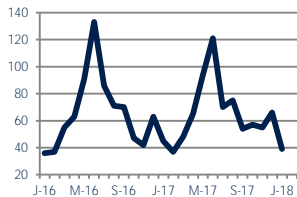




### Units Sold

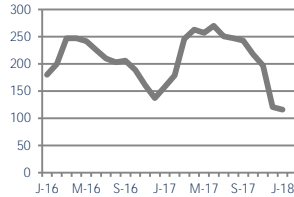
39



**Down**  
Vs. Year Ago

### Active Inventory

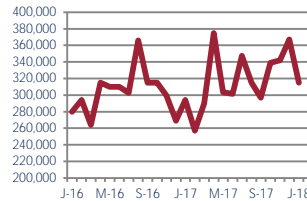
116



**Down -27%**  
Vs. Year Ago

### Median Sale Price

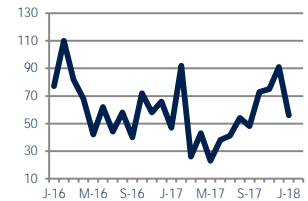
\$315,000



**Up 7%**  
Vs. Year Ago

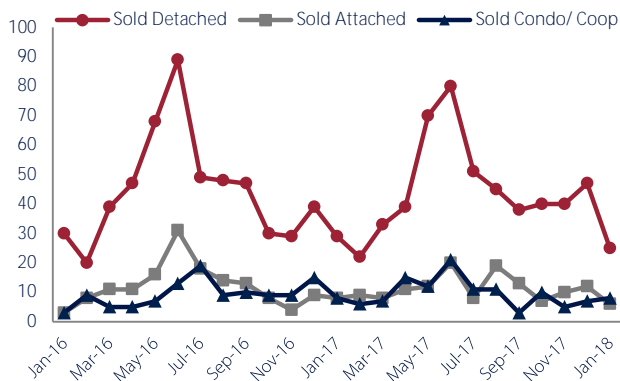
### Days On Market

56



**Up 19%**  
Vs. Year Ago

### Units Sold\*



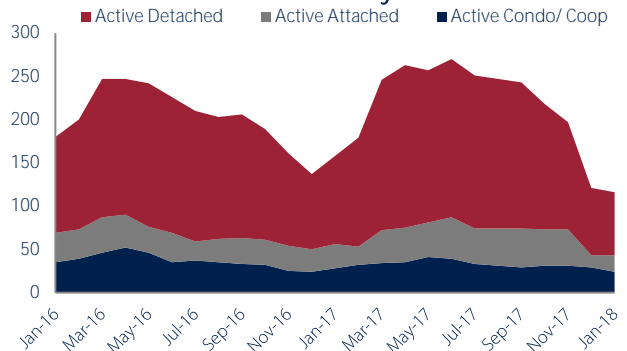
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 39 sold this month in City of Charlottesville. This month's total units sold was lower than at this time last year, a decrease from January 2017.

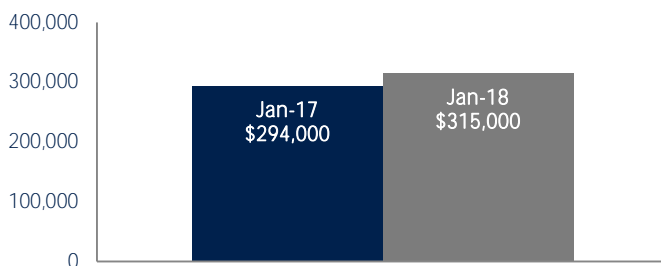
### Active Inventory

Versus last year, the total number of homes available this month is lower by 42 units or 27%. The total number of active inventory this January was 116 compared to 158 in January 2017. This month's total of 116 is lower than the previous month's total supply of available inventory of 121, a decrease of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for City of Charlottesville Homes was \$294,000. This January, the median sale price was \$315,000, an increase of 7% or \$21,000 compared to last year. The current median sold price is 14% 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.

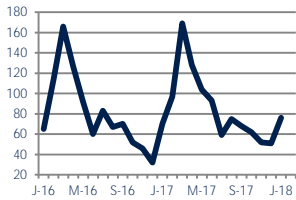


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS 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**

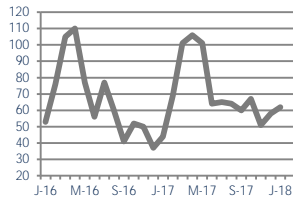
76



Up 9%  
Vs. Year Ago

**Current Contracts**

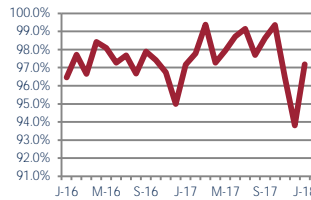
62



Up 41%  
Vs. Year Ago

**Sold Vs. List Price**

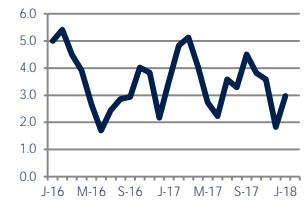
97.2%



No Change  
Vs. Year Ago

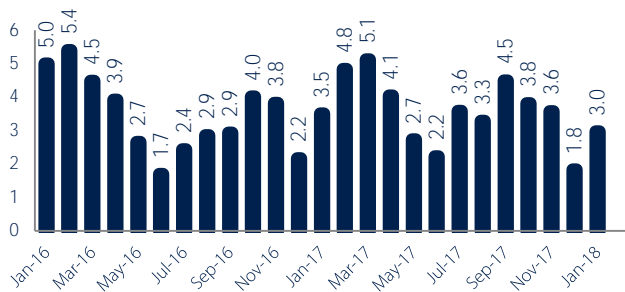
**Months of Supply**

3.0



Down -15%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

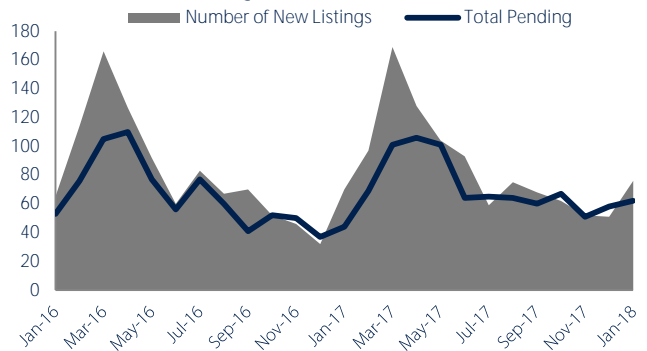
In January, there was 3.0 months of supply available in City of Charlottesville, compared to 3.5 in January 2017. That is a decrease of 15% versus a year ago.

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.

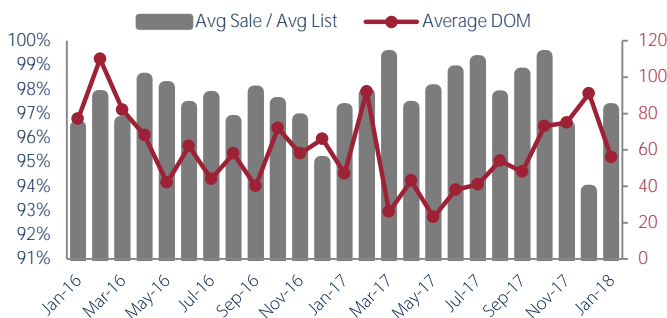
**New Listings & Current Contracts**

This month there were 76 homes newly listed for sale in City of Charlottesville compared to 70 in January 2017, an increase of 9%. There were 62 current contracts pending sale this January compared to 44 a year ago. The number of current contracts is 41% 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 City of Charlottesville was 97.2% 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 56, higher than the average last year, which was 47, an increase of 19%.



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