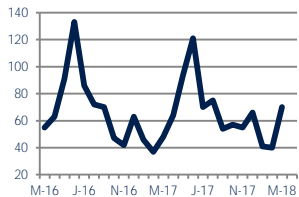




Units Sold

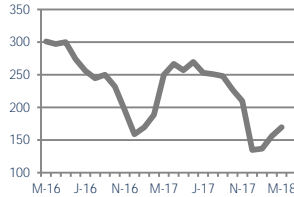
70



Up
Vs. Year Ago

Active Inventory

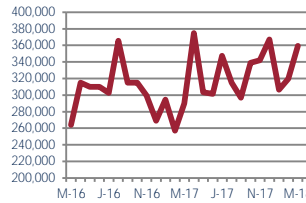
170



Down -32%
Vs. Year Ago

Median Sale Price

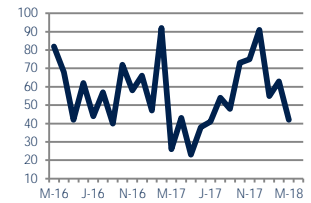
\$359,500



Up 24%
Vs. Year Ago

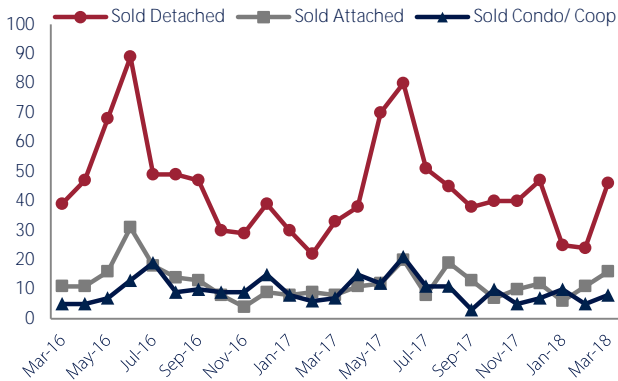
Days On Market

42



Up 62%
Vs. Year Ago

Units Sold*



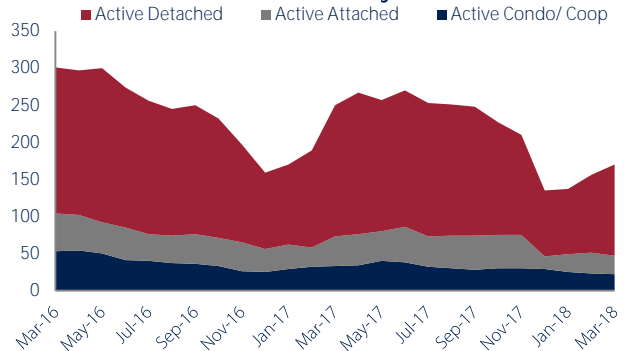
Units Sold

There was an increase in total units sold in March, with 70 sold this month in City of Charlottesville. This month's total units sold was higher than at this time last year.

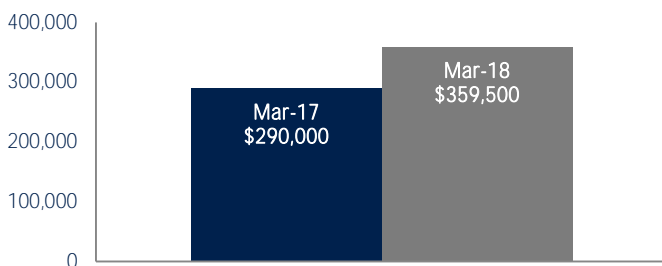
Active Inventory

Versus last year, the total number of homes available this month is lower by 80 units or 32%. The total number of active inventory this March was 170 compared to 250 in March 2017. This month's total of 170 is higher than the previous month's total supply of available inventory of 156, an increase of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for City of Charlottesville Homes was \$290,000. This March, the median sale price was \$359,500, an increase of 24% or \$69,500 compared to last year. The current median sold price is 12% 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.



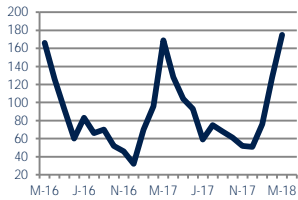
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and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

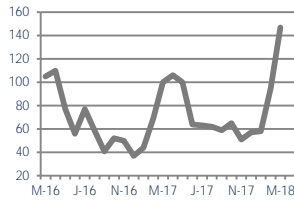
175



Up 4%
Vs. Year Ago

Current Contracts

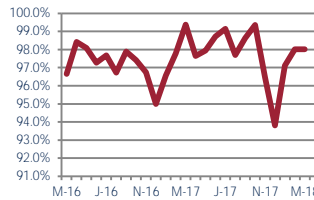
147



Up 47%
Vs. Year Ago

Sold Vs. List Price

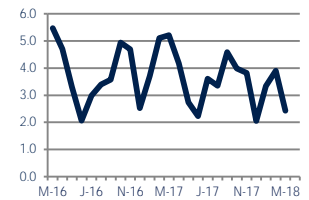
98.0%



Down -1.4%
Vs. Year Ago

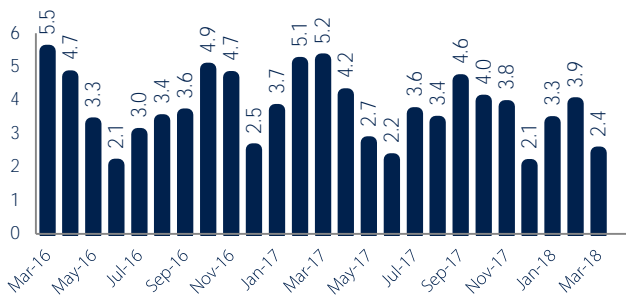
Months of Supply

2.4



Down -53%
Vs. Year Ago

Months Of Supply



Months of Supply

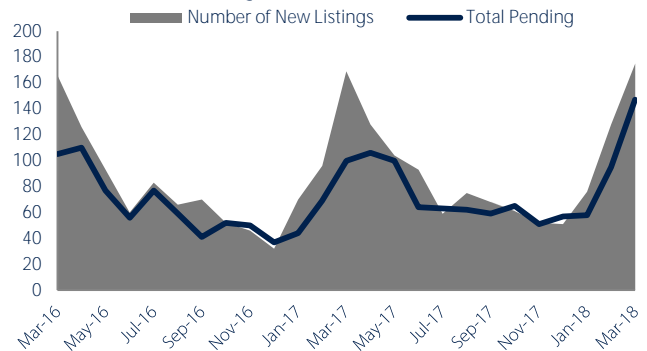
In March, there was 2.4 months of supply available in City of Charlottesville, compared to 5.2 in March 2017. That is a decrease of 53% versus a year ago.

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.

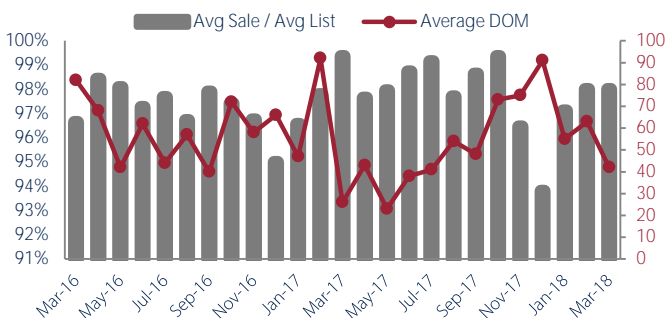
New Listings & Current Contracts

This month there were 175 homes newly listed for sale in City of Charlottesville compared to 169 in March 2017, an increase of 4%. There were 147 current contracts pending sale this March compared to 100 a year ago. The number of current contracts is 47% 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 City of Charlottesville was 98.0% of the average list price, which is 1.4% lower than at this time last year.

Days On Market

This month, the average number of days on market was 42, higher than the average last year, which was 26, an increase of 62%.



*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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