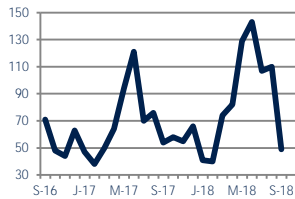


Units Sold

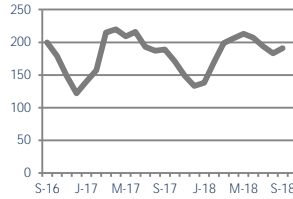
49



Down -9%
Vs. Year Ago

Active Inventory

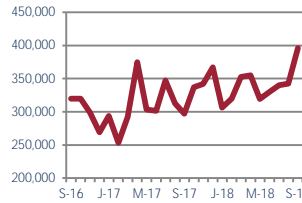
191



Up 1%
Vs. Year Ago

Median Sale Price

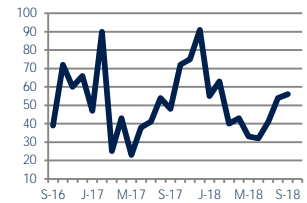
\$396,000



Up 33%
Vs. Year Ago

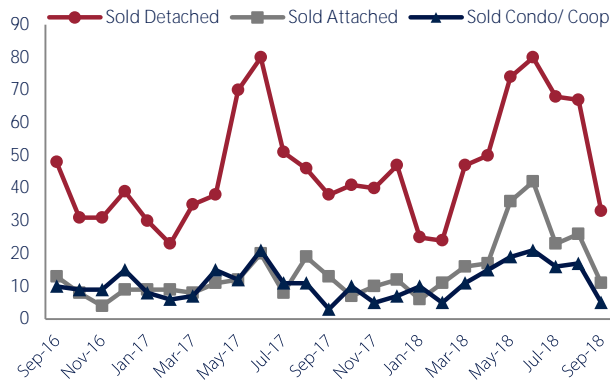
Days On Market

56



Up 17%
Vs. Year Ago

Units Sold*



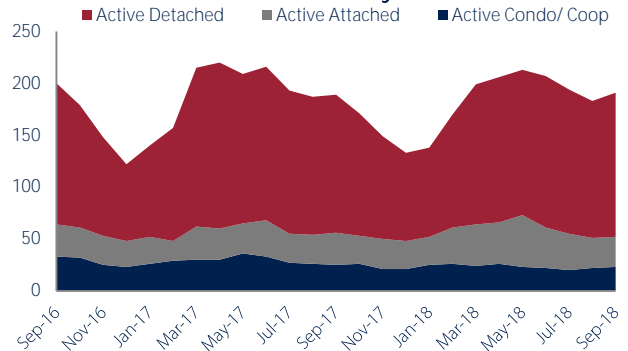
Units Sold

There was a decrease in total units sold in September, with 49 sold this month in City of Charlottesville. 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 higher by 2 units or 1%. The total number of active inventory this September was 191 compared to 189 in September 2017. This month's total of 191 is higher than the previous month's total supply of available inventory of 183, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for City of Charlottesville Homes was \$296,911. This September, the median sale price was \$396,000, an increase of \$99,089 compared to last year. The current median sold price is higher than in August.

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



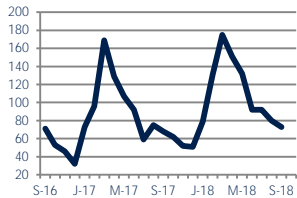
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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





New Listings

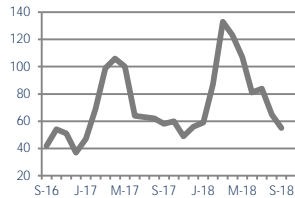
73



Up 7%
Vs. Year Ago

Current Contracts

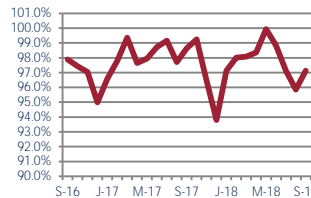
55



Down -5%
Vs. Year Ago

Sold Vs. List Price

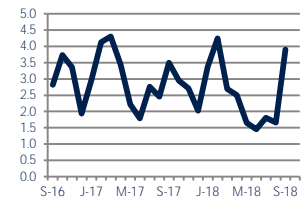
97.1%



Down -1.5%
Vs. Year Ago

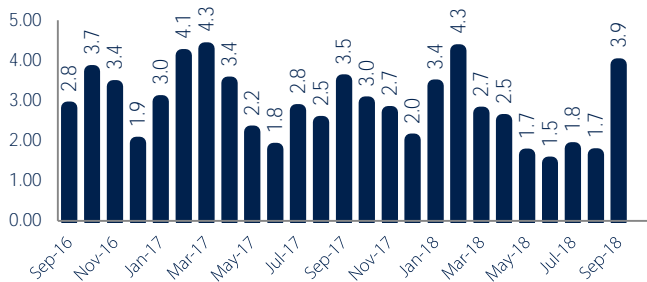
Months of Supply

3.9



Up 11%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 3.9 months of supply available in City of Charlottesville, compared to 3.5 in September 2017. That is an increase of 11% versus a year ago.

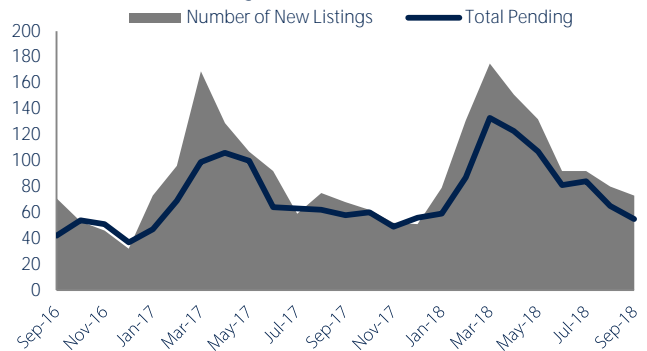
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

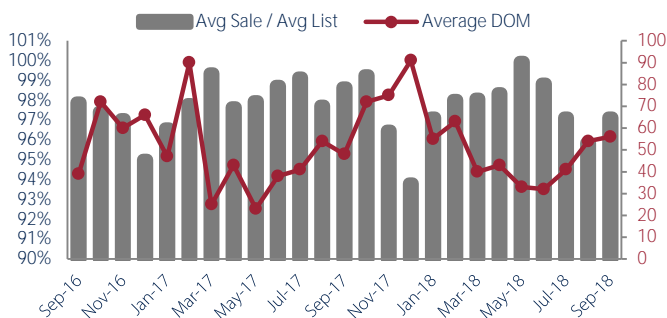
This month there were 73 homes newly listed for sale in City of Charlottesville compared to 68 in September 2017, an increase of 7%.

There were 55 current contracts pending sale this September compared to 58 a year ago. The number of current contracts is 5% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in City of Charlottesville was 97.1% of the average list price, which is 1.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 56, higher than the average last year, which was 48, an increase of 17%.



*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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