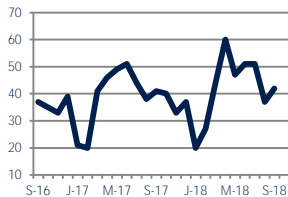


Units Sold

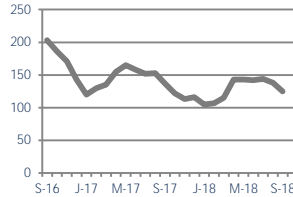
42



Up 2%
Vs. Year Ago

Active Inventory

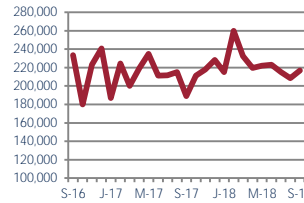
125



Down -9%
Vs. Year Ago

Median Sale Price

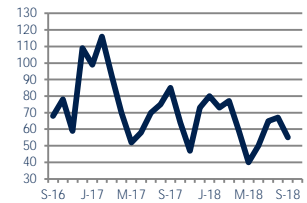
\$216,950



Up 15%
Vs. Year Ago

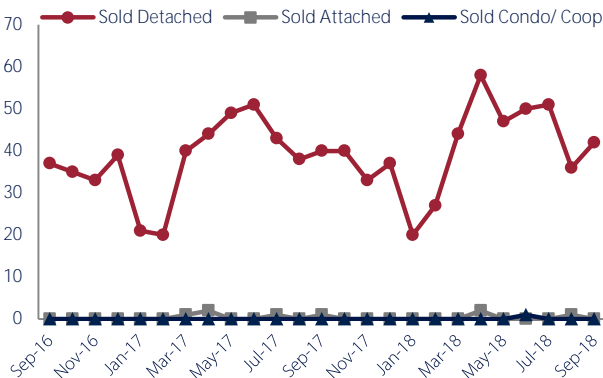
Days On Market

55



Down -35%
Vs. Year Ago

Units Sold*



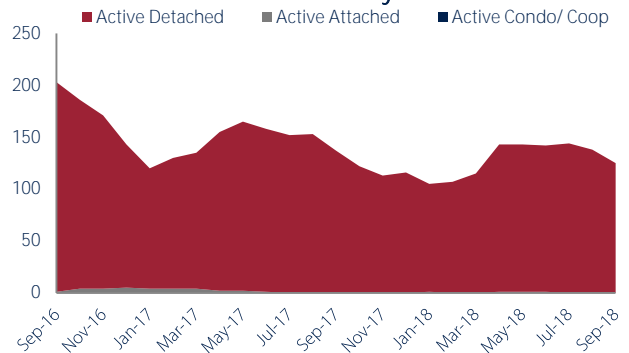
Units Sold

There was an increase in total units sold in September, with 42 sold this month in Fluvanna County versus 37 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 2% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 9%. The total number of active inventory this September was 125 compared to 137 in September 2017. This month's total of 125 is lower than the previous month's total supply of available inventory of 138, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Fluvanna County Homes was \$189,000. This September, the median sale price was \$216,950, an increase of 15% or \$27,950 compared to last year. The current median sold price is 4% 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.

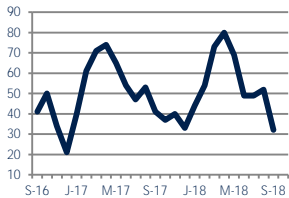


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and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

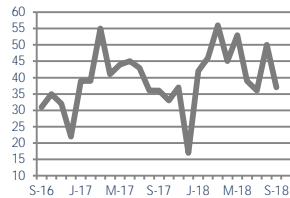
32



Down -22%
Vs. Year Ago

Current Contracts

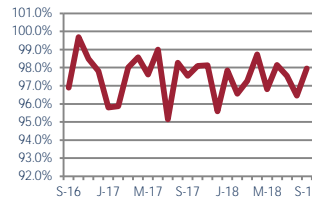
37



Up 3%
Vs. Year Ago

Sold Vs. List Price

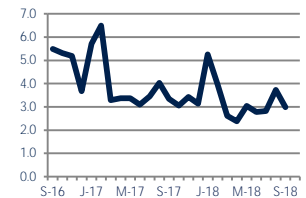
98.0%



No Change
Vs. Year Ago

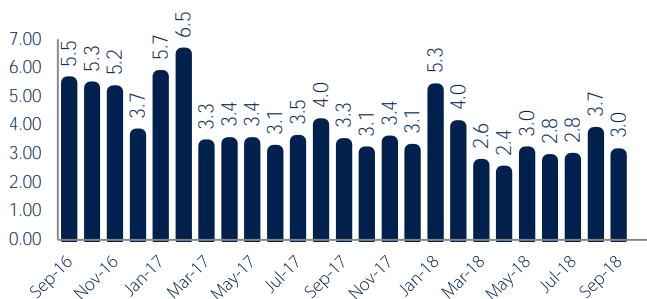
Months of Supply

3.0



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

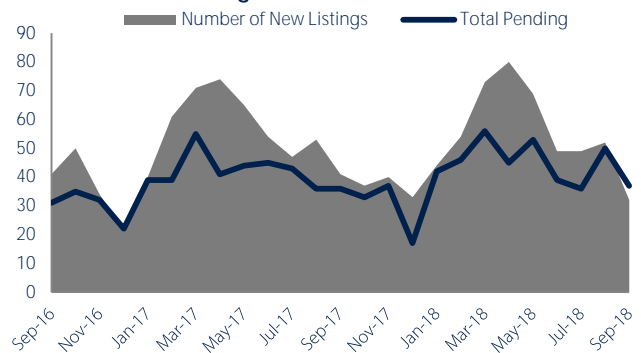
In September, there was 3.0 months of supply available in Fluvanna County, compared to 3.3 in September 2017. That is a decrease of 11% versus a year ago.

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.

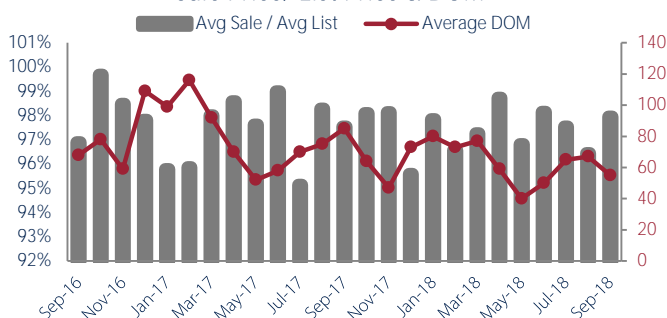
New Listings & Current Contracts

This month there were 32 homes newly listed for sale in Fluvanna County compared to 41 in September 2017, a decrease of 22%. There were 37 current contracts pending sale this September compared to 36 a year ago. The number of current contracts is 3% higher 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 Fluvanna County was 98.0% 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 55, lower than the average last year, which was 85, a decrease of 35%.



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