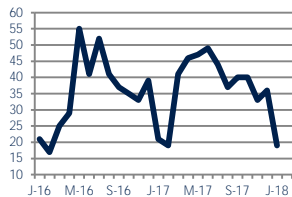




Units Sold

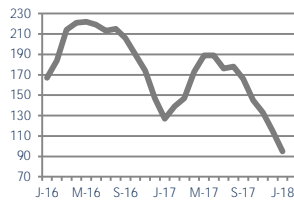
19



Down
Vs. Year Ago

Active Inventory

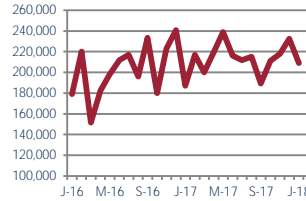
95



Down -25%
Vs. Year Ago

Median Sale Price

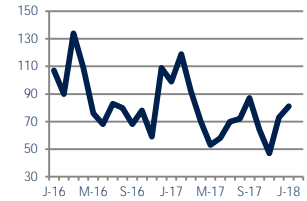
\$209,000



Up 12%
Vs. Year Ago

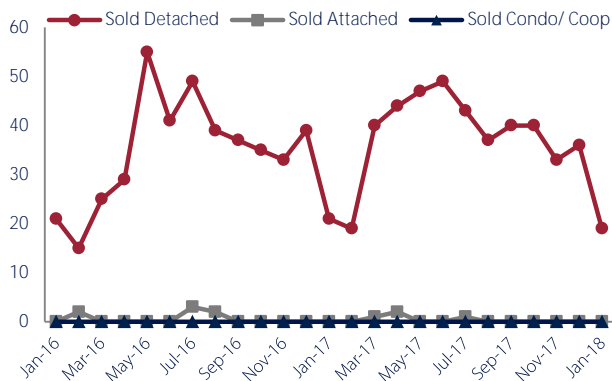
Days On Market

81



Down -18%
Vs. Year Ago

Units Sold*



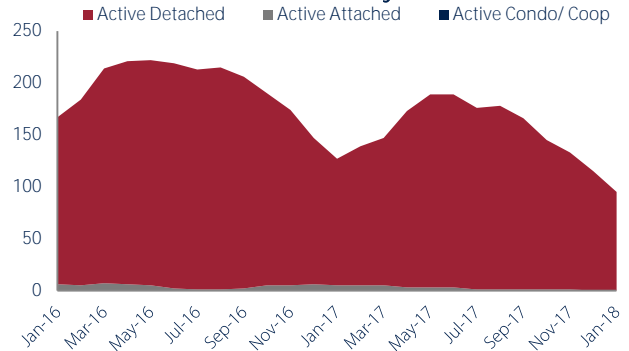
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 19 sold this month in Fluvanna County. This month's total units sold was lower than at this time last year, a decrease from January 2017.

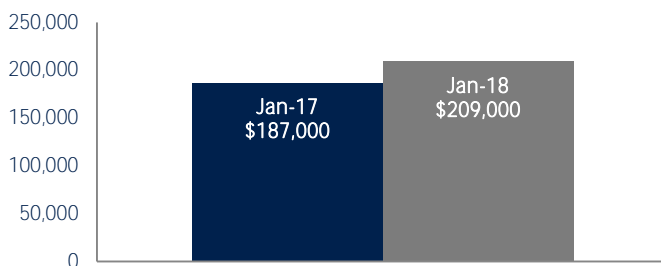
Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 25%. The total number of active inventory this January was 95 compared to 127 in January 2017. This month's total of 95 is lower than the previous month's total supply of available inventory of 115, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Fluvanna County Homes was \$187,000. This January, the median sale price was \$209,000, an increase of 12% or \$22,000 compared to last year. The current median sold price is 10% 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.

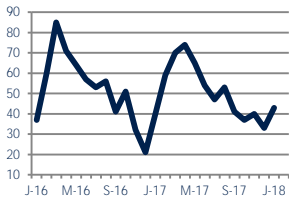


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and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

43



Up 7%
Vs. Year Ago

Current Contracts

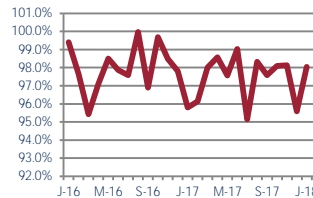
45



Up 18%
Vs. Year Ago

Sold Vs. List Price

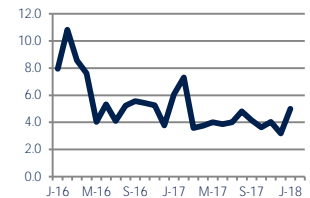
98.1%



Up 2.4%
Vs. Year Ago

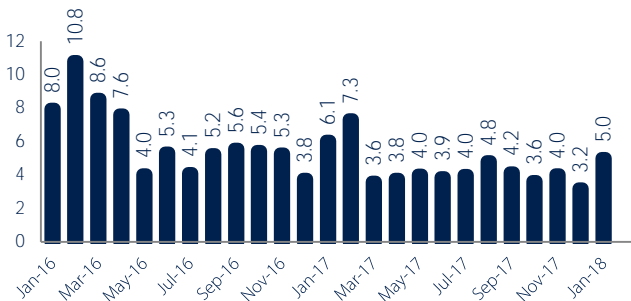
Months of Supply

5.0



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

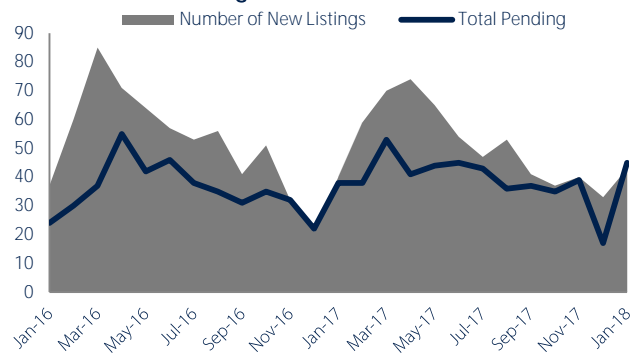
In January, there was 5.0 months of supply available in Fluvanna County, compared to 6.0 in January 2017. That is a decrease of 17% versus a year ago.

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.

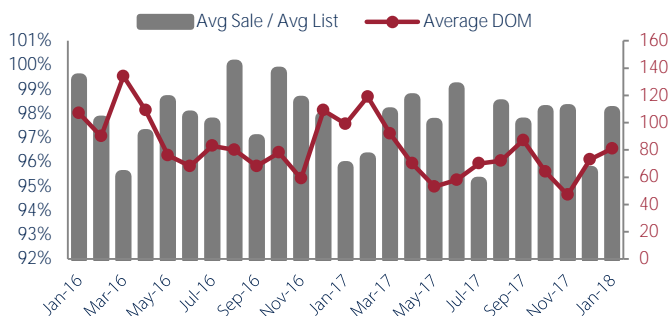
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Fluvanna County compared to 40 in January 2017, an increase of 8%. There were 45 current contracts pending sale this January compared to 38 a year ago. The number of current contracts is 18% 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 Fluvanna County was 98.1% of the average list price, which is 2.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 81, lower than the average last year, which was 99, a decrease of 18%.



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