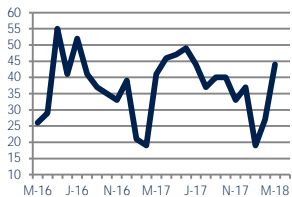




Units Sold

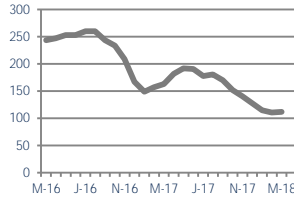
44



Up 7%
Vs. Year Ago

Active Inventory

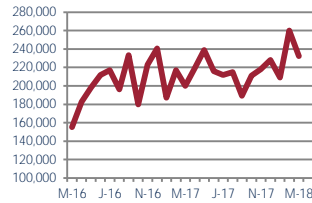
112



Down -31%
Vs. Year Ago

Median Sale Price

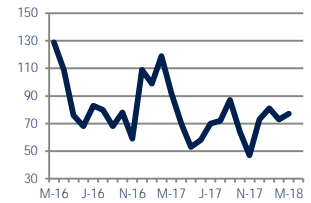
\$232,450



Up 16%
Vs. Year Ago

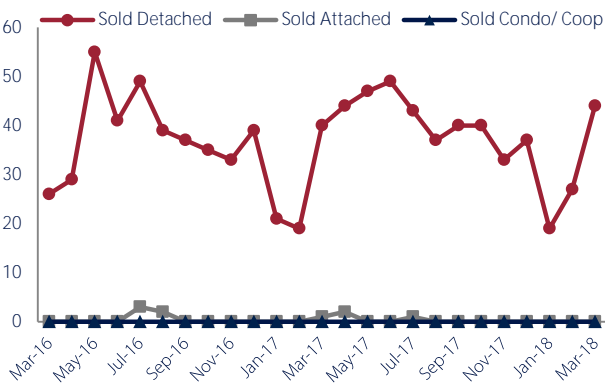
Days On Market

77



Down -16%
Vs. Year Ago

Units Sold*



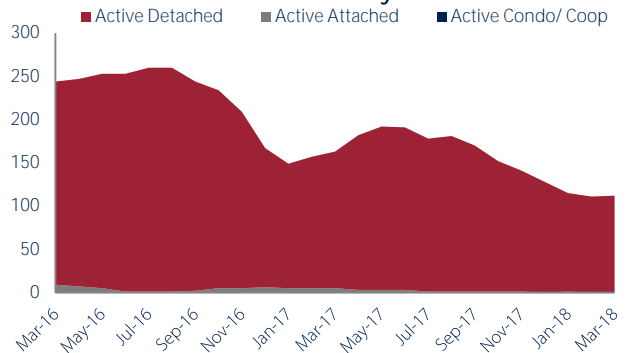
Units Sold

There was an increase in total units sold in March, with 44 sold this month in Fluvanna County. This month's total units sold was higher than at this time last year.

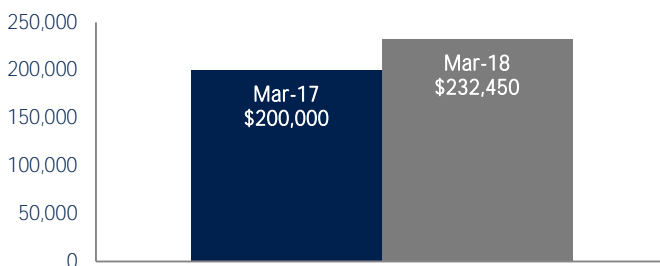
Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 31%. The total number of active inventory this March was 112 compared to 163 in March 2017. This month's total of 112 is higher than the previous month's total supply of available inventory of 111, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Fluvanna County Homes was \$200,000. This March, the median sale price was \$232,450, an increase of 16% or \$32,450 compared to last year. The current median sold price is 11% lower 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.

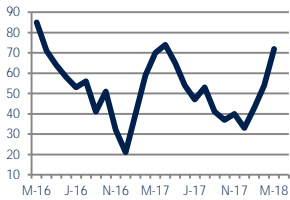


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CAARMLS and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

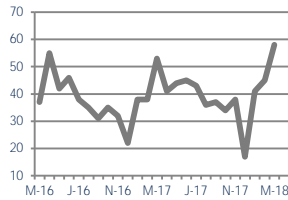
72



Up 3%
Vs. Year Ago

Current Contracts

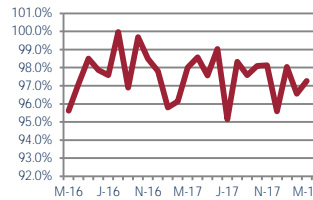
58



Up 9%
Vs. Year Ago

Sold Vs. List Price

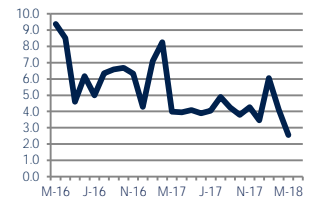
97.3%



Down -0.8%
Vs. Year Ago

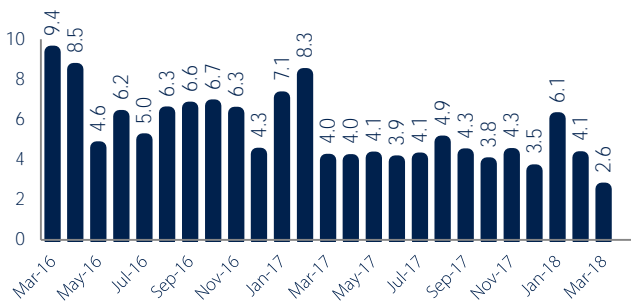
Months of Supply

2.6



Down -36%
Vs. Year Ago

Months Of Supply



Months of Supply

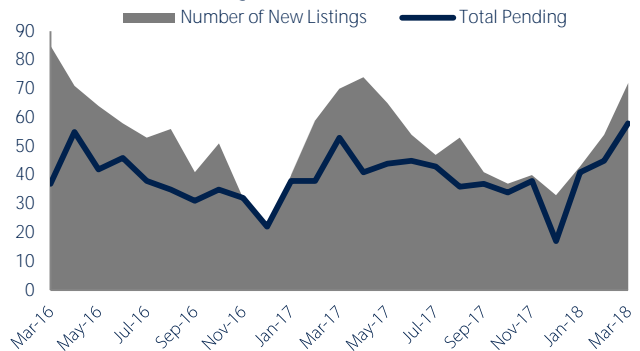
In March, there was 2.5 months of supply available in Fluvanna County, compared to 4.0 in March 2017. That is a decrease of 36% versus a year ago.

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.

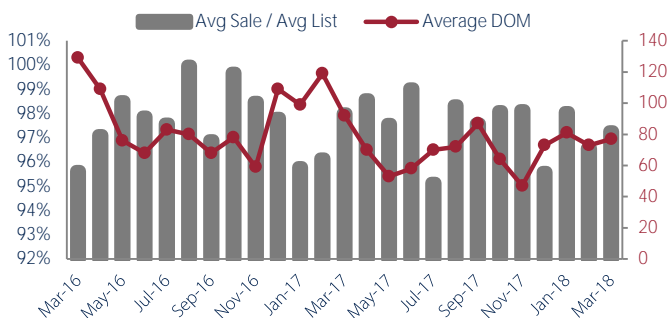
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in Fluvanna County compared to 70 in March 2017, an increase of 3%. There were 58 current contracts pending sale this March compared to 53 a year ago. The number of current contracts is 9% 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 Fluvanna County was 97.3% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 77, lower than the average last year, which was 92, a decrease of 16%.



*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.

