

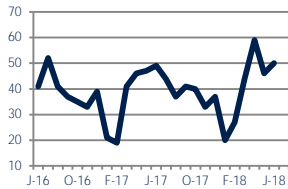


The Long & Foster Market Minute™

Focus On: Fluvanna County Housing Market

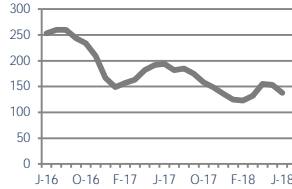
June 2018

Units Sold
50



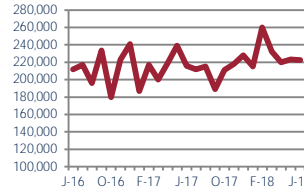
Up 2%
Vs. Year Ago

Active Inventory
138



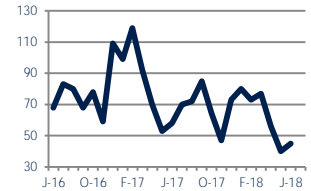
Down -29%
Vs. Year Ago

Median Sale Price
\$222,500



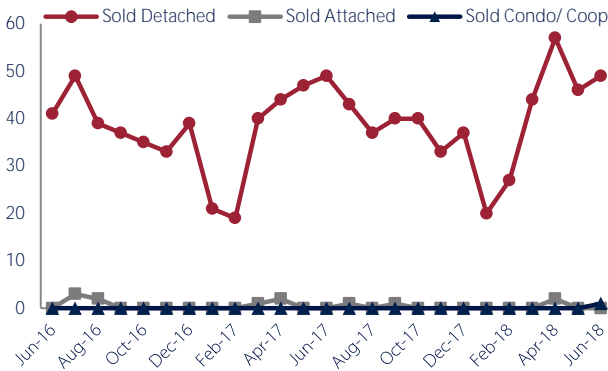
Up 3%
Vs. Year Ago

Days On Market
45



Down -22%
Vs. Year Ago

Units Sold*



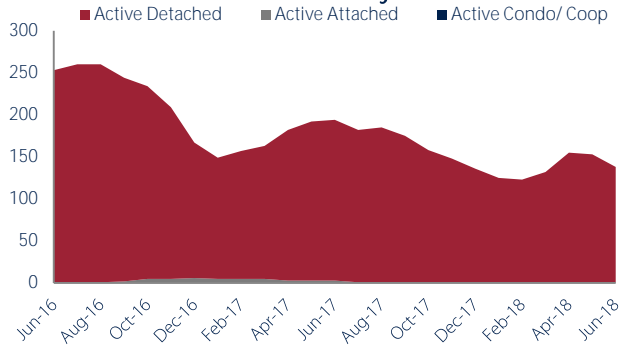
Units Sold

There was an increase in total units sold in June, with 50 sold this month in Fluvanna County versus 46 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 2% versus June 2017.

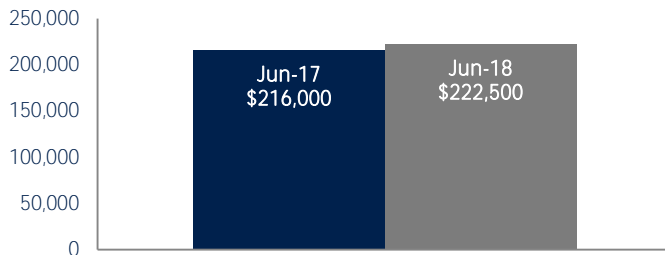
Active Inventory

Versus last year, the total number of homes available this month is lower by 56 units or 29%. The total number of active inventory this June was 138 compared to 194 in June 2017. This month's total of 138 is lower than the previous month's total supply of available inventory of 153, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Fluvanna County Homes was \$216,000. This June, the median sale price was \$222,500, an increase of 3% or \$6,500 compared to last year. The current median sold price is approximately the same as the median price in May.

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.

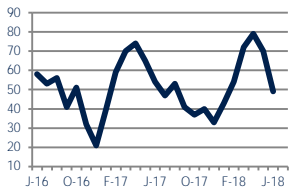


CHRISTIE'S
INTERNATIONAL REAL ESTATE



New Listings

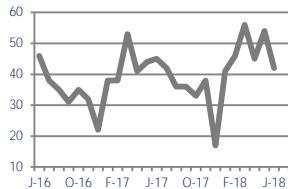
49



Down -9%
Vs. Year Ago

Current Contracts

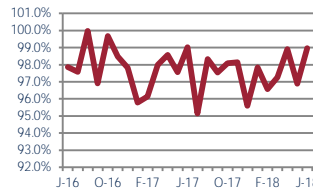
42



Down -7%
Vs. Year Ago

Sold Vs. List Price

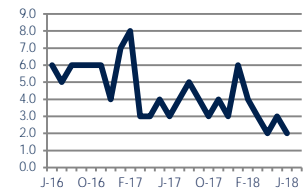
99.0%



No Change
Vs. Year Ago

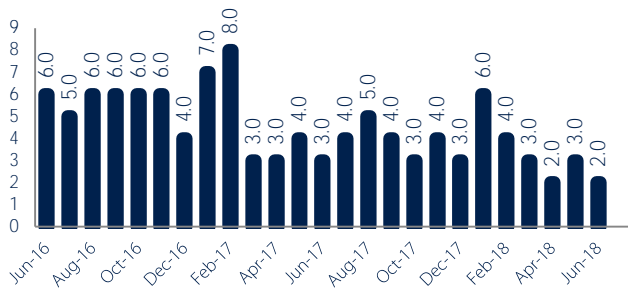
Months of Supply

2.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

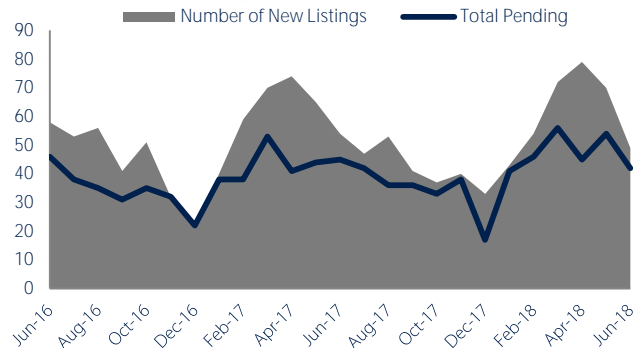
In June, there was 2.8 months of supply available in Fluvanna County, compared to 4.0 in June 2017. That is a decrease of 30% versus a year ago.

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.

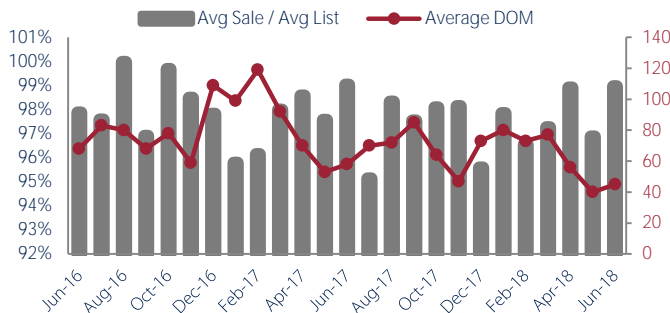
New Listings & Current Contracts

This month there were 49 homes newly listed for sale in Fluvanna County compared to 54 in June 2017, a decrease of 9%. There were 42 current contracts pending sale this June compared to 45 a year ago. The number of current contracts is 7% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Fluvanna County was 99.0% 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 45, lower than the average last year, which was 58, a decrease of 22%.



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