



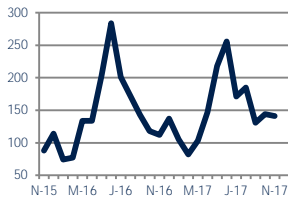
Focus On: Greater Charlottesville Housing Market

November 2017

Zip Code(s): 22902, 22903, 22901 and 22911

Units Sold

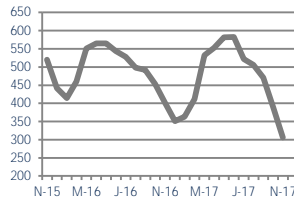
141



Up 26%
Vs. Year Ago

Active Inventory

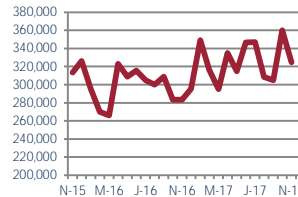
306



Down -24%
Vs. Year Ago

Median Sale Price

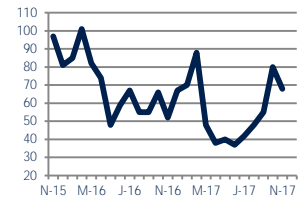
\$324,900



Up 15%
Vs. Year Ago

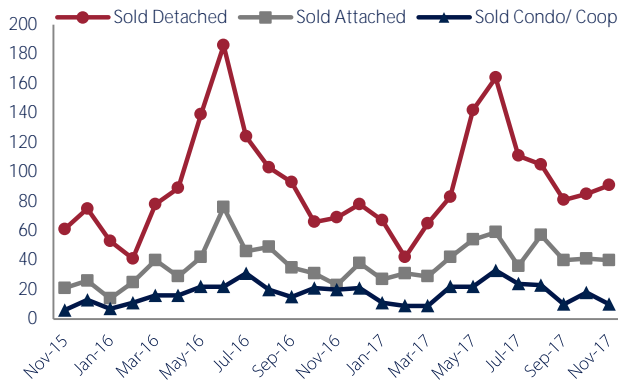
Days On Market

68



Up 31%
Vs. Year Ago

Units Sold*



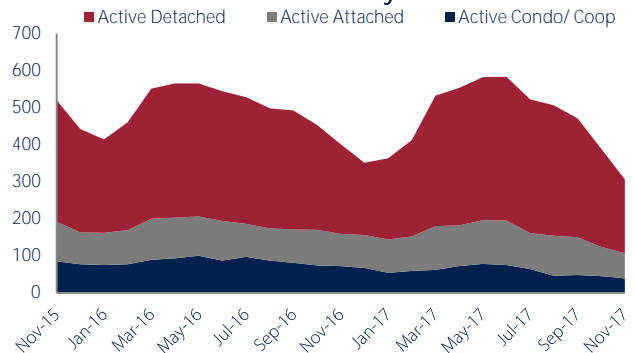
Units Sold

There was a decrease in total units sold in November, with 141 sold this month in Greater Charlottesville versus 144 last month, a decrease of 2%. This month's total units sold was higher than at this time last year, an increase of 26% versus November 2016.

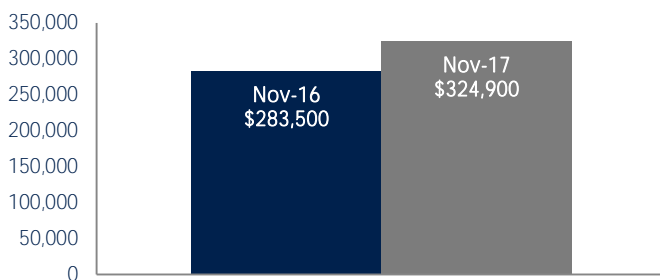
Active Inventory

Versus last year, the total number of homes available this month is lower by 95 units or 24%. The total number of active inventory this November was 306 compared to 401 in November 2016. This month's total of 306 is lower than the previous month's total supply of available inventory of 389, a decrease of 21%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Greater Charlottesville Homes was \$283,500. This November, the median sale price was \$324,900, an increase of 15% or \$41,400 compared to last year. The current median sold price is 10% lower than in October.

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

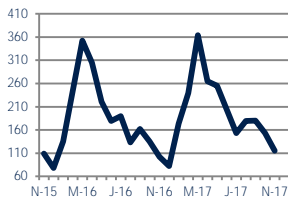
Focus On: Greater Charlottesville Housing Market

November 2017

Zip Code(s): 22902, 22903, 22901 and 22911

New Listings

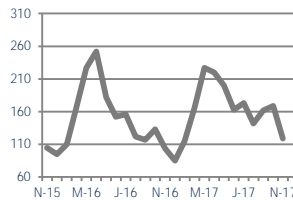
115



Up 13%
Vs. Year Ago

Current Contracts

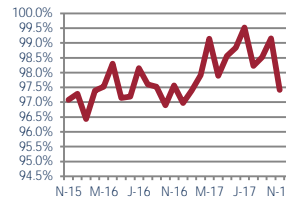
119



Up 14%
Vs. Year Ago

Sold Vs. List Price

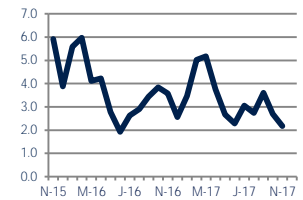
97.4%



No Change
Vs. Year Ago

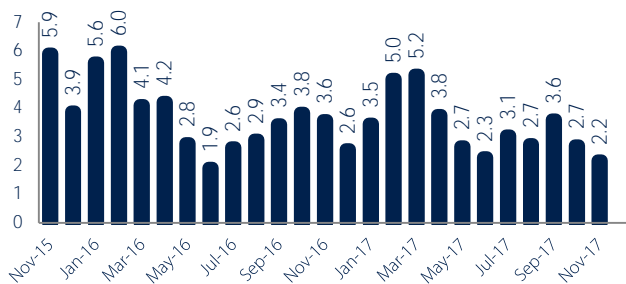
Months of Supply

2.2



Down -39%
Vs. Year Ago

Months Of Supply



Months of Supply

In November, there was 2.2 months of supply available in Greater Charlottesville, compared to 3.6 in November 2016. That is a decrease of 39% versus a year ago.

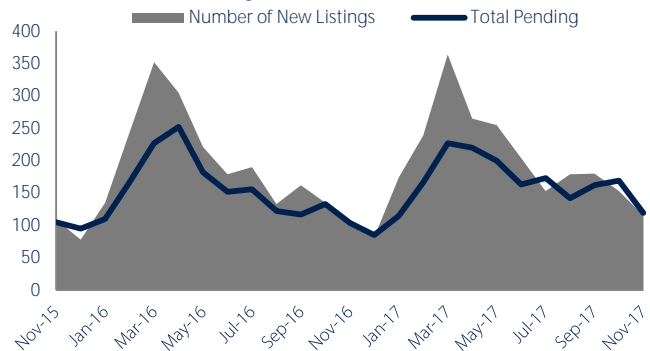
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

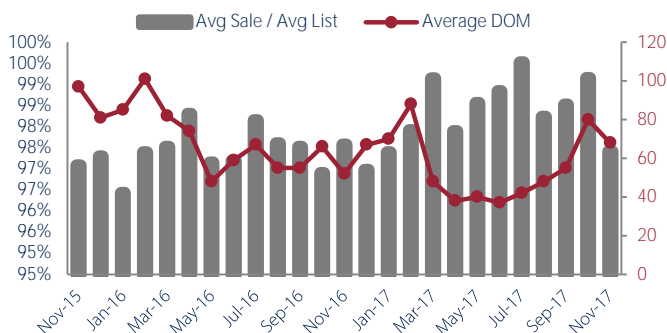
This month there were 115 homes newly listed for sale in Greater Charlottesville compared to 102 in November 2016, an increase of 13%.

There were 119 current contracts pending sale this November compared to 104 a year ago. The number of current contracts is 14% higher than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Greater Charlottesville was 97.4% 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 68, higher than the average last year, which was 52, an increase of 31%.