



# The Long & Foster Market Minute™

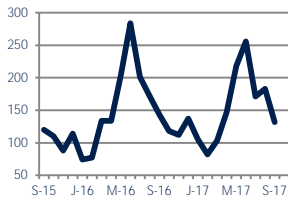
Focus On: Greater Charlottesville Housing Market

September 2017

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

## Units Sold

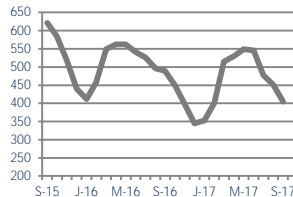
132



Down -8%  
Vs. Year Ago

## Active Inventory

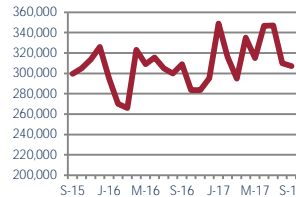
405



Down -17%  
Vs. Year Ago

## Median Sale Price

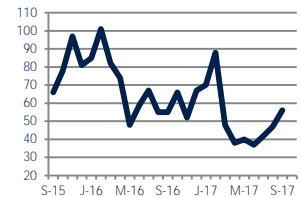
\$307,000



Down -1%  
Vs. Year Ago

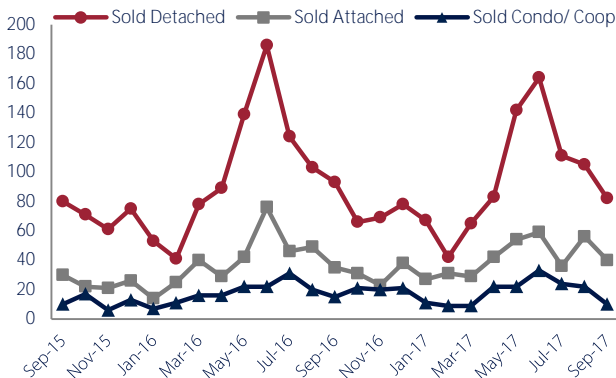
## Days On Market

56



Up 2%  
Vs. Year Ago

### Units Sold\*



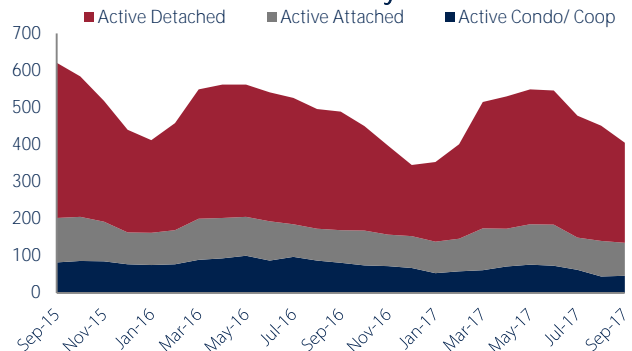
## Units Sold

There was a decrease in total units sold in September, with 132 sold this month in Greater Charlottesville versus 183 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 8% versus September 2016.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 84 units or 17%. The total number of active inventory this September was 405 compared to 489 in September 2016. This month's total of 405 is lower than the previous month's total supply of available inventory of 451, a decrease of 10%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last September, the median sale price for Greater Charlottesville Homes was \$309,000. This September, the median sale price was \$307,000, a decrease of 1% or \$2,000 compared to last year. The current median sold price is 1% lower 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.

**LONG & FOSTER**  
REAL ESTATE

**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

Greater Charlottesville are defined as properties listed in zip code/s 22902, 22903, 22901 and 22911.

\*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 TRIAD 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 TRIAD or Long & Foster Real Estate, Inc.



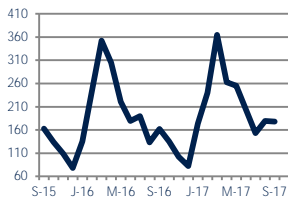
## Focus On: Greater Charlottesville Housing Market

September 2017

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

### New Listings

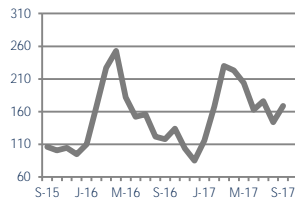
178



Up 10%  
Vs. Year Ago

### Current Contracts

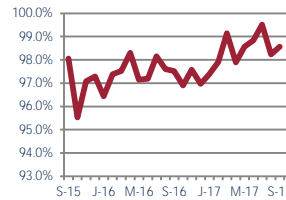
169



Up 43%  
Vs. Year Ago

### Sold Vs. List Price

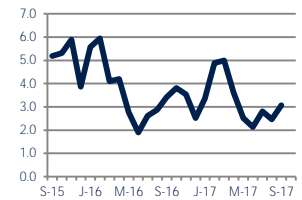
98.6%



Up 1.1%  
Vs. Year Ago

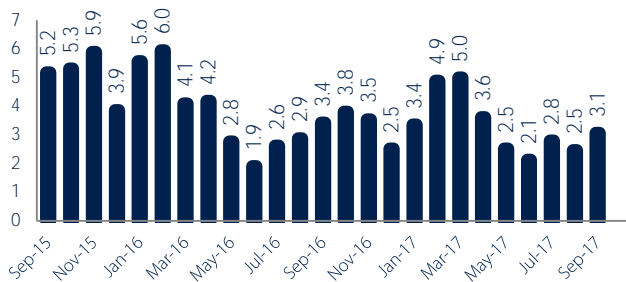
### Months of Supply

3.1



Down -10%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

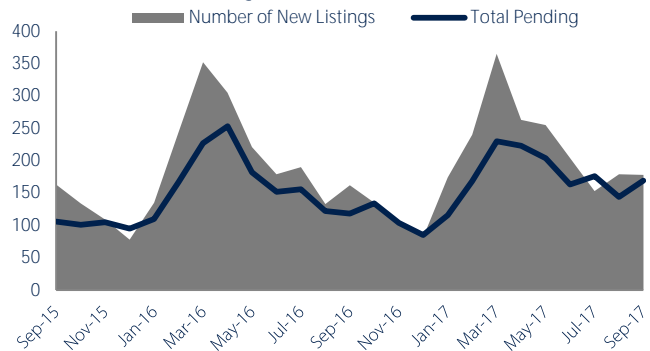
In September, there was 3.1 months of supply available in Greater Charlottesville, compared to 3.4 in September 2016. That is a decrease of 10% versus a year ago.

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.

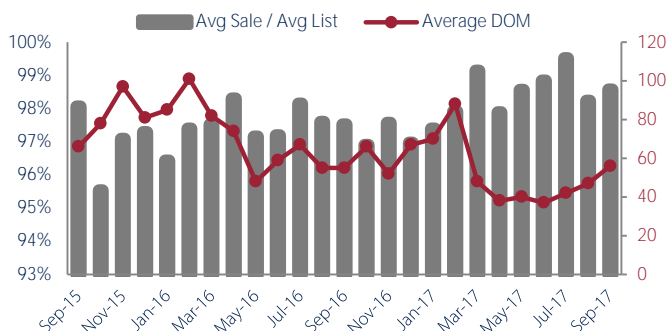
### New Listings & Current Contracts

This month there were 178 homes newly listed for sale in Greater Charlottesville compared to 162 in September 2016, an increase of 10%. There were 169 current contracts pending sale this September compared to 118 a year ago. The number of current contracts is 43% 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 Greater Charlottesville was 98.6% of the average list price, which is 1.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 56, higher than the average last year, which was 55, an increase of 2%.