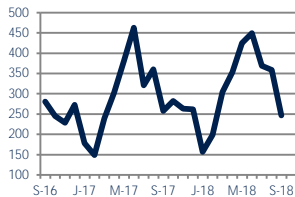


Units Sold

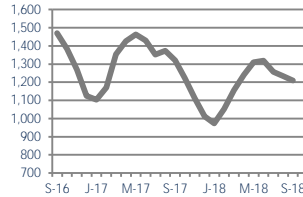
247



Down -4%
Vs. Year Ago

Active Inventory

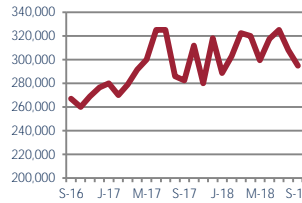
1,210



Down -8%
Vs. Year Ago

Median Sale Price

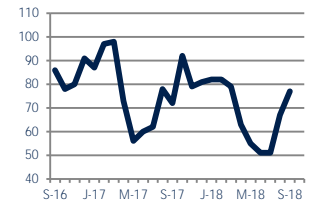
\$294,900



Up 4%
Vs. Year Ago

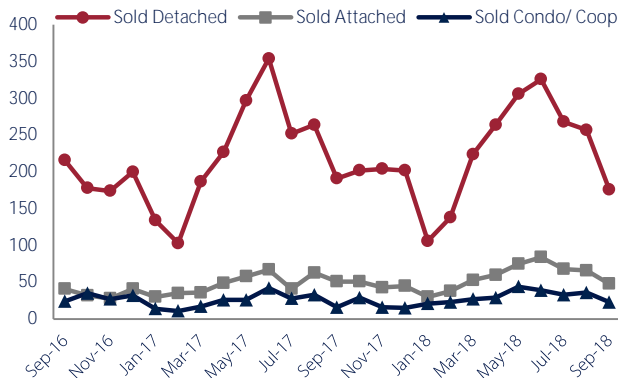
Days On Market

77



Up 7%
Vs. Year Ago

Units Sold*



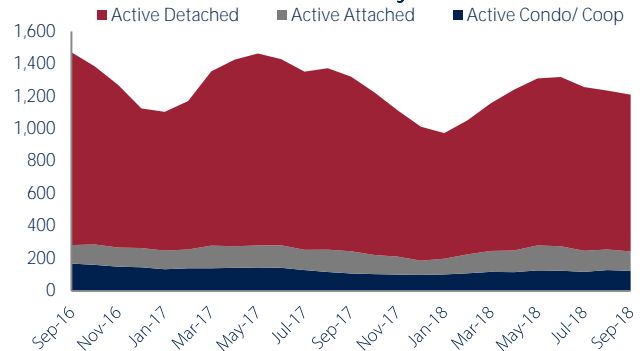
Units Sold

There was a decrease in total units sold in September, with 247 sold this month in Charlottesville Area versus 359 last month, a decrease of 31%. This month's total units sold was lower than at this time last year, a decrease of 4% versus September 2017.

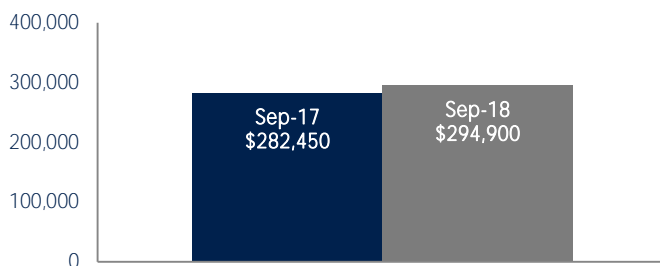
Active Inventory

Versus last year, the total number of homes available this month is lower by 111 units or 8%. The total number of active inventory this September was 1,210 compared to 1,321 in September 2017. This month's total of 1,210 is lower than the previous month's total supply of available inventory of 1,235, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Charlottesville Area Homes was \$282,450. This September, the median sale price was \$294,900, an increase of 4% or \$12,450 compared to last year. The current median sold price is 4% 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.



*Defined as the counties of Albemarle, Fluvanna, Greene, and Nelson and the city of Charlottesville in VA

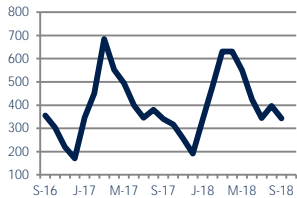
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CGARH/SCAR 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 CGARH/SCAR or Long & Foster Real Estate, Inc.



New Listings

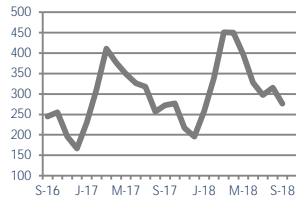
343



Up 1%
Vs. Year Ago

Current Contracts

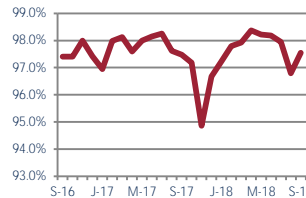
276



Up 1%
Vs. Year Ago

Sold Vs. List Price

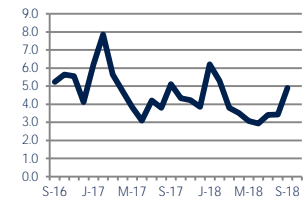
97.6%



No Change
Vs. Year Ago

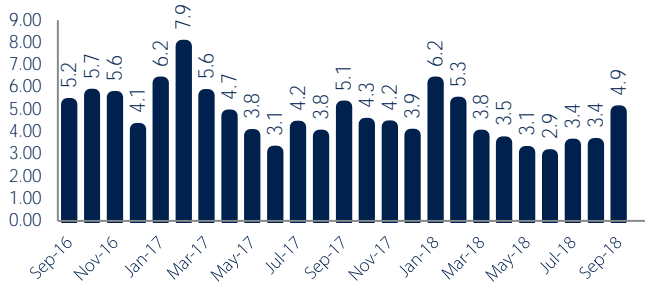
Months of Supply

4.9



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

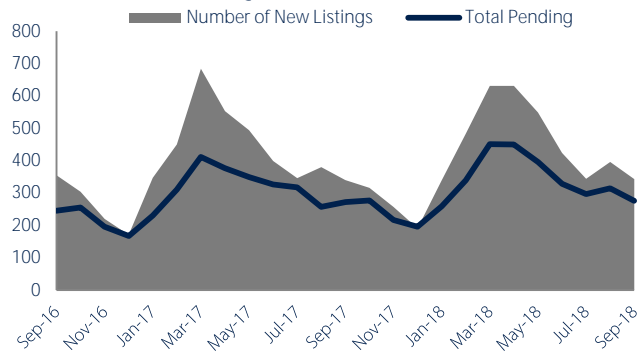
In September, there was 4.9 months of supply available in Charlottesville Area, compared to 5.1 in September 2017. That is a decrease of 4% versus a year ago.

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.

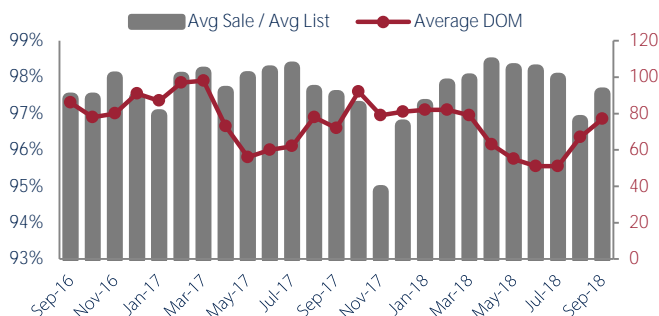
New Listings & Current Contracts

This month there were 343 homes newly listed for sale in Charlottesville Area compared to 340 in September 2017, an increase of 1%. There were 276 current contracts pending sale this September compared to 272 a year ago. The number of current contracts is 1% 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 Charlottesville Area was 97.6% 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 77, higher than the average last year, which was 72, an increase of 7%.



*Defined as the counties of Albemarle, Fluvanna, Greene, and Nelson and the city of Charlottesville in VA

*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 CGARH/SCAR 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 CGARH/SCAR or Long & Foster Real Estate, Inc.

