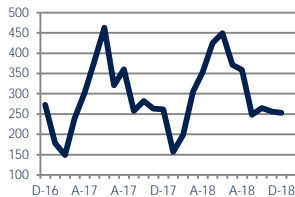




Units Sold

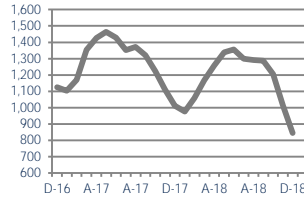
253



Down -3%
Vs. Year Ago

Active Inventory

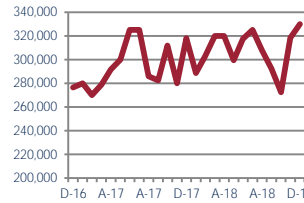
845



Down -17%
Vs. Year Ago

Median Sale Price

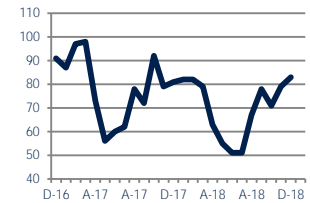
\$330,000



Up 4%
Vs. Year Ago

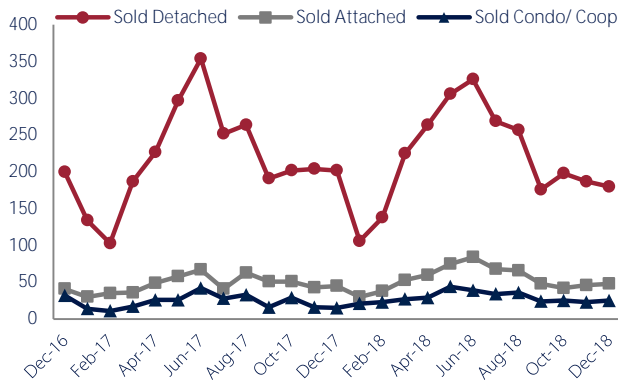
Days On Market

83



Up 2%
Vs. Year Ago

Units Sold*



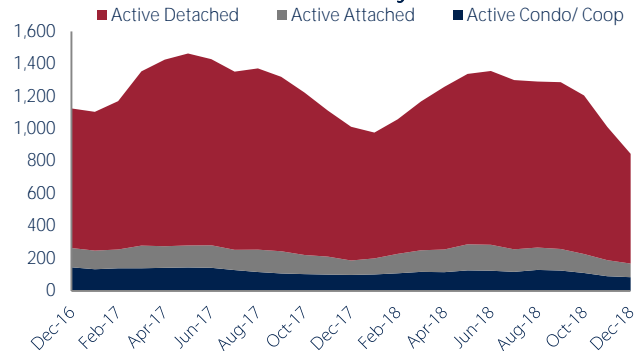
Units Sold

There was a decrease in total units sold in December, with 253 sold this month in Charlottesville Area versus 256 last month, a decrease of 1%. This month's total units sold was lower than at this time last year, a decrease of 3% versus December 2017.

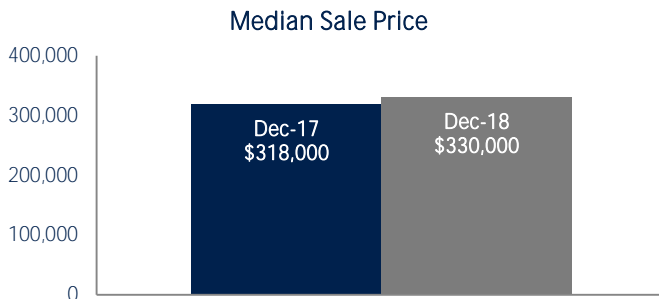
Active Inventory

Versus last year, the total number of homes available this month is lower by 167 units or 17%. The total number of active inventory this December was 845 compared to 1,012 in December 2017. This month's total of 845 is lower than the previous month's total supply of available inventory of 1,011, a decrease of 16%.

Active Inventory*



Median Sale Price



Last December, the median sale price for Charlottesville Area Homes was \$318,000. This December, the median sale price was \$330,000, an increase of 4% or \$12,000 compared to last year. The current median sold price is 4% higher than in November.

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.

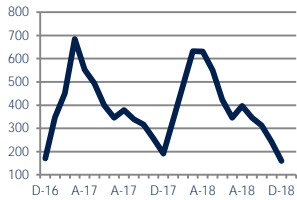
Information included in this report is based on data supplied by CGARH/SCAR and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CGARH/SCAR or Long & Foster Real Estate, Inc.





New Listings

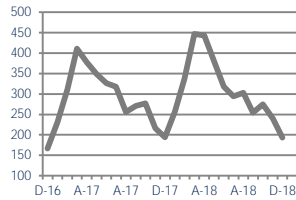
159



Down -17%
Vs. Year Ago

Current Contracts

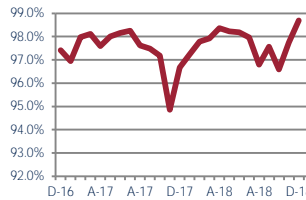
193



Down -1%
Vs. Year Ago

Sold Vs. List Price

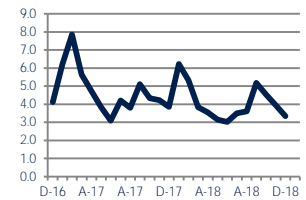
98.7%



Up 2.1%
Vs. Year Ago

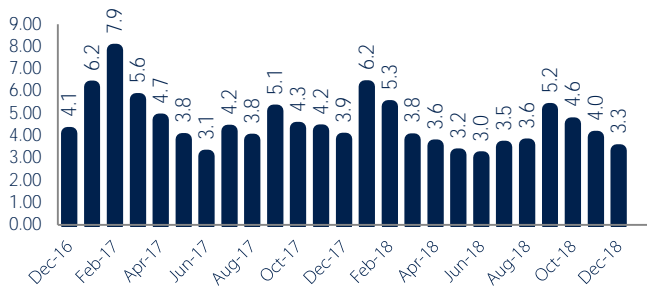
Months of Supply

3.3



Down -13%
Vs. Year Ago

Months Of Supply



Months of Supply

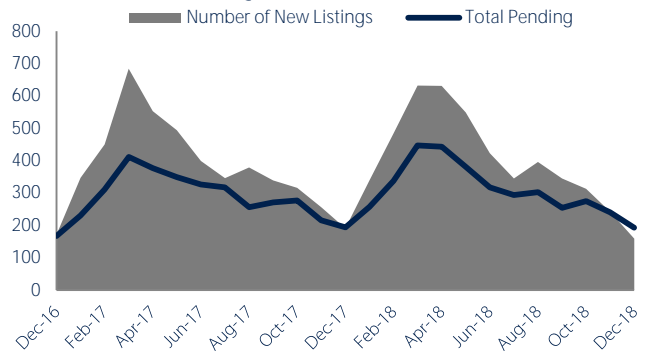
In December, there was 3.3 months of supply available in Charlottesville Area, compared to 3.9 in December 2017. That is a decrease of 14% versus a year ago.

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.

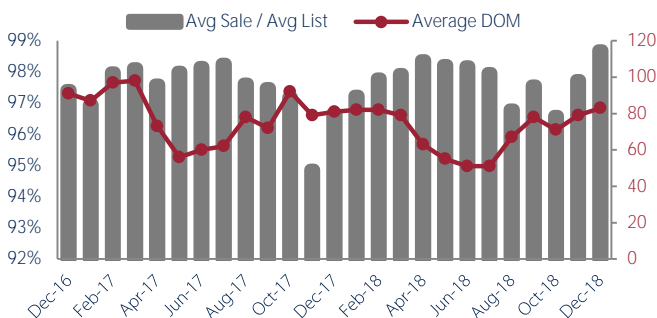
New Listings & Current Contracts

This month there were 159 homes newly listed for sale in Charlottesville Area compared to 191 in December 2017, a decrease of 17%. There were 193 current contracts pending sale this December compared to 194 a year ago. The number of current contracts is 1% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Charlottesville Area was 98.7% of the average list price, which is 2.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 83, higher than the average last year, which was 81, an increase of 2%.



*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.