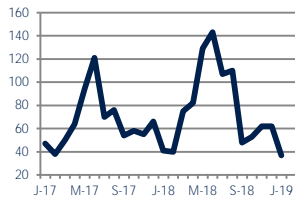


Units Sold

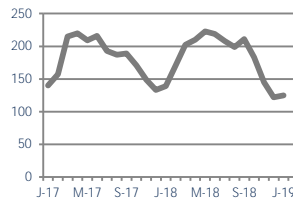
37



Down
Vs. Year Ago

Active Inventory

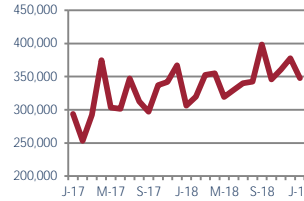
125



Down -10%
Vs. Year Ago

Median Sale Price

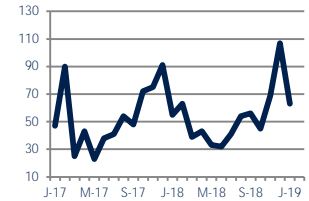
\$348,000



Up 14%
Vs. Year Ago

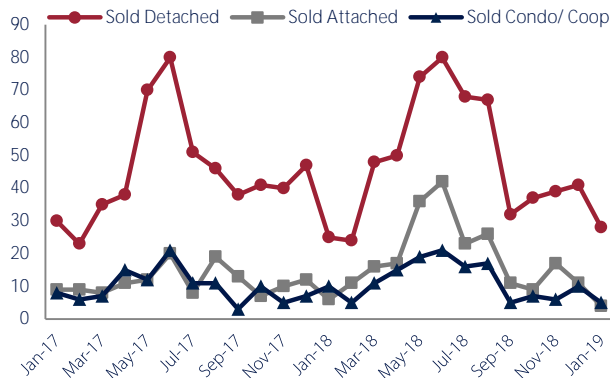
Days On Market

63



Up 15%
Vs. Year Ago

Units Sold*



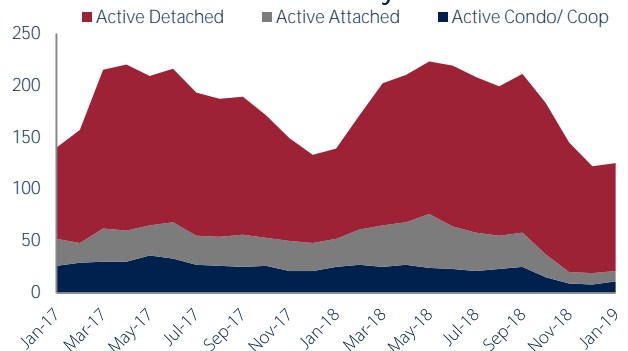
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 37 sold this month in City of Charlottesville. This month's total units sold was lower than at this time last year, a decrease from January 2018.

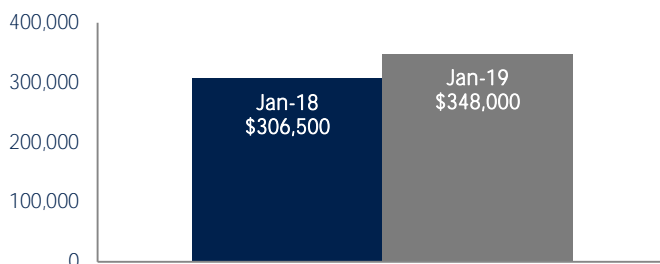
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 10%. The total number of active inventory this January was 125 compared to 139 in January 2018. This month's total of 125 is higher than the previous month's total supply of available inventory of 122, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for City of Charlottesville Homes was \$306,500. This January, the median sale price was \$348,000, an increase of 14% or \$41,500 compared to last year. The current median sold price is 8% lower than in December.

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



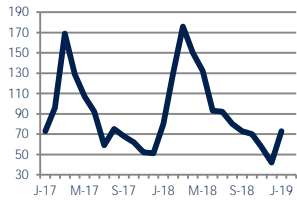
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CGARH and 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 or Long & Foster Real Estate, Inc.





New Listings

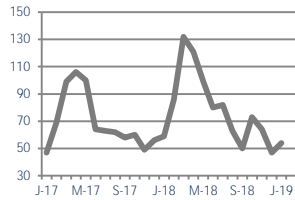
73



Down -9%
Vs. Year Ago

Current Contracts

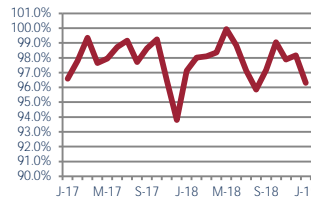
54



Down -8%
Vs. Year Ago

Sold Vs. List Price

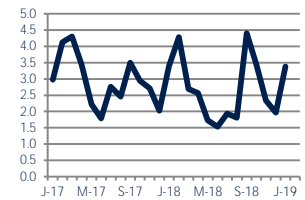
96.3%



Down -0.8%
Vs. Year Ago

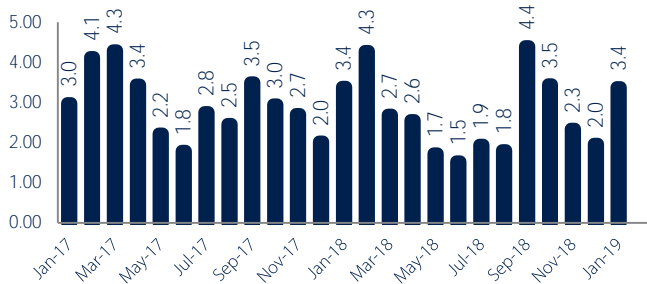
Months of Supply

3.4



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

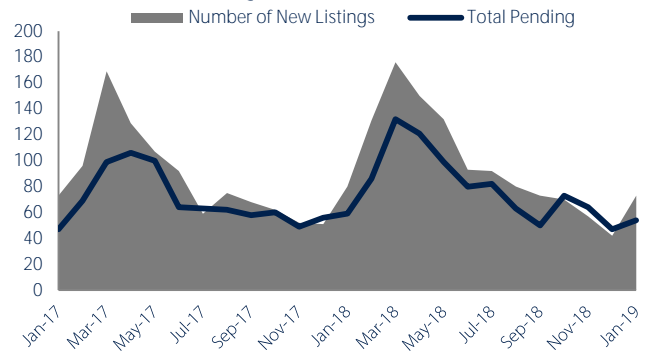
In January, there was 3.4 months of supply available in City of Charlottesville. The amount of supply is similar compared to a year ago.

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.

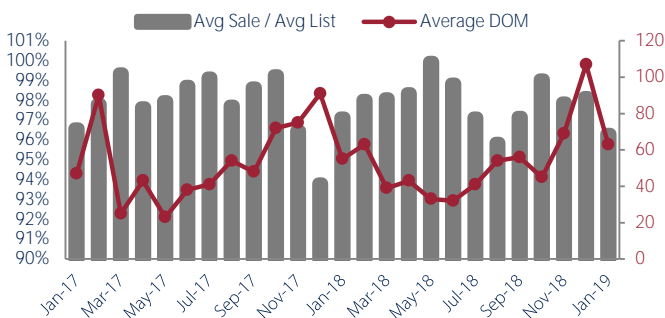
New Listings & Current Contracts

This month there were 73 homes newly listed for sale in City of Charlottesville compared to 80 in January 2018, a decrease of 9%. There were 54 current contracts pending sale this January compared to 59 a year ago. The number of current contracts is 8% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in City of Charlottesville was 96.3% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 63, higher than the average last year, which was 55, an increase of 15%.



*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.

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