

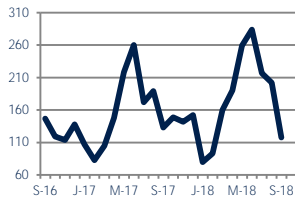
## Focus On: Greater Charlottesville Housing Market

September 2018

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

### Units Sold

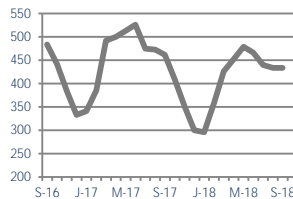
118



Down -11%  
Vs. Year Ago

### Active Inventory

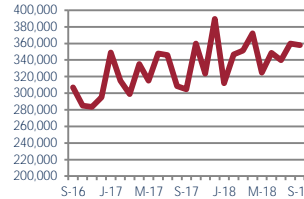
434



Down -6%  
Vs. Year Ago

### Median Sale Price

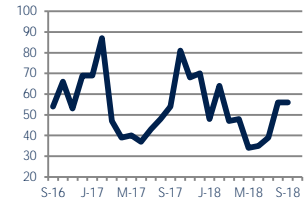
\$358,000



Up 17%  
Vs. Year Ago

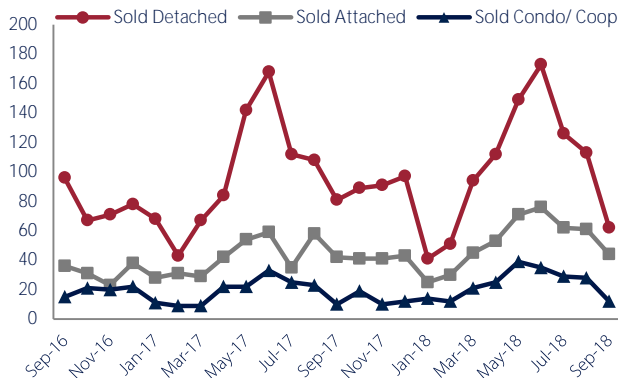
### Days On Market

56



Up 4%  
Vs. Year Ago

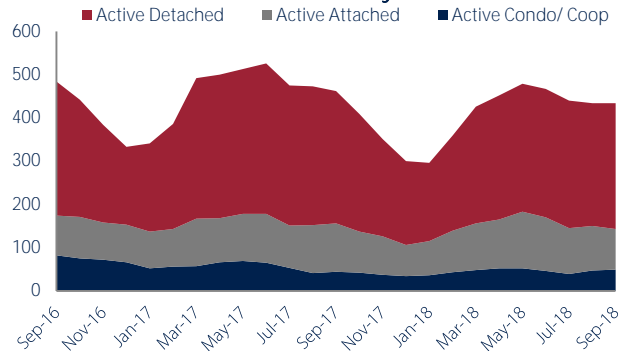
### Units Sold\*



### Units Sold

There was a decrease in total units sold in September, with 118 sold this month in Greater Charlottesville. This month's total units sold was lower than at this time last year.

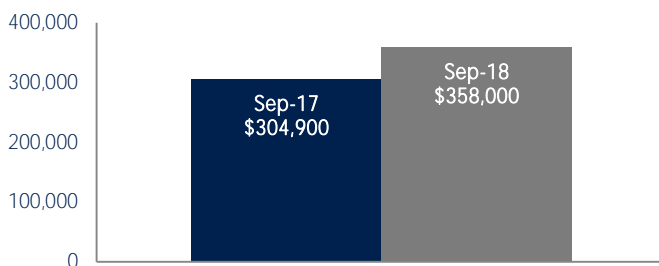
### Active Inventory\*



### Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 6%. The total number of active inventory this September was 434 compared to 462 in September 2017. This month's supply remained stable as compared to last month.

### Median Sale Price



### Median Sale Price

Last September, the median sale price for Greater Charlottesville Homes was \$304,900. This September, the median sale price was \$358,000, an increase of 17% or \$53,100 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.

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 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.



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INTERNATIONAL REAL ESTATE



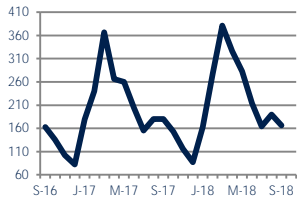
# Focus On: Greater Charlottesville Housing Market

September 2018

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

## New Listings

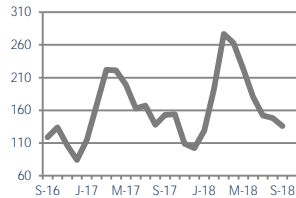
166



Down -8%  
Vs. Year Ago

## Current Contracts

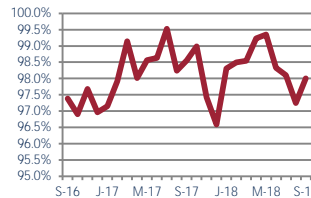
136



Down -11%  
Vs. Year Ago

## Sold Vs. List Price

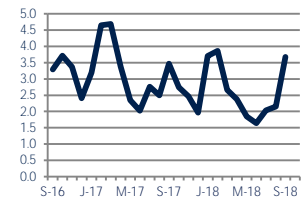
98.0%



Down -0.6%  
Vs. Year Ago

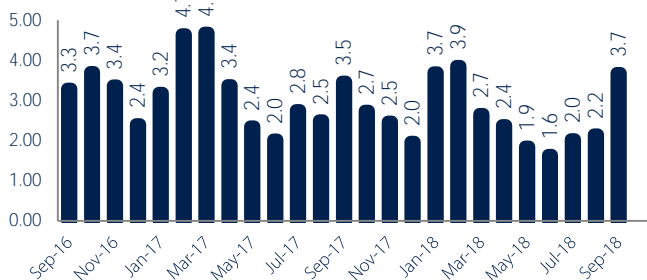
## Months of Supply

3.7



Up 6%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

In September, there was 3.7 months of supply available in Greater Charlottesville, compared to 3.5 in September 2017. That is an increase of 6% versus a year ago.

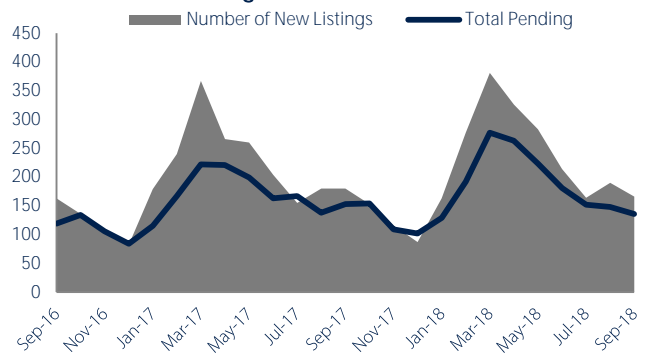
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

## New Listings & Current Contracts

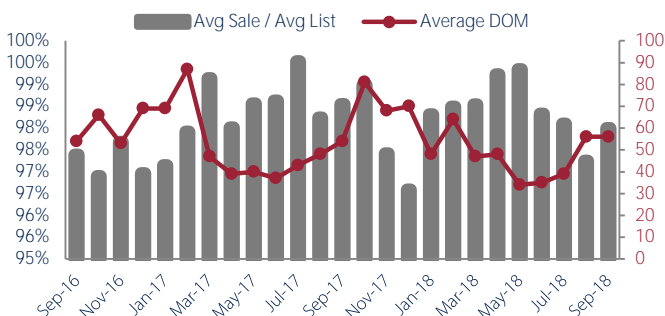
This month there were 166 homes newly listed for sale in Greater Charlottesville compared to 180 in September 2017, a decrease of 8%.

There were 136 current contracts pending sale this September compared to 153 a year ago. The number of current contracts is 11% lower 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 98.0% of the average list price, which is 0.6% lower 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 54, an increase of 4%.



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