

Market Conditions Report

Charlottesville, VA Area

September 2018



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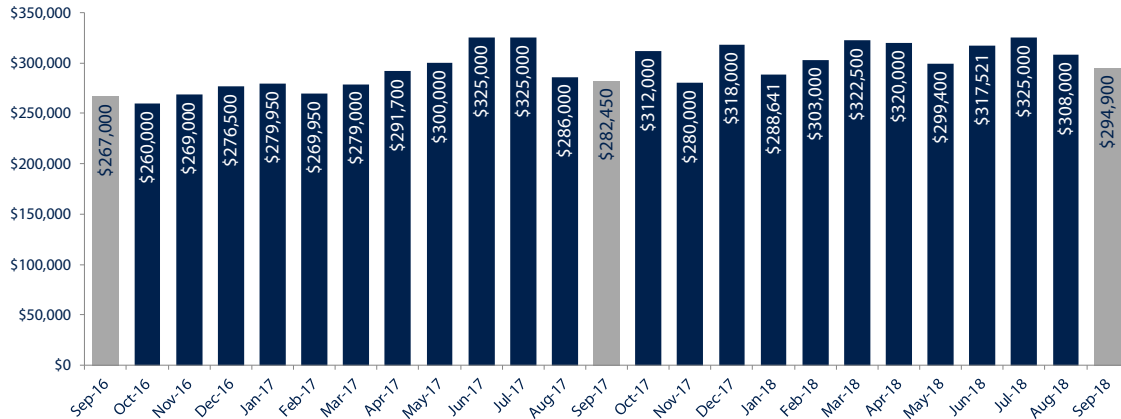
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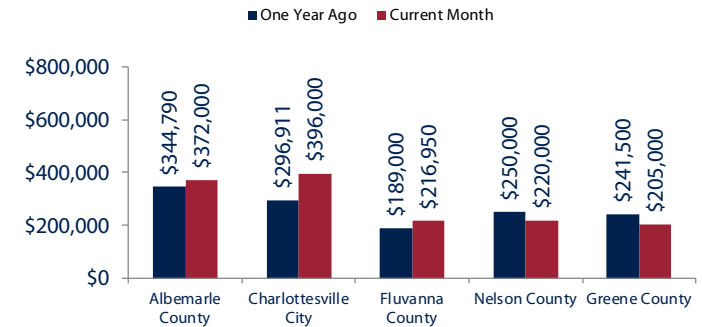
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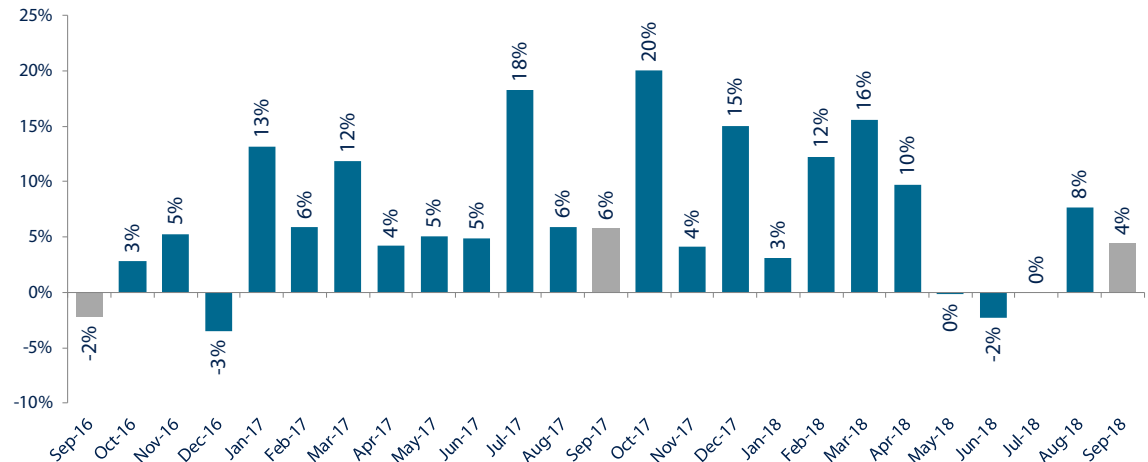
Median Sales Price



Median Sale Price
Of Top Five Counties/Cities Based on Total Units Sold



Median Sale Price
Percent Change Year/Year



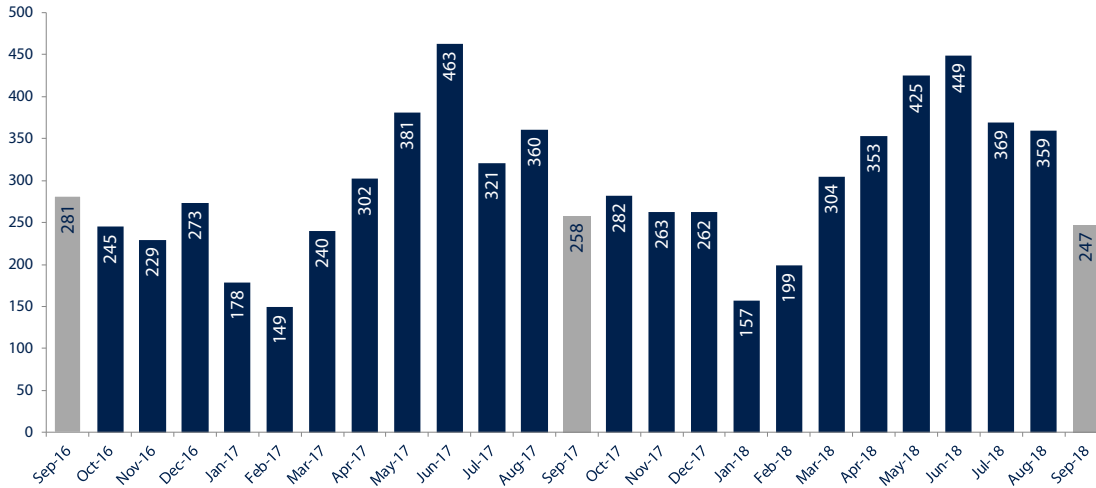
Highlights

- This September, the median sale price was \$294,900, an increase of 4% compared to last year.
- The current median sale price was 4% lower than in August.

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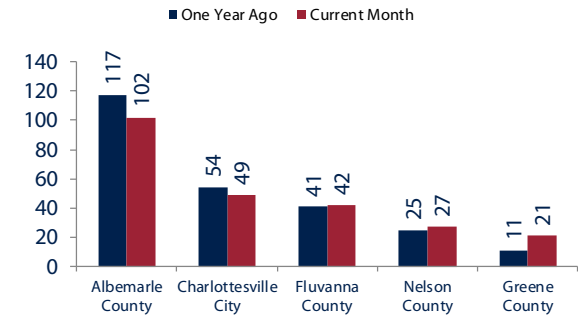
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Total Units Sold



Total Units Sold

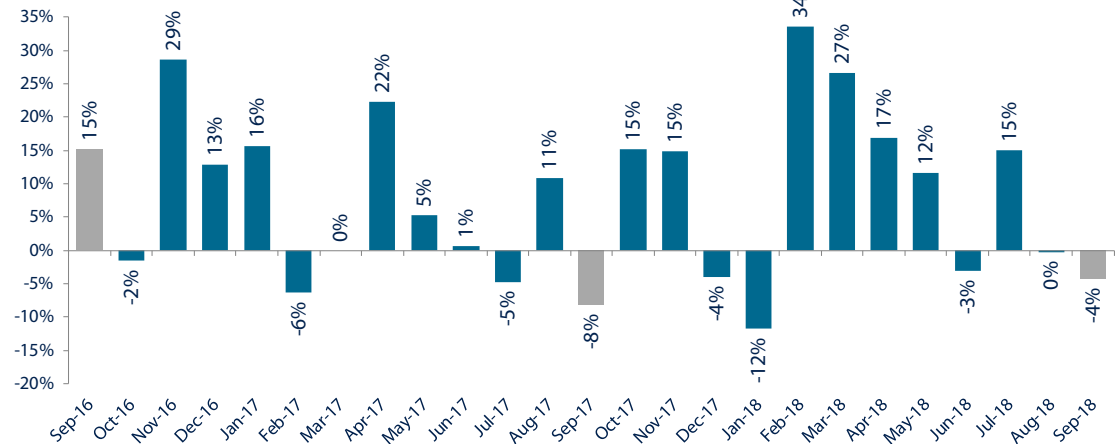
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 4% versus September 2017.
- There was a decrease of 31% in total units sold in September compared to August.

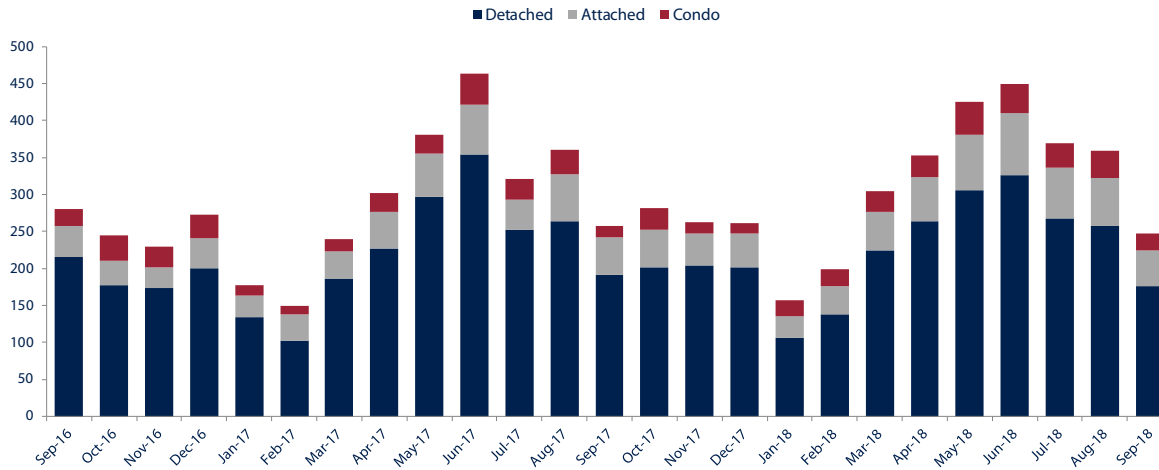
Total Units Sold
Percent Change Year/Year



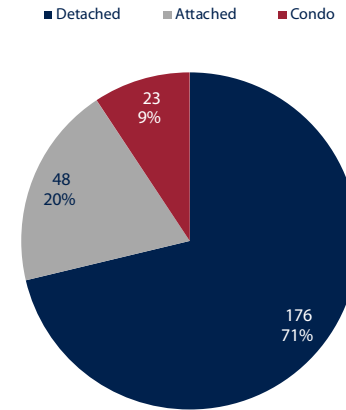
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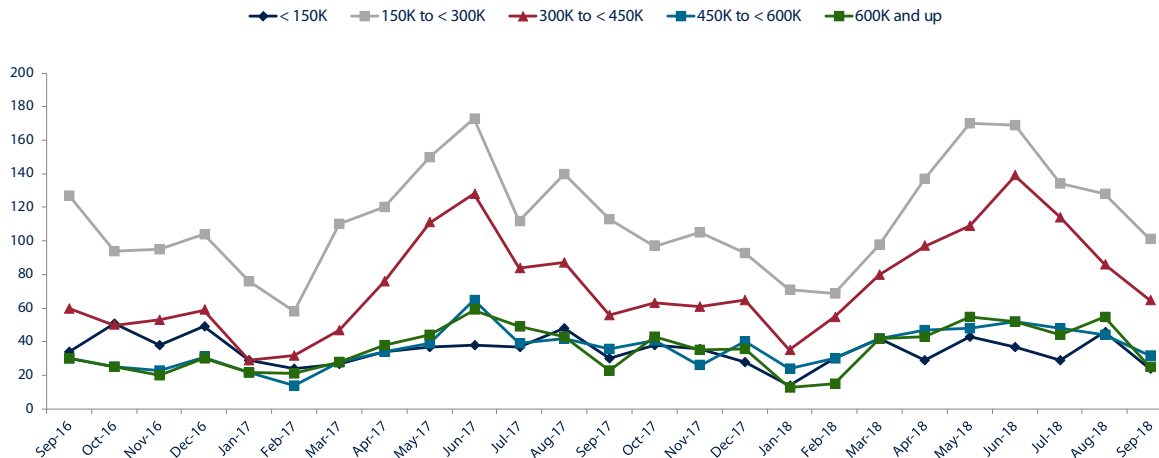
Total Units Sold by Type



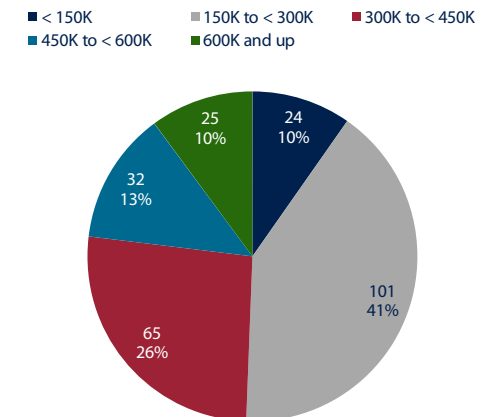
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



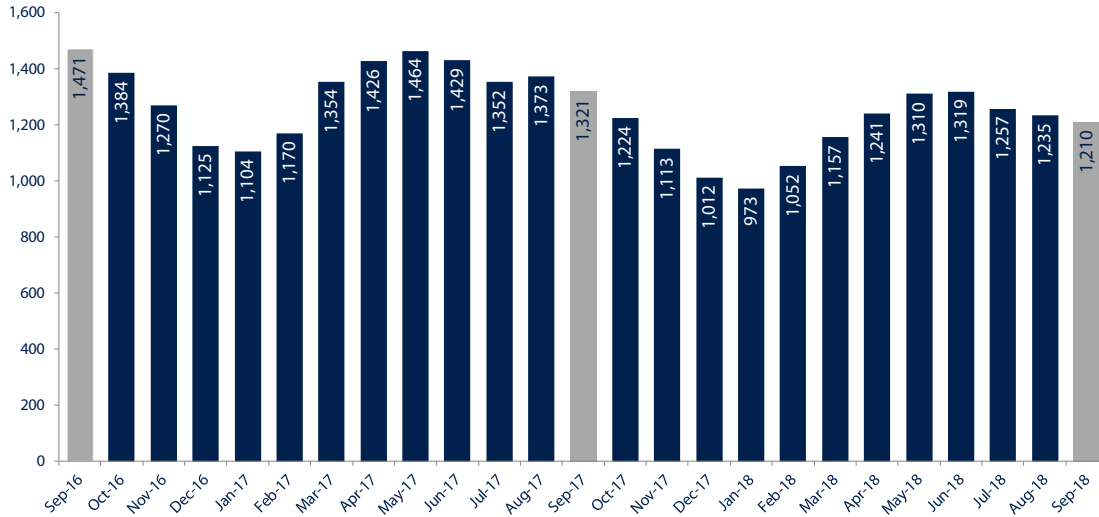
Total Units Sold by Price Range
Current Month



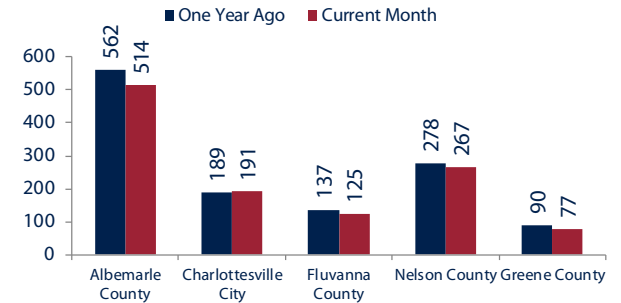
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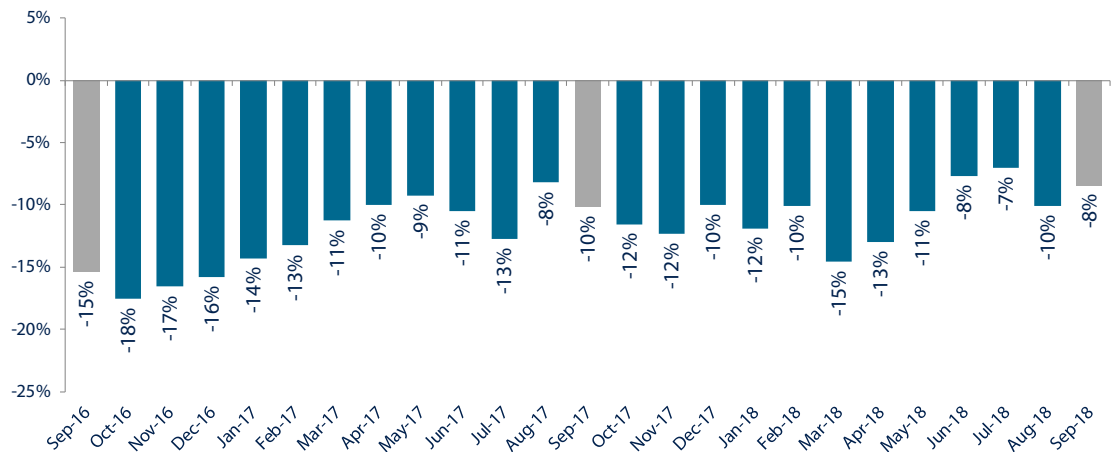
Total Active Inventory



Total Active Inventory
Of Top Five Counties/Cities Based on Total Units Sold



Total Active Inventory
Percent Change Year/Year



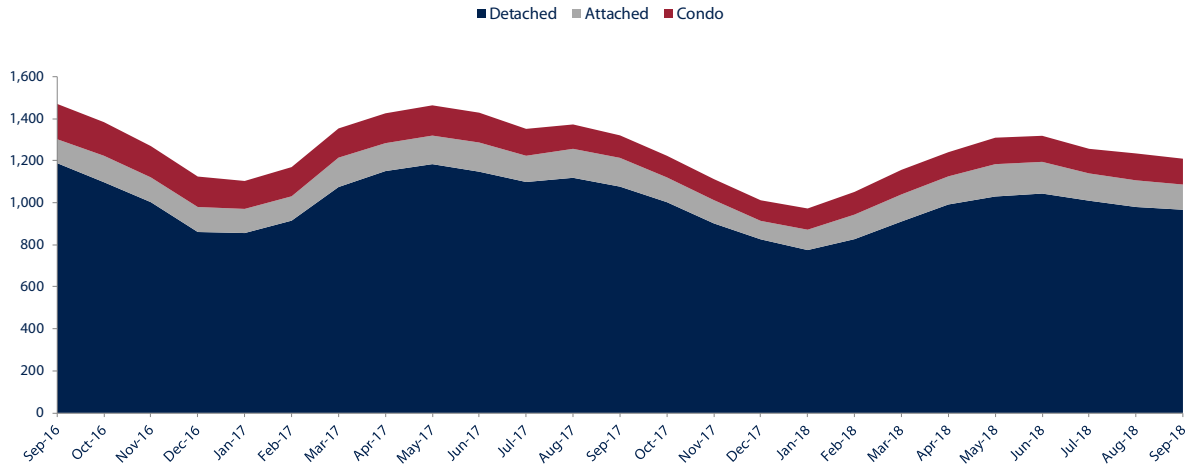
Highlights

- September's total active inventory of 1,210 units was 2% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 111 units or 8%.

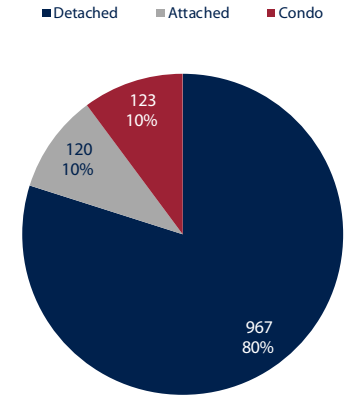
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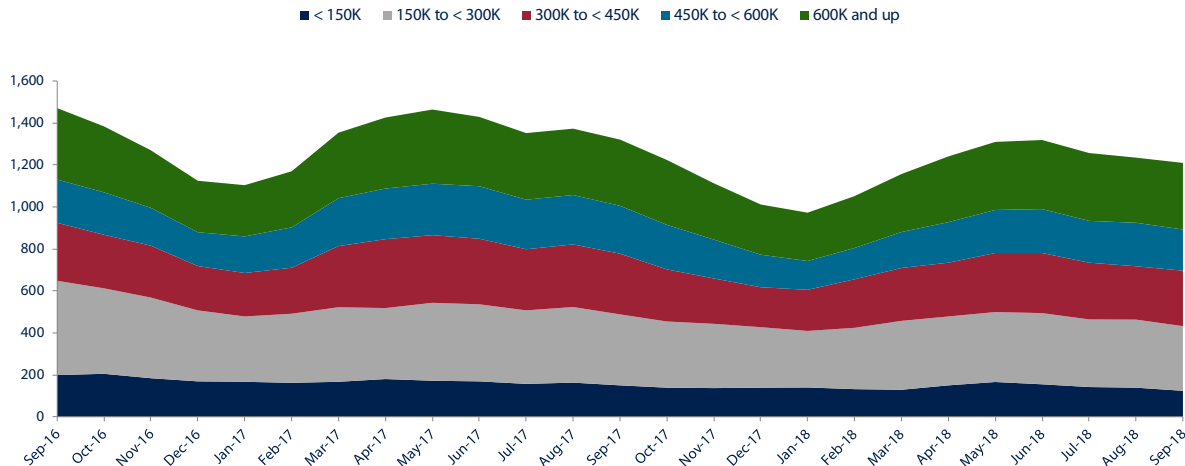
Total Active Inventory by Type



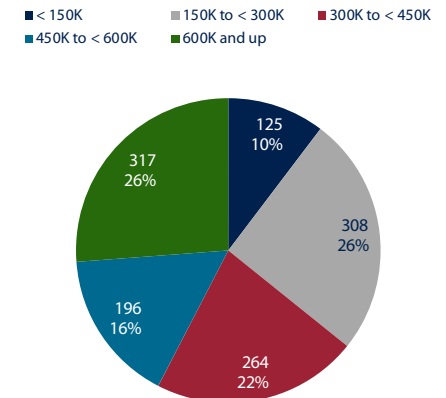
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



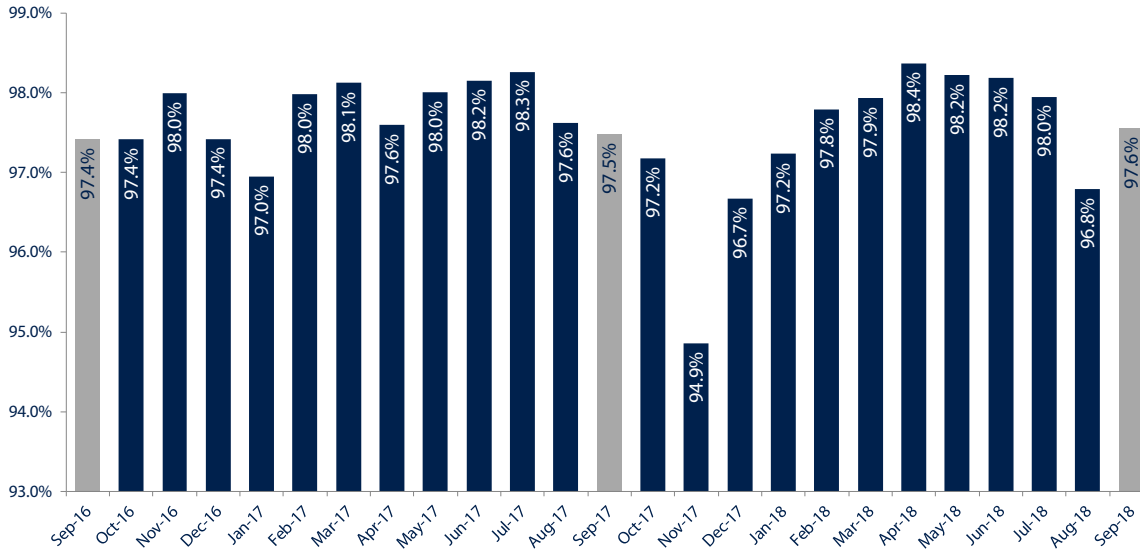
Total Active Inventory by Price Range Current Month



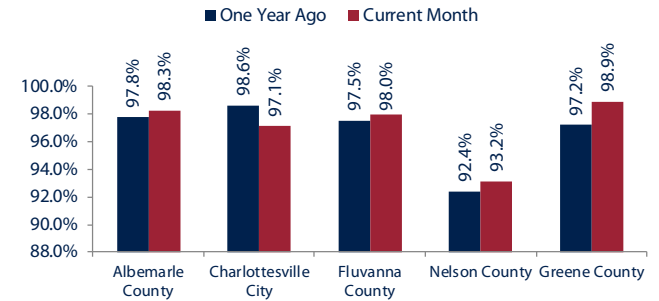
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Charlottesville Area - September 2018

Average Sale Price as a Percent of List Price



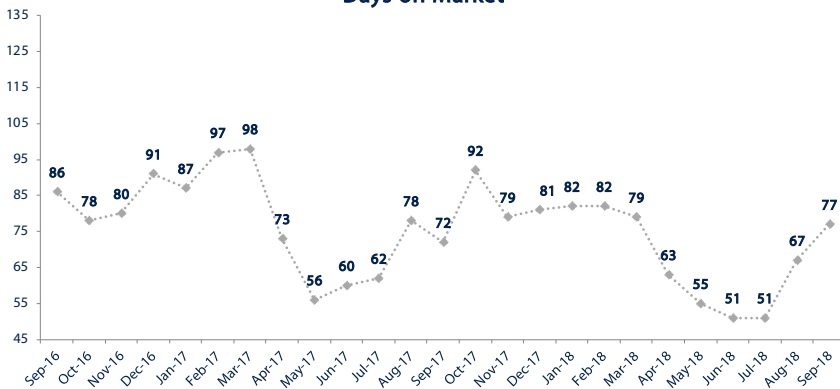
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



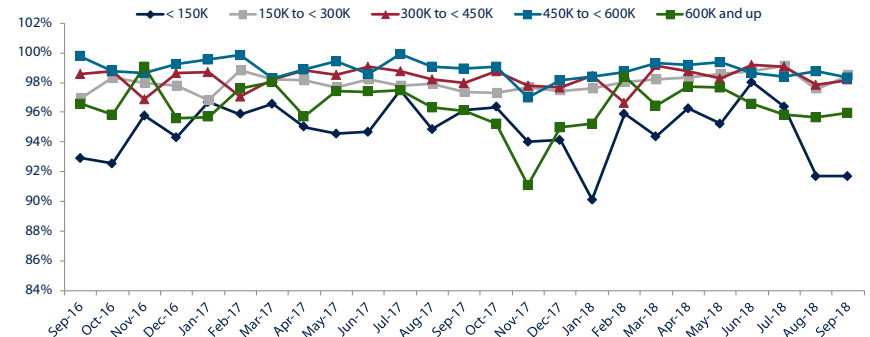
Days on Market	
Current Month	One Year Ago
77	72
Up 7% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.6%	97.5%
Up 0.1% Vs. Year Ago	

Days on Market



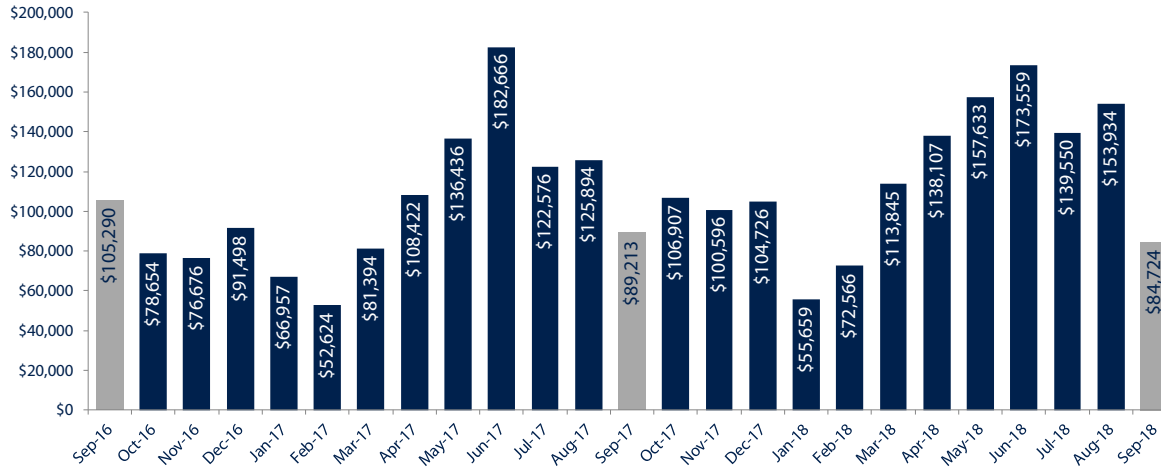
Average Sale Price as a Percent of List Price
by Price Range



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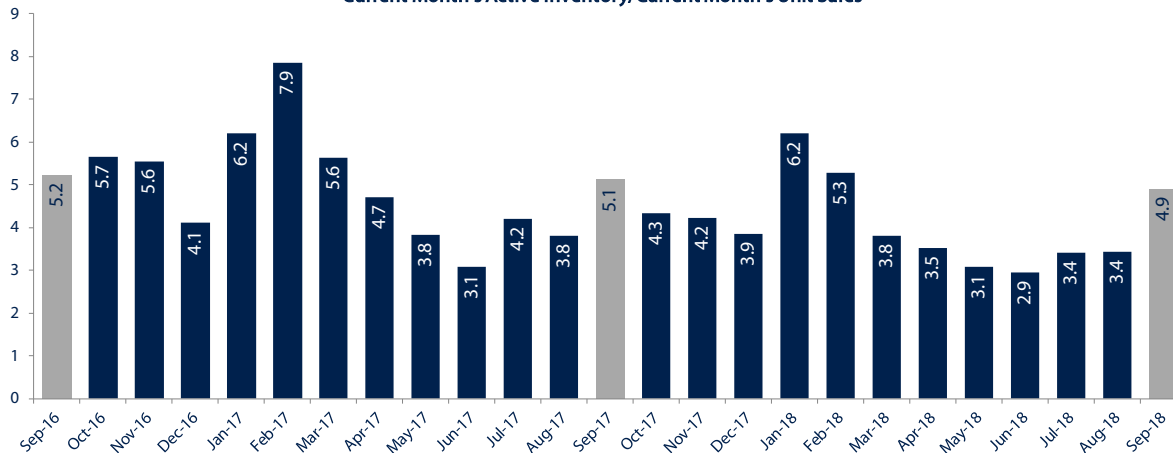
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 5% less than the same month one year ago.
- In September, there was 4.9 months of supply available, compared to 5.1 in September 2017. That was a decrease of 4% versus a year ago.

Months of Supply
Current Month's Active Inventory/Current Month's Unit Sales



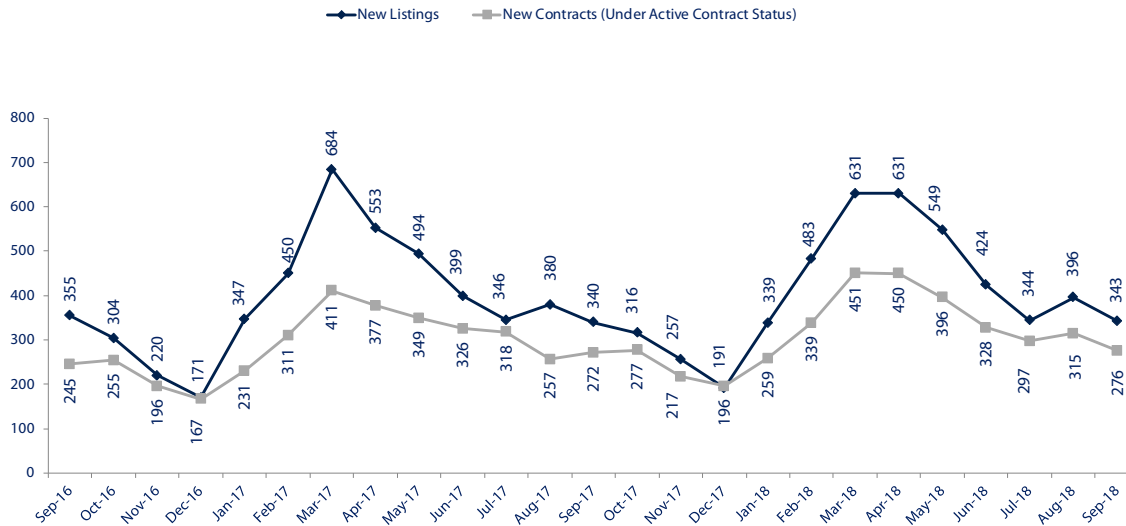
Total Dollar Volume Sold	
Current Month	One Year Ago
\$84,724,077	\$89,212,915
Down -5% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
4.9	5.1
Down -4% Vs. Year Ago	

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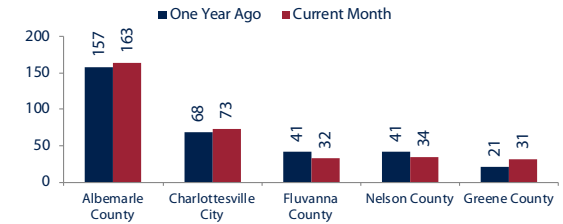
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New Listings & New Contracts



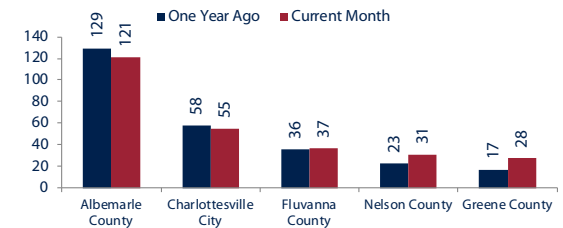
New Listings

Of Top Five Counties/Cities Based on Total Units Sold



New Contracts

Of Top Five Counties/Cities Based on Total Units Sold



New Listings	
Current Month	One Year Ago
343	340
Up 1% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
276	272
Up 1% Vs. Year Ago	

Highlights

- Based on this month's amount of new listings and new contracts, the ratio of home supply (new listings) to current home demand (new contracts) was 1.2, similar to the ratio from one year ago.

Supply/Demand Ratio

Number of New Listings to New Contracts

