

Market Conditions Report

Charlottesville, VA Area

February 2018 | longandfoster.com



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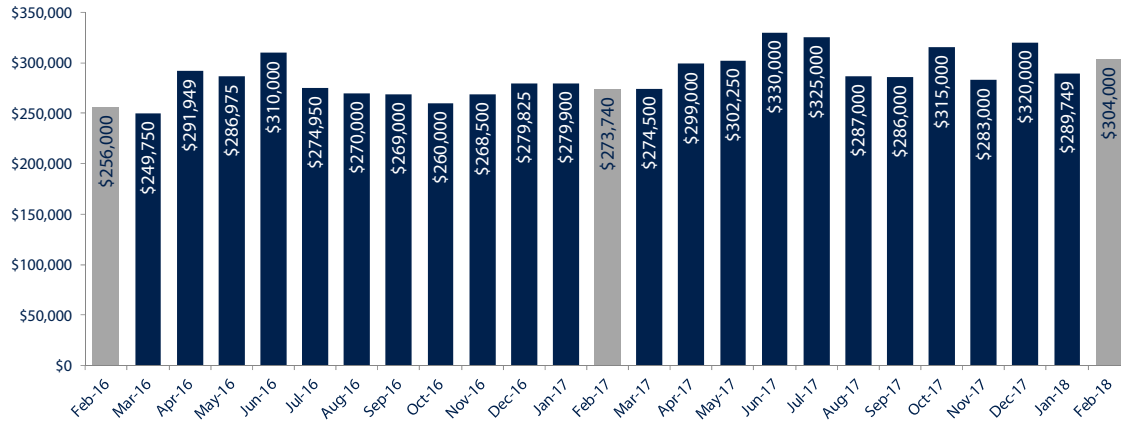
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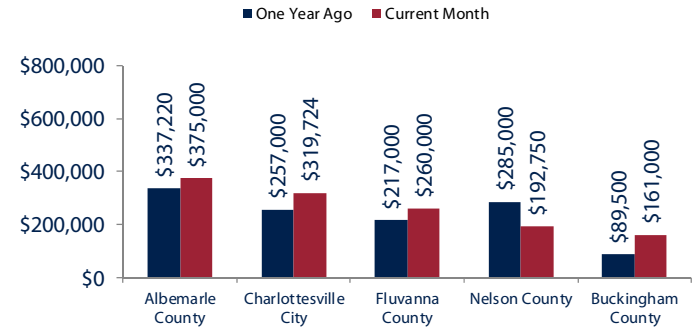
Long & Foster Market Conditions Report

Charlottesville Area - February 2018

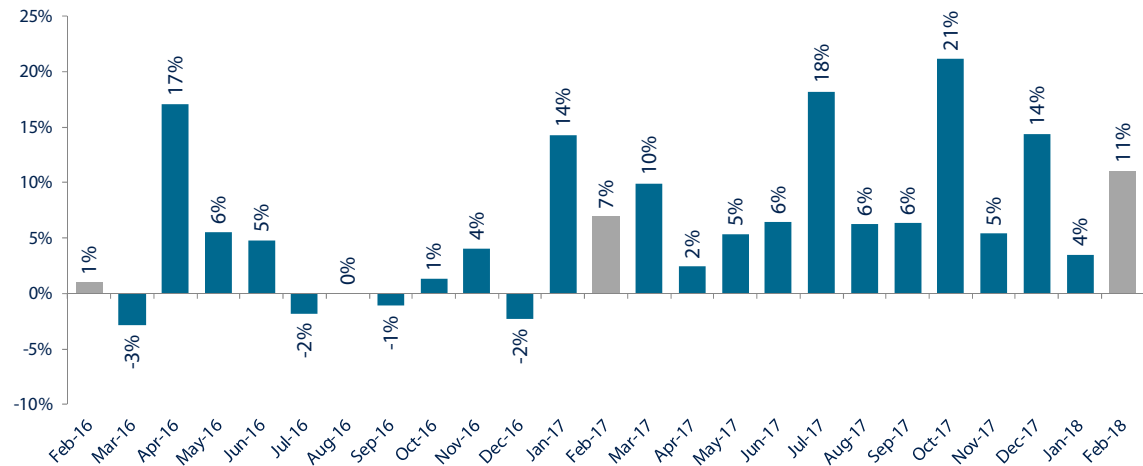
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



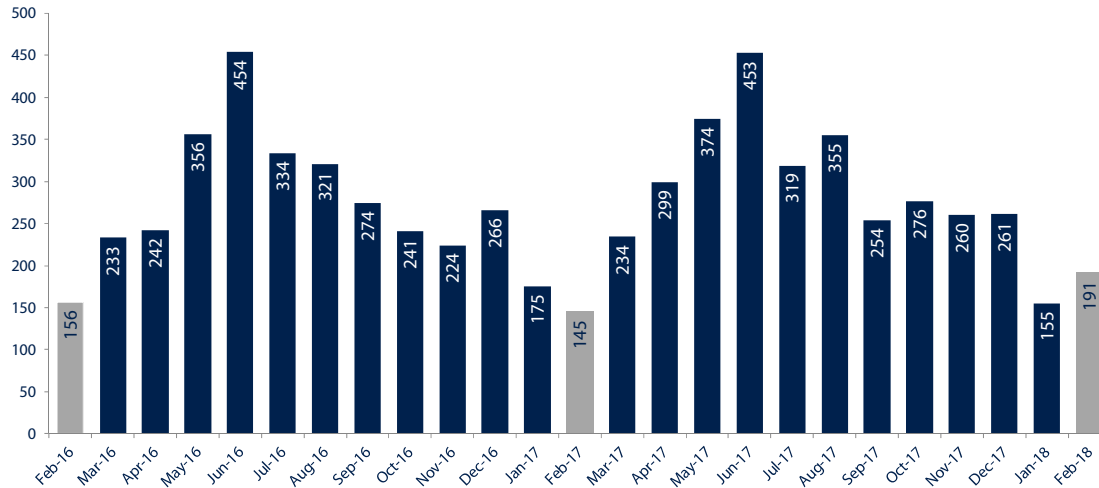
Highlights

- This February, the median sale price was \$304,000, an increase of 11% compared to last year.
- The current median sale price was 5% higher than in January.

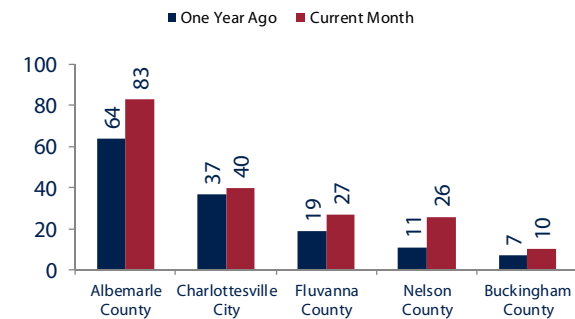
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Total Units Sold



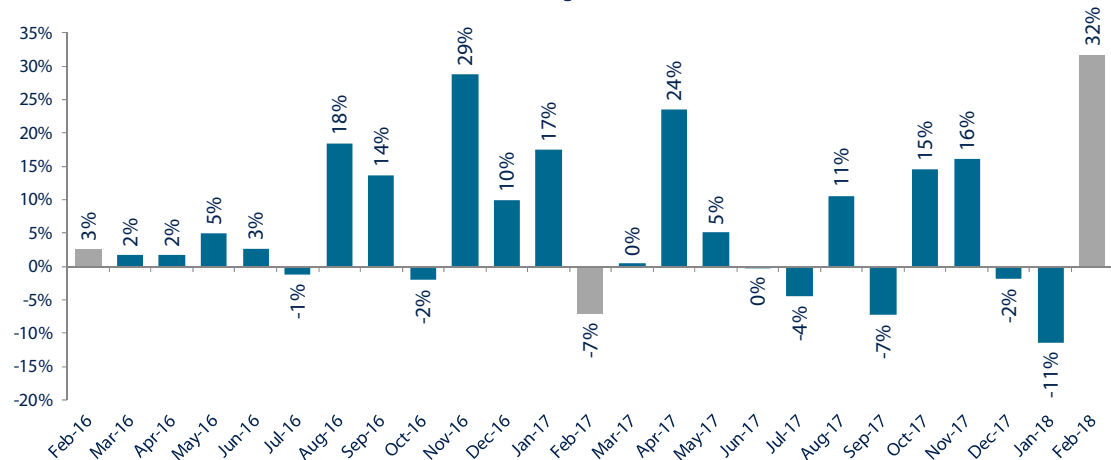
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was higher than at this time last year, an increase of 32% versus February 2017.
- There was an increase of 23% in total units sold in February compared to January.

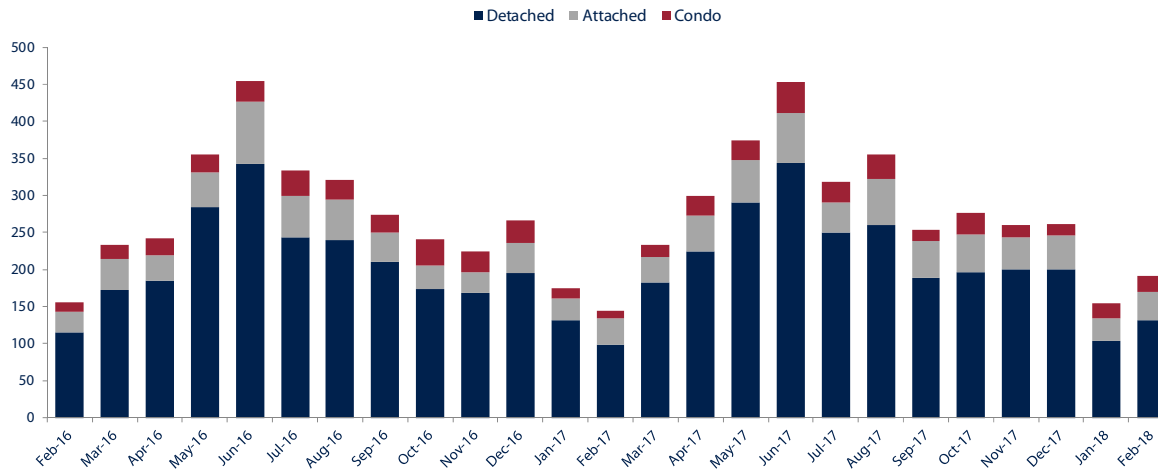
Total Units Sold
Percent Change Year/Year



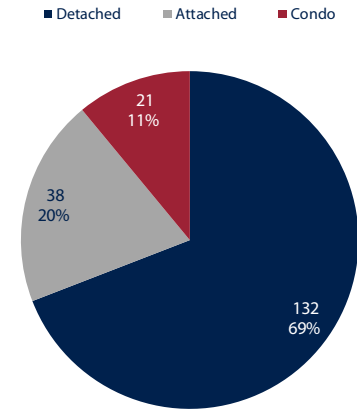
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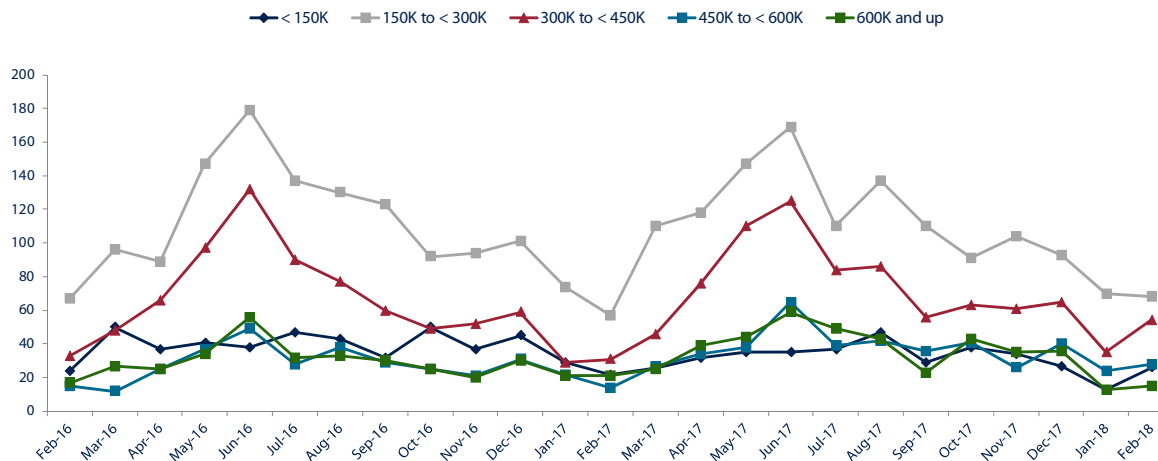
Total Units Sold by Type



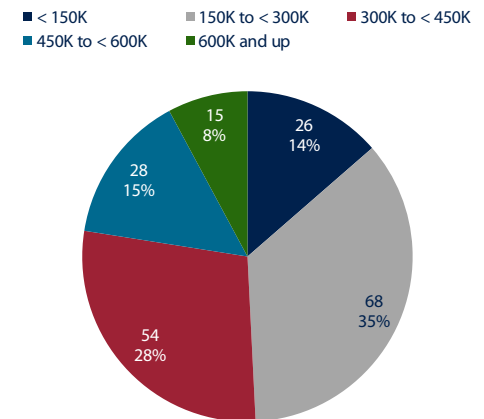
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



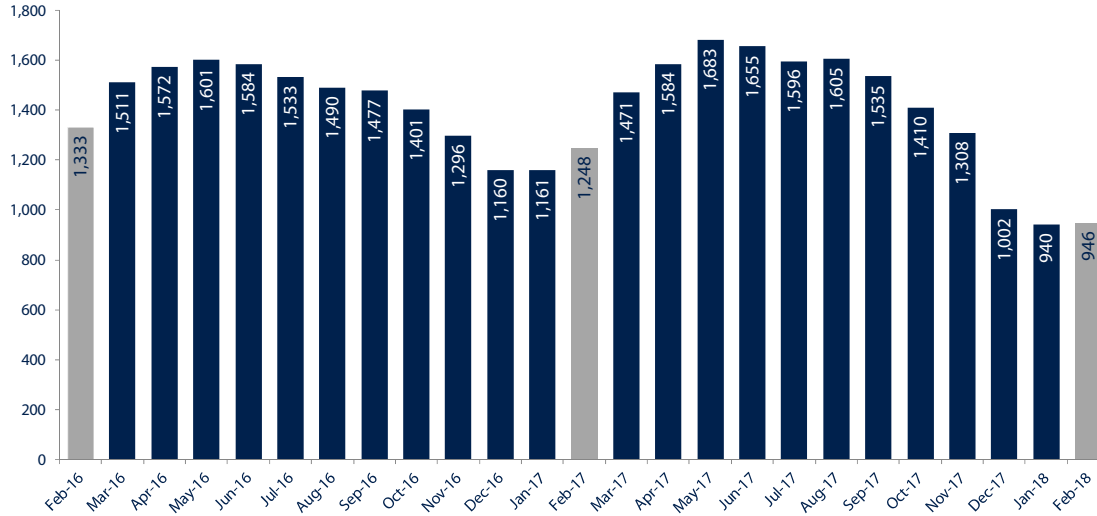
**Total Units Sold by Price Range
Current Month**



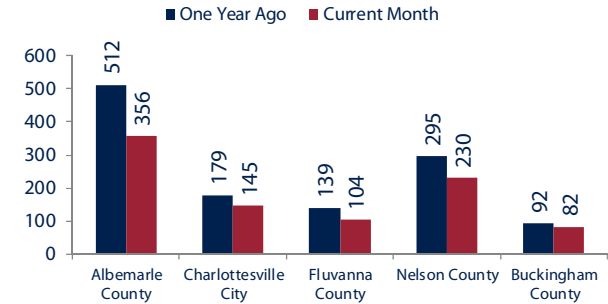
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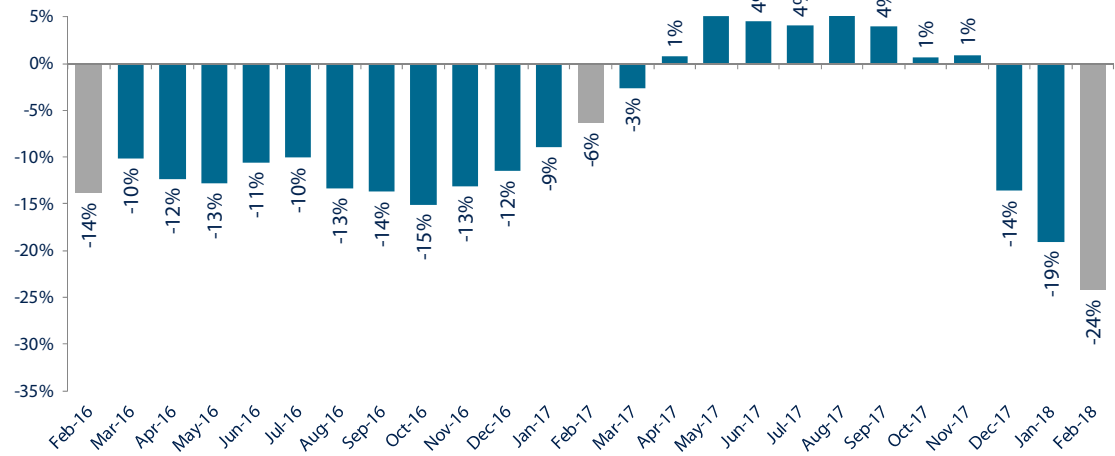
Total Active Inventory



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



**Total Active Inventory
Percent Change Year/Year**



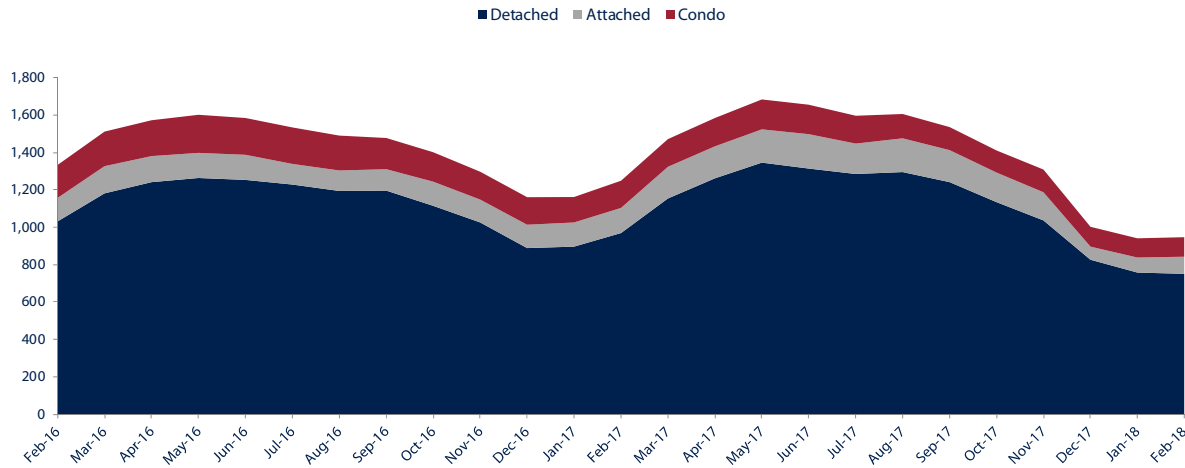
Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus February 2017, the total number of homes available was lower by 302 units or 24%.

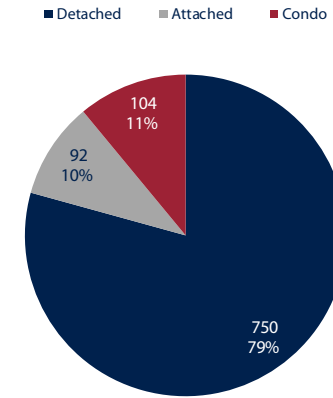
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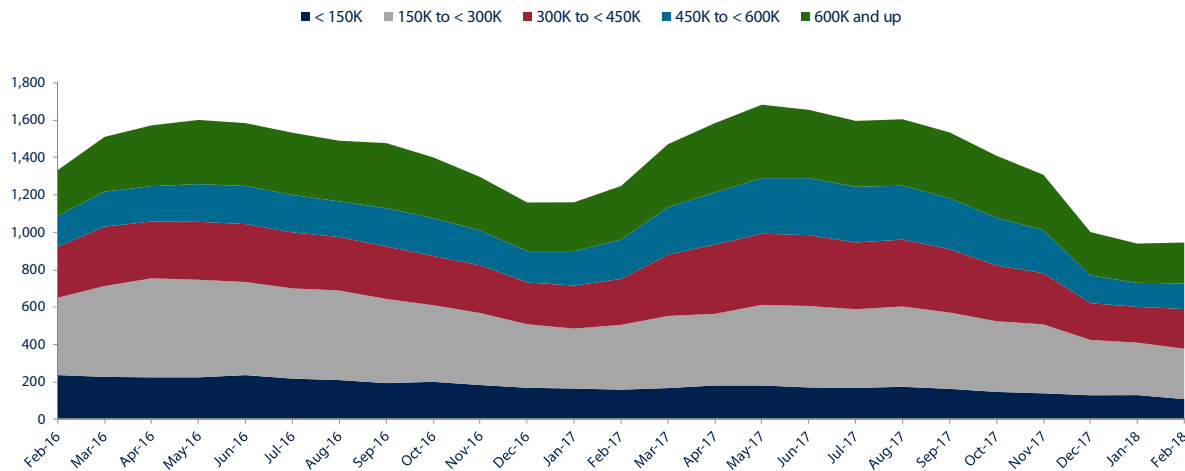
Total Active Inventory by Type



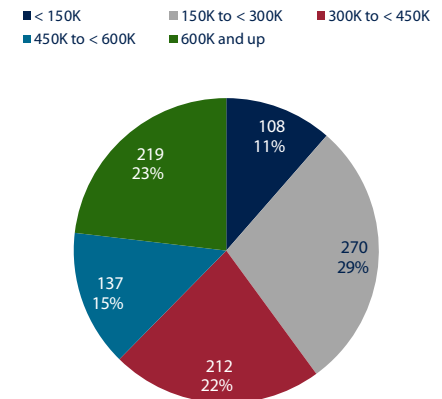
Total Active Inventory by Type
Current Month



Total Active Inventory by Price Range



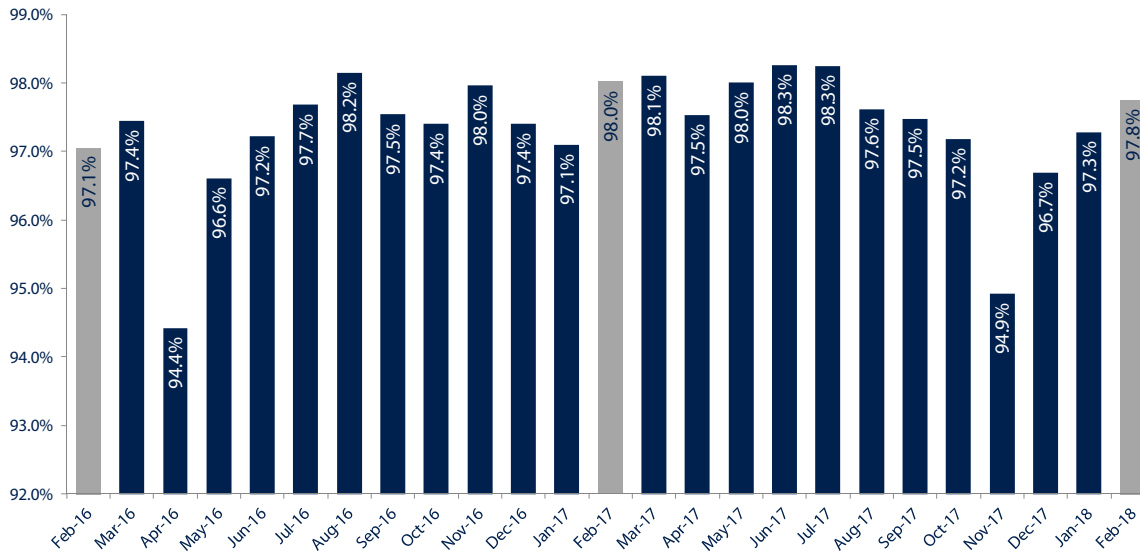
Total Active Inventory by Price Range
Current Month



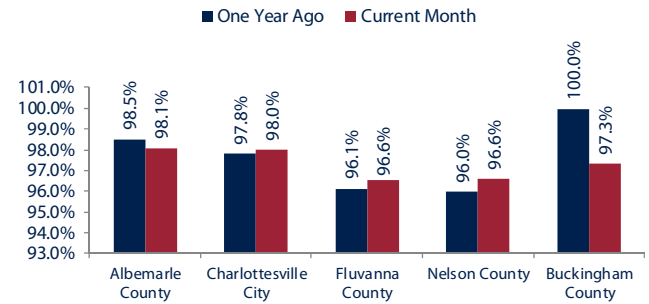
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Charlottesville Area - February 2018

Average Sale Price as a Percent of List Price



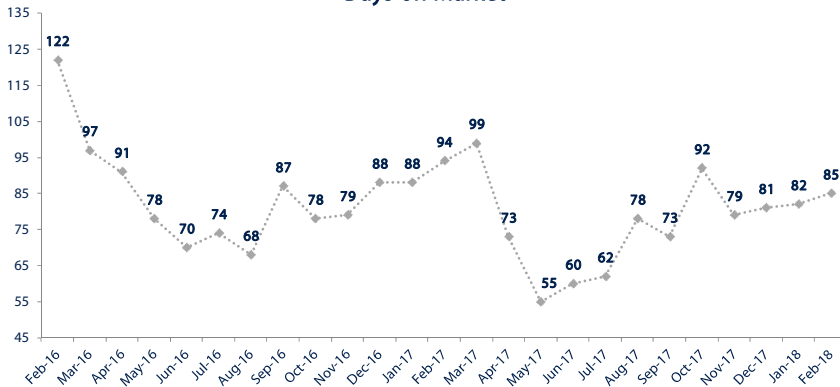
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



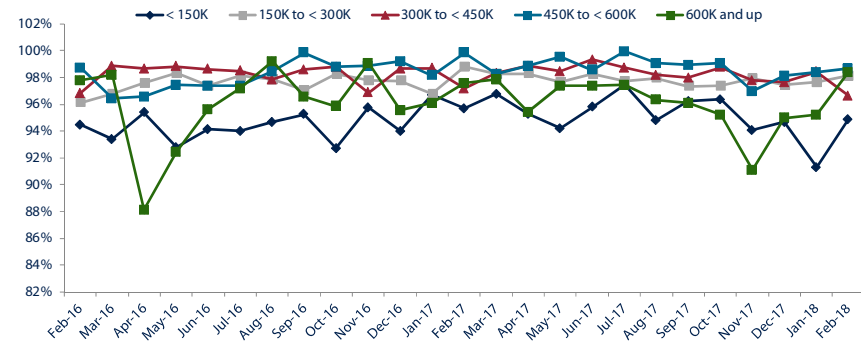
Days on Market	
Current Month	One Year Ago
85	94
Down -10% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.8%	98.0%
Down -0.3% Vs. Year Ago	

Days on Market



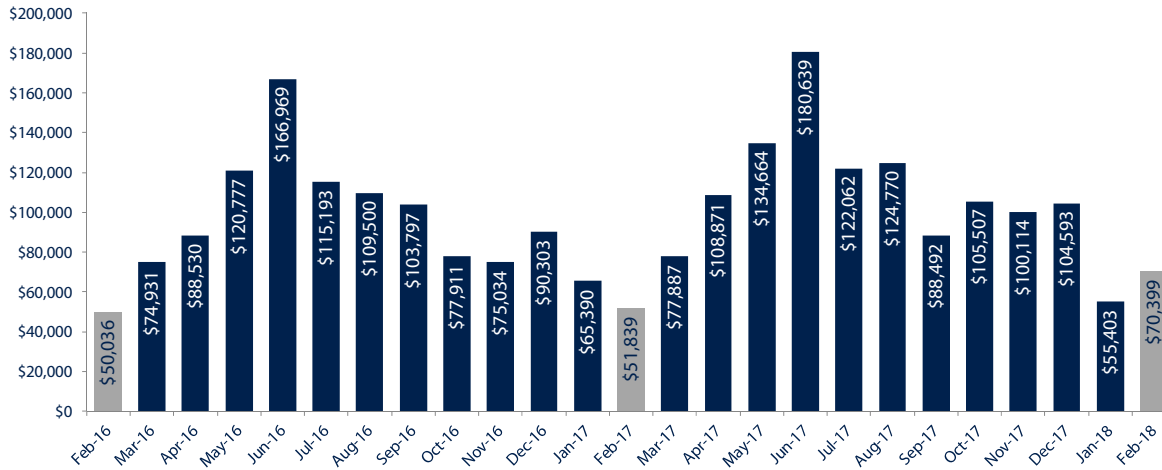
Average Sale Price as a Percent of List Price
by Price Range



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Charlottesville Area - February 2018

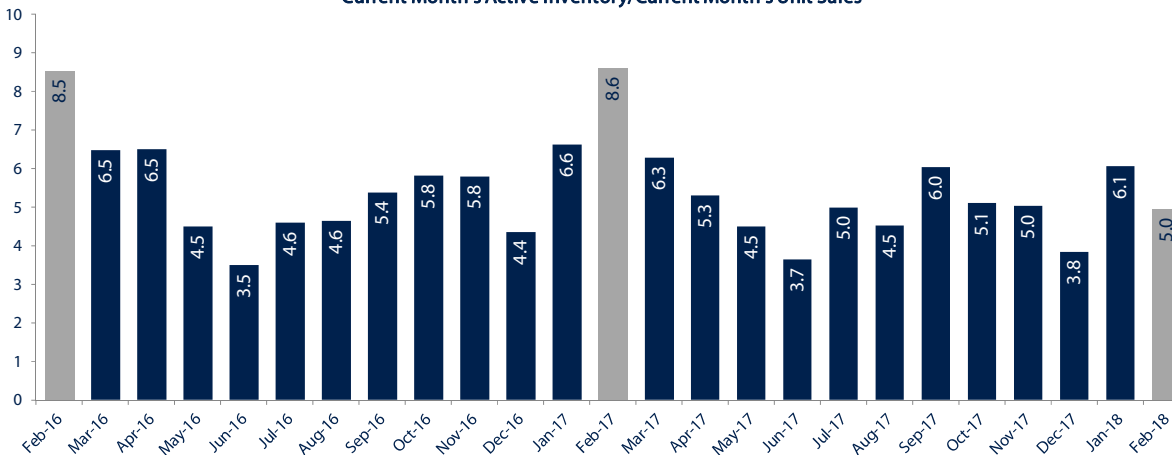
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this February was 36% greater than the same month one year ago.
- In February, there was 5.0 months of supply available, compared to 8.6 in February 2017. That was a decrease of 43% versus a year ago.

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



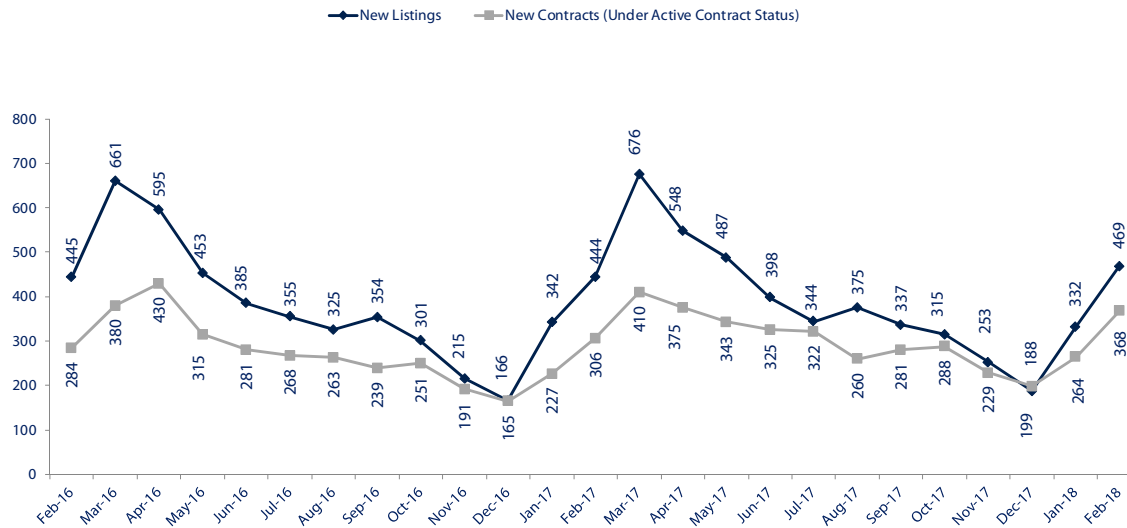
Total Dollar Volume Sold	
Current Month	One Year Ago
\$70,399,147	\$51,839,391
Up 36% Vs. Year Ago	

Months of Supply	
Current Month	One Year Ago
5.0	8.6
Down -43% Vs. Year Ago	

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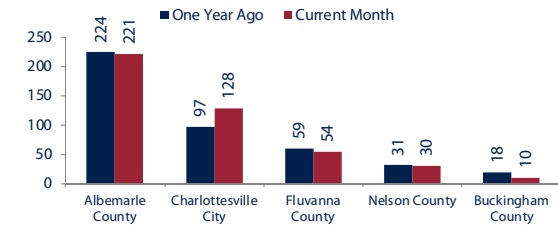
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New Listings & New Contracts



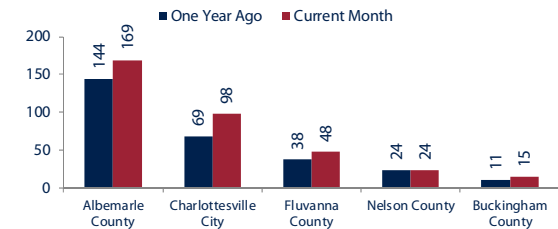
New Listings

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
469	444
Up 6% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
368	306
Up 20% 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 1.3, a decrease of 12% from February 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

