

# Market Conditions Report

Charlottesville, VA Area

January 2019



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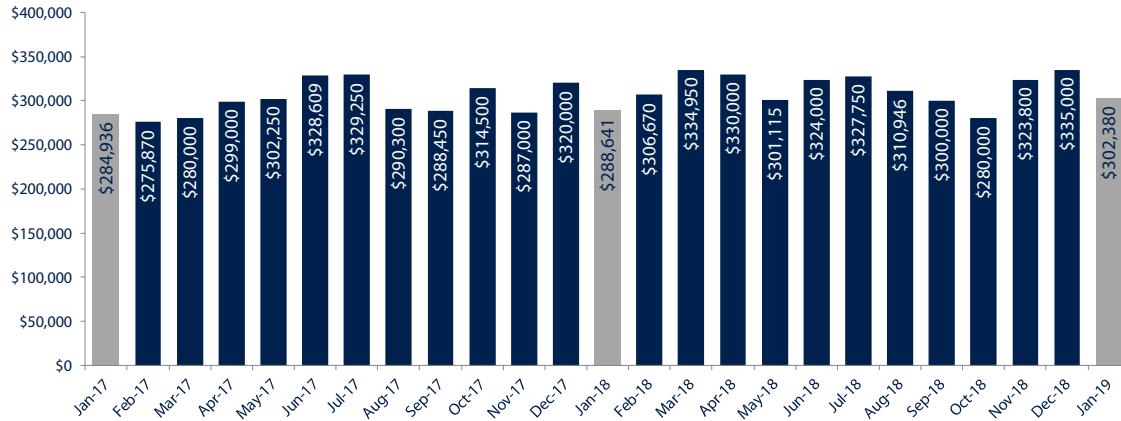
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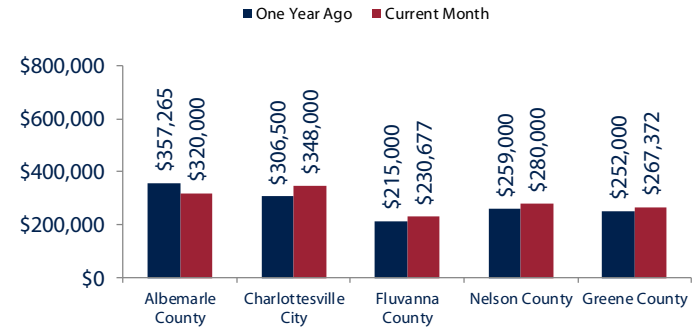
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2019

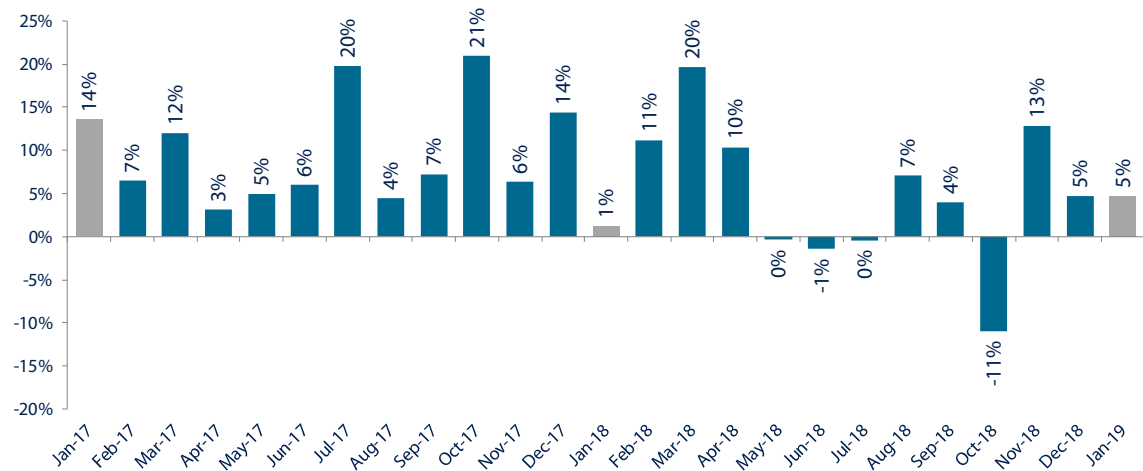
Median Sales Price



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



Median Sale Price  
Percent Change Year/Year



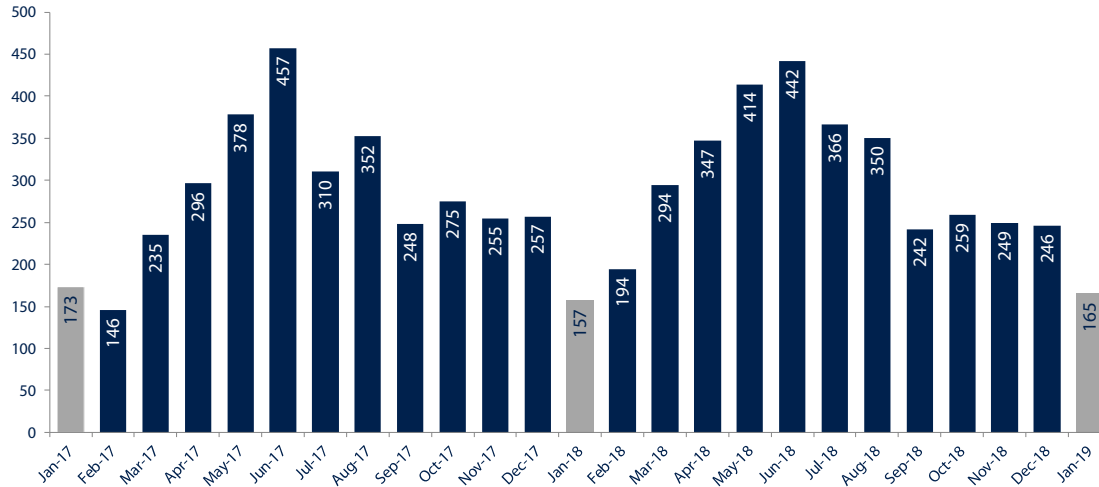
**Highlights**

- This January, the median sale price was \$302,380, an increase of 5% compared to last year.
- The current median sale price was 10% lower than in December.

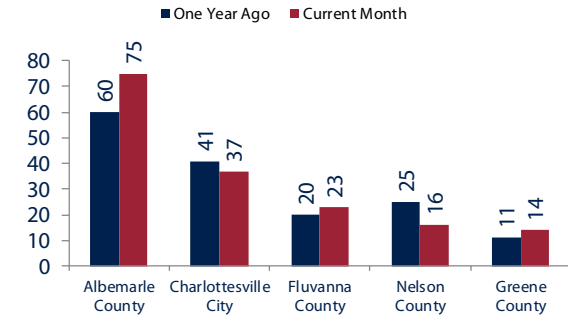
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## Charlottesville Area - January 2019

**Total Units Sold**



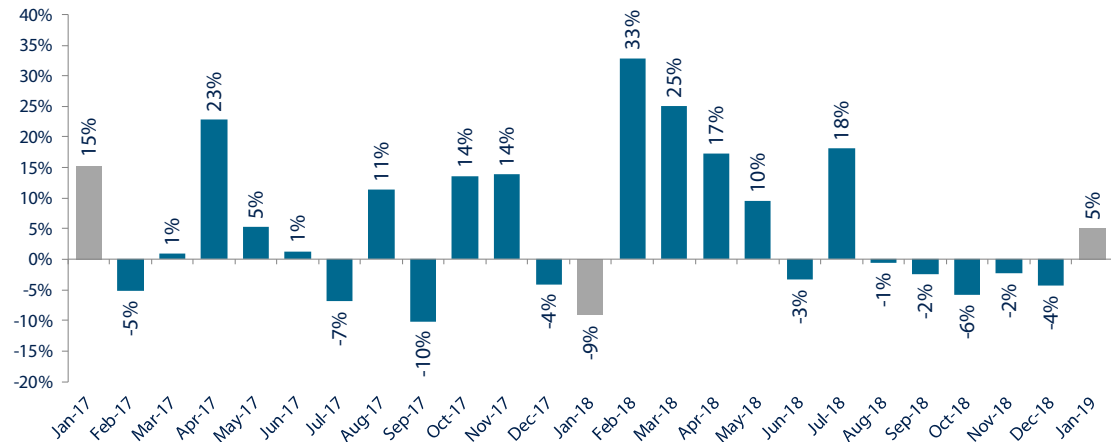
**Total Units Sold**  
Of Top Five Counties/Cities Based on Total Units Sold



### Highlights

- This month's total units sold was higher than at this time last year, an increase of 5% versus January 2018.
- There was a decrease of 33% in total units sold in January compared to December.

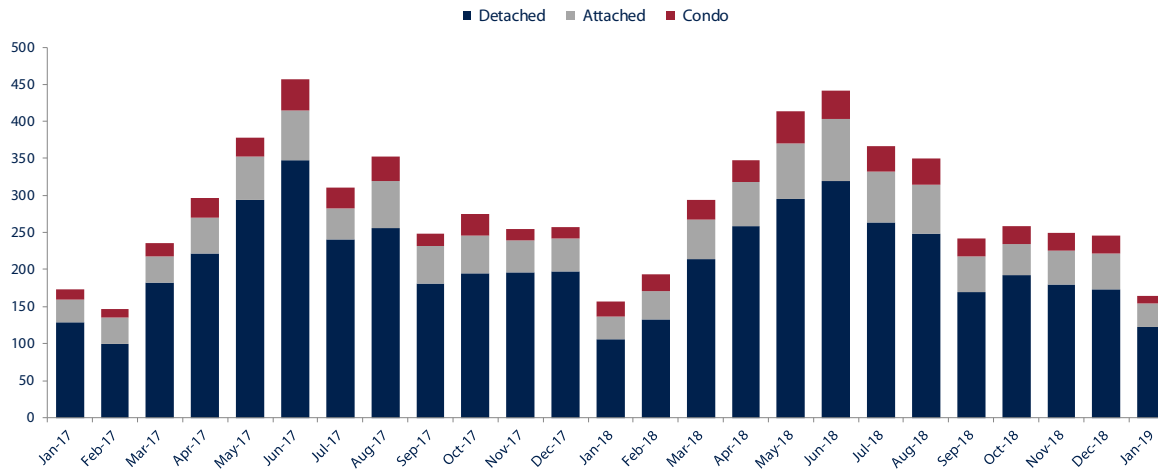
**Total Units Sold**  
Percent Change Year/Year



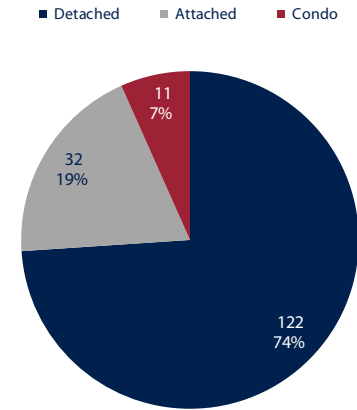
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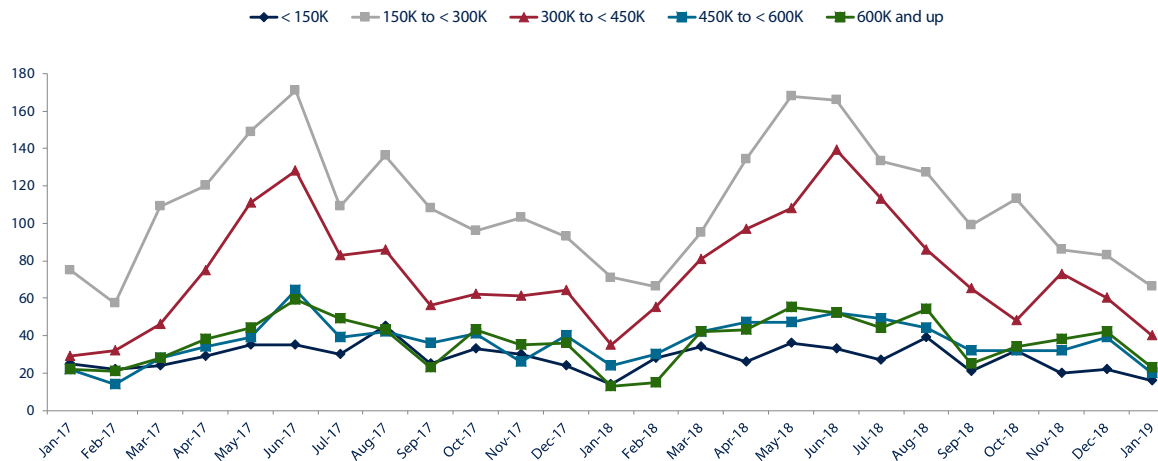
**Total Units Sold by Type**



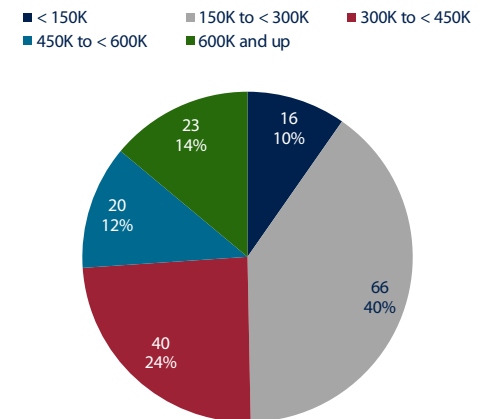
**Total Units Sold by Type  
Current Month**



**Total Units Sold by Price Range**



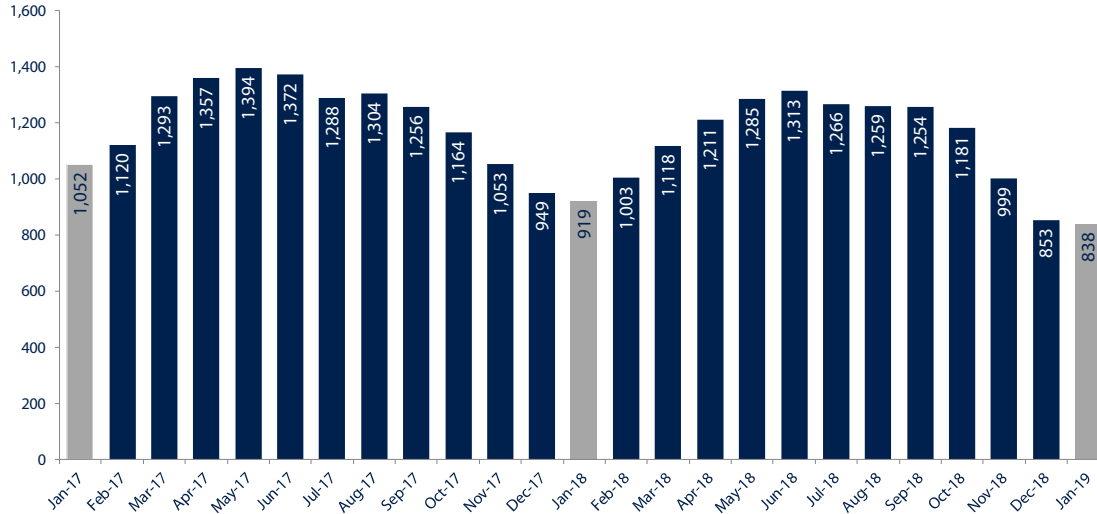
**Total Units Sold by Price Range  
Current Month**



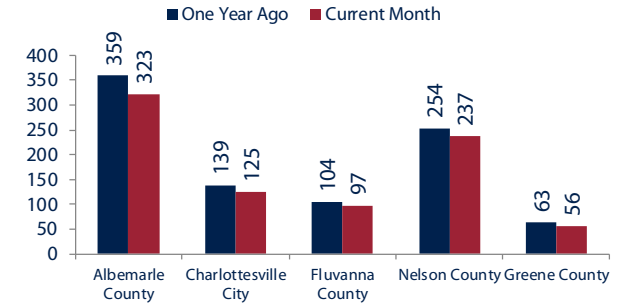
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## Charlottesville Area - January 2019

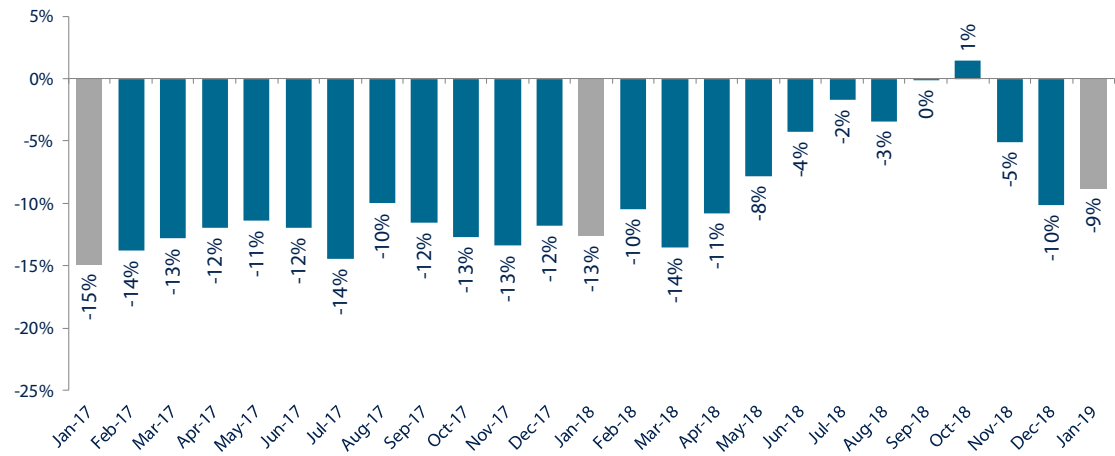
Total Active Inventory



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



Total Active Inventory  
Percent Change Year/Year



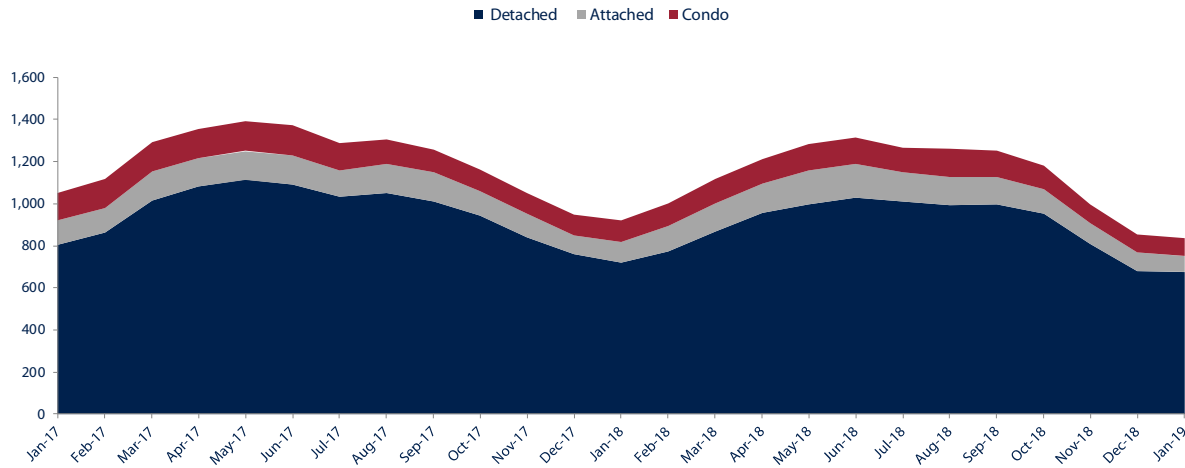
### Highlights

- January's total active inventory of 838 units was 2% lower than the previous month's supply of inventory.
- Versus last January, the total number of homes available was lower by 81 units or 9%.

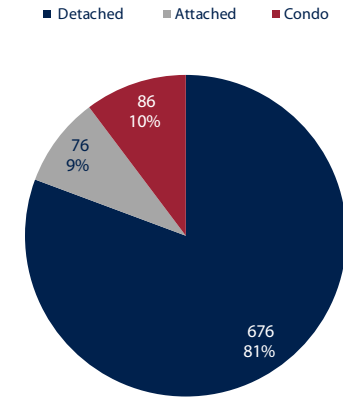
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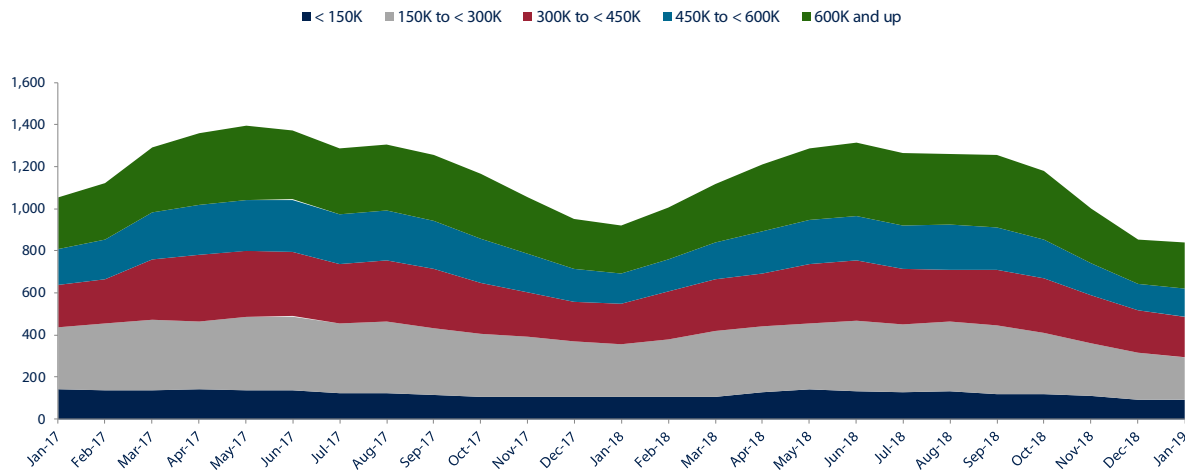
**Total Active Inventory by Type**



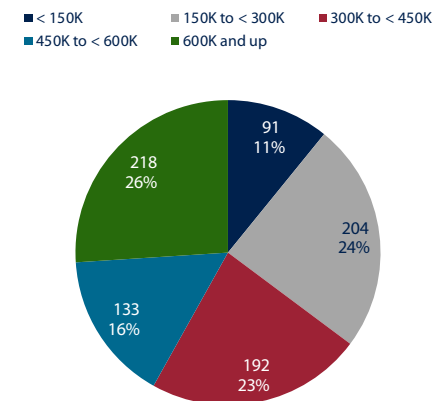
**Total Active Inventory by Type Current Month**



**Total Active Inventory by Price Range**



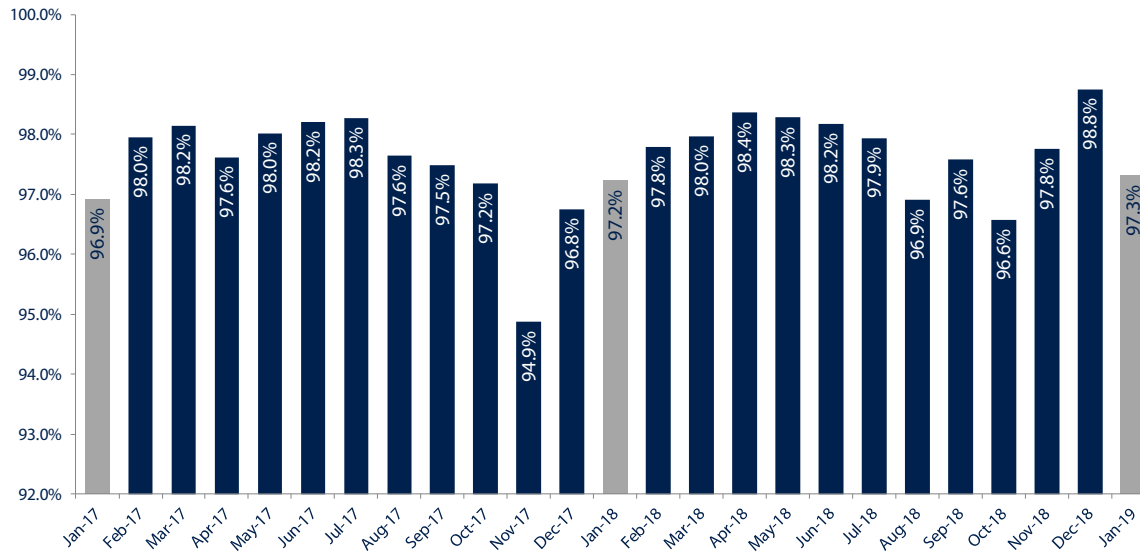
**Total Active Inventory by Price Range Current Month**



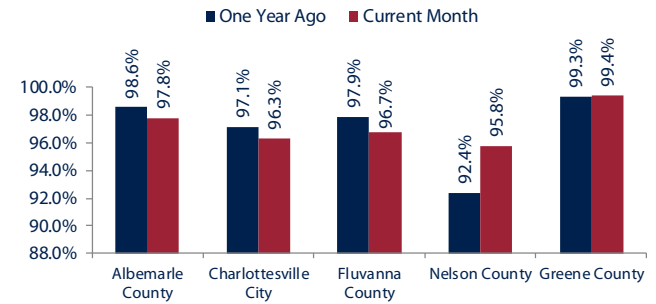
# Long & Foster Market Conditions Report

## Charlottesville Area - January 2019

Average Sale Price as a Percent of List Price



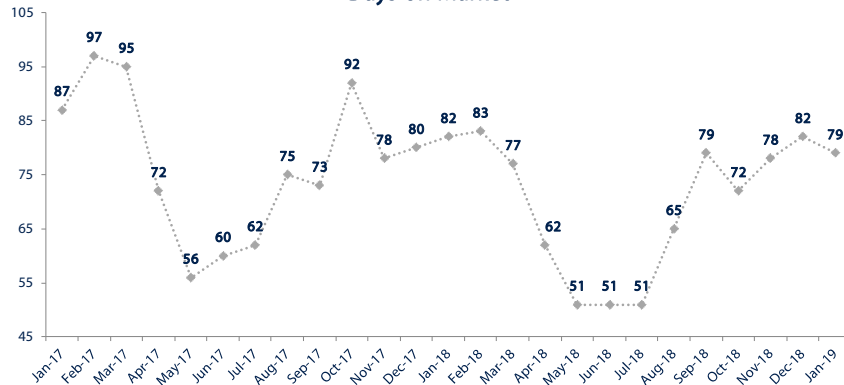
Sale Price as % of List Price  
Of Top Five Counties/Cities Based on Total Units Sold



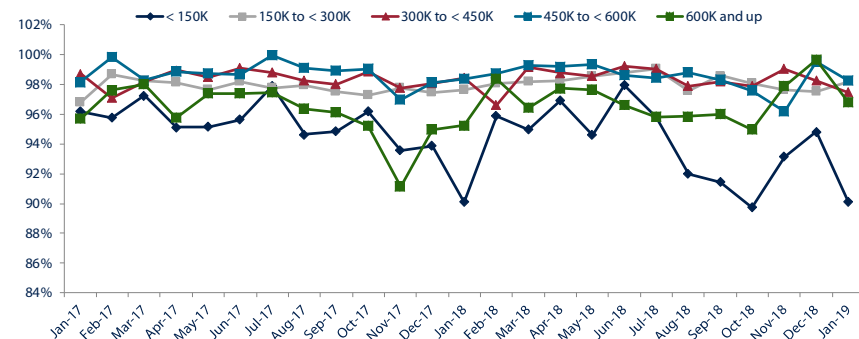
Days on Market	
Current Month	One Year Ago
79	82
<b>Down -4% Vs. Year Ago</b>	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
97.3%	97.2%
<b>Up 0.1% Vs. Year Ago</b>	

Days on Market



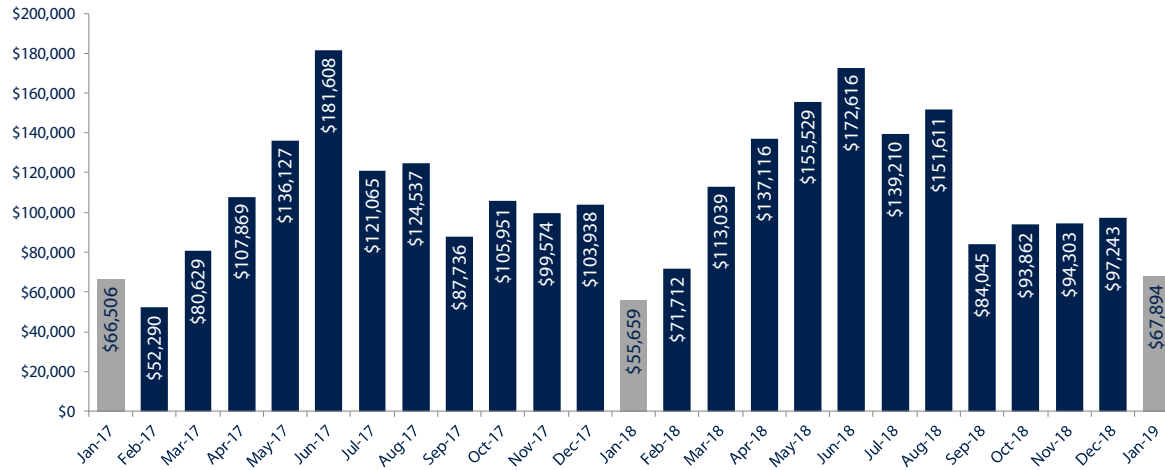
Average Sale Price as a Percent of List Price  
by Price Range



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## Charlottesville Area - January 2019

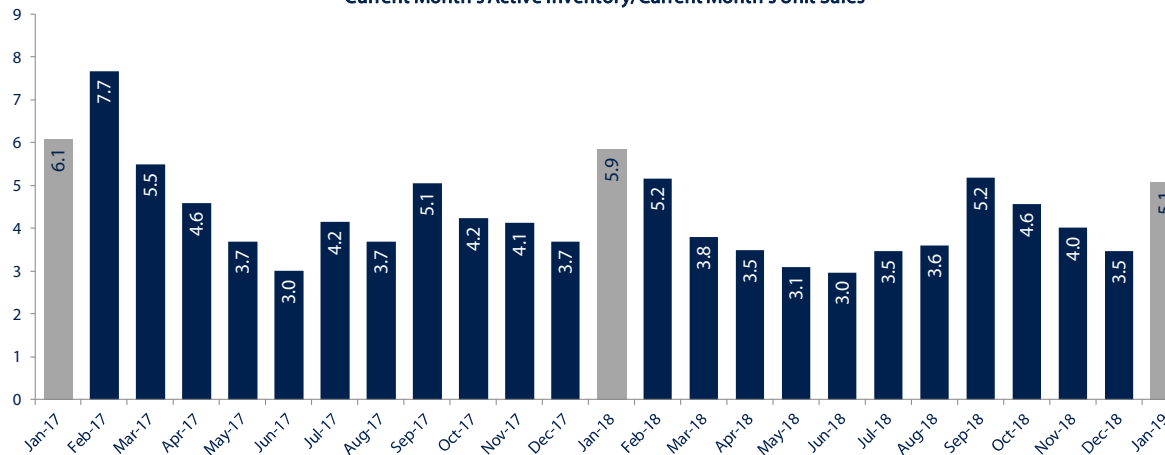
**Total Dollar Volume Sold**  
In Thousands



### Highlights

- Total volume sold this January was 22% greater than the same month one year ago.
- In January, there was 5.1 months of supply available, compared to 5.9 in January 2018. That was a decrease of 13% 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
\$67,893,754	\$55,658,835
<b>Up 22% Vs. Year Ago</b>	

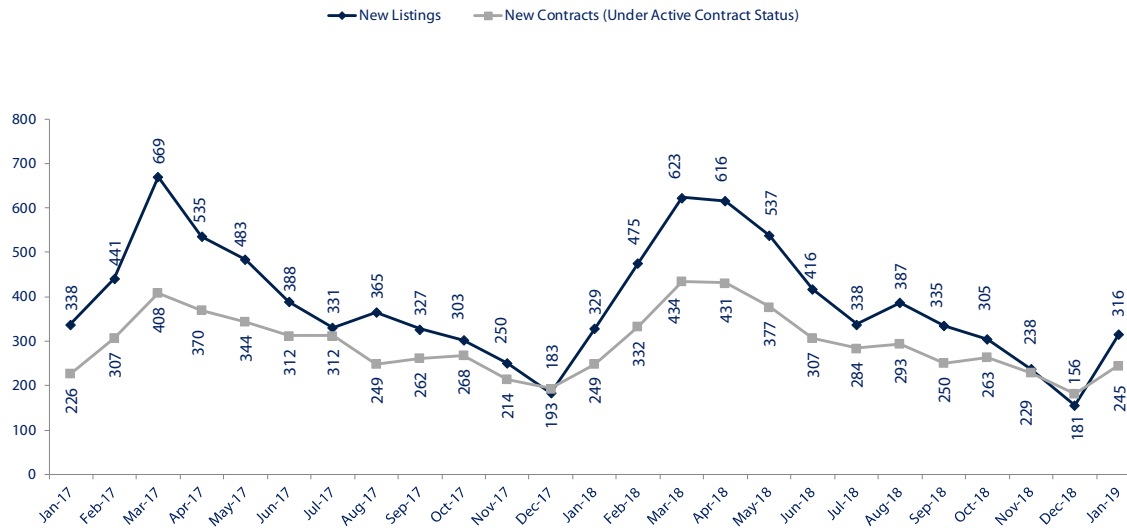
Months of Supply	
Current Month	One Year Ago
5.1	5.9
<b>Down -13% Vs. Year Ago</b>	



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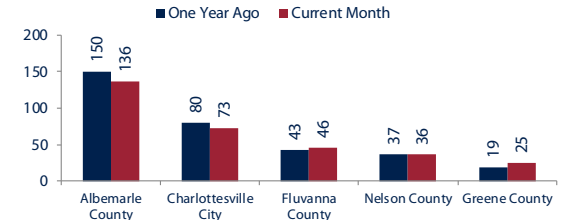
## Charlottesville Area - January 2019

### New Listings & New Contracts



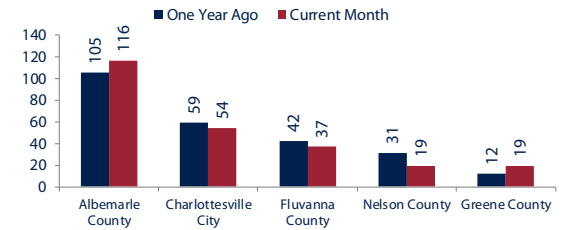
### New Listings

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
316	329
Down -4% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
245	249
Down -2% 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, similar to the ratio from one year ago.

### Supply/Demand Ratio

Number of New Listings to New Contracts

