

Market Conditions Report

Charlottesville, VA Area

April 2018 | longandfoster.com



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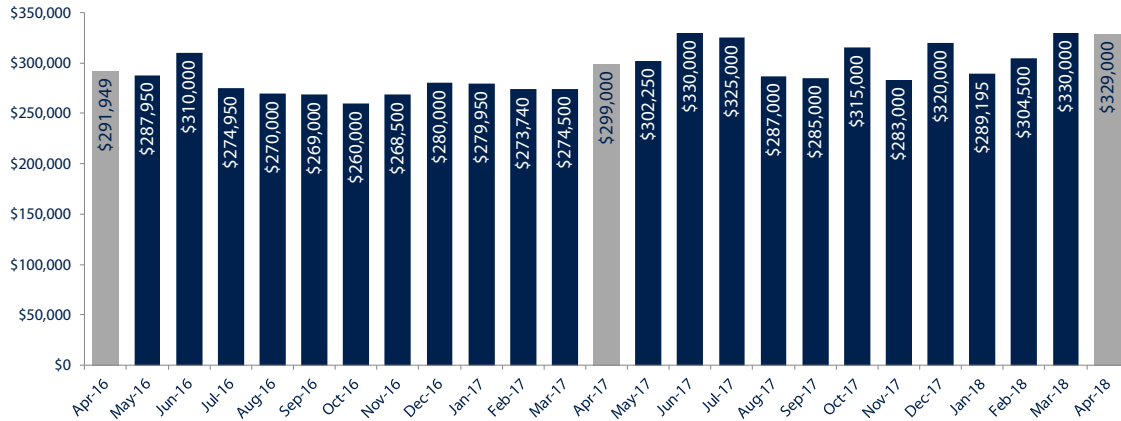
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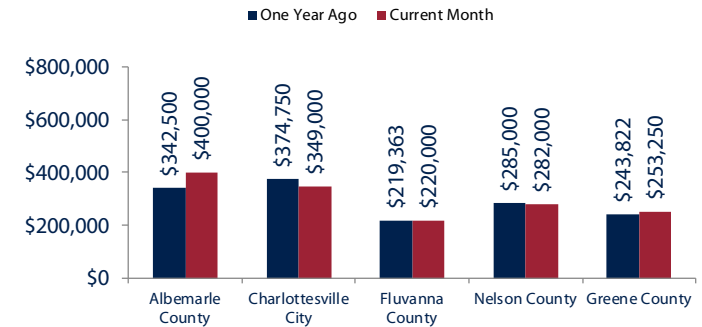
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Charlottesville Area - April 2018

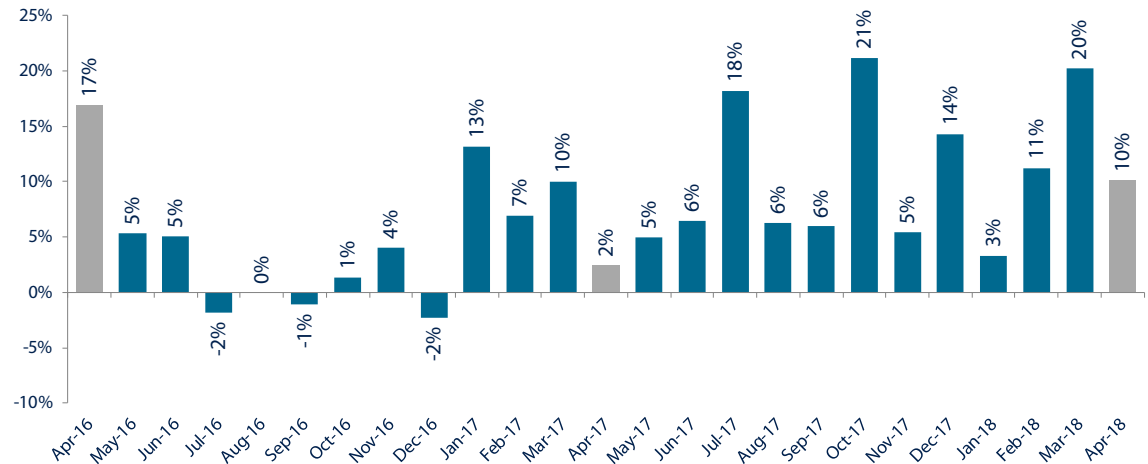
Median Sales Price



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



Median Sale Price Percent Change Year/Year



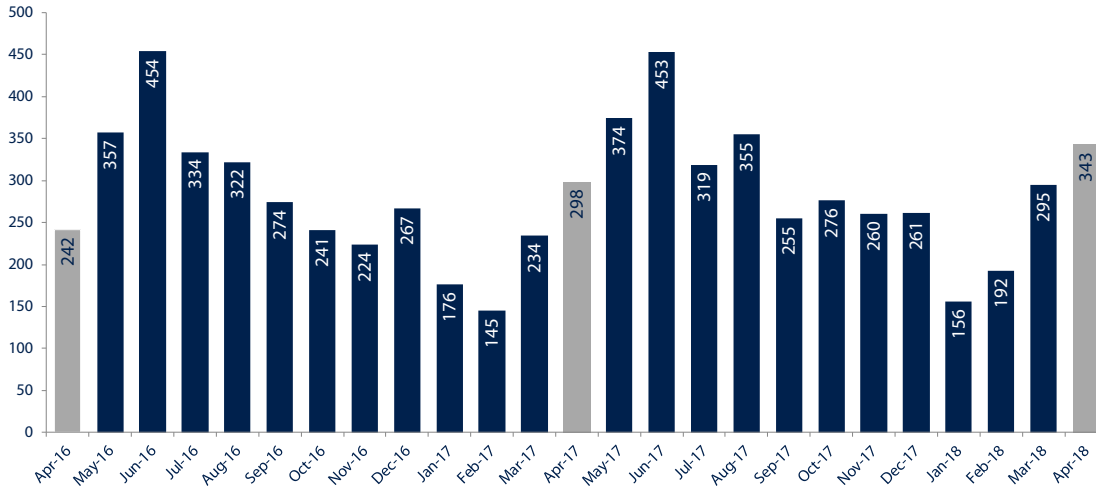
Highlights

- This April, the current median sale price of \$329,000 was similar to the median sale price of last month.
- The current median sale price was 10% higher than the same month last year.

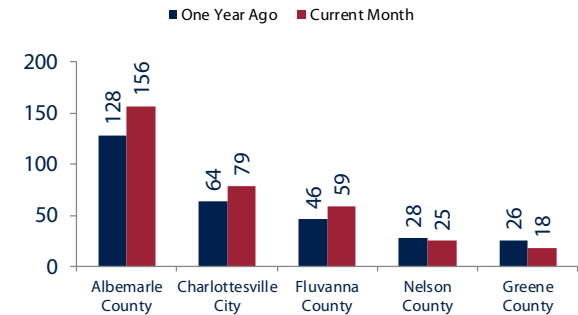
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Total Units Sold



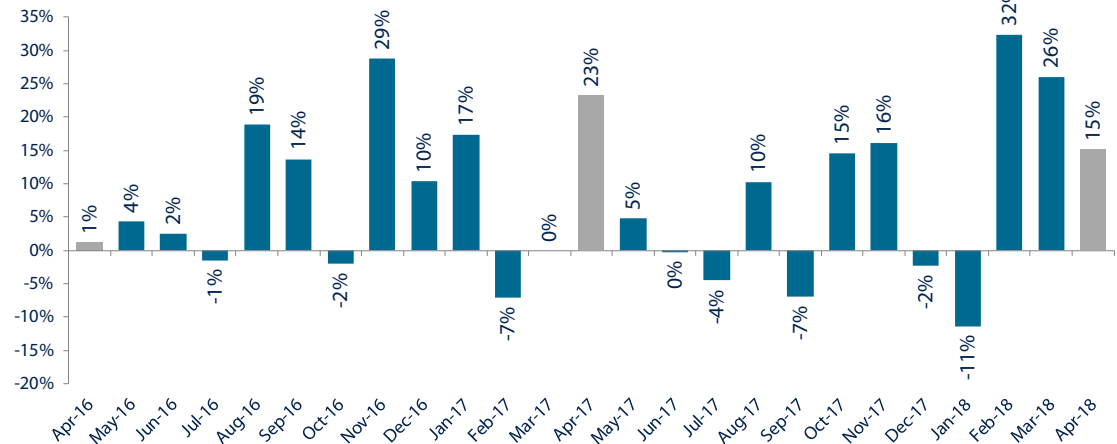
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- There was an increase of 16% in total units sold in April compared to March.
- This month's total units sold was higher than at this time last year, an increase of 15% versus April 2017.

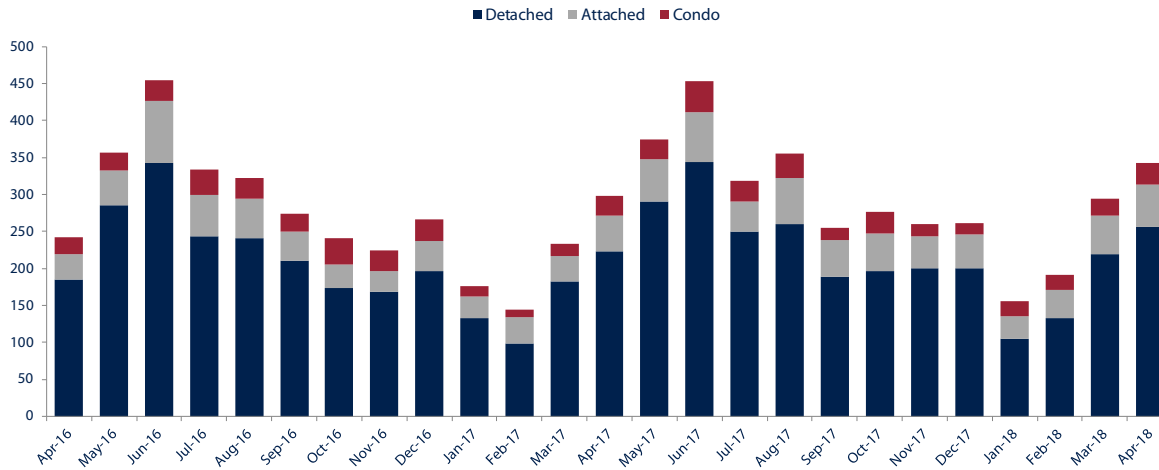
Total Units Sold
Percent Change Year/Year



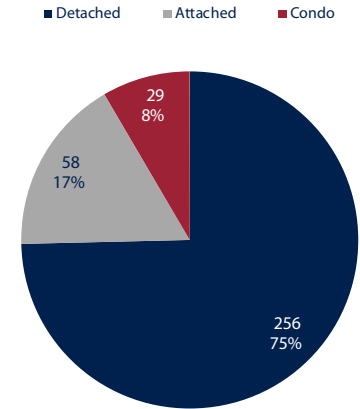
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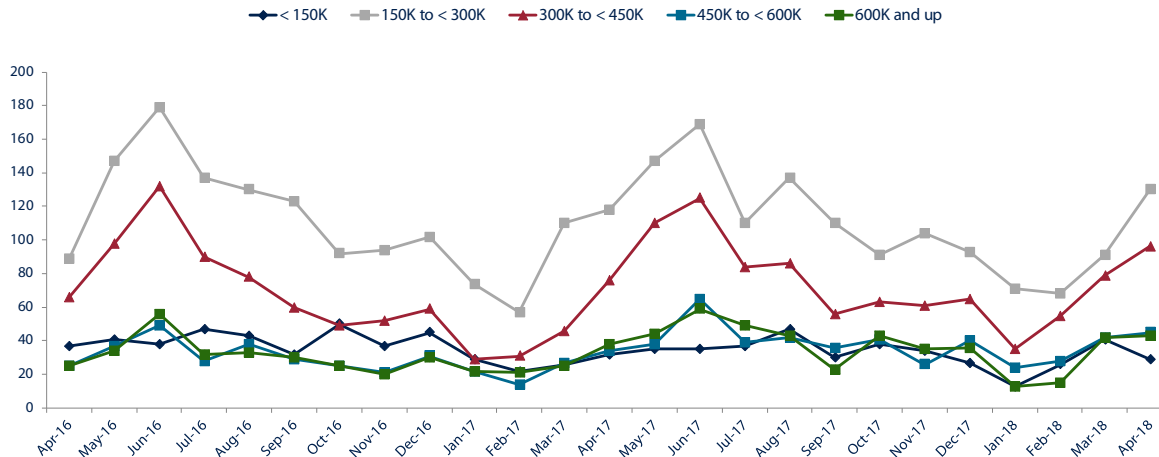
Total Units Sold by Type



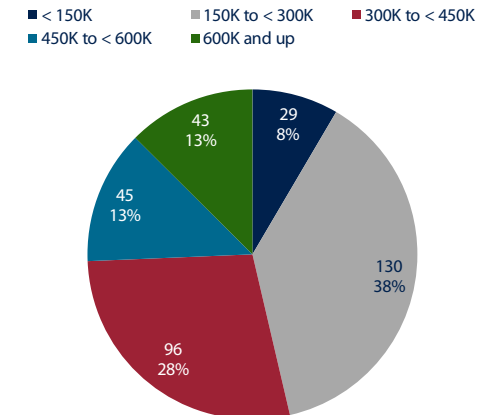
Total Units Sold by Type
Current Month



Total Units Sold by Price Range



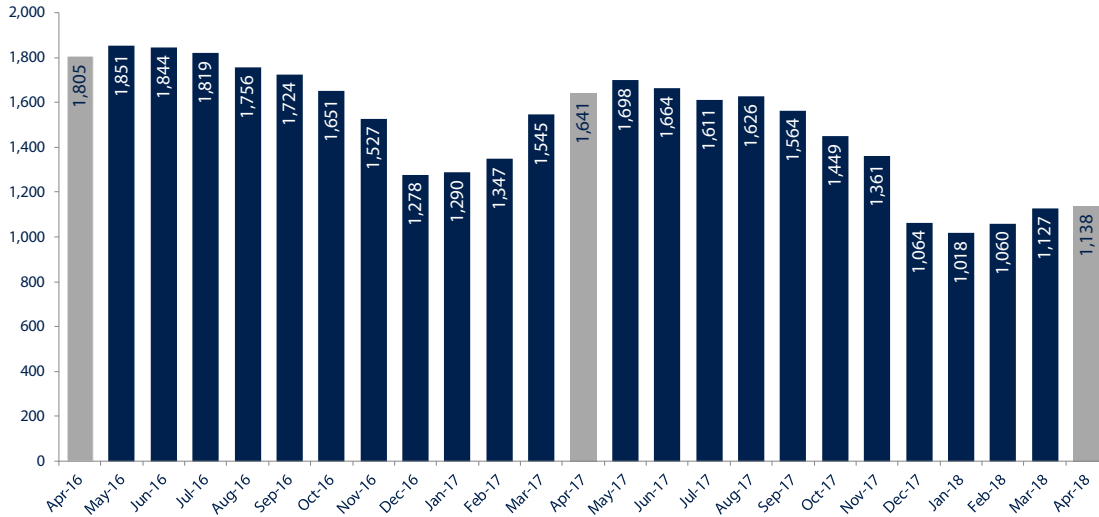
Total Units Sold by Price Range
Current Month



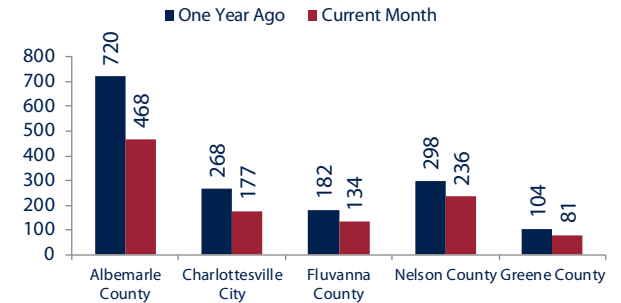
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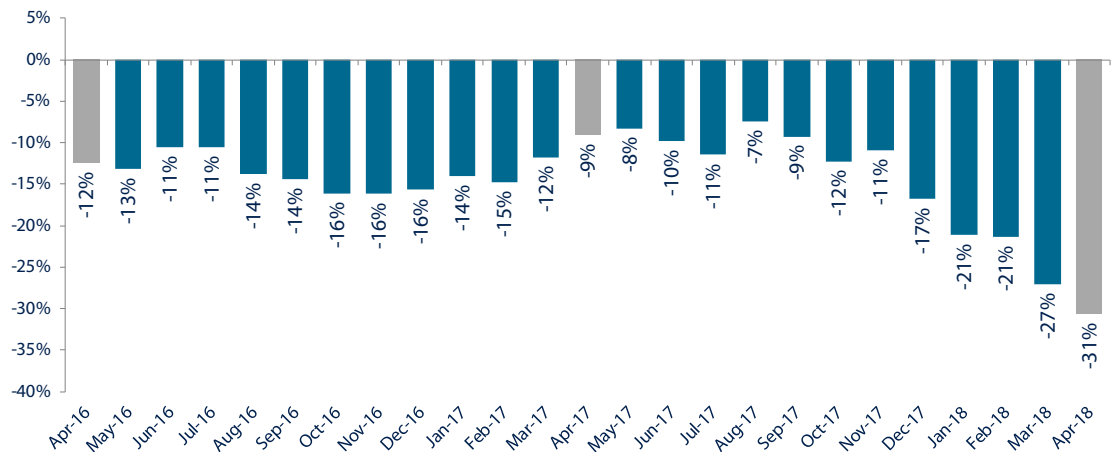
Total Active Inventory



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



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



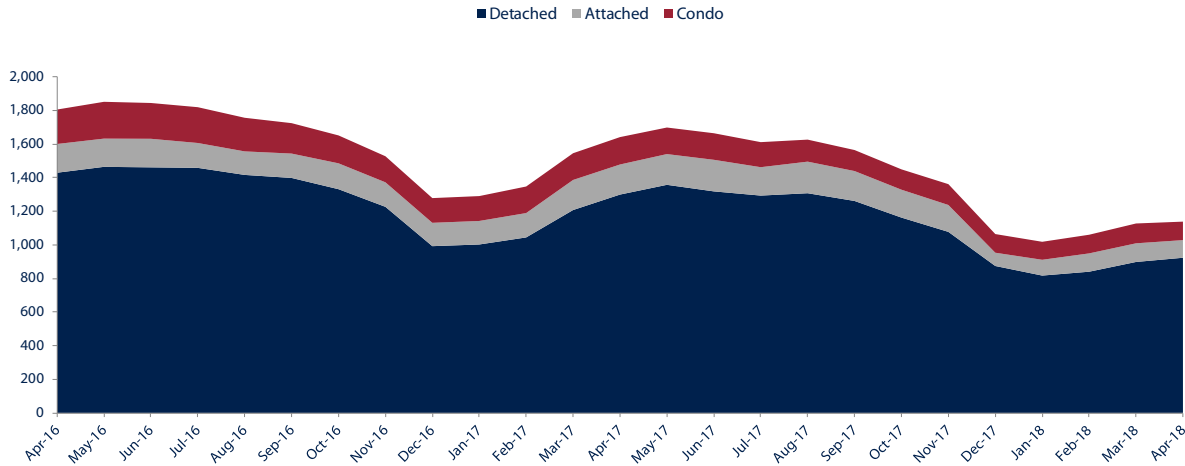
Highlights

- This month's supply of available inventory remained relatively stable compared to last month.
- Versus April 2017, the total number of homes available was lower by 503 units or 31%.

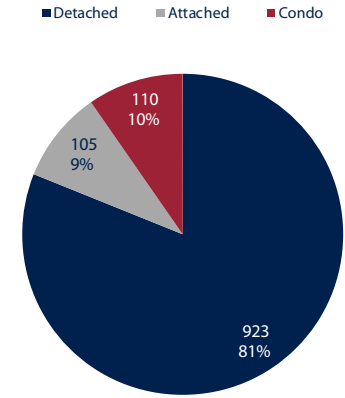
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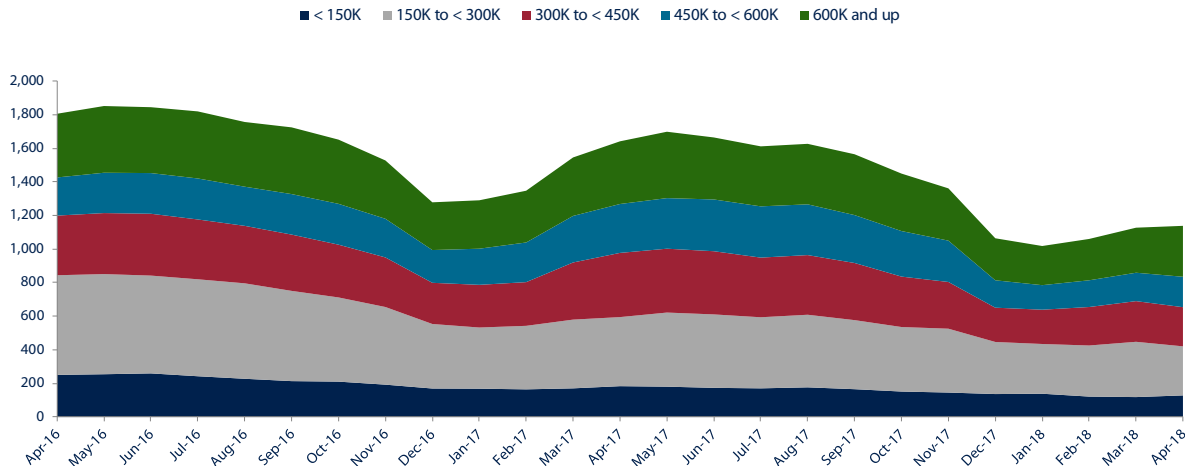
Total Active Inventory by Type



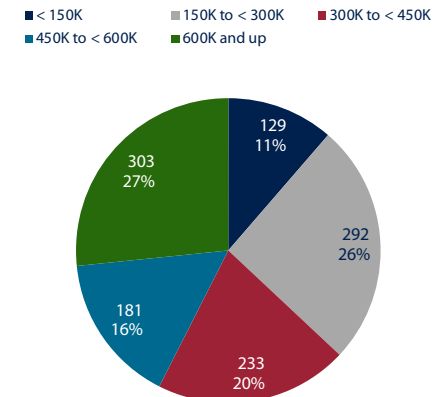
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



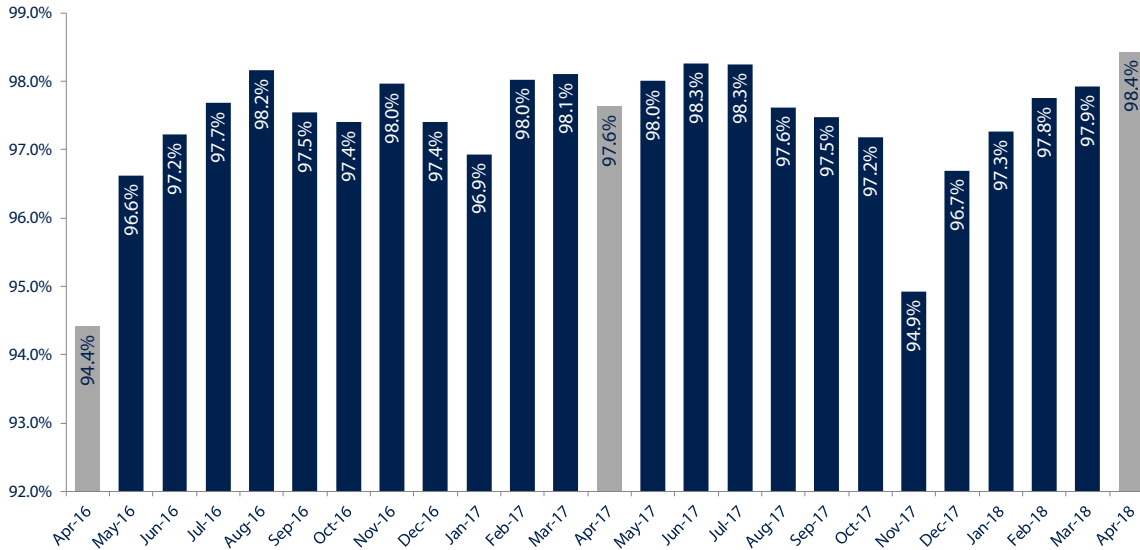
Total Active Inventory by Price Range Current Month



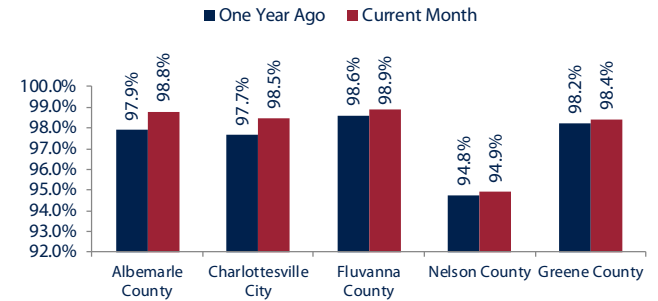
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Charlottesville Area - April 2018

Average Sale Price as a Percent of List Price



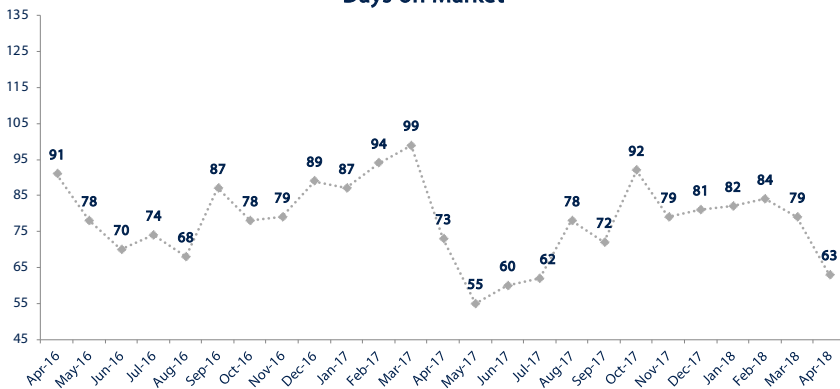
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



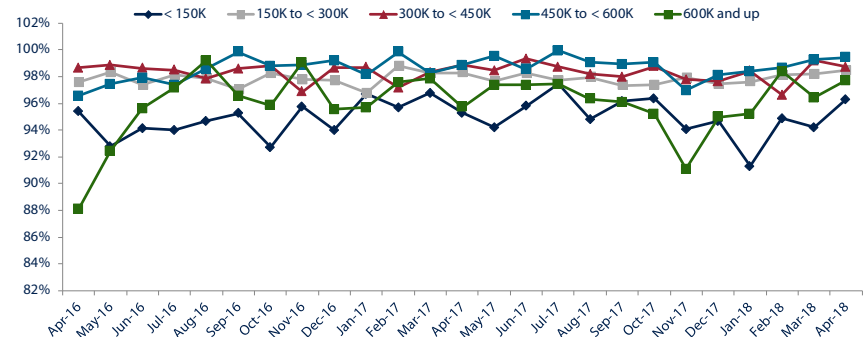
Days on Market	
Current Month	One Year Ago
63	73
Down -14% Vs. Year Ago	

Avg Sale Price as % of List Price	
Current Month	One Year Ago
98.4%	97.6%
Up 0.8% Vs. Year Ago	

Days on Market



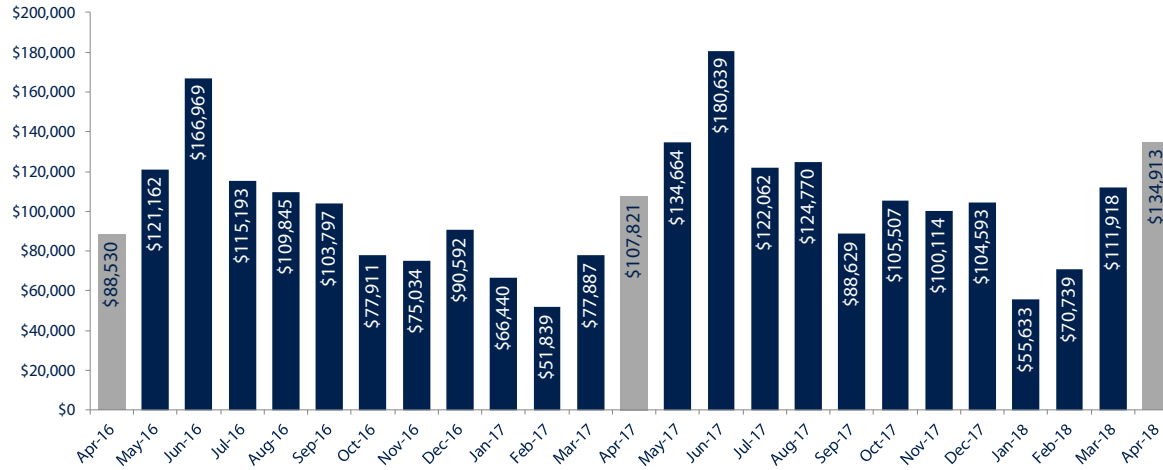
Average Sale Price as a Percent of List Price
by Price Range



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Charlottesville Area - April 2018

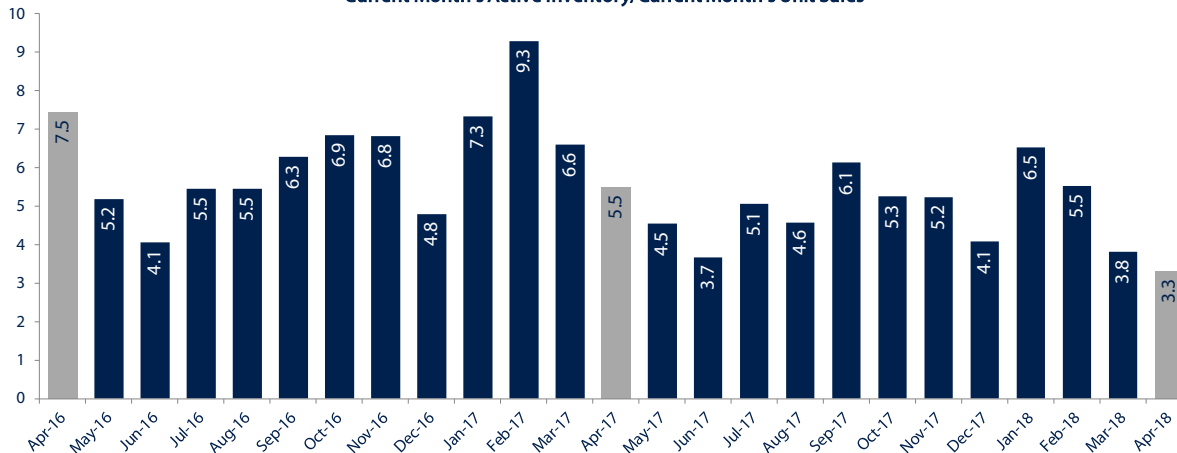
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this April was 25% greater than the same month one year ago.
- In April, there was 3.3 months of supply available, compared to 5.5 in April 2017. That was a decrease of 40% 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
\$134,912,971	\$107,821,483
Up 25% Vs. Year Ago	

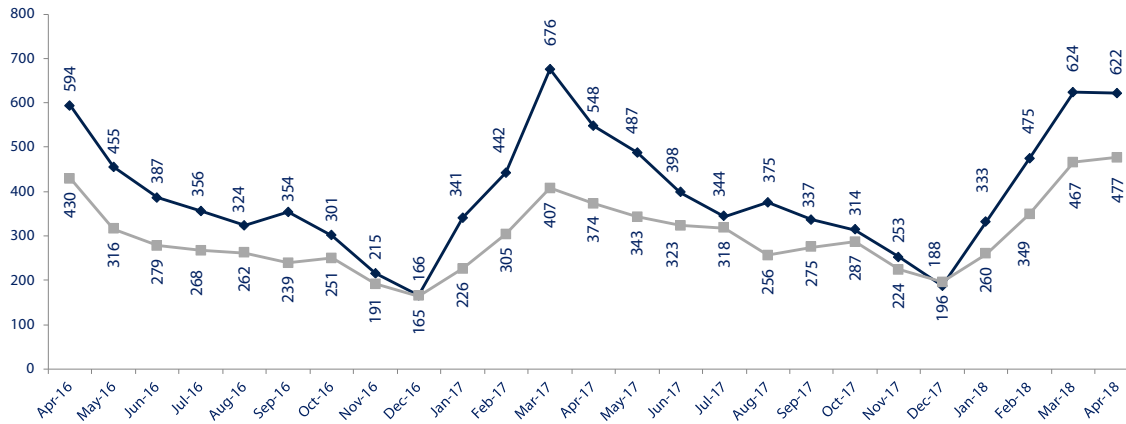
Months of Supply	
Current Month	One Year Ago
3.3	5.5
Down -40% Vs. Year Ago	

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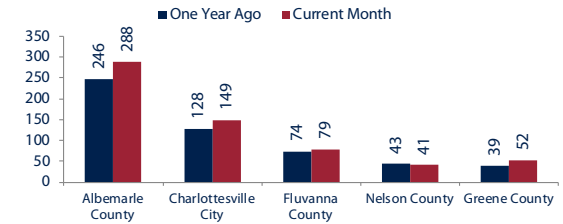
New Listings & New Contracts

◆ New Listings ■ New Contracts (Under Active Contract Status)



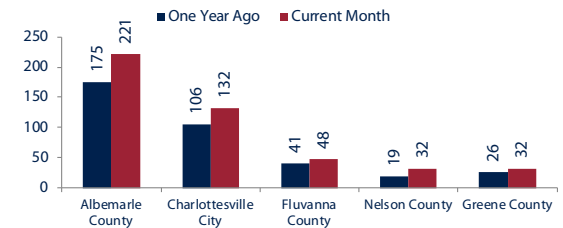
New Listings

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
622	548
Up 14% Vs. Year Ago	

New Contracts	
Current Month	One Year Ago
477	374
Up 28% 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 11% from April 2017.

Supply/Demand Ratio

Number of New Listings to New Contracts

