

Market Conditions Report

Charlottesville, VA Area

September 2017 | longandfoster.com

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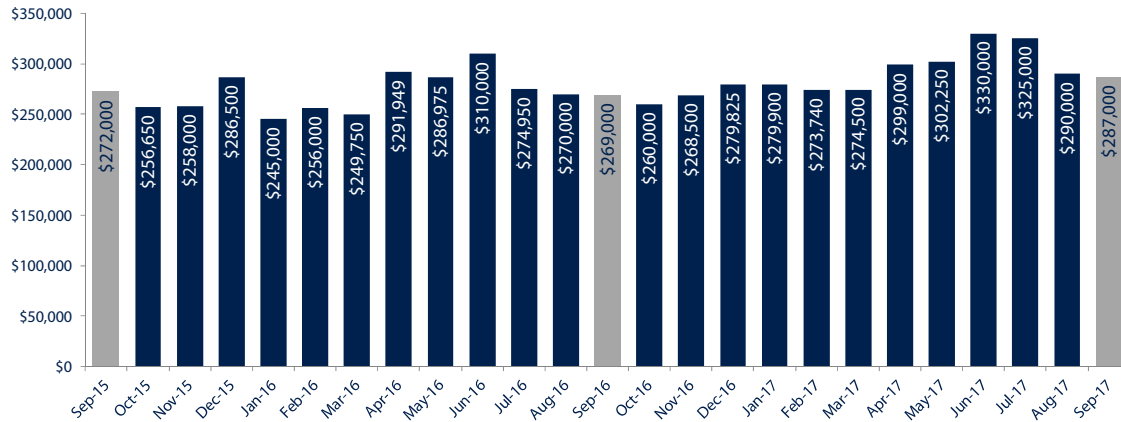
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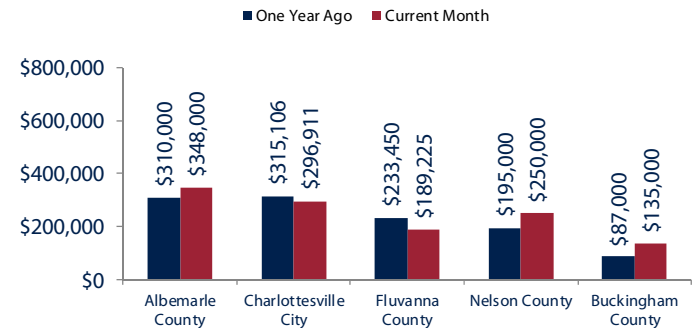
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Charlottesville Area - September 2017

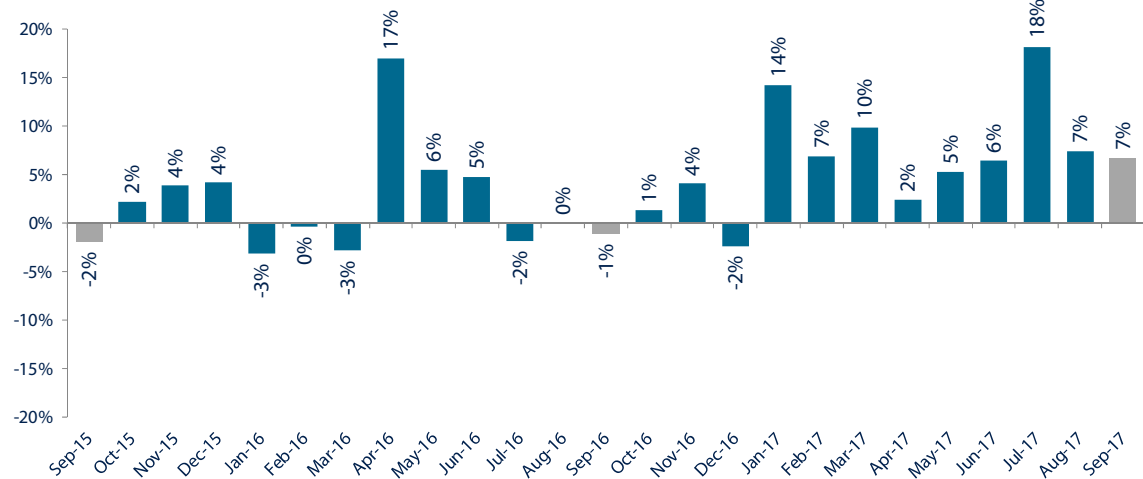
Median Sales Price



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



Median Sale Price
Percent Change Year/Year



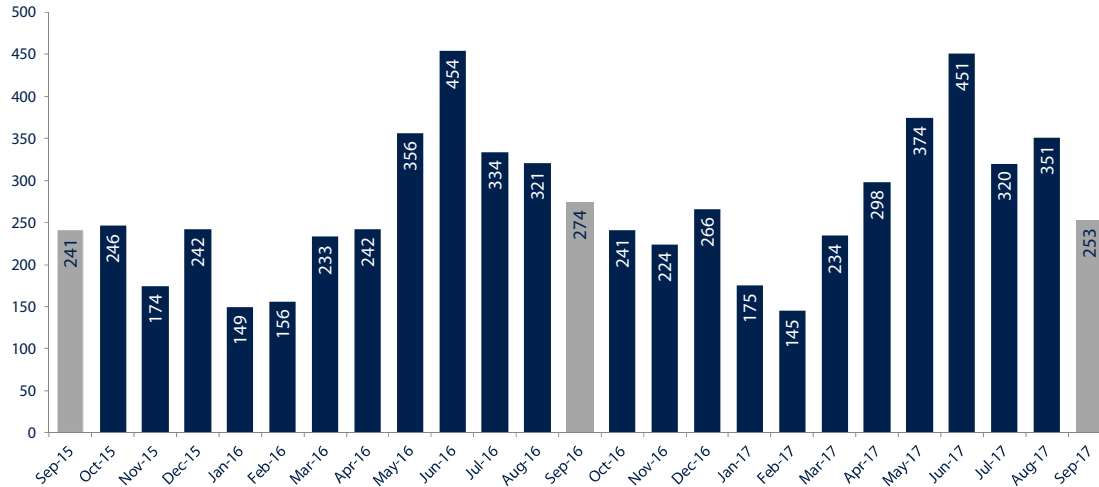
Highlights

- This September, the current median sale price of \$287,000 was similar to the median sale price of last month.
- The current median sale price was 7% higher than the same month last year.

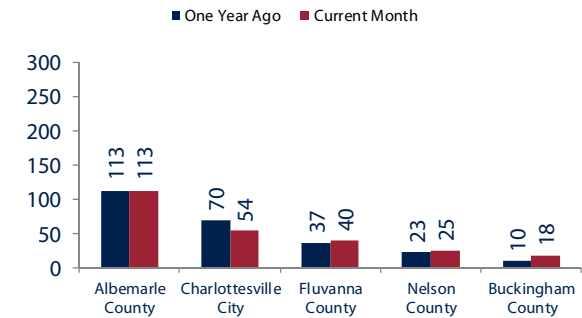
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Total Units Sold



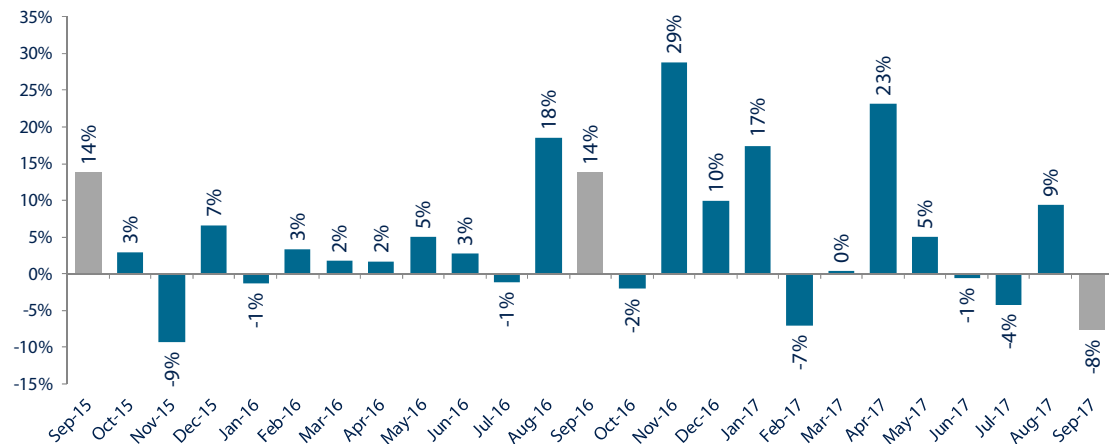
Total Units Sold
Of Top Five Counties/Cities Based on Total Units Sold



Highlights

- This month's total units sold was lower than at this time last year, a decrease of 8% versus September 2016.
- There was a decrease of 28% in total units sold in September compared to August.

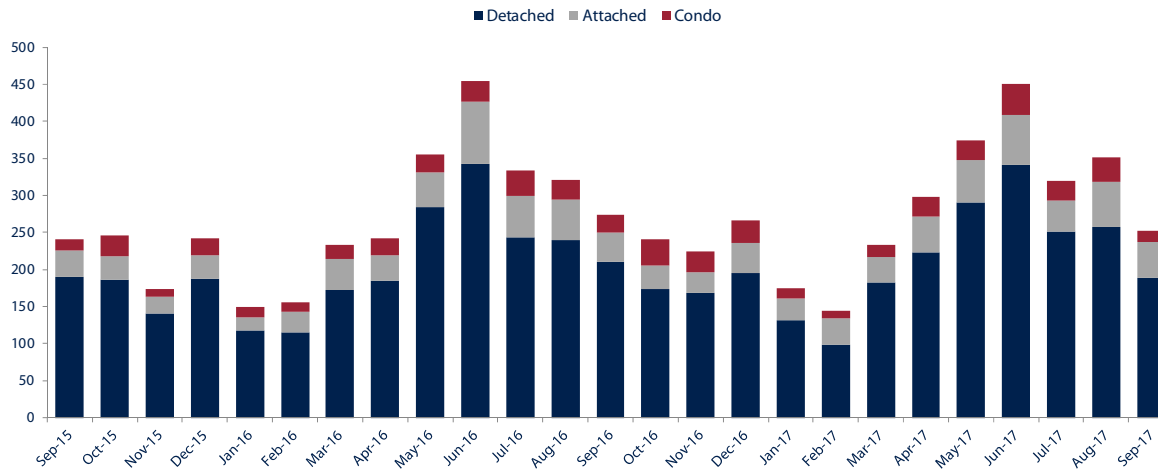
Total Units Sold
Percent Change Year/Year



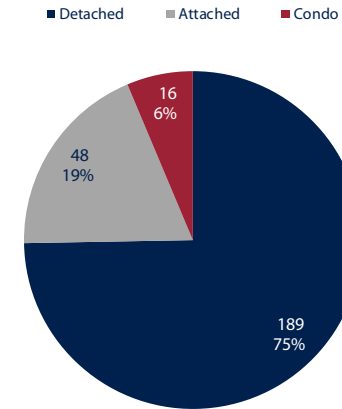
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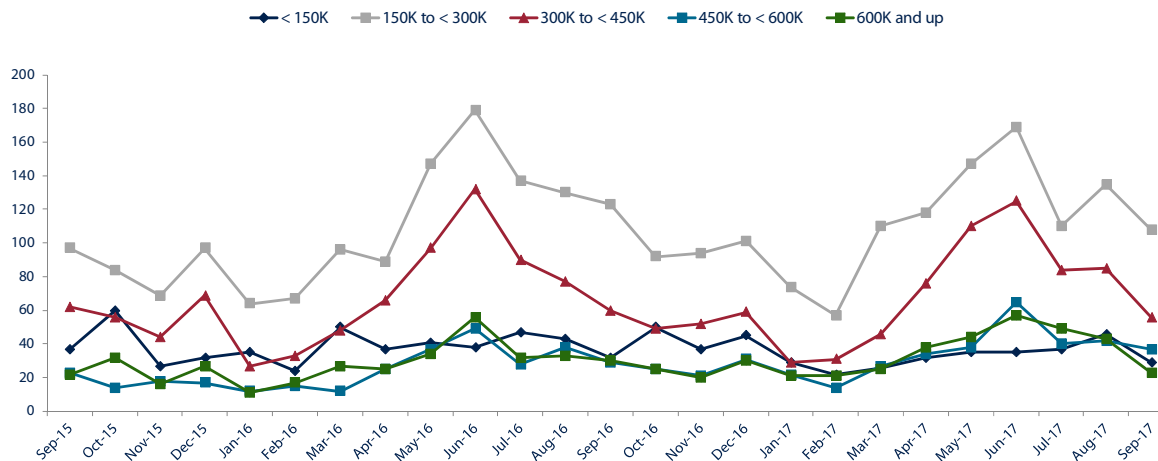
Total Units Sold by Type



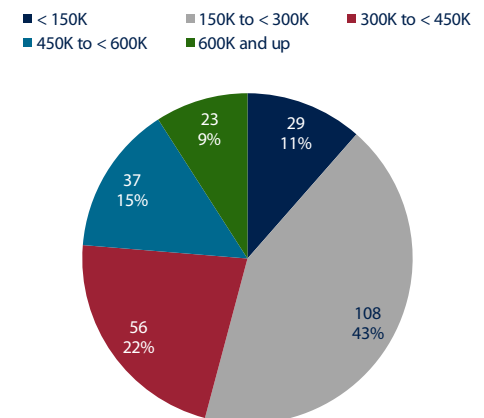
**Total Units Sold by Type
Current Month**



Total Units Sold by Price Range



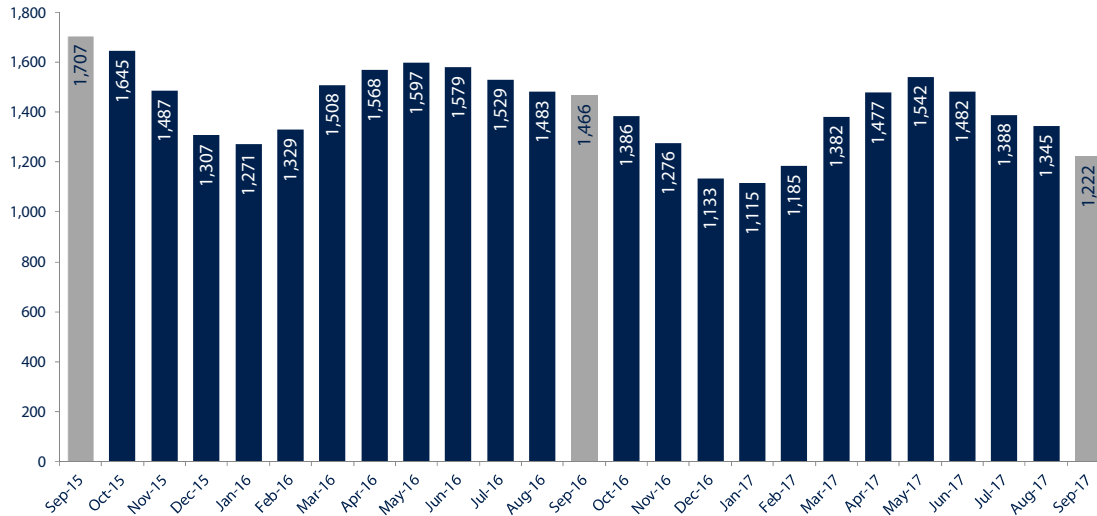
**Total Units Sold by Price Range
Current Month**



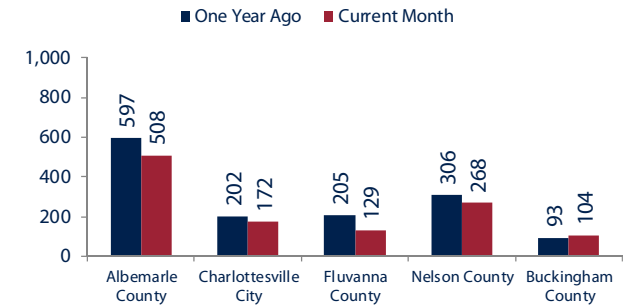
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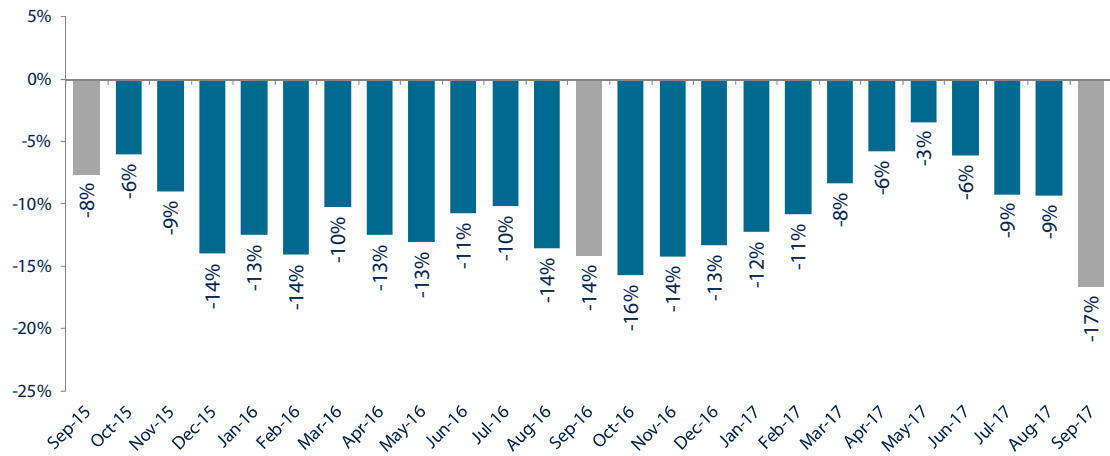
Total Active Inventory



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



Total Active Inventory
Percent Change Year/Year



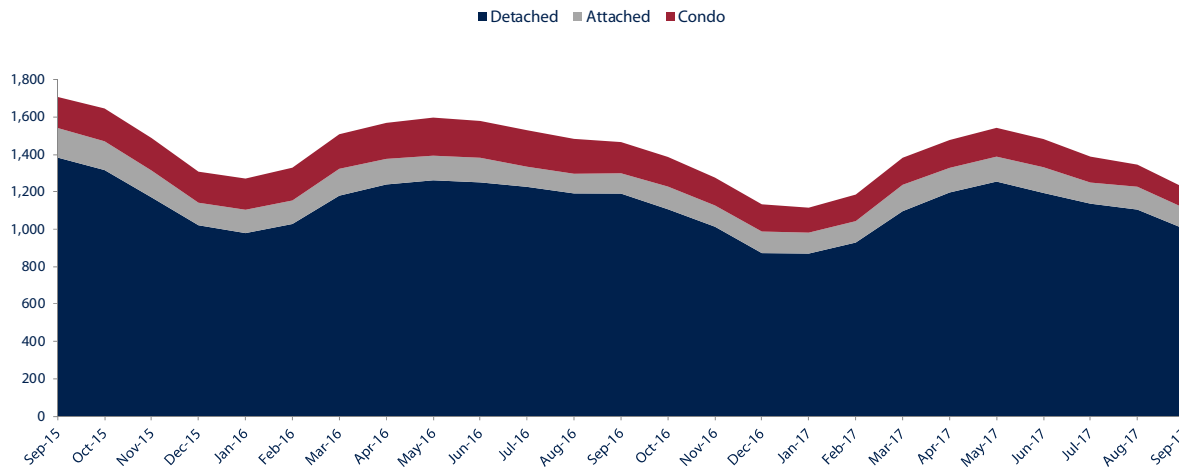
Highlights

- September's total active inventory of 1,222 units was 9% lower than the previous month's supply of inventory.
- Versus last September, the total number of homes available was lower by 244 units or 17%.

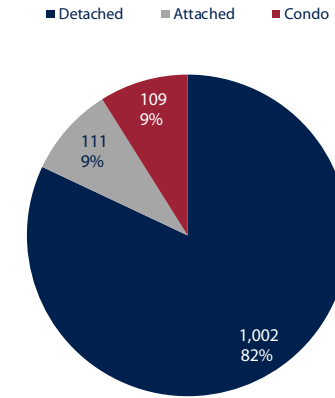
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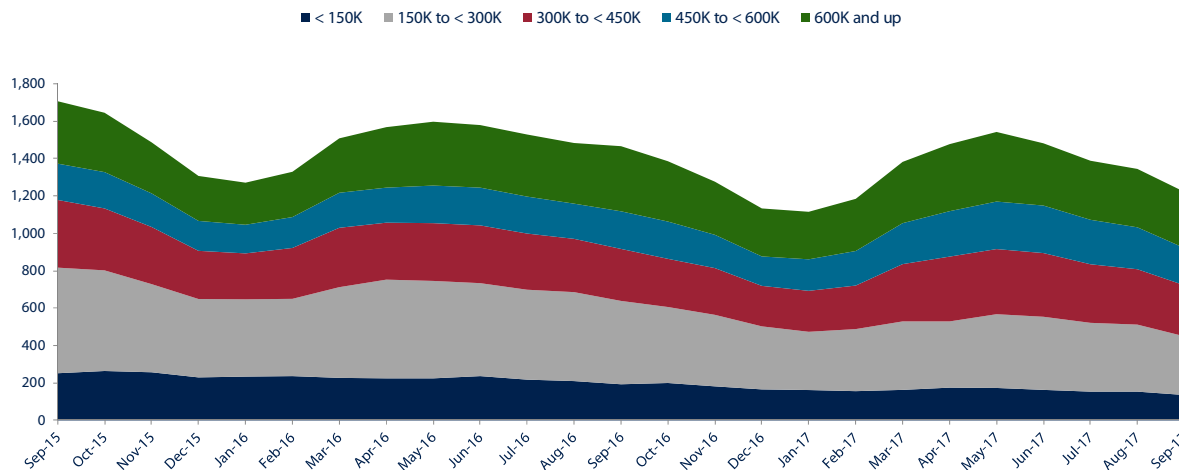
Total Active Inventory by Type



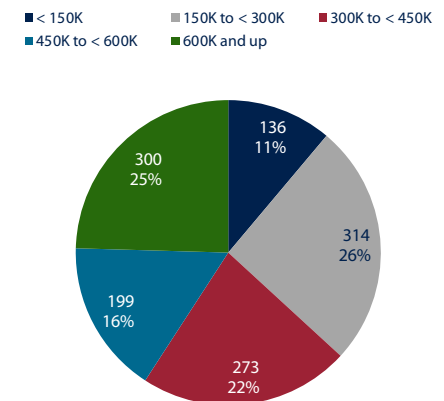
Total Active Inventory by Type Current Month



Total Active Inventory by Price Range



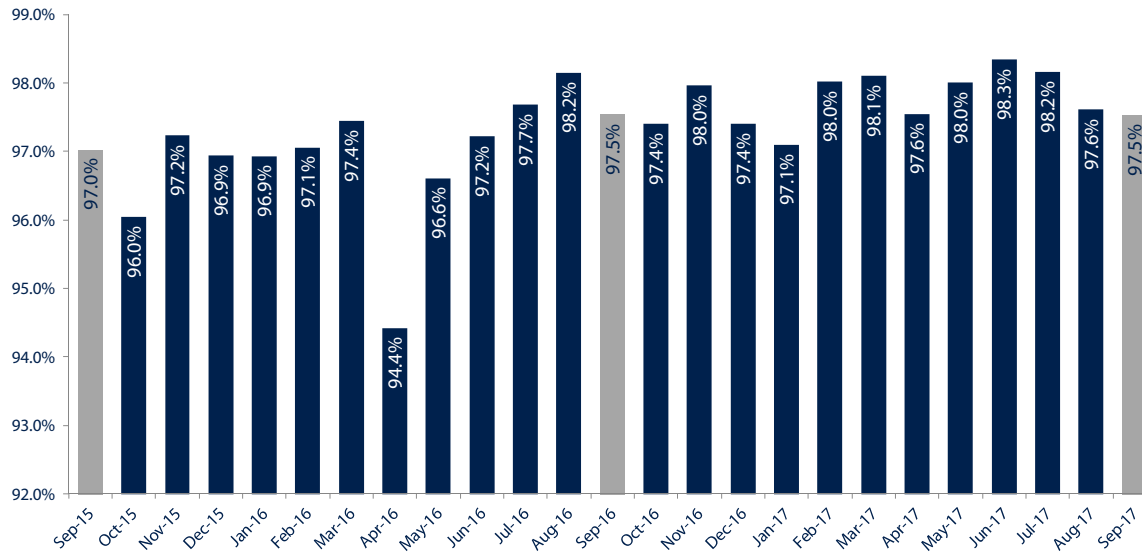
Total Active Inventory by Price Range Current Month



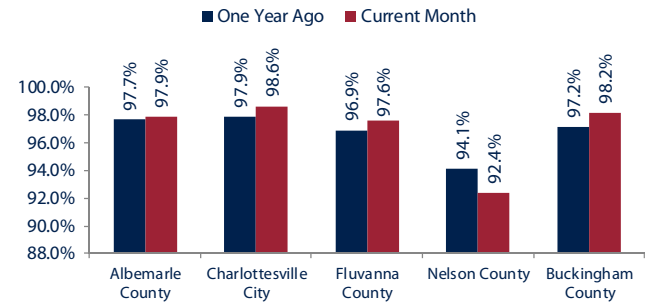
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Charlottesville Area - September 2017

Average Sale Price as a Percent of List Price



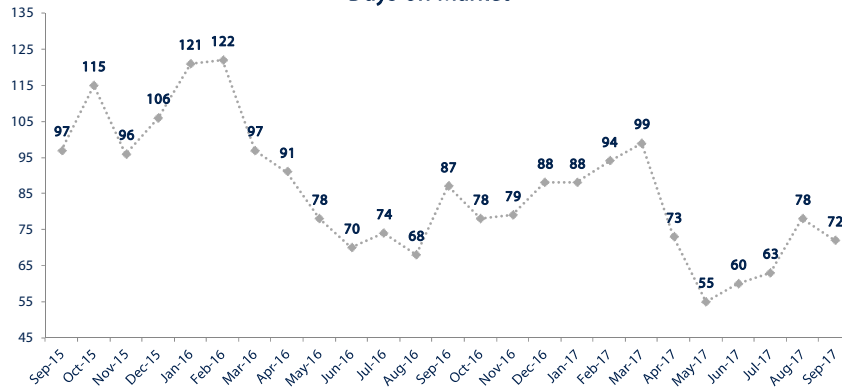
Sale Price as % of List Price
Of Top Five Counties/Cities Based on Total Units Sold



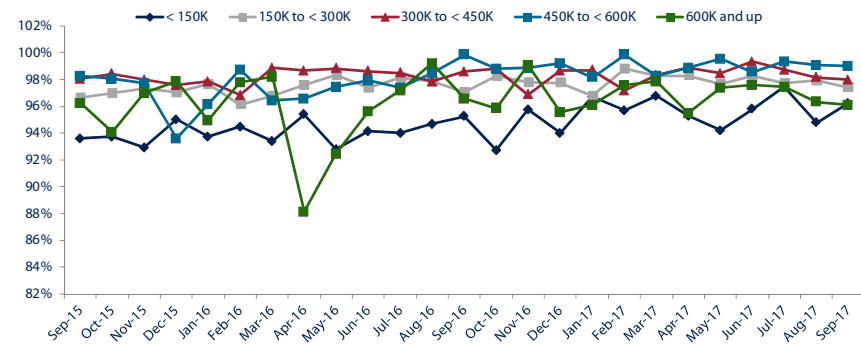
| Days on Market | |
|---------------------------|--------------|
| Current Month | One Year Ago |
| 72 | 87 |
| Down -17% Vs. Year Ago | |

| Avg Sale Price as % of List Price | |
|-----------------------------------|--------------|
| Current Month | One Year Ago |
| 97.5% | 97.5% |
| No Change Vs. Year Ago | |

Days on Market



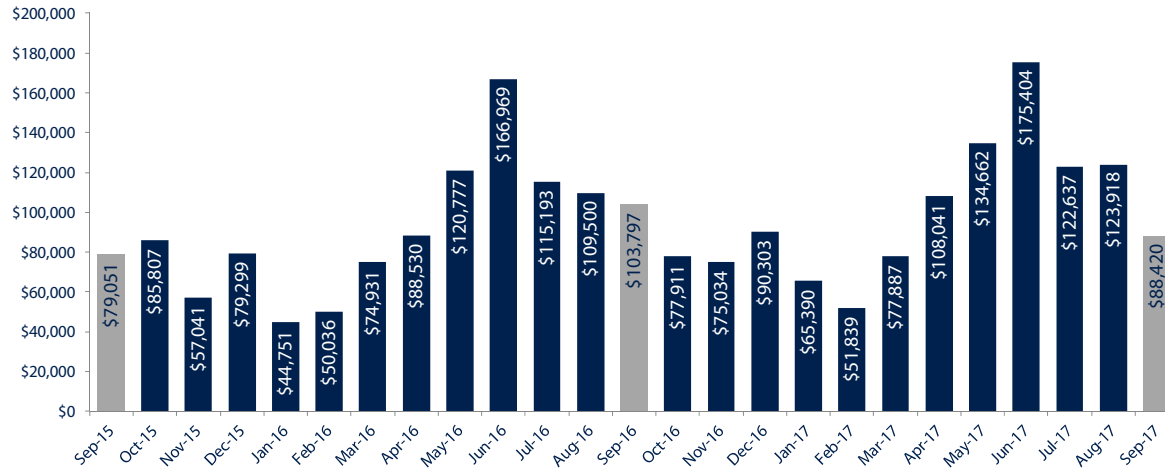
Average Sale Price as a Percent of List Price
by Price Range



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Charlottesville Area - September 2017

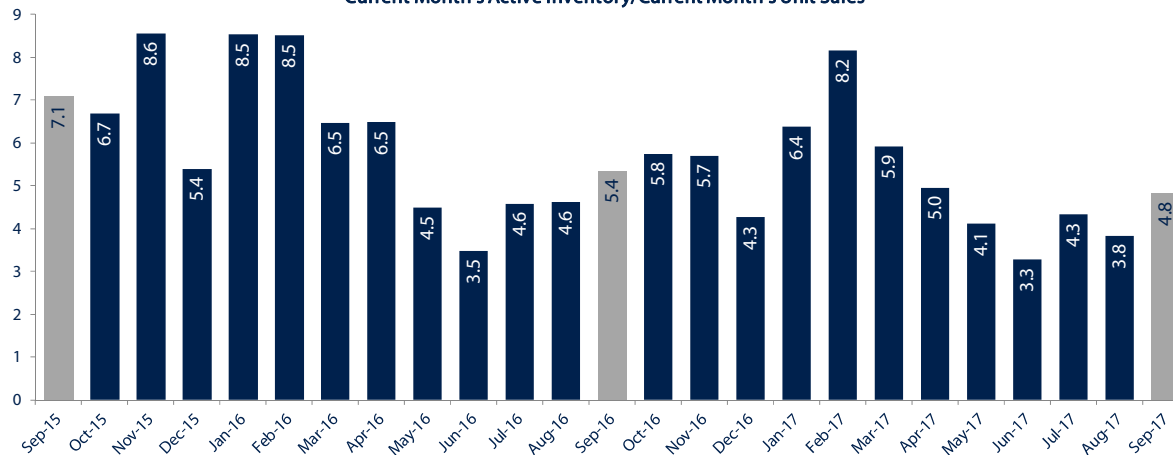
Total Dollar Volume Sold
In Thousands



Highlights

- Total volume sold this September was 15% less than the same month one year ago.
- In September, there was 4.8 months of supply available, compared to 5.4 in September 2016. That was a decrease of 10% versus a year ago.

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



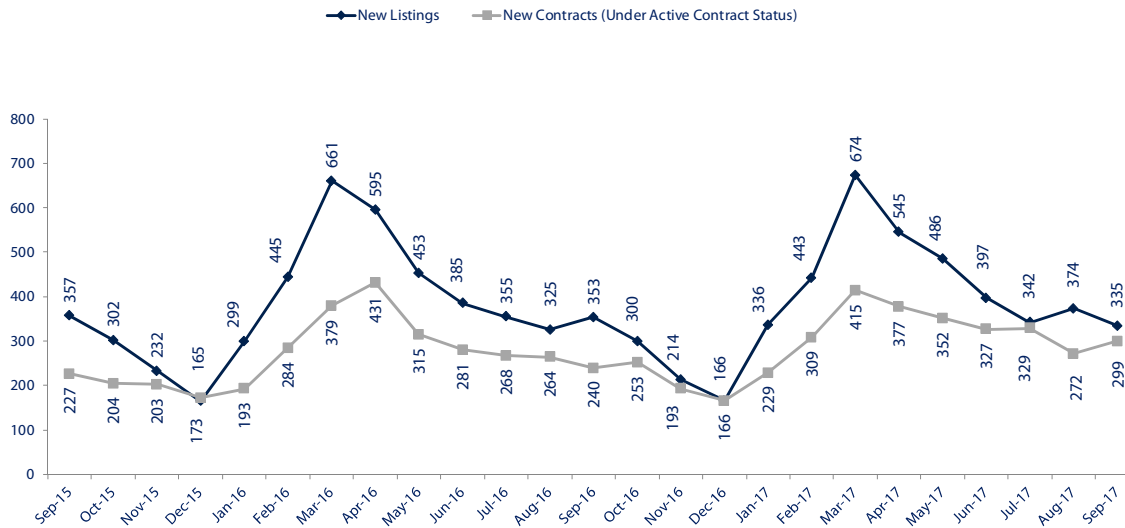
| Total Dollar Volume Sold | |
|--------------------------|---------------|
| Current Month | One Year Ago |
| \$88,420,302 | \$103,797,419 |
| Down -15% Vs. Year Ago | |

| Months of Supply | |
|------------------------|--------------|
| Current Month | One Year Ago |
| 4.8 | 5.4 |
| Down -10% Vs. Year Ago | |

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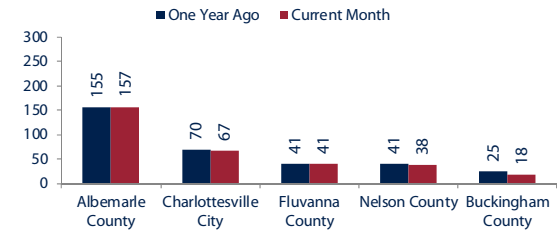
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New Listings & New Contracts



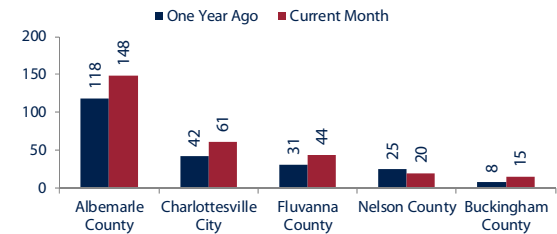
New Listings

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 |
| 335 | 353 |
| Down -5% Vs. Year Ago | |

| New Contracts | |
|---------------------|--------------|
| Current Month | One Year Ago |
| 299 | 240 |
| Up 25% 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 1.1, a decrease of 24% from September 2016.

Supply/Demand Ratio

Number of New Listings to New Contracts

