

LuxInsight

LUXURY HOUSING MARKET REPORT

Charlottesville Area

October 2023

Luxury Summary



LONG & FOSTER[®]
— REAL ESTATE —

Long & Foster Real Estate Family of Companies
Long & Foster[®] · Virginia Properties · Fonville Morisey · Northrop Realty · Urban Pace

Global Partnerships
Forbes Global Properties · Leading Real Estate Companies of the World[®] · Luxury Portfolio International · Who's Who in Luxury Real Estate



Charlottesville Area - October 2023

The real estate market is always changing, and if you're buying or selling a home—especially a luxury property—it's critical to understand the current market conditions. More than simply seeing what's happening to real estate as a whole in your local area, you need insights on what's taking place in the high-end market, specifically with uncommon and unique homes like yours or those for which you're shopping. That's why Long & Foster publishes our exclusive LuxInsight report—giving consumers like you invaluable information on the luxury market performance in your local area.

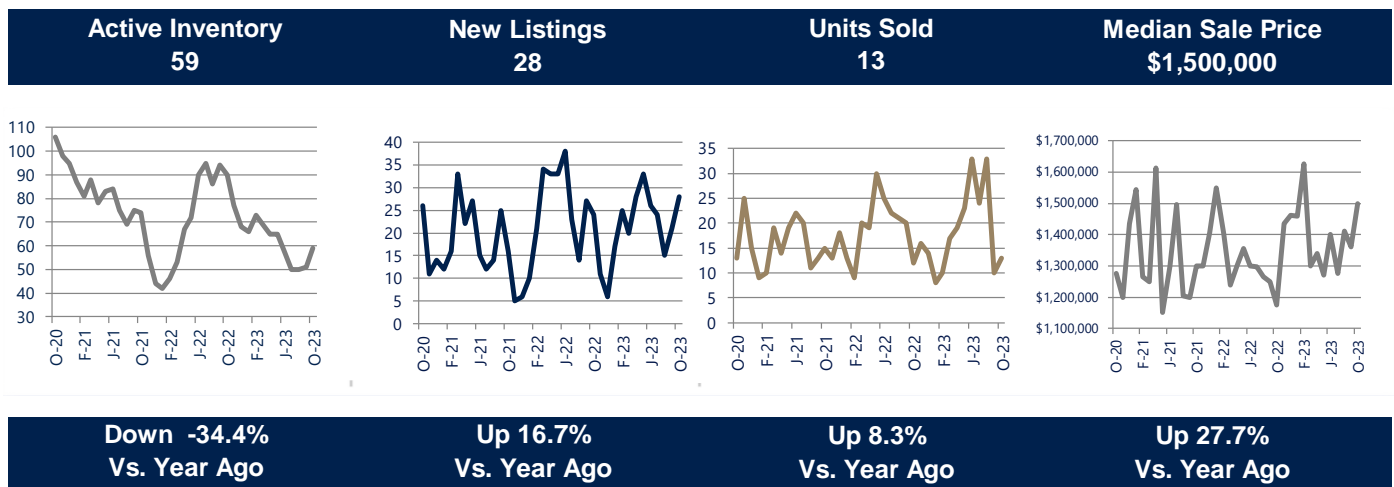
Published monthly, LuxInsight provides you with A broad overview of real estate trends in the high-end real estate market. From median sale prices and active inventory to the current housing Demand and available active listings, LuxInsight gives you access to essential statistics you need to know.



Beyond this valuable market information, Long & Foster's team of luxury sales associates is available to guide you through the real estate process. We believe luxury real estate is all about the individual, and when you work with us, you'll receive an experience tailored to your unique needs. You'll enjoy exceptional service and expertise, provided by agents who specialize in marketing and selling the most stunning luxury homes. You'll gain our exclusive connections around the world and get a luxury home experience with proven results.

AT A GLANCE

Homes \$1 Million+



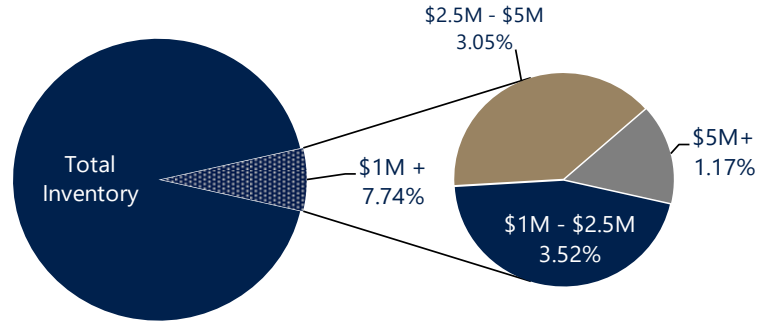
Long & Foster Real Estate Family of Companies
Long & Foster[®] · Virginia Properties · Fonville Morisey · Northrop Realty · Urban Pace

Charlottesville Area - October 2023

Compared to last October, the total number of homes more than \$1 Million available this month was lower by 34.4% and lower by 20.3% compared to October 2021.

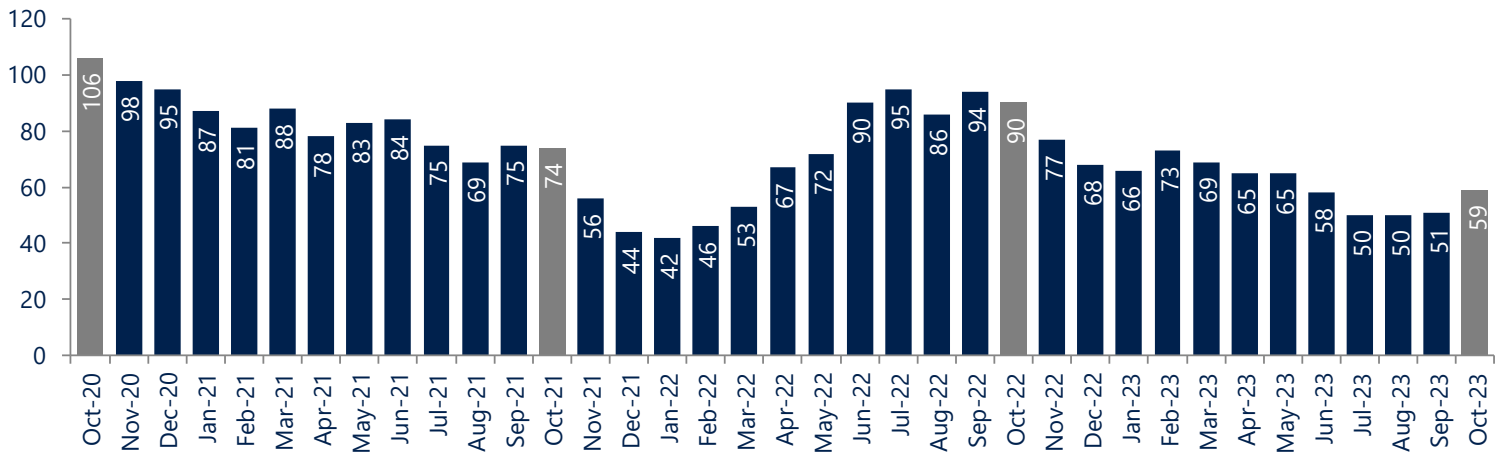
Active inventory this October was 15.7% higher than the previous month's supply of available inventory.

INVENTORY PRICE RANGES



ACTIVE INVENTORY

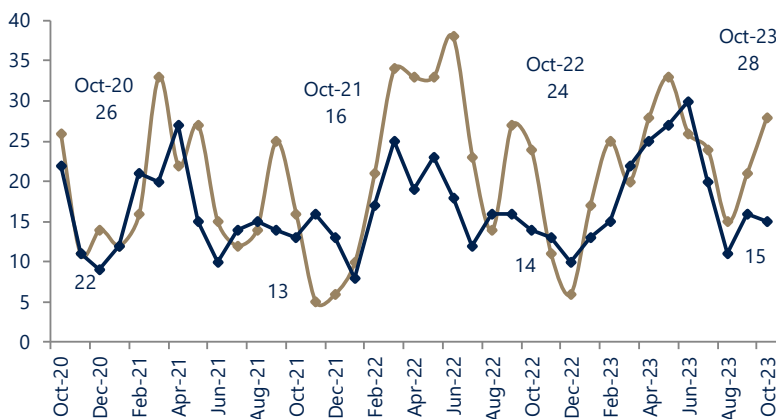
Homes \$1 Million+



NEW LISTINGS & NEW CONTRACTS

Homes \$1 Million+

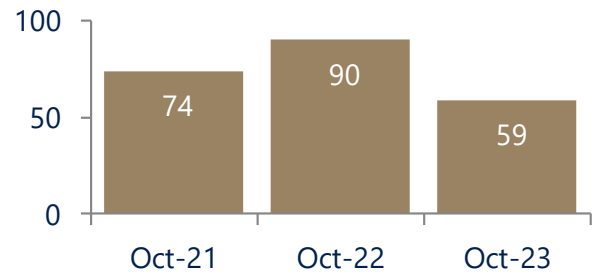
— New Listings — New Contracts



ACTIVE INVENTORY

Versus Previous Years

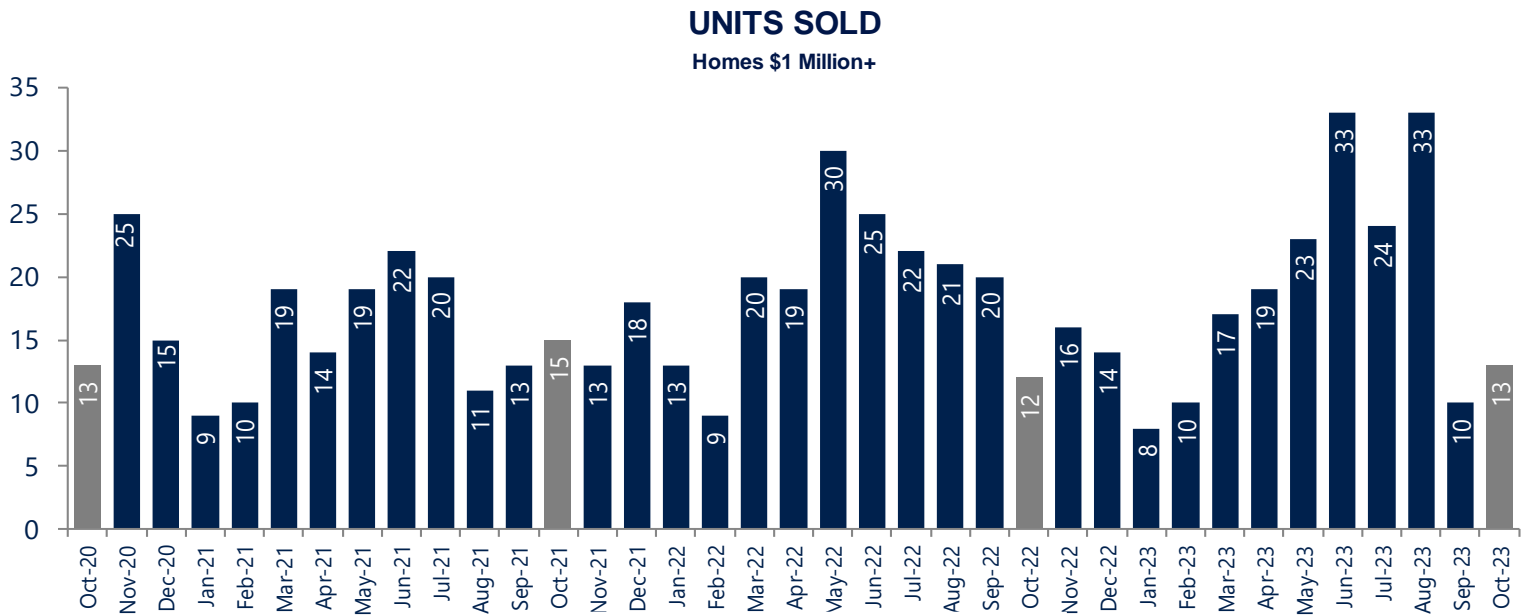
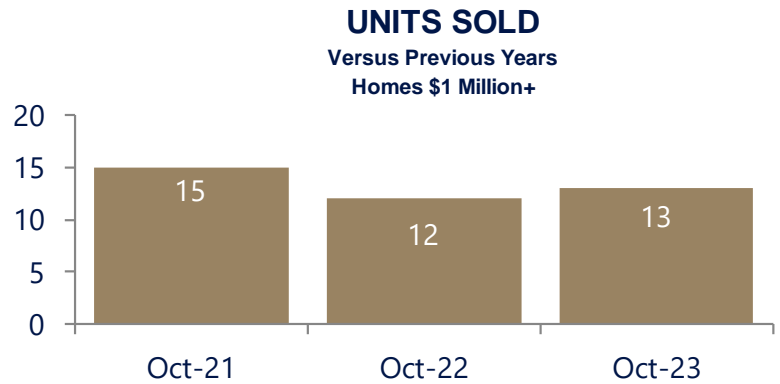
Homes \$1 Million+



Charlottesville Area - October 2023

This month's units sold for homes more than \$1 Million was higher than at this time last year, an increase of 8.3% versus last October and a decrease of 13.3% versus October of 2021.

There was an increase of 30.0% in luxury units sold in October compared to September of this year.



RECENT SELECTED LUXURY SALES

Homes \$1 Million+

Sold Date	City	Zip Code	Final List Price	Final Sale Price	Sale Price as % of List Price	DOM	Long & Foster Represented	
							Buyer	Seller
October 3, 2023	Roseland	22967	\$1,495,000	\$1,300,000	87.0%	56		✓
September 13, 2023	Charlottesville	22901	\$2,500,000	\$2,600,000	104.0%	3		✓
September 14, 2023	Troy	22974	\$1,175,000	\$1,125,000	95.7%	35		✓
August 8, 2023	Keswick	22947	\$1,995,000	\$1,875,000	94.0%	279		✓
August 16, 2023	Keswick	22947	\$1,287,000	\$1,300,000	101.0%	5		✓
August 18, 2023	Crozet	22932	\$1,022,900	\$1,035,456	101.2%	1	✓	✓

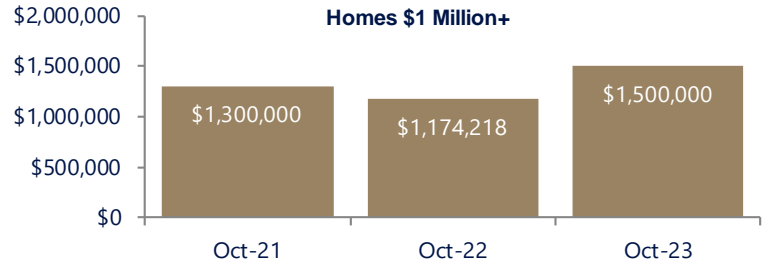
Charlottesville Area - October 2023

In October, the median sales price for homes more than \$1 Million was \$1,500,000, an increase of 27.7% compared to last year.

The current median sales price was higher by 10.3% than in September.

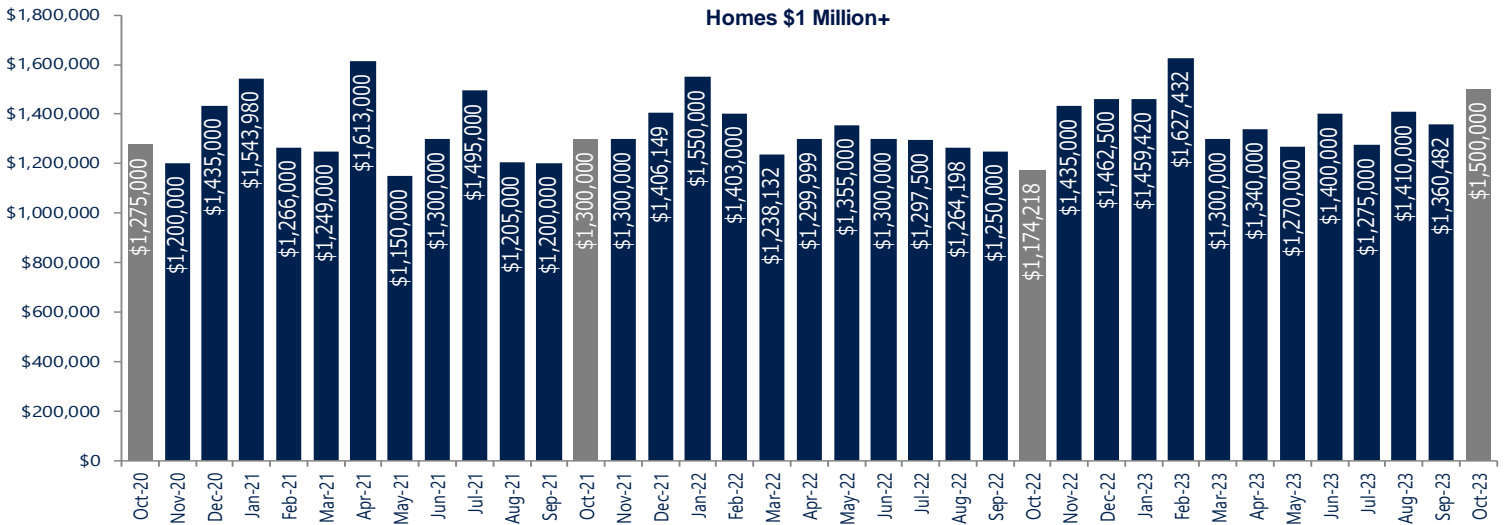
MEDIAN SALES PRICE

Versus Previous Years
Homes \$1 Million+



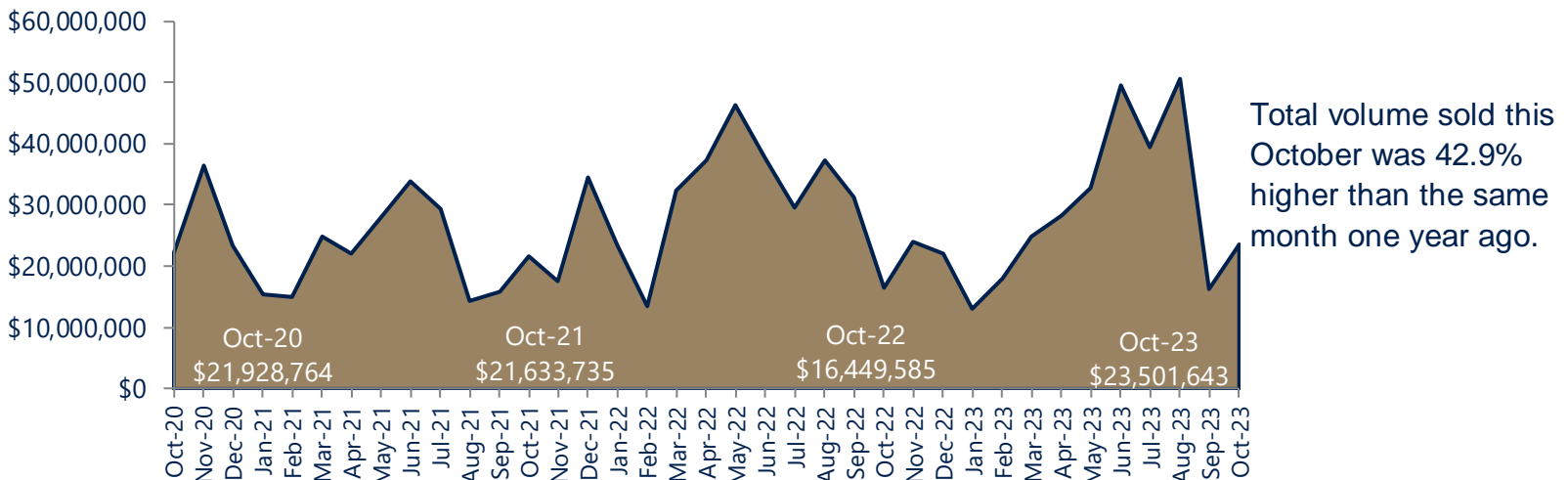
MEDIAN SALES PRICE

Homes \$1 Million+



TOTAL DOLLAR VOLUME SOLD

Homes \$1 Million+



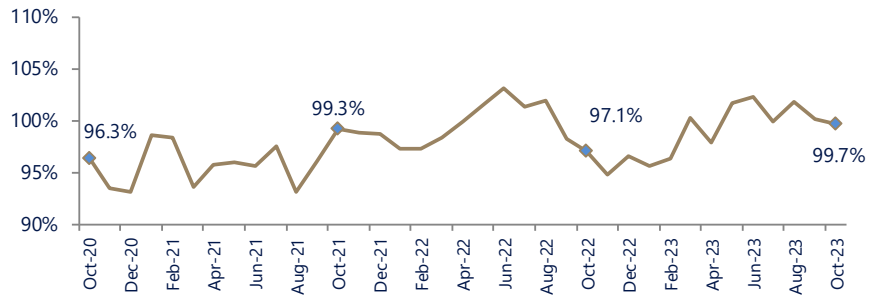
Charlottesville Area - October 2023

In October, the average sale price for homes more than \$1 Million was 99.7% of the average list price, which is 2.6% higher than at this time last year.

This month, the average number of days on market was 24, lower than the average last year, which was 76.

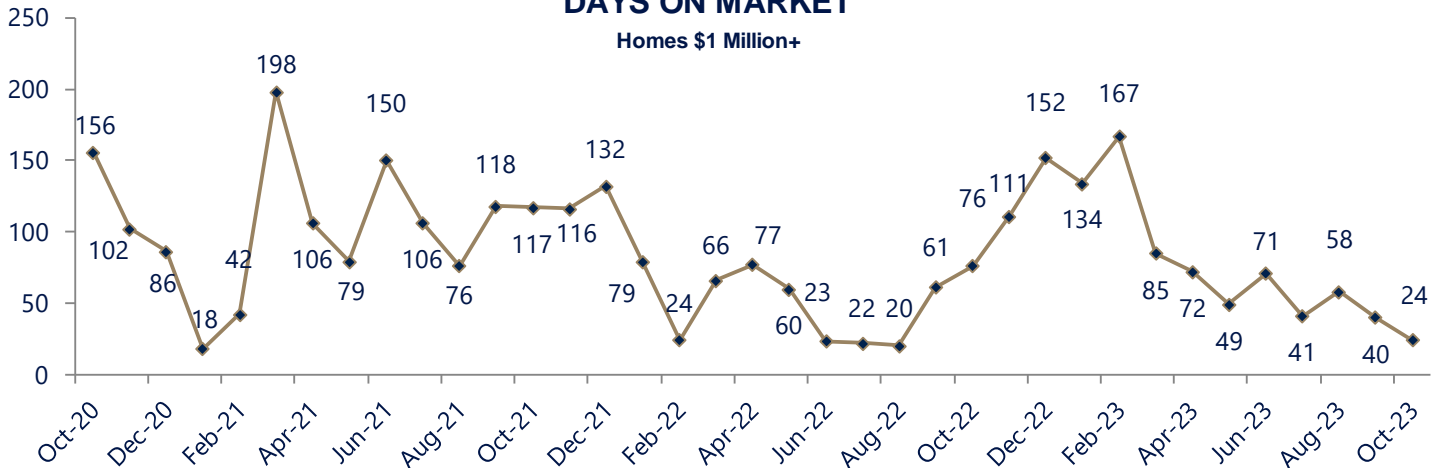
SALE PRICE AS % OF LIST PRICE

Homes \$1 Million+



DAYS ON MARKET

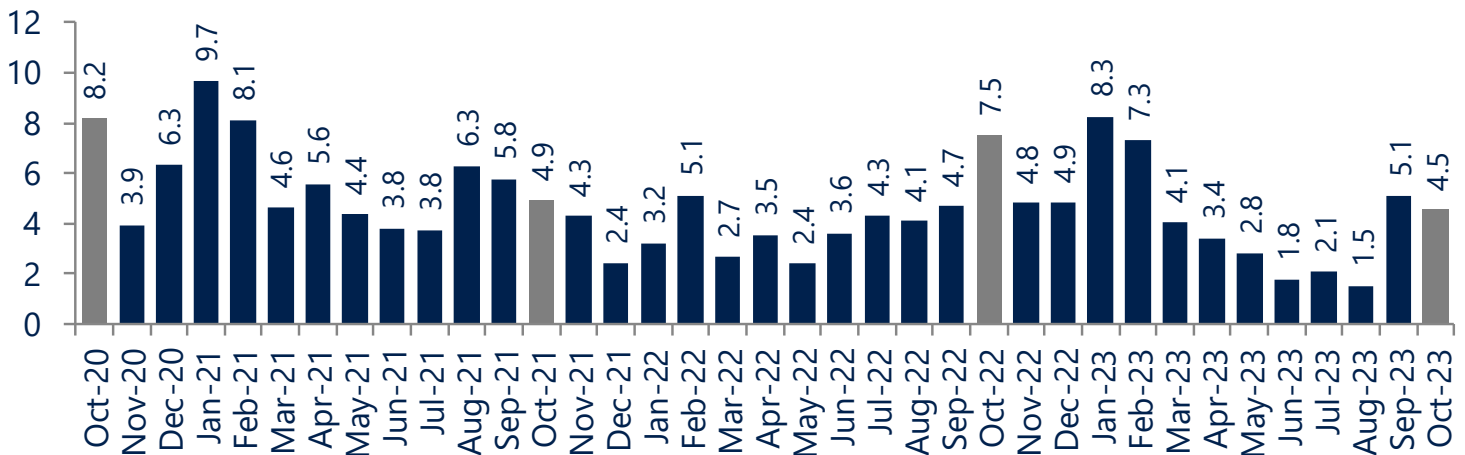
Homes \$1 Million+



MONTHS OF SUPPLY

Homes \$1 Million+

In October, there were 4.5 months of supply available, compared to 7.5 in October of 2022. That is a decrease of 40.0% versus a year ago.



Long & Foster Real Estate Family of Companies

Long & Foster® · Virginia Properties · Fonville Morisey · Northrop Realty · Urban Pace

Charlottesville Area - October 2023

References & Definitions

CHARLOTTESVILLE AREA: LISTING SOURCE, REPORTING AREA, & DEFINITION

Based on data supplied by CGAHR MLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Counties & cities included in this area are: City of Charlottesville and Albemarle, Fluvanna County, Greene County and Nelson counties in Virginia. Analysis dates for all regions are October 1, 2020 through October 31, 2023.

Contacts & Disclaimers

MEDIA CONTACT

Suzanne Pilcher
Email: media@longandfoster.com

CREATED BY

Michael Bystry, Long & Foster Real Estate, Inc. Senior Market Research Analyst

DISCLAIMER

"Information contained in this report is based on data provided by the local area Multiple Listing Service and its member Association(s) of REALTORS®. No representation, expressed or implied, should be taken from information herein. Neither these organizations nor Long & Foster Real Estate, Inc. guarantee or are in any way responsible for the accuracy of these results, which do not reflect all activity in the marketplace. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are October 1, 2020 through October 31, 2023. Information contained in this report is not limited to transactions done by Long & Foster Real Estate, Inc. The data reported is solely for residential real estate transactions."

"Information contained in this report is deemed reliable but not guaranteed, should be independently verified and does not constitute an opinion of Long & Foster Real Estate, Inc."

For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Analysis dates are October 1, 2020 through October 31, 2023".

Material appearing in this report may be reproduced or copied without permission. Please use the following acknowledgement for citation:

Source: Long & Foster Real Estate, Inc. and also cite the appropriate MLS.

