

CITY OF CHARLOTTESVILLE MARKET ANALYSIS

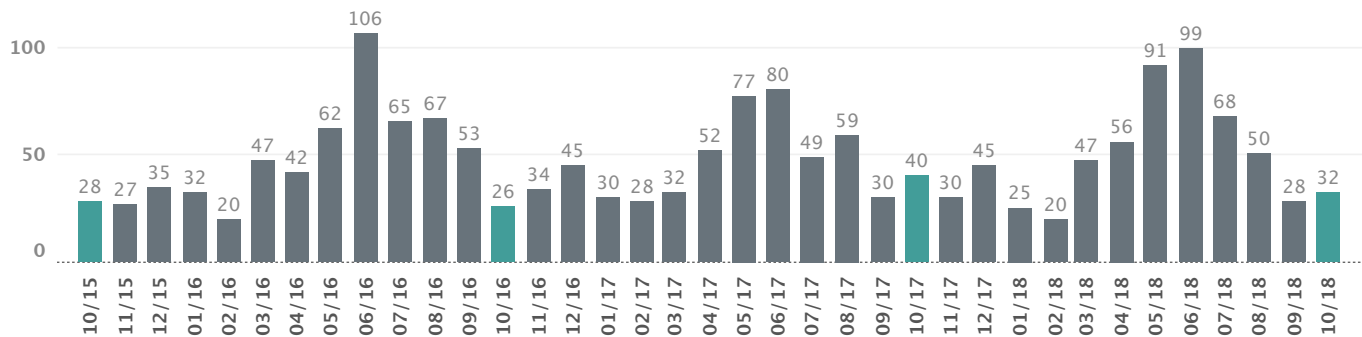
October 2018



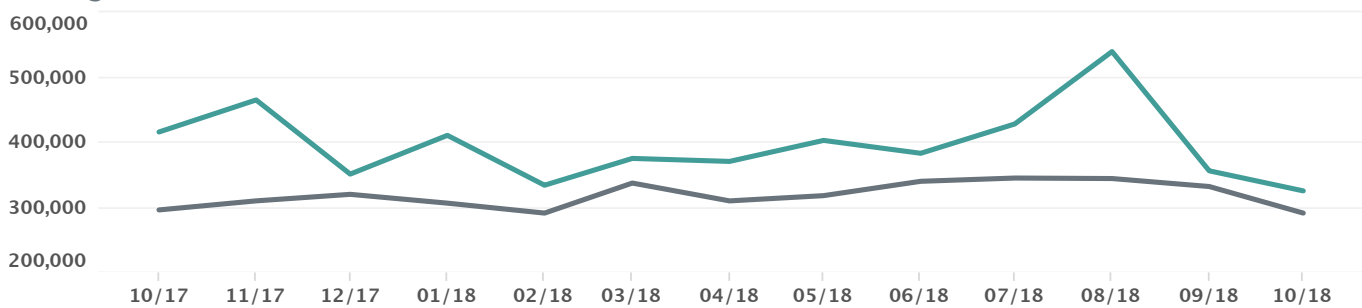
Market Snapshot

| | Total Sales | Median Sales Price | Avg. \$/Sq.Ft. | Avg. Days on Market | Avg. SP/LP % |
|--------------|-------------|--------------------|----------------|---------------------|--------------|
| October 2018 | 32 | 291,250 | 201 | 30 | 98.03% |
| % Change | -20.00% | -1.64% | -5.04% | -43.01% | 0.41% |
| October 2017 | 40 | 296,100 | 212 | 52 | 97.63% |
| % Change | 53.85% | 14.32% | 12.34% | 10.12% | -1.76% |
| October 2016 | 26 | 259,000 | 188 | 47 | 99.38% |

Thirty-Six Month Sales Trend (Total Sales)

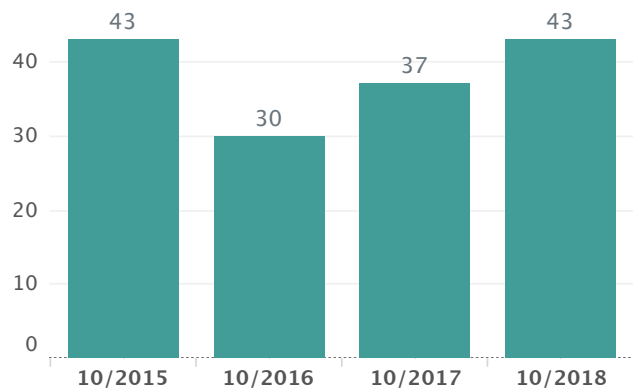


Average & Median Price Trends



| | | | | | | | | | | | | | |
|--------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg. Sales Price | 415,584 | 464,722 | 351,030 | 410,442 | 333,975 | 375,075 | 370,487 | 402,692 | 382,933 | 427,945 | 538,903 | 356,081 | 325,303 |
| Median Sales Price | 296,100 | 310,000 | 320,000 | 306,500 | 291,246 | 337,300 | 309,950 | 318,000 | 340,000 | 345,000 | 344,225 | 332,000 | 291,250 |

New Listings by Month



Contracts Written by Month

