



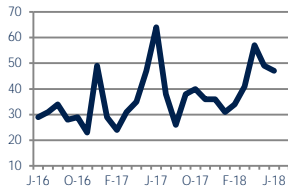
The Long & Foster Market Minute™

Focus On: Barton Heights and Highland Park Housing Market

June 2018

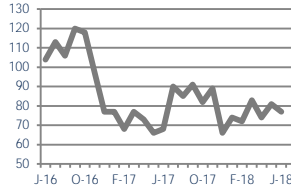
Zip Code(s): 23222

Units Sold
47



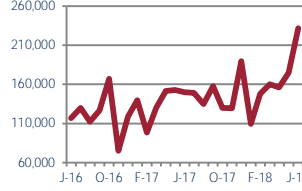
Down -27%
Vs. Year Ago

Active Inventory
77



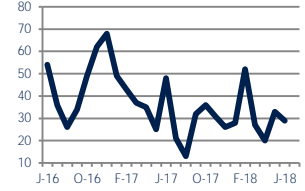
Up 13%
Vs. Year Ago

Median Sale Price
\$231,500



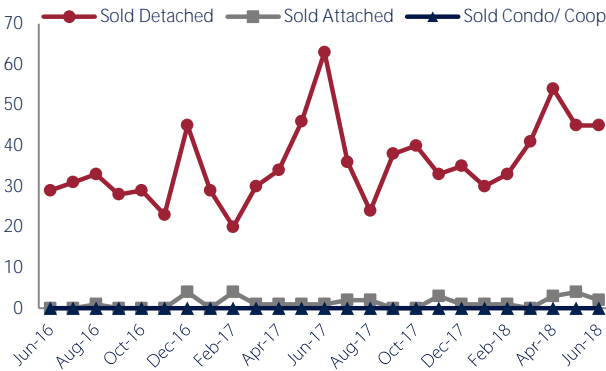
Up
Vs. Year Ago

Days On Market
29



Down -40%
Vs. Year Ago

Units Sold*



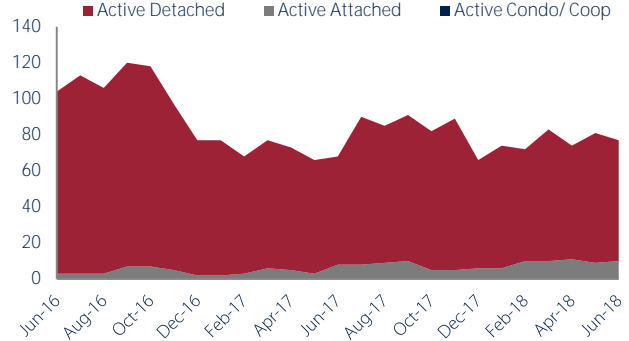
Units Sold

There was a decrease in total units sold in June, with 47 sold this month in Barton Heights and Highland Park versus 49 last month, a decrease of 4%. This month's total units sold was lower than at this time last year, a decrease of 27% versus June 2017.

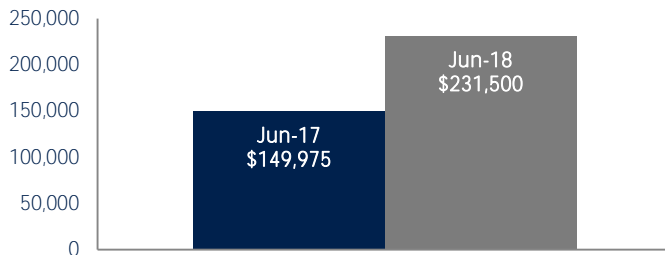
Active Inventory

Versus last year, the total number of homes available this month is higher by 9 units or 13%. The total number of active inventory this June was 77 compared to 68 in June 2017. This month's total of 77 is lower than the previous month's total supply of available inventory of 81, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Barton Heights and Highland Park Homes was \$149,975. This June, the median sale price was \$231,500, an increase of \$81,525 compared to last year. The current median sold price is higher than in May.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Barton Heights and Highland Park are defined as properties listed in zip code/s 23222.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

Information included in this report is based on data supplied by CVRMLS and its member Association(s) of REALTORS, who are not responsible for its accuracy. Does not reflect all activity in the marketplace. Information contained in this report is deemed reliable but not guaranteed, should be independently verified, and does not constitute an opinion of CVRMLS or Long & Foster Real Estate, Inc.



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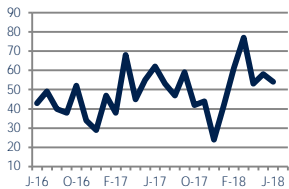




Zip Code(s): 23222

New Listings

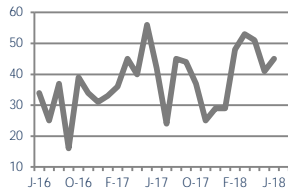
54



Down -13%
Vs. Year Ago

Current Contracts

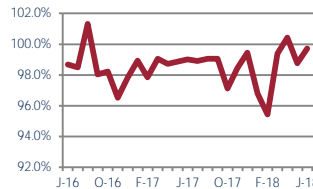
45



Up 7%
Vs. Year Ago

Sold Vs. List Price

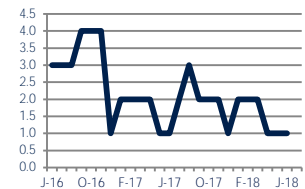
99.7%



Up 0.7%
Vs. Year Ago

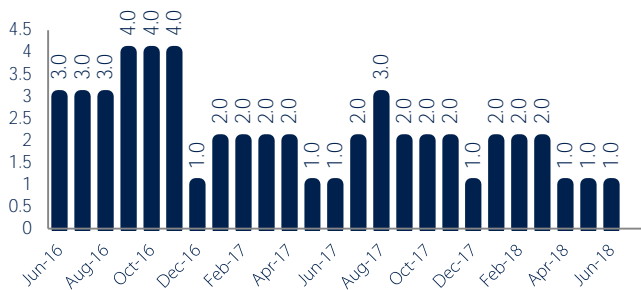
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

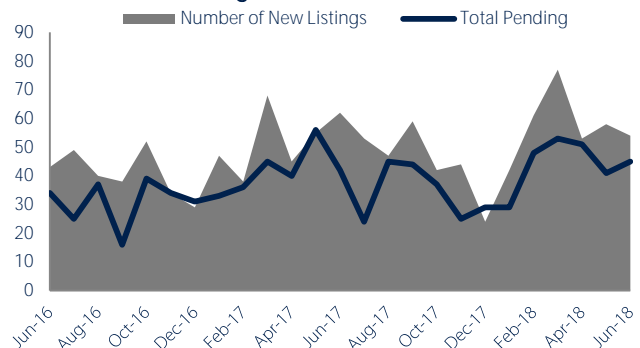
In June, there was 1.6 months of supply available in Barton Heights and Highland Park, compared to 1.1 in June 2017. That is an increase of 54% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

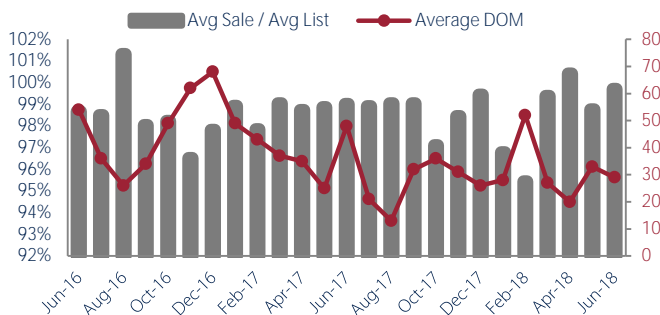
New Listings & Current Contracts

This month there were 54 homes newly listed for sale in Barton Heights and Highland Park compared to 62 in June 2017, a decrease of 13%. There were 45 current contracts pending sale this June compared to 42 a year ago. The number of current contracts is 7% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Barton Heights and Highland Park was 99.7% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 29, lower than the average last year, which was 48, a decrease of 40%.



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