



The Long & Foster Market Minute™

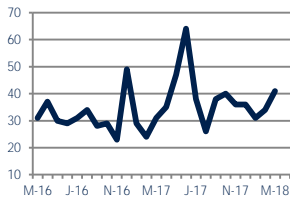
Focus On: Barton Heights and Highland Park Housing Market

March 2018

Zip Code(s): 23222

Units Sold

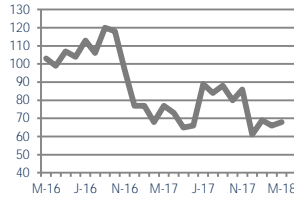
41



Up 32%
Vs. Year Ago

Active Inventory

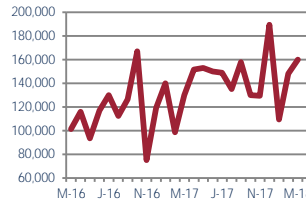
68



Down -12%
Vs. Year Ago

Median Sale Price

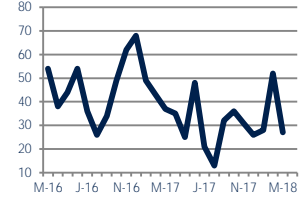
\$160,000



Up 23%
Vs. Year Ago

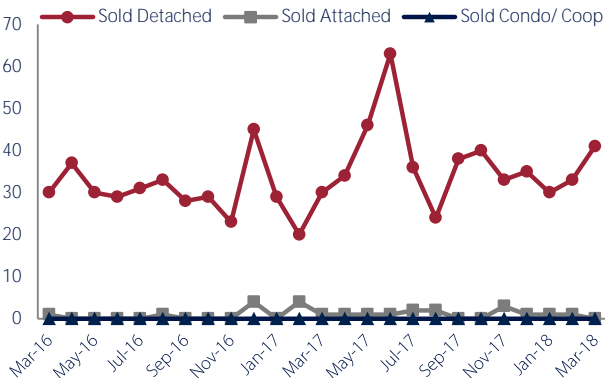
Days On Market

27



Down -27%
Vs. Year Ago

Units Sold*



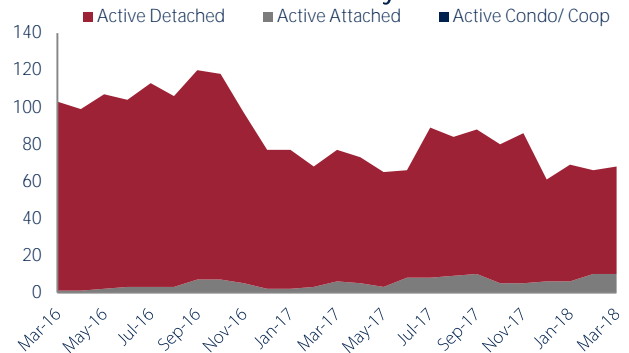
Units Sold

There was an increase in total units sold in March, with 41 sold this month in Barton Heights and Highland Park versus 34 last month, an increase of 21%. This month's total units sold was higher than at this time last year, an increase of 32% versus March 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 9 units or 12%. The total number of active inventory this March was 68 compared to 77 in March 2017. This month's total of 68 is higher than the previous month's total supply of available inventory of 66, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Barton Heights and Highland Park Homes was \$129,950. This March, the median sale price was \$160,000, an increase of 23% or \$30,050 compared to last year. The current median sold price is 8% higher than in February.

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.



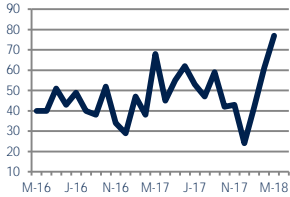
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23222

New Listings

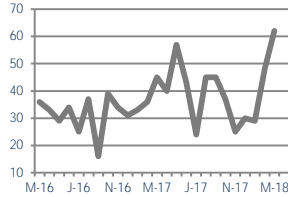
77



Up 13%
Vs. Year Ago

Current Contracts

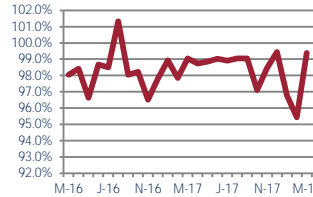
62



Up 38%
Vs. Year Ago

Sold Vs. List Price

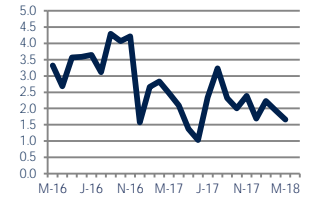
99.4%



No Change
Vs. Year Ago

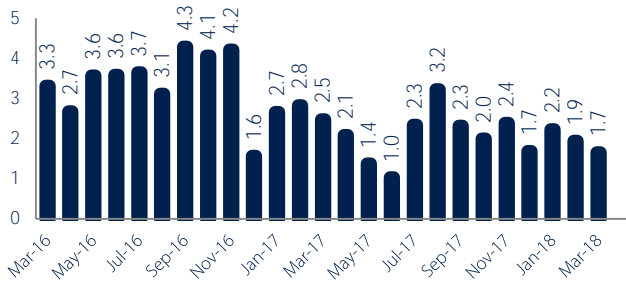
Months of Supply

1.7



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

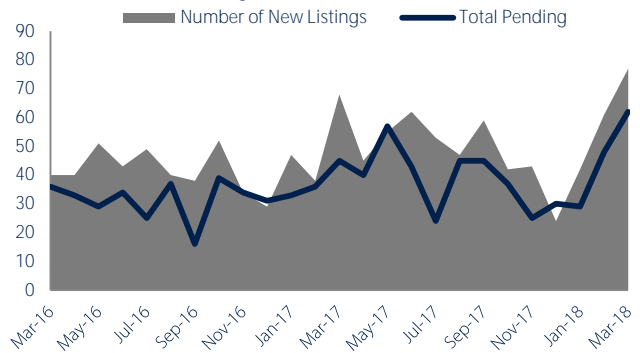
In March, there was 1.7 months of supply available in Barton Heights and Highland Park, compared to 2.5 in March 2017. That is a decrease of 33% versus a year ago.

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.

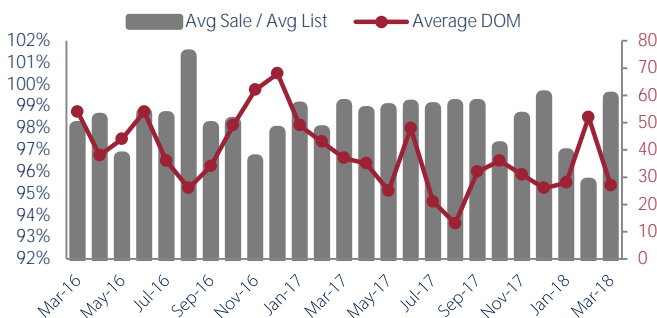
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Barton Heights and Highland Park compared to 68 in March 2017, an increase of 13%. There were 62 current contracts pending sale this March compared to 45 a year ago. The number of current contracts is 38% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Barton Heights and Highland Park was 99.4% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 37, a decrease of 27%.



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