



# The Long & Foster Market Minute™

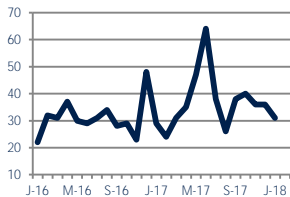
Focus On: Barton Heights and Highland Park Housing Market

January 2018

Zip Code(s): 23222

## Units Sold

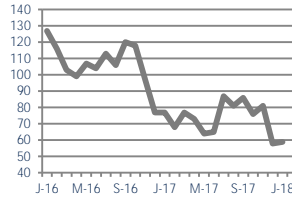
31



Up 7%  
Vs. Year Ago

## Active Inventory

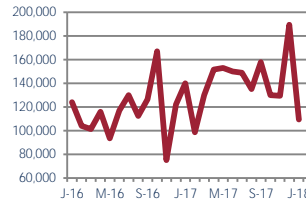
59



Down -23%  
Vs. Year Ago

## Median Sale Price

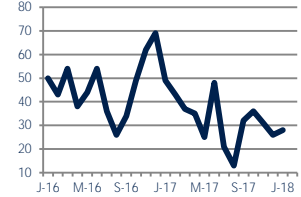
\$109,500



Down  
Vs. Year Ago

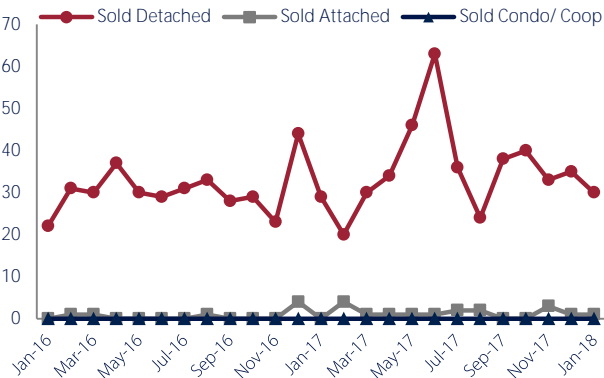
## Days On Market

28



Down -43%  
Vs. Year Ago

## Units Sold\*



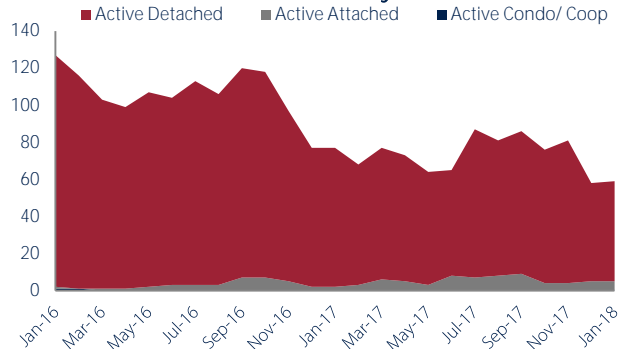
## Units Sold

There was a decrease in total units sold in January, with 31 sold this month in Barton Heights and Highland Park versus 36 last month, a decrease of 14%. This month's total units sold was higher than at this time last year, an increase of 7% versus January 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 23%. The total number of active inventory this January was 59 compared to 77 in January 2017. This month's total of 59 is higher than the previous month's total supply of available inventory of 58, an increase of 2%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Barton Heights and Highland Park Homes was \$139,900. This January, the median sale price was \$109,500, a decrease of \$30,400 compared to last year. The current median sold price is lower than in December.

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.



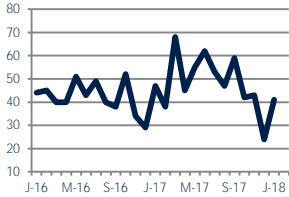
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 23222

### New Listings

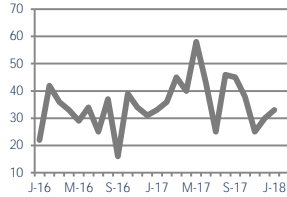
41



Down -13%  
Vs. Year Ago

### Current Contracts

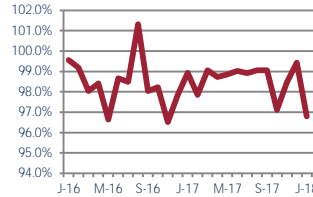
33



No Change  
Vs. Year Ago

### Sold Vs. List Price

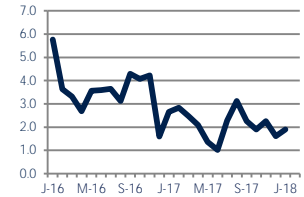
96.8%



Down -2.2%  
Vs. Year Ago

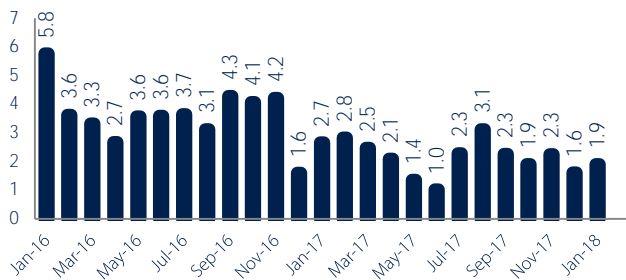
### Months of Supply

1.9



Down -29%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In January, there was 1.9 months of supply available in Barton Heights and Highland Park, compared to 2.7 in January 2017. That is a decrease of 28% versus a year ago.

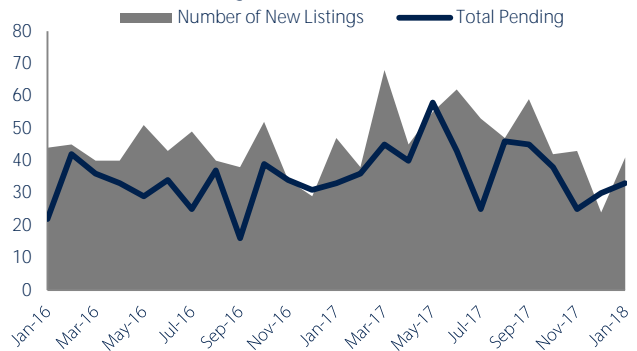
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

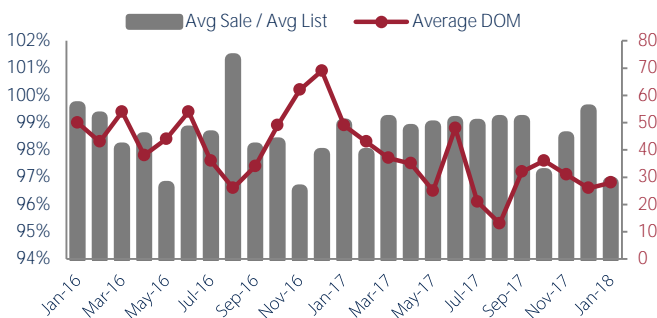
This month there were 41 homes newly listed for sale in Barton Heights and Highland Park compared to 47 in January 2017, a decrease of 13%.

There were 33 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 10% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Barton Heights and Highland Park was 96.8% of the average list price, which is 2.1% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 49, a decrease of 43%.



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