



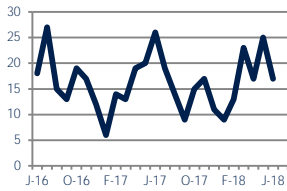
The Long & Foster Market Minute™

Focus On: Beverly Hills Housing Market

June 2018

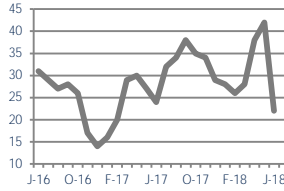
Zip Code(s): 22305

Units Sold
17



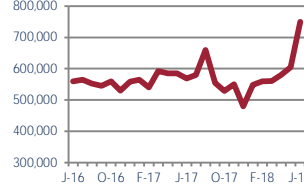
Down -35%
Vs. Year Ago

Active Inventory
22



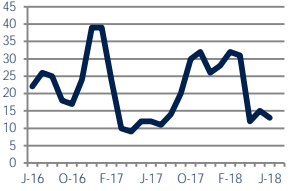
Down -8%
Vs. Year Ago

Median Sale Price
\$750,000



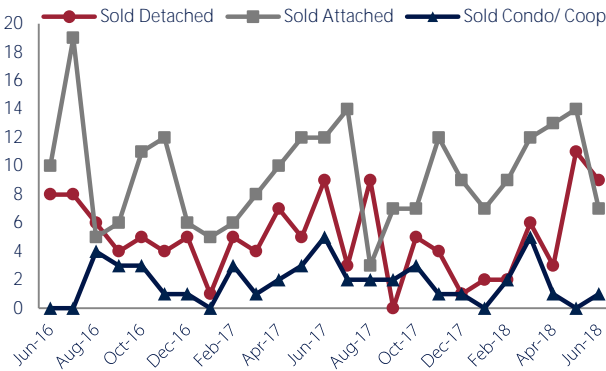
Up
Vs. Year Ago

Days On Market
13



Up 8%
Vs. Year Ago

Units Sold*



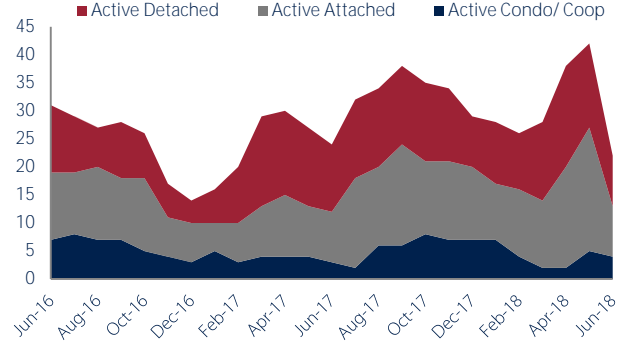
Units Sold

There was a decrease in total units sold in June, with 17 sold this month in Beverly Hills versus 25 last month, a decrease of 32%. This month's total units sold was lower than at this time last year, a decrease of 35% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 8%. The total number of active inventory this June was 22 compared to 24 in June 2017. This month's total of 22 is lower than the previous month's total supply of available inventory of 42, a decrease of 48%.

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 June, the median sale price for Beverly Hills Homes was \$568,500. This June, the median sale price was \$750,000, an increase of \$181,500 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.

Beverly Hills are defined as properties listed in zip code/s 22305.

*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

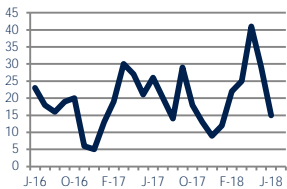


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June 2018

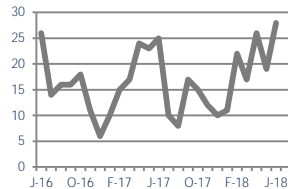
Zip Code(s): 22305

New Listings
15



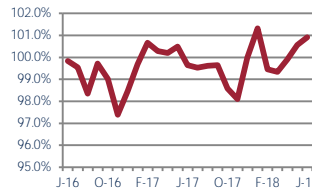
Down -42%
Vs. Year Ago

Current Contracts
28



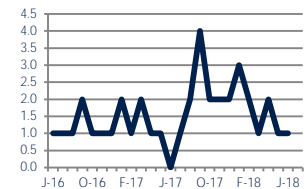
Up 12%
Vs. Year Ago

Sold Vs. List Price
100.9%



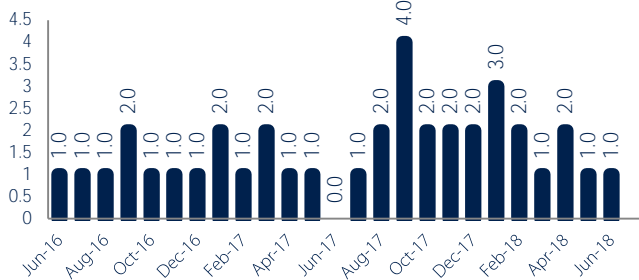
Up 1.3%
Vs. Year Ago

Months of Supply
1.0



NA
Vs. Year Ago

Months Of Supply



Months of Supply

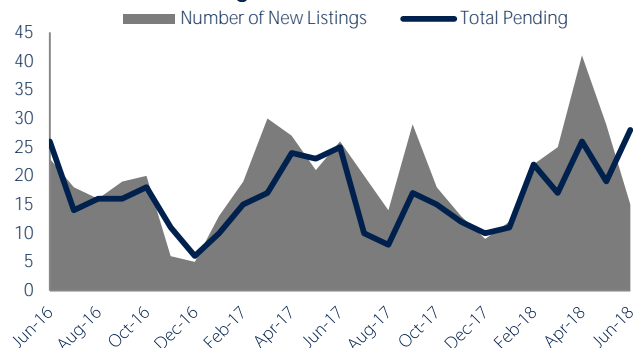
In June, there was 1.3 months of supply available in Beverly Hills, compared to 0.9 in June 2017. That is an increase of 40% versus a year ago.

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.

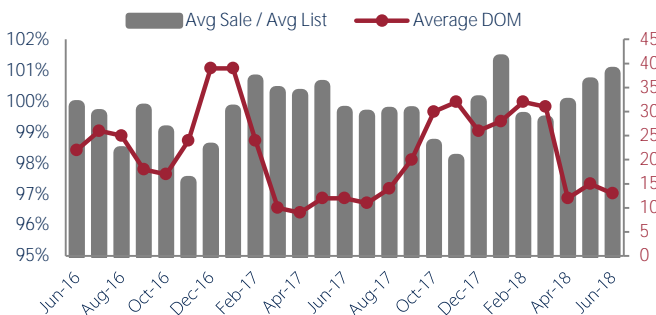
New Listings & Current Contracts

This month there were 15 homes newly listed for sale in Beverly Hills compared to 26 in June 2017, a decrease of 42%. There were 28 current contracts pending sale this June compared to 25 a year ago. The number of current contracts is 12% 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 Beverly Hills was 100.9% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 13, higher than the average last year, which was 12, an increase of 8%.



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