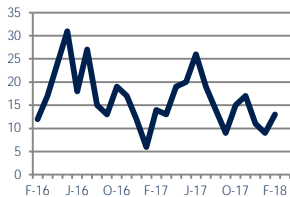




Zip Code(s): 22305

### Units Sold

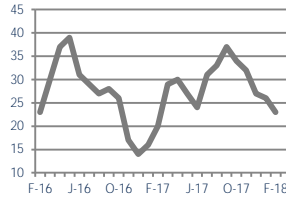
13



**Down**  
Vs. Year Ago

### Active Inventory

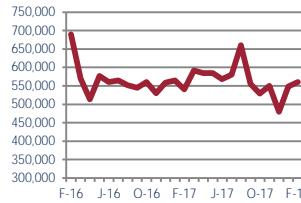
23



**Up 15%**  
Vs. Year Ago

### Median Sale Price

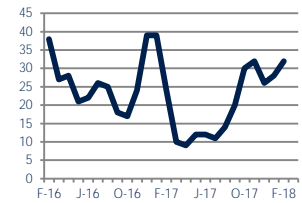
\$560,000



**Up 4%**  
Vs. Year Ago

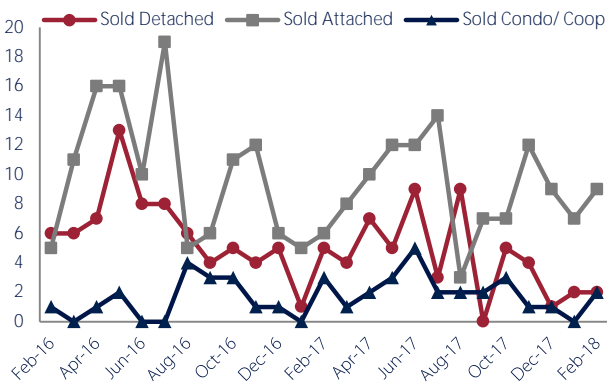
### Days On Market

32



**Up 33%**  
Vs. Year Ago

### Units Sold\*



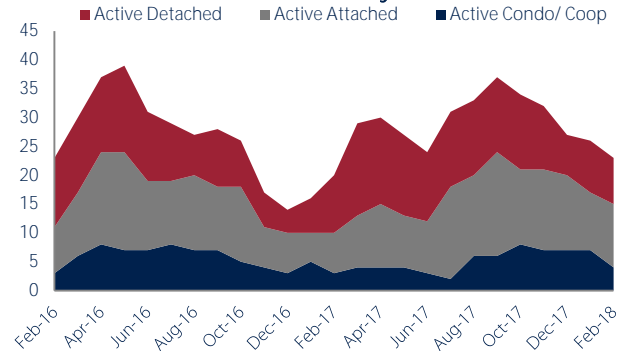
### Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 13 sold this month in Beverly Hills. This month's total units sold was lower than at this time last year, a decrease from February 2017.

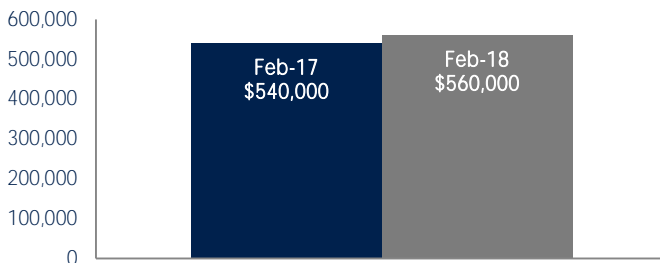
### Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 15%. The total number of active inventory this February was 23 compared to 20 in February 2017. This month's total of 23 is lower than the previous month's total supply of available inventory of 26, a decrease of 12%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last February, the median sale price for Beverly Hills Homes was \$540,000. This February, the median sale price was \$560,000, an increase of 4% or \$20,000 compared to last year. The current median sold price is 2% higher than in January.

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.



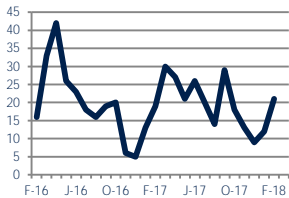
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 22305

**New Listings**

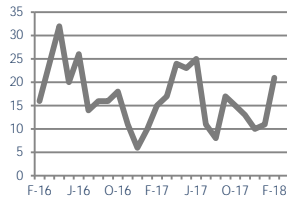
21



Up 11%  
Vs. Year Ago

**Current Contracts**

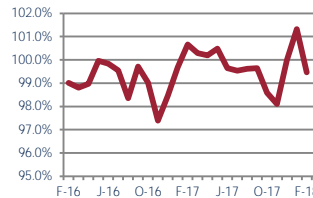
21



Up 40%  
Vs. Year Ago

**Sold Vs. List Price**

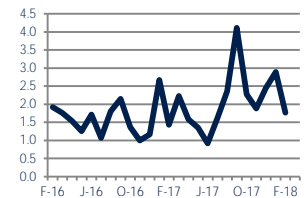
99.5%



Down -1.2%  
Vs. Year Ago

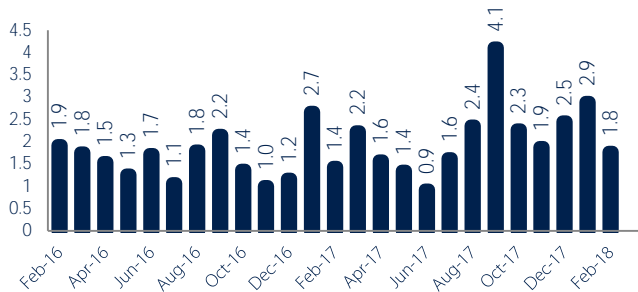
**Months of Supply**

1.8



Up 24%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

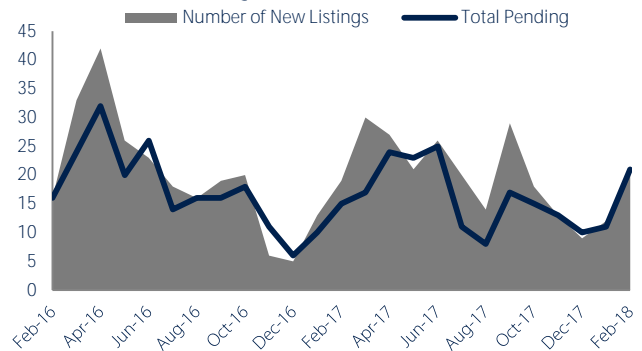
In February, there was 1.8 months of supply available in Beverly Hills, compared to 1.4 in February 2017. That is an increase of 24% versus a year ago.

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.

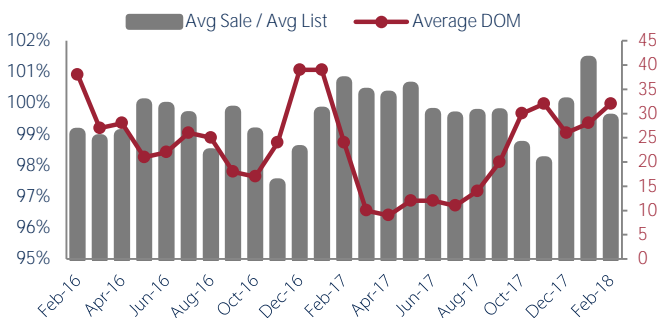
**New Listings & Current Contracts**

This month there were 21 homes newly listed for sale in Beverly Hills compared to 19 in February 2017, an increase of 11%. There were 21 current contracts pending sale this February compared to 15 a year ago. The number of current contracts is 40% higher than last February.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In February, the average sale price in Beverly Hills was 99.5% of the average list price, which is 1.2% lower than at this time last year.

**Days On Market**

This month, the average number of days on market was 32, higher than the average last year, which was 24, an increase of 33%.



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