



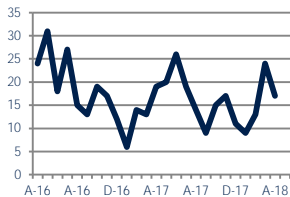
## Focus On: Beverly Hills Housing Market

April 2018

Zip Code(s): 22305

### Units Sold

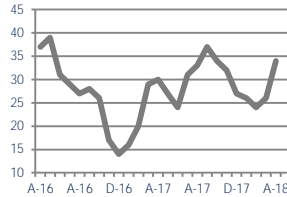
17



Down -11%  
Vs. Year Ago

### Active Inventory

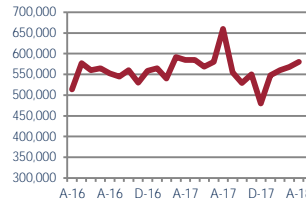
34



Up 13%  
Vs. Year Ago

### Median Sale Price

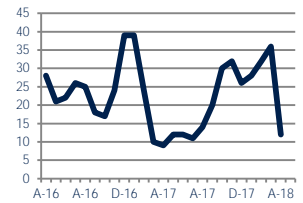
\$580,000



Down -1%  
Vs. Year Ago

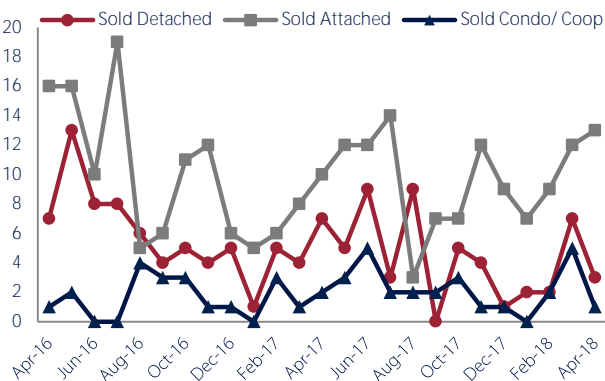
### Days On Market

12



Up 33%  
Vs. Year Ago

### Units Sold\*



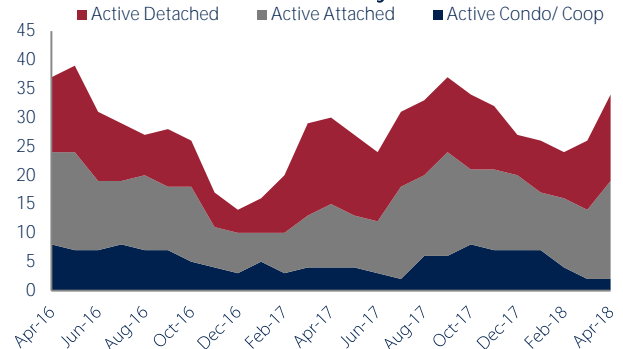
### Units Sold

There was a decrease in total units sold in April, with 17 sold this month in Beverly Hills versus 24 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 11% versus April 2017.

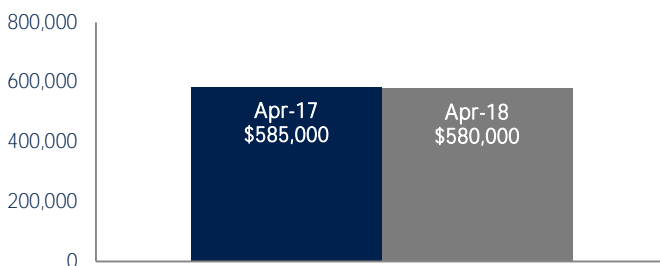
### Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 13%. The total number of active inventory this April was 34 compared to 30 in April 2017. This month's total of 34 is higher than the previous month's total supply of available inventory of 26, an increase of 31%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Beverly Hills Homes was \$585,000. This April, the median sale price was \$580,000, a decrease of 1% or \$5,000 compared to last year. The current median sold price is 2% higher than in March.

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



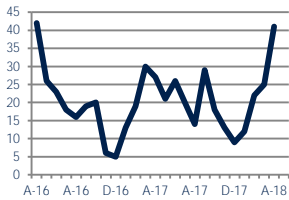
# Focus On: Beverly Hills Housing Market

April 2018

Zip Code(s): 22305

## New Listings

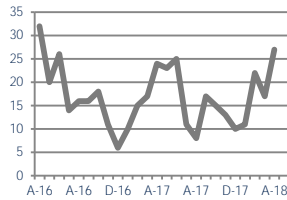
41



Up 52%  
Vs. Year Ago

## Current Contracts

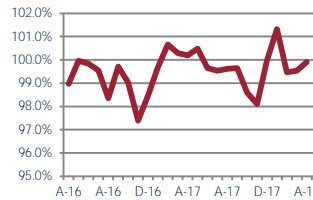
27



Up 13%  
Vs. Year Ago

## Sold Vs. List Price

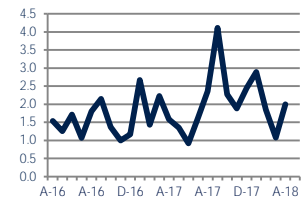
99.9%



No Change  
Vs. Year Ago

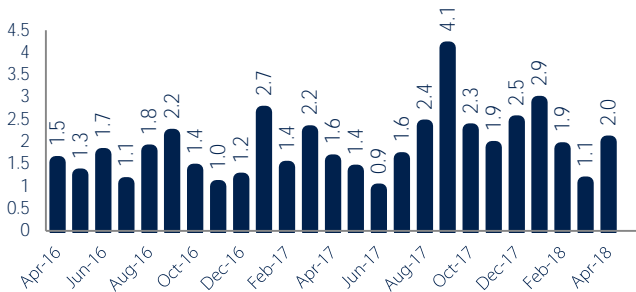
## Months of Supply

2.0



Up 27%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

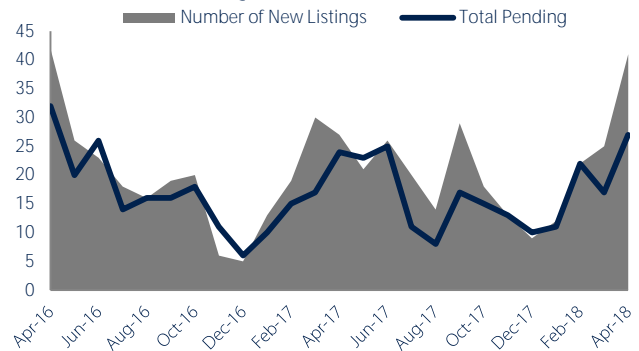
In April, there was 2.0 months of supply available in Beverly Hills, compared to 1.6 in April 2017. That is an increase of 27% versus a year ago.

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.

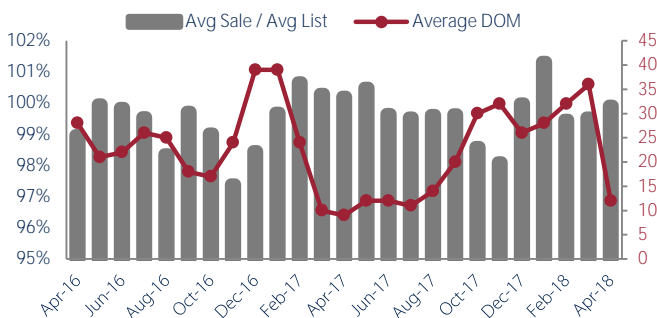
## New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Beverly Hills compared to 27 in April 2017, an increase of 52%. There were 27 current contracts pending sale this April compared to 24 a year ago. The number of current contracts is 13% higher than last April.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In April, the average sale price in Beverly Hills was 99.9% 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 12, higher than the average last year, which was 9, an increase of 33%.



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