



The Long & Foster Market Minute™

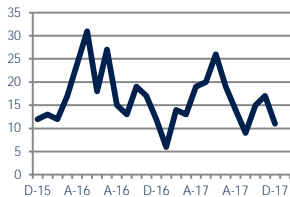
Focus On: Beverly Hills Housing Market

December 2017

Zip Code(s): 22305

Units Sold

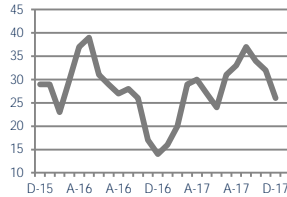
11



Down
Vs. Year Ago

Active Inventory

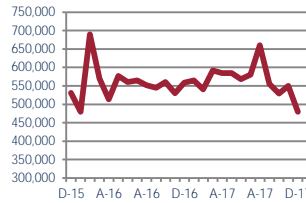
26



Up 86%
Vs. Year Ago

Median Sale Price

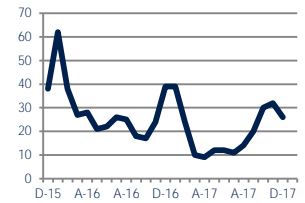
\$480,000



Down -14%
Vs. Year Ago

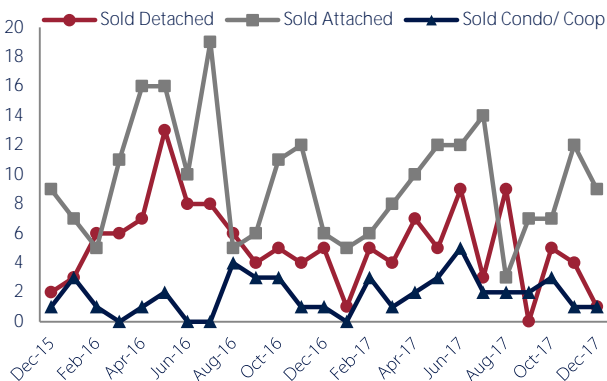
Days On Market

26



Down -33%
Vs. Year Ago

Units Sold*



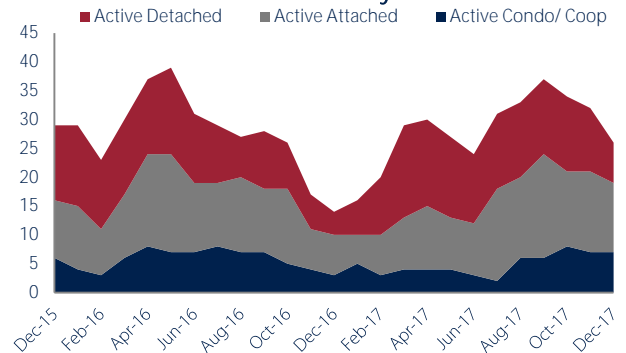
Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 11 sold this month in Beverly Hills. This month's total units sold was lower than at this time last year, a decrease from December 2016.

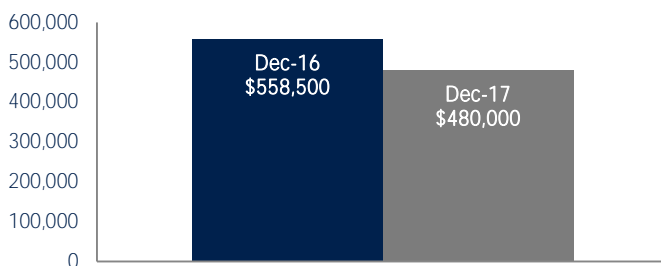
Active Inventory

Versus last year, the total number of homes available this month is higher by 12 units or 86%. The total number of active inventory this December was 26 compared to 14 in December 2016. This month's total of 26 is lower than the previous month's total supply of available inventory of 32, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Beverly Hills Homes was \$558,500. This December, the median sale price was \$480,000, a decrease of 14% or \$78,500 compared to last year. The current median sold price is 13% lower than in November.

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





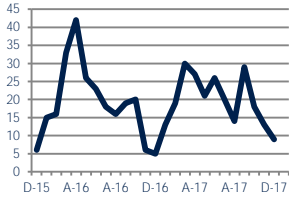
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New Listings

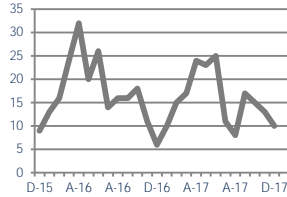
9



Up 80%
Vs. Year Ago

Current Contracts

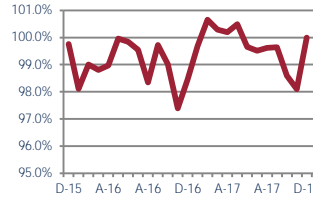
10



Up 67%
Vs. Year Ago

Sold Vs. List Price

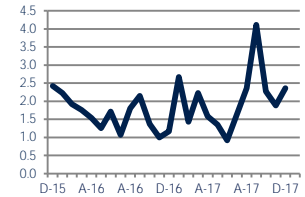
100.0%



Up 1.6%
Vs. Year Ago

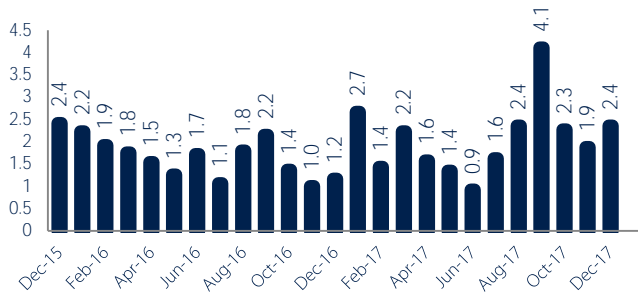
Months of Supply

2.4



Up 102%
Vs. Year Ago

Months Of Supply



Months of Supply

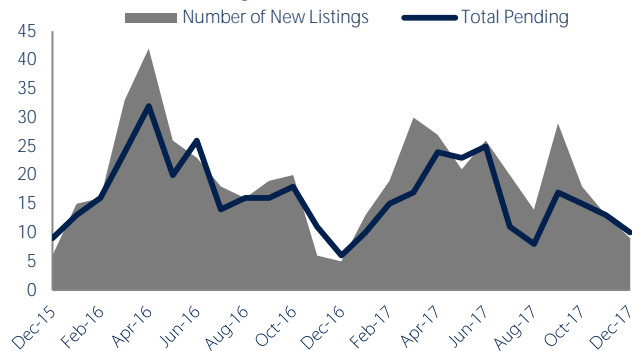
In December, there was 2.4 months of supply available in Beverly Hills, compared to 1.2 in December 2016. That is an increase of 103% versus a year ago.

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.

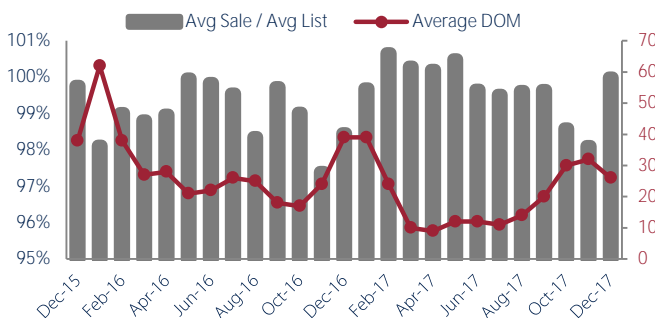
New Listings & Current Contracts

This month there were 9 homes newly listed for sale in Beverly Hills compared to 5 in December 2016, an increase of 80%. There were 10 current contracts pending sale this December compared to 6 a year ago. The number of current contracts is 67% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Beverly Hills was 100.0% of the average list price, which is 1.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 39, a decrease of 33%.



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