



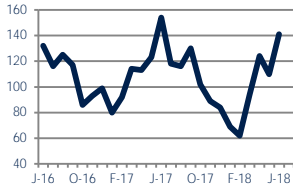
The Long & Foster Market Minute™

Focus On: Campbells Landing, Munden, and Vine Housing Market

June 2018

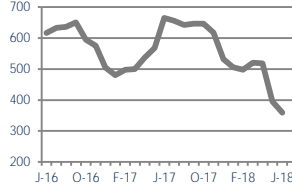
Zip Code(s): 23456 and 23457

Units Sold
141



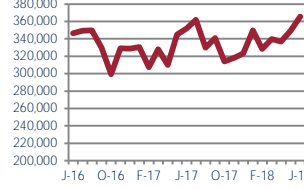
Down -8%
Vs. Year Ago

Active Inventory
359



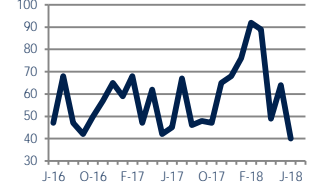
Down -46%
Vs. Year Ago

Median Sale Price
\$365,500



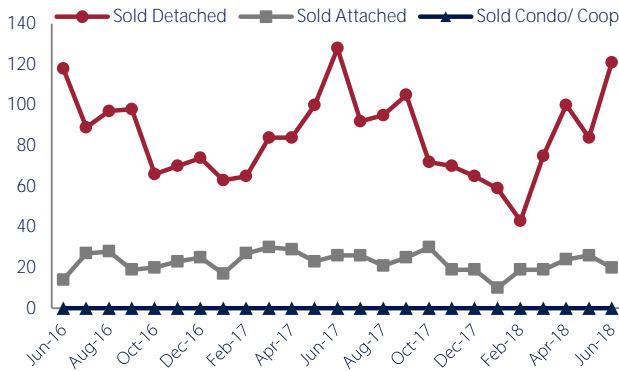
Up 4%
Vs. Year Ago

Days On Market
40



Down -11%
Vs. Year Ago

Units Sold*



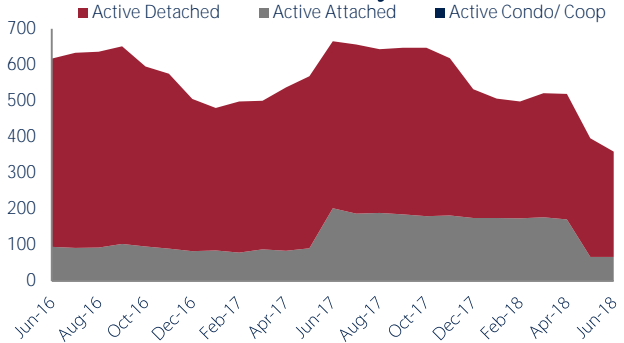
Units Sold

There was an increase in total units sold in June, with 141 sold this month in Campbells Landing, Munden, and Vine versus 110 last month, an increase of 28%. This month's total units sold was lower than at this time last year, a decrease of 8% versus June 2017.

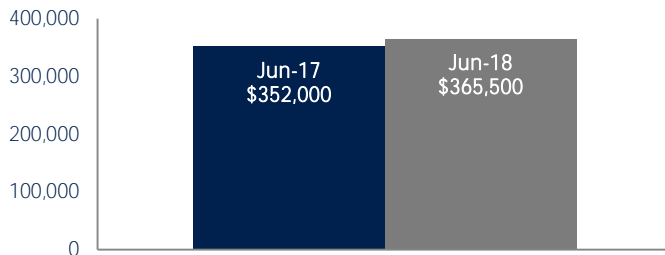
Active Inventory

Versus last year, the total number of homes available this month is lower by 306 units or 46%. The total number of active inventory this June was 359 compared to 665 in June 2017. This month's total of 359 is lower than the previous month's total supply of available inventory of 396, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Campbells Landing, Munden, and Vine Homes was \$352,000. This June, the median sale price was \$365,500, an increase of 4% or \$13,500 compared to last year. The current median sold price is 5% 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.

Campbells Landing, Munden, and Vine are defined as properties listed in zip code/s 23456 and 23457.

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



CHRISTIE'S INTERNATIONAL REAL ESTATE

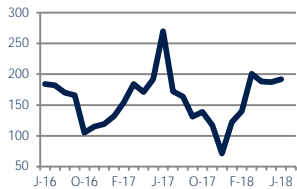




Zip Code(s): 23456 and 23457

New Listings

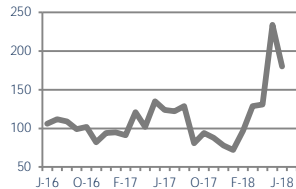
192



Down -29%
Vs. Year Ago

Current Contracts

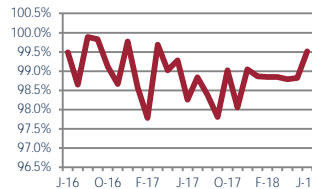
180



Up 45%
Vs. Year Ago

Sold Vs. List Price

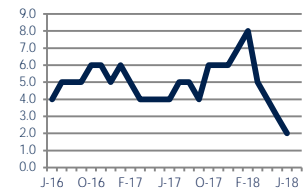
99.5%



Up 1.3%
Vs. Year Ago

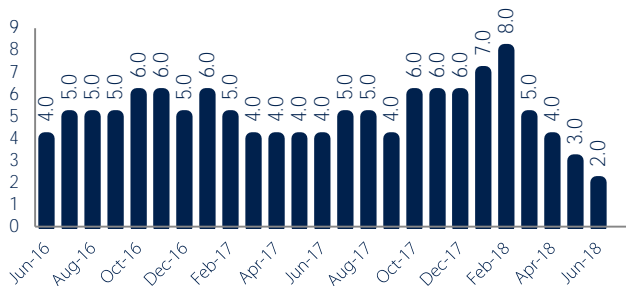
Months of Supply

2.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

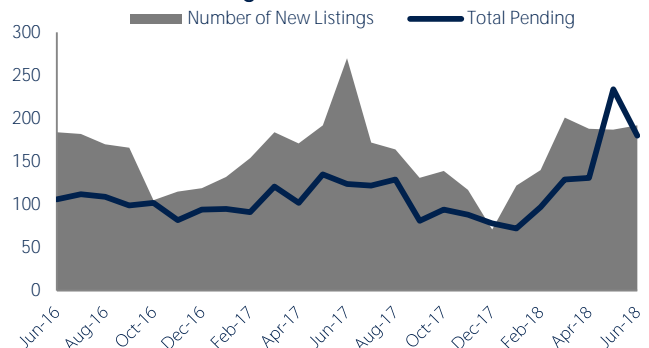
In June, there was 2.5 months of supply available in Campbells Landing, Munden, and Vine, compared to 4.3 in June 2017. That is a decrease of 41% versus a year ago.

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.

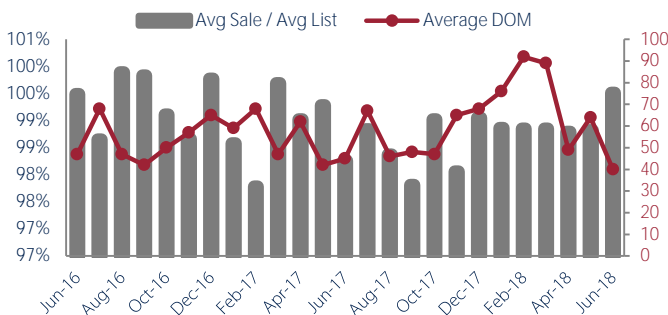
New Listings & Current Contracts

This month there were 192 homes newly listed for sale in Campbells Landing, Munden, and Vine compared to 270 in June 2017, a decrease of 29%. There were 180 current contracts pending sale this June compared to 124 a year ago. The number of current contracts is 45% 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 Campbells Landing, Munden, and Vine was 99.5% 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 40, lower than the average last year, which was 45, a decrease of 11%.



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