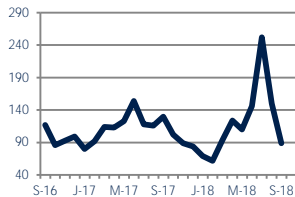


Zip Code(s): 23456 and 23457

Units Sold

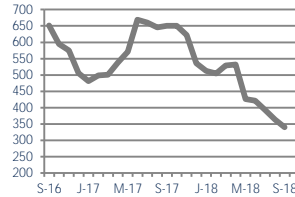
89



Down -32%
Vs. Year Ago

Active Inventory

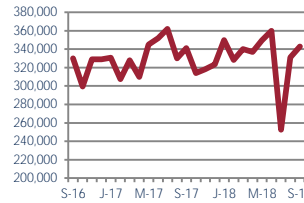
340



Down -48%
Vs. Year Ago

Median Sale Price

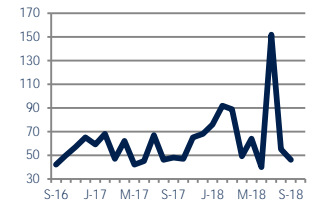
\$342,780



Up 1%
Vs. Year Ago

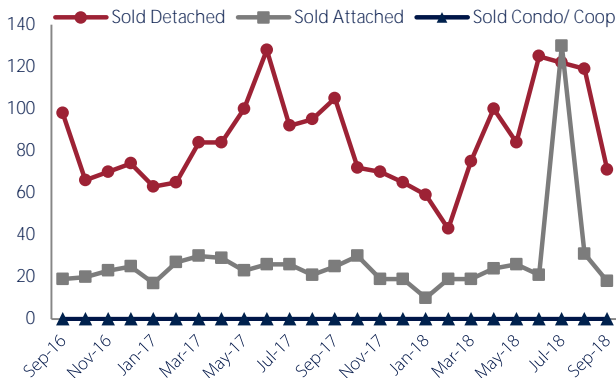
Days On Market

46



Down -4%
Vs. Year Ago

Units Sold*



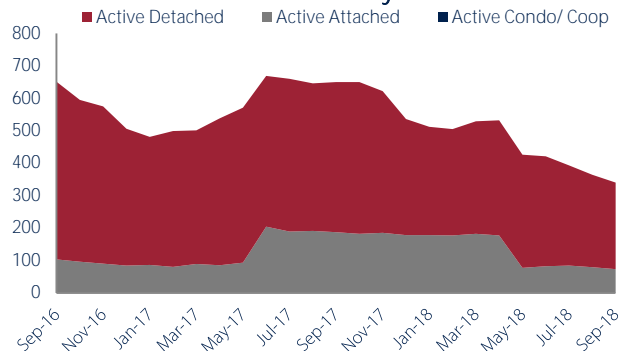
Units Sold

There was a decrease in total units sold in September, with 89 sold this month in Campbells Landing, Munden, and Vine. This month's total units sold was lower than at this time last year.

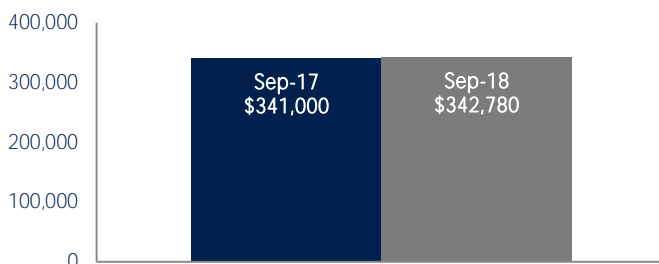
Active Inventory

Versus last year, the total number of homes available this month is lower by 310 units or 48%. The total number of active inventory this September was 340 compared to 650 in September 2017. This month's total of 340 is lower than the previous month's total supply of available inventory of 364, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Campbells Landing, Munden, and Vine Homes was \$341,000. This September, the median sale price was \$342,780, an increase of 1% or \$1,780 compared to last year. The current median sold price is 4% higher than in August.

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.



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The Long & Foster Market Minute™

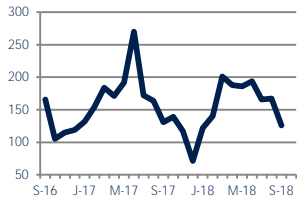
Focus On: Campbells Landing, Munden, and Vine Housing Market

September 2018

Zip Code(s): 23456 and 23457

New Listings

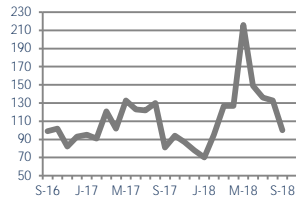
126



Down -4%
Vs. Year Ago

Current Contracts

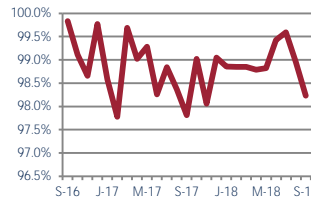
100



Up 23%
Vs. Year Ago

Sold Vs. List Price

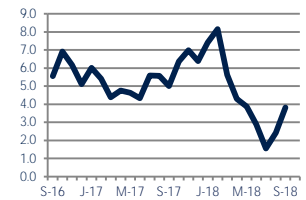
98.2%



No Change
Vs. Year Ago

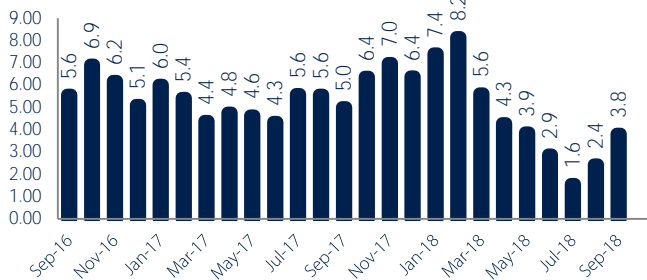
Months of Supply

3.8



Down -24%
Vs. Year Ago

Months Of Supply



Months of Supply

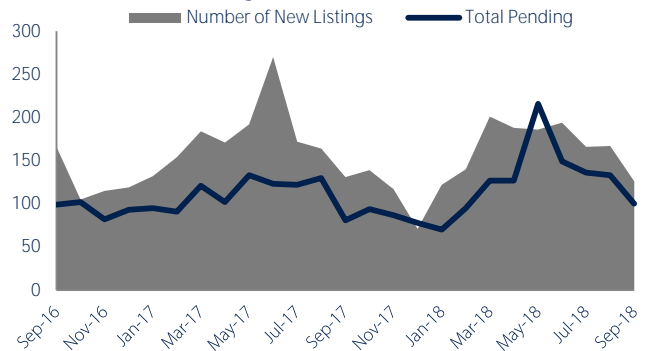
In September, there was 3.8 months of supply available in Campbells Landing, Munden, and Vine, compared to 5.0 in September 2017. That is a decrease of 24% versus a year ago.

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.

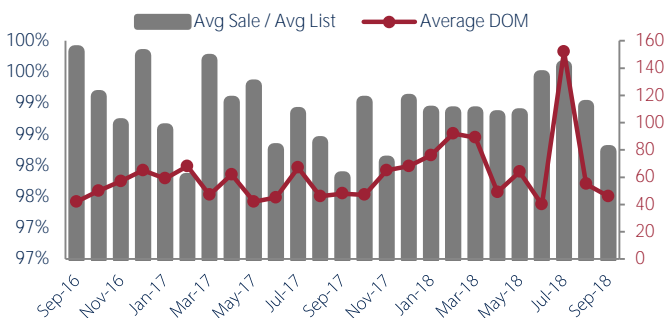
New Listings & Current Contracts

This month there were 126 homes newly listed for sale in Campbells Landing, Munden, and Vine compared to 131 in September 2017, a decrease of 4%. There were 100 current contracts pending sale this September compared to 81 a year ago. The number of current contracts is 23% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Campbells Landing, Munden, and Vine was 98.2% 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 46, lower than the average last year, which was 48, a decrease of 4%.



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