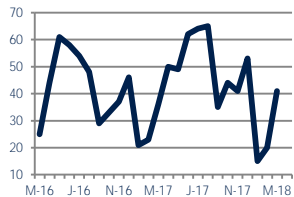


Zip Code(s): 23233

Units Sold

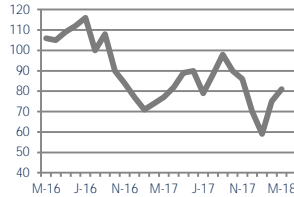
41



Up 14%
Vs. Year Ago

Active Inventory

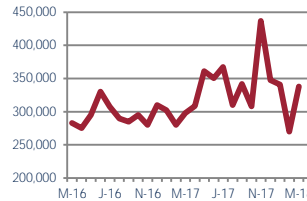
81



Up 5%
Vs. Year Ago

Median Sale Price

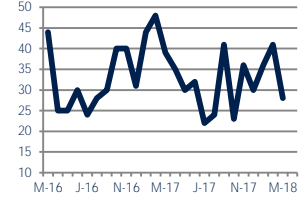
\$338,000



Up 14%
Vs. Year Ago

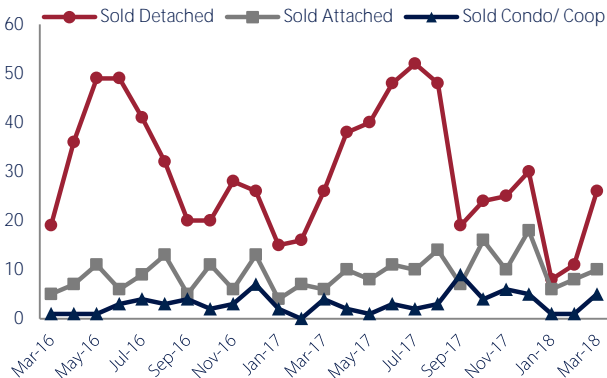
Days On Market

28



Down -28%
Vs. Year Ago

Units Sold*



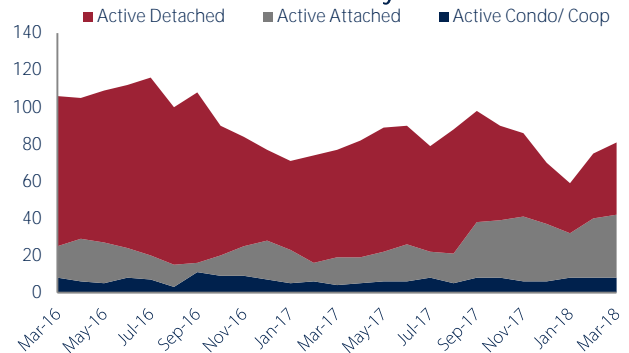
Units Sold

There was an increase in total units sold in March, with 41 sold this month in Gayton, Godwin, and Wellesley. This month's total units sold was higher than at this time last year.

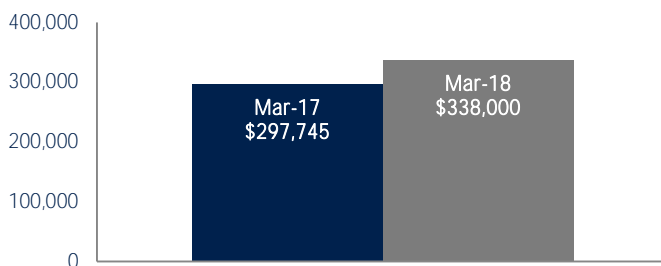
Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 5%. The total number of active inventory this March was 81 compared to 77 in March 2017. This month's total of 81 is higher than the previous month's total supply of available inventory of 75, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Gayton, Godwin, and Wellesley Homes was \$297,745. This March, the median sale price was \$338,000, an increase of \$40,255 compared to last year. The current median sold price is higher than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Gayton, Godwin, and Wellesley are defined as properties listed in zip code/s 23233.

*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.

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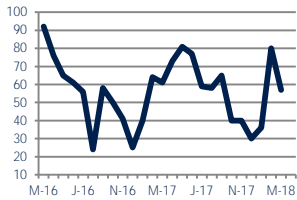




Zip Code(s): 23233

New Listings

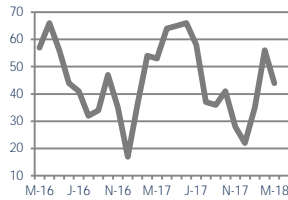
57



Down -7%
Vs. Year Ago

Current Contracts

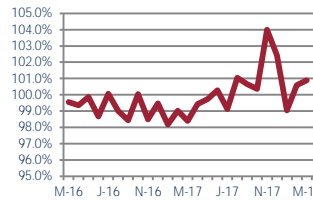
44



Down -17%
Vs. Year Ago

Sold Vs. List Price

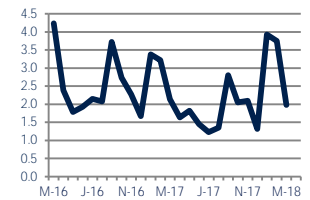
100.9%



Up 2.5%
Vs. Year Ago

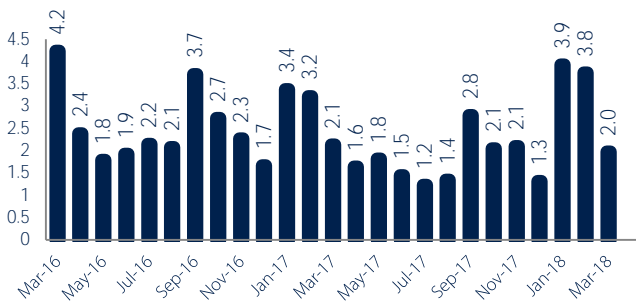
Months of Supply

2.0



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

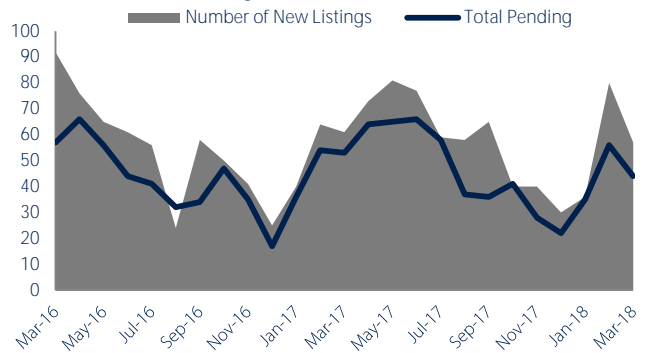
In March, there was 2.0 months of supply available in Gayton, Godwin, and Wellesley, compared to 2.1 in March 2017. That is a decrease of 8% versus a year ago.

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.

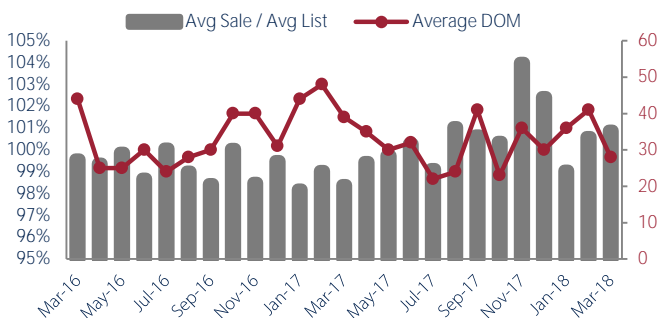
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Gayton, Godwin, and Wellesley compared to 61 in March 2017, a decrease of 7%. There were 44 current contracts pending sale this March compared to 53 a year ago. The number of current contracts is 17% lower than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Gayton, Godwin, and Wellesley was 100.9% of the average list price, which is 2.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 39, a decrease of 28%.



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