



The Long & Foster Market Minute™

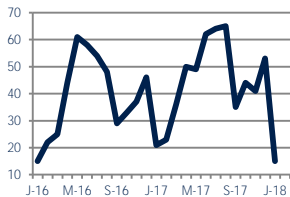
Focus On: Gayton, Godwin, and Wellesley Housing Market

January 2018

Zip Code(s): 23233

Units Sold

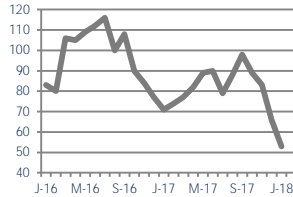
15



Down
Vs. Year Ago

Active Inventory

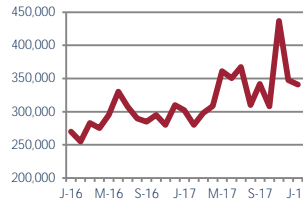
53



Down -25%
Vs. Year Ago

Median Sale Price

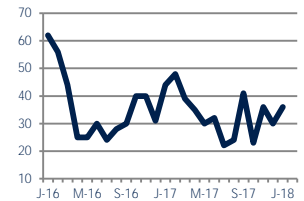
\$340,798



Up 13%
Vs. Year Ago

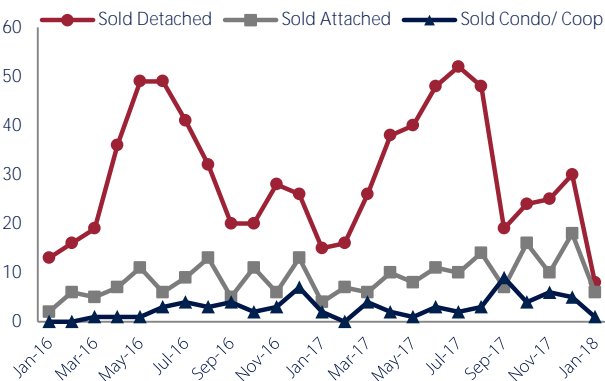
Days On Market

36



Down -18%
Vs. Year Ago

Units Sold*



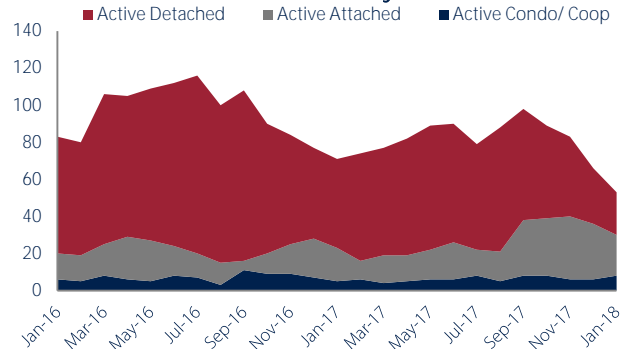
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 15 sold this month in Gayton, Godwin, and Wellesley. This month's total units sold was lower than at this time last year, a decrease from January 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 25%. The total number of active inventory this January was 53 compared to 71 in January 2017. This month's total of 53 is lower than the previous month's total supply of available inventory of 66, a decrease of 20%.

Active Inventory*

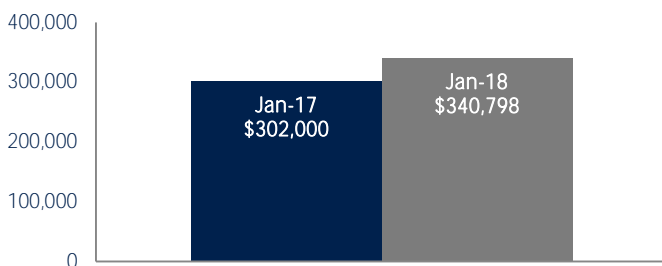


Median Sale Price

Last January, the median sale price for Gayton, Godwin, and Wellesley Homes was \$302,000. This January, the median sale price was \$340,798, an increase of 13% or \$38,798 compared to last year. The current median sold price is 2% lower than in December.

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

Median Sale Price



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.

Information included in this report is based on data supplied by CVRMLS 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 CVRMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

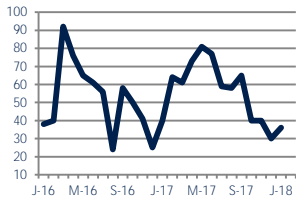




Zip Code(s): 23233

New Listings

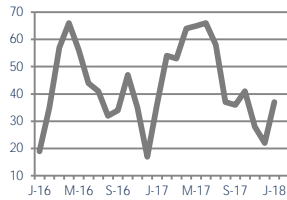
36



Down -10%
Vs. Year Ago

Current Contracts

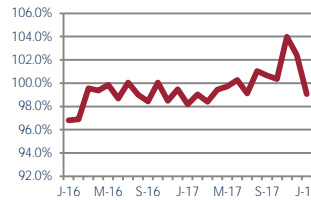
37



Up 3%
Vs. Year Ago

Sold Vs. List Price

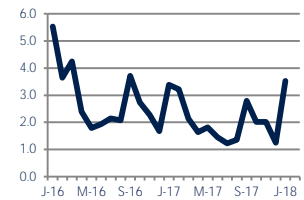
99.1%



Up 0.9%
Vs. Year Ago

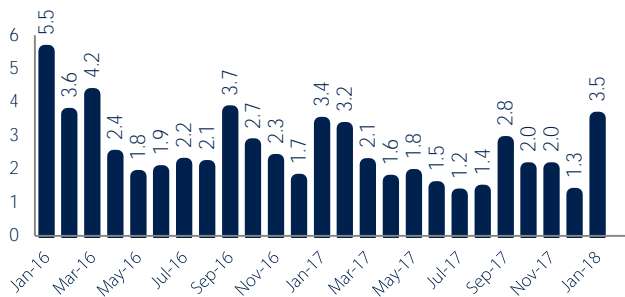
Months of Supply

3.5



Up 4%
Vs. Year Ago

Months Of Supply



Months of Supply

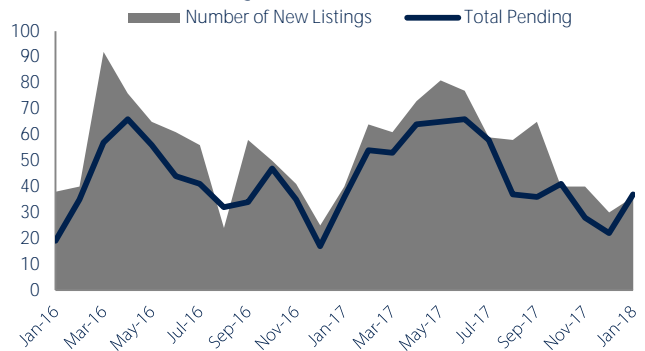
In January, there was 3.5 months of supply available in Gayton, Godwin, and Wellesley, compared to 3.4 in January 2017. That is an increase of 5% versus a year ago.

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.

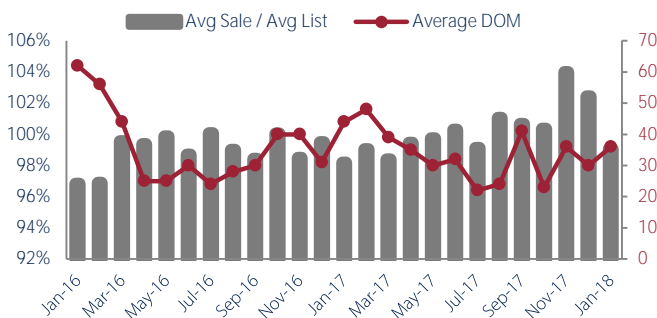
New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Gayton, Godwin, and Wellesley compared to 40 in January 2017, a decrease of 10%. There were 37 current contracts pending sale this January compared to 36 a year ago. The number of current contracts is 3% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Gayton, Godwin, and Wellesley was 99.1% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 44, a decrease of 18%.



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