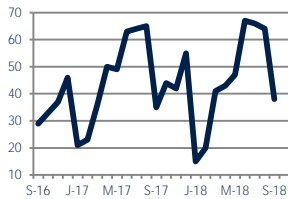


Zip Code(s): 23233

### Units Sold

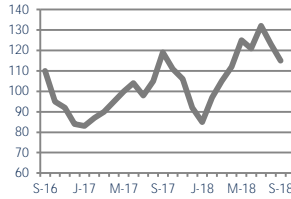
38



Up  
Vs. Year Ago

### Active Inventory

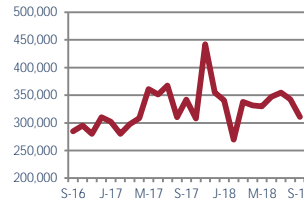
115



Down -3%  
Vs. Year Ago

### Median Sale Price

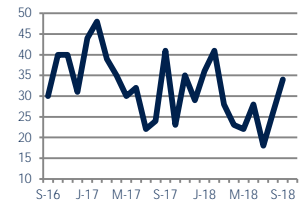
\$310,870



Down -9%  
Vs. Year Ago

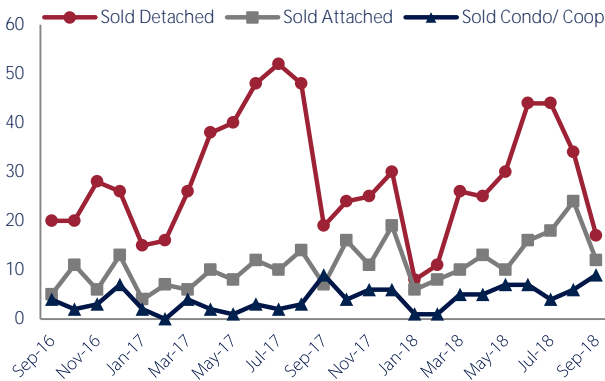
### Days On Market

34



Down -17%  
Vs. Year Ago

### Units Sold\*



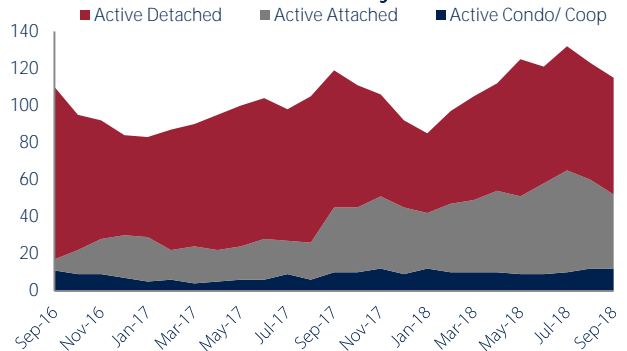
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 38 sold this month in Gayton, Godwin, and Wellesley. This month's total units sold was higher than at this time last year, an increase from September 2017.

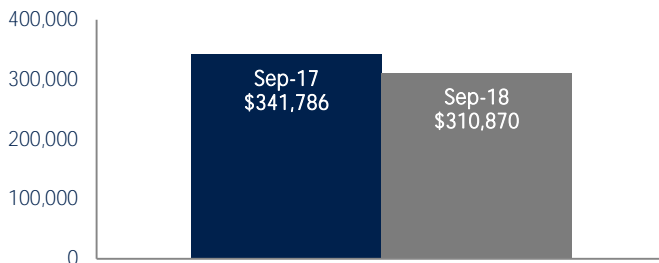
### Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 3%. The total number of active inventory this September was 115 compared to 119 in September 2017. This month's total of 115 is lower than the previous month's total supply of available inventory of 123, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Gayton, Godwin, and Wellesley Homes was \$341,786. This September, the median sale price was \$310,870, a decrease of 9% or \$30,916 compared to last year. The current median sold price is 9% lower 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.

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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CHRISTIE'S  
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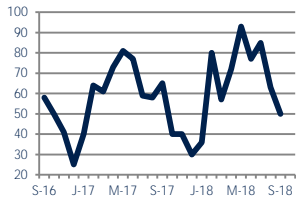




Zip Code(s): 23233

### New Listings

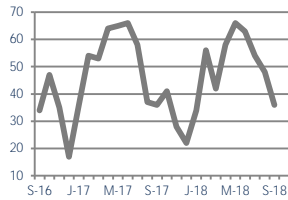
50



Down -23%  
Vs. Year Ago

### Current Contracts

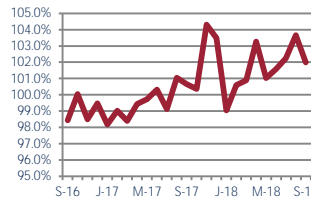
36



No Change  
Vs. Year Ago

### Sold Vs. List Price

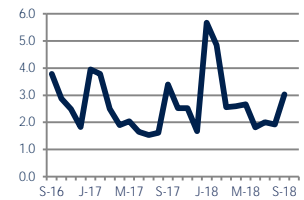
102.0%



Up 1.3%  
Vs. Year Ago

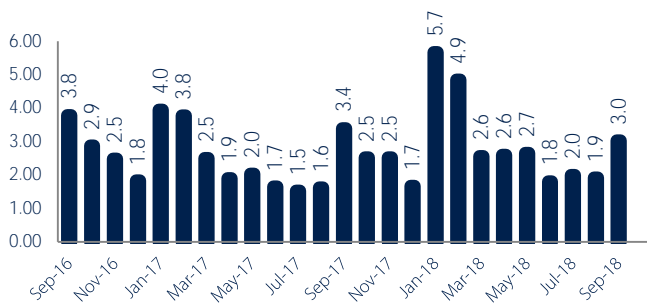
### Months of Supply

3.0



Down -11%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

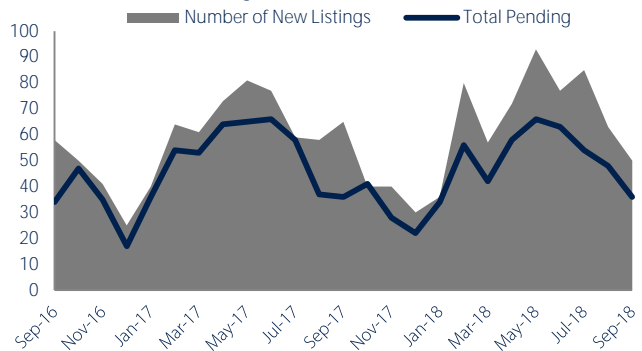
In September, there was 3.0 months of supply available in Gayton, Godwin, and Wellesley, compared to 3.4 in September 2017. That is a decrease of 11% versus a year ago.

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.

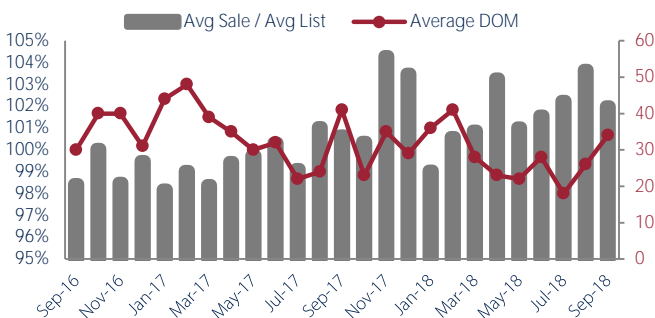
### New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Gayton, Godwin, and Wellesley compared to 65 in September 2017, a decrease of 23%. There were 36 current contracts pending sale this September, consistent with the volume a year ago. The number of current contracts is 25% lower than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Gayton, Godwin, and Wellesley was 102.0% 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 34, lower than the average last year, which was 41, a decrease of 17%.



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