



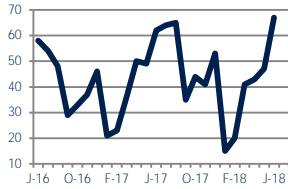
The Long & Foster Market Minute™

Focus On: Gayton, Godwin, and Wellesley Housing Market

June 2018

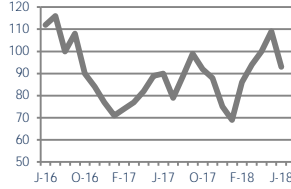
Zip Code(s): 23233

Units Sold
67



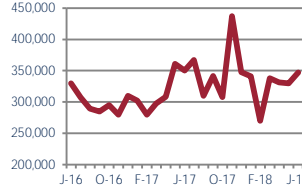
Up 8%
Vs. Year Ago

Active Inventory
93



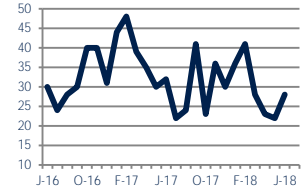
Up 3%
Vs. Year Ago

Median Sale Price
\$347,000



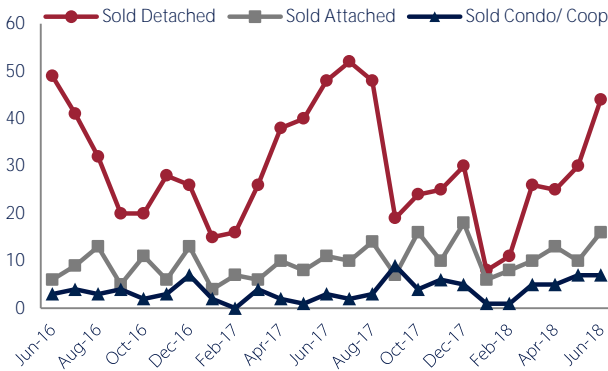
Down -1%
Vs. Year Ago

Days On Market
28



Down -13%
Vs. Year Ago

Units Sold*



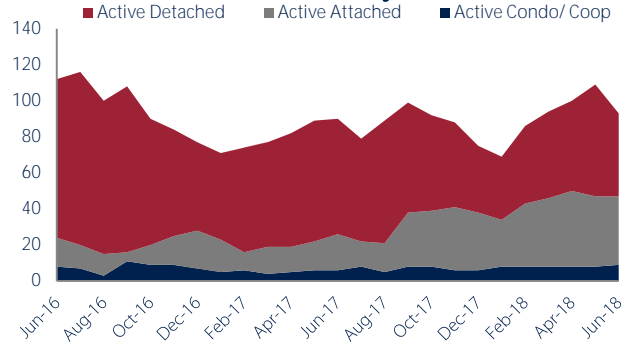
Units Sold

There was an increase in total units sold in June, with 67 sold this month in Gayton, Godwin, and Wellesley. This month's total units sold was higher than at this time last year.

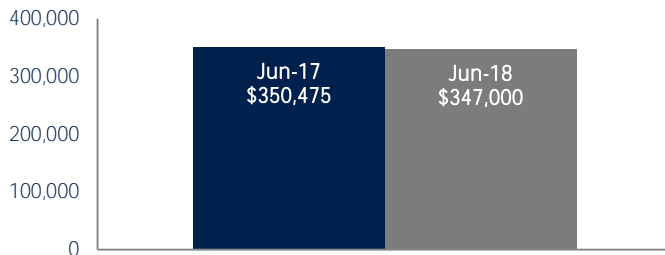
Active Inventory

Versus last year, the total number of homes available this month is higher by 3 units or 3%. The total number of active inventory this June was 93 compared to 90 in June 2017. This month's total of 93 is lower than the previous month's total supply of available inventory of 109, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Gayton, Godwin, and Wellesley Homes was \$350,475. This June, the median sale price was \$347,000, a decrease of 1% or \$3,475 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.

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.



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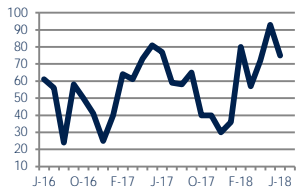




Zip Code(s): 23233

New Listings

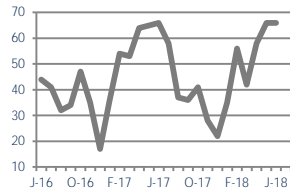
75



Down -3%
Vs. Year Ago

Current Contracts

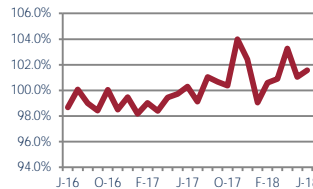
66



No Change
Vs. Year Ago

Sold Vs. List Price

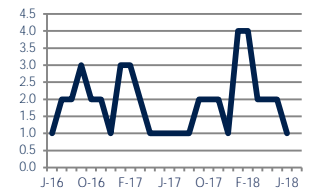
101.6%



Up 1.3%
Vs. Year Ago

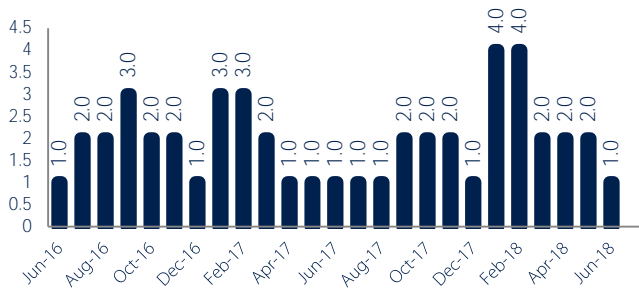
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

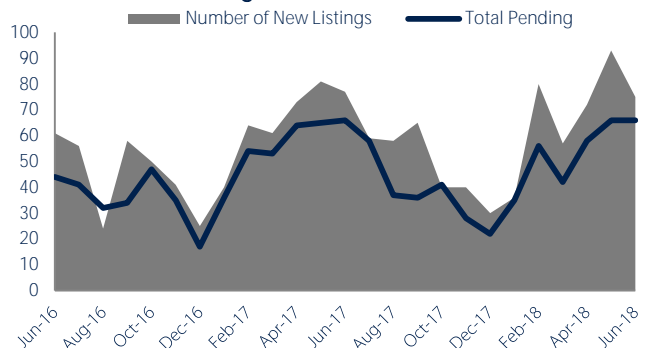
In June, there was 1.4 months of supply available in Gayton, Godwin, and Wellesley. The amount of supply is similar compared to a year ago.

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.

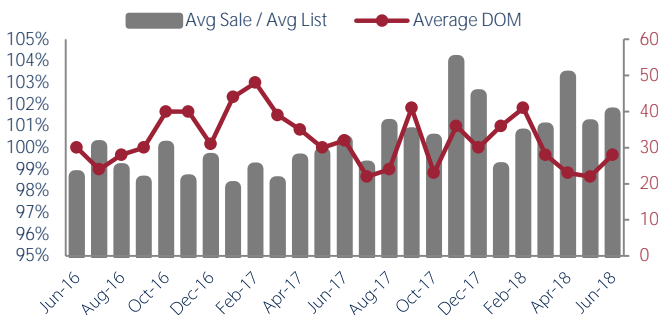
New Listings & Current Contracts

This month there were 75 homes newly listed for sale in Gayton, Godwin, and Wellesley compared to 77 in June 2017, a decrease of 3%. There were 66 current contracts pending sale this June, approximately the same as a year ago. The number of current contracts is also similar as compared to the previous month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Gayton, Godwin, and Wellesley was 101.6% 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 28, lower than the average last year, which was 32, a decrease of 13%.



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