



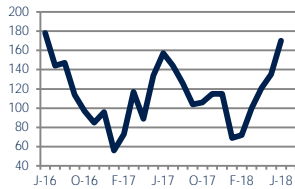
The Long & Foster Market Minute™

Focus On: Glen Allen Housing Market

June 2018

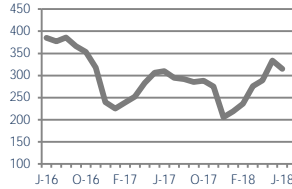
Zip Code(s): 23059 and 23060

Units Sold
170



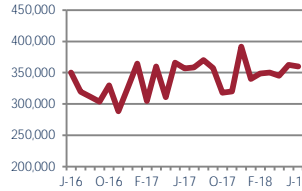
Up 8%
Vs. Year Ago

Active Inventory
315



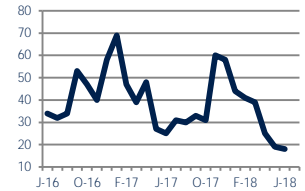
Up 2%
Vs. Year Ago

Median Sale Price
\$360,000



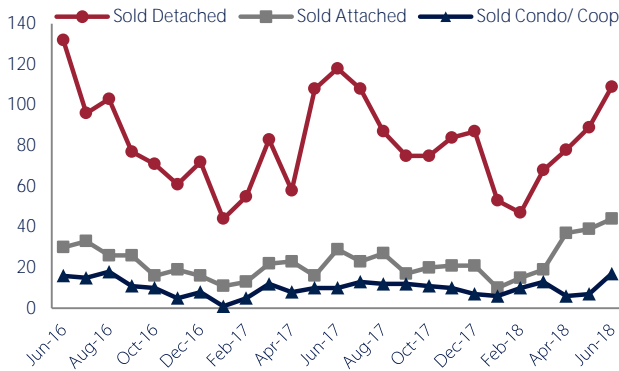
Up 1%
Vs. Year Ago

Days On Market
18



Down -28%
Vs. Year Ago

Units Sold*



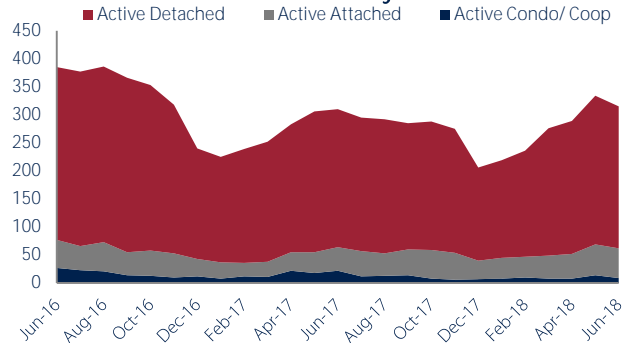
Units Sold

There was an increase in total units sold in June, with 170 sold this month in Glen Allen versus 135 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 8% versus June 2017.

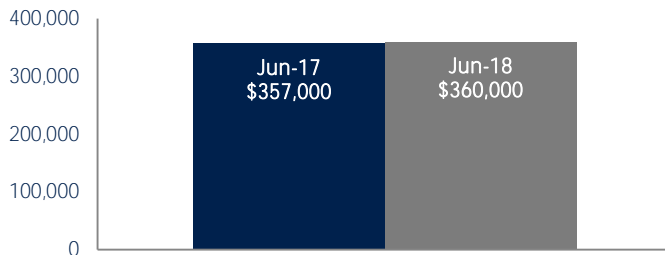
Active Inventory

Versus last year, the total number of homes available this month is higher by 5 units or 2%. The total number of active inventory this June was 315 compared to 310 in June 2017. This month's total of 315 is lower than the previous month's total supply of available inventory of 334, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Glen Allen Homes was \$357,000. This June, the median sale price was \$360,000, an increase of 1% or \$3,000 compared to last year. The current median sold price is 1% lower 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.

Glen Allen are defined as properties listed in zip code/s 23059 and 23060.

*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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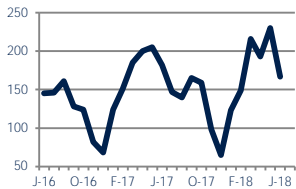
Focus On: Glen Allen Housing Market

June 2018

Zip Code(s): 23059 and 23060

New Listings

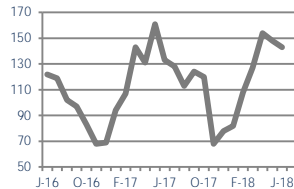
167



Down -8%
Vs. Year Ago

Current Contracts

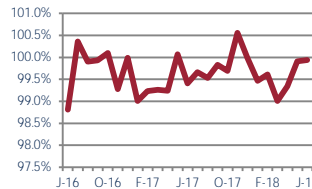
143



Up 8%
Vs. Year Ago

Sold Vs. List Price

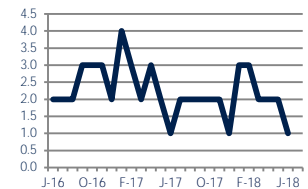
99.9%



Up 0.5%
Vs. Year Ago

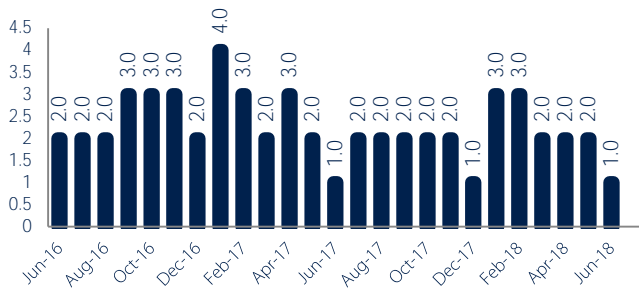
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

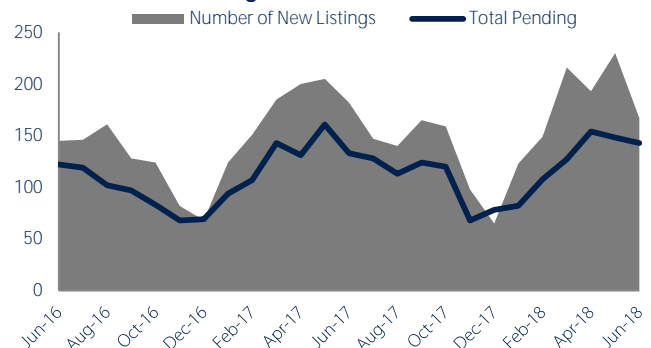
In June, there was 1.9 months of supply available in Glen Allen, compared to 2.0 in June 2017. That is a decrease of 6% versus a year ago.

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.

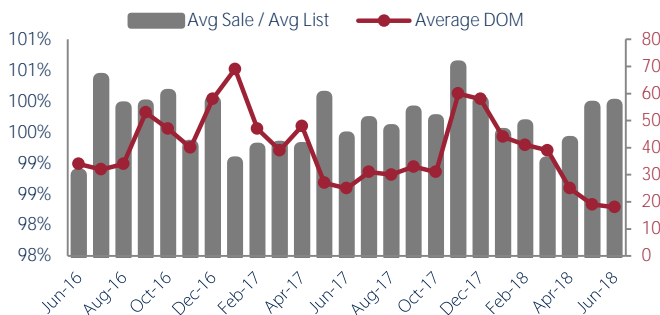
New Listings & Current Contracts

This month there were 167 homes newly listed for sale in Glen Allen compared to 182 in June 2017, a decrease of 8%. There were 143 current contracts pending sale this June compared to 133 a year ago. The number of current contracts is 8% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Glen Allen was 99.9% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 25, a decrease of 28%.



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