



The Long & Foster Market Minute™

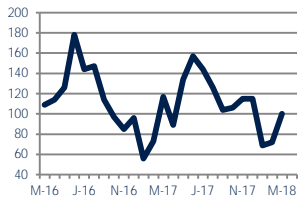
Focus On: **Glen Allen Housing Market**

March 2018

Zip Code(s): 23059 and 23060

Units Sold

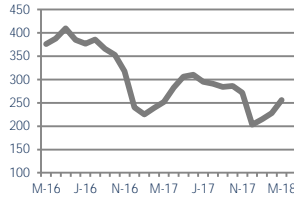
100



Down -15%
Vs. Year Ago

Active Inventory

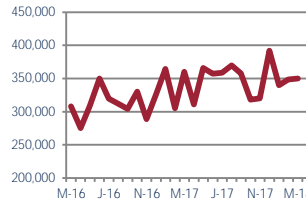
256



Up 2%
Vs. Year Ago

Median Sale Price

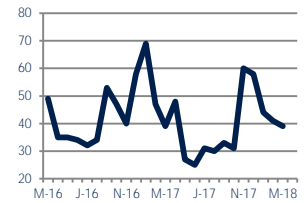
\$350,050



Down -3%
Vs. Year Ago

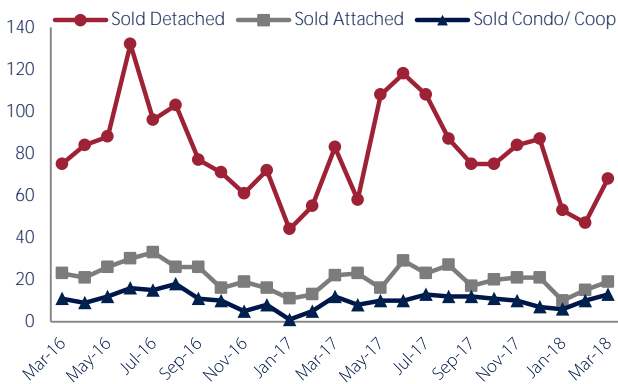
Days On Market

39



No Change
Vs. Year Ago

Units Sold*



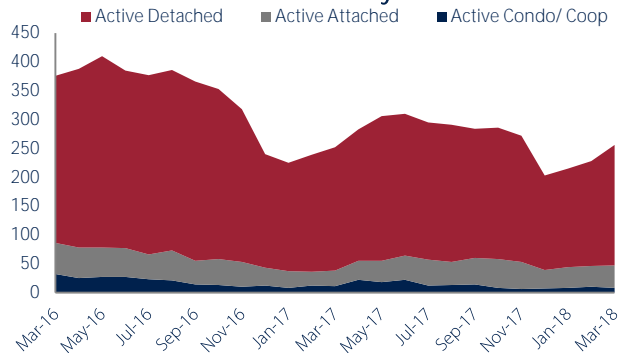
Units Sold

There was an increase in total units sold in March, with 100 sold this month in Glen Allen. This month's total units sold was lower than at this time last year.

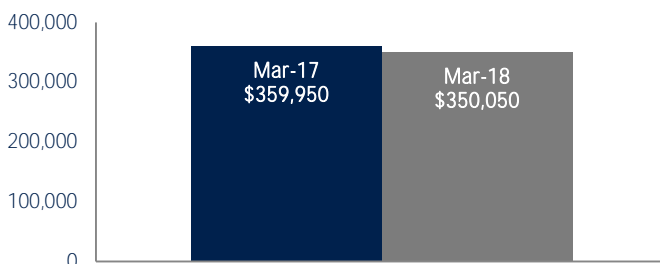
Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 2%. The total number of active inventory this March was 256 compared to 252 in March 2017. This month's total of 256 is higher than the previous month's total supply of available inventory of 228, an increase of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Glen Allen Homes was \$359,950. This March, the median sale price was \$350,050, a decrease of 3% or \$9,900 compared to last year. The current median sold price is approximately the same as the median price in February.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE





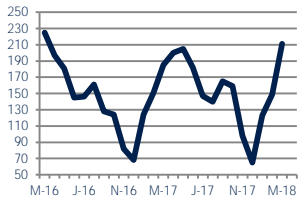
Focus On: Glen Allen Housing Market

March 2018

Zip Code(s): 23059 and 23060

New Listings

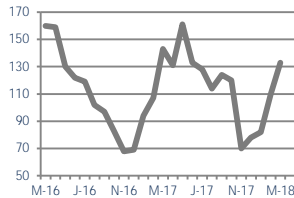
211



Up 14%
Vs. Year Ago

Current Contracts

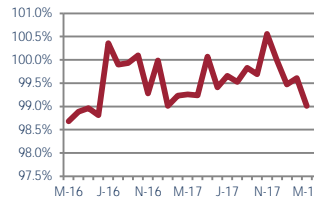
133



Down -7%
Vs. Year Ago

Sold Vs. List Price

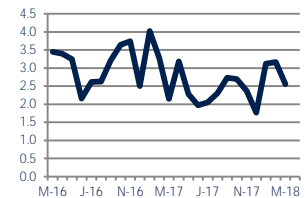
99.0%



No Change
Vs. Year Ago

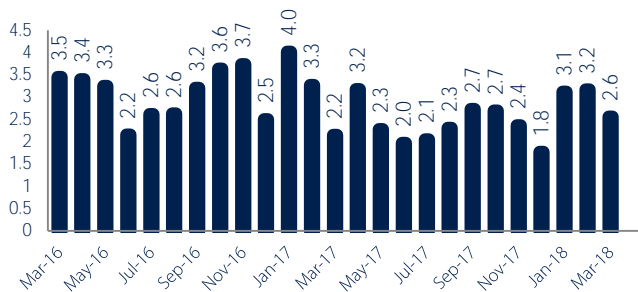
Months of Supply

2.6



Up 19%
Vs. Year Ago

Months Of Supply



Months of Supply

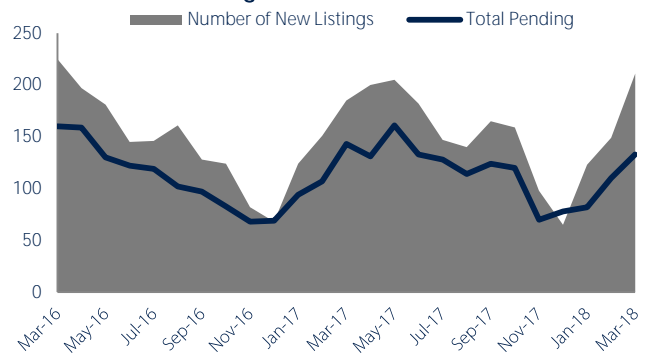
In March, there was 2.6 months of supply available in Glen Allen, compared to 2.2 in March 2017. That is an increase of 19% versus a year ago.

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.

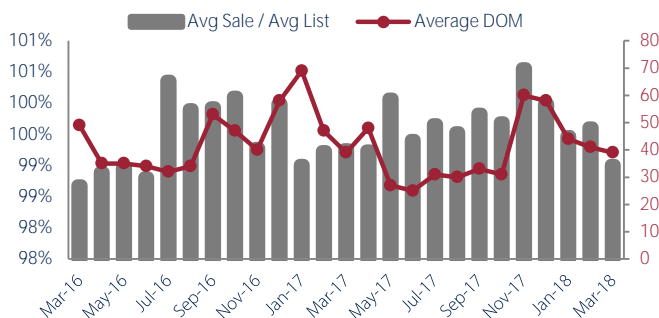
New Listings & Current Contracts

This month there were 211 homes newly listed for sale in Glen Allen compared to 185 in March 2017, an increase of 14%. There were 133 current contracts pending sale this March compared to 143 a year ago. The number of current contracts is 7% 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 Glen Allen was 99.0% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 39, which is similar compared to a year ago.



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