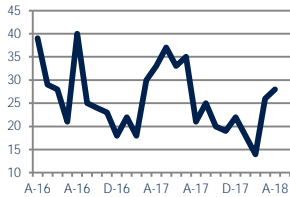


Focus On: Groveton and Hybia Valley Housing Market

April 2018

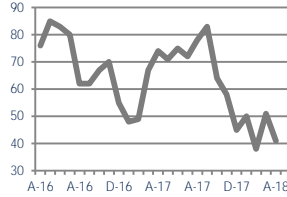
Zip Code(s): 22306

Units Sold
28



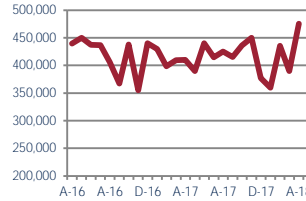
Down -15%
Vs. Year Ago

Active Inventory
41



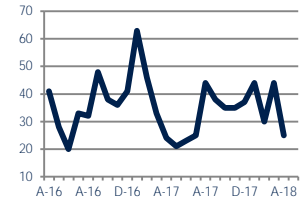
Down -45%
Vs. Year Ago

Median Sale Price
\$475,500



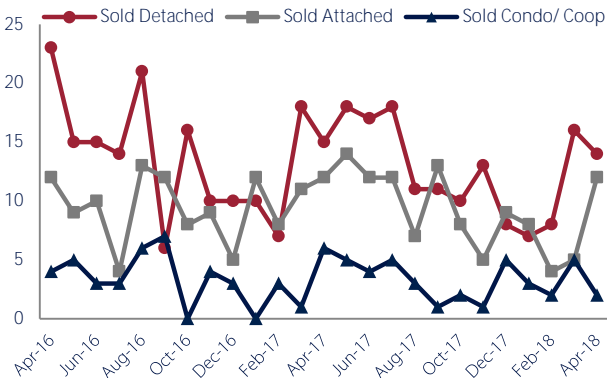
Up 16%
Vs. Year Ago

Days On Market
25



Up 4%
Vs. Year Ago

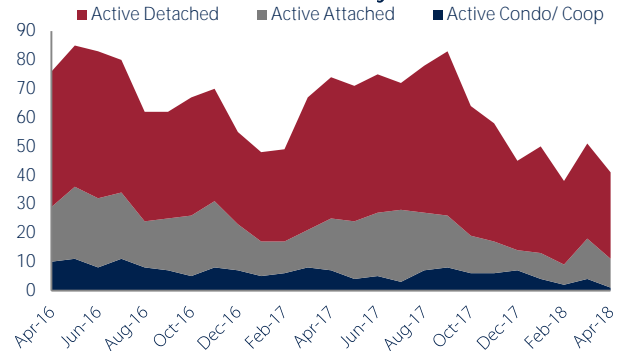
Units Sold*



Units Sold

There was an increase in total units sold in April, with 28 sold this month in Groveton and Hybia Valley versus 26 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 15% versus April 2017.

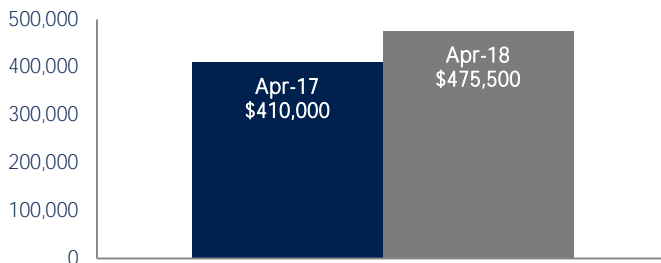
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 45%. The total number of active inventory this April was 41 compared to 74 in April 2017. This month's total of 41 is lower than the previous month's total supply of available inventory of 51, a decrease of 20%.

Median Sale Price



Median Sale Price

Last April, the median sale price for Groveton and Hybia Valley Homes was \$410,000. This April, the median sale price was \$475,500, an increase of 16% or \$65,500 compared to last year. The current median sold price is 22% higher than in March.

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



Groveton and Hybia Valley are defined as properties listed in zip code/s 22306.

*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.



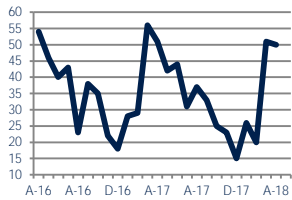
Focus On: Groveton and Hybia Valley Housing Market

April 2018

Zip Code(s): 22306

New Listings

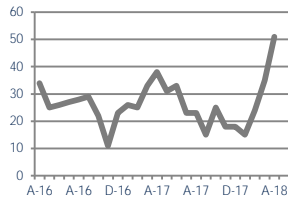
50



Down -2%
Vs. Year Ago

Current Contracts

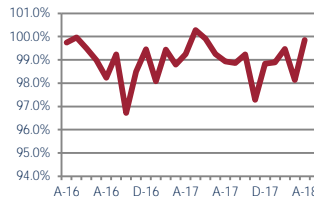
51



Up 34%
Vs. Year Ago

Sold Vs. List Price

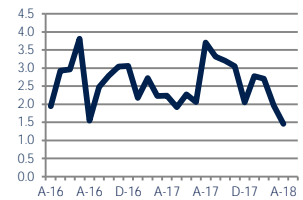
99.9%



Up 0.6%
Vs. Year Ago

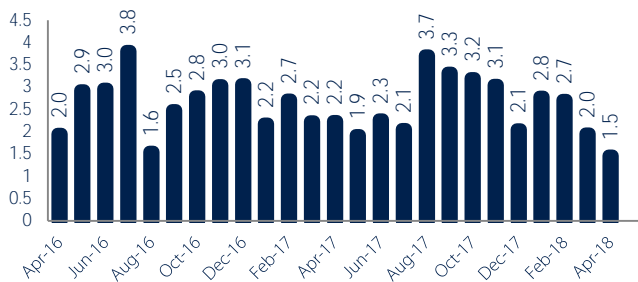
Months of Supply

1.5



Down -35%
Vs. Year Ago

Months Of Supply



Months of Supply

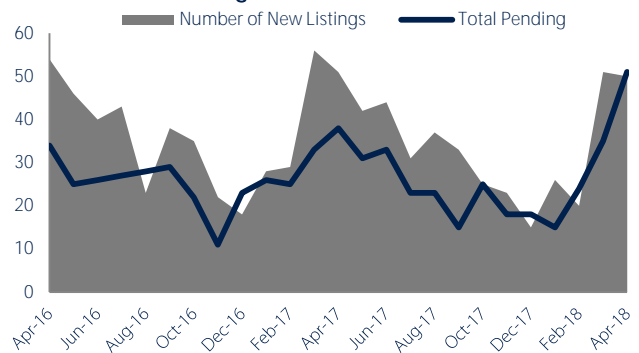
In April, there was 1.5 months of supply available in Groveton and Hybia Valley, compared to 2.2 in April 2017. That is a decrease of 35% versus a year ago.

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.

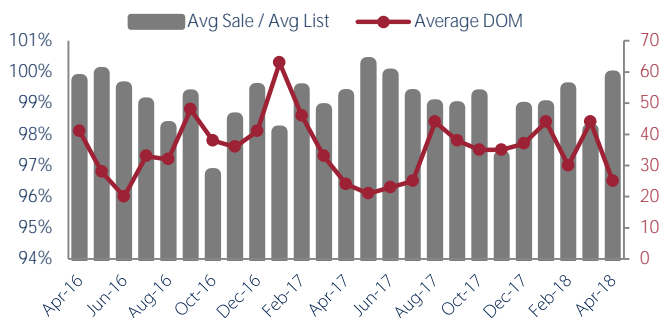
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Groveton and Hybia Valley compared to 51 in April 2017, a decrease of 2%. There were 51 current contracts pending sale this April compared to 38 a year ago. The number of current contracts is 34% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Groveton and Hybia Valley was 99.9% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 25, higher than the average last year, which was 24, an increase of 4%.



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