



The Long & Foster Market Minute™

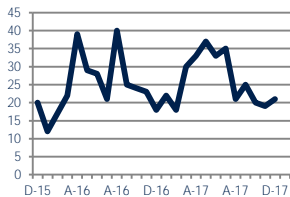
Focus On: Groveton and Hybia Valley Housing Market

December 2017

Zip Code(s): 22306

Units Sold

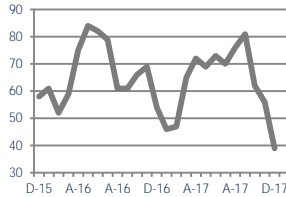
21



Up 17%
Vs. Year Ago

Active Inventory

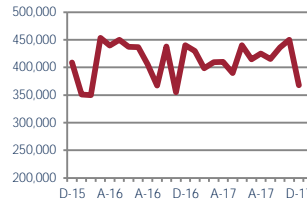
39



Down -28%
Vs. Year Ago

Median Sale Price

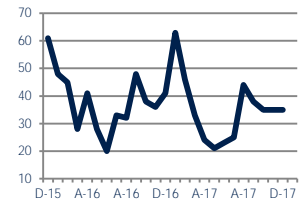
\$368,000



Down -16%
Vs. Year Ago

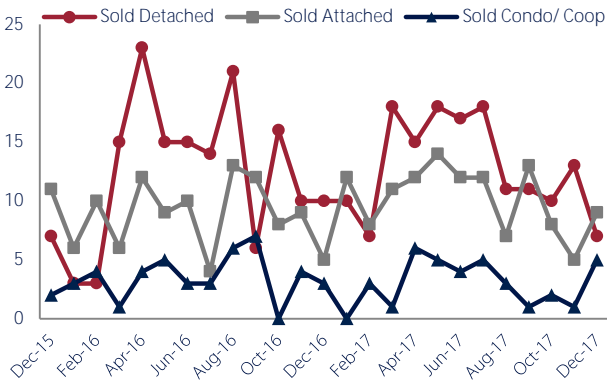
Days On Market

35



Down -15%
Vs. Year Ago

Units Sold*



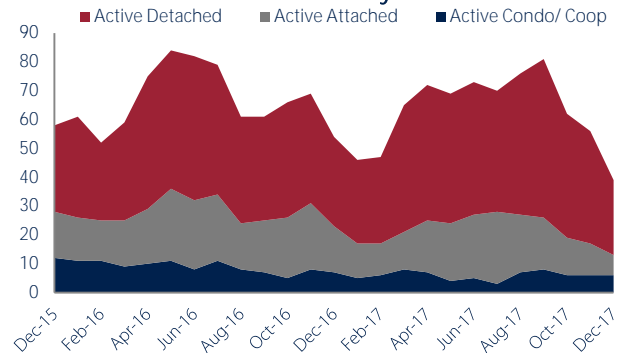
Units Sold

There was an increase in total units sold in December, with 21 sold this month in Groveton and Hybia Valley versus 19 last month, an increase of 11%. This month's total units sold was higher than at this time last year, an increase of 17% versus December 2016.

Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 28%. The total number of active inventory this December was 39 compared to 54 in December 2016. This month's total of 39 is lower than the previous month's total supply of available inventory of 56, a decrease of 30%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Groveton and Hybia Valley Homes was \$439,950. This December, the median sale price was \$368,000, a decrease of 16% or \$71,950 compared to last year. The current median sold price is 18% lower than in November.

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.

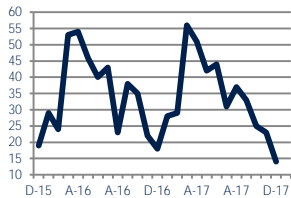
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Zip Code(s): 22306

New Listings

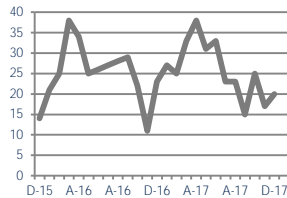
14



Down -22%
Vs. Year Ago

Current Contracts

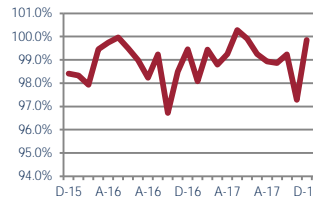
20



Down -13%
Vs. Year Ago

Sold Vs. List Price

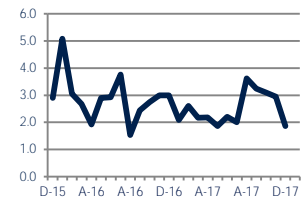
99.9%



No Change
Vs. Year Ago

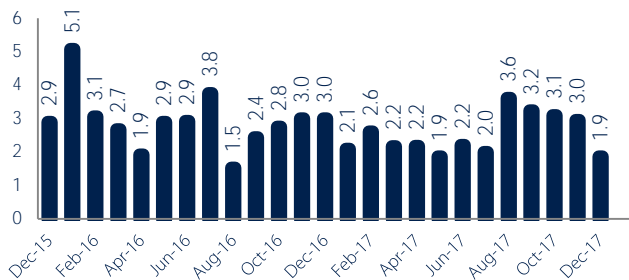
Months of Supply

1.9



Down -38%
Vs. Year Ago

Months Of Supply



Months of Supply

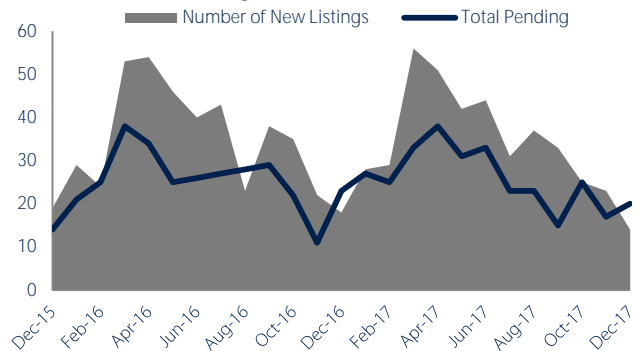
In December, there was 1.9 months of supply available in Groveton and Hybia Valley, compared to 3.0 in December 2016. That is a decrease of 38% versus a year ago.

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.

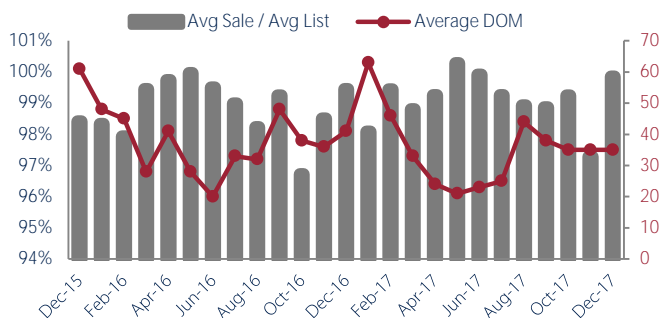
New Listings & Current Contracts

This month there were 14 homes newly listed for sale in Groveton and Hybia Valley compared to 18 in December 2016, a decrease of 22%. There were 20 current contracts pending sale this December compared to 23 a year ago. The number of current contracts is 13% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Groveton and Hybia Valley was 99.9% 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 35, lower than the average last year, which was 41, a decrease of 15%.



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