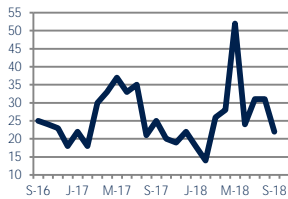


Zip Code(s): 22306

Units Sold

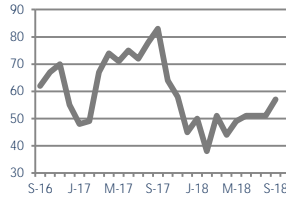
22



Down -12%
Vs. Year Ago

Active Inventory

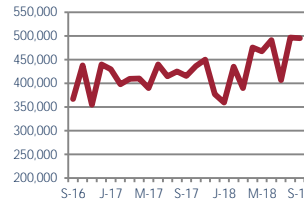
57



Down -31%
Vs. Year Ago

Median Sale Price

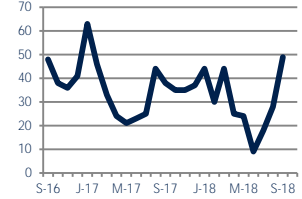
\$495,500



Up 19%
Vs. Year Ago

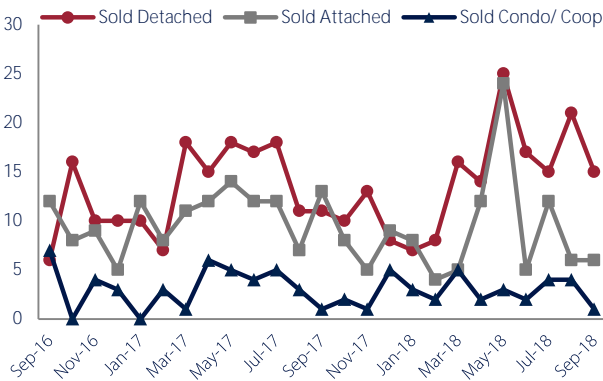
Days On Market

49



Up 29%
Vs. Year Ago

Units Sold*



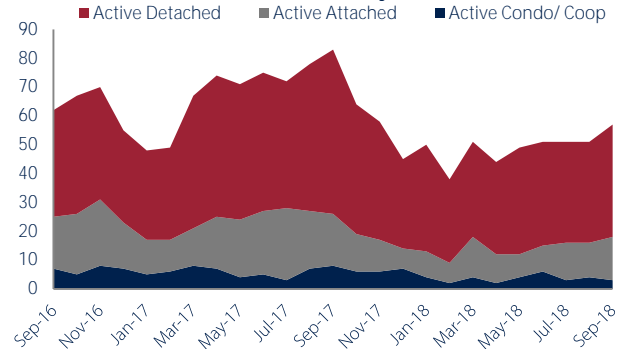
Units Sold

There was a decrease in total units sold in September, with 22 sold this month in Groveton and Hybia Valley versus 31 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 12% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 26 units or 31%. The total number of active inventory this September was 57 compared to 83 in September 2017. This month's total of 57 is higher than the previous month's total supply of available inventory of 51, an increase of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Groveton and Hybia Valley Homes was \$415,500. This September, the median sale price was \$495,500, an increase of 19% or \$80,000 compared to last year. The current median sold price is approximately the same as the median price in August.

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.



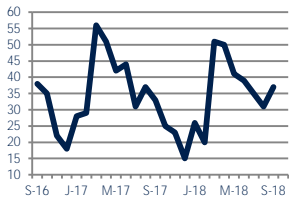
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 22306

New Listings

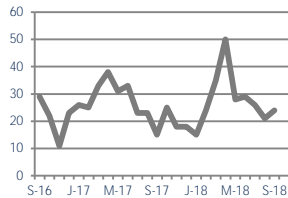
37



Up 12%
Vs. Year Ago

Current Contracts

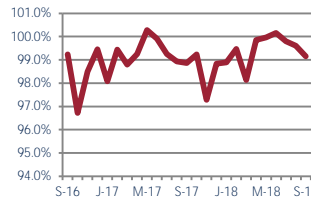
24



Up 60%
Vs. Year Ago

Sold Vs. List Price

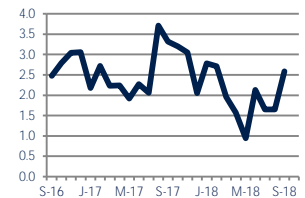
99.2%



No Change
Vs. Year Ago

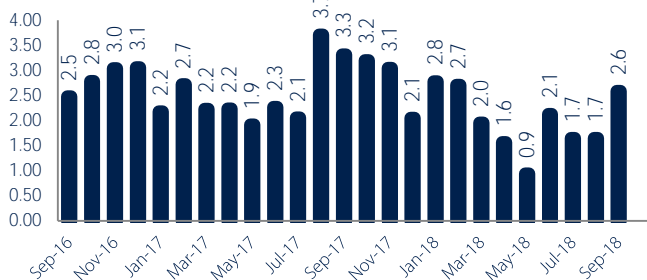
Months of Supply

2.6



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 2.6 months of supply available in Groveton and Hybia Valley, compared to 3.3 in September 2017. That is a decrease of 22% versus a year ago.

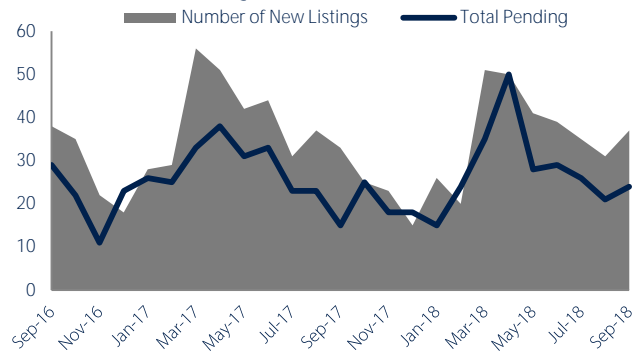
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

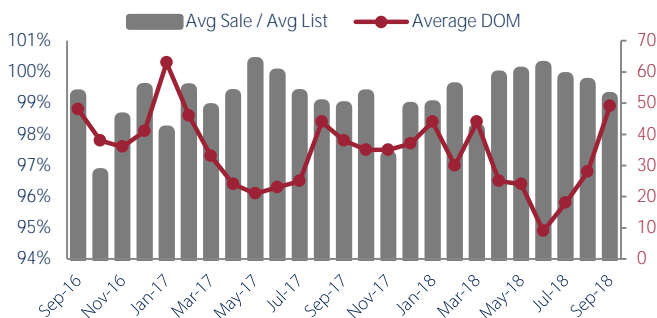
This month there were 37 homes newly listed for sale in Groveton and Hybia Valley compared to 33 in September 2017, an increase of 12%.

There were 24 current contracts pending sale this September compared to 15 a year ago. The number of current contracts is 60% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Groveton and Hybia Valley was 99.2% 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 49, higher than the average last year, which was 38, an increase of 29%.



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