



The Long & Foster Market Minute™

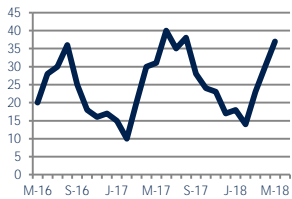
Focus On: Harwoods Mill Housing Market

May 2018

Zip Code(s): 23693

Units Sold

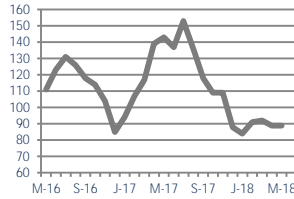
37



Up 19%
Vs. Year Ago

Active Inventory

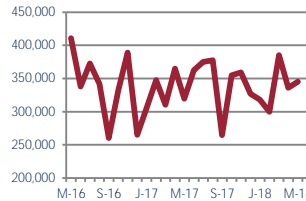
89



Down -38%
Vs. Year Ago

Median Sale Price

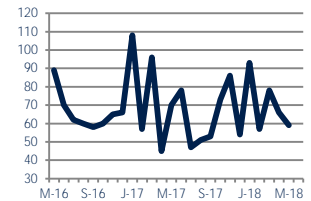
\$345,000



Up 8%
Vs. Year Ago

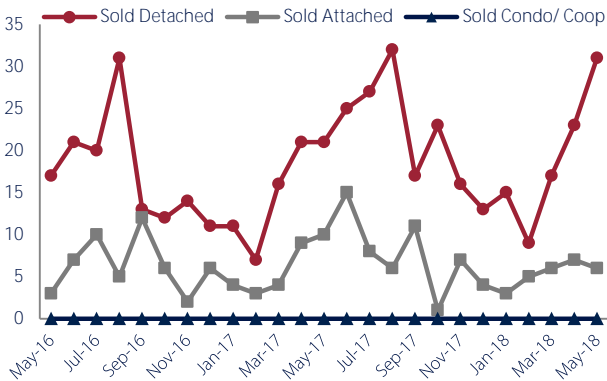
Days On Market

59



Down -16%
Vs. Year Ago

Units Sold*



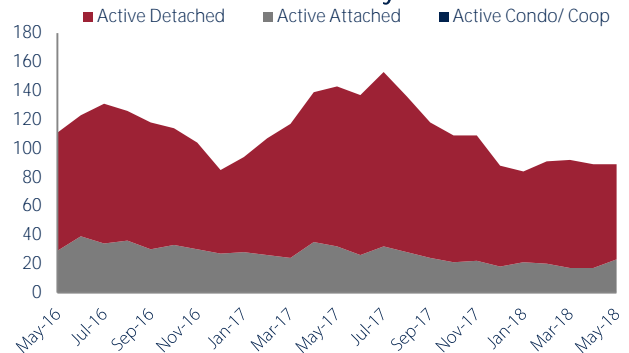
Units Sold

There was an increase in total units sold in May, with 37 sold this month in Harwoods Mill versus 30 last month, an increase of 23%. This month's total units sold was higher than at this time last year, an increase of 19% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 38%. The total number of active inventory this May was 89 compared to 143 in May 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Harwoods Mill Homes was \$319,800. This May, the median sale price was \$345,000, an increase of 8% or \$25,200 compared to last year. The current median sold price is 3% higher than in April.

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

Harwoods Mill are defined as properties listed in zip code/s 23693.

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



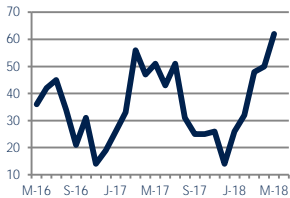
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23693

New Listings

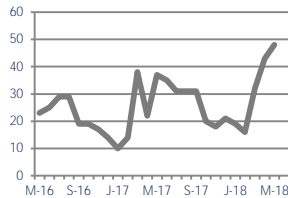
62



Up 22%
Vs. Year Ago

Current Contracts

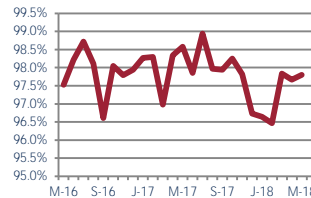
48



Up 30%
Vs. Year Ago

Sold Vs. List Price

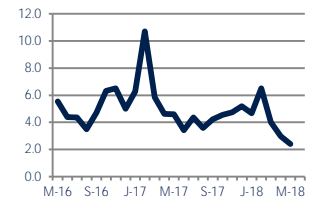
97.8%



Down -0.8%
Vs. Year Ago

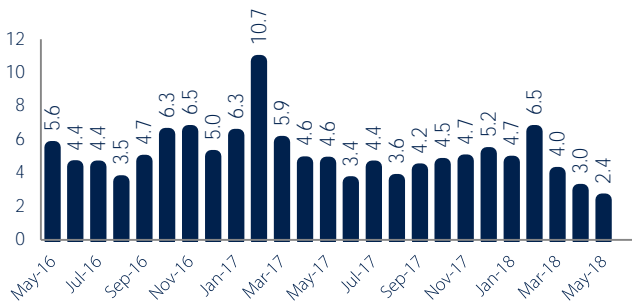
Months of Supply

2.4



Down -48%
Vs. Year Ago

Months Of Supply



Months of Supply

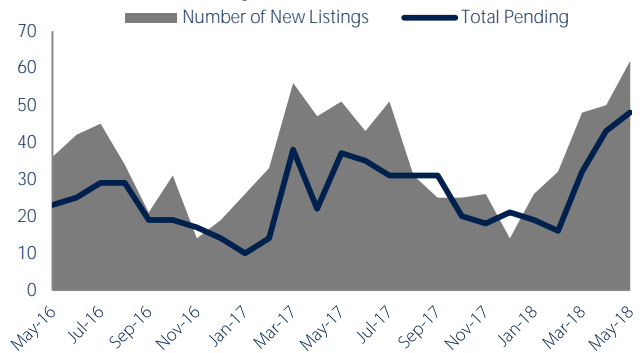
In May, there was 2.4 months of supply available in Harwoods Mill, compared to 4.6 in May 2017. That is a decrease of 48% versus a year ago.

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.

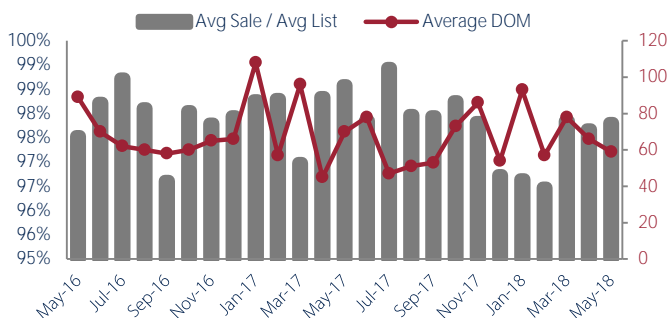
New Listings & Current Contracts

This month there were 62 homes newly listed for sale in Harwoods Mill compared to 51 in May 2017, an increase of 22%. There were 48 current contracts pending sale this May compared to 37 a year ago. The number of current contracts is 30% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Harwoods Mill was 97.8% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 59, lower than the average last year, which was 70, a decrease of 16%.



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