



# The Long & Foster Market Minute™

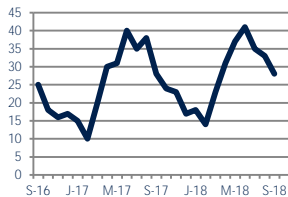
Focus On: Harwoods Mill Housing Market

September 2018

Zip Code(s): 23693

## Units Sold

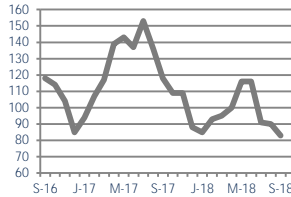
28



No Change  
Vs. Year Ago

## Active Inventory

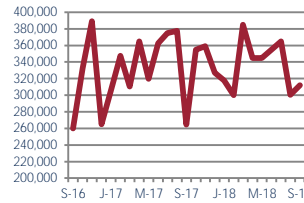
83



Down -30%  
Vs. Year Ago

## Median Sale Price

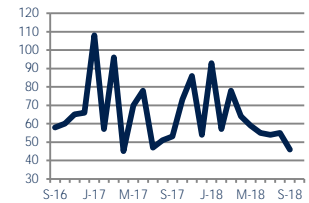
\$312,000



Up 18%  
Vs. Year Ago

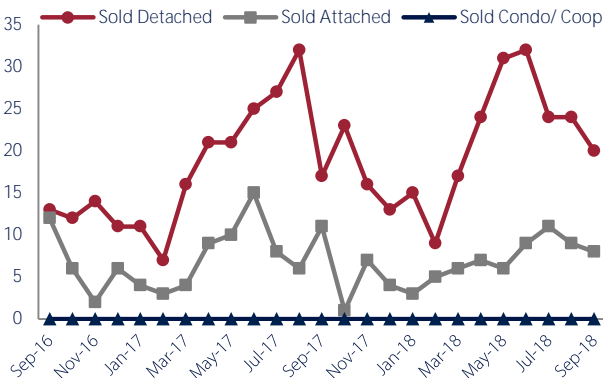
## Days On Market

46



Down -13%  
Vs. Year Ago

## Units Sold\*



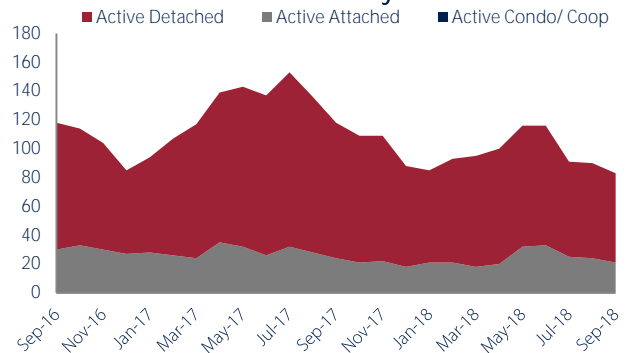
## Units Sold

There was a decrease in total units sold in September, with 28 sold this month in Harwoods Mill, a decrease of 15%. This month's total units sold is similar compared to a year ago.

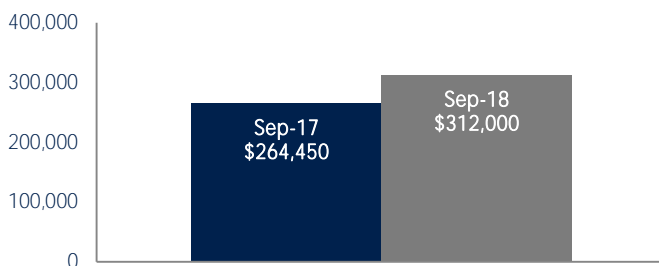
## Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 30%. The total number of active inventory this September was 83 compared to 118 in September 2017. This month's total of 83 is lower than the previous month's total supply of available inventory of 90, a decrease of 8%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last September, the median sale price for Harwoods Mill Homes was \$264,450. This September, the median sale price was \$312,000, an increase of 18% or \$47,550 compared to last year. The current median sold price is 4% higher than in August.

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



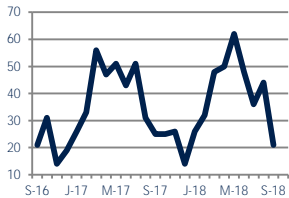
## Focus On: Harwoods Mill Housing Market

September 2018

Zip Code(s): 23693

### New Listings

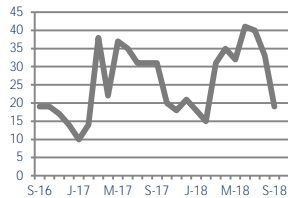
21



Down -16%  
Vs. Year Ago

### Current Contracts

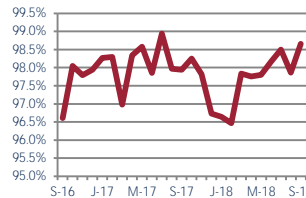
19



Down -39%  
Vs. Year Ago

### Sold Vs. List Price

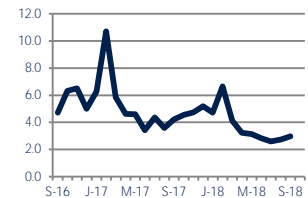
98.7%



Up 0.7%  
Vs. Year Ago

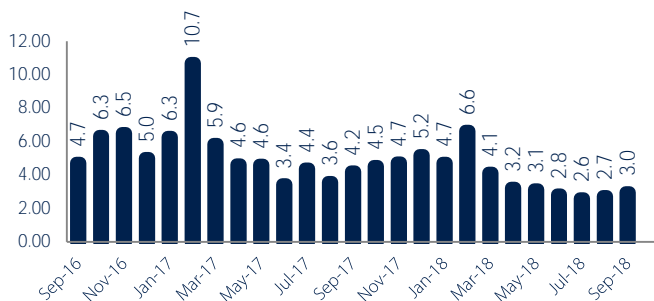
### Months of Supply

3.0



Down -30%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

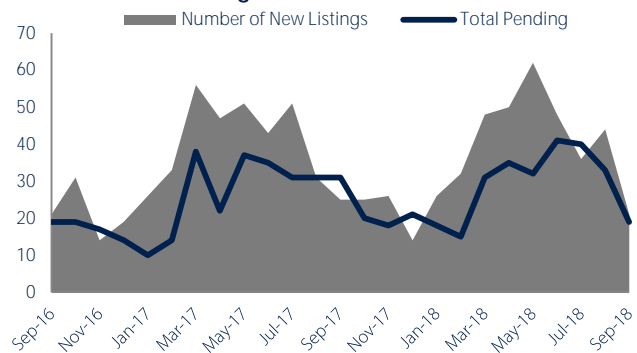
In September, there was 3.0 months of supply available in Harwoods Mill, compared to 4.2 in September 2017. That is a decrease of 30% versus a year ago.

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.

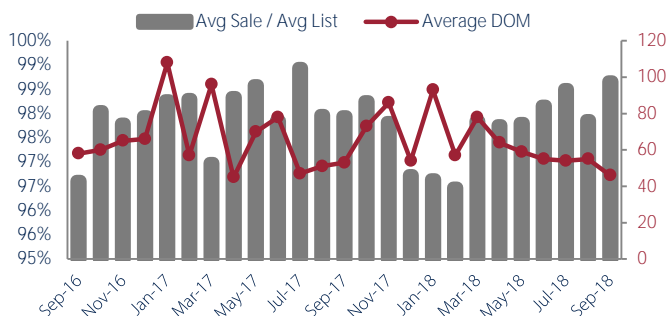
### New Listings & Current Contracts

This month there were 21 homes newly listed for sale in Harwoods Mill compared to 25 in September 2017, a decrease of 16%. There were 19 current contracts pending sale this September compared to 31 a year ago. The number of current contracts is 39% lower 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 Harwoods Mill was 98.7% of the average list price, which is 0.7% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 46, lower than the average last year, which was 53, a decrease of 13%.



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