



The Long & Foster Market Minute™

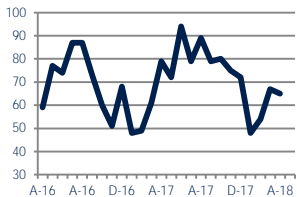
Focus On: Lakeside and Dumbarton Housing Market

April 2018

Zip Code(s): 23294, 23228 and 23230

Units Sold

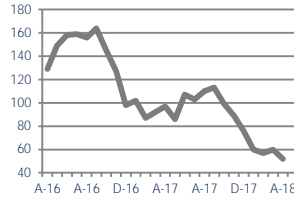
65



Down -18%
Vs. Year Ago

Active Inventory

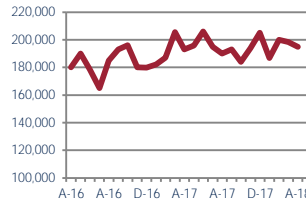
52



Down -46%
Vs. Year Ago

Median Sale Price

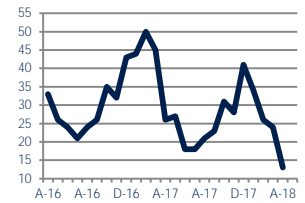
\$194,900



Up 1%
Vs. Year Ago

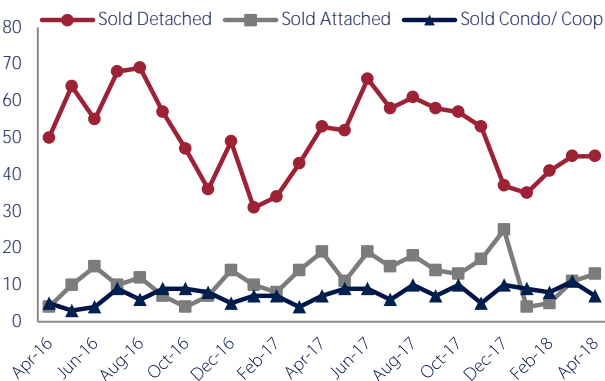
Days On Market

13



Down -50%
Vs. Year Ago

Units Sold*



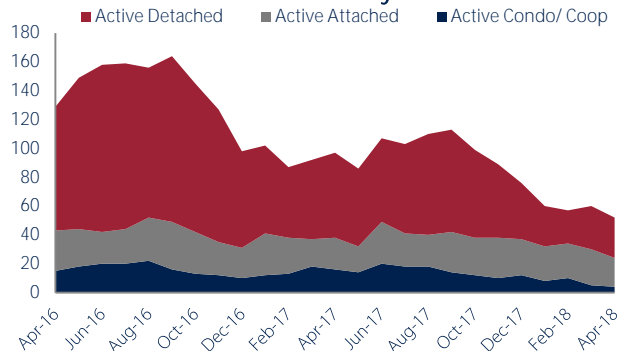
Units Sold

There was a decrease in total units sold in April, with 65 sold this month in Lakeside and Dumbarton versus 67 last month, a decrease of 3%. This month's total units sold was lower than at this time last year, a decrease of 18% versus April 2017.

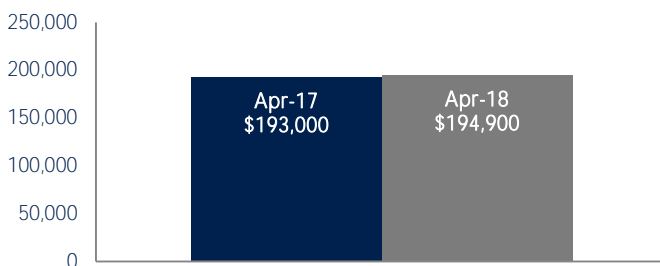
Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 46%. The total number of active inventory this April was 52 compared to 97 in April 2017. This month's total of 52 is lower than the previous month's total supply of available inventory of 60, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Lakeside and Dumbarton Homes was \$193,000. This April, the median sale price was \$194,900, an increase of 1% or \$1,900 compared to last year. The current median sold price is 2% lower 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.

Lakeside and Dumbarton are defined as properties listed in zip code/s 23294, 23228 and 23230.

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



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INTERNATIONAL REAL ESTATE



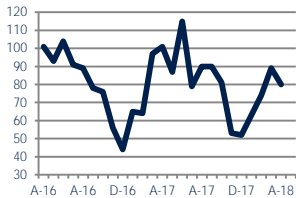
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April 2018

Zip Code(s): 23294, 23228 and 23230

New Listings

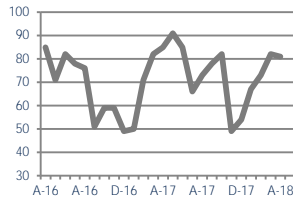
80



Down -21%
Vs. Year Ago

Current Contracts

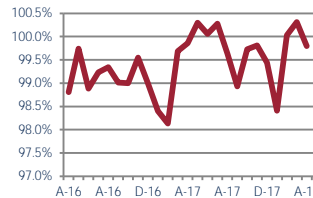
81



Down -5%
Vs. Year Ago

Sold Vs. List Price

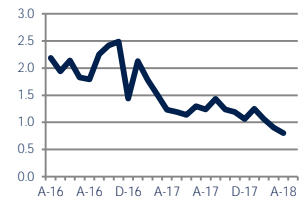
99.8%



No Change
Vs. Year Ago

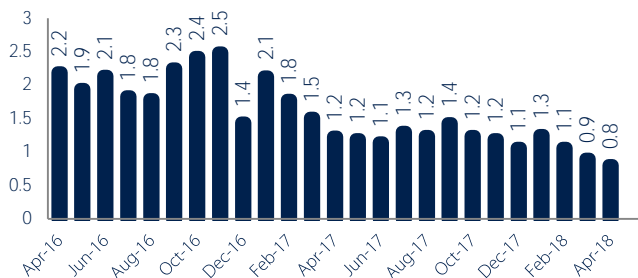
Months of Supply

0.8



Down -35%
Vs. Year Ago

Months Of Supply



Months of Supply

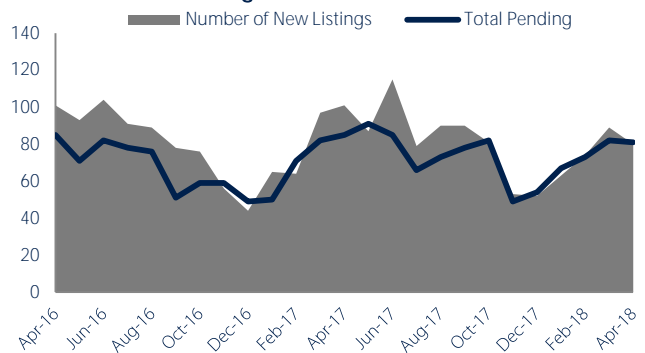
In April, there was 0.8 months of supply available in Lakeside and Dumbarton, compared to 1.2 in April 2017. That is a decrease of 35% versus a year ago.

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.

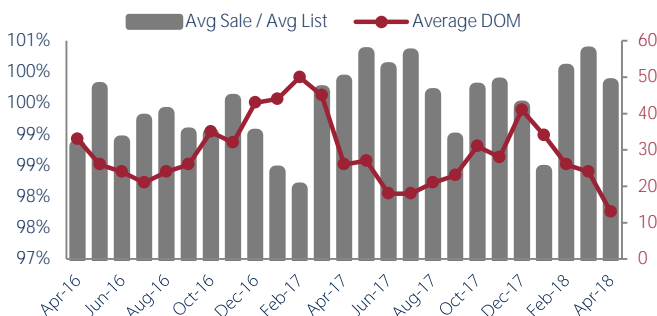
New Listings & Current Contracts

This month there were 80 homes newly listed for sale in Lakeside and Dumbarton compared to 101 in April 2017, a decrease of 21%. There were 81 current contracts pending sale this April compared to 85 a year ago. The number of current contracts is 5% lower 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 Lakeside and Dumbarton was 99.8% 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 13, lower than the average last year, which was 26, a decrease of 50%.



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