



The Long & Foster Market Minute™

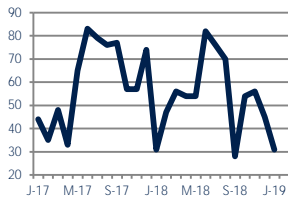
Focus On: Moseley and Winterpock Housing Market

January 2019

Zip Code(s): 23120 and 23838

Units Sold

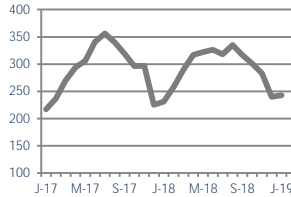
31



No Change
Vs. Year Ago

Active Inventory

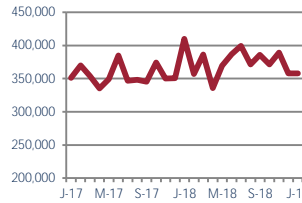
243



Up 5%
Vs. Year Ago

Median Sale Price

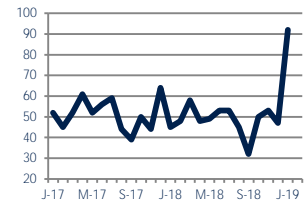
\$358,000



Down -13%
Vs. Year Ago

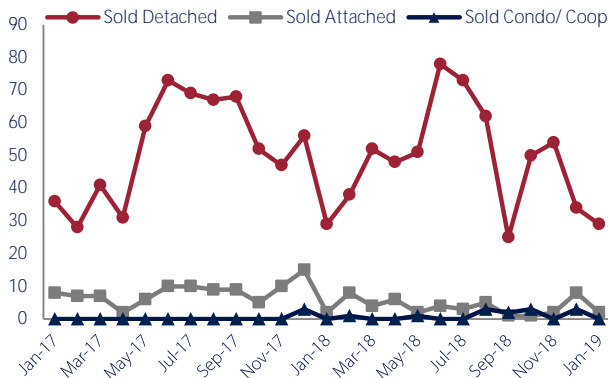
Days On Market

92



Up
Vs. Year Ago

Units Sold*



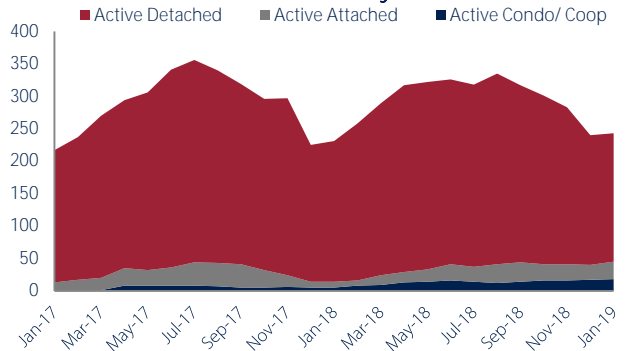
Units Sold

There was a decrease in total units sold in January, with 31 sold this month in Moseley and Winterpock, a decrease of 31%. This month's total units sold is similar compared to a year ago.

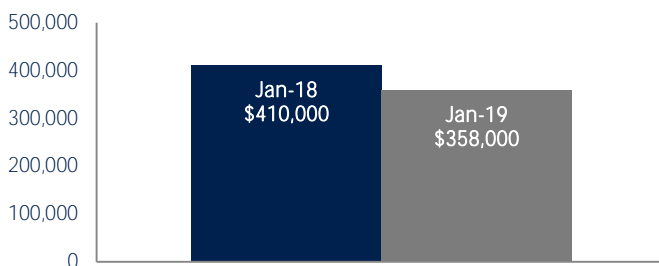
Active Inventory

Versus last year, the total number of homes available this month is higher by 12 units or 5%. The total number of active inventory this January was 243 compared to 231 in January 2018. This month's total of 243 is higher than the previous month's total supply of available inventory of 240, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Moseley and Winterpock Homes was \$410,000. This January, the median sale price was \$358,000, a decrease of 13% or \$52,000 compared to last year. The current median sold price is approximately the same as the median price in December.

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



Moseley and Winterpock are defined as properties listed in zip code/s 23120 and 23838.

*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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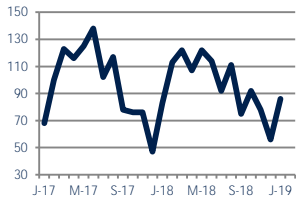
Focus On: Moseley and Winterpock Housing Market

January 2019

Zip Code(s): 23120 and 23838

New Listings

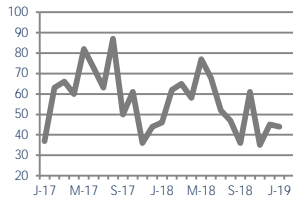
86



Up 4%
Vs. Year Ago

Current Contracts

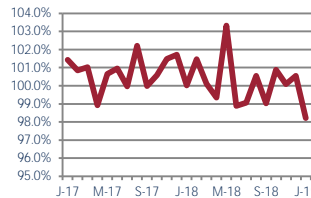
44



Down -4%
Vs. Year Ago

Sold Vs. List Price

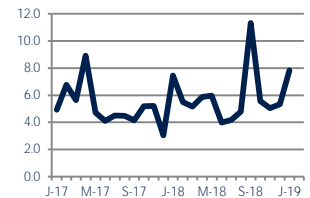
98.2%



Down -1.8%
Vs. Year Ago

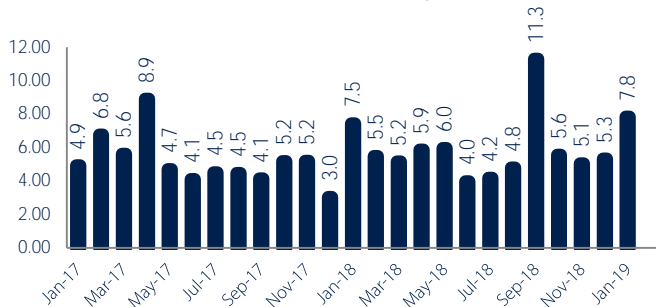
Months of Supply

7.8



Up 5%
Vs. Year Ago

Months Of Supply



Months of Supply

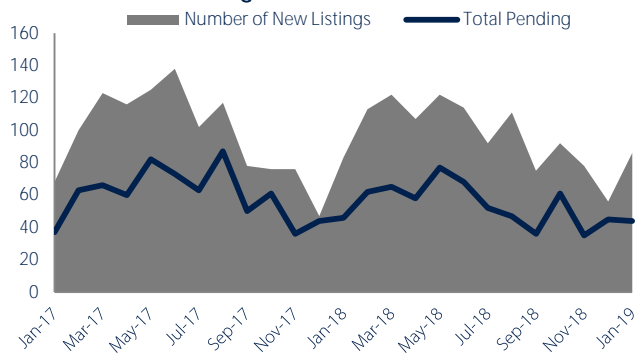
In January, there was 7.8 months of supply available in Moseley and Winterpock, compared to 7.5 in January 2018. That is an increase of 5% versus a year ago.

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.

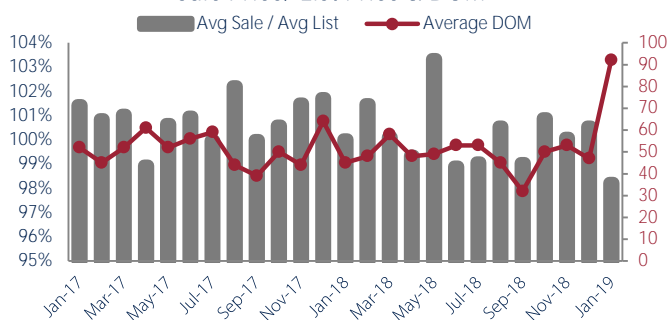
New Listings & Current Contracts

This month there were 86 homes newly listed for sale in Moseley and Winterpock compared to 83 in January 2018, an increase of 4%. There were 44 current contracts pending sale this January compared to 46 a year ago. The number of current contracts is 4% lower than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Moseley and Winterpock was 98.2% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 92, higher than the average last year, which was 45. This increase was impacted by the limited number of sales.

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