



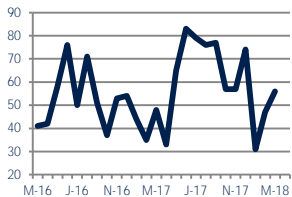
Focus On: Moseley and Winterpock Housing Market

March 2018

Zip Code(s): 23120 and 23838

Units Sold

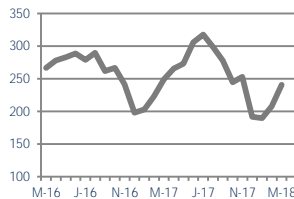
56



Up 17%
Vs. Year Ago

Active Inventory

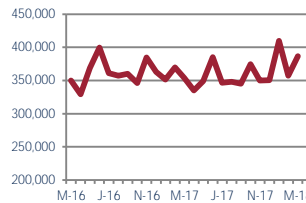
241



Down -3%
Vs. Year Ago

Median Sale Price

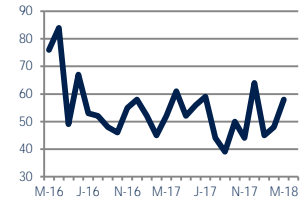
\$386,535



Up 9%
Vs. Year Ago

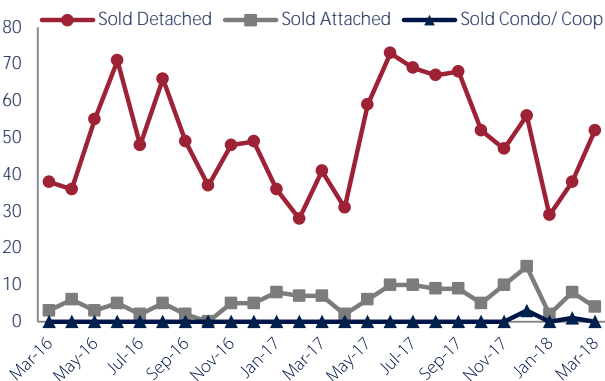
Days On Market

58



Up 12%
Vs. Year Ago

Units Sold*



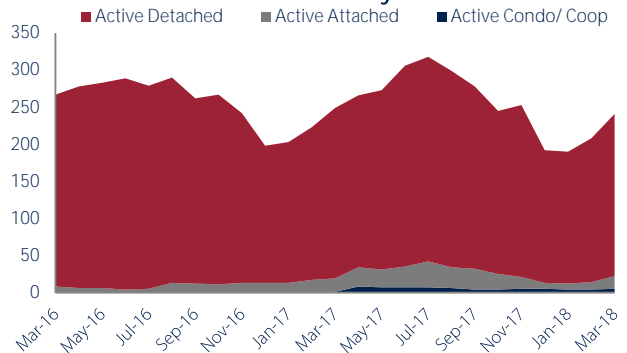
Units Sold

There was an increase in total units sold in March, with 56 sold this month in Moseley and Winterpock versus 47 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 17% versus March 2017.

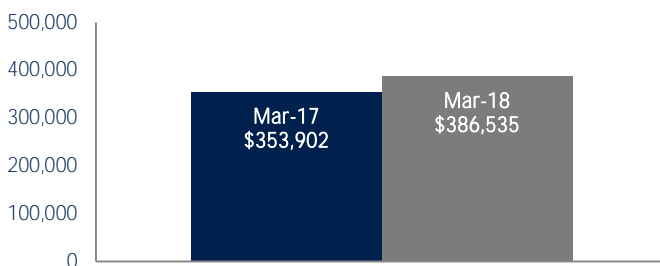
Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 3%. The total number of active inventory this March was 241 compared to 249 in March 2017. This month's total of 241 is higher than the previous month's total supply of available inventory of 208, an increase of 16%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Moseley and Winterpock Homes was \$353,902. This March, the median sale price was \$386,535, an increase of 9% or \$32,633 compared to last year. The current median sold price is 8% higher than in February.

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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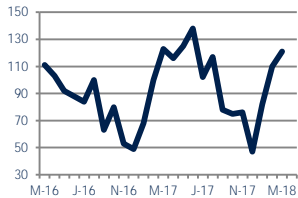
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March 2018

Zip Code(s): 23120 and 23838

New Listings

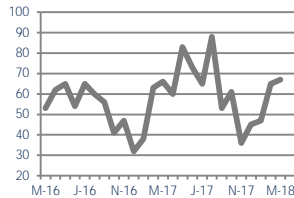
121



Down -2%
Vs. Year Ago

Current Contracts

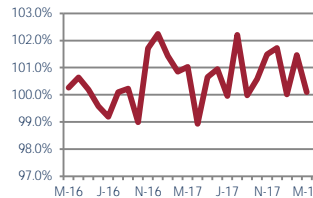
67



Up 2%
Vs. Year Ago

Sold Vs. List Price

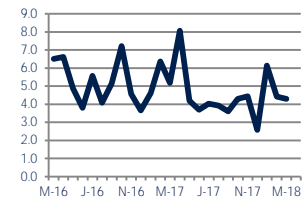
100.1%



Down -0.9%
Vs. Year Ago

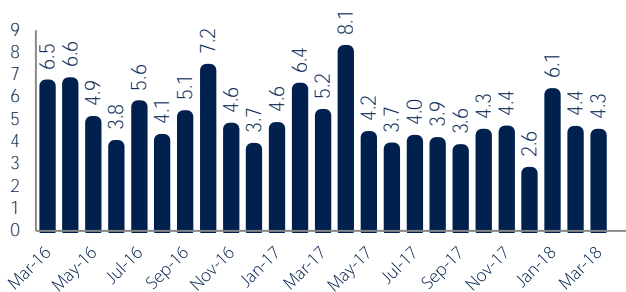
Months of Supply

4.3



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

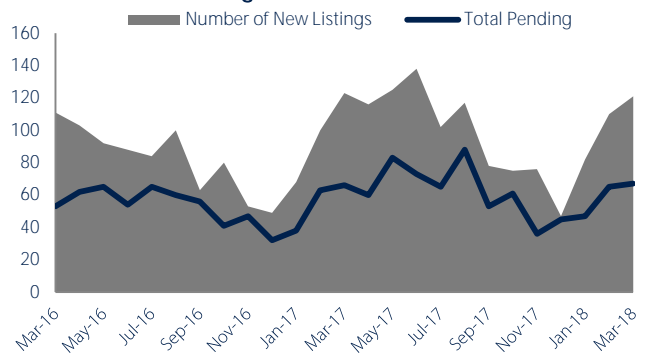
In March, there was 4.3 months of supply available in Moseley and Winterpock, compared to 5.2 in March 2017. That is a decrease of 17% versus a year ago.

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.

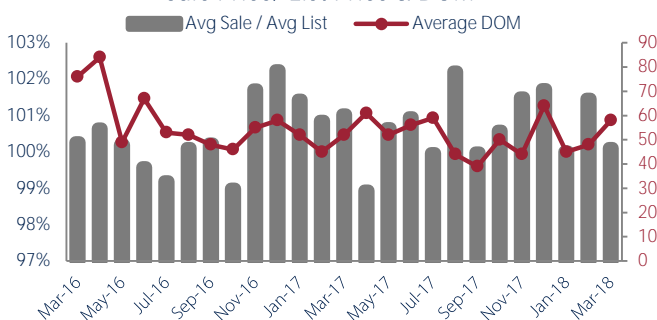
New Listings & Current Contracts

This month there were 121 homes newly listed for sale in Moseley and Winterpock compared to 123 in March 2017, a decrease of 2%. There were 67 current contracts pending sale this March compared to 66 a year ago. The number of current contracts is 2% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Moseley and Winterpock was 100.1% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 58, higher than the average last year, which was 52, an increase of 12%.



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