

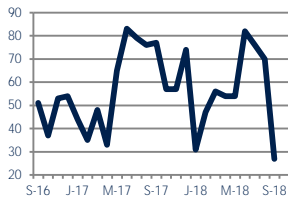
## Focus On: Moseley and Winterpock Housing Market

September 2018

Zip Code(s): 23120 and 23838

### Units Sold

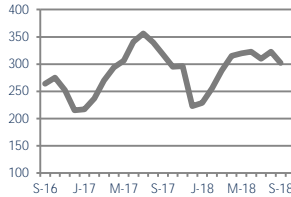
27



Down  
Vs. Year Ago

### Active Inventory

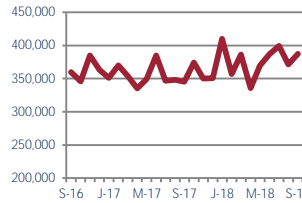
302



Down -5%  
Vs. Year Ago

### Median Sale Price

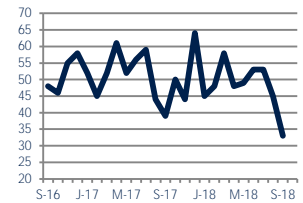
\$387,500



Up 12%  
Vs. Year Ago

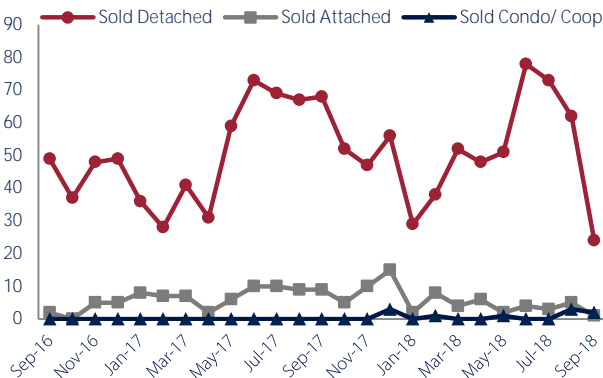
### Days On Market

33



Down -15%  
Vs. Year Ago

### Units Sold\*



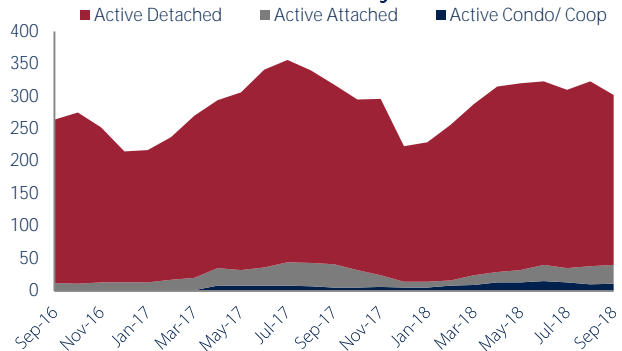
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 27 sold this month in Moseley and Winterpock. This month's total units sold was lower than at this time last year, a decrease from September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 5%. The total number of active inventory this September was 302 compared to 318 in September 2017. This month's total of 302 is lower than the previous month's total supply of available inventory of 323, a decrease of 7%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Moseley and Winterpock Homes was \$345,195. This September, the median sale price was \$387,500, an increase of 12% or \$42,305 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.



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.

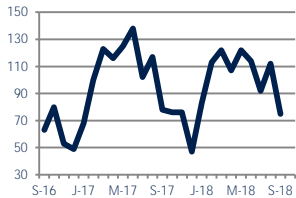




Zip Code(s): 23120 and 23838

### New Listings

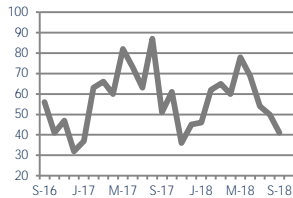
75



Down -4%  
Vs. Year Ago

### Current Contracts

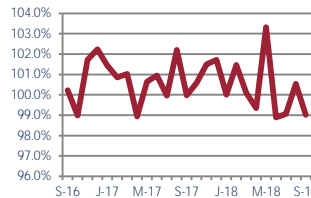
41



Down -20%  
Vs. Year Ago

### Sold Vs. List Price

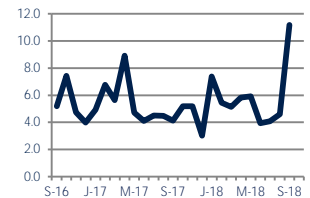
99.0%



Down -1%  
Vs. Year Ago

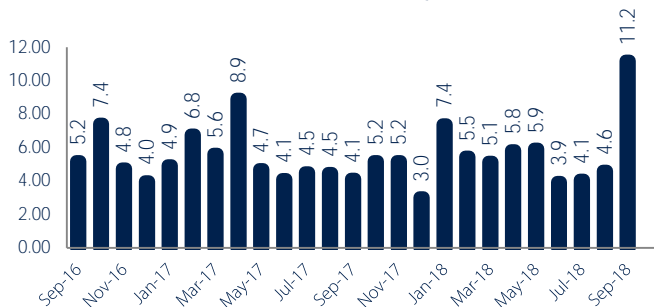
### Months of Supply

11.2



Up  
Vs. Year Ago

### Months Of Supply



### Months of Supply

In September, there was 11.2 months of supply available in Moseley and Winterpock, compared to 4.1 in September 2017. That is an increase versus a year ago.

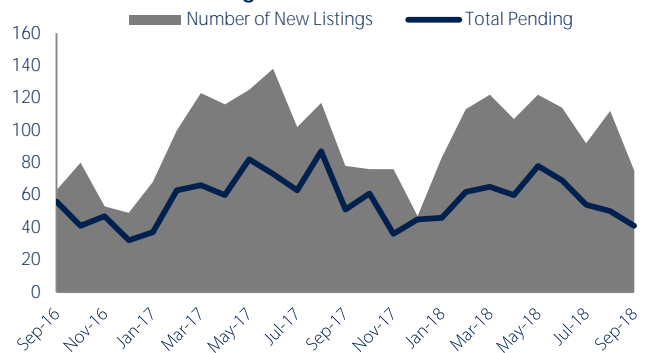
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

### New Listings & Current Contracts

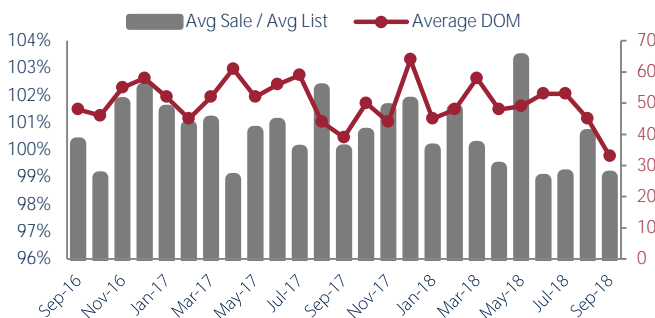
This month there were 75 homes newly listed for sale in Moseley and Winterpock compared to 78 in September 2017, a decrease of 4%.

There were 41 current contracts pending sale this September compared to 51 a year ago. The number of current contracts is 20% 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 Moseley and Winterpock was 99.0% of the average list price, which is 1.0% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 33, lower than the average last year, which was 39, a decrease of 15%.



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.

