



The Long & Foster Market Minute™

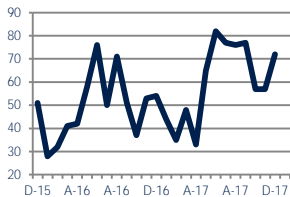
Focus On: Moseley and Winterpock Housing Market

December 2017

Zip Code(s): 23120 and 23838

Units Sold

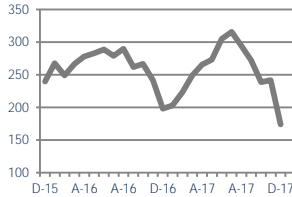
72



Up 33%
Vs. Year Ago

Active Inventory

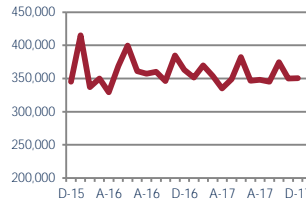
174



Down -12%
Vs. Year Ago

Median Sale Price

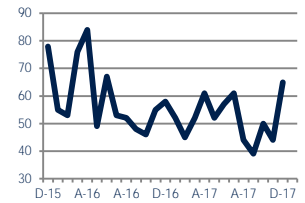
\$350,564



Down -3%
Vs. Year Ago

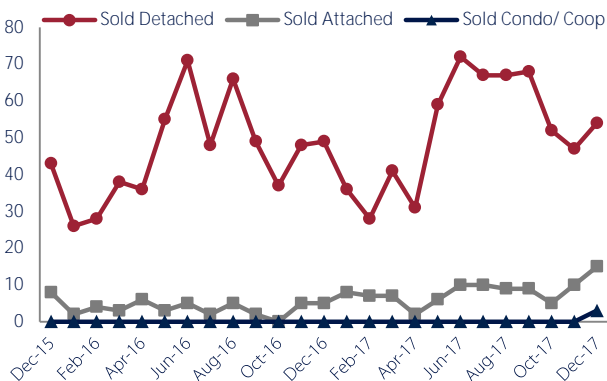
Days On Market

65



Up 12%
Vs. Year Ago

Units Sold*



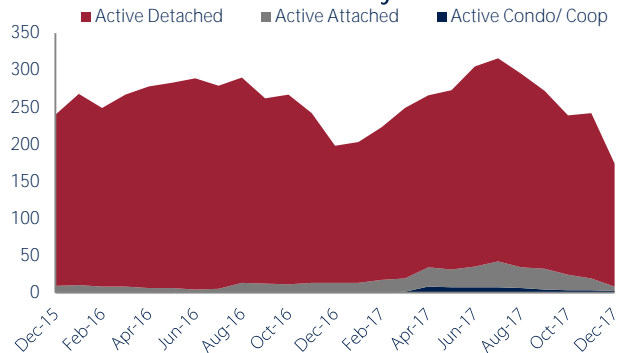
Units Sold

There was an increase in total units sold in December, with 72 sold this month in Moseley and Winterpock versus 57 last month, an increase of 26%. This month's total units sold was higher than at this time last year, an increase of 33% versus December 2016.

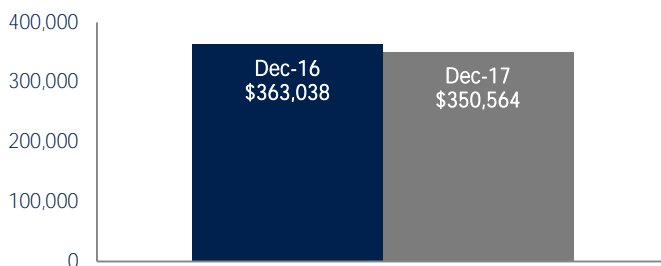
Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 12%. The total number of active inventory this December was 174 compared to 198 in December 2016. This month's total of 174 is lower than the previous month's total supply of available inventory of 242, a decrease of 28%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Moseley and Winterpock Homes was \$363,038. This December, the median sale price was \$350,564, a decrease of 3% or \$12,474 compared to last year. The current median sold price is approximately the same as the median price in November.

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.



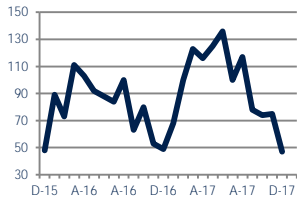
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23120 and 23838

New Listings

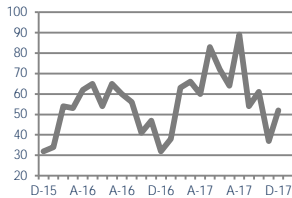
47



Down -4%
Vs. Year Ago

Current Contracts

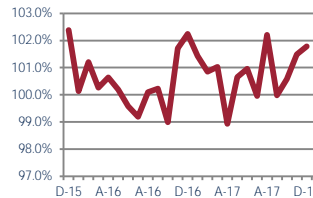
52



Up 63%
Vs. Year Ago

Sold Vs. List Price

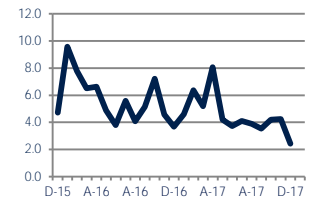
101.8%



No Change
Vs. Year Ago

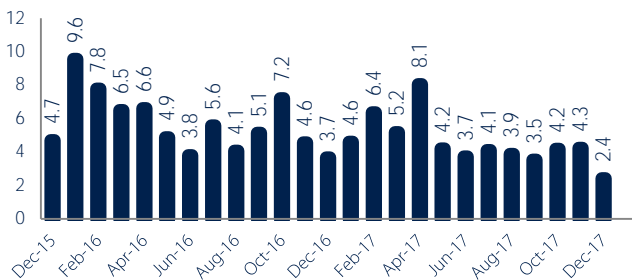
Months of Supply

2.4



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

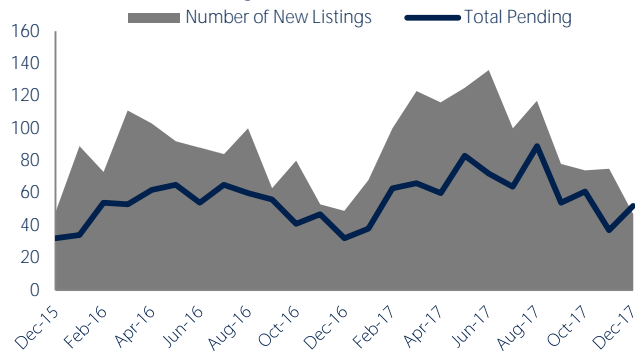
In December, there was 2.4 months of supply available in Moseley and Winterpock, compared to 3.7 in December 2016. That is a decrease of 34% versus a year ago.

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.

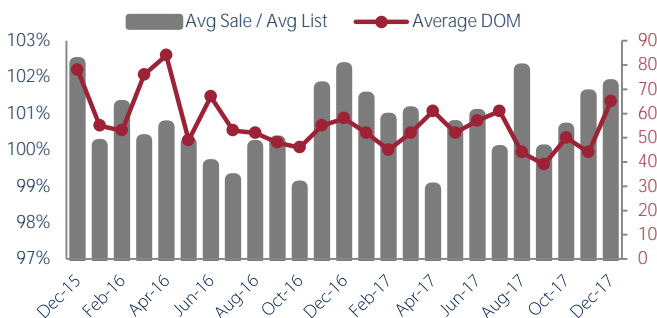
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in Moseley and Winterpock compared to 49 in December 2016, a decrease of 4%. There were 52 current contracts pending sale this December compared to 32 a year ago. The number of current contracts is 63% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Moseley and Winterpock was 101.8% 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 65, higher than the average last year, which was 58, an increase of 12%.



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