

THE LONG & FOSTER MARKET MINUTE™

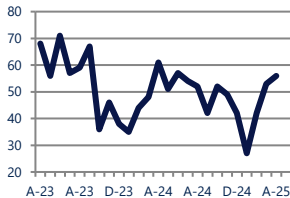
FOCUS ON: **PORTLOCK, NORFOLK HIGHLANDS, AND CAMPOSTELLA HEIGHTS HOUSING MARKET**

APRIL 2025

Zip Code(s): 23523, 23324 and 23325

Units Sold

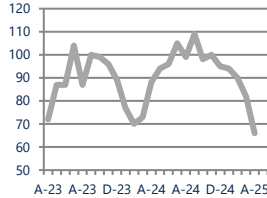
56



Down -8%
Vs. Year Ago

Active Inventory

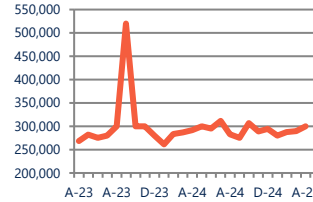
66



Down -25%
Vs. Year Ago

Median Sale Price

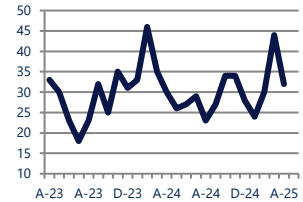
\$299,950



Up 3%
Vs. Year Ago

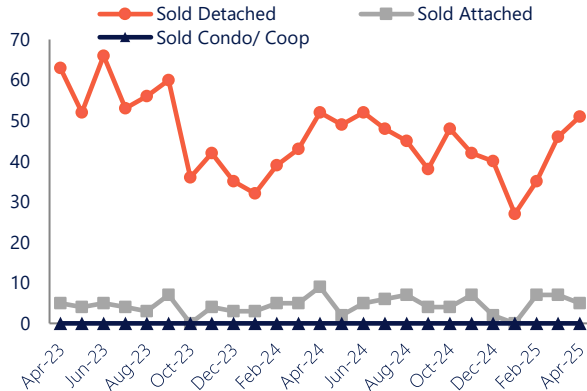
Days On Market

32



Up 7%
Vs. Year Ago

Units Sold*



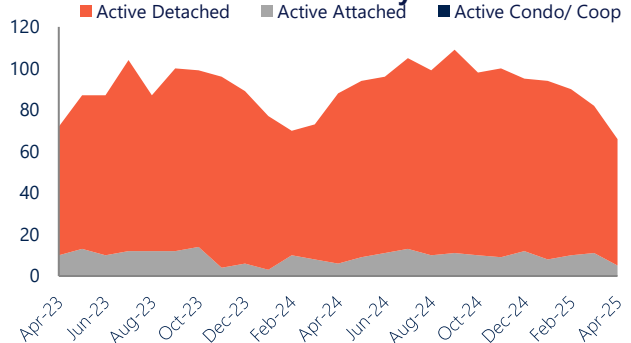
Units Sold

There was an increase in total units sold in April, with 56 sold this month in Portlock, Norfolk Highlands, and Campostella Heights versus 53 last month, an increase of 6%. This month's total units sold was lower than at this time last year, a decrease of 8% versus April 2024.

Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 25%. The total number of active inventory this April was 66 compared to 88 in April 2024. This month's total of 66 is lower than the previous month's total supply of available inventory of 82, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Portlock, Norfolk Highlands, and Campostella Heights Homes was \$292,000. This April, the median sale price was \$299,950, an increase of 3% or \$7,950 compared to last year. The current median sold price is 3% higher 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.

Portlock, Norfolk Highlands, and Campostella Heights are defined as properties listed in zip code/s 23523, 23324 and 23325.

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

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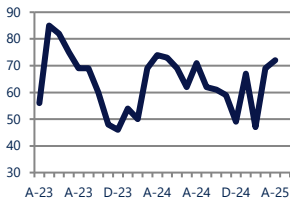
FOCUS ON: **PORTLOCK, NORFOLK HIGHLANDS, AND CAMPOSTELLA HEIGHTS HOUSING MARKET**

APRIL 2025

Zip Code(s): 23523, 23324 and 23325

New Listings

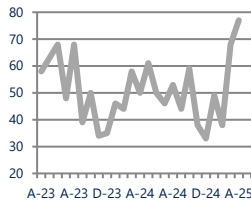
72



Down -3%
Vs. Year Ago

Current Contracts

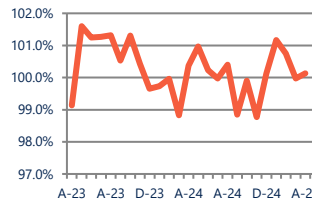
77



Up 54%
Vs. Year Ago

Sold Vs. List Price

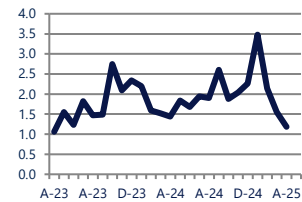
100.1%



No Change
Vs. Year Ago

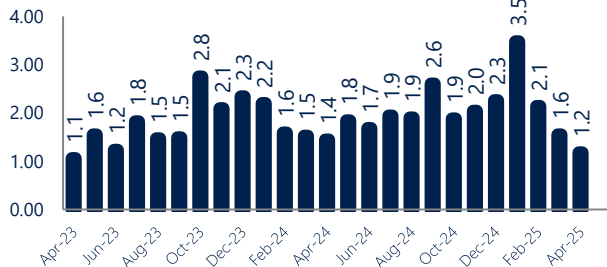
Months of Supply

1.2



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

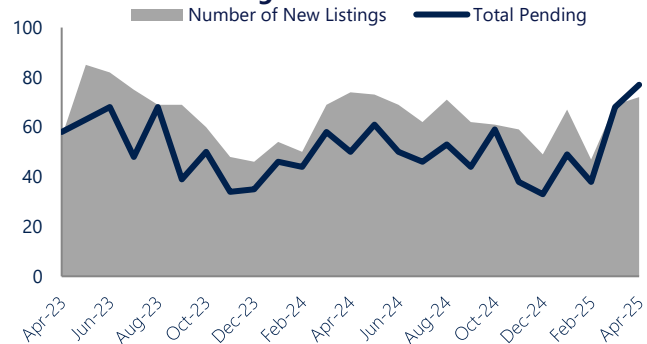
In April, there was 1.2 months of supply available in Portlock, Norfolk Highlands, and Campostella Heights, compared to 1.4 in April 2024. That is a decrease of 18% versus a year ago.

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.

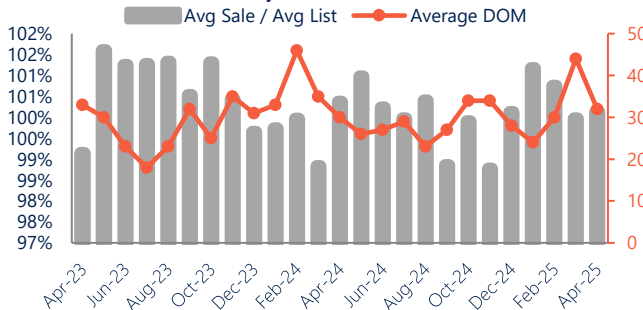
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in Portlock, Norfolk Highlands, and Campostella Heights compared to 74 in April 2024, a decrease of 3%. There were 77 current contracts pending sale this April compared to 50 a year ago. The number of current contracts is 54% higher 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 Portlock, Norfolk Highlands, and Campostella Heights was 100.1% 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 32, higher than the average last year, which was 30, an increase of 7%.

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