

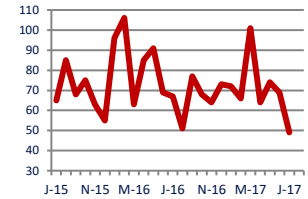
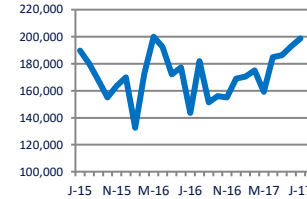
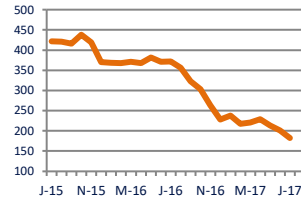
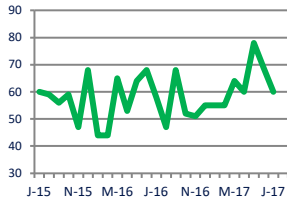


## Focus On: Portlock, Norfolk Highlands, and Campostella Heights Housing Market

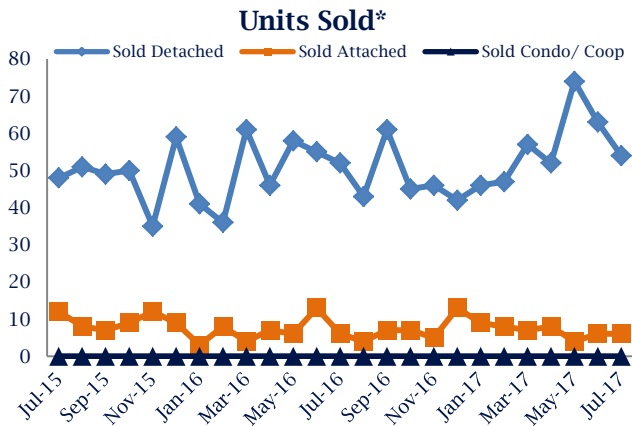
## July 2017

### Zip Code(s): 23523, 23324 and 23325

<b>Units Sold</b> 60	<b>Active Inventory</b> 182	<b>Median Sale Price</b> \$198,700	<b>Days On Market</b> 49
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<b>Up 3%</b> Vs. Year Ago	<b>Down -51%</b> Vs. Year Ago	<b>Up</b> Vs. Year Ago	<b>Down -27%</b> Vs. Year Ago
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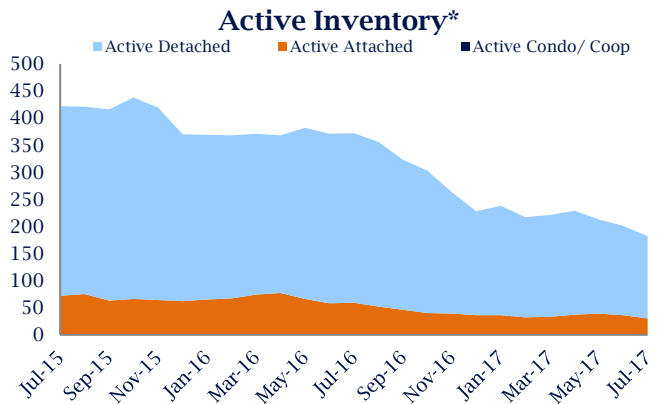


### Units Sold

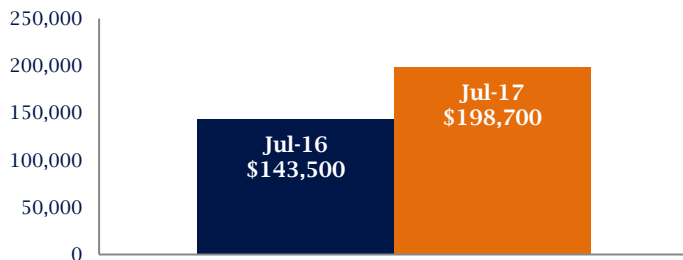
There was a decrease in total units sold in July, with 60 sold this month in Portlock, Norfolk Highlands, and Campostella Heights versus 69 last month, a decrease of 13%. This month's total units sold was higher than at this time last year, an increase of 3% versus July 2016.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 190 units or 51%. The total number of active inventory this July was 182 compared to 372 in July 2016. This month's total of 182 is lower than the previous month's total supply of available inventory of 201, a decrease of 9%.



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Portlock, Norfolk Highlands, and Campostella Heights Homes was \$143,500. This July, the median sale price was \$198,700, an increase of \$55,200 compared to last year. The current median sold price is higher than in June.

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.



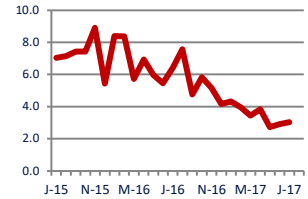
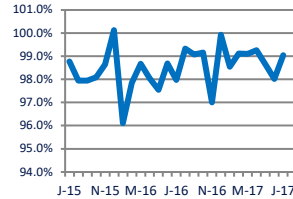
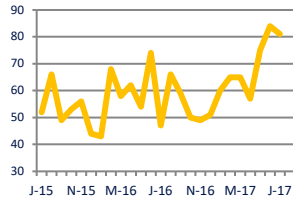
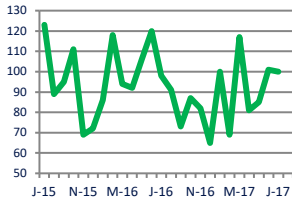


**Focus On: Portlock, Norfolk Highlands, and Campostella Heights Housing Market**

**July 2017**

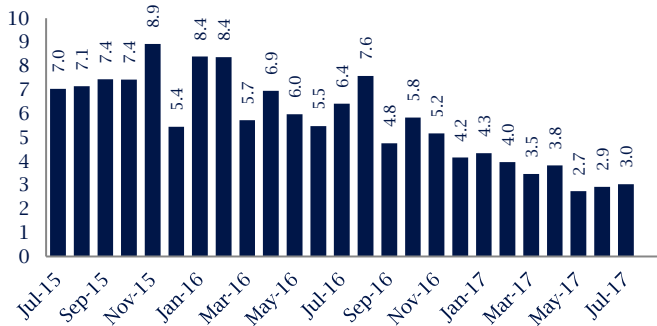
**Zip Code(s): 23523, 23324 and 23325**

<b>New Listings</b> 100	<b>Current Contracts</b> 81	<b>Sold Vs. List Price</b> 99.0%	<b>Months of Supply</b> 3.0
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<b>Up 2%</b> Vs. Year Ago	<b>Up 72%</b> Vs. Year Ago	<b>Up 1.1%</b> Vs. Year Ago	<b>Down -53%</b> Vs. Year Ago
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**Months Of Supply**



**Months of Supply**

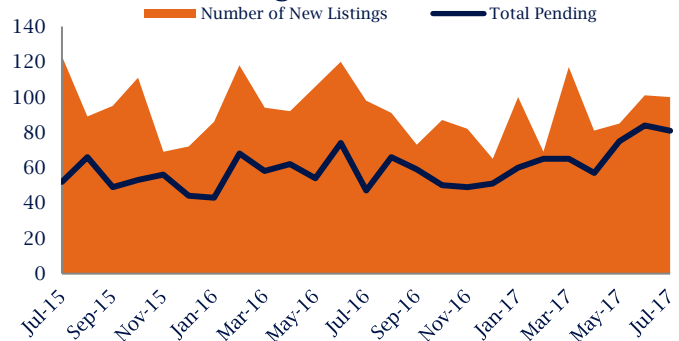
In July, there was 3.0 months of supply available in Portlock, Norfolk Highlands, and Campostella Heights, compared to 6.4 in July 2016. That is a decrease of 53% versus a year ago.

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.

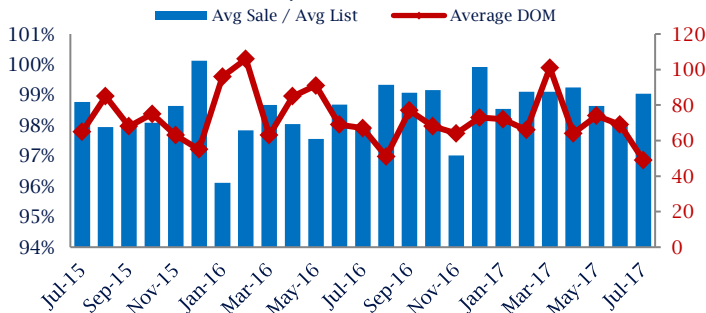
**New Listings & Current Contracts**

This month there were 100 homes newly listed for sale in Portlock, Norfolk Highlands, and Campostella Heights compared to 98 in July 2016, an increase of 2%. There were 81 current contracts pending sale this July compared to 47 a year ago. The number of current contracts is 72% higher than last July.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In July, the average sale price in Portlock, Norfolk Highlands, and Campostella Heights was 99.0% of the average list price, which is 1.1% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 49, lower than the average last year, which was 67, a decrease of 27%.

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