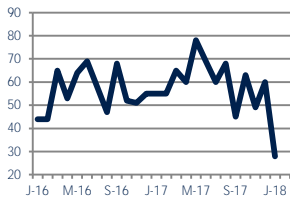


Zip Code(s): 23523, 23324 and 23325

### Units Sold

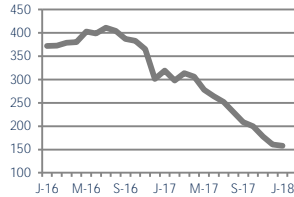
28



**Down**  
Vs. Year Ago

### Active Inventory

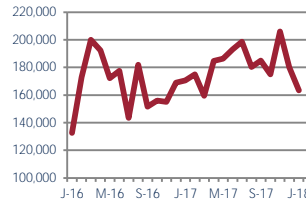
158



**Down -50%**  
Vs. Year Ago

### Median Sale Price

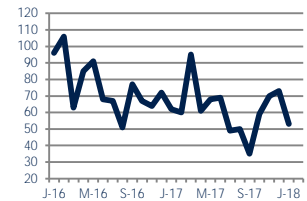
\$163,500



**Down -4%**  
Vs. Year Ago

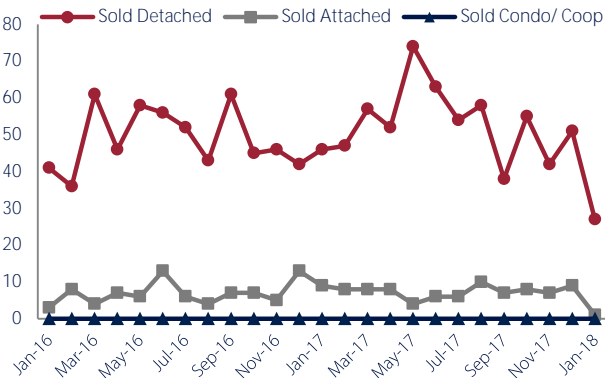
### Days On Market

53



**Down -15%**  
Vs. Year Ago

### Units Sold\*



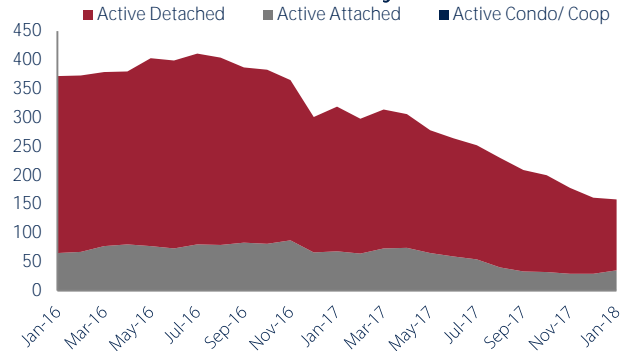
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 28 sold this month in Portlock, Norfolk Highlands, and Campostella Heights. This month's total units sold was lower than at this time last year, a decrease from January 2017.

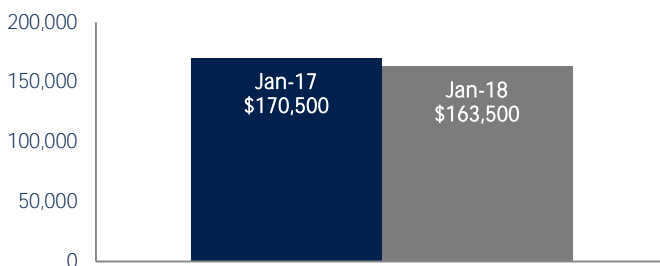
### Active Inventory

Versus last year, the total number of homes available this month is lower by 161 units or 50%. The total number of active inventory this January was 158 compared to 319 in January 2017. This month's total of 158 is lower than the previous month's total supply of available inventory of 161, a decrease of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Portlock, Norfolk Highlands, and Campostella Heights Homes was \$170,500. This January, the median sale price was \$163,500, a decrease of 4% or \$7,000 compared to last year. The current median sold price is 9% lower than in December.

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.



**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

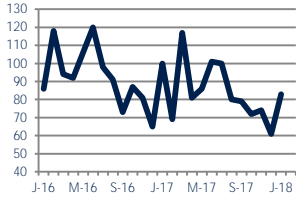




Zip Code(s): 23523, 23324 and 23325

### New Listings

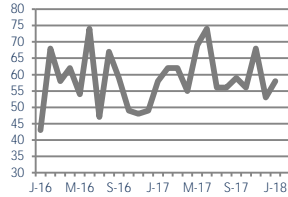
83



**Down -17%**  
Vs. Year Ago

### Current Contracts

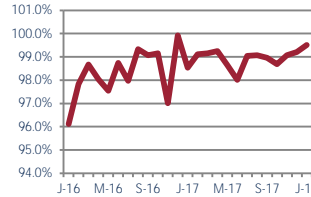
58



**No Change**  
Vs. Year Ago

### Sold Vs. List Price

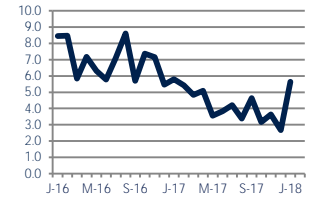
99.5%



**Up 1%**  
Vs. Year Ago

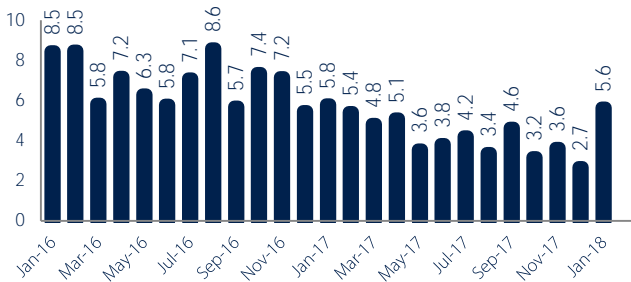
### Months of Supply

5.6



**Down -3%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

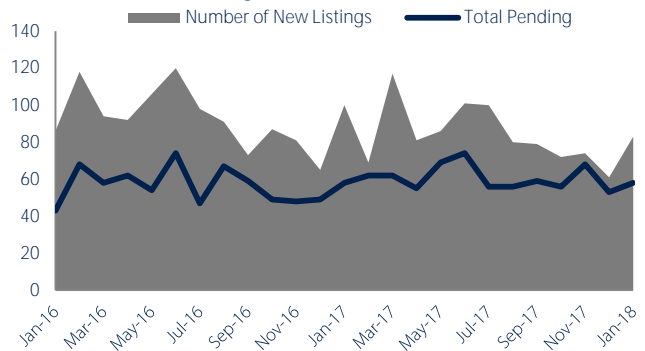
In January, there was 5.6 months of supply available in Portlock, Norfolk Highlands, and Campostella Heights, compared to 5.8 in January 2017. That is a decrease of 3% versus a year ago.

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.

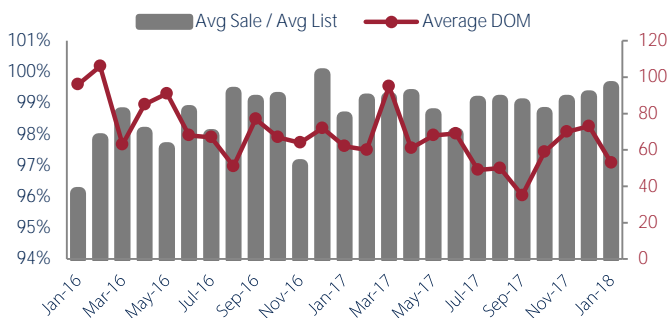
### New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Portlock, Norfolk Highlands, and Campostella Heights compared to 100 in January 2017, a decrease of 17%. There were 58 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 9% higher than last month.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Portlock, Norfolk Highlands, and Campostella Heights was 99.5% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 62, a decrease of 15%.



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.

