



The Long & Foster Market Minute™

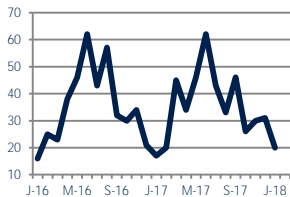
Focus On: Robious Corridor Housing Market

January 2018

Zip Code(s): 23113

Units Sold

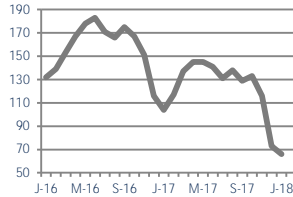
20



Up
Vs. Year Ago

Active Inventory

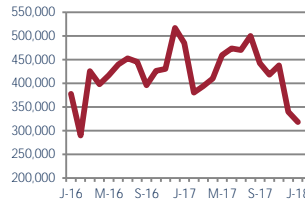
66



Down -37%
Vs. Year Ago

Median Sale Price

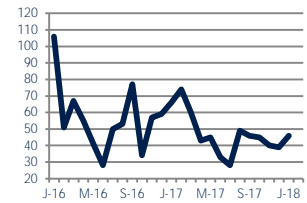
\$318,250



Down
Vs. Year Ago

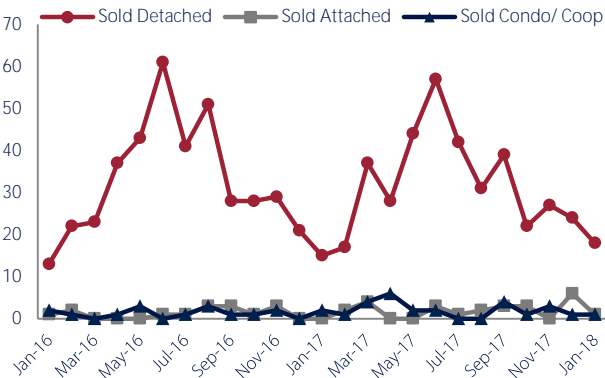
Days On Market

46



Down -30%
Vs. Year Ago

Units Sold*



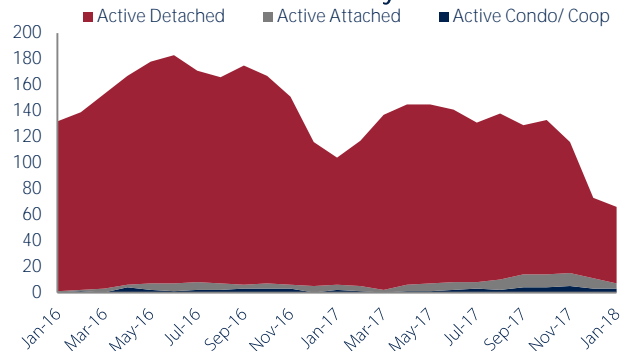
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 20 sold this month in Robious Corridor. This month's total units sold was higher than at this time last year, an increase from January 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 38 units or 37%. The total number of active inventory this January was 66 compared to 104 in January 2017. This month's total of 66 is lower than the previous month's total supply of available inventory of 73, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Robious Corridor Homes was \$485,000. This January, the median sale price was \$318,250, a decrease of \$166,750 compared to last year. The current median sold price is 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.

Robious Corridor are defined as properties listed in zip code/s 23113.

*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

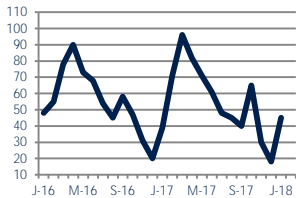




Zip Code(s): 23113

New Listings

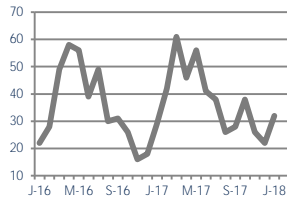
45



Up 15%
Vs. Year Ago

Current Contracts

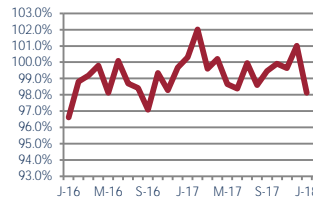
32



Up 10%
Vs. Year Ago

Sold Vs. List Price

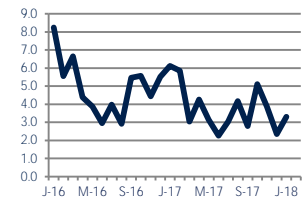
98.1%



Down -2.2%
Vs. Year Ago

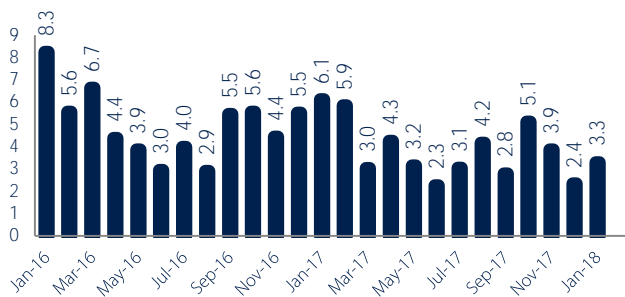
Months of Supply

3.3



Down -46%
Vs. Year Ago

Months Of Supply



Months of Supply

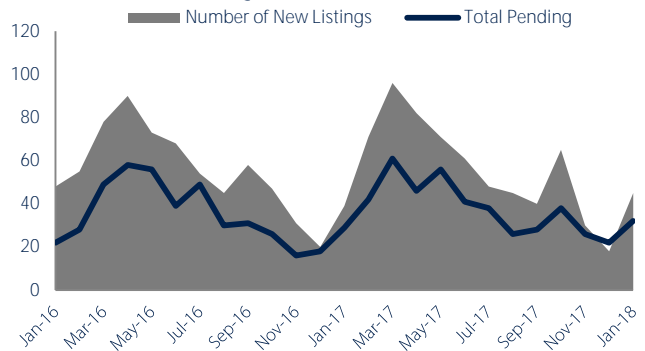
In January, there was 3.3 months of supply available in Robious Corridor, compared to 6.1 in January 2017. That is a decrease of 46% versus a year ago.

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.

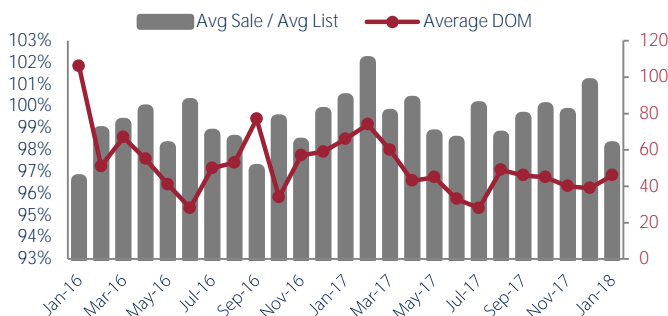
New Listings & Current Contracts

This month there were 45 homes newly listed for sale in Robious Corridor compared to 39 in January 2017, an increase of 15%. There were 32 current contracts pending sale this January compared to 29 a year ago. The number of current contracts is 10% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Robious Corridor was 98.1% of the average list price, which is 2.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 46, lower than the average last year, which was 66, a decrease of 30%.



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