

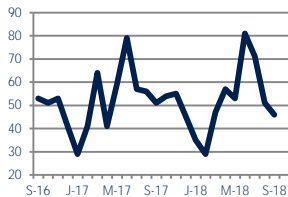
## Focus On: South Glen Allen Housing Market

September 2018

Zip Code(s): 23060

### Units Sold

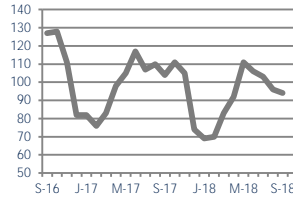
46



Down -10%  
Vs. Year Ago

### Active Inventory

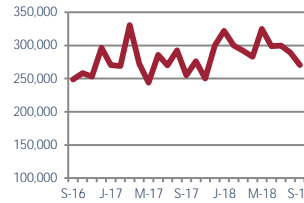
94



Down -10%  
Vs. Year Ago

### Median Sale Price

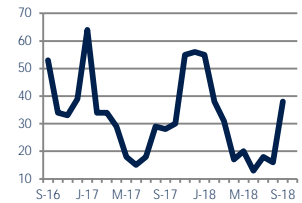
\$270,250



Up 6%  
Vs. Year Ago

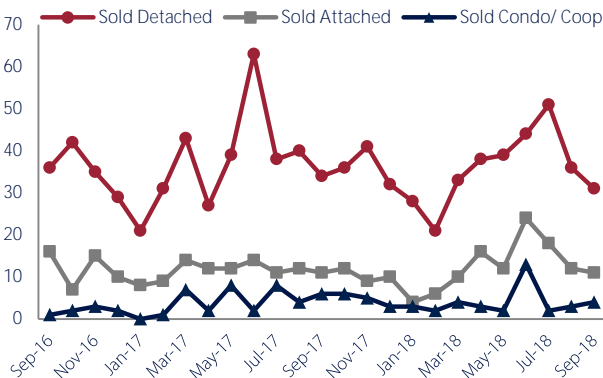
### Days On Market

38



Up 36%  
Vs. Year Ago

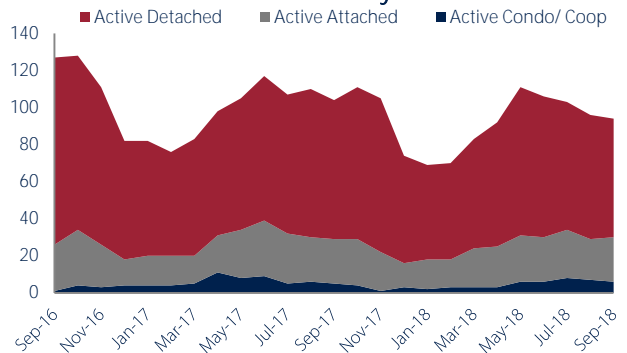
### Units Sold\*



### Units Sold

There was a decrease in total units sold in September, with 46 sold this month in South Glen Allen versus 51 last month, a decrease of 10%. This month's total units sold was lower than at this time last year, a decrease of 10% versus September 2017.

### Active Inventory\*



### Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 10%. The total number of active inventory this September was 94 compared to 104 in September 2017. This month's total of 94 is lower than the previous month's total supply of available inventory of 96, a decrease of 2%.

### Median Sale Price



### Median Sale Price

Last September, the median sale price for South Glen Allen Homes was \$255,000. This September, the median sale price was \$270,250, an increase of 6% or \$15,250 compared to last year. The current median sold price is 6% lower than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



South Glen Allen are defined as properties listed in zip code/s 23060.

\*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.

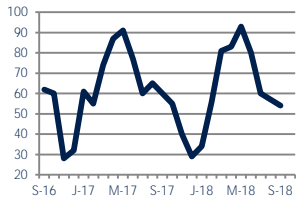




Zip Code(s): 23060

### New Listings

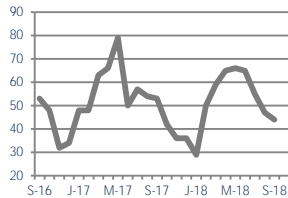
54



Down -10%  
Vs. Year Ago

### Current Contracts

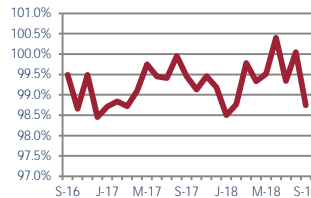
44



Down -17%  
Vs. Year Ago

### Sold Vs. List Price

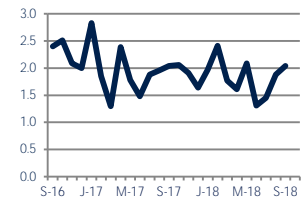
98.7%



Down -0.7%  
Vs. Year Ago

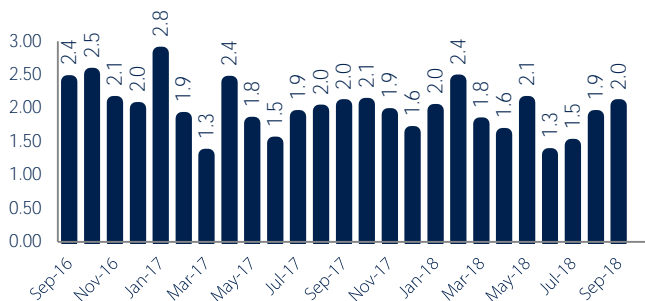
### Months of Supply

2.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

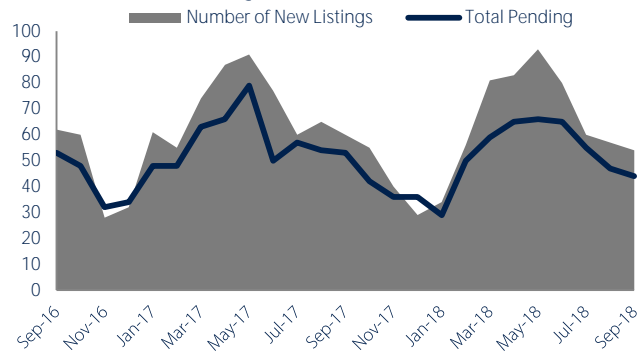
In September, there was 2.0 months of supply available in South Glen Allen. The amount of supply is similar compared to a year ago.

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.

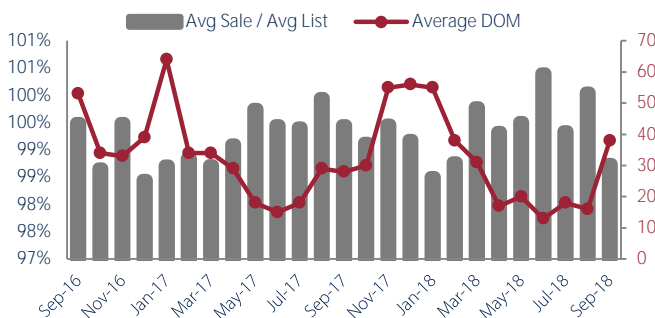
### New Listings & Current Contracts

This month there were 54 homes newly listed for sale in South Glen Allen compared to 60 in September 2017, a decrease of 10%. There were 44 current contracts pending sale this September compared to 53 a year ago. The number of current contracts is 17% lower than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in South Glen Allen was 98.7% of the average list price, which is 0.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 38, higher than the average last year, which was 28, an increase of 36%.



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