



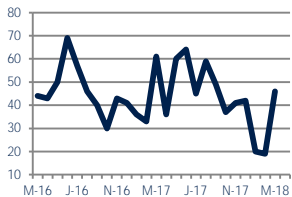
Focus On: Westover Hills Housing Market

March 2018

Zip Code(s): 23225

Units Sold

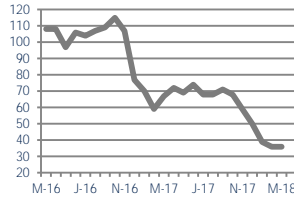
46



Down -25%
Vs. Year Ago

Active Inventory

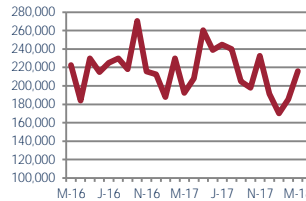
36



Down -46%
Vs. Year Ago

Median Sale Price

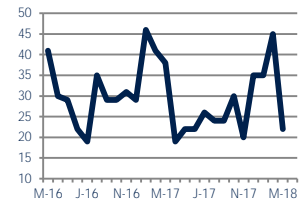
\$216,000



Up 12%
Vs. Year Ago

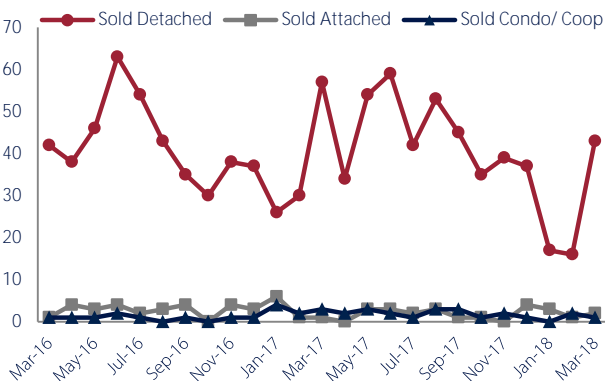
Days On Market

22



Down -42%
Vs. Year Ago

Units Sold*



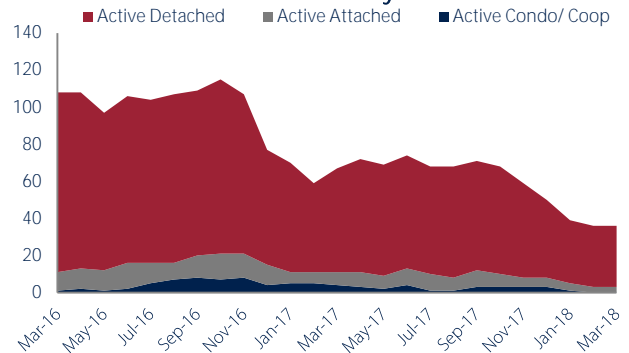
Units Sold

There was an increase in total units sold in March, with 46 sold this month in Westover Hills. This month's total units sold was lower than at this time last year.

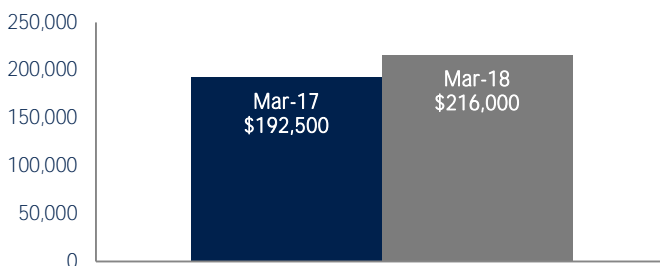
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 46%. The total number of active inventory this March was 36 compared to 67 in March 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Westover Hills Homes was \$192,500. This March, the median sale price was \$216,000, an increase of 12% or \$23,500 compared to last year. The current median sold price is 16% higher than in February.

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



Westover Hills are defined as properties listed in zip code/s 23225.

*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.



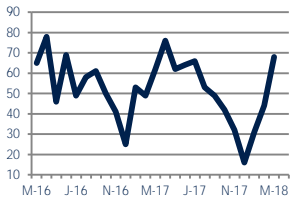
Focus On: Westover Hills Housing Market

March 2018

Zip Code(s): 23225

New Listings

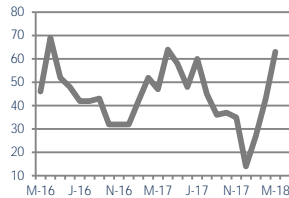
68



Up 10%
Vs. Year Ago

Current Contracts

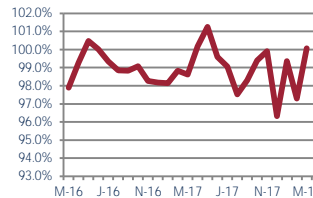
63



Up 34%
Vs. Year Ago

Sold Vs. List Price

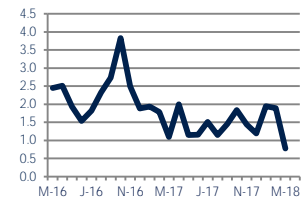
100.1%



Up 1.5%
Vs. Year Ago

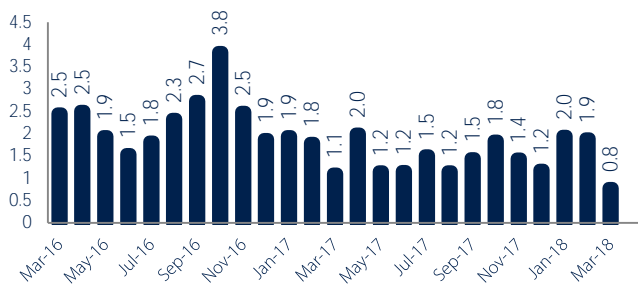
Months of Supply

0.8



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

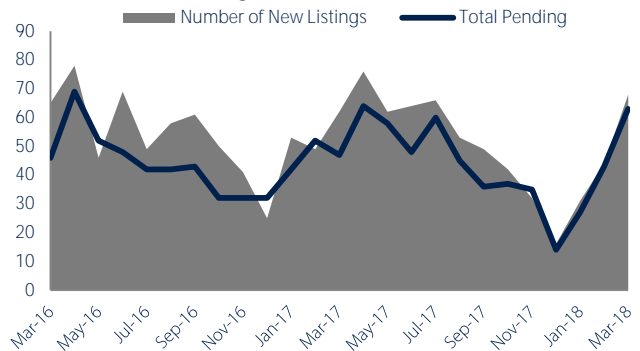
In March, there was 0.8 months of supply available in Westover Hills, compared to 1.1 in March 2017. That is a decrease of 29% versus a year ago.

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.

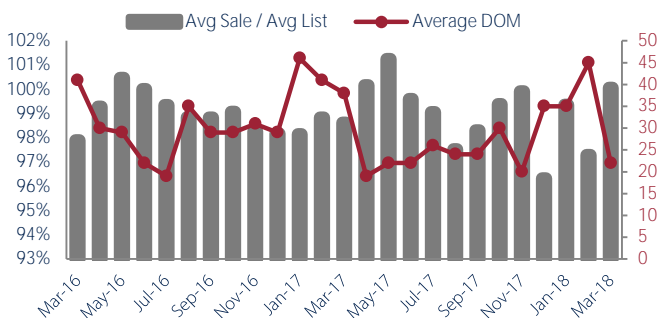
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Westover Hills compared to 62 in March 2017, an increase of 10%. There were 63 current contracts pending sale this March compared to 47 a year ago. The number of current contracts is 34% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Westover Hills was 100.1% of the average list price, which is 1.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 38, a decrease of 42%.



Westover Hills are defined as properties listed in zip code/s 23225.

*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.

