



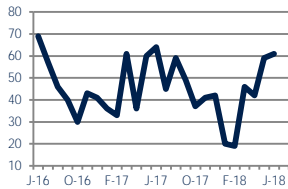
The Long & Foster Market Minute™

Focus On: Westover Hills Housing Market

June 2018

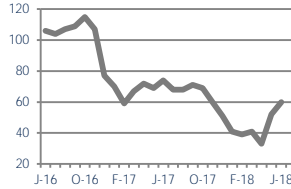
Zip Code(s): 23225

Units Sold
61



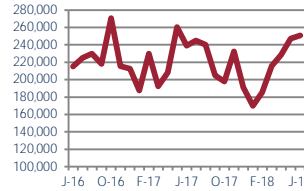
Down -5%
Vs. Year Ago

Active Inventory
60



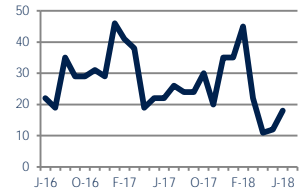
Down -19%
Vs. Year Ago

Median Sale Price
\$251,000



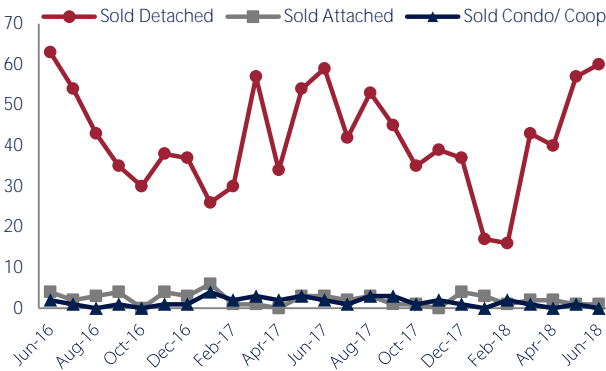
Up 5%
Vs. Year Ago

Days On Market
18



Down -18%
Vs. Year Ago

Units Sold*



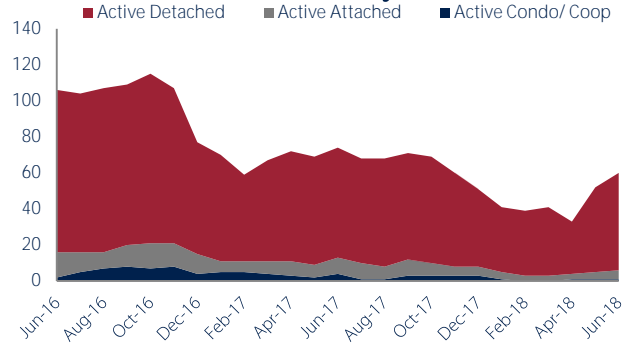
Units Sold

There was an increase in total units sold in June, with 61 sold this month in Westover Hills versus 59 last month, an increase of 3%. This month's total units sold was lower than at this time last year, a decrease of 5% versus June 2017.

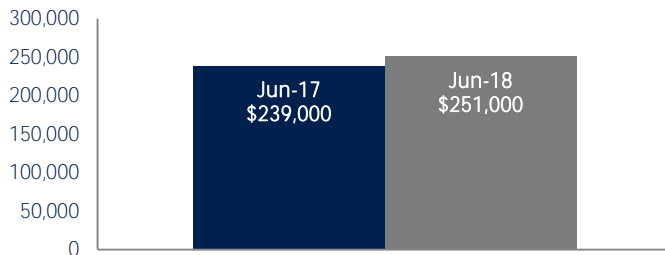
Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 19%. The total number of active inventory this June was 60 compared to 74 in June 2017. This month's total of 60 is higher than the previous month's total supply of available inventory of 52, an increase of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Westover Hills Homes was \$239,000. This June, the median sale price was \$251,000, an increase of 5% or \$12,000 compared to last year. The current median sold price is 2% higher than in May.

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.



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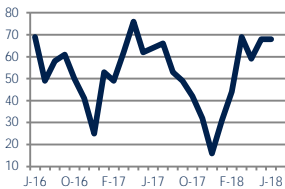


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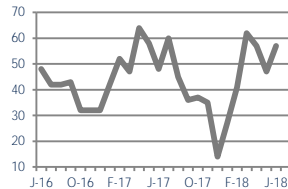
Zip Code(s): 23225

New Listings
68



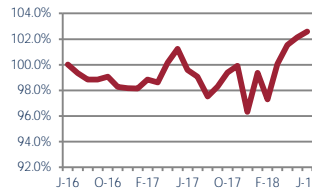
Up 6%
Vs. Year Ago

Current Contracts
57



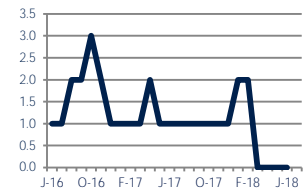
Up 19%
Vs. Year Ago

Sold Vs. List Price
102.6%



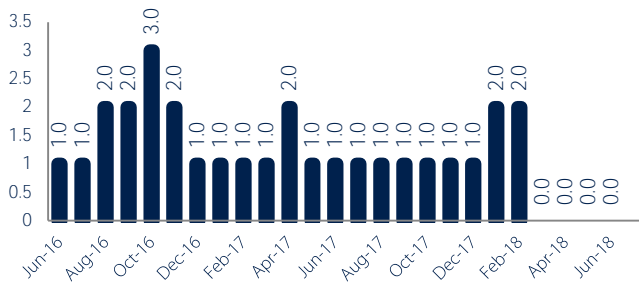
Up 3%
Vs. Year Ago

Months of Supply
0.0



Down -100%
Vs. Year Ago

Months Of Supply



Months of Supply

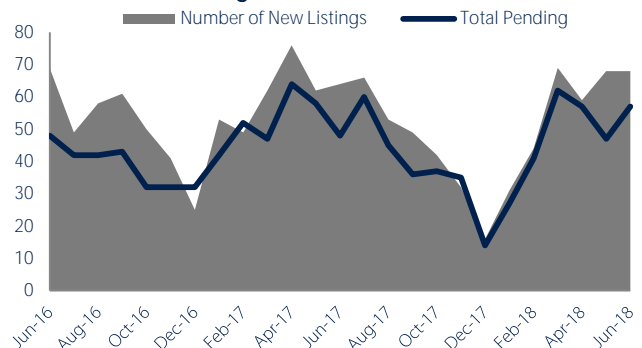
In June, there was 1.0 months of supply available in Westover Hills, compared to 1.2 in June 2017. That is a decrease of 15% versus a year ago.

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.

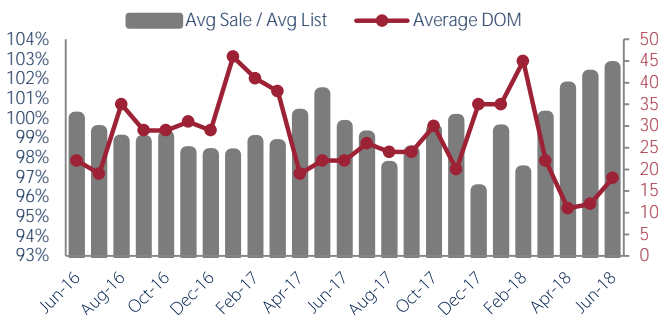
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Westover Hills compared to 64 in June 2017, an increase of 6%. There were 57 current contracts pending sale this June compared to 48 a year ago. The number of current contracts is 19% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Westover Hills was 102.6% of the average list price, which is 3.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 22, a decrease of 18%.



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