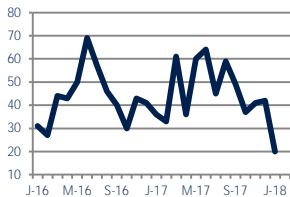




Zip Code(s): 23225

Units Sold

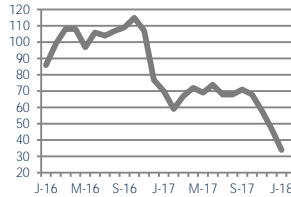
20



Down
Vs. Year Ago

Active Inventory

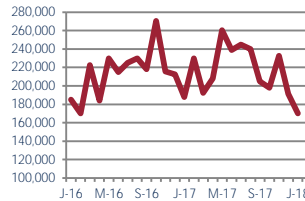
34



Down -51%
Vs. Year Ago

Median Sale Price

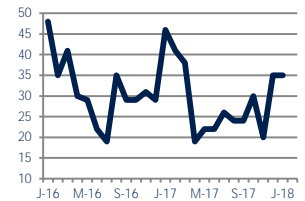
\$170,000



Down -9%
Vs. Year Ago

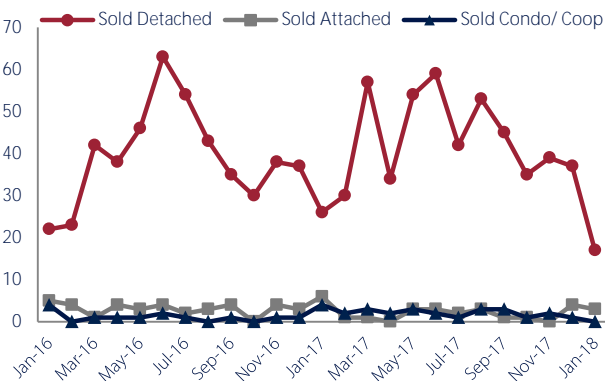
Days On Market

35



Down -24%
Vs. Year Ago

Units Sold*



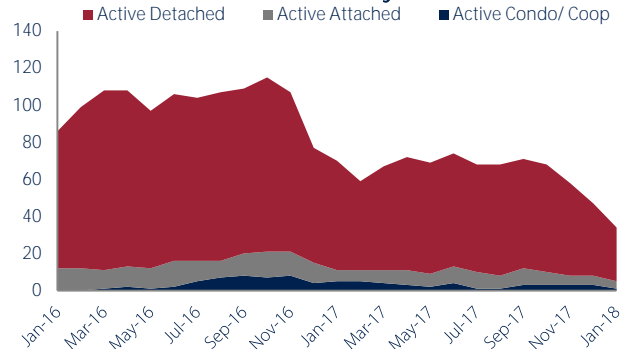
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 20 sold this month in Westover Hills. This month's total units sold was lower than at this time last year, a decrease from January 2017.

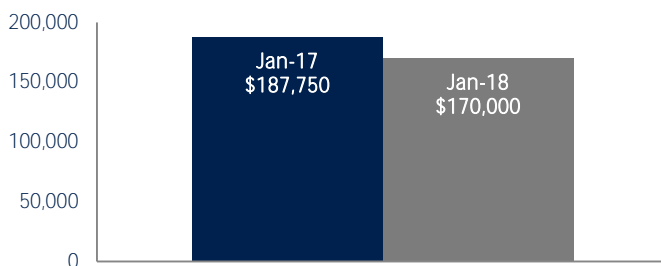
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 51%. The total number of active inventory this January was 34 compared to 70 in January 2017. This month's total of 34 is lower than the previous month's total supply of available inventory of 47, a decrease of 28%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Westover Hills Homes was \$187,750. This January, the median sale price was \$170,000, a decrease of 9% or \$17,750 compared to last year. The current median sold price is 11% 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.



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.



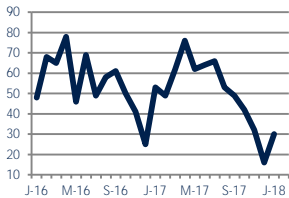
Focus On: Westover Hills Housing Market

January 2018

Zip Code(s): 23225

New Listings

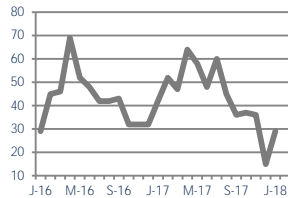
30



Down -43%
Vs. Year Ago

Current Contracts

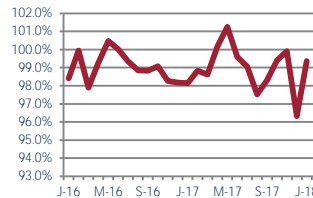
29



Down -31%
Vs. Year Ago

Sold Vs. List Price

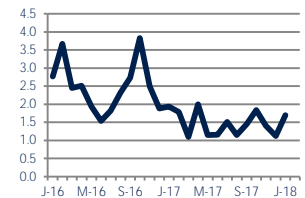
99.4%



Up 1.2%
Vs. Year Ago

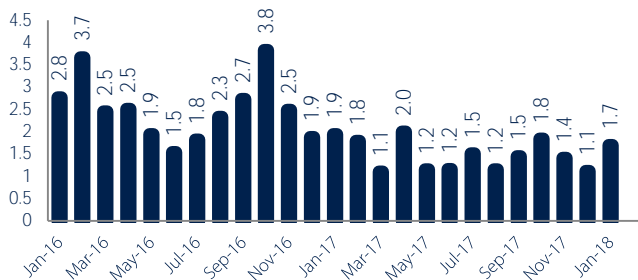
Months of Supply

1.7



Down -12%
Vs. Year Ago

Months Of Supply



Months of Supply

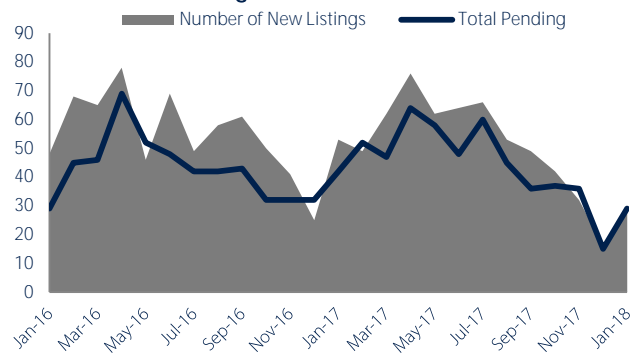
In January, there was 1.7 months of supply available in Westover Hills, compared to 1.9 in January 2017. That is a decrease of 13% versus a year ago.

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.

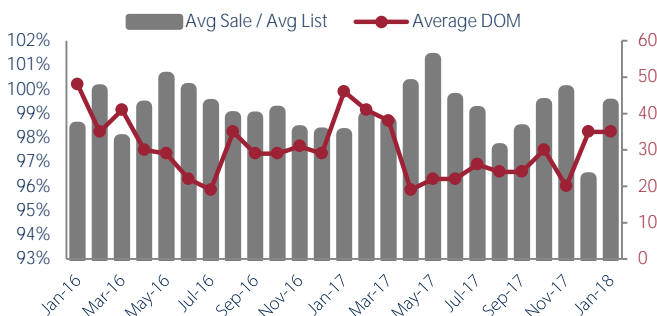
New Listings & Current Contracts

This month there were 30 homes newly listed for sale in Westover Hills compared to 53 in January 2017, a decrease of 43%. There were 29 current contracts pending sale this January compared to 42 a year ago. The number of current contracts is 31% lower 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 Westover Hills was 99.4% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 46, a decrease of 24%.



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