

THE LONG & FOSTER MARKET MINUTE™

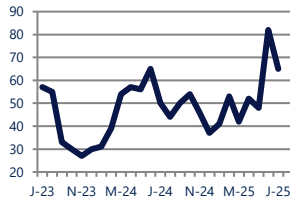
FOCUS ON: **WILLOW LAKE, RALEIGH PLACE, AND GREEN ACRES HOUSING MARKET**

JULY 2025

Zip Code(s): 23321

Units Sold

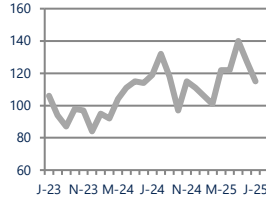
65



Up 30%
Vs. Year Ago

Active Inventory

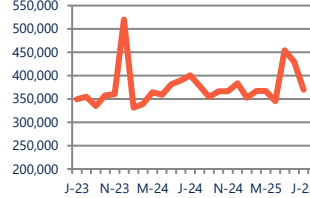
115



Down -3%
Vs. Year Ago

Median Sale Price

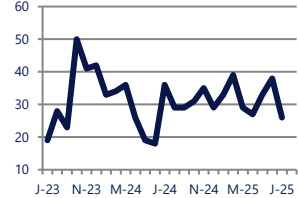
\$369,900



Down -8%
Vs. Year Ago

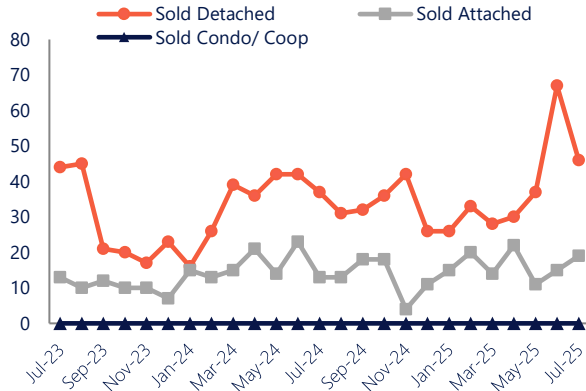
Days On Market

26



Down -28%
Vs. Year Ago

Units Sold*



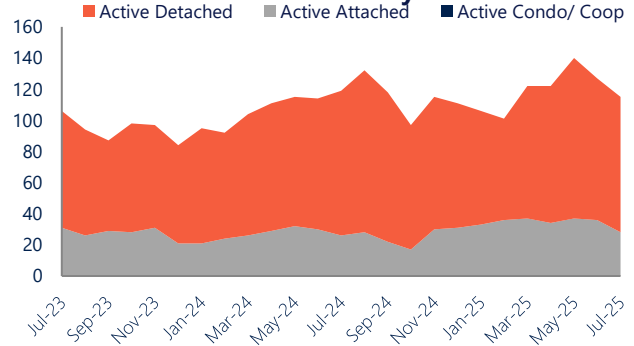
Units Sold

There was a decrease in total units sold in July, with 65 sold this month in Willow Lake, Raleigh Place, and Green Acres versus 82 last month, a decrease of 21%. This month's total units sold was higher than at this time last year, an increase of 30% versus July 2024.

Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 3%. The total number of active inventory this July was 115 compared to 119 in July 2024. This month's total of 115 is lower than the previous month's total supply of available inventory of 127, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Willow Lake, Raleigh Place, and Green Acres Homes was \$400,500. This July, the median sale price was \$369,900, a decrease of 8% or \$30,600 compared to last year. The current median sold price is 14% lower than in June.

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

Willow Lake, Raleigh Place, and Green Acres are defined as properties listed in zip code/s 23321.

*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 REIN 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 REIN or Long & Foster Real Estate, Inc.

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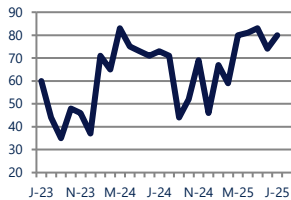
FOCUS ON: **WILLOW LAKE, RALEIGH PLACE, AND GREEN ACRES HOUSING MARKET**

JULY 2025

Zip Code(s): 23321

New Listings

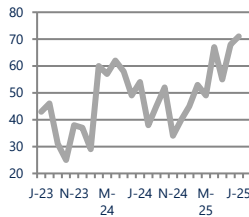
80



Up 10%
Vs. Year Ago

Current Contracts

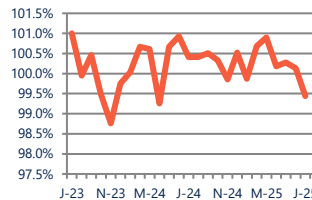
71



Up 31%
Vs. Year Ago

Sold Vs. List Price

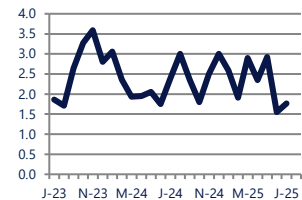
99.4%



Down -1%
Vs. Year Ago

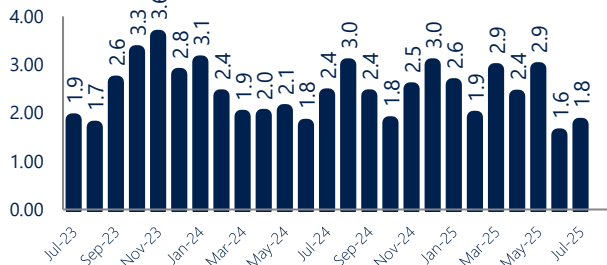
Months of Supply

1.8



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

In July, there was 1.8 months of supply available in Willow Lake, Raleigh Place, and Green Acres, compared to 2.4 in July 2024. That is a decrease of 26% versus a year ago.

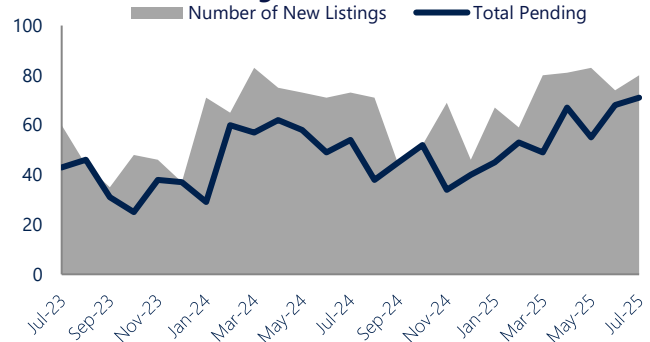
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

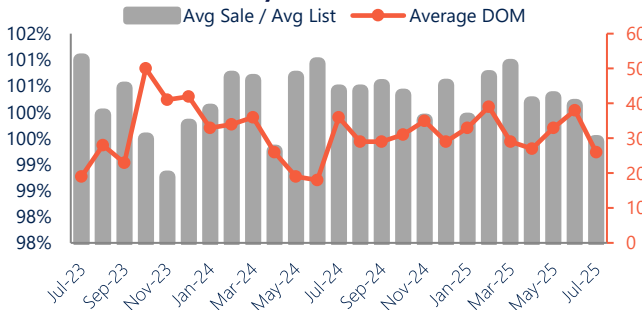
This month there were 80 homes newly listed for sale in Willow Lake, Raleigh Place, and Green Acres compared to 73 in July 2024, an increase of 10%. There were 71 current contracts pending sale this July compared to 54 a year ago.

The number of current contracts is 31% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Willow Lake, Raleigh Place, and Green Acres was 99.4% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 26, lower than the average last year, which was 36, a decrease of 28%.

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