



The Long & Foster Market Minute™

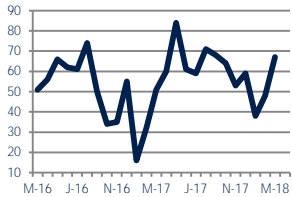
Focus On: Willow Lake, Raleigh Place, and Green Acres Housing Market

March 2018

Zip Code(s): 23321

Units Sold

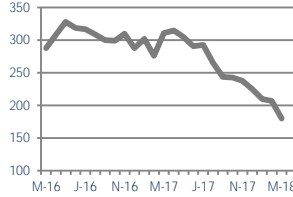
67



Up 31%
Vs. Year Ago

Active Inventory

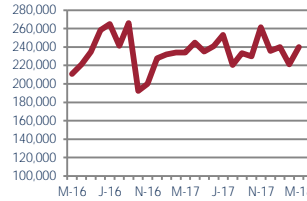
180



Down -42%
Vs. Year Ago

Median Sale Price

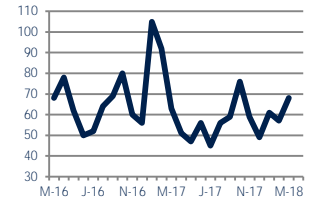
\$239,900



Up 3%
Vs. Year Ago

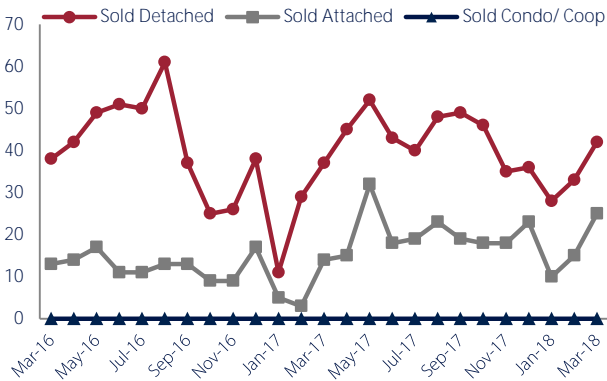
Days On Market

68



Up 8%
Vs. Year Ago

Units Sold*



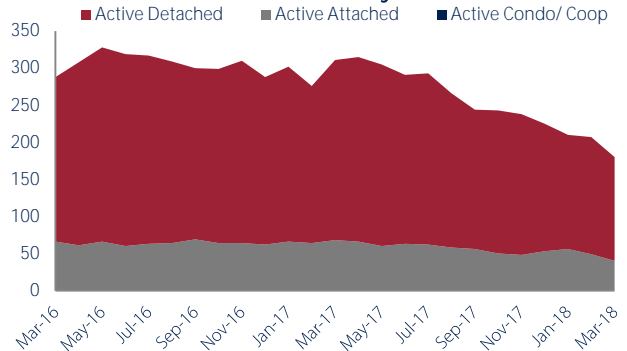
Units Sold

There was an increase in total units sold in March, with 67 sold this month in Willow Lake, Raleigh Place, and Green Acres. This month's total units sold was higher than at this time last year.

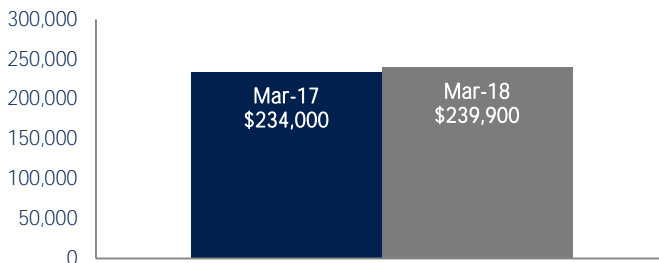
Active Inventory

Versus last year, the total number of homes available this month is lower by 131 units or 42%. The total number of active inventory this March was 180 compared to 311 in March 2017. This month's total of 180 is lower than the previous month's total supply of available inventory of 207, a decrease of 13%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Willow Lake, Raleigh Place, and Green Acres Homes was \$234,000. This March, the median sale price was \$239,900, an increase of 3% or \$5,900 compared to last year. The current median sold price is 8% 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.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

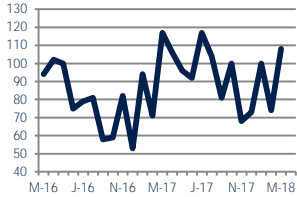




Zip Code(s): 23321

New Listings

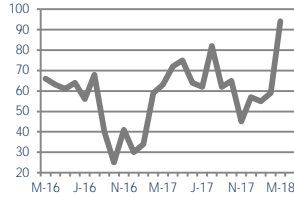
108



Down -8%
Vs. Year Ago

Current Contracts

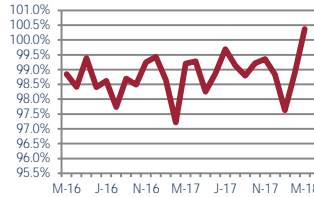
94



Up 49%
Vs. Year Ago

Sold Vs. List Price

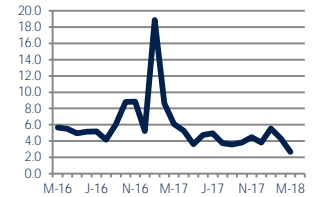
100.4%



Up 1.2%
Vs. Year Ago

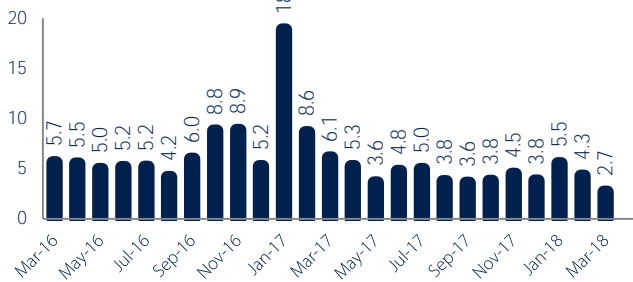
Months of Supply

2.7



Down -56%
Vs. Year Ago

Months Of Supply



Months of Supply

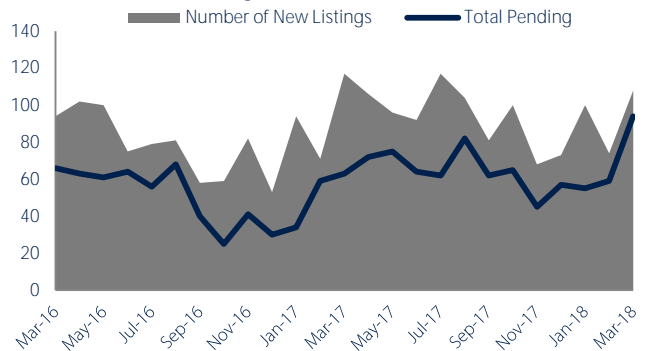
In March, there was 2.7 months of supply available in Willow Lake, Raleigh Place, and Green Acres, compared to 6.1 in March 2017. That is a decrease of 56% versus a year ago.

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.

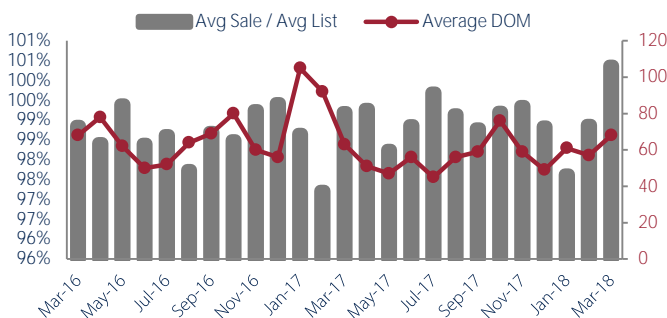
New Listings & Current Contracts

This month there were 108 homes newly listed for sale in Willow Lake, Raleigh Place, and Green Acres compared to 117 in March 2017, a decrease of 8%. There were 94 current contracts pending sale this March compared to 63 a year ago. The number of current contracts is 49% 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 Willow Lake, Raleigh Place, and Green Acres was 100.4% 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 68, higher than the average last year, which was 63, an increase of 8%.



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.

