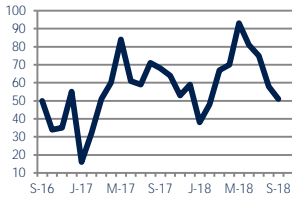


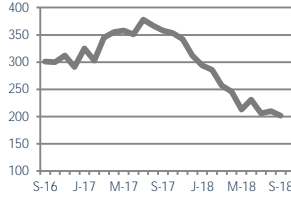
Zip Code(s): 23321

Units Sold
51



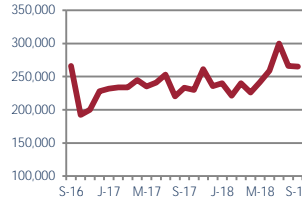
Down -25%
Vs. Year Ago

Active Inventory
202



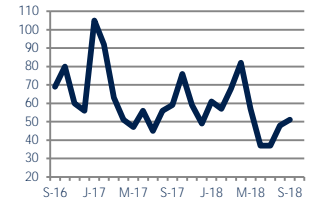
Down -44%
Vs. Year Ago

Median Sale Price
\$264,900



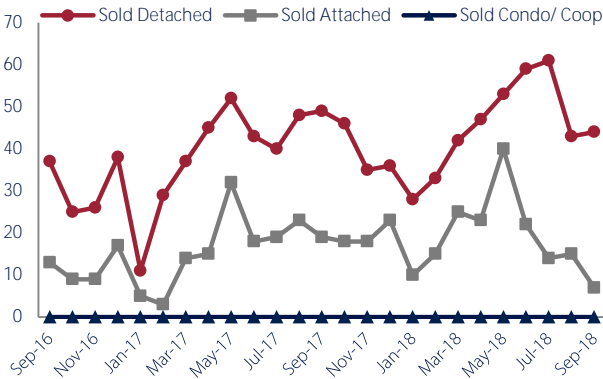
Up 13%
Vs. Year Ago

Days On Market
51



Down -14%
Vs. Year Ago

Units Sold*



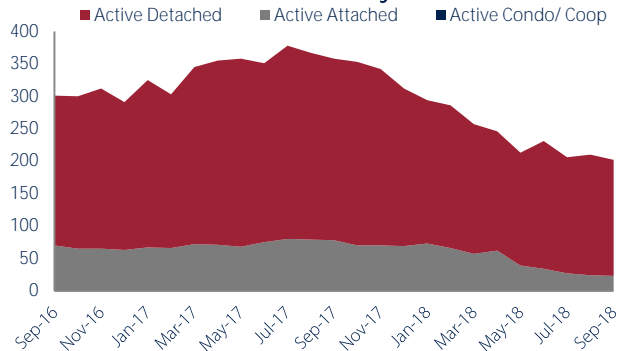
Units Sold

There was a decrease in total units sold in September, with 51 sold this month in Willow Lake, Raleigh Place, and Green Acres versus 58 last month, a decrease of 12%. This month's total units sold was lower than at this time last year, a decrease of 25% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 156 units or 44%. The total number of active inventory this September was 202 compared to 358 in September 2017. This month's total of 202 is lower than the previous month's total supply of available inventory of 210, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Willow Lake, Raleigh Place, and Green Acres Homes was \$233,530. This September, the median sale price was \$264,900, an increase of 13% or \$31,370 compared to last year. The current median sold price is approximately the same as the median price in August.

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.





The Long & Foster Market Minute™

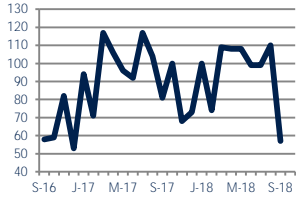
Focus On: Willow Lake, Raleigh Place, and Green Acres Housing Market

September 2018

Zip Code(s): 23321

New Listings

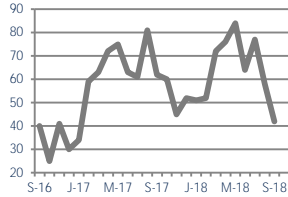
57



Down -30%
Vs. Year Ago

Current Contracts

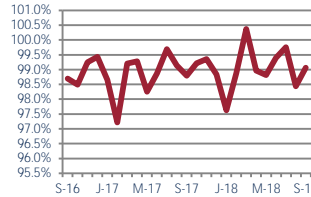
42



Down -32%
Vs. Year Ago

Sold Vs. List Price

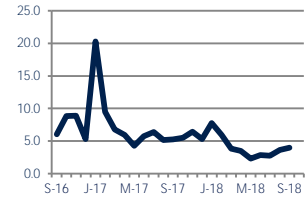
99.1%



No Change
Vs. Year Ago

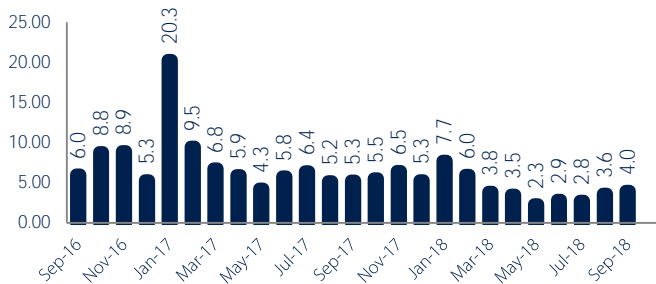
Months of Supply

4.0



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

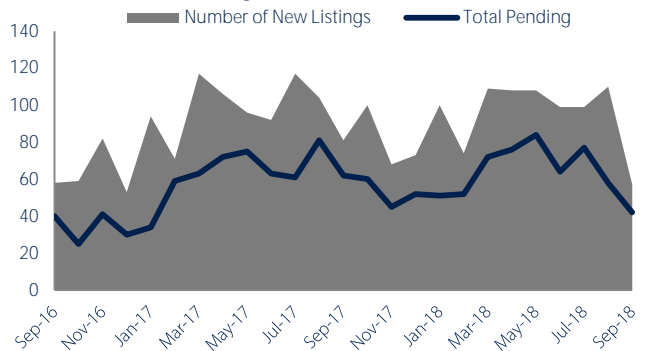
In September, there was 4.0 months of supply available in Willow Lake, Raleigh Place, and Green Acres, compared to 5.3 in September 2017. That is a decrease of 25% versus a year ago.

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.

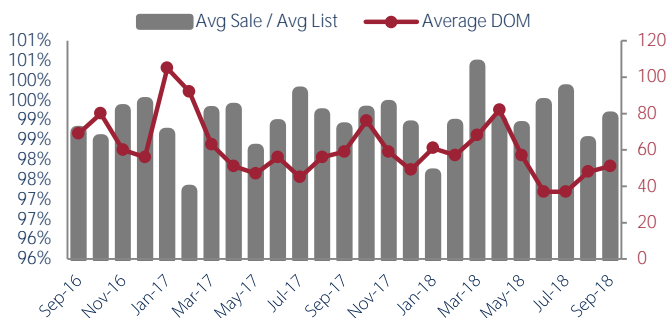
New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Willow Lake, Raleigh Place, and Green Acres compared to 81 in September 2017, a decrease of 30%. There were 42 current contracts pending sale this September compared to 62 a year ago. The number of current contracts is 32% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Willow Lake, Raleigh Place, and Green Acres was 99.1% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 51, lower than the average last year, which was 59, a decrease of 14%.



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