



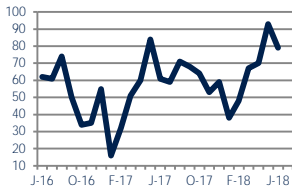
# The Long & Foster Market Minute™

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

June 2018

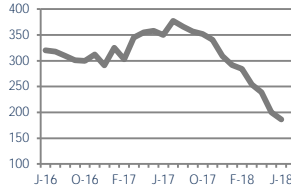
Zip Code(s): 23321

**Units Sold**  
79



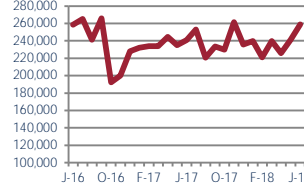
Up 30%  
Vs. Year Ago

**Active Inventory**  
186



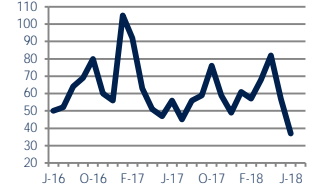
Down -47%  
Vs. Year Ago

**Median Sale Price**  
\$259,000



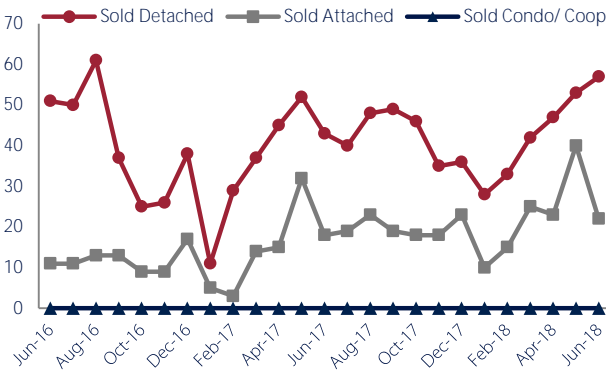
Up 7%  
Vs. Year Ago

**Days On Market**  
37



Down -34%  
Vs. Year Ago

## Units Sold\*



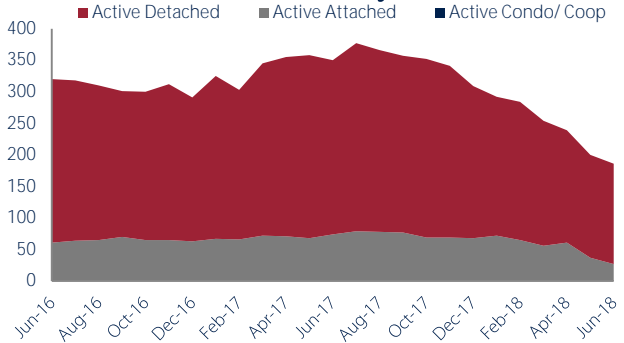
## Units Sold

There was a decrease in total units sold in June, with 79 sold this month in Willow Lake, Raleigh Place, and Green Acres versus 93 last month, a decrease of 15%. This month's total units sold was higher than at this time last year, an increase of 30% versus June 2017.

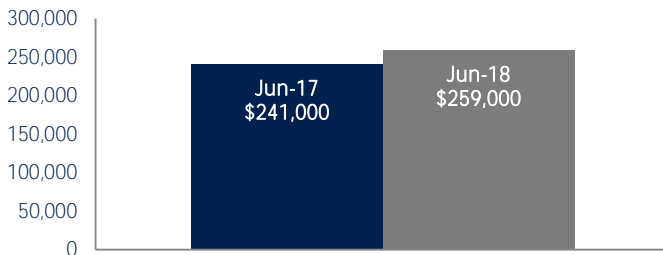
## Active Inventory

Versus last year, the total number of homes available this month is lower by 164 units or 47%. The total number of active inventory this June was 186 compared to 350 in June 2017. This month's total of 186 is lower than the previous month's total supply of available inventory of 200, a decrease of 7%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for Willow Lake, Raleigh Place, and Green Acres Homes was \$241,000. This June, the median sale price was \$259,000, an increase of 7% or \$18,000 compared to last year. The current median sold price is 7% 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.

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

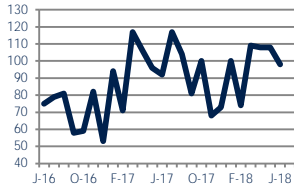




Zip Code(s): 23321

### New Listings

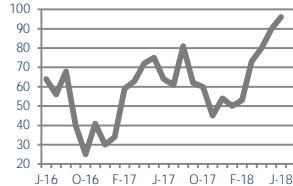
98



Up 7%  
Vs. Year Ago

### Current Contracts

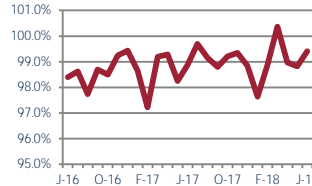
96



Up 50%  
Vs. Year Ago

### Sold Vs. List Price

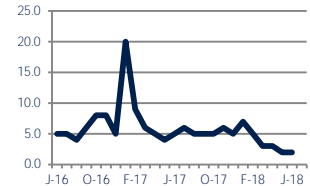
99.4%



Up 0.5%  
Vs. Year Ago

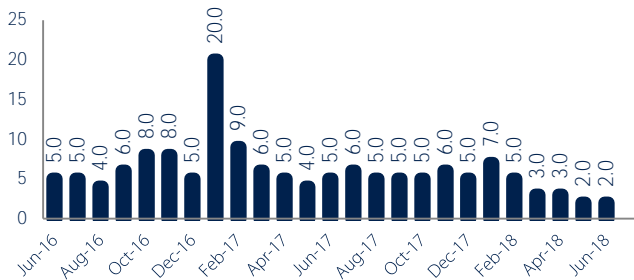
### Months of Supply

2.0



Down -60%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

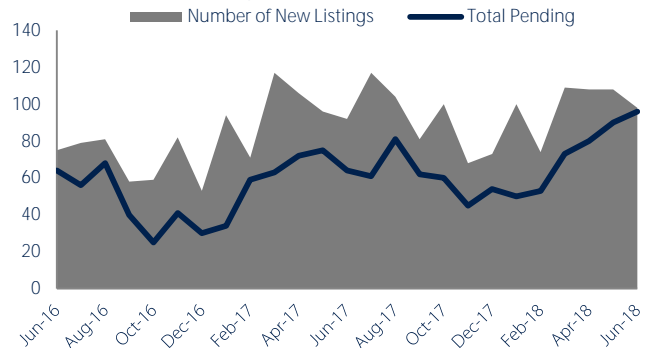
In June, there was 2.4 months of supply available in Willow Lake, Raleigh Place, and Green Acres, compared to 5.7 in June 2017. That is a decrease of 59% versus a year ago.

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.

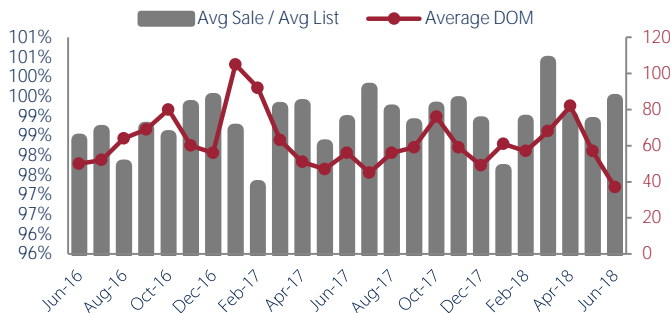
### New Listings & Current Contracts

This month there were 98 homes newly listed for sale in Willow Lake, Raleigh Place, and Green Acres compared to 92 in June 2017, an increase of 7%. There were 96 current contracts pending sale this June compared to 64 a year ago. The number of current contracts is 50% 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 Willow Lake, Raleigh Place, and Green Acres was 99.4% of the average list price, which is 0.5% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 37, lower than the average last year, which was 56, a decrease of 34%.



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