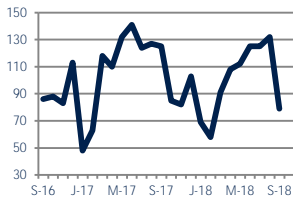


Zip Code(s): 23112

Units Sold

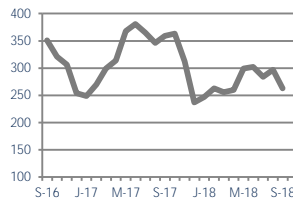
79



Down
Vs. Year Ago

Active Inventory

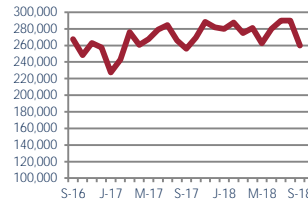
263



Down -27%
Vs. Year Ago

Median Sale Price

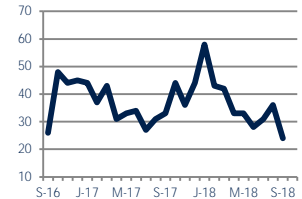
\$260,000



Up 2%
Vs. Year Ago

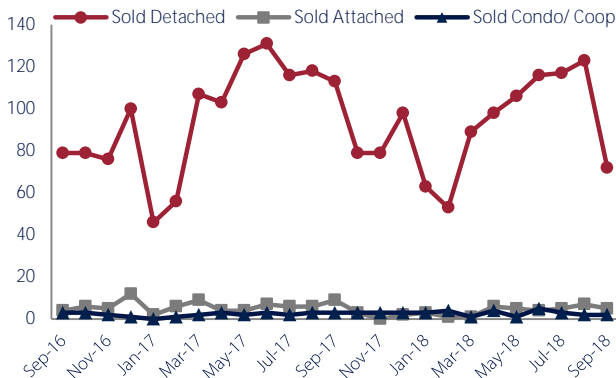
Days On Market

24



Down -27%
Vs. Year Ago

Units Sold*



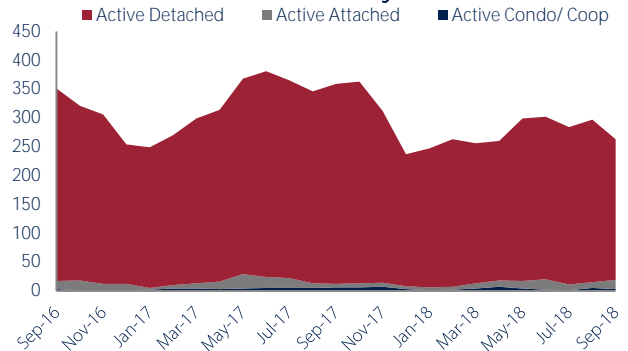
Units Sold

There was a decrease in total units sold in September, with 79 sold this month in Woodlake and Brandermill. This month's total units sold was lower than at this time last year.

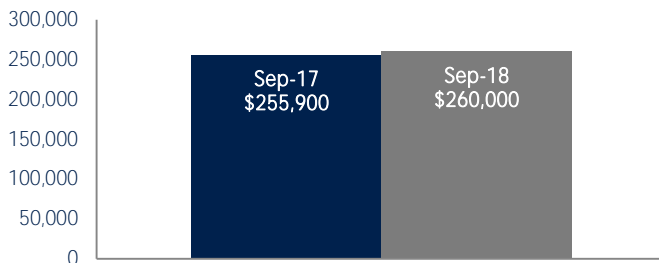
Active Inventory

Versus last year, the total number of homes available this month is lower by 96 units or 27%. The total number of active inventory this September was 263 compared to 359 in September 2017. This month's total of 263 is lower than the previous month's total supply of available inventory of 297, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Woodlake and Brandermill Homes was \$255,900. This September, the median sale price was \$260,000, an increase of 2% or \$4,100 compared to last year. The current median sold price is 10% lower than in August.

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

Woodlake and Brandermill are defined as properties listed in zip code/s 23112.

*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.

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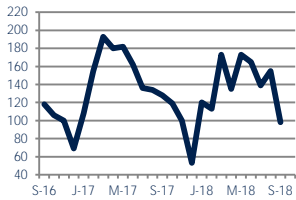




Zip Code(s): 23112

New Listings

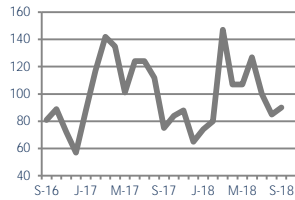
98



Down -23%
Vs. Year Ago

Current Contracts

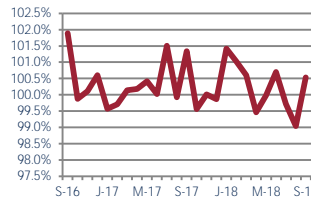
90



Up 20%
Vs. Year Ago

Sold Vs. List Price

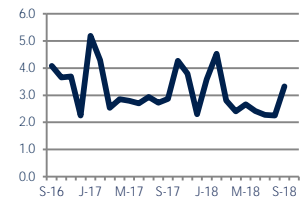
100.5%



Down -0.8%
Vs. Year Ago

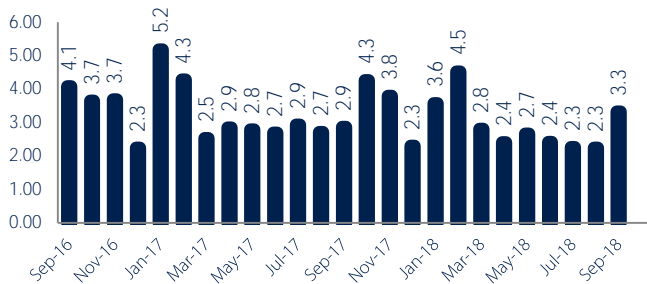
Months of Supply

3.3



Up 16%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 3.3 months of supply available in Woodlake and Brandermill, compared to 2.9 in September 2017. That is an increase of 16% versus a year ago.

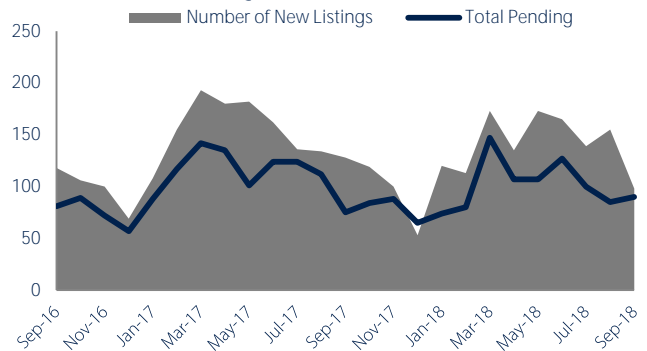
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

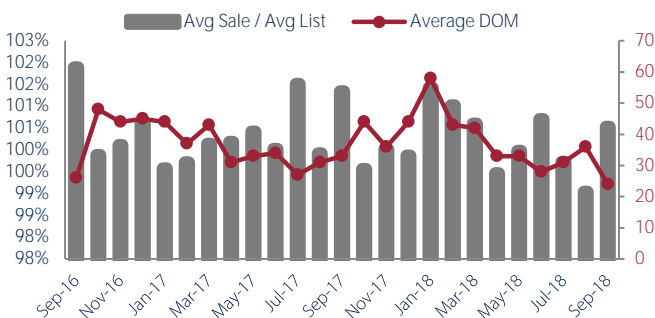
This month there were 98 homes newly listed for sale in Woodlake and Brandermill compared to 128 in September 2017, a decrease of 23%.

There were 90 current contracts pending sale this September compared to 75 a year ago. The number of current contracts is 20% higher 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 Woodlake and Brandermill was 100.5% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 24, lower than the average last year, which was 33, a decrease of 27%.



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