

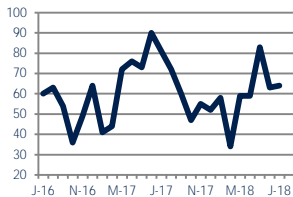
Focus On: Bella Vista Housing Market

July 2018

Zip Code(s): 19147

Units Sold

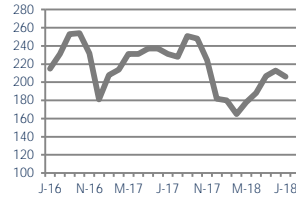
64



Down -21%
Vs. Year Ago

Active Inventory

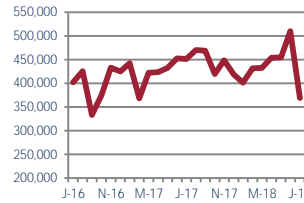
206



Down -11%
Vs. Year Ago

Median Sale Price

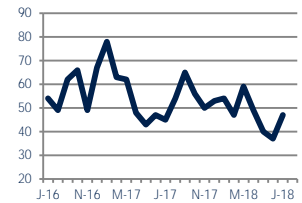
\$368,750



Down -18%
Vs. Year Ago

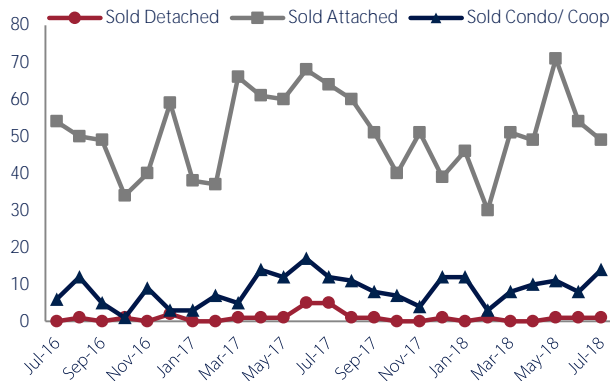
Days On Market

47



Up 4%
Vs. Year Ago

Units Sold*



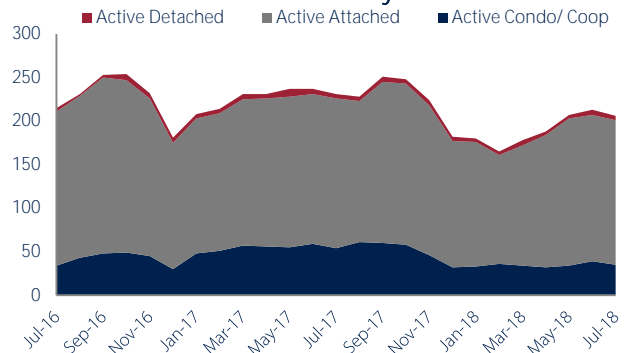
Units Sold

There was an increase in total units sold in July, with 64 sold this month in Bella Vista versus 63 last month, an increase of 2%. This month's total units sold was lower than at this time last year, a decrease of 21% versus July 2017.

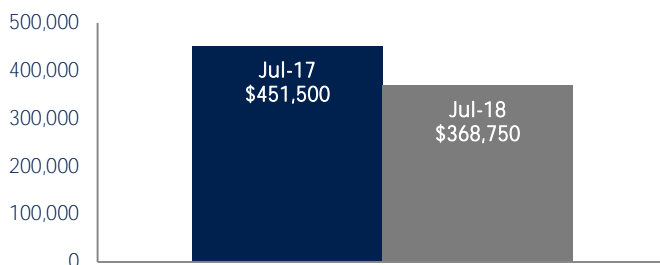
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 11%. The total number of active inventory this July was 206 compared to 231 in July 2017. This month's total of 206 is lower than the previous month's total supply of available inventory of 213, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Bella Vista Homes was \$451,500. This July, the median sale price was \$368,750, a decrease of \$82,750 compared to last year. The current median sold price is 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.

Bella Vista are defined as properties listed in zip code/s 19147.

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



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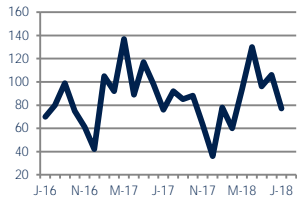
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New Listings

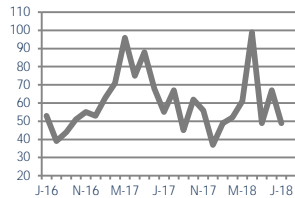
77



Up 1%
Vs. Year Ago

Current Contracts

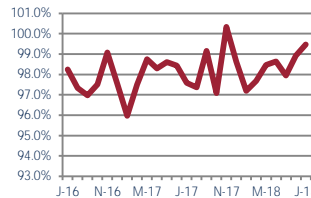
49



Down -11%
Vs. Year Ago

Sold Vs. List Price

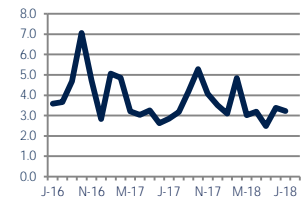
99.5%



Up 1.9%
Vs. Year Ago

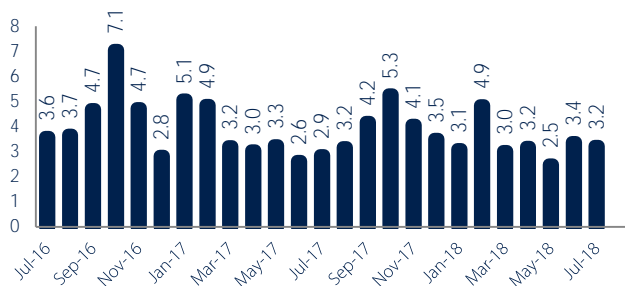
Months of Supply

3.2



Up 13%
Vs. Year Ago

Months Of Supply



Months of Supply

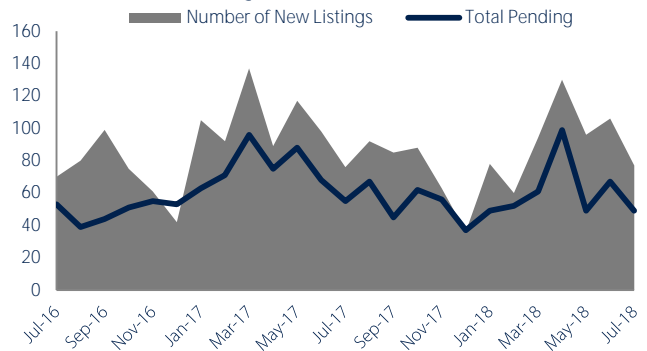
In July, there was 3.2 months of supply available in Bella Vista, compared to 2.9 in July 2017. That is an increase of 13% versus a year ago.

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.

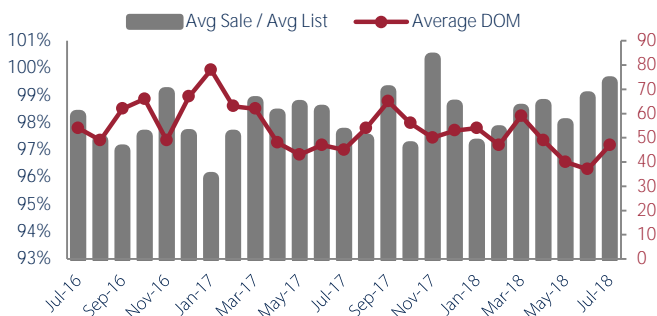
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Bella Vista compared to 76 in July 2017, an increase of 1%. There were 49 current contracts pending sale this July compared to 55 a year ago. The number of current contracts is 11% lower 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 Bella Vista was 99.5% of the average list price, which is 1.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 47, higher than the average last year, which was 45, an increase of 4%.



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