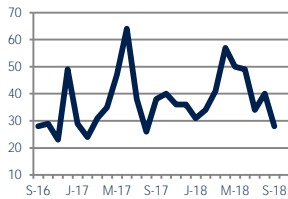


Zip Code(s): 23222

Units Sold

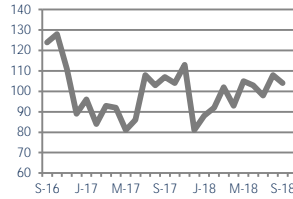
28



Down -26%
Vs. Year Ago

Active Inventory

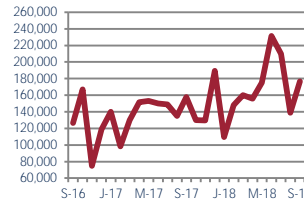
104



Down -3%
Vs. Year Ago

Median Sale Price

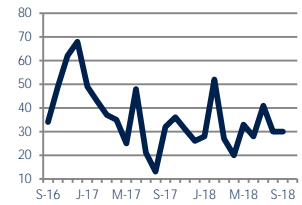
\$176,500



Up
Vs. Year Ago

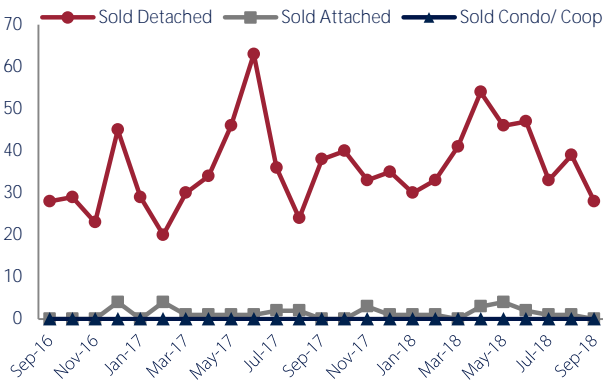
Days On Market

30



Down -6%
Vs. Year Ago

Units Sold*



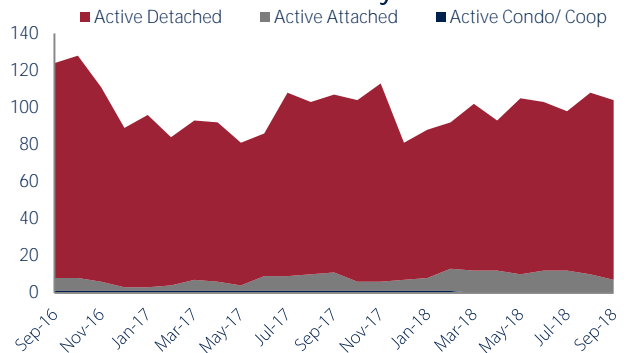
Units Sold

There was a decrease in total units sold in September, with 28 sold this month in Barton Heights and Highland Park versus 40 last month, a decrease of 30%. This month's total units sold was lower than at this time last year, a decrease of 26% versus September 2017.

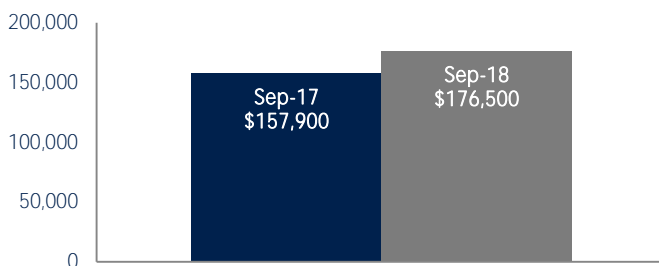
Active Inventory

Versus last year, the total number of homes available this month is lower by 3 units or 3%. The total number of active inventory this September was 104 compared to 107 in September 2017. This month's total of 104 is lower than the previous month's total supply of available inventory of 108, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Barton Heights and Highland Park Homes was \$157,900. This September, the median sale price was \$176,500, an increase of \$18,600 compared to last year. The current median sold price is higher 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.

Barton Heights and Highland Park are defined as properties listed in zip code/s 23222.

*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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CHRISTIE'S INTERNATIONAL REAL ESTATE





The Long & Foster Market Minute™

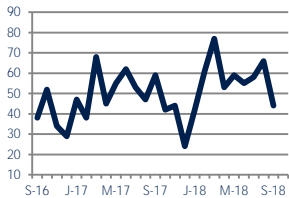
Focus On: Barton Heights and Highland Park Housing Market

September 2018

Zip Code(s): 23222

New Listings

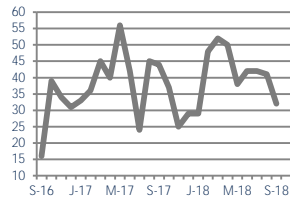
44



Down -25%
Vs. Year Ago

Current Contracts

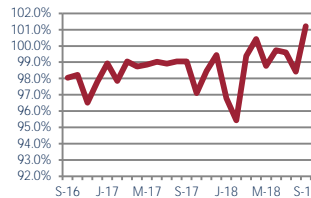
32



Down -27%
Vs. Year Ago

Sold Vs. List Price

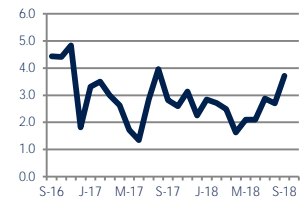
101.2%



Up 2.2%
Vs. Year Ago

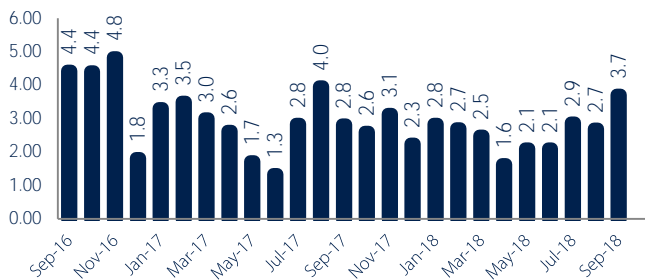
Months of Supply

3.7



Up 32%
Vs. Year Ago

Months Of Supply



Months of Supply

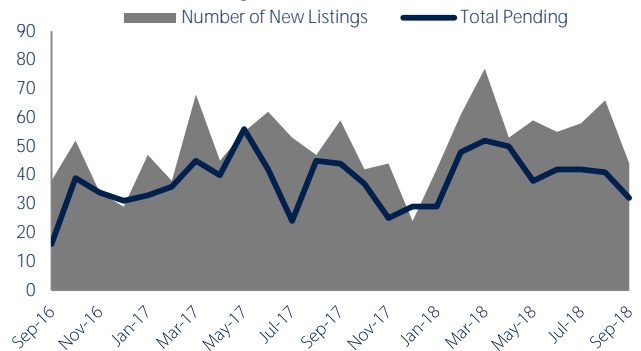
In September, there was 3.7 months of supply available in Barton Heights and Highland Park, compared to 2.8 in September 2017. That is an increase of 32% versus a year ago.

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.

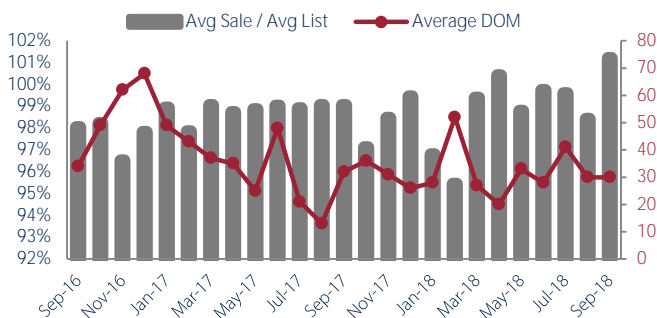
New Listings & Current Contracts

This month there were 44 homes newly listed for sale in Barton Heights and Highland Park compared to 59 in September 2017, a decrease of 25%. There were 32 current contracts pending sale this September compared to 44 a year ago. The number of current contracts is 27% 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 Barton Heights and Highland Park was 101.2% of the average list price, which is 2.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 30, lower than the average last year, which was 32, a decrease of 6%.



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