



The Long & Foster Market Minute™

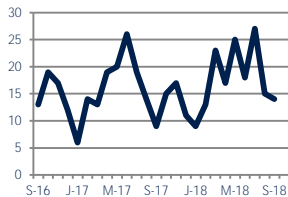
Focus On: Beverly Hills Housing Market

September 2018

Zip Code(s): 22305

Units Sold

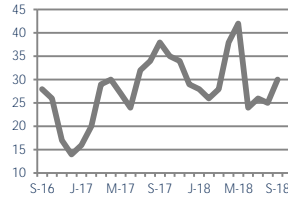
14



Up
Vs. Year Ago

Active Inventory

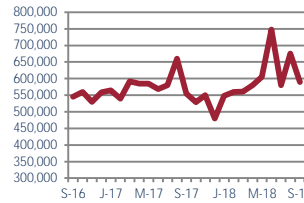
30



Down -21%
Vs. Year Ago

Median Sale Price

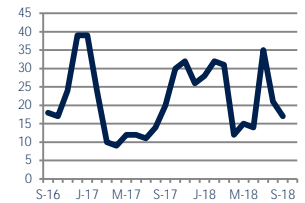
\$589,500



Up 6%
Vs. Year Ago

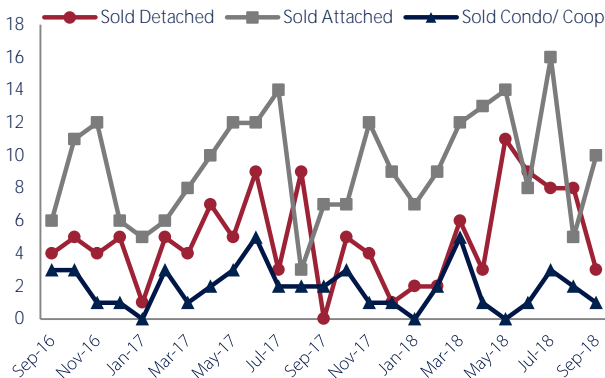
Days On Market

17



Down -15%
Vs. Year Ago

Units Sold*



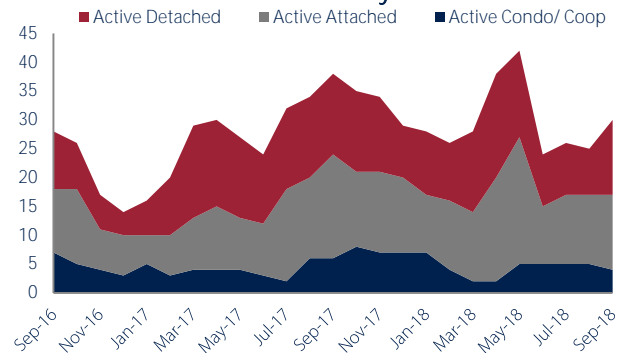
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 14 sold this month in Beverly Hills. This month's total units sold was higher than at this time last year, an increase from September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 8 units or 21%. The total number of active inventory this September was 30 compared to 38 in September 2017. This month's total of 30 is higher than the previous month's total supply of available inventory of 25, an increase of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Beverly Hills Homes was \$555,000. This September, the median sale price was \$589,500, an increase of 6% or \$34,500 compared to last year. The current median sold price is 13% 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.

Beverly Hills are defined as properties listed in zip code/s 22305.

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



CHRISTIE'S
INTERNATIONAL REAL ESTATE





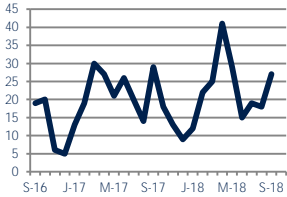
Focus On: Beverly Hills Housing Market

September 2018

Zip Code(s): 22305

New Listings

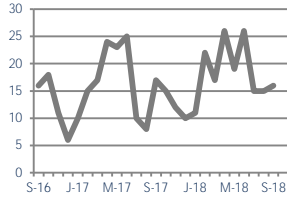
27



Down -7%
Vs. Year Ago

Current Contracts

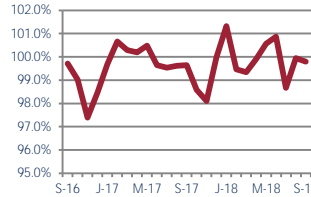
16



Down -6%
Vs. Year Ago

Sold Vs. List Price

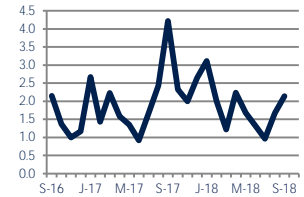
99.8%



No Change
Vs. Year Ago

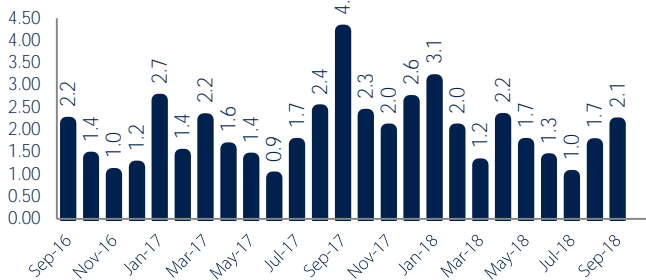
Months of Supply

2.1



Down -49%
Vs. Year Ago

Months Of Supply



Months of Supply

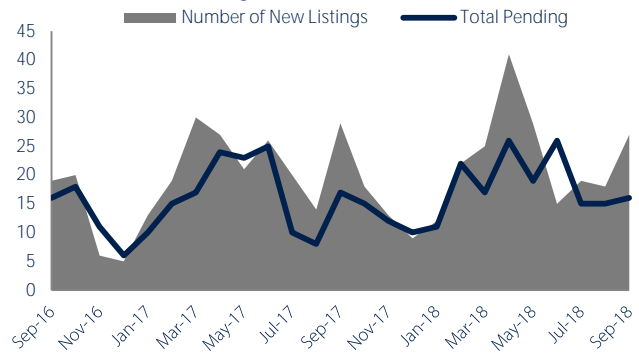
In September, there was 2.1 months of supply available in Beverly Hills, compared to 4.2 in September 2017. That is a decrease of 49% versus a year ago.

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.

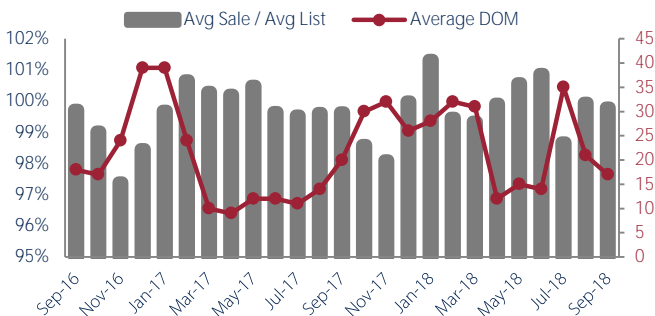
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Beverly Hills compared to 29 in September 2017, a decrease of 7%. There were 16 current contracts pending sale this September compared to 17 a year ago. The number of current contracts is 6% 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 Beverly Hills was 99.8% 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 17, lower than the average last year, which was 20, a decrease of 15%.



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