



# The Long & Foster Market Minute™

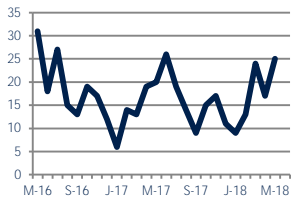
Focus On: Beverly Hills Housing Market

May 2018

Zip Code(s): 22305

## Units Sold

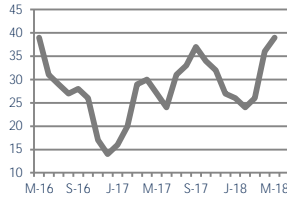
25



Up  
Vs. Year Ago

## Active Inventory

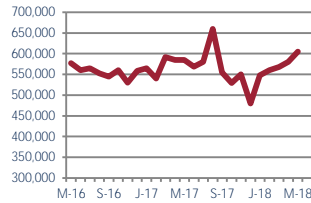
39



Up 44%  
Vs. Year Ago

## Median Sale Price

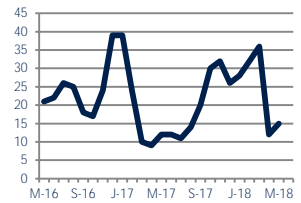
\$605,000



Up 3%  
Vs. Year Ago

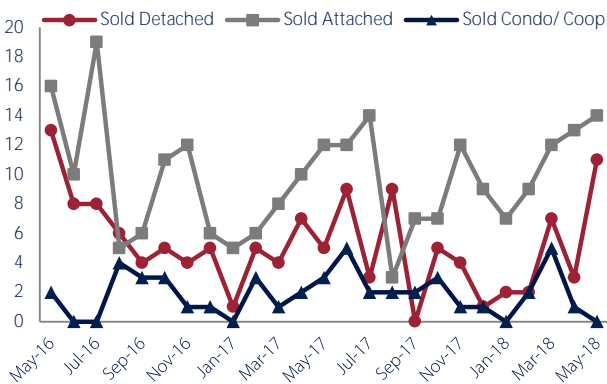
## Days On Market

15



Up 25%  
Vs. Year Ago

### Units Sold\*



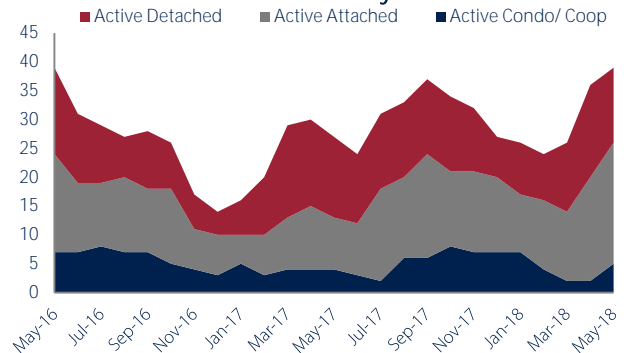
## Units Sold

With relatively few transactions, there was an increase in total units sold in May, with 25 sold this month in Beverly Hills. This month's total units sold was higher than at this time last year, an increase from May 2017.

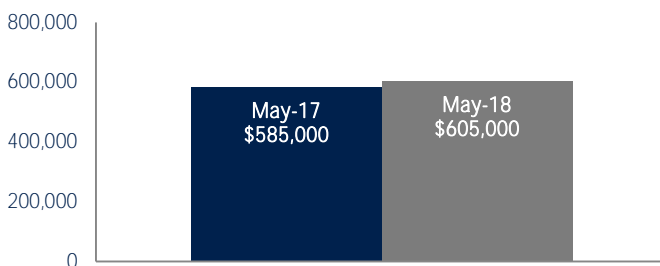
## Active Inventory

Versus last year, the total number of homes available this month is higher by 12 units or 44%. The total number of active inventory this May was 39 compared to 27 in May 2017. This month's total of 39 is higher than the previous month's total supply of available inventory of 36, an increase of 8%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last May, the median sale price for Beverly Hills Homes was \$585,000. This May, the median sale price was \$605,000, an increase of 3% or \$20,000 compared to last year. The current median sold price is 4% higher than in April.

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



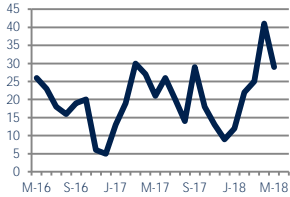
# Focus On: Beverly Hills Housing Market

May 2018

Zip Code(s): 22305

## New Listings

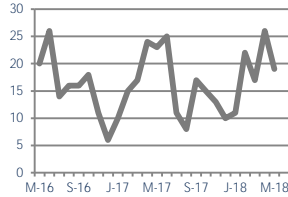
29



Up 38%  
Vs. Year Ago

## Current Contracts

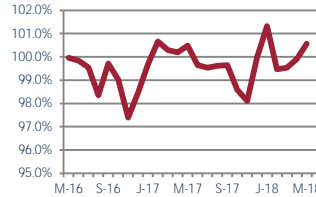
19



Down -17%  
Vs. Year Ago

## Sold Vs. List Price

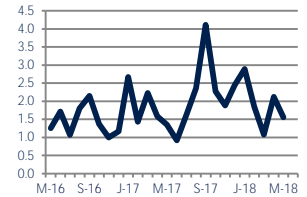
100.6%



No Change  
Vs. Year Ago

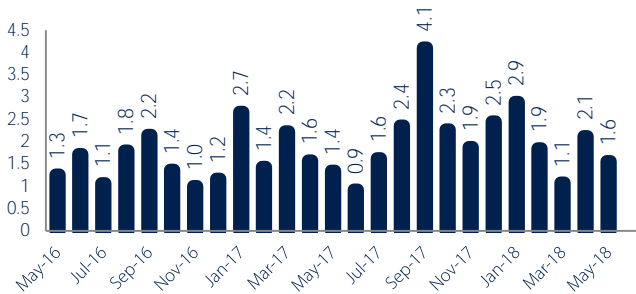
## Months of Supply

1.6



Up 16%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

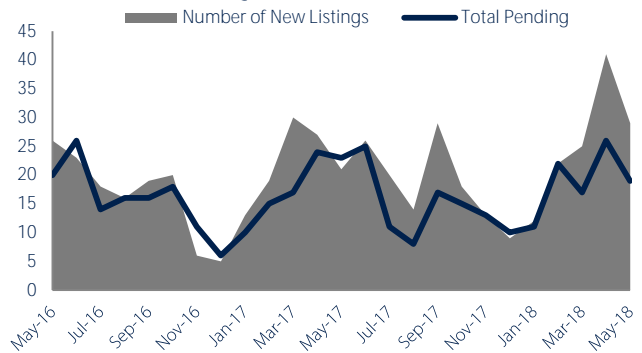
In May, there was 1.6 months of supply available in Beverly Hills, compared to 1.4 in May 2017. That is an increase of 16% versus a year ago.

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.

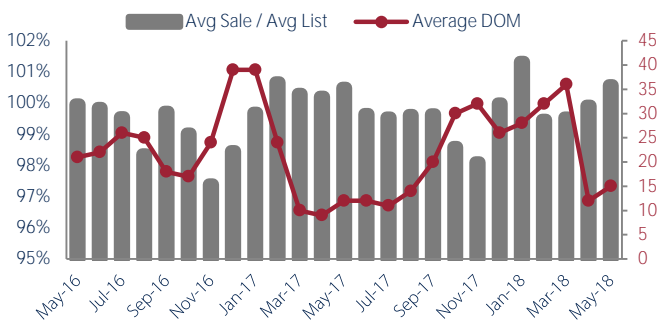
## New Listings & Current Contracts

This month there were 29 homes newly listed for sale in Beverly Hills compared to 21 in May 2017, an increase of 38%. There were 19 current contracts pending sale this May compared to 23 a year ago. The number of current contracts is 17% lower than last May.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In May, the average sale price in Beverly Hills was 100.6% 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 15, higher than the average last year, which was 12, an increase of 25%.



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