



The Long & Foster Market Minute™

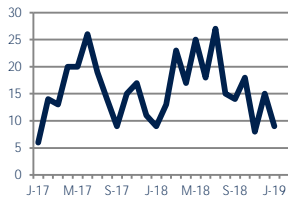
Focus On: Beverly Hills Housing Market

January 2019

Zip Code(s): 22305

Units Sold

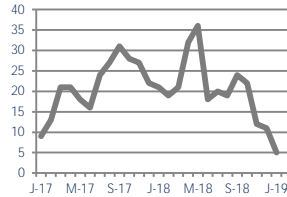
9



No Change
Vs. Year Ago

Active Inventory

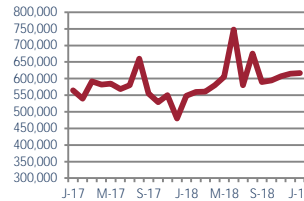
5



Down -76%
Vs. Year Ago

Median Sale Price

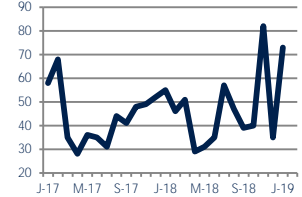
\$617,000



Up 13%
Vs. Year Ago

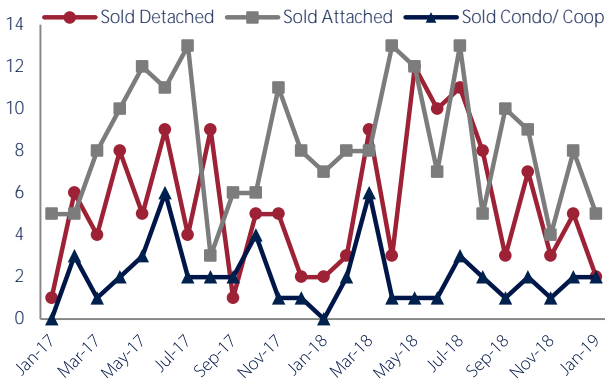
Days On Market

73



Up 33%
Vs. Year Ago

Units Sold*



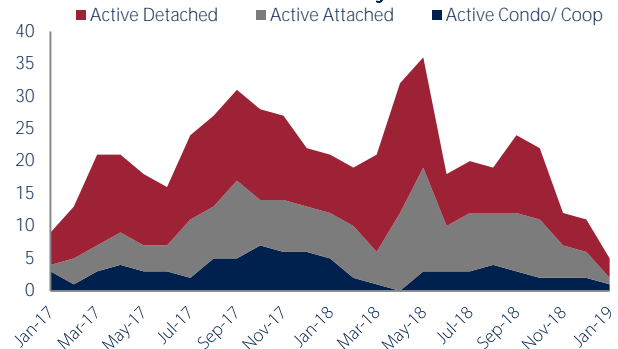
Units Sold

There was a decrease in total units sold in January, with 9 sold this month in Beverly Hills, a decrease of 40%. This month's total units sold is similar compared to a year ago.

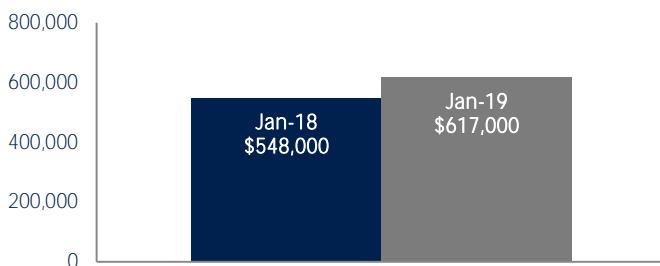
Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 76%. The total number of active inventory this January was 5 compared to 21 in January 2018. This month's total of 5 is lower than the previous month's total supply of available inventory of 11, a decrease of 55%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Beverly Hills Homes was \$548,000. This January, the median sale price was \$617,000, an increase of 13% or \$69,000 compared to last year. The current median sold price is approximately the same as the median price in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S INTERNATIONAL REAL ESTATE



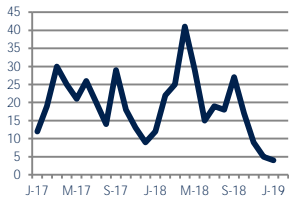
Focus On: Beverly Hills Housing Market

January 2019

Zip Code(s): 22305

New Listings

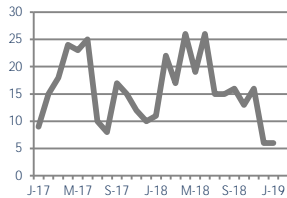
4



Down -67%
Vs. Year Ago

Current Contracts

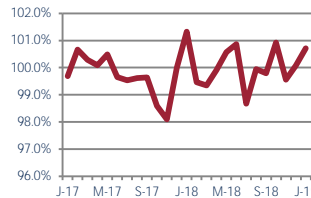
6



Down -45%
Vs. Year Ago

Sold Vs. List Price

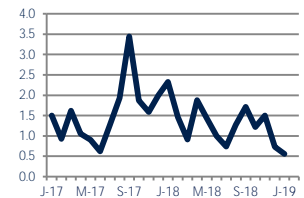
100.7%



Down -0.6%
Vs. Year Ago

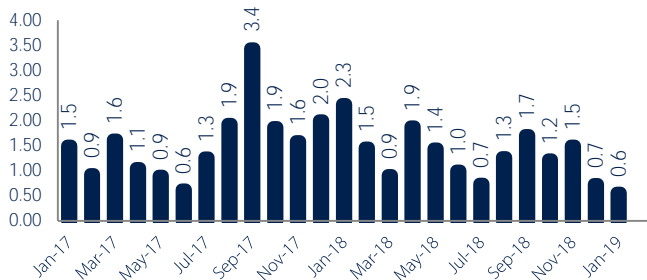
Months of Supply

0.6



Down -76%
Vs. Year Ago

Months Of Supply



Months of Supply

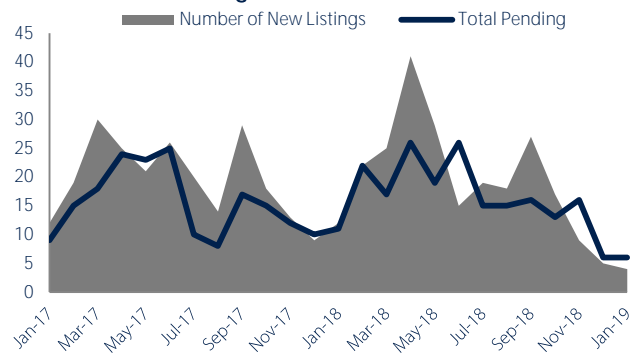
In January, there was 0.6 months of supply available in Beverly Hills, compared to 2.3 in January 2018. That is a decrease of 76% versus a year ago.

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.

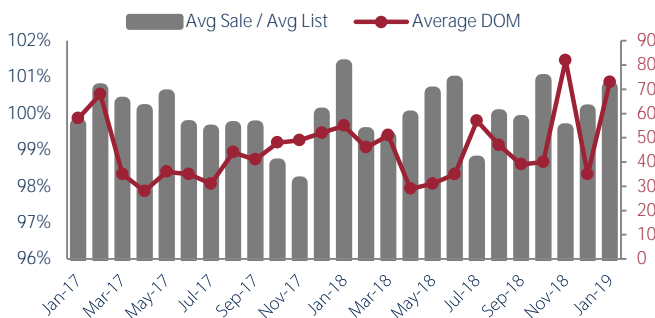
New Listings & Current Contracts

This month there were 4 homes newly listed for sale in Beverly Hills compared to 12 in January 2018, a decrease of 67%. There were 6 current contracts pending sale this January compared to 11 a year ago. The number of current contracts remained stable as compared to last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Beverly Hills was 100.7% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 73, higher than the average last year, which was 55, an increase of 33%.



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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

