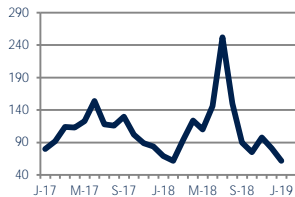


Zip Code(s): 23456 and 23457

### Units Sold

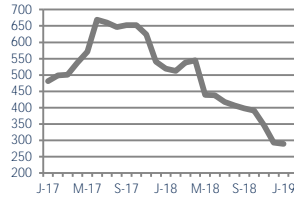
62



Down -10%  
Vs. Year Ago

### Active Inventory

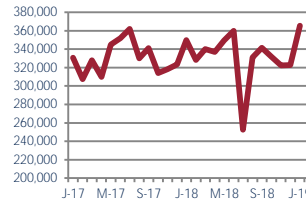
289



Down -44%  
Vs. Year Ago

### Median Sale Price

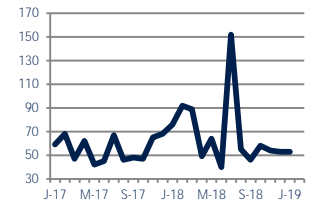
\$365,500



Up 4%  
Vs. Year Ago

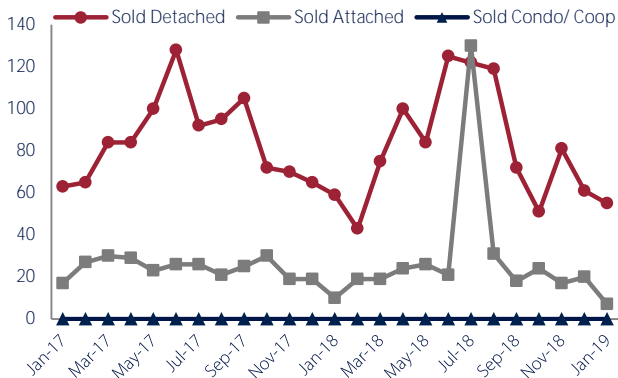
### Days On Market

53



Down -30%  
Vs. Year Ago

### Units Sold\*



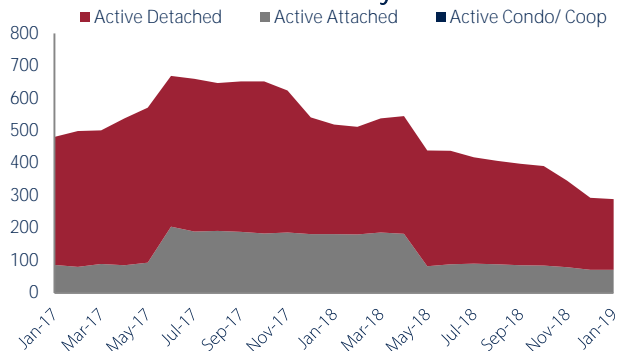
### Units Sold

There was a decrease in total units sold in January, with 62 sold this month in Campbells Landing, Munden, and Vine versus 81 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 10% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 230 units or 44%. The total number of active inventory this January was 289 compared to 519 in January 2018. This month's total of 289 is lower than the previous month's total supply of available inventory of 293, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Campbells Landing, Munden, and Vine Homes was \$349,900. This January, the median sale price was \$365,500, an increase of 4% or \$15,600 compared to last year. The current median sold price is 13% higher than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Campbells Landing, Munden, and Vine are defined as properties listed in zip code/s 23456 and 23457.

\*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 REIN 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 REIN or Long & Foster Real Estate, Inc.



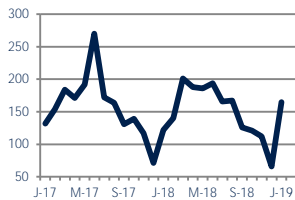
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 23456 and 23457

### New Listings

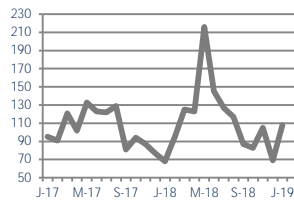
165



Up 35%  
Vs. Year Ago

### Current Contracts

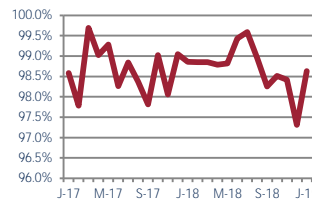
108



Up 59%  
Vs. Year Ago

### Sold Vs. List Price

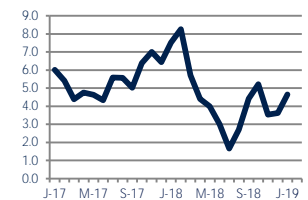
98.6%



No Change  
Vs. Year Ago

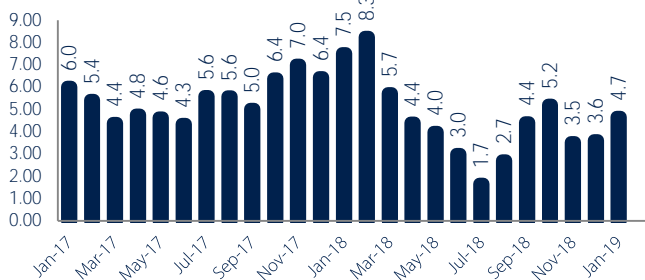
### Months of Supply

4.7



Down -38%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

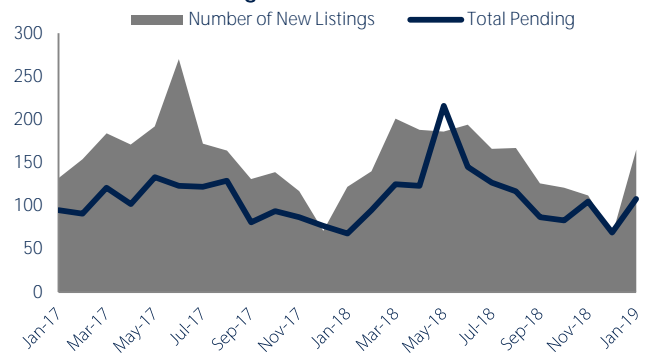
In January, there was 4.7 months of supply available in Campbells Landing, Munden, and Vine, compared to 7.5 in January 2018. That is a decrease of 38% versus a year ago.

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.

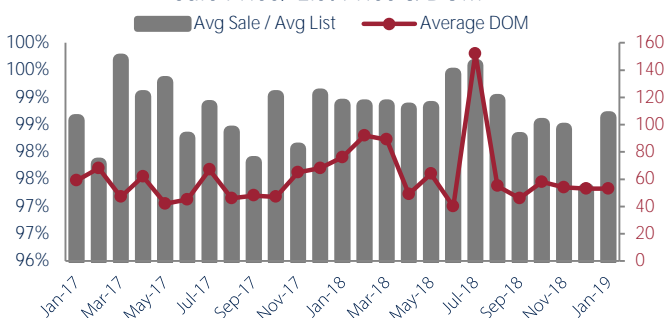
### New Listings & Current Contracts

This month there were 165 homes newly listed for sale in Campbells Landing, Munden, and Vine compared to 122 in January 2018, an increase of 35%. There were 108 current contracts pending sale this January compared to 68 a year ago. The number of current contracts is 59% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Campbells Landing, Munden, and Vine was 98.6% 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 53, lower than the average last year, which was 76, a decrease of 30%.



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