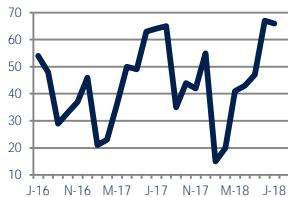


Zip Code(s): 23233

### Units Sold

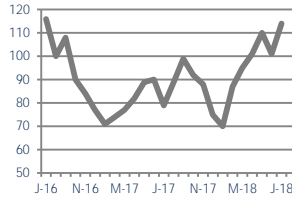
66



Up 3%  
Vs. Year Ago

### Active Inventory

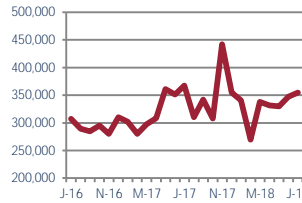
114



Up 44%  
Vs. Year Ago

### Median Sale Price

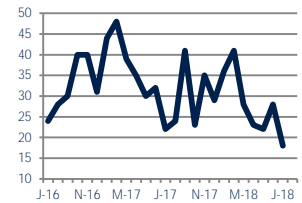
\$355,000



Down -3%  
Vs. Year Ago

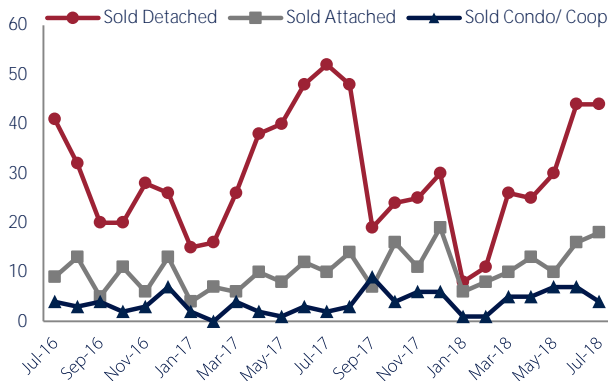
### Days On Market

18



Down -18%  
Vs. Year Ago

### Units Sold\*



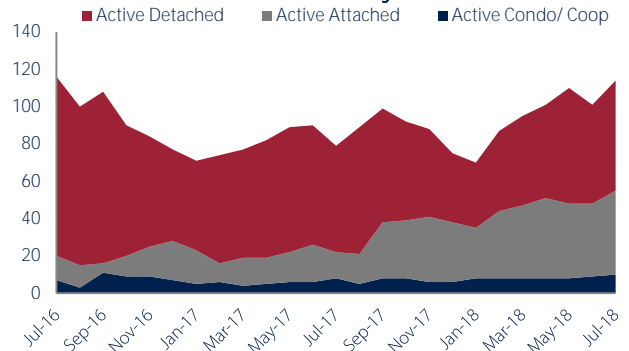
### Units Sold

There was a decrease in total units sold in July, with 66 sold this month in Gayton, Godwin, and Wellesley versus 67 last month, a decrease of 1%. This month's total units sold was higher than at this time last year, an increase of 3% versus July 2017.

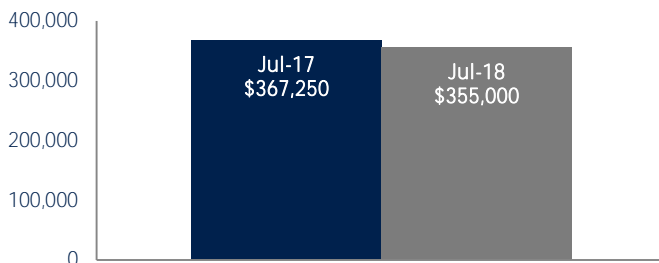
### Active Inventory

Versus last year, the total number of homes available this month is higher by 35 units or 44%. The total number of active inventory this July was 114 compared to 79 in July 2017. This month's total of 114 is higher than the previous month's total supply of available inventory of 101, an increase of 13%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Gayton, Godwin, and Wellesley Homes was \$367,250. This July, the median sale price was \$355,000, a decrease of 3% or \$12,250 compared to last year. The current median sold price is 2% higher than in June.

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

Gayton, Godwin, and Wellesley are defined as properties listed in zip code/s 23233.

\*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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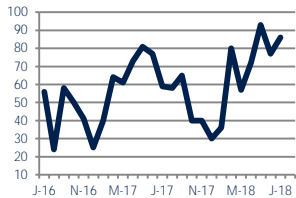
## Focus On: Gayton, Godwin, and Wellesley Housing Market

July 2018

Zip Code(s): 23233

### New Listings

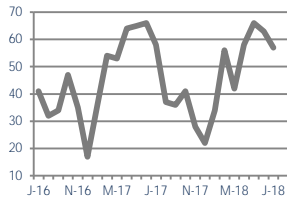
86



Up 46%  
Vs. Year Ago

### Current Contracts

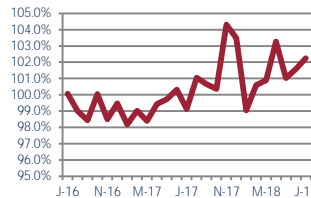
57



Down -2%  
Vs. Year Ago

### Sold Vs. List Price

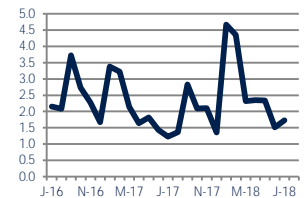
102.2%



Up 3.1%  
Vs. Year Ago

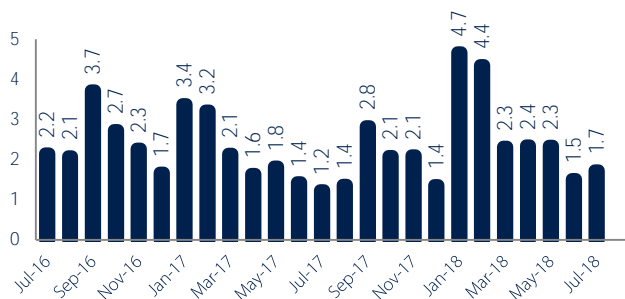
### Months of Supply

1.7



Up 41%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

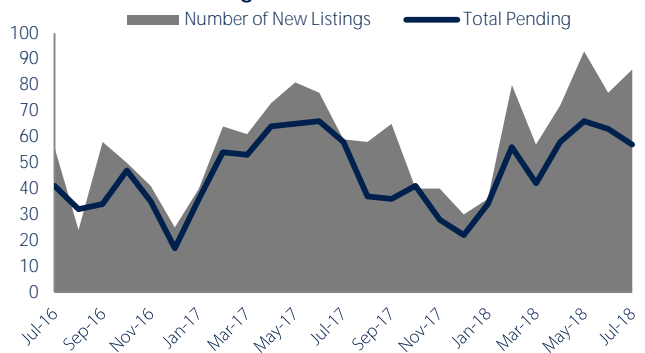
In July, there was 1.7 months of supply available in Gayton, Godwin, and Wellesley, compared to 1.2 in July 2017. That is an increase of 40% versus a year ago.

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.

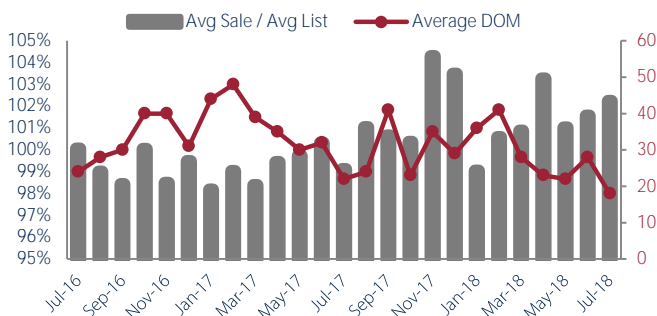
### New Listings & Current Contracts

This month there were 86 homes newly listed for sale in Gayton, Godwin, and Wellesley compared to 59 in July 2017, an increase of 46%. There were 57 current contracts pending sale this July compared to 58 a year ago. The number of current contracts is 2% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Gayton, Godwin, and Wellesley was 102.2% of the average list price, which is 3.1% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 18, lower than the average last year, which was 22, a decrease of 18%.



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