



The Long & Foster Market Minute™

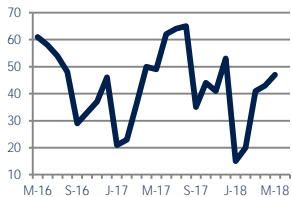
Focus On: Gayton, Godwin, and Wellesley Housing Market

May 2018

Zip Code(s): 23233

Units Sold

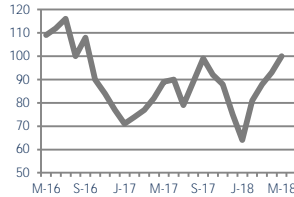
47



Down -4%
Vs. Year Ago

Active Inventory

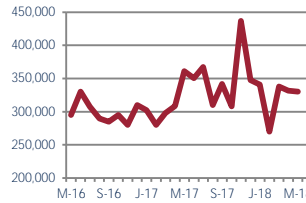
100



Up 12%
Vs. Year Ago

Median Sale Price

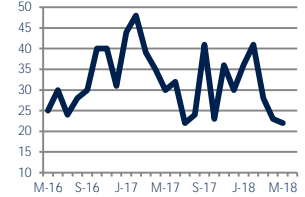
\$330,000



Down -9%
Vs. Year Ago

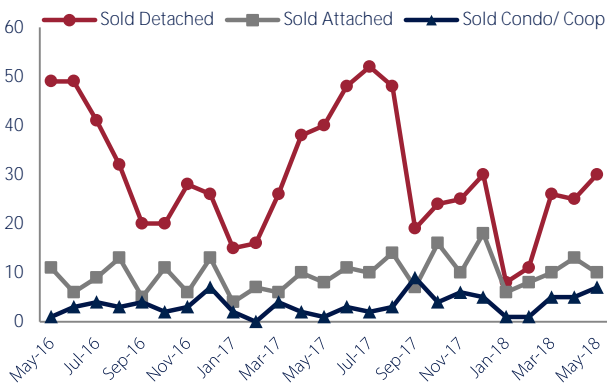
Days On Market

22



Down -27%
Vs. Year Ago

Units Sold*



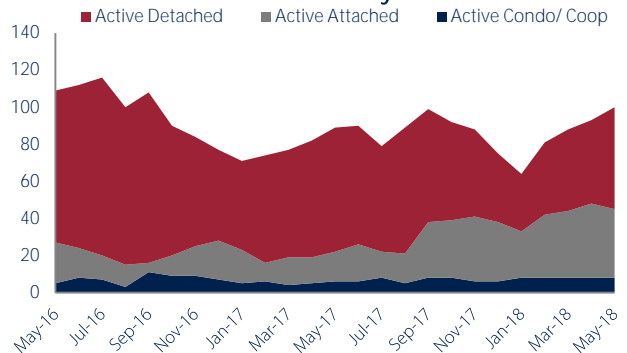
Units Sold

There was an increase in total units sold in May, with 47 sold this month in Gayton, Godwin, and Wellesley versus 43 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 4% versus May 2017.

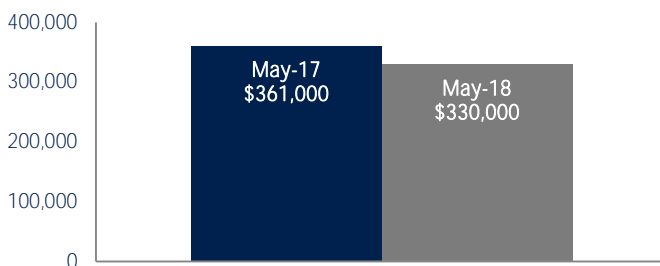
Active Inventory

Versus last year, the total number of homes available this month is higher by 11 units or 12%. The total number of active inventory this May was 100 compared to 89 in May 2017. This month's total of 100 is higher than the previous month's total supply of available inventory of 93, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Gayton, Godwin, and Wellesley Homes was \$361,000. This May, the median sale price was \$330,000, a decrease of 9% or \$31,000 compared to last year. The current median sold price is approximately the same as the median price in April.

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.

Information included in this report is based on data supplied by CVRMLS 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 CVRMLS or Long & Foster Real Estate, Inc.



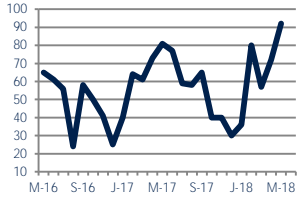
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23233

New Listings

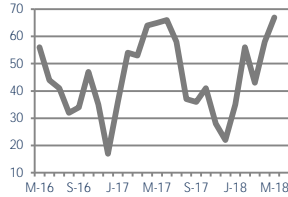
92



Up 14%
Vs. Year Ago

Current Contracts

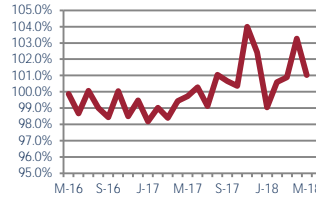
67



Up 3%
Vs. Year Ago

Sold Vs. List Price

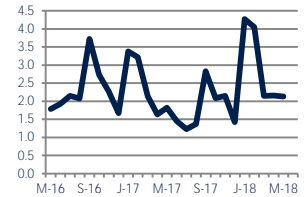
101.0%



Up 1.3%
Vs. Year Ago

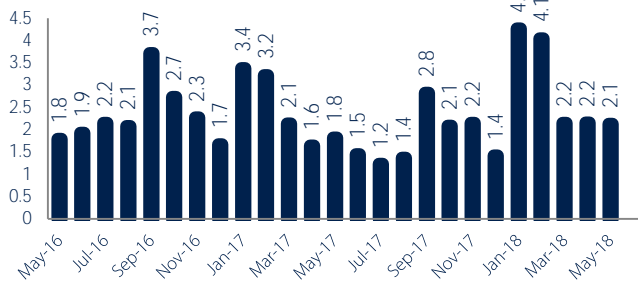
Months of Supply

2.1



Up 17%
Vs. Year Ago

Months Of Supply



Months of Supply

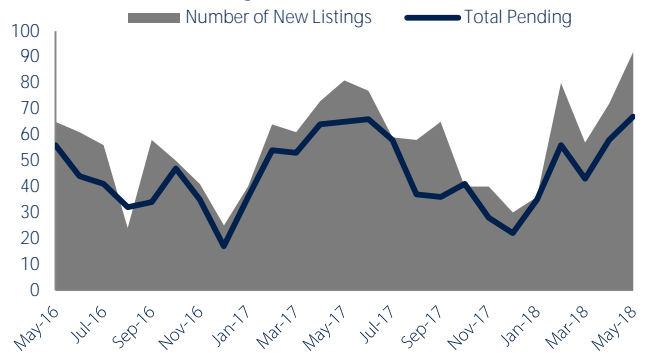
In May, there was 2.1 months of supply available in Gayton, Godwin, and Wellesley, compared to 1.8 in May 2017. That is an increase of 17% versus a year ago.

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.

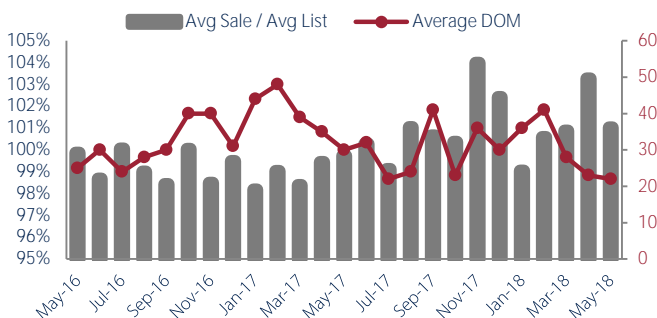
New Listings & Current Contracts

This month there were 92 homes newly listed for sale in Gayton, Godwin, and Wellesley compared to 81 in May 2017, an increase of 14%. There were 67 current contracts pending sale this May compared to 65 a year ago. The number of current contracts is 3% higher 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 Gayton, Godwin, and Wellesley was 101.0% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 22, lower than the average last year, which was 30, a decrease of 27%.



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