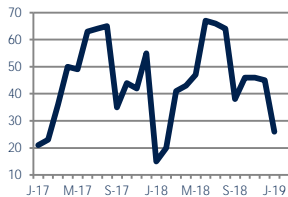


Zip Code(s): 23233

### Units Sold

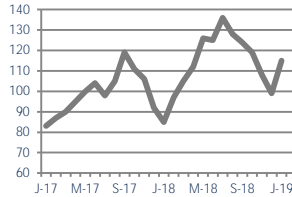
26



**Up**  
Vs. Year Ago

### Active Inventory

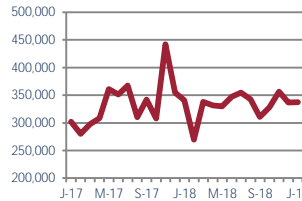
115



**Up 35%**  
Vs. Year Ago

### Median Sale Price

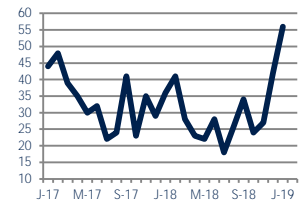
\$337,622



**Down -1%**  
Vs. Year Ago

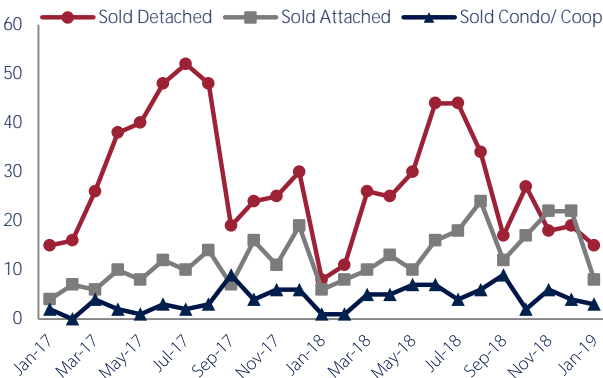
### Days On Market

56



**Up**  
Vs. Year Ago

### Units Sold\*



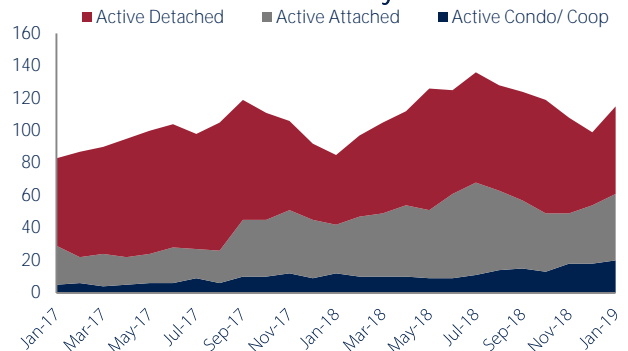
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 26 sold this month in Gayton, Godwin, and Wellesley. This month's total units sold was higher than at this time last year, an increase from January 2018.

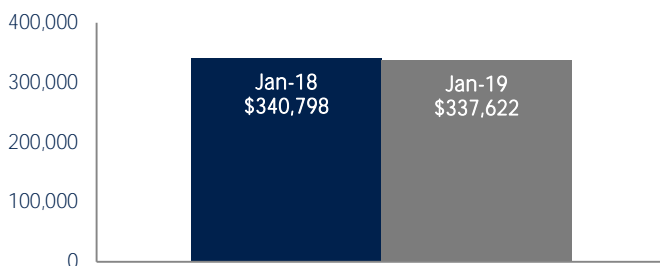
### Active Inventory

Versus last year, the total number of homes available this month is higher by 30 units or 35%. The total number of active inventory this January was 115 compared to 85 in January 2018. This month's total of 115 is higher than the previous month's total supply of available inventory of 99, an increase of 16%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Gayton, Godwin, and Wellesley Homes was \$340,798. This January, the median sale price was \$337,622, a decrease of 1% or \$3,176 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.

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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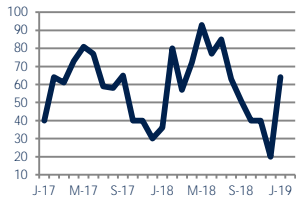
**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



Zip Code(s): 23233

**New Listings**

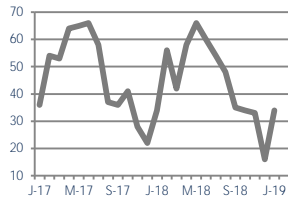
64



**Up 78%**  
Vs. Year Ago

**Current Contracts**

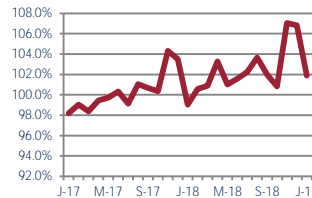
34



**No Change**  
Vs. Year Ago

**Sold Vs. List Price**

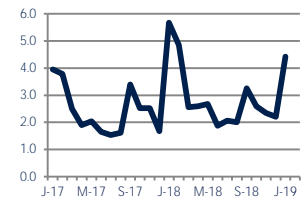
101.9%



**Up 2.9%**  
Vs. Year Ago

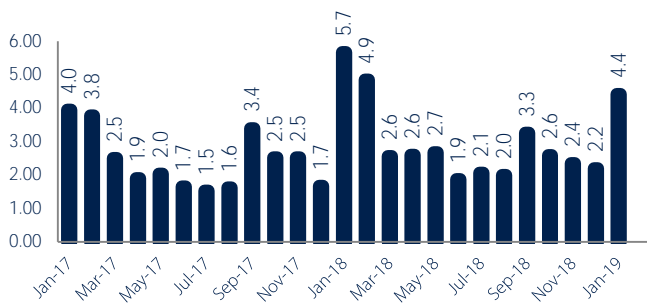
**Months of Supply**

4.4



**Down -22%**  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

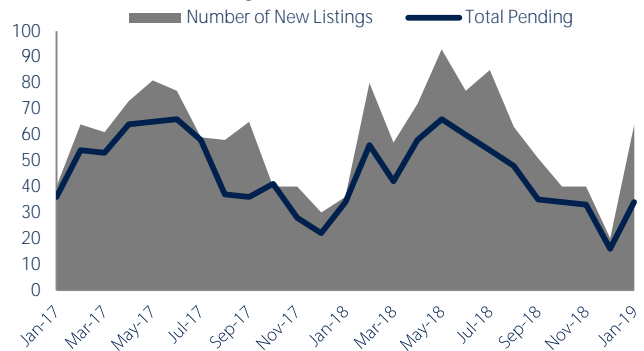
In January, there was 4.4 months of supply available in Gayton, Godwin, and Wellesley, compared to 5.7 in January 2018. That is a decrease of 22% versus a year ago.

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.

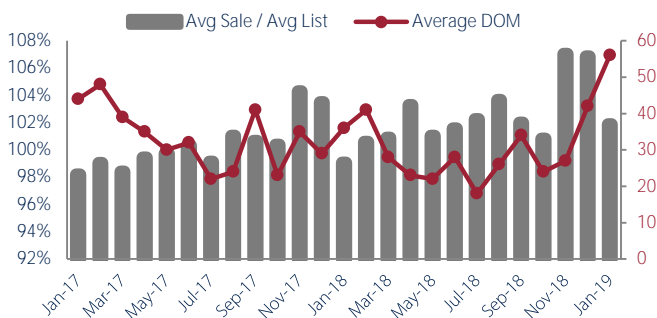
**New Listings & Current Contracts**

This month there were 64 homes newly listed for sale in Gayton, Godwin, and Wellesley compared to 36 in January 2018, an increase of 78%. There were 34 current contracts pending sale this January, consistent with the volume a year ago. The number of current contracts is 113% higher than last month.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In January, the average sale price in Gayton, Godwin, and Wellesley was 101.9% of the average list price, which is 2.8% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 56, higher than the average last year, which was 36. This increase was impacted by the limited number of sales.



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