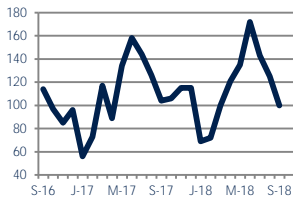


Focus On: Glen Allen Housing Market

September 2018

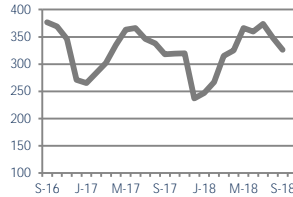
Zip Code(s): 23059 and 23060

Units Sold
100



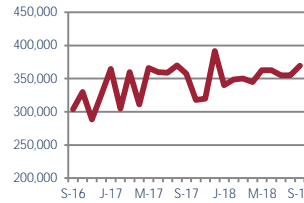
Down -4%
Vs. Year Ago

Active Inventory
326



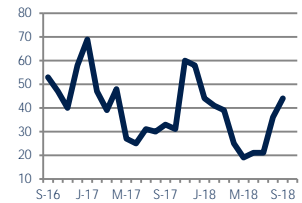
Up 3%
Vs. Year Ago

Median Sale Price
\$369,500



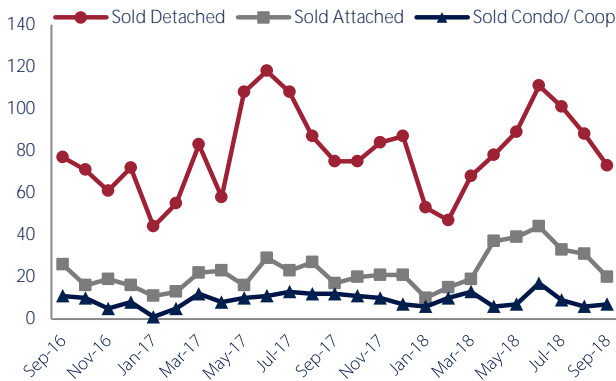
Up 3%
Vs. Year Ago

Days On Market
44



Up 33%
Vs. Year Ago

Units Sold*



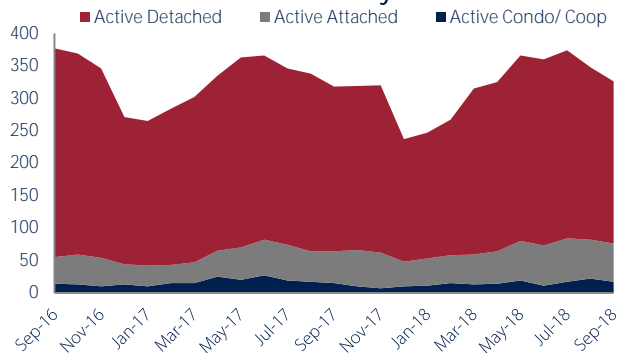
Units Sold

There was a decrease in total units sold in September, with 100 sold this month in Glen Allen versus 125 last month, a decrease of 20%. This month's total units sold was lower than at this time last year, a decrease of 4% versus September 2017.

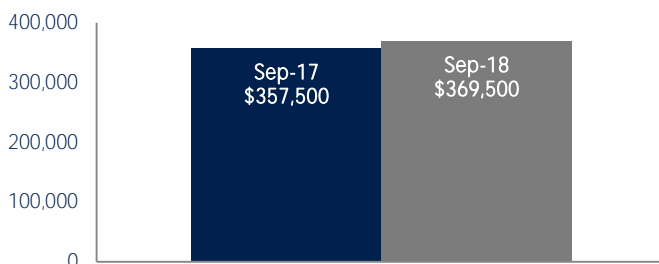
Active Inventory

Versus last year, the total number of homes available this month is higher by 8 units or 3%. The total number of active inventory this September was 326 compared to 318 in September 2017. This month's total of 326 is lower than the previous month's total supply of available inventory of 348, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Glen Allen Homes was \$357,500. This September, the median sale price was \$369,500, an increase of 3% or \$12,000 compared to last year. The current median sold price is 4% higher than in August.

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

Glen Allen are defined as properties listed in zip code/s 23059 and 23060.

*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.



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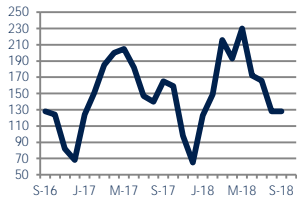
Focus On: Glen Allen Housing Market

September 2018

Zip Code(s): 23059 and 23060

New Listings

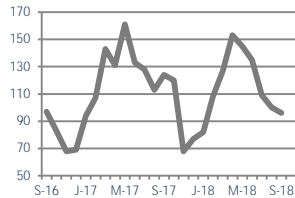
128



Down -22%
Vs. Year Ago

Current Contracts

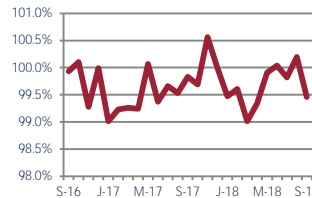
96



Down -23%
Vs. Year Ago

Sold Vs. List Price

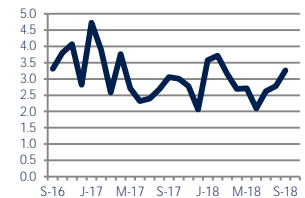
99.5%



No Change
Vs. Year Ago

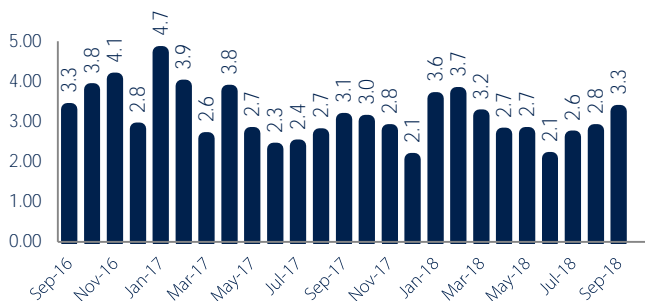
Months of Supply

3.3



Up 7%
Vs. Year Ago

Months Of Supply



Months of Supply

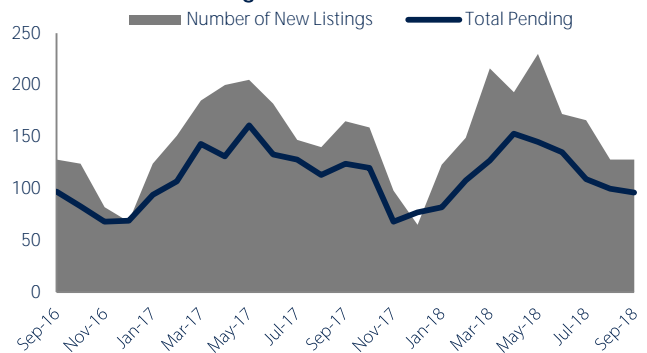
In September, there was 3.3 months of supply available in Glen Allen, compared to 3.1 in September 2017. That is an increase of 7% versus a year ago.

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.

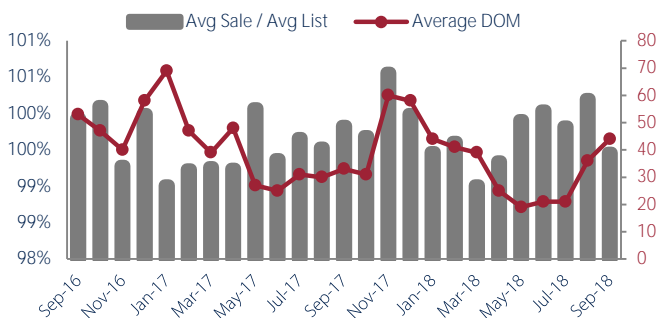
New Listings & Current Contracts

This month there were 128 homes newly listed for sale in Glen Allen compared to 165 in September 2017, a decrease of 22%. There were 96 current contracts pending sale this September compared to 124 a year ago. The number of current contracts is 23% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Glen Allen was 99.5% 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 44, higher than the average last year, which was 33, an increase of 33%.



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