

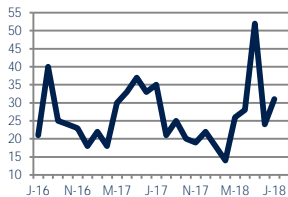
Focus On: Groveton and Hybia Valley Housing Market

July 2018

Zip Code(s): 22306

Units Sold

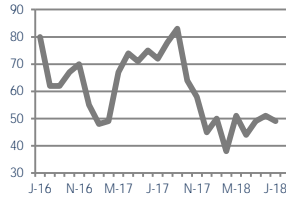
31



Down -11%
Vs. Year Ago

Active Inventory

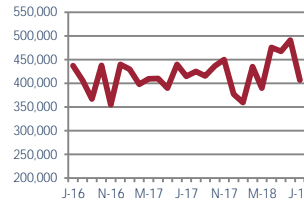
49



Down -32%
Vs. Year Ago

Median Sale Price

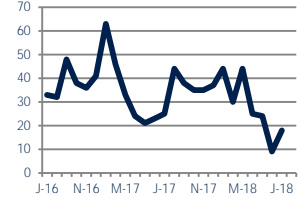
\$406,950



Down -2%
Vs. Year Ago

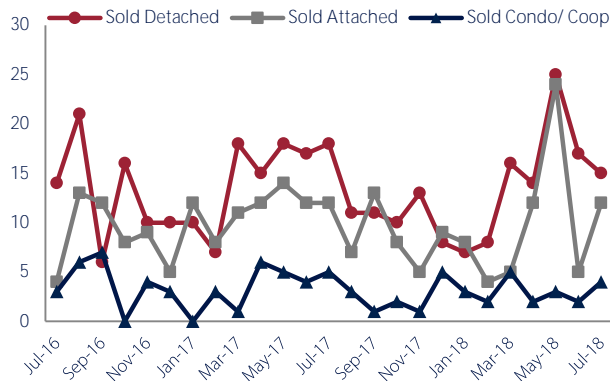
Days On Market

18



Down -28%
Vs. Year Ago

Units Sold*



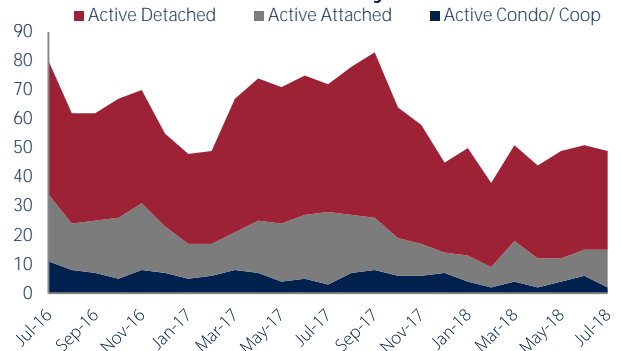
Units Sold

There was an increase in total units sold in July, with 31 sold this month in Groveton and Hybia Valley versus 24 last month, an increase of 29%. This month's total units sold was lower than at this time last year, a decrease of 11% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 23 units or 32%. The total number of active inventory this July was 49 compared to 72 in July 2017. This month's total of 49 is lower than the previous month's total supply of available inventory of 51, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Groveton and Hybia Valley Homes was \$415,000. This July, the median sale price was \$406,950, a decrease of 2% or \$8,050 compared to last year. The current median sold price is 17% lower 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.

Groveton and Hybia Valley are defined as properties listed in zip code/s 22306.

*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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.



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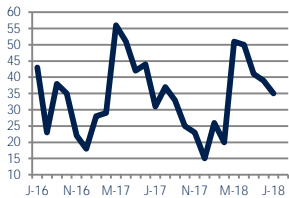
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July 2018

Zip Code(s): 22306

New Listings

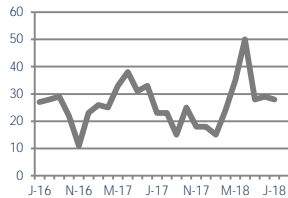
35



Up 13%
Vs. Year Ago

Current Contracts

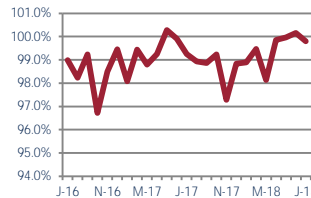
28



Up 22%
Vs. Year Ago

Sold Vs. List Price

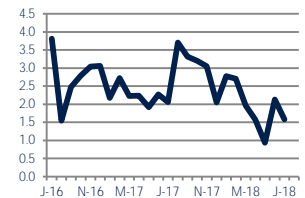
99.8%



Up 0.6%
Vs. Year Ago

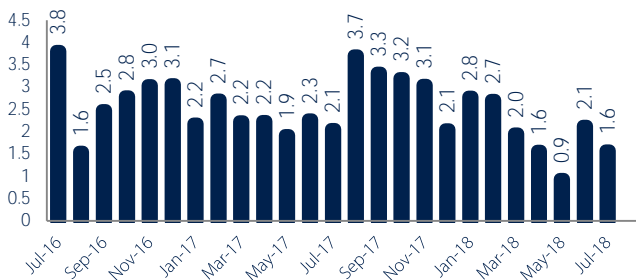
Months of Supply

1.6



Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

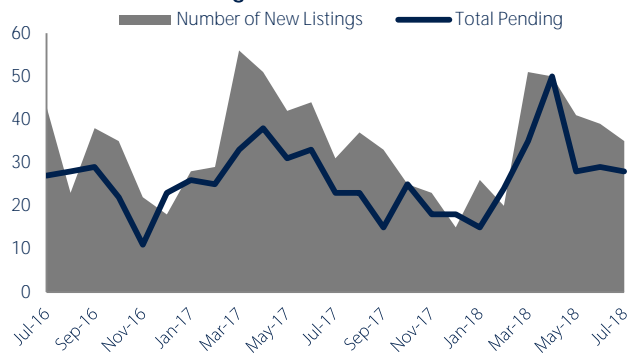
In July, there was 1.6 months of supply available in Groveton and Hybia Valley, compared to 2.1 in July 2017. That is a decrease of 23% versus a year ago.

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.

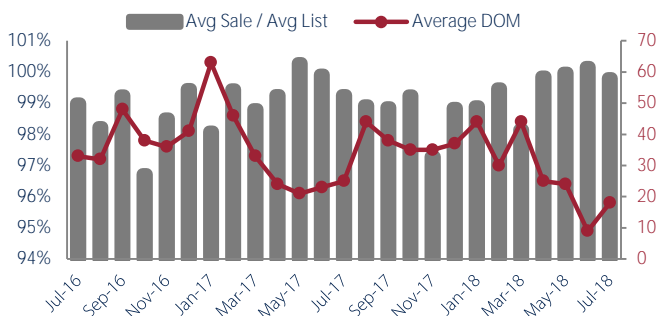
New Listings & Current Contracts

This month there were 35 homes newly listed for sale in Groveton and Hybia Valley compared to 31 in July 2017, an increase of 13%. There were 28 current contracts pending sale this July compared to 23 a year ago. The number of current contracts is 22% higher 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 Groveton and Hybia Valley was 99.8% of the average list price, which is 0.5% 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 25, a decrease of 28%.



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