

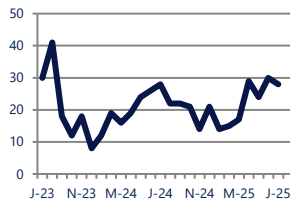
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **HARWOODS MILL HOUSING MARKET**

JULY 2025

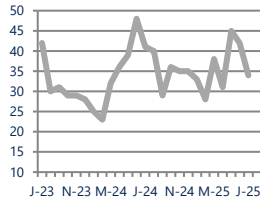
Zip Code(s): 23693

Units Sold
28



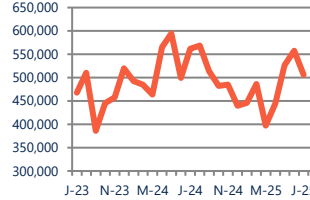
No Change
Vs. Year Ago

Active Inventory
34



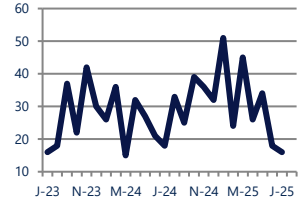
Down -17%
Vs. Year Ago

Median Sale Price
\$506,009



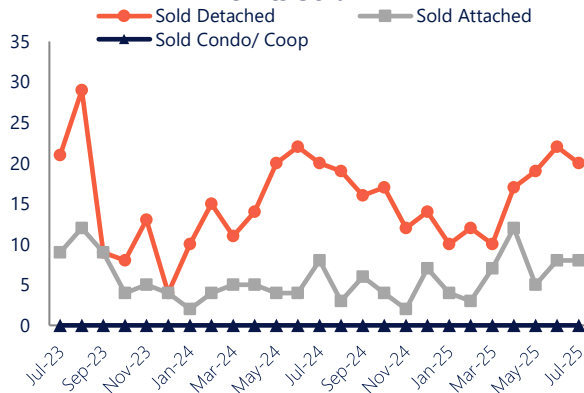
Down -10%
Vs. Year Ago

Days On Market
16



Down -11%
Vs. Year Ago

Units Sold*



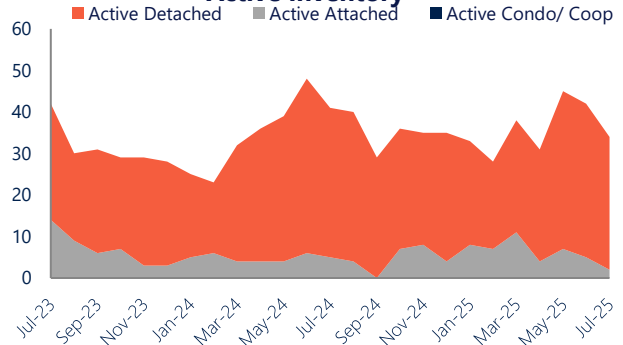
Units Sold

There was a decrease in total units sold in July, with 28 sold this month in Harwoods Mill, a decrease of 7%. This month's total units sold is similar compared to a year ago.

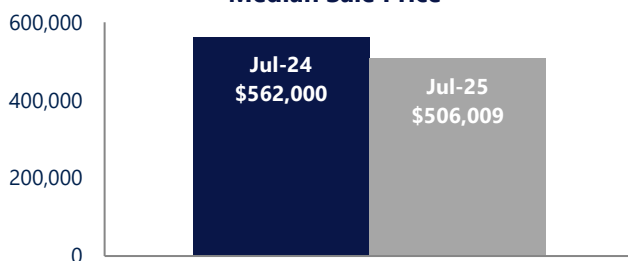
Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 17%. The total number of active inventory this July was 34 compared to 41 in July 2024. This month's total of 34 is lower than the previous month's total supply of available inventory of 42, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Harwoods Mill Homes was \$562,000. This July, the median sale price was \$506,009, a decrease of 10% or \$55,991 compared to last year. The current median sold price is 9% 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.

Harwoods Mill are defined as properties listed in zip code/s 23693.

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

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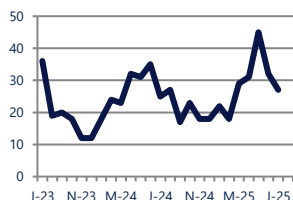
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JULY 2025

Zip Code(s): 23693

New Listings

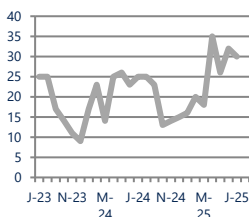
27



Up 8%
Vs. Year Ago

Current Contracts

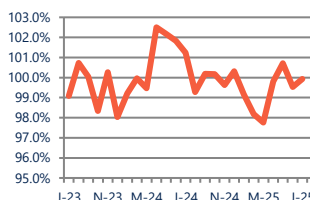
30



Up 20%
Vs. Year Ago

Sold Vs. List Price

99.9%



Down -1.3%
Vs. Year Ago

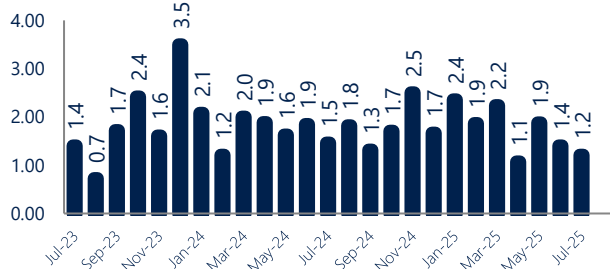
Months of Supply

1.2



Down -17%
Vs. Year Ago

Months Of Supply



Months of Supply

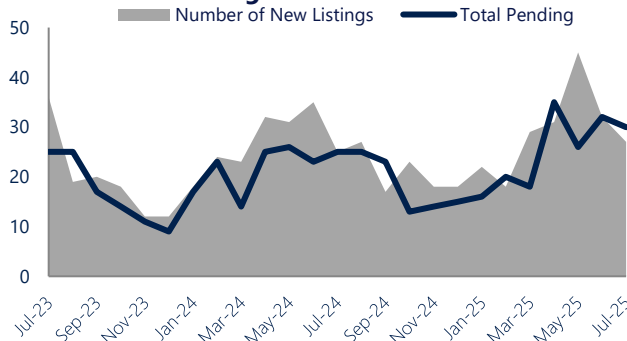
In July, there was 1.2 months of supply available in Harwoods Mill, compared to 1.5 in July 2024. That is a decrease of 17% versus a year ago.

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.

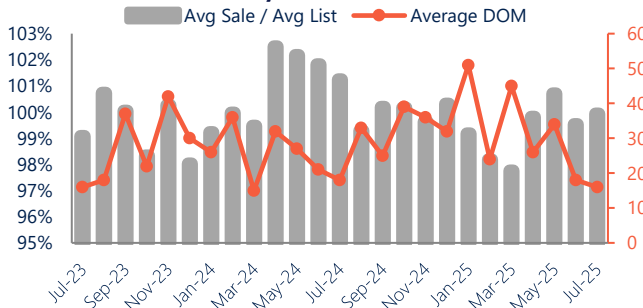
New Listings & Current Contracts

This month there were 27 homes newly listed for sale in Harwoods Mill compared to 25 in July 2024, an increase of 8%. There were 30 current contracts pending sale this July compared to 25 a year ago. The number of current contracts is 20% 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 Harwoods Mill was 99.9% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 18, a decrease of 11%.

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