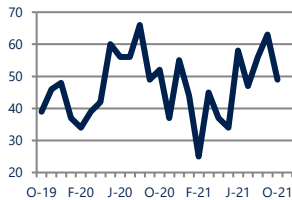




Zip Code(s): 23236

Units Sold

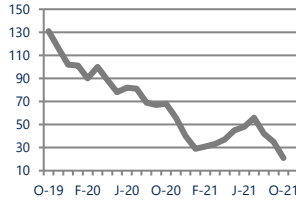
49



Down -6%
Vs. Year Ago

Active Inventory

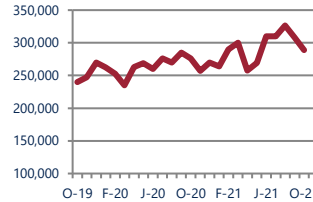
21



Down -69%
Vs. Year Ago

Median Sale Price

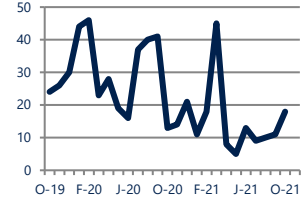
\$289,000



Up 5%
Vs. Year Ago

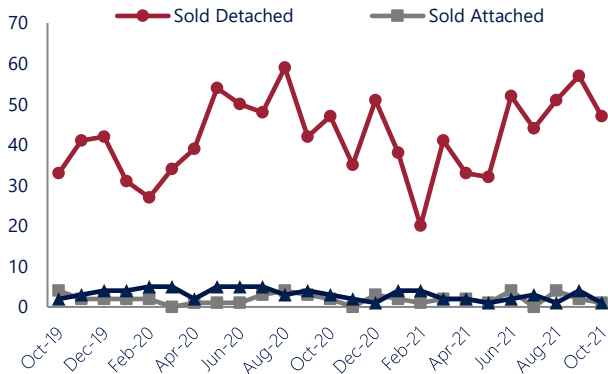
Days On Market

18



Up 38%
Vs. Year Ago

Units Sold*



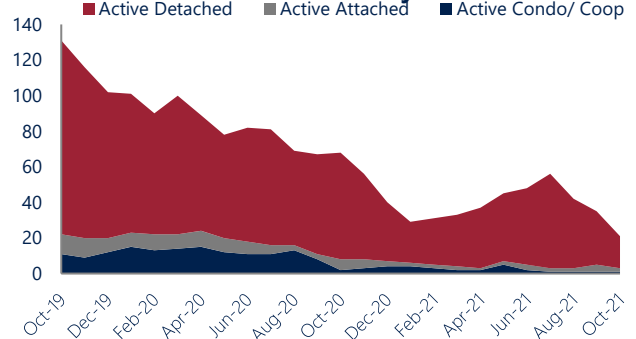
Units Sold

There was a decrease in total units sold in October, with 49 sold this month in Hylton Park and Lake Crystal Farms versus 63 last month, a decrease of 22%. This month's total units sold was lower than at this time last year, a decrease of 6% versus October 2020.

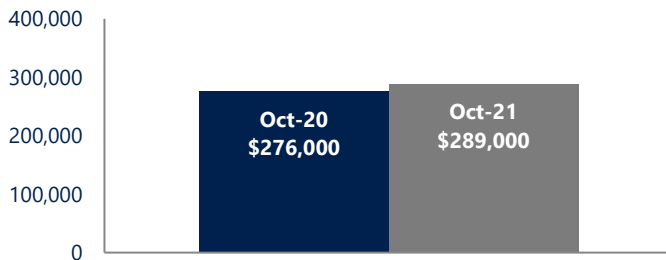
Active Inventory

Versus last year, the total number of homes available this month is lower by 47 units or 69%. The total number of active inventory this October was 21 compared to 68 in October 2020. This month's total of 21 is lower than the previous month's total supply of available inventory of 35, a decrease of 40%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Hylton Park and Lake Crystal Farms Homes was \$276,000. This October, the median sale price was \$289,000, an increase of 5% or \$13,000 compared to last year. The current median sold price is 6% lower than in September.

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

Hylton Park and Lake Crystal Farms are defined as properties listed in zip code/s 23236.

*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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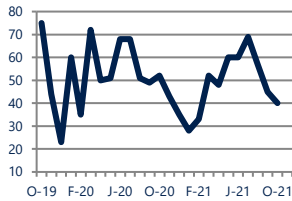




Zip Code(s): 23236

New Listings

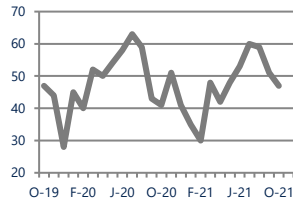
40



Down -23%
Vs. Year Ago

Current Contracts

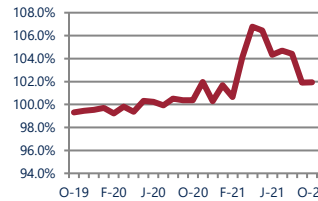
47



Up 15%
Vs. Year Ago

Sold Vs. List Price

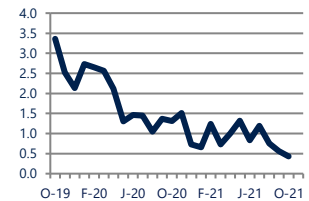
101.9%



Up 1.6%
Vs. Year Ago

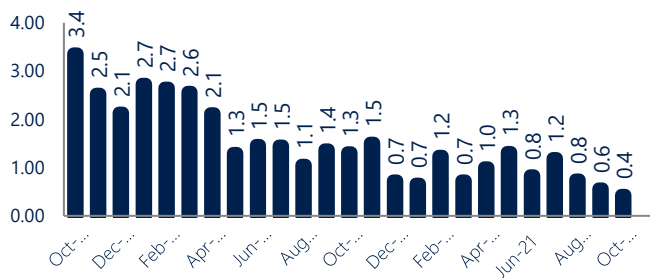
Months of Supply

0.4



Down -67%
Vs. Year Ago

Months Of Supply



Months of Supply

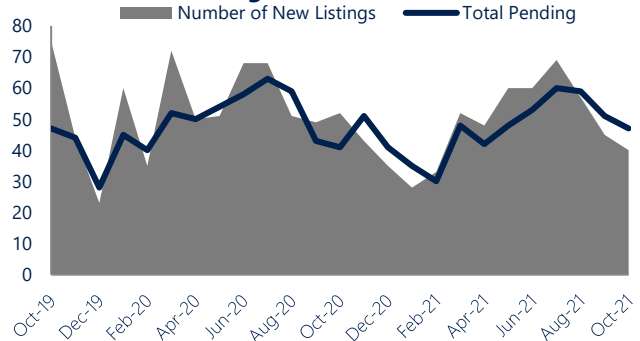
In October, there was 0.4 months of supply available in Hylton Park and Lake Crystal Farms, compared to 1.3 in October 2020. That is a decrease of 67% versus a year ago.

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.

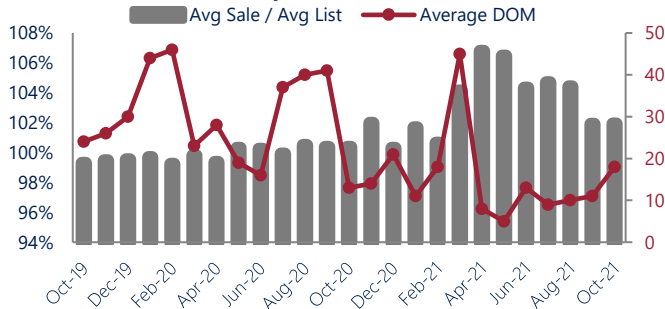
New Listings & Current Contracts

This month there were 40 homes newly listed for sale in Hylton Park and Lake Crystal Farms compared to 52 in October 2020, a decrease of 23%. There were 47 current contracts pending sale this October compared to 41 a year ago. The number of current contracts is 15% higher than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Hylton Park and Lake Crystal Farms was 101.9% of the average list price, which is 1.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 18, higher than the average last year, which was 13, an increase of 38%.

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