

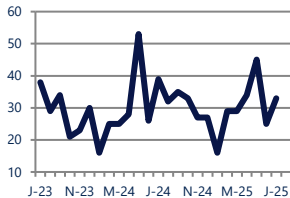
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **HYLTON PARK AND LAKE CRYSTAL FARMS HOUSING MARKET**

JULY 2025

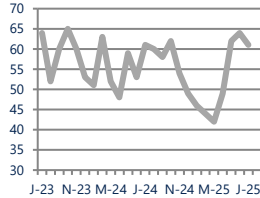
Zip Code(s): 23236

Units Sold
33



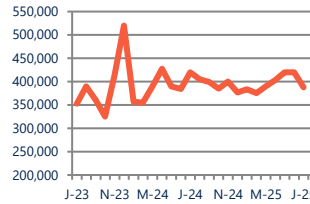
Down -15%
Vs. Year Ago

Active Inventory
61



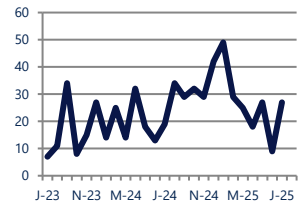
No Change
Vs. Year Ago

Median Sale Price
\$388,000



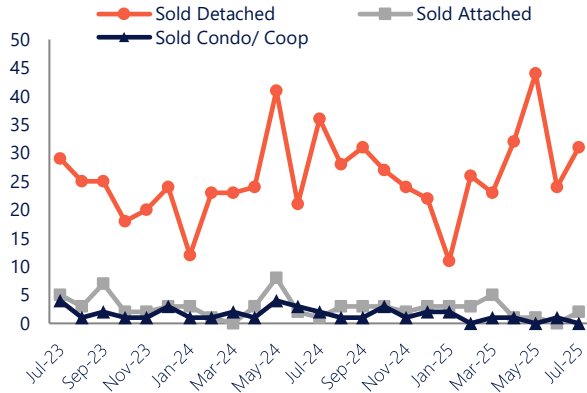
Down -8%
Vs. Year Ago

Days On Market
27



Up 42%
Vs. Year Ago

Units Sold*



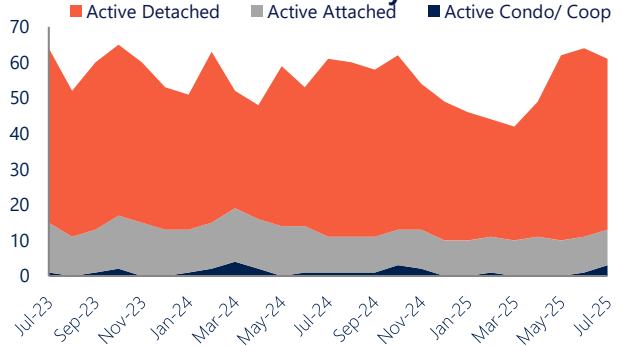
Units Sold

There was an increase in total units sold in July, with 33 sold this month in Hylton Park and Lake Crystal Farms versus 25 last month, an increase of 32%. This month's total units sold was lower than at this time last year, a decrease of 15% versus July 2024.

Active Inventory

The total number of homes available this month is 61 units, which is similar compared to a year ago. This month's total of 61 is lower than the previous month's total supply of available inventory of 64, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Hylton Park and Lake Crystal Farms Homes was \$419,950. This July, the median sale price was \$388,000, a decrease of 8% or \$31,950 compared to last year. The current median sold price is 8% 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.

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.

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.

THE LONG & FOSTER MARKET MINUTE™

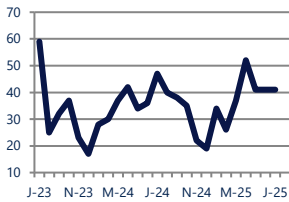
FOCUS ON: **HYLTON PARK AND LAKE CRYSTAL FARMS HOUSING MARKET**

JULY 2025

Zip Code(s): 23236

New Listings

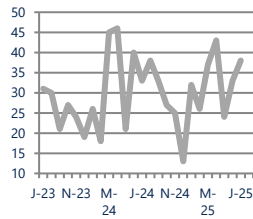
41



Down -13%
Vs. Year Ago

Current Contracts

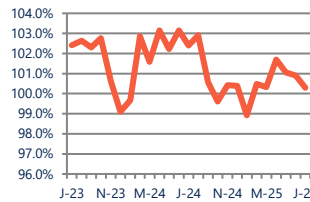
38



Up 15%
Vs. Year Ago

Sold Vs. List Price

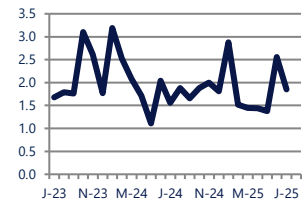
100.3%



Down -2.1%
Vs. Year Ago

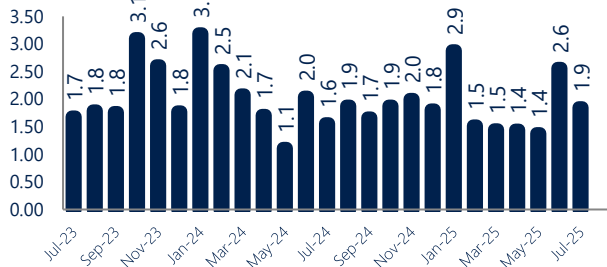
Months of Supply

1.9



Up 19%
Vs. Year Ago

Months Of Supply



Months of Supply

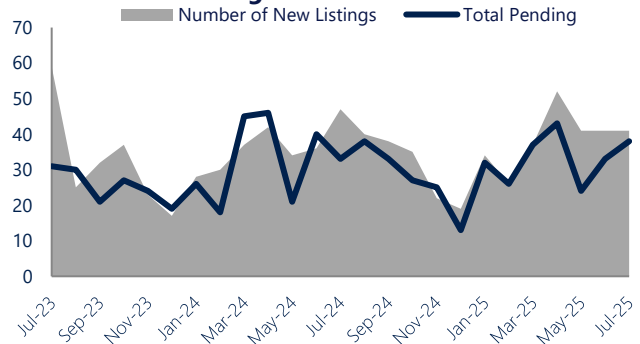
In July, there was 1.8 months of supply available in Hylton Park and Lake Crystal Farms, compared to 1.6 in July 2024. That is an increase of 18% versus a year ago.

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.

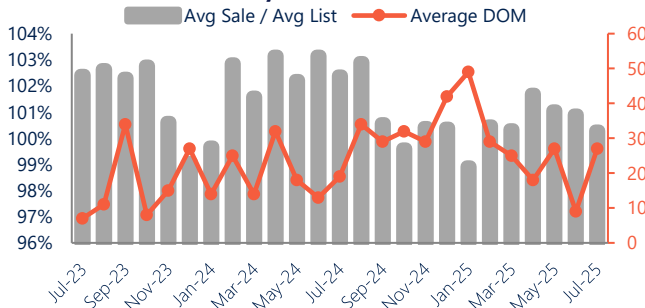
New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Hylton Park and Lake Crystal Farms compared to 47 in July 2024, a decrease of 13%. There were 38 current contracts pending sale this July compared to 33 a year ago. The number of current contracts is 15% 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 Hylton Park and Lake Crystal Farms was 100.3% of the average list price, which is 2.1% lower than at this time last year.

Days On Market

This month, the average number of days on market was 27, higher than the average last year, which was 19, an increase of 42%.

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