

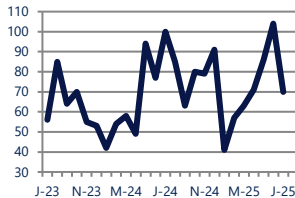
THE LONG & FOSTER MARKET MINUTE™

FOCUS ON: **NORTHERN MECHANICSVILLE, ASHLAND, AND MONTPELIER HOUSING MARKET**

JULY 2025

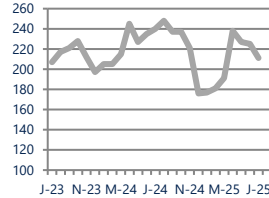
Zip Code(s): 23005, 23015, 23047, 23069, 23116, 23146 and 23192

Units Sold
70



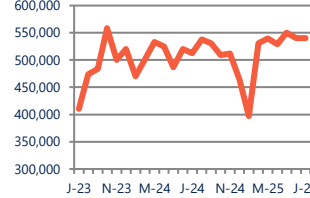
Down -30%
Vs. Year Ago

Active Inventory
211



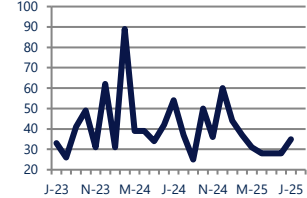
Down -12%
Vs. Year Ago

Median Sale Price
\$540,000



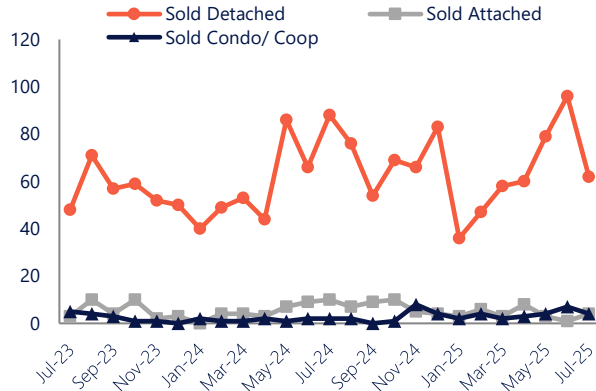
Up 5%
Vs. Year Ago

Days On Market
35



Down -35%
Vs. Year Ago

Units Sold*



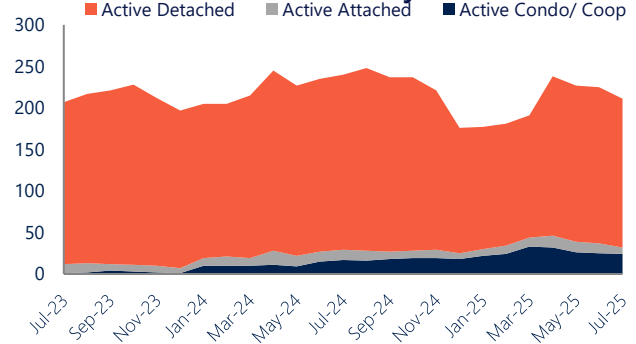
Units Sold

There was a decrease in total units sold in July, with 70 sold this month in Northern Mechanicsville, Ashland, and Montpelier versus 104 last month, a decrease of 33%. This month's total units sold was lower than at this time last year, a decrease of 30% versus July 2024.

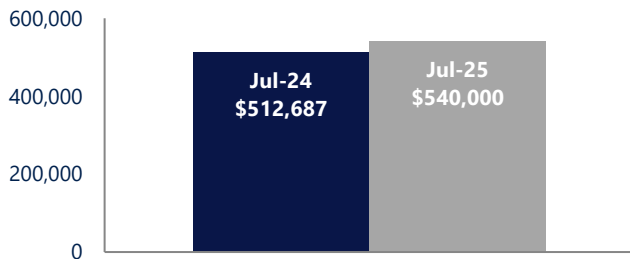
Active Inventory

Versus last year, the total number of homes available this month is lower by 29 units or 12%. The total number of active inventory this July was 211 compared to 240 in July 2024. This month's total of 211 is lower than the previous month's total supply of available inventory of 225, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Northern Mechanicsville, Ashland, and Montpelier Homes was \$512,687. This July, the median sale price was \$540,000, an increase of 5% or \$27,313 compared to last year. The current median sold price is approximately the same as the median price in June.

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

Northern Mechanicsville, Ashland, and Montpelier are defined as properties listed in zip code/s 23005, 23015, 23047, 23069, 23116, 23146 and 23192.

*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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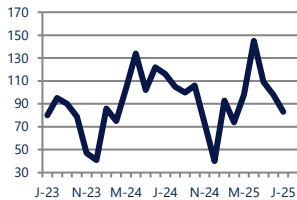
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Zip Code(s): 23005, 23015, 23047, 23069, 23116, 23146 and 23192

New Listings

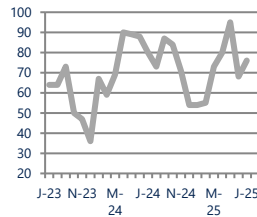
83



Down -28%
Vs. Year Ago

Current Contracts

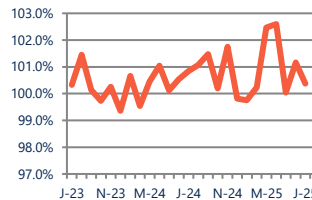
76



Down -5%
Vs. Year Ago

Sold Vs. List Price

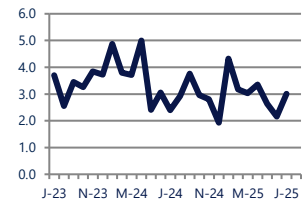
100.4%



No Change
Vs. Year Ago

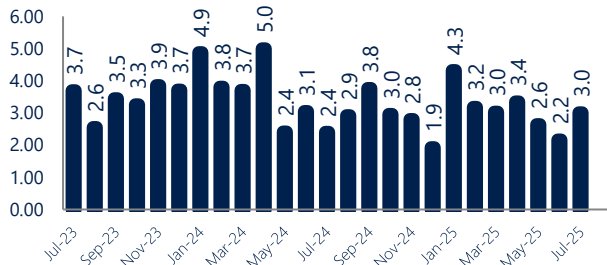
Months of Supply

3.0



Up 25%
Vs. Year Ago

Months Of Supply



Months of Supply

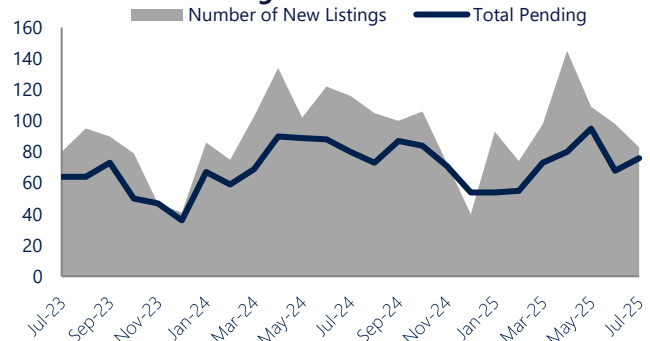
In July, there was 3.0 months of supply available in Northern Mechanicsville, Ashland, and Montpelier, compared to 2.4 in July 2024. That is an increase of 26% versus a year ago.

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.

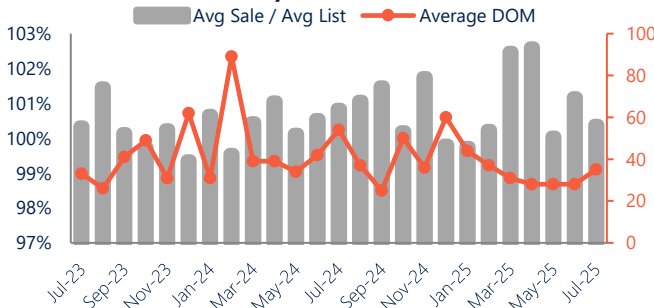
New Listings & Current Contracts

This month there were 83 homes newly listed for sale in Northern Mechanicsville, Ashland, and Montpelier compared to 116 in July 2024, a decrease of 28%. There were 76 current contracts pending sale this July compared to 80 a year ago. The number of current contracts is 5% lower 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 Northern Mechanicsville, Ashland, and Montpelier was 100.4% 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 35, lower than the average last year, which was 54, a decrease of 35%.

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