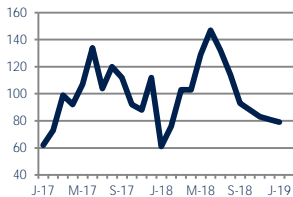


Zip Code(s): 23320 and 23328

Units Sold

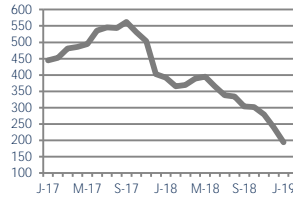
79



Up 30%
Vs. Year Ago

Active Inventory

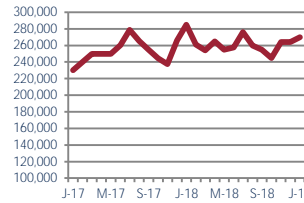
194



Down -51%
Vs. Year Ago

Median Sale Price

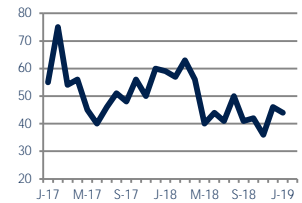
\$269,900



Down -5%
Vs. Year Ago

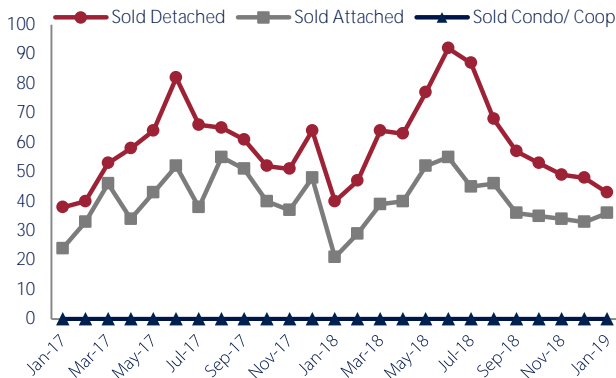
Days On Market

44



Down -25%
Vs. Year Ago

Units Sold*



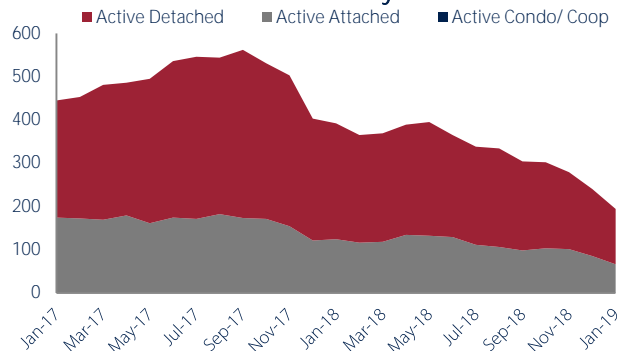
Units Sold

There was a decrease in total units sold in January, with 79 sold this month in Westover, Essex Meadows, and Greenbrier versus 81 last month, a decrease of 2%. This month's total units sold was higher than at this time last year, an increase of 30% versus January 2018.

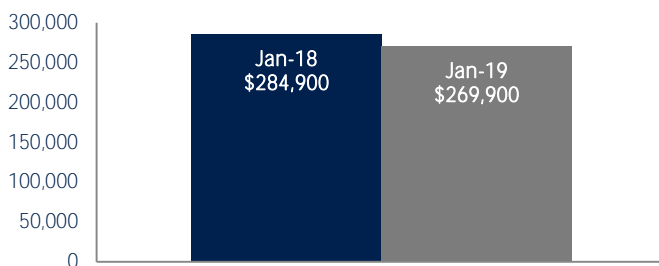
Active Inventory

Versus last year, the total number of homes available this month is lower by 198 units or 51%. The total number of active inventory this January was 194 compared to 392 in January 2018. This month's total of 194 is lower than the previous month's total supply of available inventory of 240, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Westover, Essex Meadows, and Greenbrier Homes was \$284,900. This January, the median sale price was \$269,900, a decrease of 5% or \$15,000 compared to last year. The current median sold price is 2% higher than in December.

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

Westover, Essex Meadows, and Greenbrier are defined as properties listed in zip code/s 23320 and 23328.

*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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE

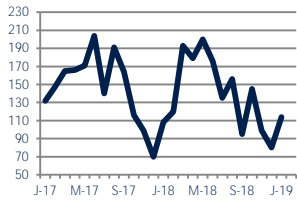




Zip Code(s): 23320 and 23328

New Listings

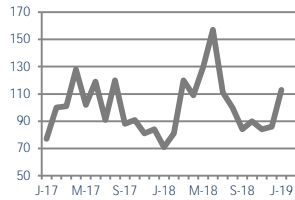
114



Up 6%
Vs. Year Ago

Current Contracts

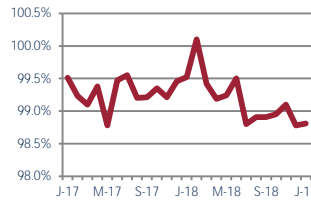
113



Up 59%
Vs. Year Ago

Sold Vs. List Price

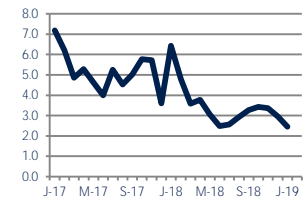
98.8%



Down -0.7%
Vs. Year Ago

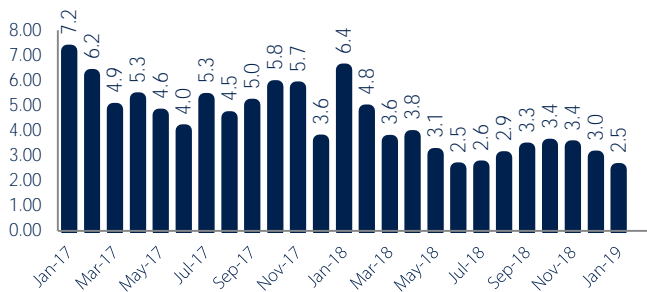
Months of Supply

2.5



Down -62%
Vs. Year Ago

Months Of Supply



Months of Supply

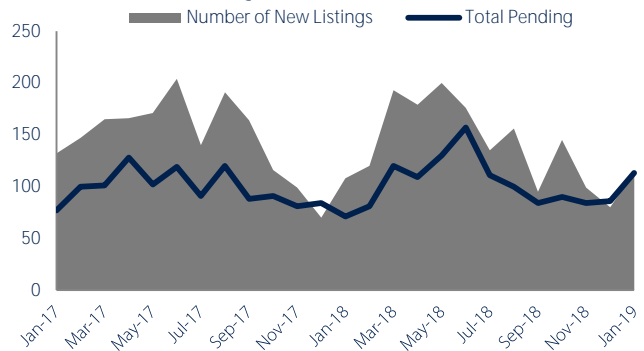
In January, there was 2.5 months of supply available in Westover, Essex Meadows, and Greenbrier, compared to 6.4 in January 2018. That is a decrease of 62% versus a year ago.

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.

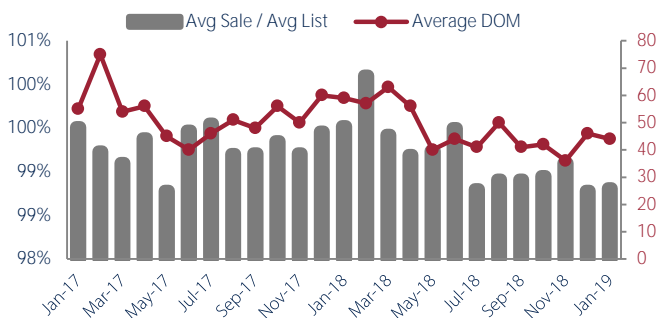
New Listings & Current Contracts

This month there were 114 homes newly listed for sale in Westover, Essex Meadows, and Greenbrier compared to 108 in January 2018, an increase of 6%. There were 113 current contracts pending sale this January compared to 71 a year ago. The number of current contracts is 59% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Westover, Essex Meadows, and Greenbrier was 98.8% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 44, lower than the average last year, which was 59, a decrease of 25%.



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