



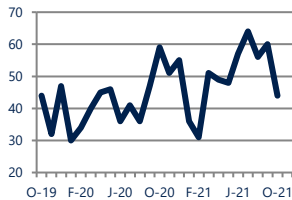
Focus On: Westover Hills Housing Market

October 2021

Zip Code(s): 23225

Units Sold

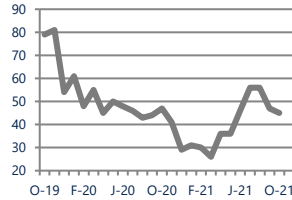
44



Down -25%
Vs. Year Ago

Active Inventory

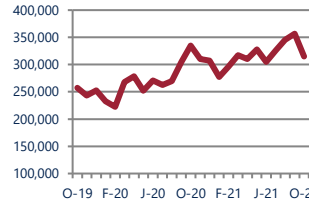
45



Down -4%
Vs. Year Ago

Median Sale Price

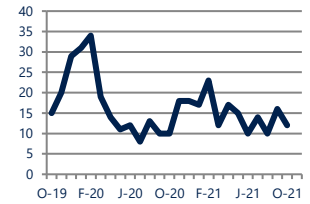
\$315,000



Down -6%
Vs. Year Ago

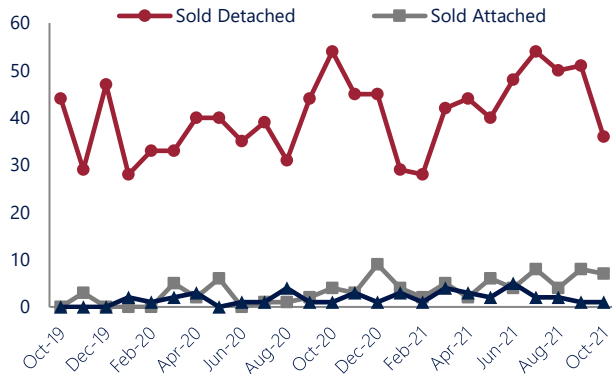
Days On Market

12



Up 20%
Vs. Year Ago

Units Sold*



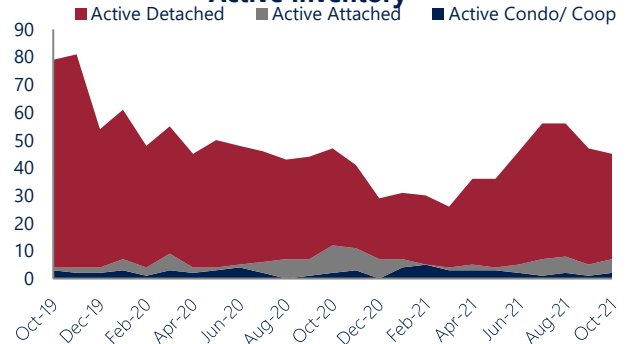
Units Sold

There was a decrease in total units sold in October, with 44 sold this month in Westover Hills versus 60 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 25% versus October 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 4%. The total number of active inventory this October was 45 compared to 47 in October 2020. This month's total of 45 is lower than the previous month's total supply of available inventory of 47, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Westover Hills Homes was \$334,950. This October, the median sale price was \$315,000, a decrease of 6% or \$19,950 compared to last year. The current median sold price is 12% 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.

Westover Hills are defined as properties listed in zip code/s 23225.

*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.

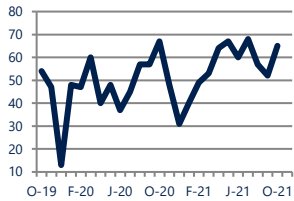




Zip Code(s): 23225

New Listings

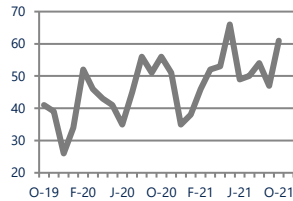
65



Down -3%
Vs. Year Ago

Current Contracts

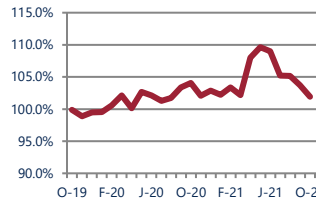
61



Up 9%
Vs. Year Ago

Sold Vs. List Price

101.9%



Down -2.1%
Vs. Year Ago

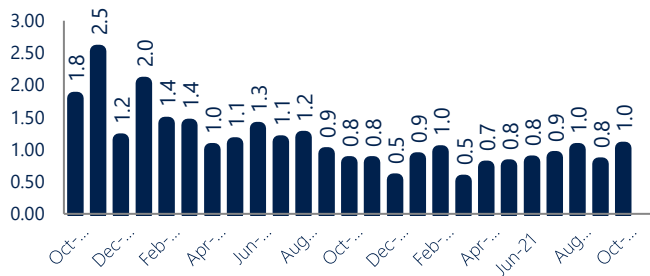
Months of Supply

1.0



Up 27%
Vs. Year Ago

Months Of Supply



Months of Supply

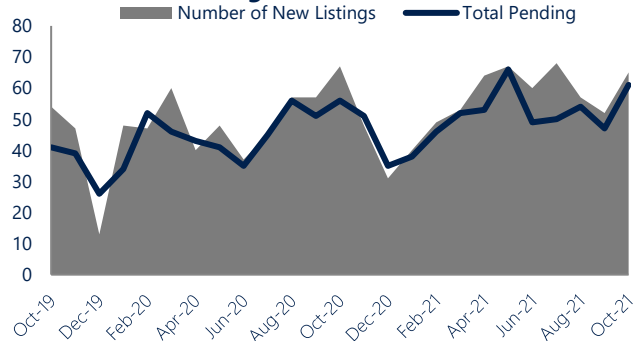
In October, there was 1.0 months of supply available in Westover Hills, compared to 0.8 in October 2020. That is an increase of 28% versus a year ago.

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.

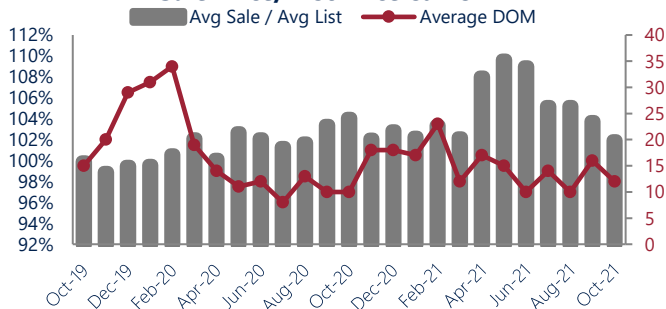
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in Westover Hills compared to 67 in October 2020, a decrease of 3%. There were 61 current contracts pending sale this October compared to 56 a year ago. The number of current contracts is 9% 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 Westover Hills was 101.9% 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 12, higher than the average last year, which was 10, an increase of 20%.

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