

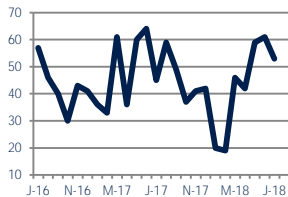
Focus On: Westover Hills Housing Market

July 2018

Zip Code(s): 23225

Units Sold

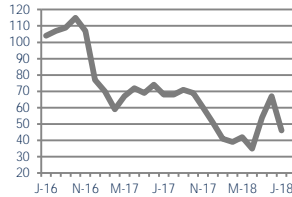
53



Up 18%
Vs. Year Ago

Active Inventory

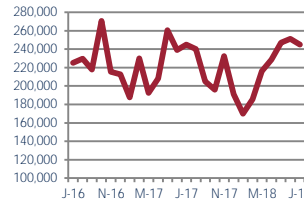
46



Down -32%
Vs. Year Ago

Median Sale Price

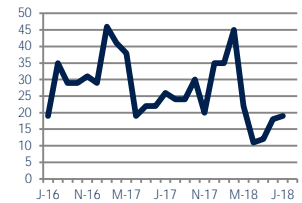
\$245,000



No Change
Vs. Year Ago

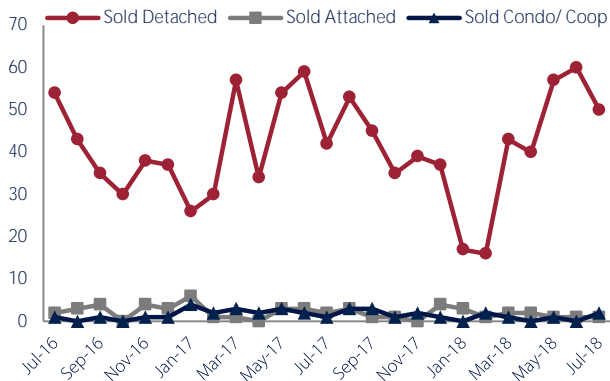
Days On Market

19



Down -27%
Vs. Year Ago

Units Sold*



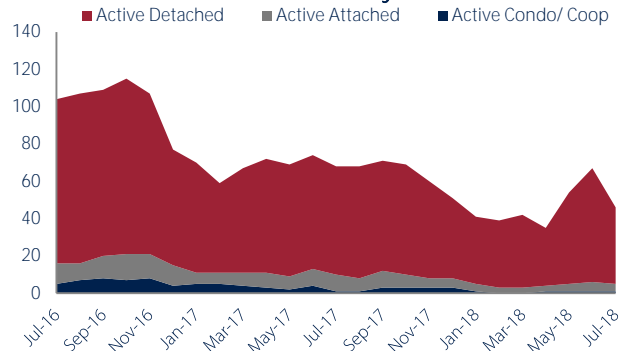
Units Sold

There was a decrease in total units sold in July, with 53 sold this month in Westover Hills versus 61 last month, a decrease of 13%. This month's total units sold was higher than at this time last year, an increase of 18% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 22 units or 32%. The total number of active inventory this July was 46 compared to 68 in July 2017. This month's total of 46 is lower than the previous month's total supply of available inventory of 67, a decrease of 31%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Westover Hills Homes was \$245,000. This July, the median sale price was \$245,000, which is similar compared to a year ago. The current median sold price is 2% higher 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.

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.



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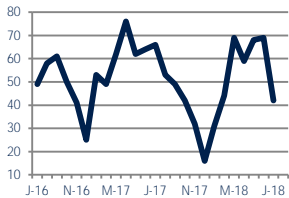
Focus On: Westover Hills Housing Market

July 2018

Zip Code(s): 23225

New Listings

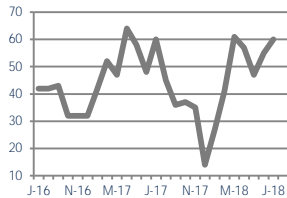
42



Down -36%
Vs. Year Ago

Current Contracts

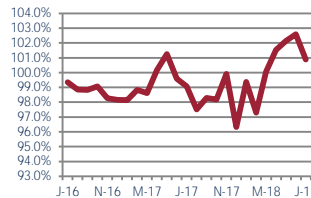
60



No Change
Vs. Year Ago

Sold Vs. List Price

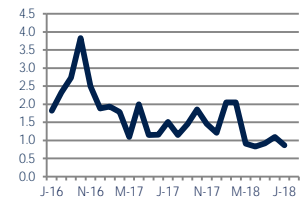
100.9%



Up 1.8%
Vs. Year Ago

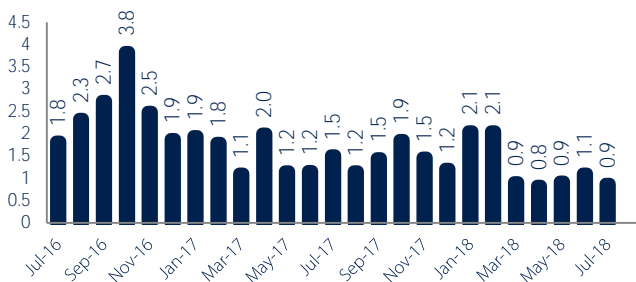
Months of Supply

0.9



Down -42%
Vs. Year Ago

Months Of Supply



Months of Supply

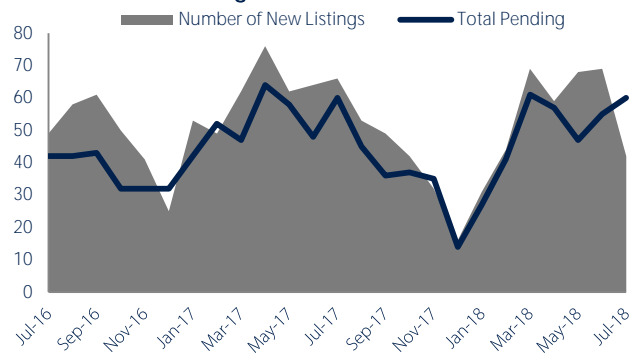
In July, there was 0.9 months of supply available in Westover Hills, compared to 1.5 in July 2017. That is a decrease of 43% versus a year ago.

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.

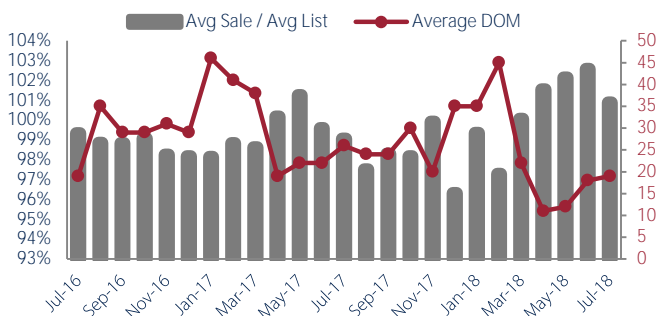
New Listings & Current Contracts

This month there were 42 homes newly listed for sale in Westover Hills compared to 66 in July 2017, a decrease of 36%. There were 60 current contracts pending sale this July, consistent with the volume a year ago. The number of current contracts is 9% higher than last month.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Westover Hills was 100.9% of the average list price, which is 1.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 19, lower than the average last year, which was 26, a decrease of 27%.



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