

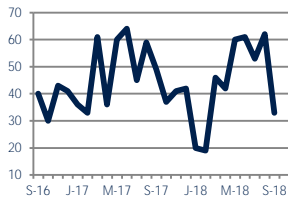
## Focus On: Westover Hills Housing Market

September 2018

Zip Code(s): 23225

### Units Sold

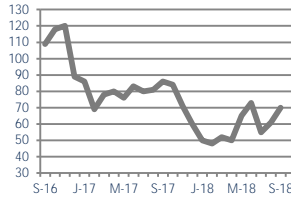
33



Down  
Vs. Year Ago

### Active Inventory

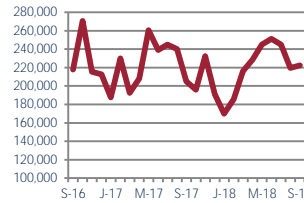
70



Down -19%  
Vs. Year Ago

### Median Sale Price

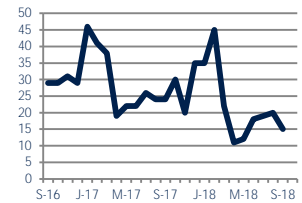
\$222,500



Up 9%  
Vs. Year Ago

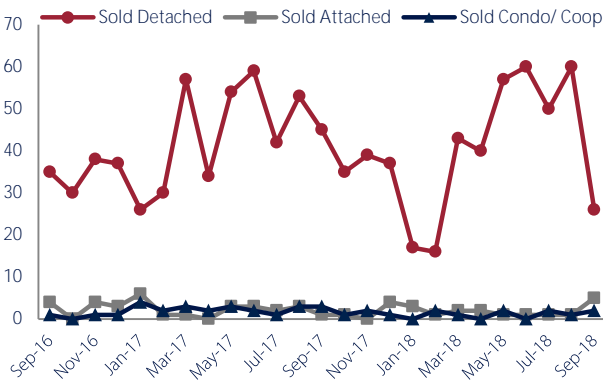
### Days On Market

15



Down -38%  
Vs. Year Ago

### Units Sold\*



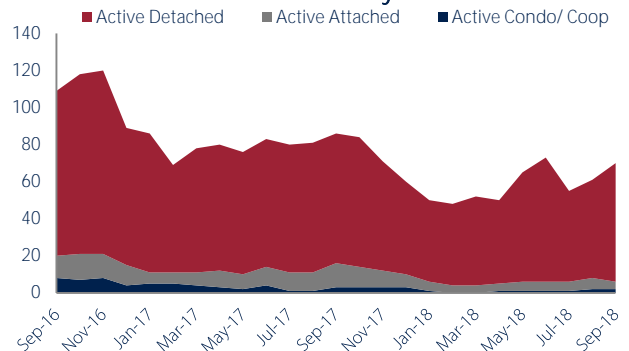
### Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 33 sold this month in Westover Hills. This month's total units sold was lower than at this time last year, a decrease from September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 16 units or 19%. The total number of active inventory this September was 70 compared to 86 in September 2017. This month's total of 70 is higher than the previous month's total supply of available inventory of 61, an increase of 15%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Westover Hills Homes was \$205,000. This September, the median sale price was \$222,500, an increase of 9% or \$17,500 compared to last year. The current median sold price is 1% higher than in August.

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.





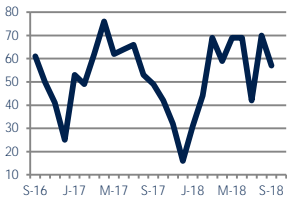
## Focus On: Westover Hills Housing Market

September 2018

Zip Code(s): 23225

### New Listings

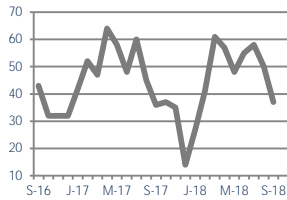
57



Up 16%  
Vs. Year Ago

### Current Contracts

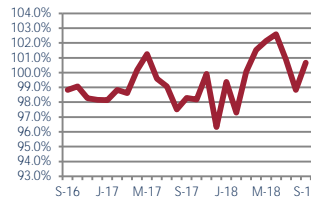
37



Up 3%  
Vs. Year Ago

### Sold Vs. List Price

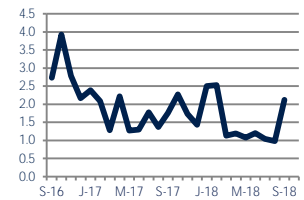
100.7%



Up 2.4%  
Vs. Year Ago

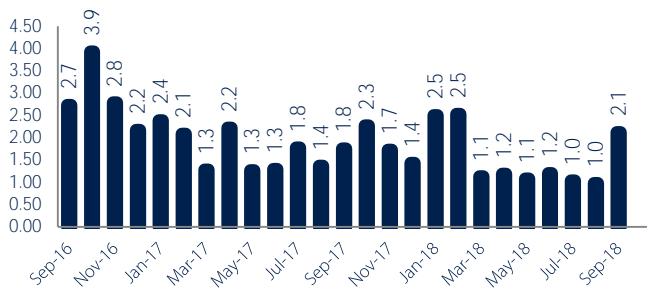
### Months of Supply

2.1



Up 20%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

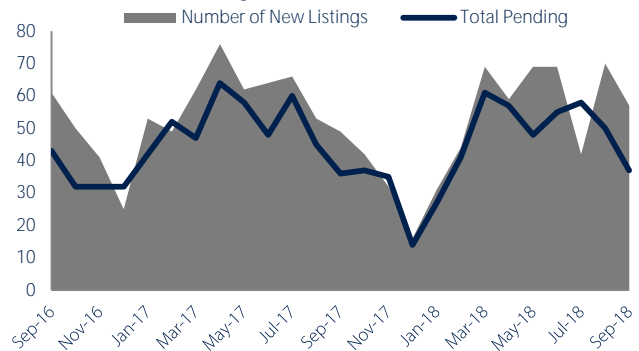
In September, there was 2.1 months of supply available in Westover Hills, compared to 1.8 in September 2017. That is an increase of 21% versus a year ago.

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.

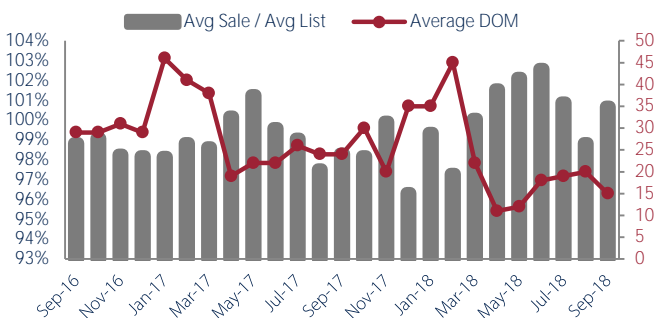
### New Listings & Current Contracts

This month there were 57 homes newly listed for sale in Westover Hills compared to 49 in September 2017, an increase of 16%. There were 37 current contracts pending sale this September compared to 36 a year ago. The number of current contracts is 3% higher than last September.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In September, the average sale price in Westover Hills was 100.7% of the average list price, which is 2.4% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 15, lower than the average last year, which was 24, a decrease of 38%.



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