



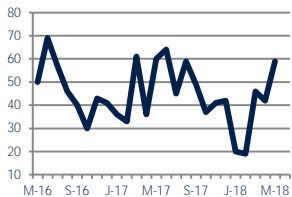
Focus On: Westover Hills Housing Market

May 2018

Zip Code(s): 23225

Units Sold

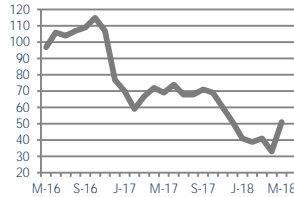
59



Down -2%
Vs. Year Ago

Active Inventory

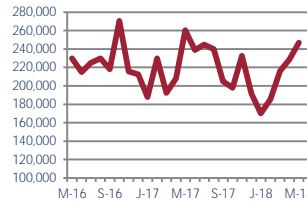
51



Down -26%
Vs. Year Ago

Median Sale Price

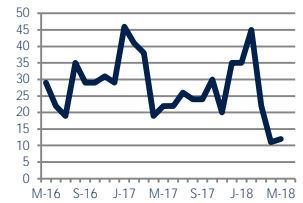
\$247,000



Down -5%
Vs. Year Ago

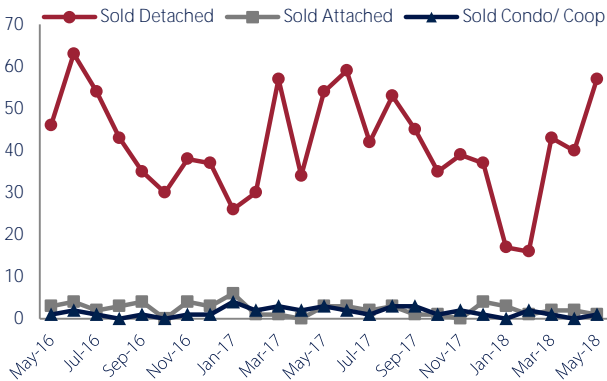
Days On Market

12



Down -45%
Vs. Year Ago

Units Sold*



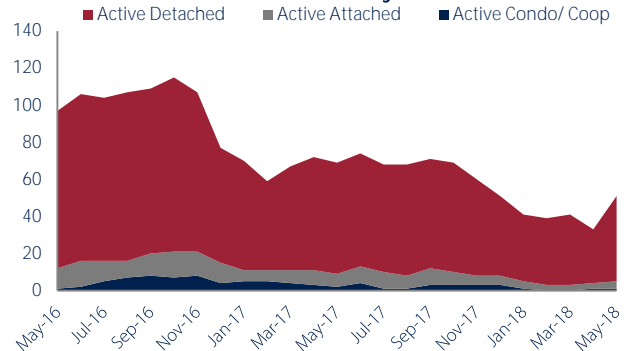
Units Sold

There was an increase in total units sold in May, with 59 sold this month in Westover Hills. This month's total units sold was lower than at this time last year.

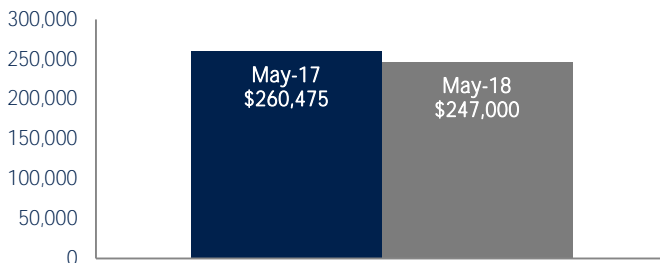
Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 26%. The total number of active inventory this May was 51 compared to 69 in May 2017. This month's total of 51 is higher than the previous month's total supply of available inventory of 33, an increase of 55%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Westover Hills Homes was \$260,475. This May, the median sale price was \$247,000, a decrease of 5% or \$13,475 compared to last year. The current median sold price is 8% higher than in April.

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.



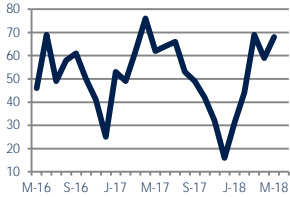
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May 2018

Zip Code(s): 23225

New Listings

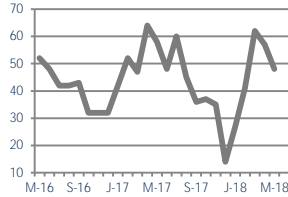
68



Up 10%
Vs. Year Ago

Current Contracts

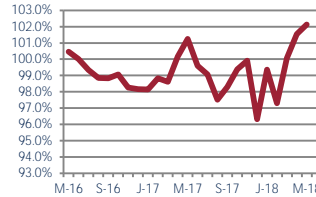
48



Down -17%
Vs. Year Ago

Sold Vs. List Price

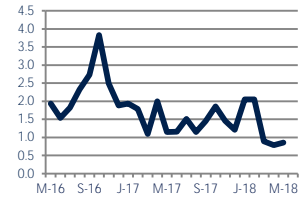
102.1%



Up 0.9%
Vs. Year Ago

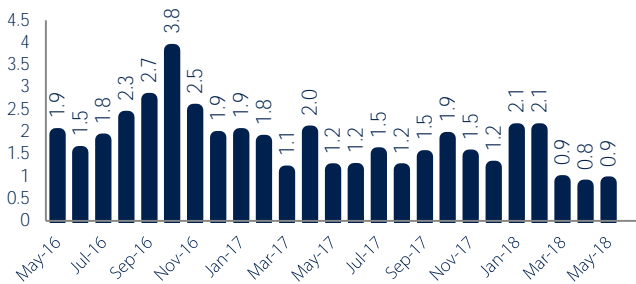
Months of Supply

0.9



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

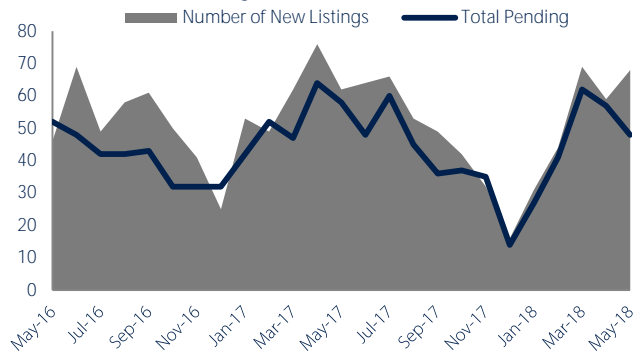
In May, there was 0.9 months of supply available in Westover Hills, compared to 1.2 in May 2017. That is a decrease of 25% versus a year ago.

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.

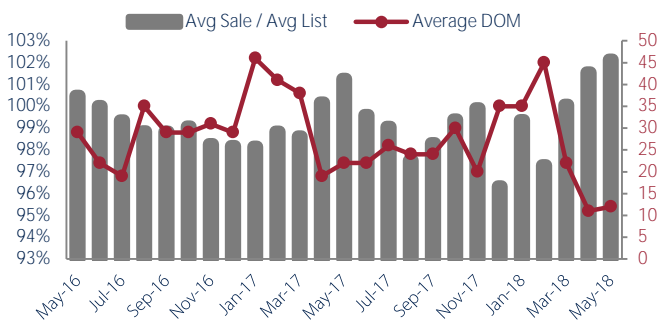
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Westover Hills compared to 62 in May 2017, an increase of 10%. There were 48 current contracts pending sale this May compared to 58 a year ago. The number of current contracts is 17% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Westover Hills was 102.1% of the average list price, which is 0.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 12, lower than the average last year, which was 22, a decrease of 45%.



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