

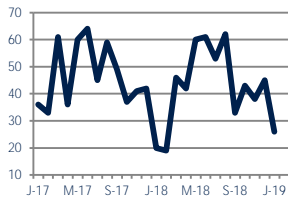
## Focus On: Westover Hills Housing Market

January 2019

Zip Code(s): 23225

### Units Sold

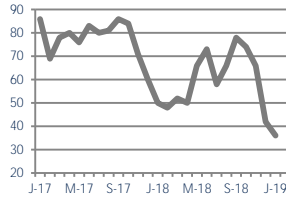
26



Up  
Vs. Year Ago

### Active Inventory

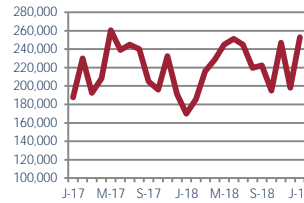
36



Down -28%  
Vs. Year Ago

### Median Sale Price

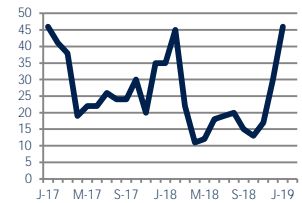
\$253,000



Up  
Vs. Year Ago

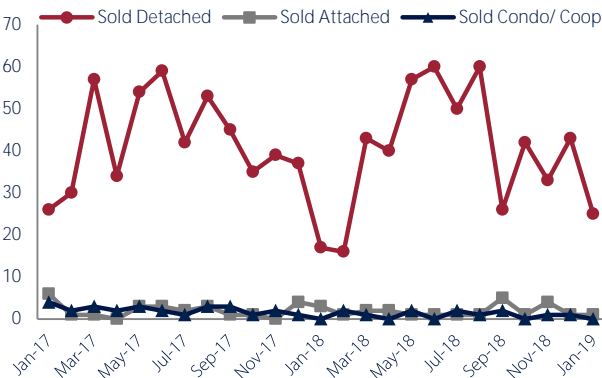
### Days On Market

46



Up 31%  
Vs. Year Ago

### Units Sold\*



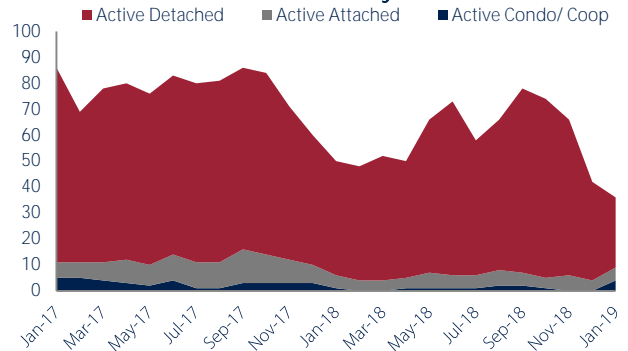
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 26 sold this month in Westover Hills. This month's total units sold was higher than at this time last year, an increase from January 2018.

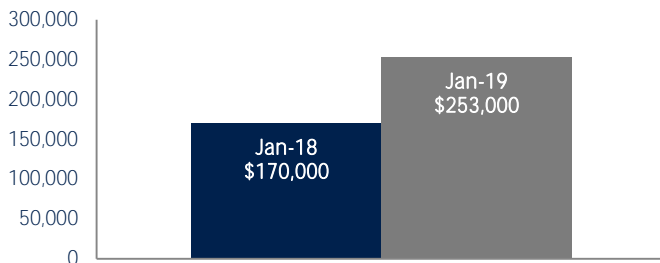
### Active Inventory

Versus last year, the total number of homes available this month is lower by 14 units or 28%. The total number of active inventory this January was 36 compared to 50 in January 2018. This month's total of 36 is lower than the previous month's total supply of available inventory of 42, a decrease of 14%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Westover Hills Homes was \$170,000. This January, the median sale price was \$253,000, an increase of \$83,000 compared to last year. The current median sold price is 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 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.





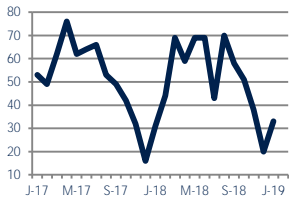
## Focus On: Westover Hills Housing Market

January 2019

Zip Code(s): 23225

### New Listings

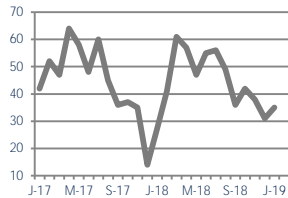
33



Up 6%  
Vs. Year Ago

### Current Contracts

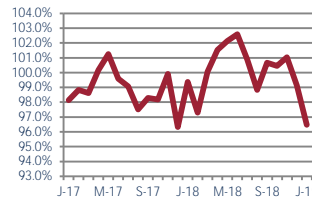
35



Up 30%  
Vs. Year Ago

### Sold Vs. List Price

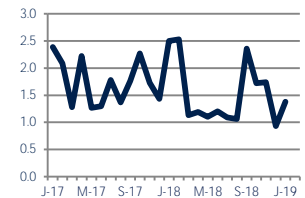
96.5%



Down -2.9%  
Vs. Year Ago

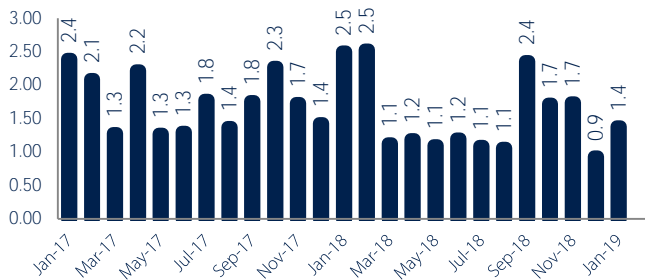
### Months of Supply

1.4



Down -45%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

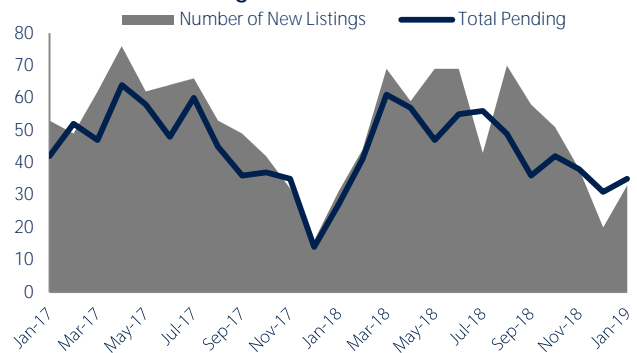
In January, there was 1.4 months of supply available in Westover Hills, compared to 2.5 in January 2018. That is a decrease of 45% versus a year ago.

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.

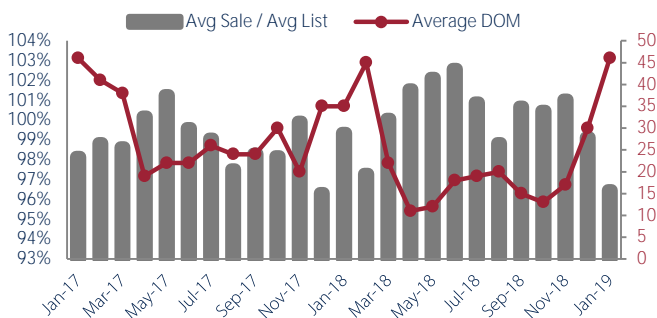
### New Listings & Current Contracts

This month there were 33 homes newly listed for sale in Westover Hills compared to 31 in January 2018, an increase of 6%. There were 35 current contracts pending sale this January compared to 27 a year ago. The number of current contracts is 30% 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 Hills was 96.5% of the average list price, which is 2.9% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 46, higher than the average last year, which was 35, an increase of 31%.



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