

THE LONG & FOSTER MARKET MINUTE™

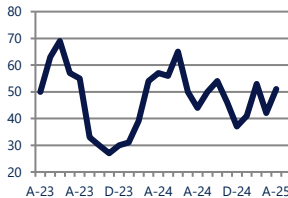
FOCUS ON: **WILLOW LAKE, RALEIGH PLACE, AND GREEN ACRES HOUSING MARKET**

APRIL 2025

Zip Code(s): 23321

Units Sold

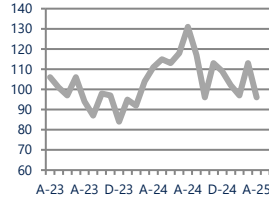
51



Down -11%
Vs. Year Ago

Active Inventory

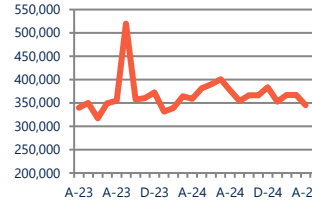
96



Down -14%
Vs. Year Ago

Median Sale Price

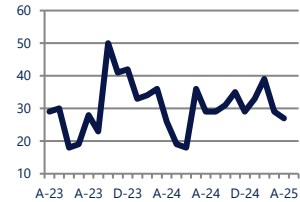
\$345,000



Down -4%
Vs. Year Ago

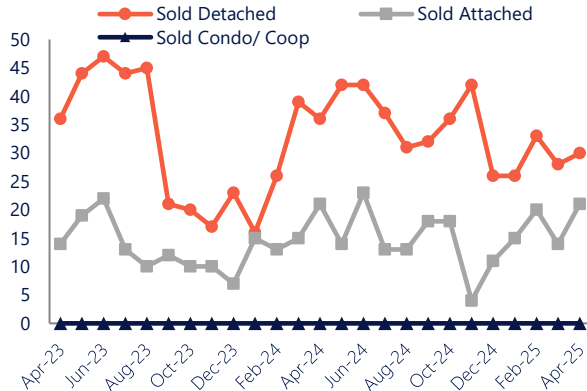
Days On Market

27



Up 4%
Vs. Year Ago

Units Sold*



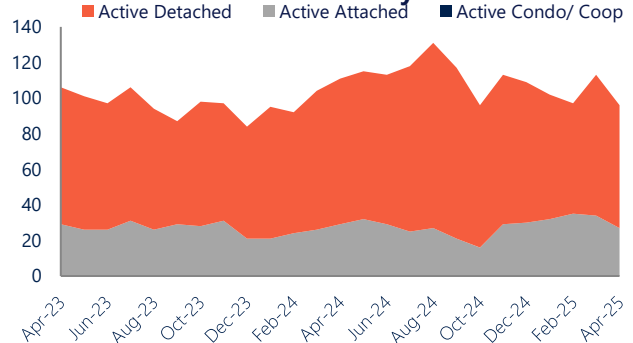
Units Sold

There was an increase in total units sold in April, with 51 sold this month in Willow Lake, Raleigh Place, and Green Acres versus 42 last month, an increase of 21%. This month's total units sold was lower than at this time last year, a decrease of 11% versus April 2024.

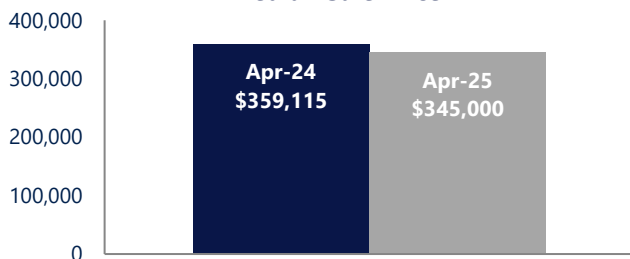
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 14%. The total number of active inventory this April was 96 compared to 111 in April 2024. This month's total of 96 is lower than the previous month's total supply of available inventory of 113, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Willow Lake, Raleigh Place, and Green Acres Homes was \$359,115. This April, the median sale price was \$345,000, a decrease of 4% or \$14,115 compared to last year. The current median sold price is 6% lower than in March.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Willow Lake, Raleigh Place, and Green Acres are defined as properties listed in zip code/s 23321.

*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 REIN 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 REIN or Long & Foster Real Estate, Inc.

THE LONG & FOSTER MARKET MINUTE™

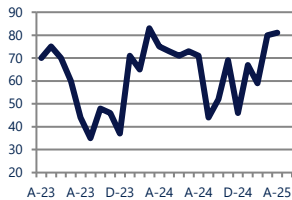
FOCUS ON: **WILLOW LAKE, RALEIGH PLACE, AND GREEN ACRES HOUSING MARKET**

APRIL 2025

Zip Code(s): 23321

New Listings

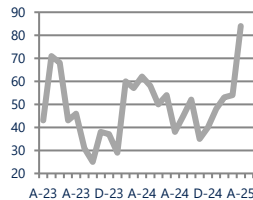
81



Up 8%
Vs. Year Ago

Current Contracts

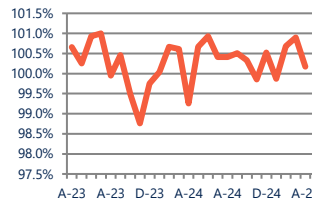
84



Up 35%
Vs. Year Ago

Sold Vs. List Price

100.2%



Up 0.9%
Vs. Year Ago

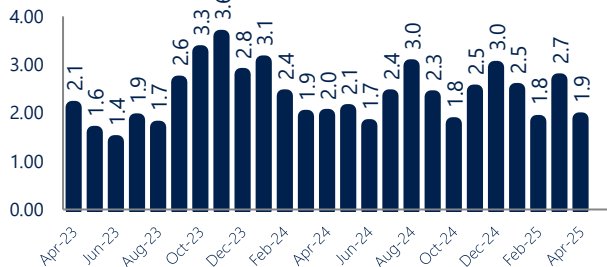
Months of Supply

1.9



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

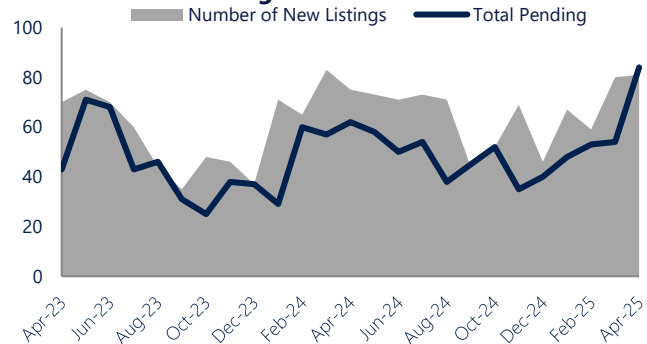
In April, there was 1.9 months of supply available in Willow Lake, Raleigh Place, and Green Acres. The amount of supply is similar compared to a year ago.

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.

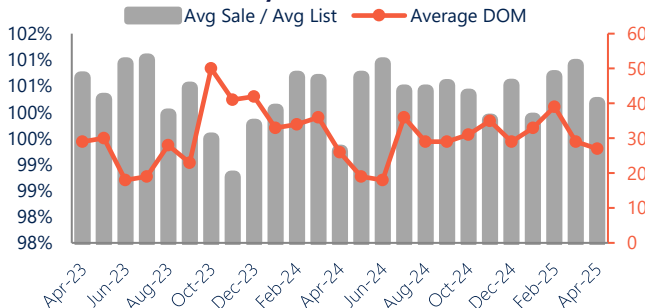
New Listings & Current Contracts

This month there were 81 homes newly listed for sale in Willow Lake, Raleigh Place, and Green Acres compared to 75 in April 2024, an increase of 8%. There were 84 current contracts pending sale this April compared to 62 a year ago. The number of current contracts is 35% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Willow Lake, Raleigh Place, and Green Acres was 100.2% 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 27, higher than the average last year, which was 26, an increase of 4%.

Willow Lake, Raleigh Place, and Green Acres are defined as properties listed in zip code/s 23321.

*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 REIN 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 REIN or Long & Foster Real Estate, Inc.