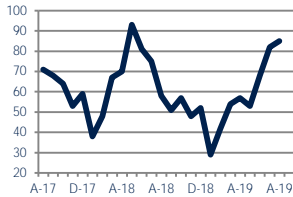


Zip Code(s): 23321

### Units Sold

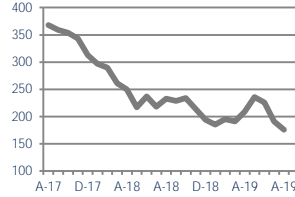
85



**Up**  
Vs. Year Ago

### Active Inventory

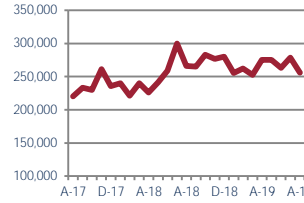
176



**Down -24%**  
Vs. Year Ago

### Median Sale Price

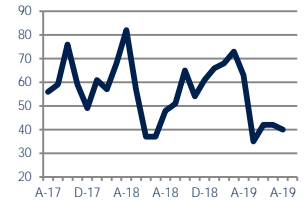
\$255,969



**Down -4%**  
Vs. Year Ago

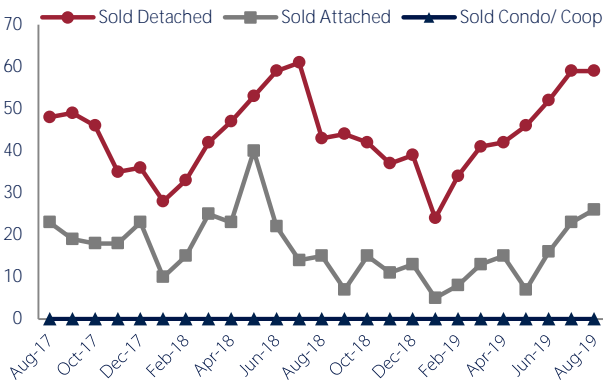
### Days On Market

40



**Down -17%**  
Vs. Year Ago

### Units Sold\*



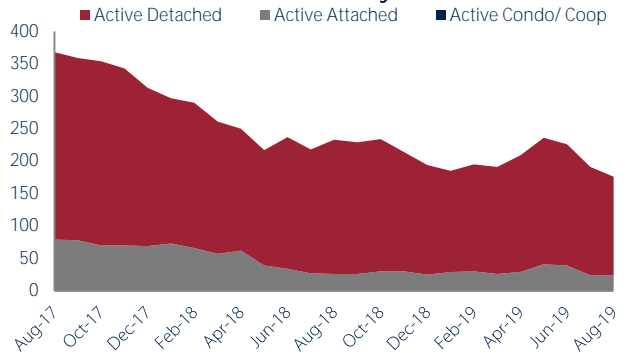
### Units Sold

There was an increase in total units sold in August, with 85 sold this month in Willow Lake, Raleigh Place, and Green Acres. This month's total units sold was higher than at this time last year.

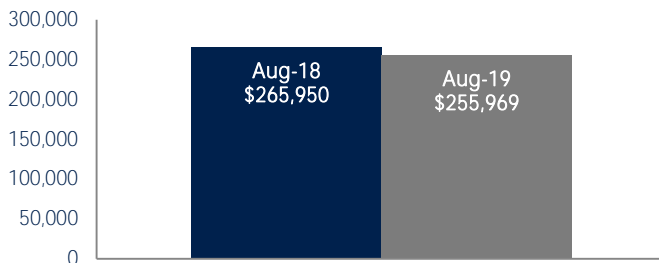
### Active Inventory

Versus last year, the total number of homes available this month is lower by 57 units or 24%. The total number of active inventory this August was 176 compared to 233 in August 2018. This month's total of 176 is lower than the previous month's total supply of available inventory of 191, a decrease of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last August, the median sale price for Willow Lake, Raleigh Place, and Green Acres Homes was \$265,950. This August, the median sale price was \$255,969, a decrease of 4% or \$9,981 compared to last year. The current median sold price is 8% lower than in July.

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.



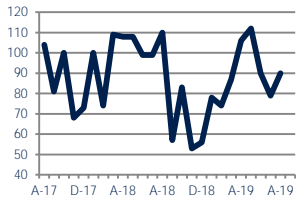
**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE



Zip Code(s): 23321

### New Listings

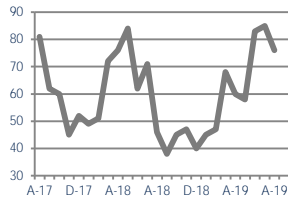
90



**Down -18%**  
Vs. Year Ago

### Current Contracts

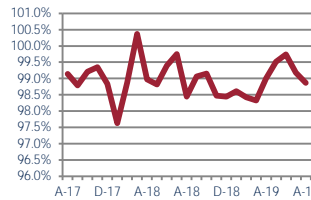
76



**Up 65%**  
Vs. Year Ago

### Sold Vs. List Price

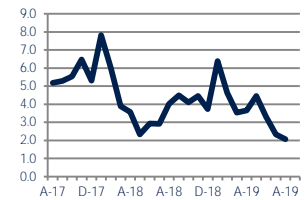
98.9%



**No Change**  
Vs. Year Ago

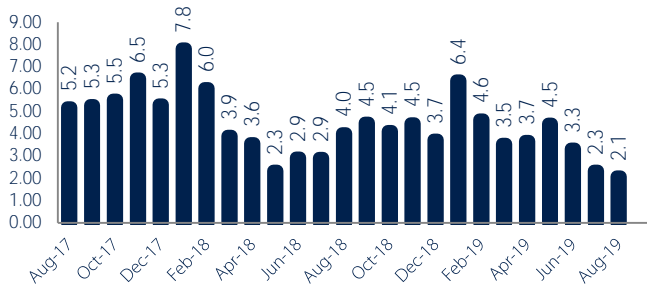
### Months of Supply

2.1



**Down -49%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

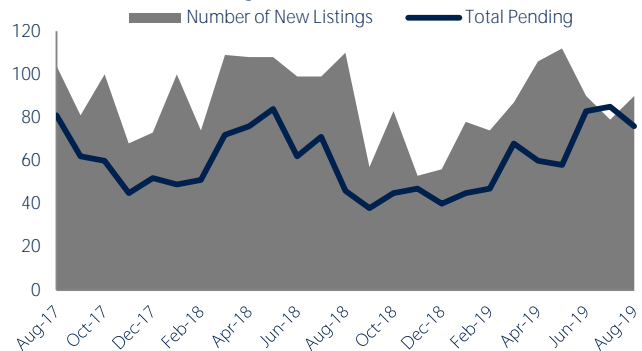
In August, there was 2.1 months of supply available in Willow Lake, Raleigh Place, and Green Acres, compared to 4.0 in August 2018. That is a decrease of 48% versus a year ago.

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.

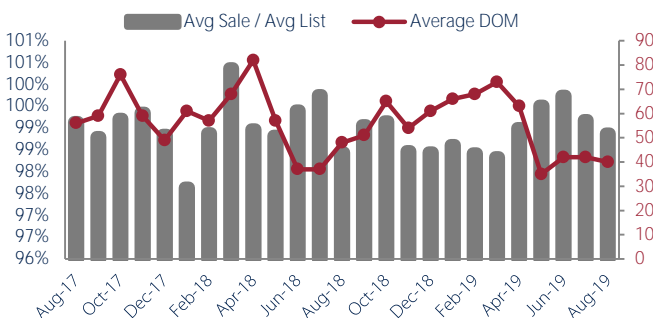
### New Listings & Current Contracts

This month there were 90 homes newly listed for sale in Willow Lake, Raleigh Place, and Green Acres compared to 110 in August 2018, a decrease of 18%. There were 76 current contracts pending sale this August compared to 46 a year ago. The number of current contracts is 65% higher than last August.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In August, the average sale price in Willow Lake, Raleigh Place, and Green Acres was 98.9% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 40, lower than the average last year, which was 48, a decrease of 17%.



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.

