

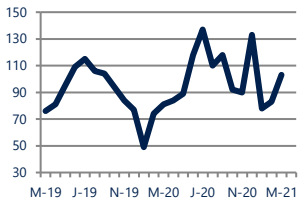


**Focus On: Eastwood and Mammoth Oak Housing Market**

March 2021

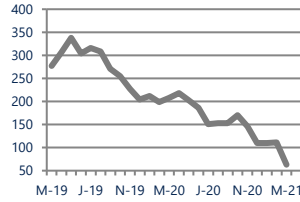
Zip Code(s): 23602 and 23606

**Units Sold**  
103



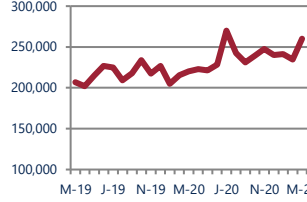
**Up 27%**  
Vs. Year Ago

**Active Inventory**  
63



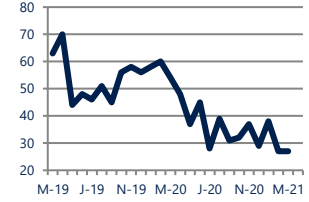
**Down -70%**  
Vs. Year Ago

**Median Sale Price**  
\$260,000



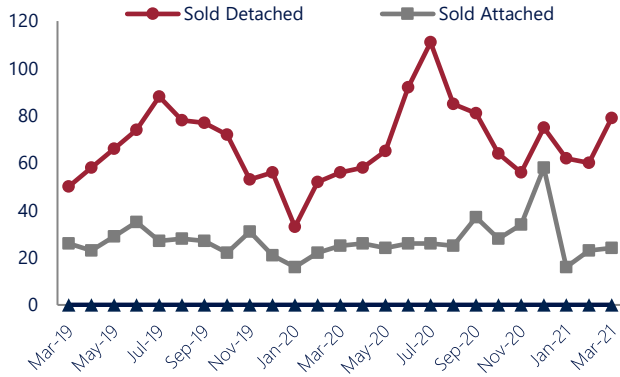
**Up 18%**  
Vs. Year Ago

**Days On Market**  
27



**Down -50%**  
Vs. Year Ago

**Units Sold\***



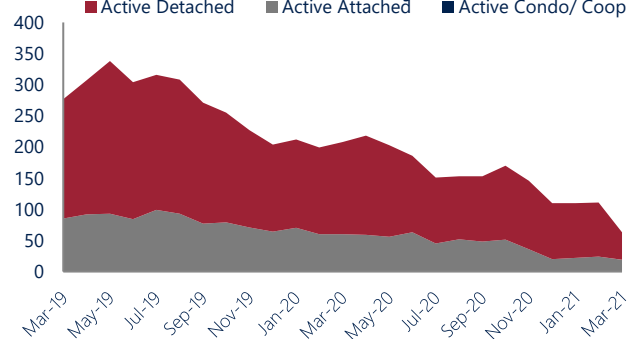
**Units Sold**

There was an increase in total units sold in March, with 103 sold this month in Eastwood and Mammoth Oak versus 83 last month, an increase of 24%. This month's total units sold was higher than at this time last year, an increase of 27% versus March 2020.

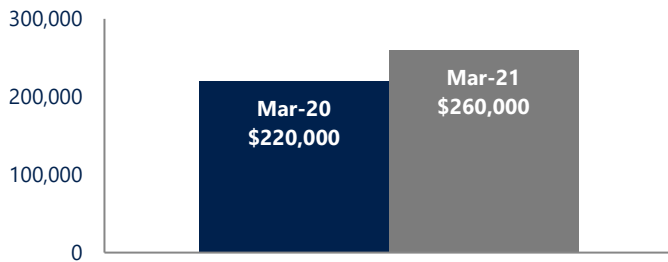
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 145 units or 70%. The total number of active inventory this March was 63 compared to 208 in March 2020. This month's total of 63 is lower than the previous month's total supply of available inventory of 111, a decrease of 43%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last March, the median sale price for Eastwood and Mammoth Oak Homes was \$220,000. This March, the median sale price was \$260,000, an increase of 18% or \$40,000 compared to last year. The current median sold price is 11% higher than in February.

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

Eastwood and Mammoth Oak are defined as properties listed in zip code/s 23602 and 23606.

\*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.

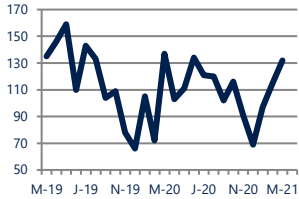




Zip Code(s): 23602 and 23606

### New Listings

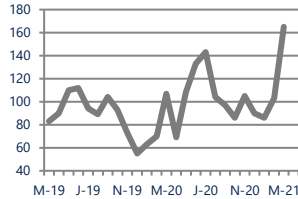
132



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

### Current Contracts

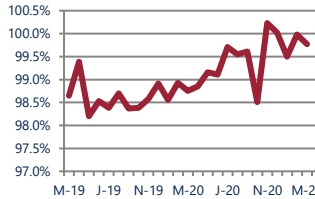
165



**Up 54%**  
Vs. Year Ago

### Sold Vs. List Price

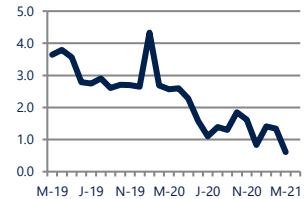
99.8%



**Up 1%**  
Vs. Year Ago

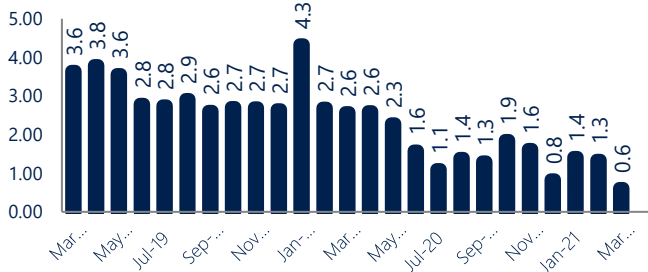
### Months of Supply

0.6



**Down -76%**  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

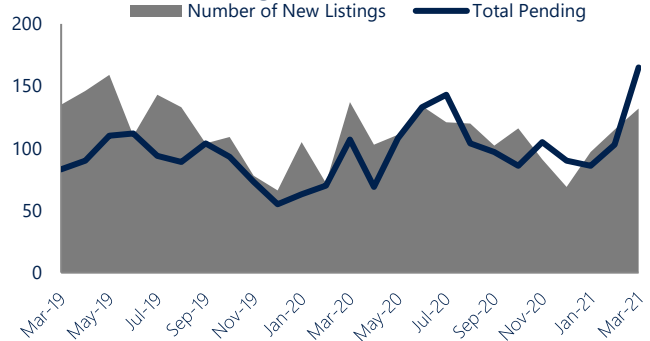
This month there were 132 homes newly listed for sale in Eastwood and Mammoth Oak compared to 137 in March 2020, a decrease of 4%. There were 165 current contracts pending sale this March compared to 107 a year ago. The number of current contracts is 54% higher than last March.

### Months of Supply

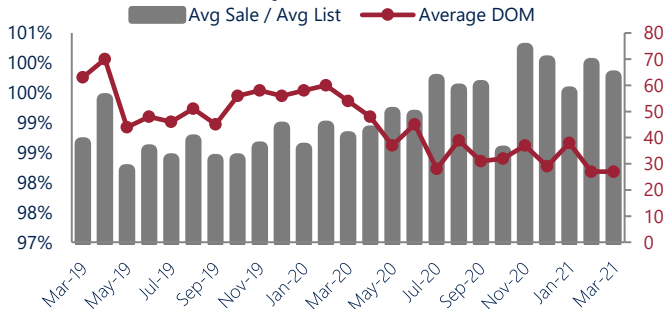
In March, there was 0.6 months of supply available in Eastwood and Mammoth Oak, compared to 2.6 in March 2020. That is a decrease of 76% versus a year ago.

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



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Eastwood and Mammoth Oak was 99.8% of the average list price, which is 1.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 27, lower than the average last year, which was 54, a decrease of 50%.



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