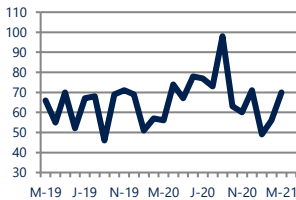




Zip Code(s): 23523, 23324 and 23325

Units Sold

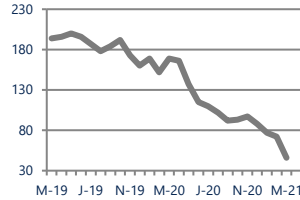
70



Up 25%
Vs. Year Ago

Active Inventory

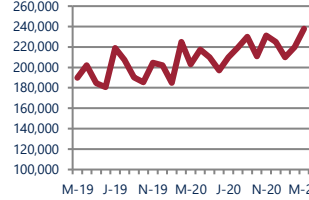
46



Down -73%
Vs. Year Ago

Median Sale Price

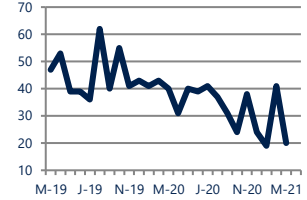
\$237,900



Up 17%
Vs. Year Ago

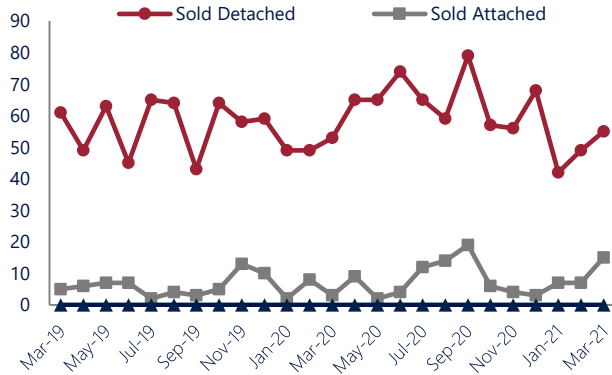
Days On Market

20



Down -50%
Vs. Year Ago

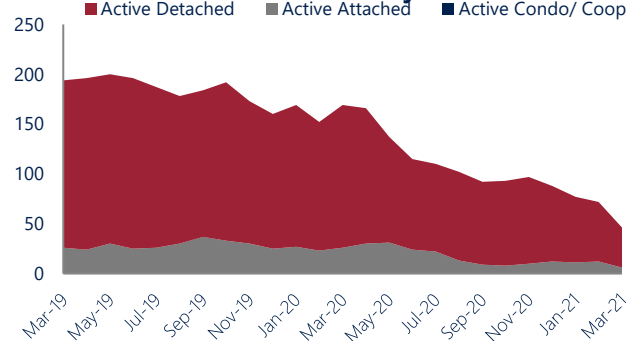
Units Sold*



Units Sold

There was an increase in total units sold in March, with 70 sold this month in Portlock, Norfolk Highlands, and Campostella Heights versus 56 last month, an increase of 25%. This month's total units sold was higher than at this time last year, an increase of 25% versus March 2020.

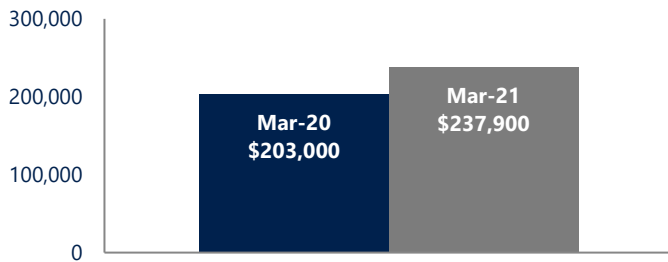
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 123 units or 73%. The total number of active inventory this March was 46 compared to 169 in March 2020. This month's total of 46 is lower than the previous month's total supply of available inventory of 72, a decrease of 36%.

Median Sale Price



Median Sale Price

Last March, the median sale price for Portlock, Norfolk Highlands, and Campostella Heights Homes was \$203,000. This March, the median sale price was \$237,900, an increase of 17% or \$34,900 compared to last year. The current median sold price is 8% 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.

Portlock, Norfolk Highlands, and Campostella Heights are defined as properties listed in zip code/s 23523, 23324 and 23325.

*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.
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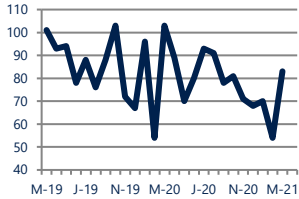




Zip Code(s): 23523, 23324 and 23325

New Listings

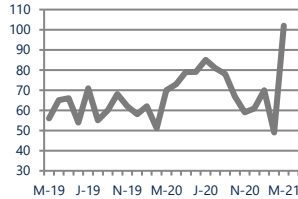
83



Down -19%
Vs. Year Ago

Current Contracts

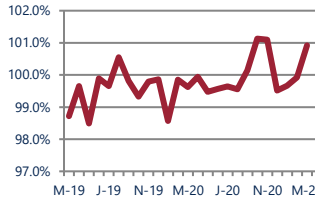
102



Up 46%
Vs. Year Ago

Sold Vs. List Price

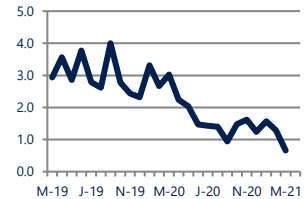
100.9%



Up 1.3%
Vs. Year Ago

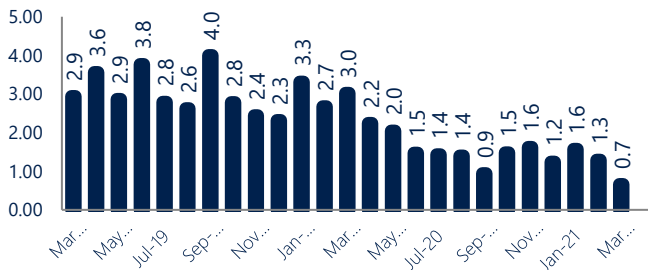
Months of Supply

0.7



Down -78%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

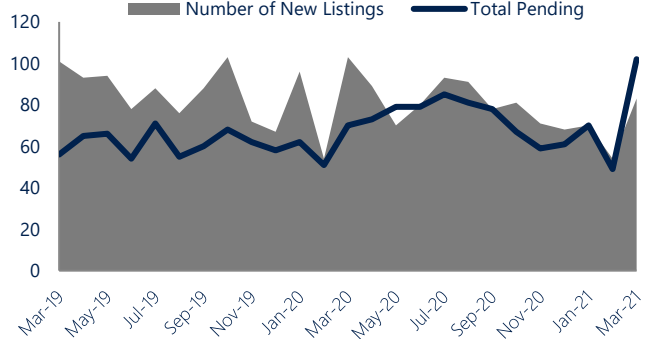
This month there were 83 homes newly listed for sale in Portlock, Norfolk Highlands, and Campostella Heights compared to 103 in March 2020, a decrease of 19%. There were 102 current contracts pending sale this March compared to 70 a year ago. The number of current contracts is 46% higher than last March.

Months of Supply

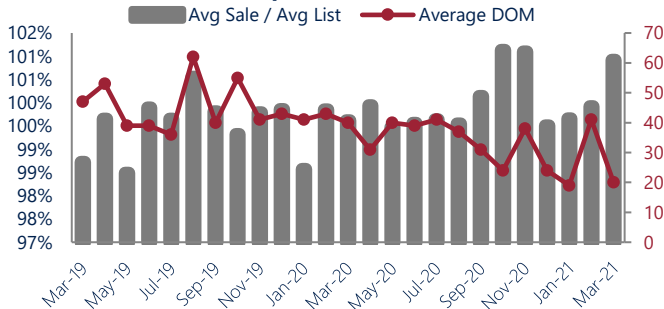
In March, there was 0.7 months of supply available in Portlock, Norfolk Highlands, and Campostella Heights, compared to 3.0 in March 2020. That is a decrease of 78% versus a year ago.

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 Portlock, Norfolk Highlands, and Campostella Heights was 100.9% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 20, lower than the average last year, which was 40, a decrease of 50%.



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