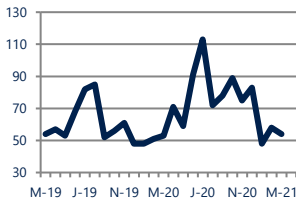




Zip Code(s): 23321

Units Sold

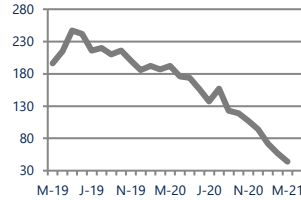
54



Up 2%
Vs. Year Ago

Active Inventory

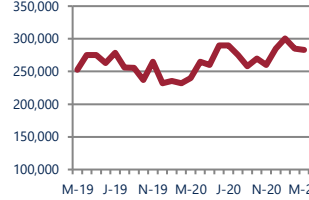
44



Down -77%
Vs. Year Ago

Median Sale Price

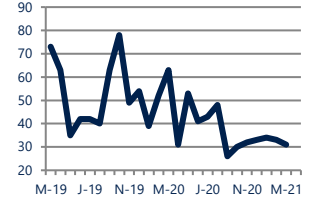
\$283,135



Up 18%
Vs. Year Ago

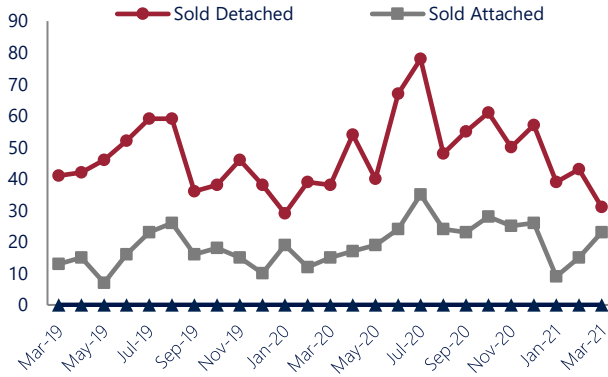
Days On Market

31



Down -51%
Vs. Year Ago

Units Sold*



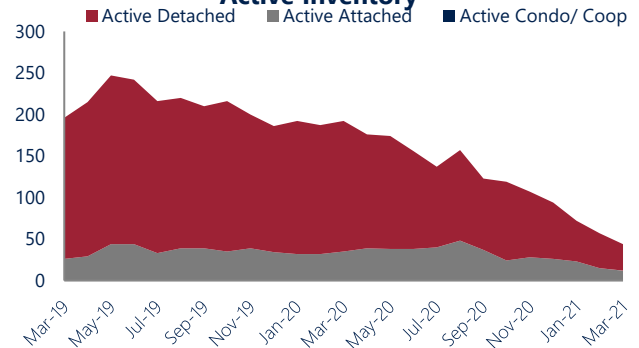
Units Sold

There was a decrease in total units sold in March, with 54 sold this month in Willow Lake, Raleigh Place, and Green Acres versus 58 last month, a decrease of 7%. This month's total units sold was higher than at this time last year, an increase of 2% versus March 2020.

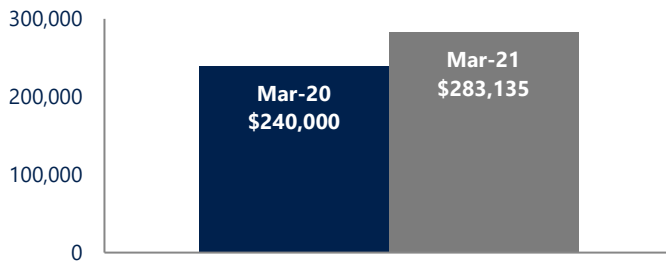
Active Inventory

Versus last year, the total number of homes available this month is lower by 148 units or 77%. The total number of active inventory this March was 44 compared to 192 in March 2020. This month's total of 44 is lower than the previous month's total supply of available inventory of 57, a decrease of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Willow Lake, Raleigh Place, and Green Acres Homes was \$240,000. This March, the median sale price was \$283,135, an increase of 18% or \$43,135 compared to last year. The current median sold price is 1% lower 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.

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.

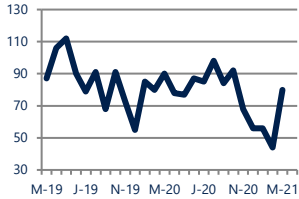




Zip Code(s): 23321

New Listings

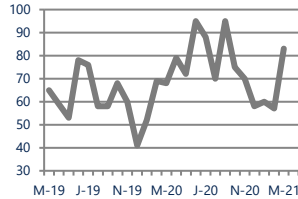
80



Down -11%
Vs. Year Ago

Current Contracts

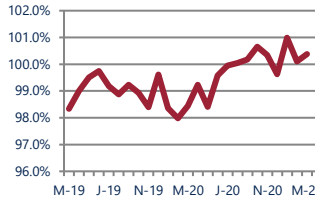
83



Up 22%
Vs. Year Ago

Sold Vs. List Price

100.4%



Up 2%
Vs. Year Ago

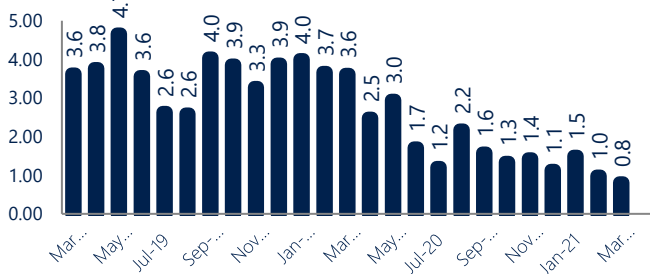
Months of Supply

0.8



Down -78%
Vs. Year Ago

Months of Supply



Months of Supply

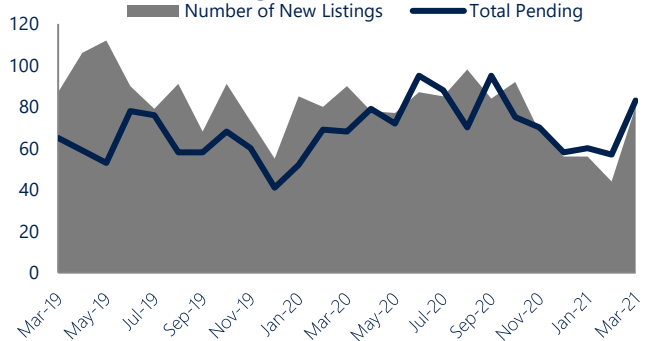
In March, there was 0.8 months of supply available in Willow Lake, Raleigh Place, and Green Acres, compared to 3.6 in March 2020. That is a decrease of 78% versus a year ago.

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.

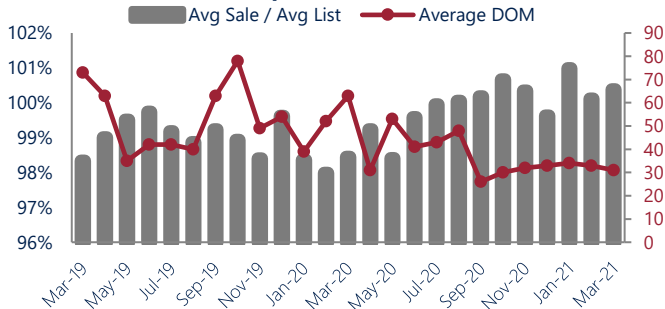
New Listings & Current Contracts

This month there were 80 homes newly listed for sale in Willow Lake, Raleigh Place, and Green Acres compared to 90 in March 2020, a decrease of 11%. There were 83 current contracts pending sale this March compared to 68 a year ago. The number of current contracts is 22% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Willow Lake, Raleigh Place, and Green Acres was 100.4% of the average list price, which is 1.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 31, lower than the average last year, which was 63, a decrease of 51%.



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.

