



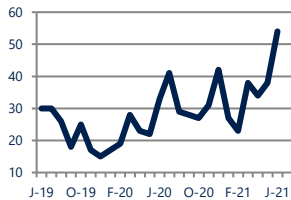
## Focus On: Chelsea, Ghent, and Neon District Housing Market

June 2021

Zip Code(s): 23507, 23517, 23510

### Units Sold

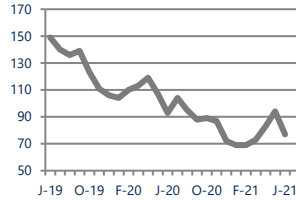
54



Up  
Vs. Year Ago

### Active Inventory

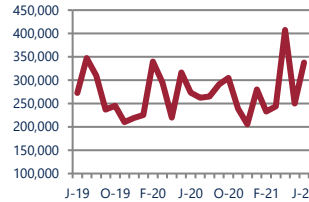
77



Down -17%  
Vs. Year Ago

### Median Sale Price

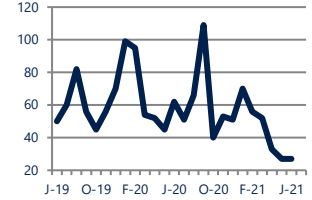
\$337,500



Up 24%  
Vs. Year Ago

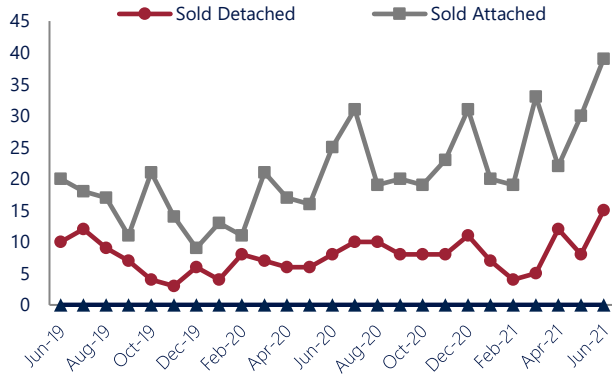
### Days On Market

27



Down -56%  
Vs. Year Ago

### Units Sold\*



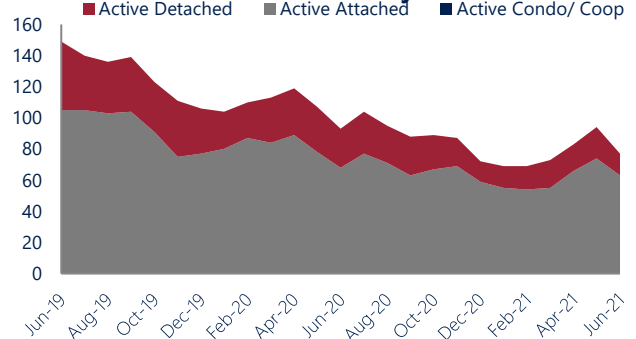
### Units Sold

There was an increase in total units sold in June, with 54 sold this month in Chelsea, Ghent, and Neon District. 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 16 units or 17%. The total number of active inventory this June was 77 compared to 93 in June 2020. This month's total of 77 is lower than the previous month's total supply of available inventory of 94, a decrease of 18%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for Chelsea, Ghent, and Neon District Homes was \$273,000. This June, the median sale price was \$337,500, an increase of \$64,500 compared to last year. The current median sold price is higher than in May.

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

Chelsea, Ghent, and Neon District are defined as properties listed in zip code/s 23507, 23517, 23510.

\*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.

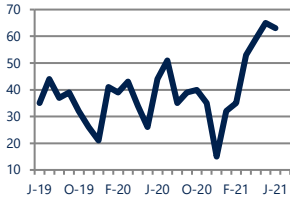




Zip Code(s): 23507, 23517, 23510

### New Listings

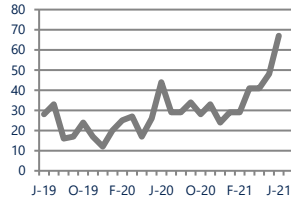
63



**Up 43%**  
Vs. Year Ago

### Current Contracts

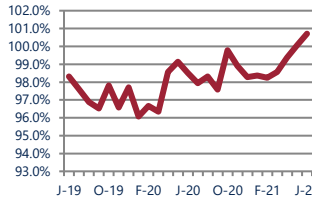
67



**Up 52%**  
Vs. Year Ago

### Sold Vs. List Price

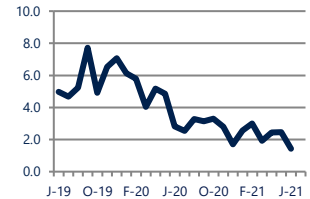
100.7%



**Up 2.2%**  
Vs. Year Ago

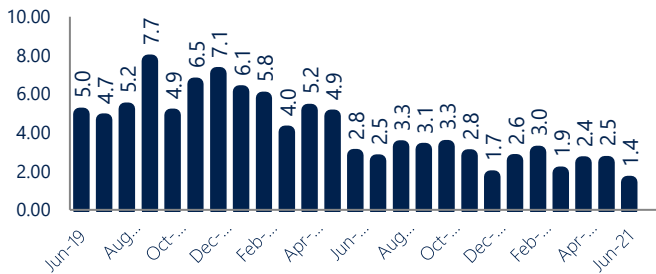
### Months of Supply

1.4



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

### Months Of Supply



### Months of Supply

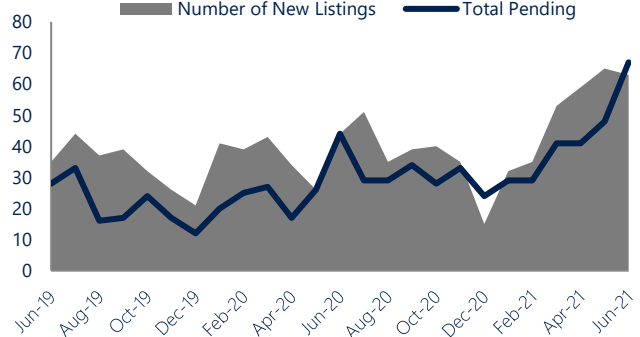
In June, there was 1.4 months of supply available in Chelsea, Ghent, and Neon District, compared to 2.8 in June 2020. That is a decrease of 49% versus a year ago.

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.

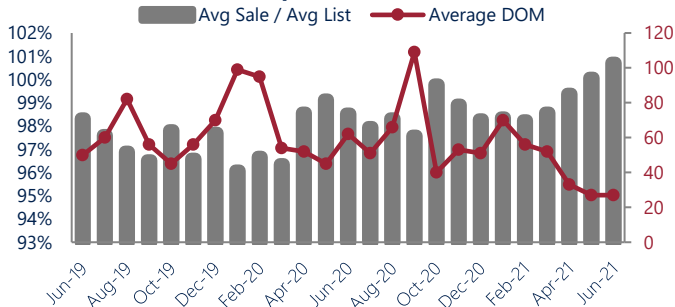
### New Listings & Current Contracts

This month there were 63 homes newly listed for sale in Chelsea, Ghent, and Neon District compared to 44 in June 2020, an increase of 43%. There were 67 current contracts pending sale this June compared to 44 a year ago. The number of current contracts is 52% higher than last June.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In June, the average sale price in Chelsea, Ghent, and Neon District was 100.7% of the average list price, which is 2.2% 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 62, a decrease of 56%.

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