

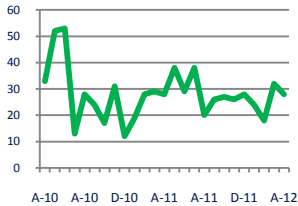


## Focus On: Westover Hills Housing Market

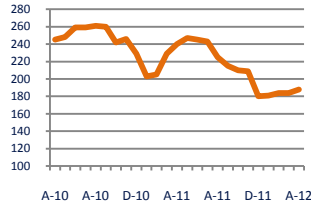
April 2012

Zip Code(s): 23225

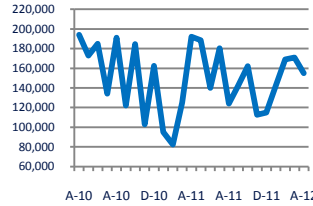
**Units Sold**  
**28**



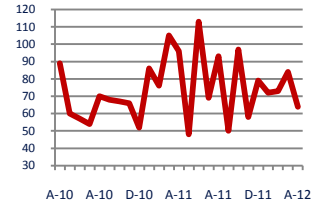
**Active Inventory**  
**188**



**Median Sale Price**  
**\$154,975**



**Days On Market**  
**64**



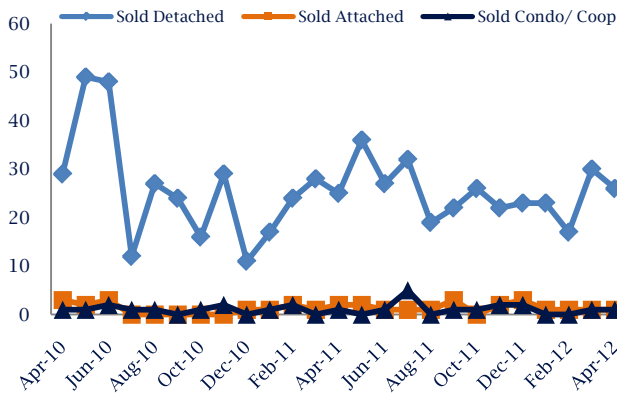
**No Change**  
Vs. Year Ago

**Down - 22%**  
Vs. Year Ago

**Down - 19%**  
Vs. Year Ago

**Down - 33%**  
Vs. Year Ago

### Units Sold\*



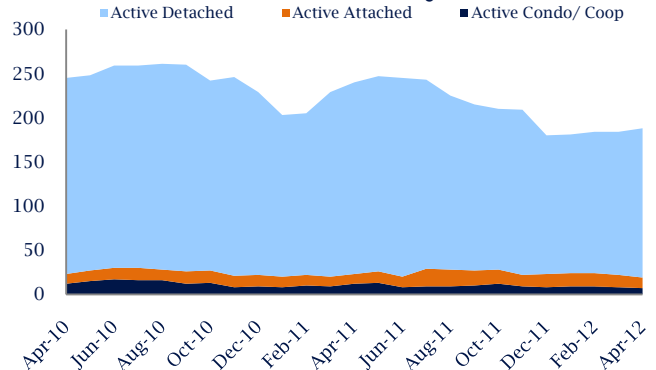
### Units Sold

There was a decrease in total units sold in April, with 28 sold this month in Westover Hills, a decrease of 13%. This month's total units sold is similar compared to a year ago.

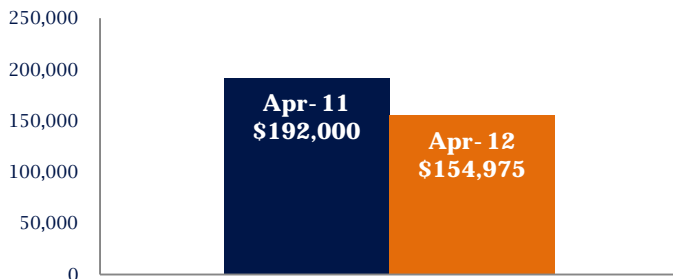
### Active Inventory

Versus last year, the total number of homes available this month is lower by 52 units or 22%. The total number of active inventory this April was 188 compared to 240 in April 2011. This month's total of 188 is higher than the previous month's total supply of available inventory of 184, an increase of 2%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last April, the median sale price for Westover Hills Homes was \$192,000. This April, the median sale price was \$154,975, a decrease of 19% or \$37,025 compared to last year. The current median sold price is 9% lower than in March.

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

Westover Hills are defined as properties listed in zip code/s 23225.

\*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 CVRMLS 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 CVRMLS or Long & Foster Real Estate, Inc.





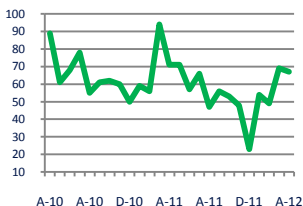
## Focus On: Westover Hills Housing Market

April 2012

Zip Code(s): 23225

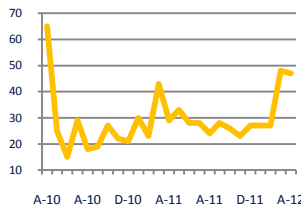
### New Listings

67



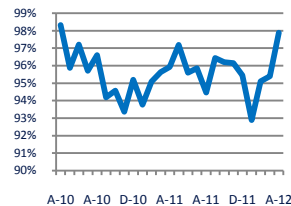
### Current Contracts

47



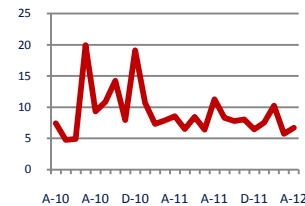
### Sold Vs. List Price

97.9%



### Months of Supply

6.7



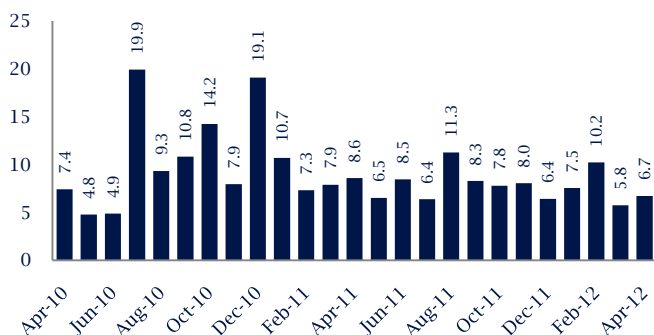
**Down - 6%**  
Vs. Year Ago

**Up 62%**  
Vs. Year Ago

**Up 2.1%**  
Vs. Year Ago

**Down - 22%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

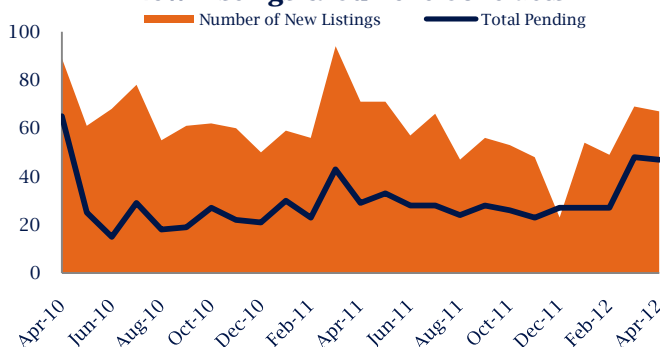
In April, there was 6.7 months of supply available in Westover Hills, compared to 8.6 in April 2011. That is a decrease of 22% versus a year ago.

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.

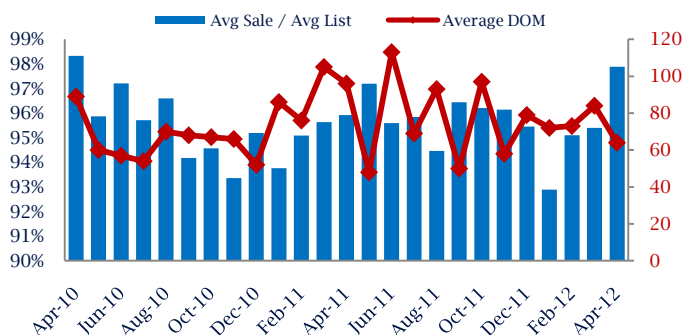
### New Listings & Current Contracts

This month there were 67 homes newly listed for sale in Westover Hills compared to 71 in April 2011, a decrease of 6%. There were 47 current contracts pending sale this April compared to 29 a year ago. The number of current contracts is 62% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Westover Hills was 97.9% of the average list price, which is 2.0% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 96, a decrease of 33%.

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