

THE LONG & FOSTER MARKET MINUTE™

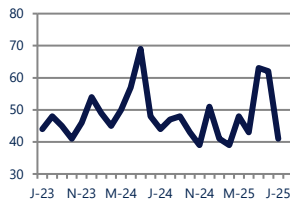
FOCUS ON: **EAST END HOUSING MARKET**

JULY 2025

Zip Code(s): 23223

Units Sold

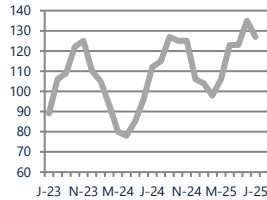
41



Down -7%
Vs. Year Ago

Active Inventory

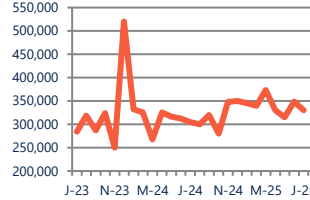
127



Up 13%
Vs. Year Ago

Median Sale Price

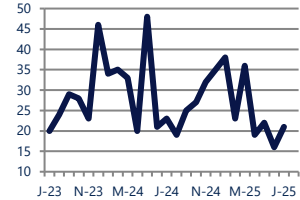
\$330,000



Up 8%
Vs. Year Ago

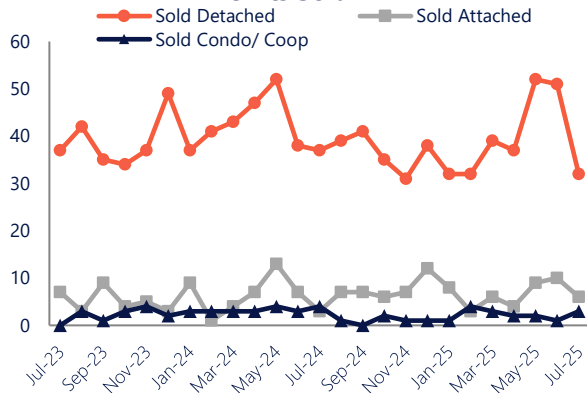
Days On Market

21



Down -9%
Vs. Year Ago

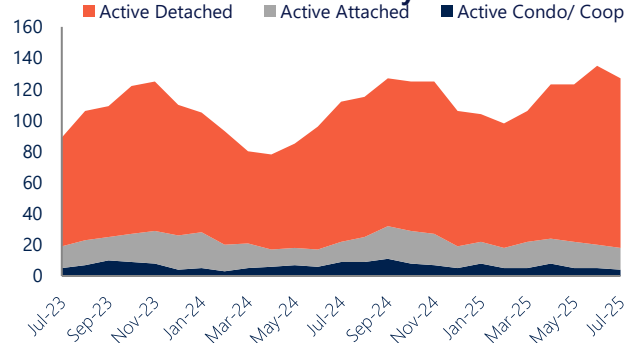
Units Sold*



Units Sold

There was a decrease in total units sold in July, with 41 sold this month in East End versus 62 last month, a decrease of 34%. This month's total units sold was lower than at this time last year, a decrease of 7% versus July 2024.

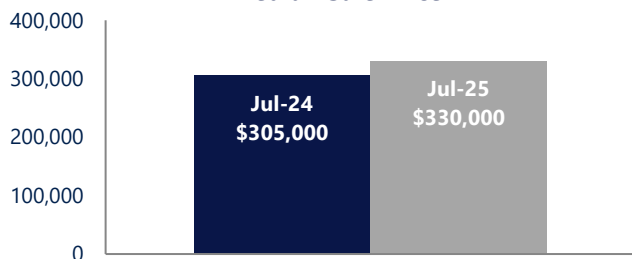
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is higher by 15 units or 13%. The total number of active inventory this July was 127 compared to 112 in July 2024. This month's total of 127 is lower than the previous month's total supply of available inventory of 135, a decrease of 6%.

Median Sale Price



Median Sale Price

Last July, the median sale price for East End Homes was \$305,000. This July, the median sale price was \$330,000, an increase of 8% or \$25,000 compared to last year. The current median sold price is 5% lower than in June.

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

East End are defined as properties listed in zip code/s 23223.

*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.

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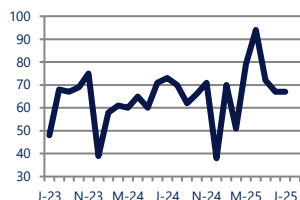
FOCUS ON: **EAST END HOUSING MARKET**

JULY 2025

Zip Code(s): 23223

New Listings

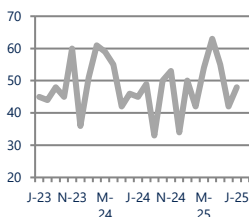
67



Down -8%
Vs. Year Ago

Current Contracts

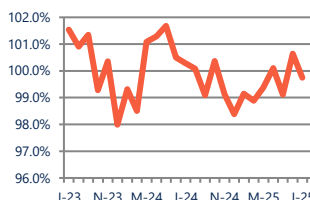
48



Up 7%
Vs. Year Ago

Sold Vs. List Price

99.8%



Down -0.5%
Vs. Year Ago

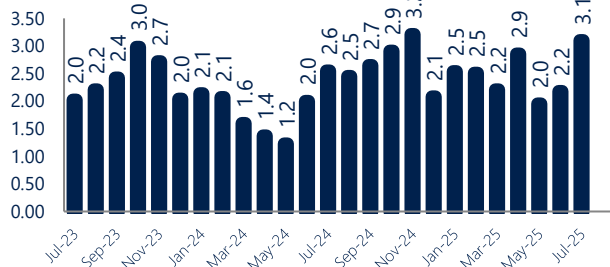
Months of Supply

3.1



Up 22%
Vs. Year Ago

Months Of Supply



Months of Supply

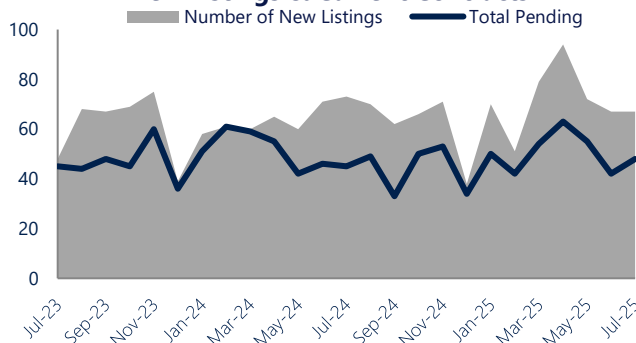
In July, there was 3.1 months of supply available in East End, compared to 2.5 in July 2024. That is an increase of 22% versus a year ago.

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.

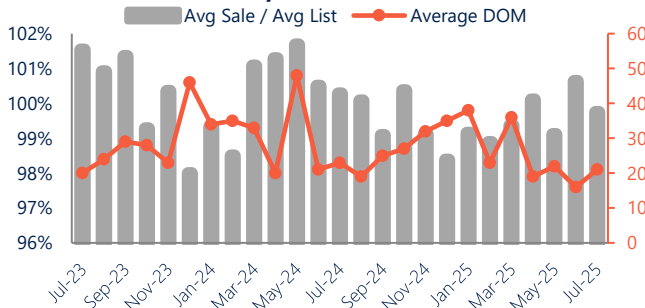
New Listings & Current Contracts

This month there were 67 homes newly listed for sale in East End compared to 73 in July 2024, a decrease of 8%. There were 48 current contracts pending sale this July compared to 45 a year ago. The number of current contracts is 7% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in East End was 99.8% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 21, lower than the average last year, which was 23, a decrease of 9%.

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