



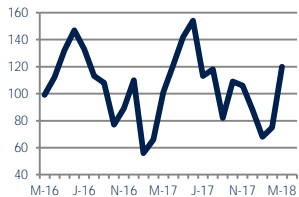
## Focus On: West End Housing Market

March 2018

Zip Code(s): 22302, 22304 and 22311

### Units Sold

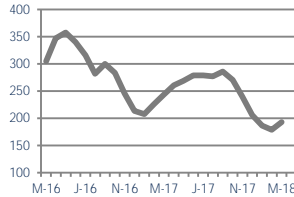
120



Up 19%  
Vs. Year Ago

### Active Inventory

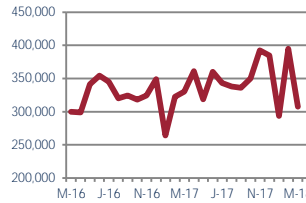
193



Down -21%  
Vs. Year Ago

### Median Sale Price

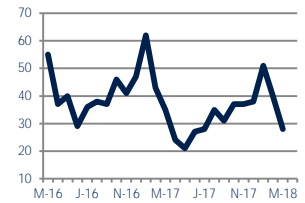
\$307,450



Down -7%  
Vs. Year Ago

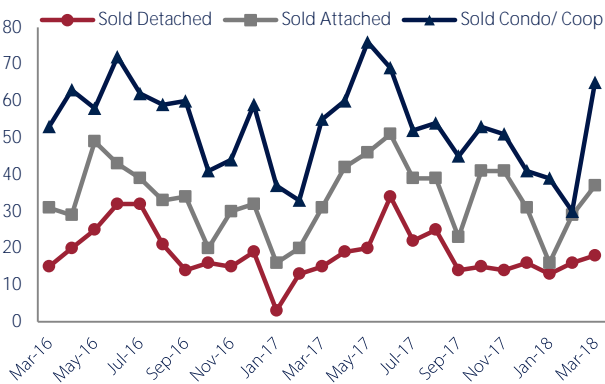
### Days On Market

28



Down -20%  
Vs. Year Ago

### Units Sold\*



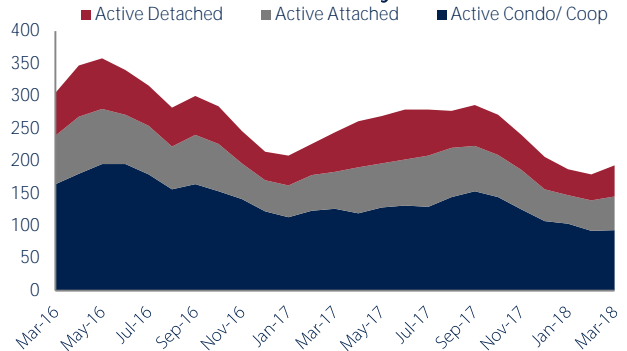
### Units Sold

There was an increase in total units sold in March, with 120 sold this month in West End. This month's total units sold was higher than at this time last year.

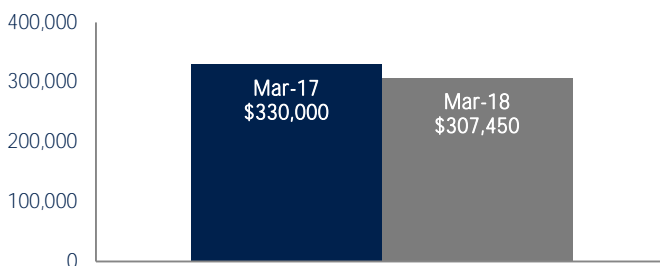
### Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 21%. The total number of active inventory this March was 193 compared to 244 in March 2017. This month's total of 193 is higher than the previous month's total supply of available inventory of 179, an increase of 8%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last March, the median sale price for West End Homes was \$330,000. This March, the median sale price was \$307,450, a decrease of 7% or \$22,550 compared to last year. The current median sold price is 22% 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.

West End are defined as properties listed in zip code/s 22302, 22304 and 22311.

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



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



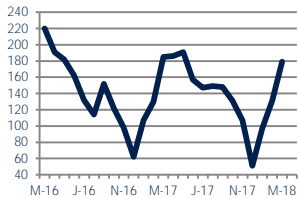
## Focus On: West End Housing Market

March 2018

Zip Code(s): 22302, 22304 and 22311

### New Listings

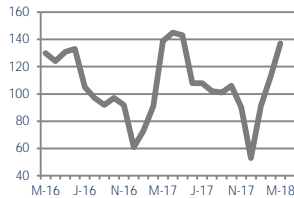
179



Down -3%  
Vs. Year Ago

### Current Contracts

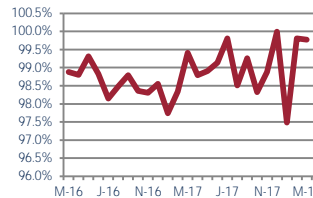
137



Down -1%  
Vs. Year Ago

### Sold Vs. List Price

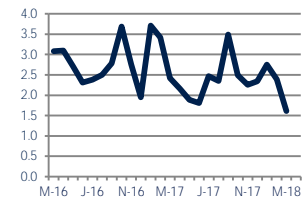
99.8%



No Change  
Vs. Year Ago

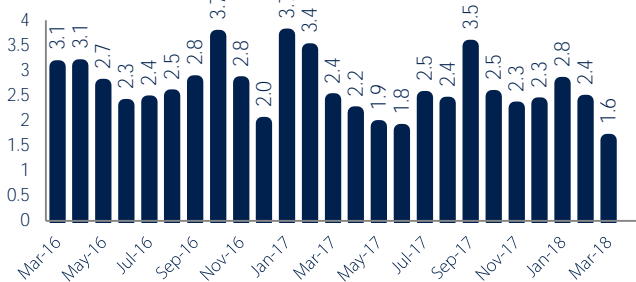
### Months of Supply

1.6



Down -33%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

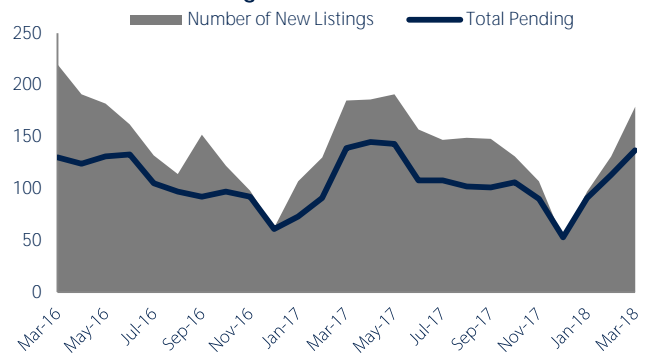
In March, there was 1.6 months of supply available in West End, compared to 2.4 in March 2017. That is a decrease of 33% versus a year ago.

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.

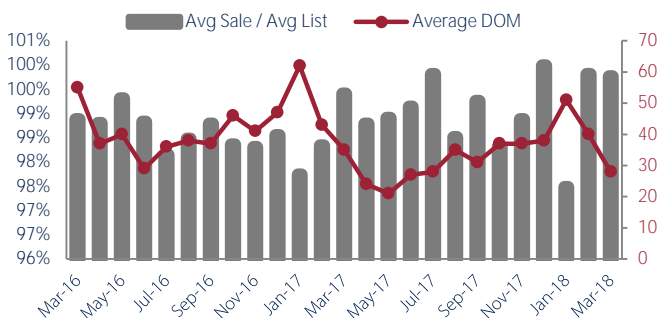
### New Listings & Current Contracts

This month there were 179 homes newly listed for sale in West End compared to 185 in March 2017, a decrease of 3%. There were 137 current contracts pending sale this March compared to 139 a year ago. The number of current contracts is 1% lower 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 West End was 99.8% of the average list price, which is similar compared to a year ago.

### Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 35, a decrease of 20%.



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