



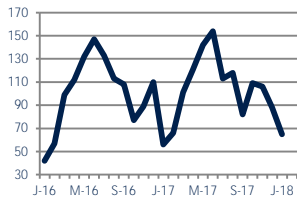
Focus On: West End Housing Market

January 2018

Zip Code(s): 22302, 22304 and 22311

Units Sold

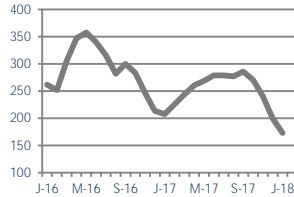
65



Up 16%
Vs. Year Ago

Active Inventory

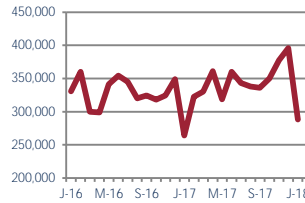
173



Down -17%
Vs. Year Ago

Median Sale Price

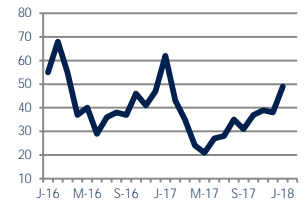
\$288,000



Up 9%
Vs. Year Ago

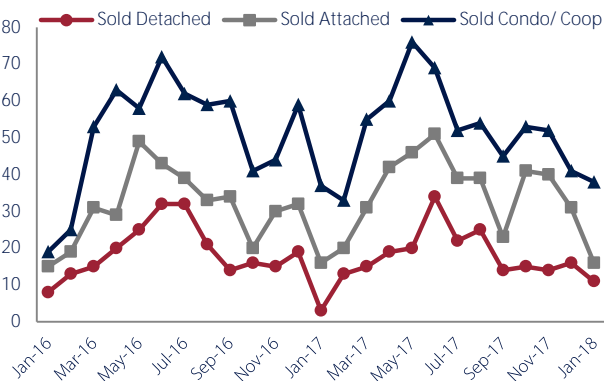
Days On Market

49



Down -21%
Vs. Year Ago

Units Sold*



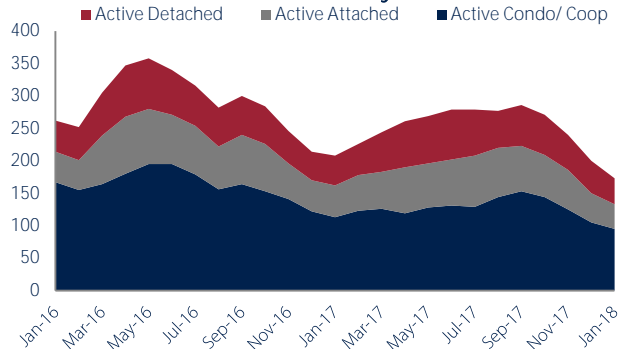
Units Sold

There was a decrease in total units sold in January, with 65 sold this month in West End versus 88 last month, a decrease of 26%. This month's total units sold was higher than at this time last year, an increase of 16% versus January 2017.

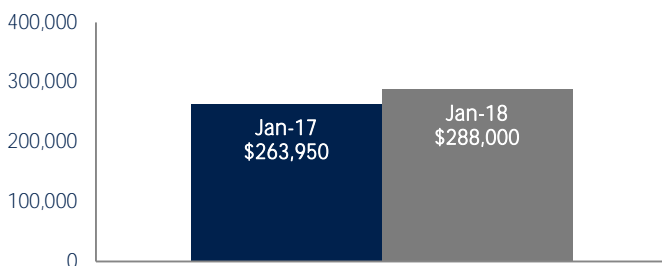
Active Inventory

Versus last year, the total number of homes available this month is lower by 35 units or 17%. The total number of active inventory this January was 173 compared to 208 in January 2017. This month's total of 173 is lower than the previous month's total supply of available inventory of 200, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for West End Homes was \$263,950. This January, the median sale price was \$288,000, an increase of \$24,050 compared to last year. The current median sold price is lower than in December.

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.





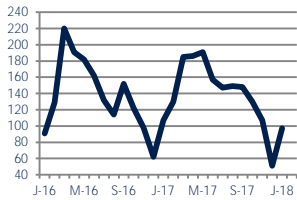
Focus On: West End Housing Market

January 2018

Zip Code(s): 22302, 22304 and 22311

New Listings

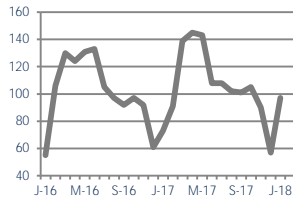
97



Down -9%
Vs. Year Ago

Current Contracts

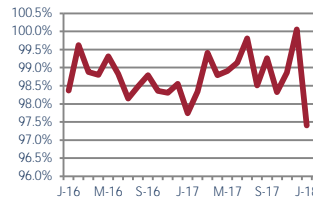
97



Up 33%
Vs. Year Ago

Sold Vs. List Price

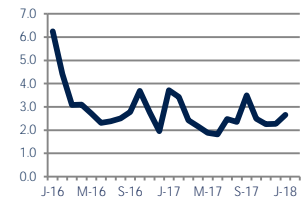
97.4%



No Change
Vs. Year Ago

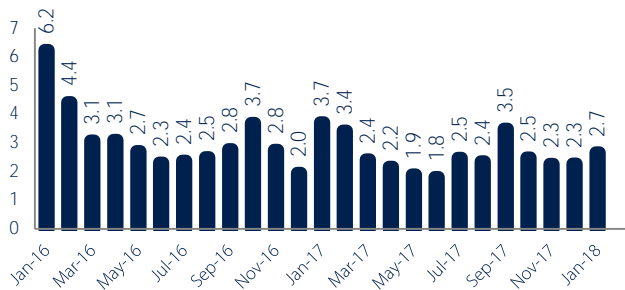
Months of Supply

2.7



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

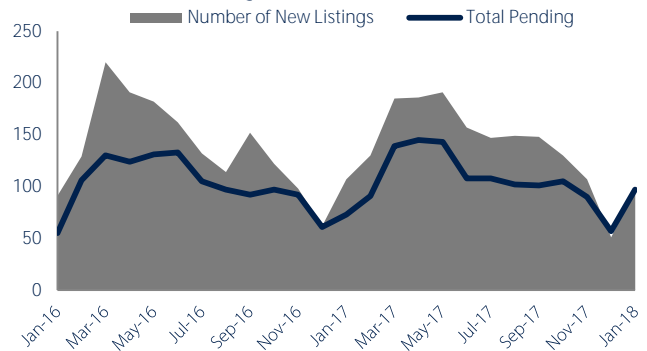
In January, there was 2.7 months of supply available in West End, compared to 3.7 in January 2017. That is a decrease of 28% versus a year ago.

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.

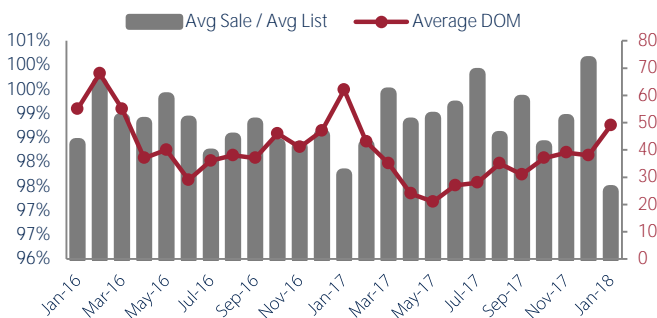
New Listings & Current Contracts

This month there were 97 homes newly listed for sale in West End compared to 107 in January 2017, a decrease of 9%. There were 97 current contracts pending sale this January compared to 73 a year ago. The number of current contracts is 33% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in West End was 97.4% 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 49, lower than the average last year, which was 62, a decrease of 21%.



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