



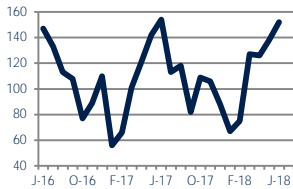
# The Long & Foster Market Minute™

## Focus On: West End Housing Market

June 2018

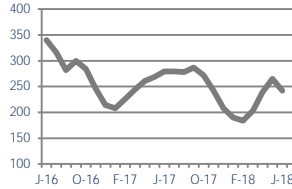
Zip Code(s): 22302, 22304 and 22311

**Units Sold**  
152



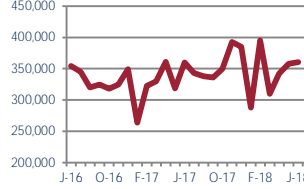
Down -1%  
Vs. Year Ago

**Active Inventory**  
242



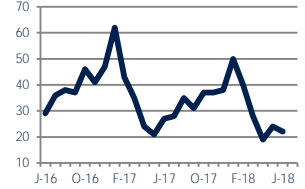
Down -13%  
Vs. Year Ago

**Median Sale Price**  
\$360,500



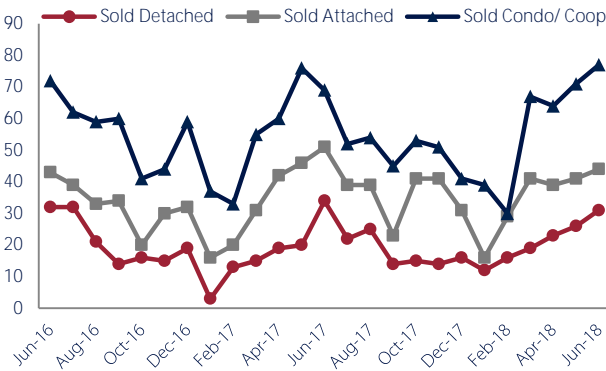
No Change  
Vs. Year Ago

**Days On Market**  
22



Down -19%  
Vs. Year Ago

### Units Sold\*



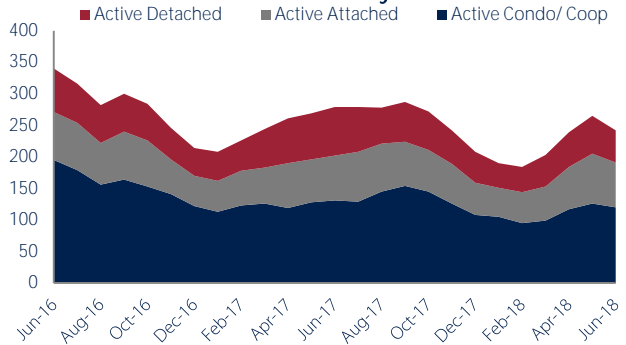
### Units Sold

There was an increase in total units sold in June, with 152 sold this month in West End versus 138 last month, an increase of 10%. This month's total units sold was lower than at this time last year, a decrease of 1% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 37 units or 13%. The total number of active inventory this June was 242 compared to 279 in June 2017. This month's total of 242 is lower than the previous month's total supply of available inventory of 265, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for West End Homes was \$359,950. This June, the median sale price was \$360,500, which is similar compared to a year ago. The current median sold price is 1% 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.



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.





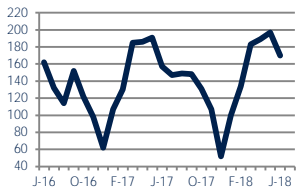
## Focus On: West End Housing Market

June 2018

Zip Code(s): 22302, 22304 and 22311

### New Listings

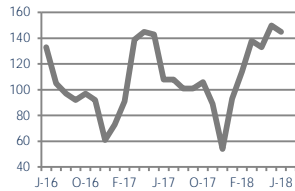
170



Up 8%  
Vs. Year Ago

### Current Contracts

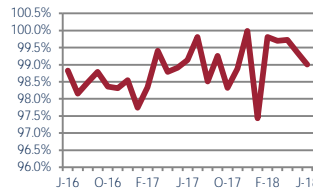
145



Up 34%  
Vs. Year Ago

### Sold Vs. List Price

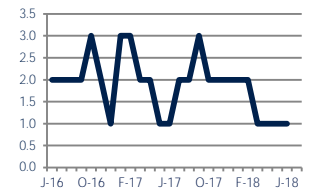
99.0%



No Change  
Vs. Year Ago

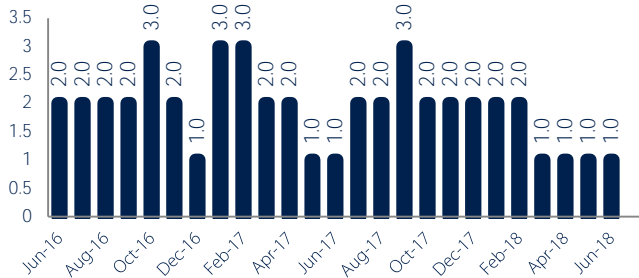
### Months of Supply

1.0



No Change  
Vs. Year Ago

### Months Of Supply



### Months of Supply

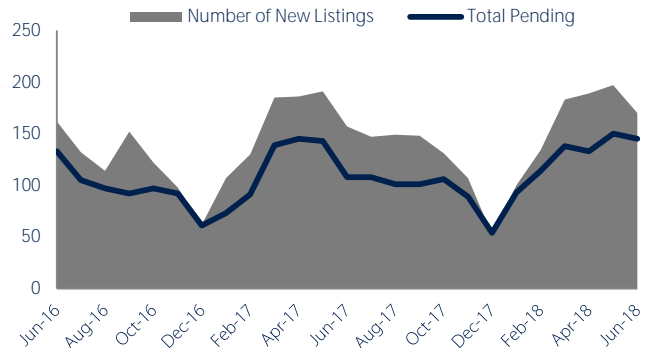
In June, there was 1.6 months of supply available in West End, compared to 1.8 in June 2017. That is a decrease of 12% versus a year ago.

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.

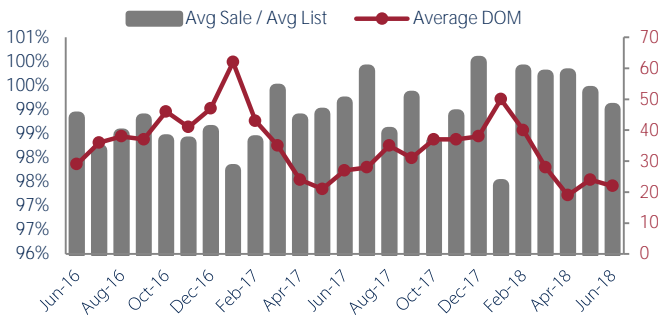
### New Listings & Current Contracts

This month there were 170 homes newly listed for sale in West End compared to 157 in June 2017, an increase of 8%. There were 145 current contracts pending sale this June compared to 108 a year ago. The number of current contracts is 34% 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 West End was 99.0% 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 22, lower than the average last year, which was 27, a decrease of 19%.



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