



# The Long & Foster Market Minute™

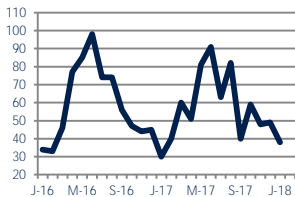
Focus On: Windsor Farms, The Fan, and Museum District Housing Market

January 2018

Zip Code(s): 23221, 23220, 23241 and 23219

## Units Sold

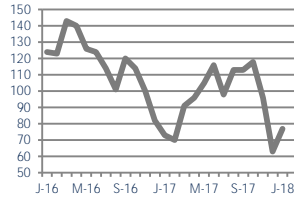
38



Up 27%  
Vs. Year Ago

## Active Inventory

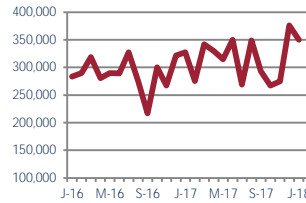
77



Up 5%  
Vs. Year Ago

## Median Sale Price

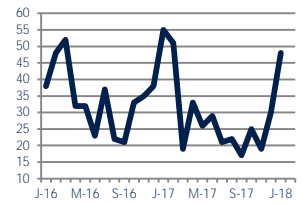
\$350,000



Up 7%  
Vs. Year Ago

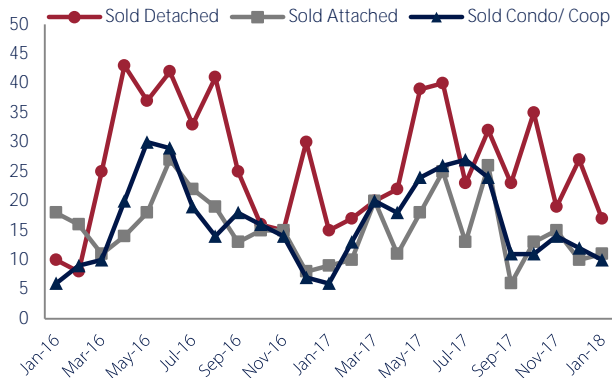
## Days On Market

48



Down -13%  
Vs. Year Ago

## Units Sold\*



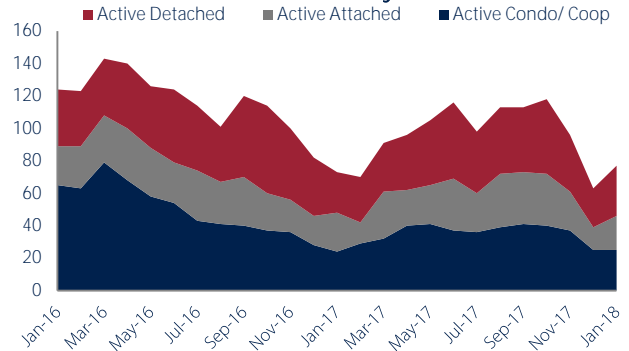
## Units Sold

There was a decrease in total units sold in January, with 38 sold this month in Windsor Farms, The Fan, and Museum District versus 49 last month, a decrease of 22%. This month's total units sold was higher than at this time last year, an increase of 27% versus January 2017.

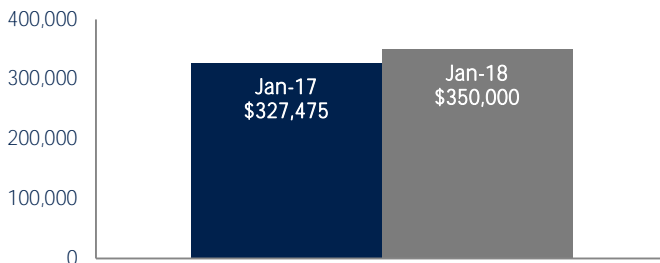
## Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 5%. The total number of active inventory this January was 77 compared to 73 in January 2017. This month's total of 77 is higher than the previous month's total supply of available inventory of 63, an increase of 22%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last January, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$327,475. This January, the median sale price was \$350,000, an increase of 7% or \$22,525 compared to last year. The current median sold price is 7% 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.

Windsor Farms, The Fan, and Museum District are defined as properties listed in zip code/s 23221, 23220, 23241 and 23219.

\*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.



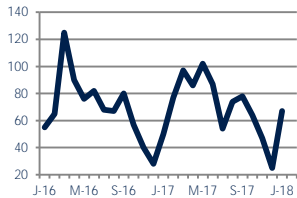
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



Zip Code(s): 23221, 23220, 23241 and 23219

**New Listings**

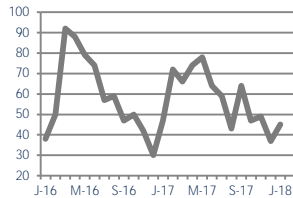
67



Up 34%  
Vs. Year Ago

**Current Contracts**

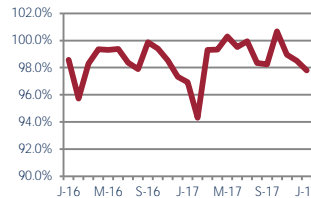
45



Down -4%  
Vs. Year Ago

**Sold Vs. List Price**

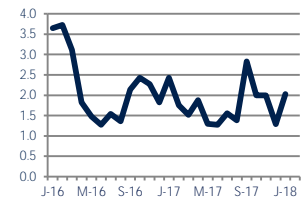
97.8%



Up 0.9%  
Vs. Year Ago

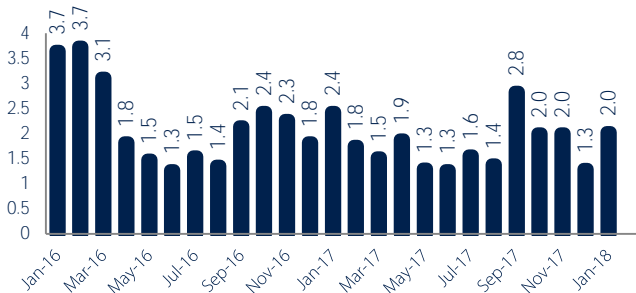
**Months of Supply**

2.0



Down -16%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

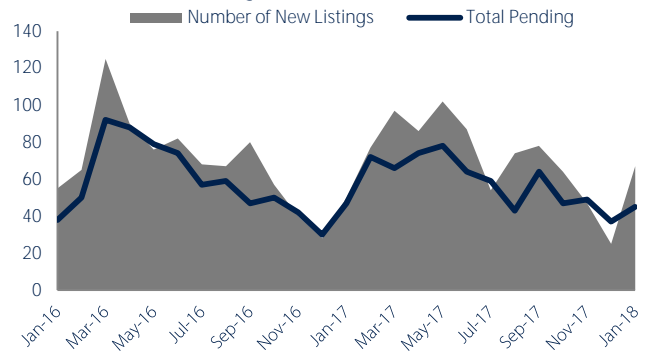
In January, there was 2.0 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 2.4 in January 2017. That is a decrease of 17% versus a year ago.

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.

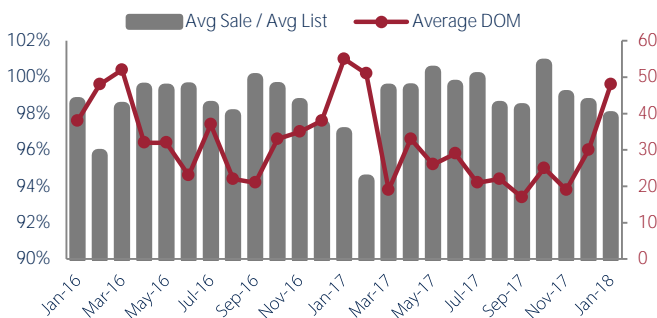
**New Listings & Current Contracts**

This month there were 67 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 50 in January 2017, an increase of 34%. There were 45 current contracts pending sale this January compared to 47 a year ago. The number of current contracts is 4% lower 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 Windsor Farms, The Fan, and Museum District was 97.8% of the average list price, which is 0.9% higher than at this time last year.

**Days On Market**

This month, the average number of days on market was 48, lower than the average last year, which was 55, a decrease of 13%.



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