



The Long & Foster Market Minute™

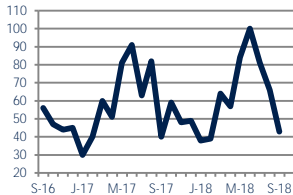
Focus On: Windsor Farms, The Fan, and Museum District Housing Market

September 2018

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

Units Sold

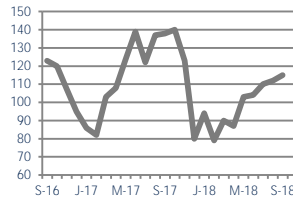
43



Up 7%
Vs. Year Ago

Active Inventory

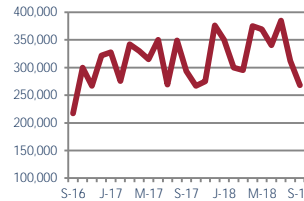
115



Down -17%
Vs. Year Ago

Median Sale Price

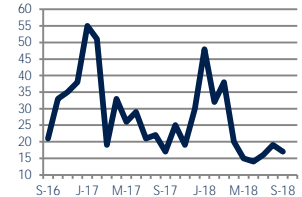
\$268,000



Down -9%
Vs. Year Ago

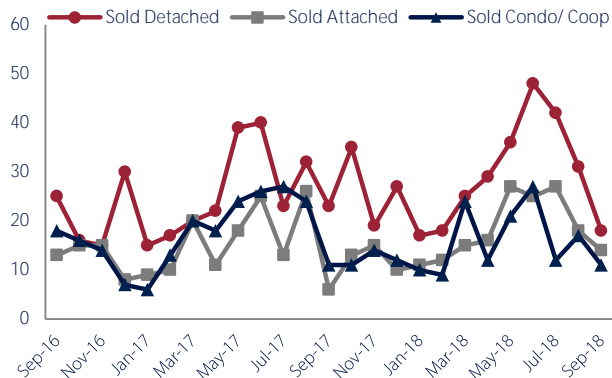
Days On Market

17



No Change
Vs. Year Ago

Units Sold*



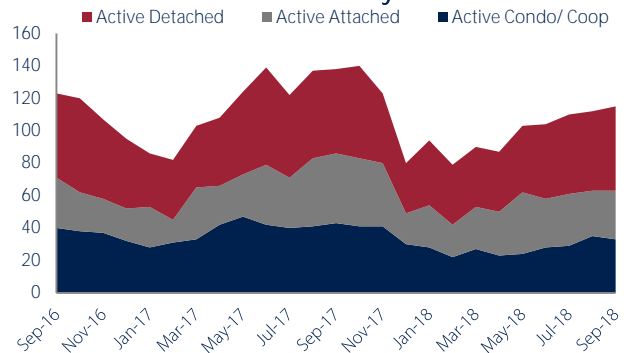
Units Sold

There was a decrease in total units sold in September, with 43 sold this month in Windsor Farms, The Fan, and Museum District versus 66 last month, a decrease of 35%. This month's total units sold was higher than at this time last year, an increase of 8% versus September 2017.

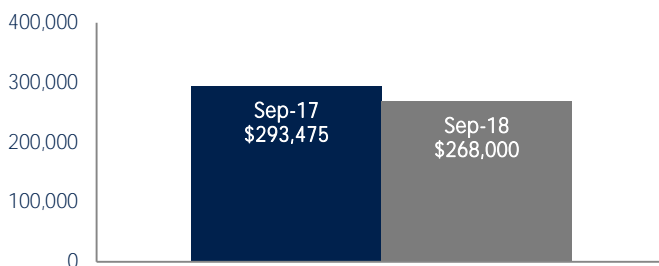
Active Inventory

Versus last year, the total number of homes available this month is lower by 23 units or 17%. The total number of active inventory this September was 115 compared to 138 in September 2017. This month's total of 115 is higher than the previous month's total supply of available inventory of 112, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$293,475. This September, the median sale price was \$268,000, a decrease of 9% or \$25,475 compared to last year. The current median sold price is 14% lower than in August.

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.



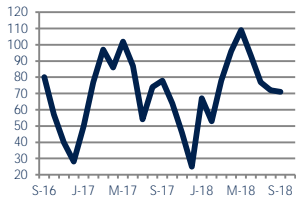
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

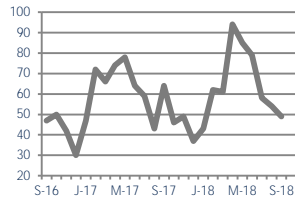
71



Down -9%
Vs. Year Ago

Current Contracts

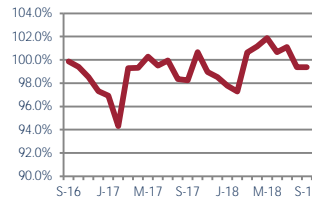
49



Down -23%
Vs. Year Ago

Sold Vs. List Price

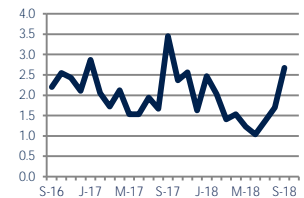
99.4%



Up 1.2%
Vs. Year Ago

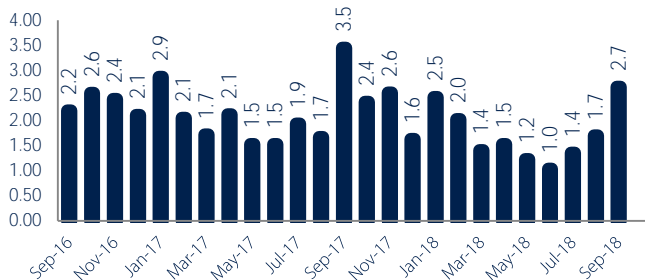
Months of Supply

2.7



Down -23%
Vs. Year Ago

Months Of Supply



Months of Supply

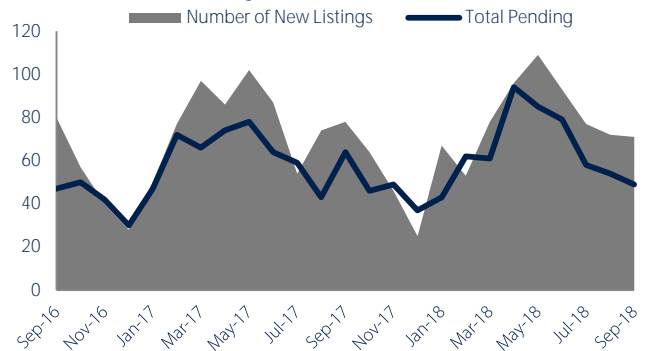
In September, there was 2.7 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 3.5 in September 2017. That is a decrease of 22% versus a year ago.

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.

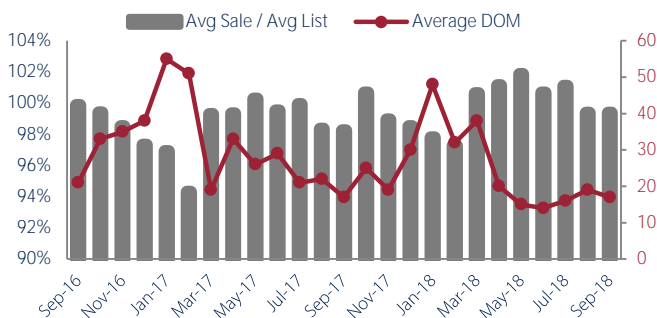
New Listings & Current Contracts

This month there were 71 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 78 in September 2017, a decrease of 9%. There were 49 current contracts pending sale this September compared to 64 a year ago. The number of current contracts is 23% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Windsor Farms, The Fan, and Museum District was 99.4% of the average list price, which is 1.1% higher than at this time last year.

Days On Market

This month, the average number of days on market was 17, which is similar compared to a year ago.



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.

