



# The Long & Foster Market Minute™

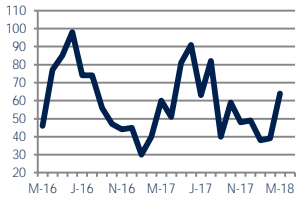
**Focus On:** Windsor Farms, The Fan, and Museum District Housing Market

March 2018

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

## Units Sold

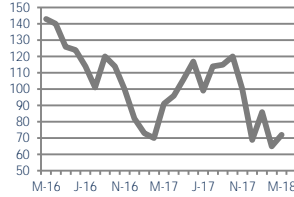
64



Up 7%  
Vs. Year Ago

## Active Inventory

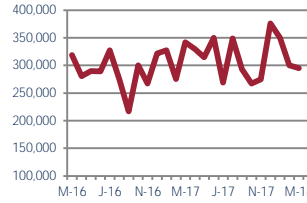
72



Down -21%  
Vs. Year Ago

## Median Sale Price

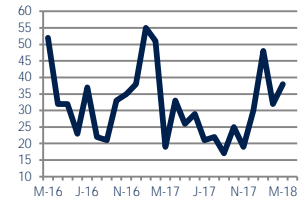
\$295,195



Down -14%  
Vs. Year Ago

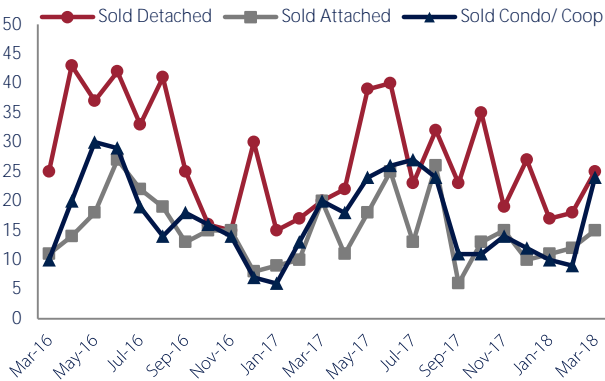
## Days On Market

38



Up 100%  
Vs. Year Ago

### Units Sold\*



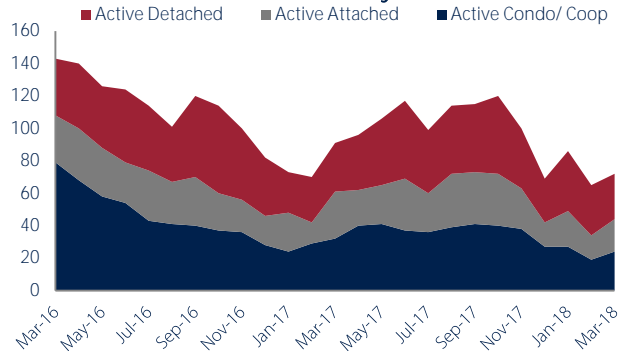
## Units Sold

There was an increase in total units sold in March, with 64 sold this month in Windsor Farms, The Fan, and Museum District. 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 19 units or 21%. The total number of active inventory this March was 72 compared to 91 in March 2017. This month's total of 72 is higher than the previous month's total supply of available inventory of 65, an increase of 11%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$342,250. This March, the median sale price was \$295,195, a decrease of 14% or \$47,055 compared to last year. The current median sold price is 2% 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.

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.



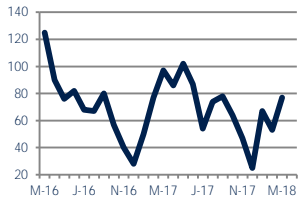
CHRISTIE'S  
INTERNATIONAL REAL ESTATE



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

### New Listings

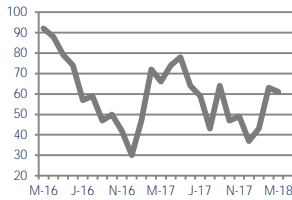
77



**Down -21%**  
Vs. Year Ago

### Current Contracts

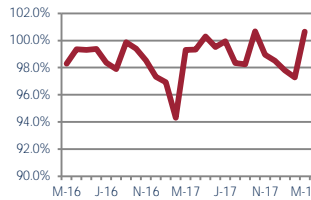
61



**Down -8%**  
Vs. Year Ago

### Sold Vs. List Price

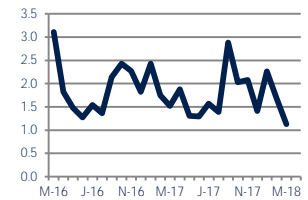
100.6%



**Up 1.3%**  
Vs. Year Ago

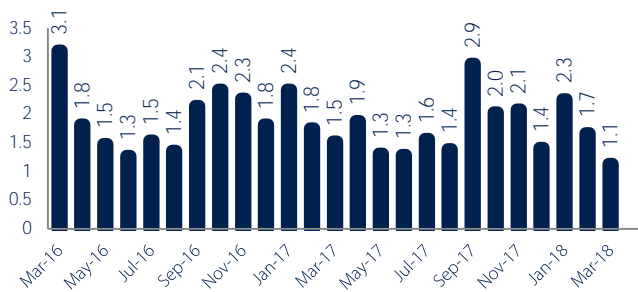
### Months of Supply

1.1



**Down -26%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

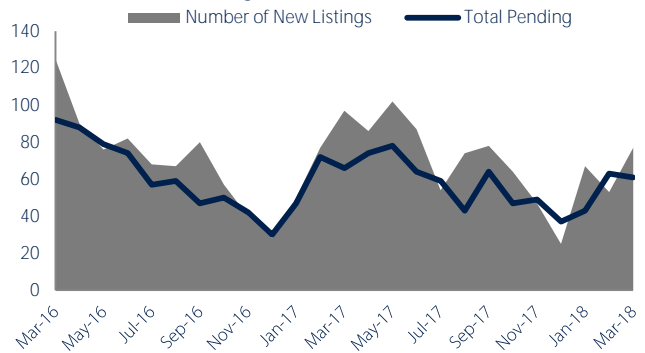
In March, there was 1.1 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 1.5 in March 2017. That is a decrease of 26% versus a year ago.

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.

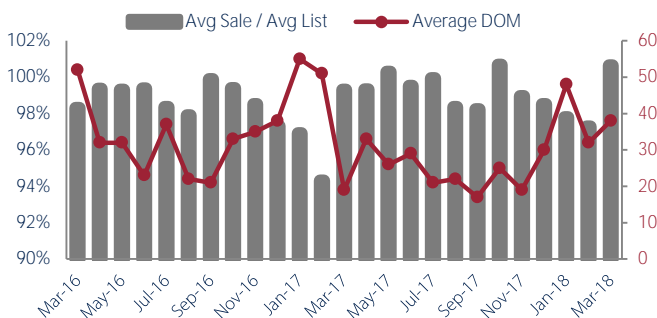
### New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 97 in March 2017, a decrease of 21%. There were 61 current contracts pending sale this March compared to 66 a year ago. The number of current contracts is 8% 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 Windsor Farms, The Fan, and Museum District was 100.6% of the average list price, which is 1.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 38, higher than the average last year, which was 19, an increase of 100%.



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