



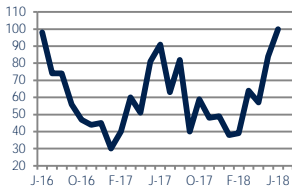
The Long & Foster Market Minute™

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

June 2018

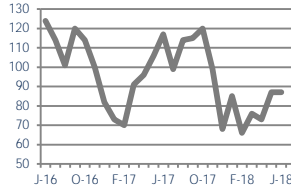
Zip Code(s): 23221, 23220, 23241 and 23219

Units Sold
100



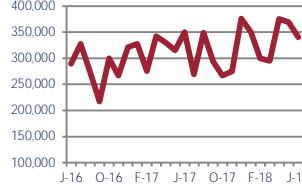
Up 10%
Vs. Year Ago

Active Inventory
87



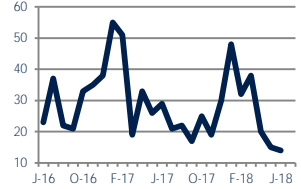
Down -26%
Vs. Year Ago

Median Sale Price
\$340,500



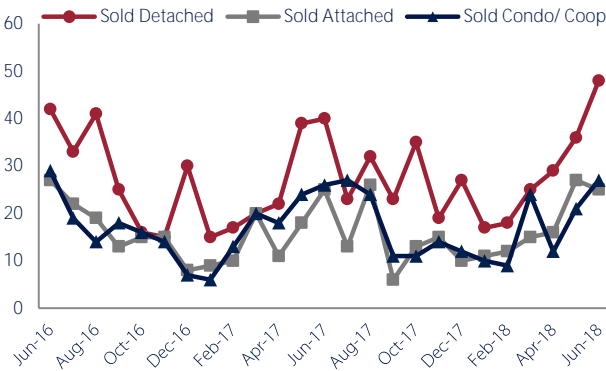
Down -3%
Vs. Year Ago

Days On Market
14



Down -52%
Vs. Year Ago

Units Sold*



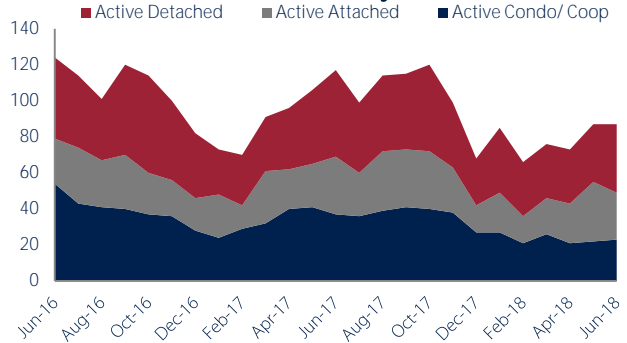
Units Sold

There was an increase in total units sold in June, with 100 sold this month in Windsor Farms, The Fan, and Museum District versus 84 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 10% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 26%. The total number of active inventory this June was 87 compared to 117 in June 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$350,000. This June, the median sale price was \$340,500, a decrease of 3% or \$9,500 compared to last year. The current median sold price is 8% lower 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.

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.



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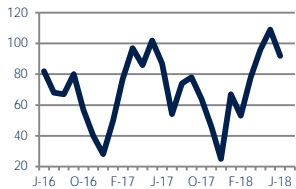




Zip Code(s): 23221, 23220, 23241 and 23219

New Listings

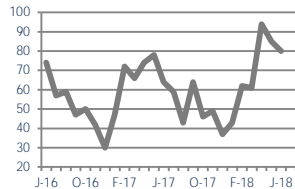
92



Up 6%
Vs. Year Ago

Current Contracts

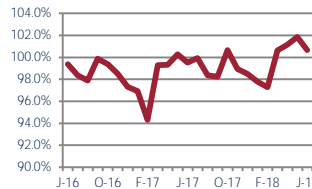
80



Up 25%
Vs. Year Ago

Sold Vs. List Price

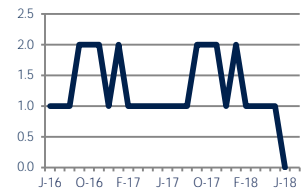
100.7%



Up 1.2%
Vs. Year Ago

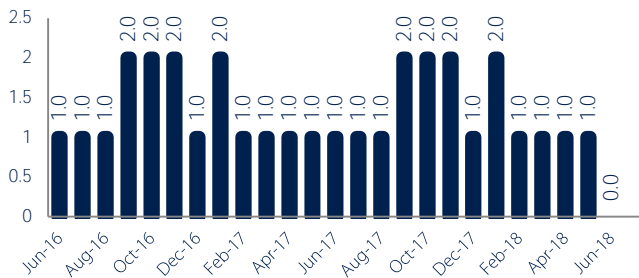
Months of Supply

0.0



Down -100%
Vs. Year Ago

Months Of Supply



Months of Supply

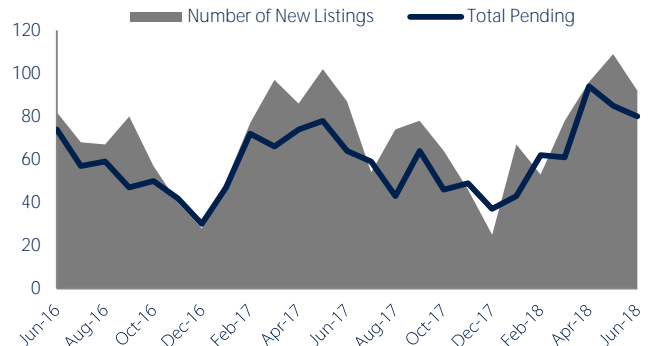
In June, there was 0.9 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 1.3 in June 2017. That is a decrease of 32% versus a year ago.

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.

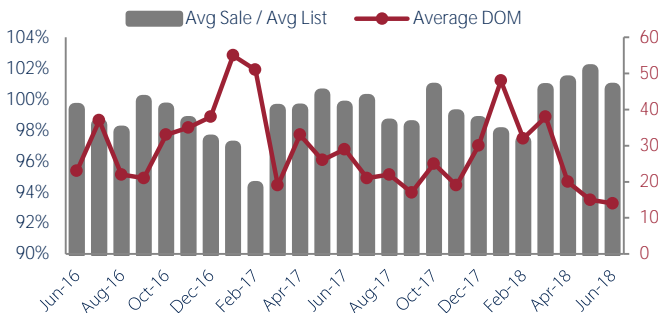
New Listings & Current Contracts

This month there were 92 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 87 in June 2017, an increase of 6%. There were 80 current contracts pending sale this June compared to 64 a year ago. The number of current contracts is 25% 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 Windsor Farms, The Fan, and Museum District was 100.7% of the average list price, which is 1.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 14, lower than the average last year, which was 29, a decrease of 52%.



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