



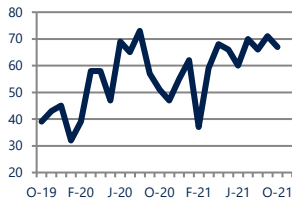
Focus On: East End Housing Market

October 2021

Zip Code(s): 23223

Units Sold

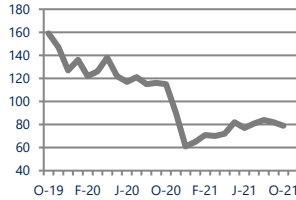
67



Up 31%
Vs. Year Ago

Active Inventory

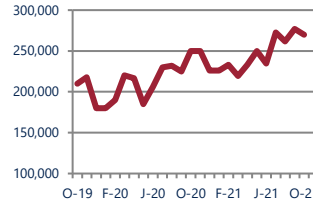
79



Down -31%
Vs. Year Ago

Median Sale Price

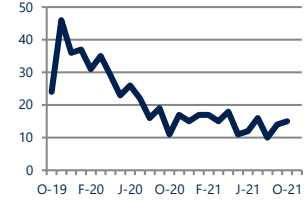
\$270,000



Up 8%
Vs. Year Ago

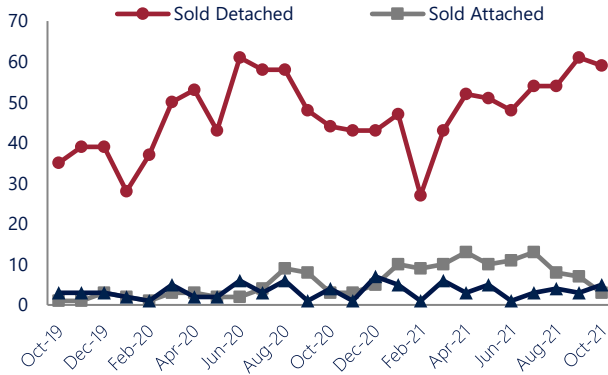
Days On Market

15



Up 36%
Vs. Year Ago

Units Sold*



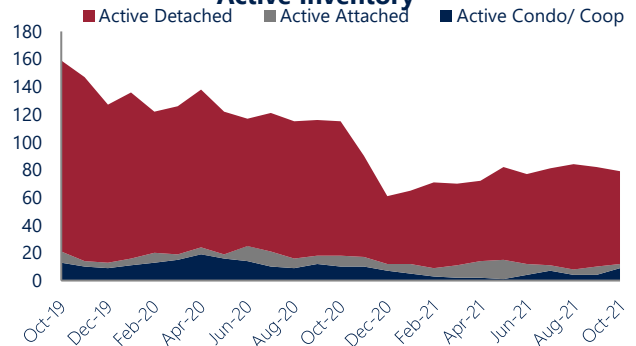
Units Sold

There was a decrease in total units sold in October, with 67 sold this month in East End versus 71 last month, a decrease of 6%. This month's total units sold was higher than at this time last year, an increase of 31% versus October 2020.

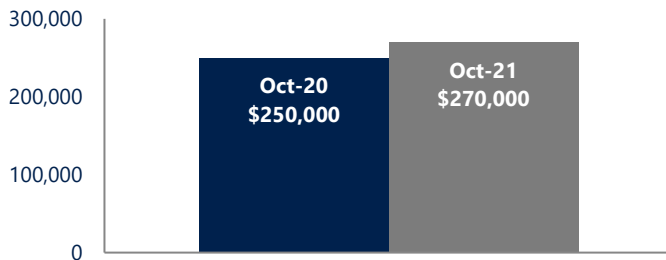
Active Inventory

Versus last year, the total number of homes available this month is lower by 36 units or 31%. The total number of active inventory this October was 79 compared to 115 in October 2020. This month's total of 79 is lower than the previous month's total supply of available inventory of 82, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for East End Homes was \$250,000. This October, the median sale price was \$270,000, an increase of 8% or \$20,000 compared to last year. The current median sold price is 3% lower than in September.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

East End are defined as properties listed in zip code/s 23223.

*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.

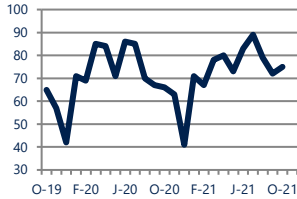




Zip Code(s): 23223

New Listings

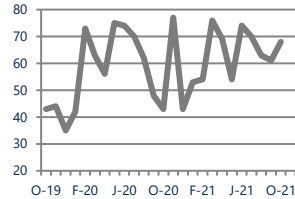
75



Up 14%
Vs. Year Ago

Current Contracts

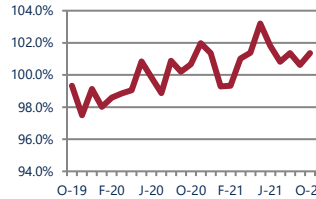
68



Up 58%
Vs. Year Ago

Sold Vs. List Price

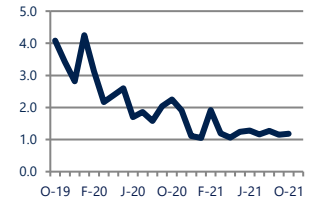
101.4%



Up 0.7%
Vs. Year Ago

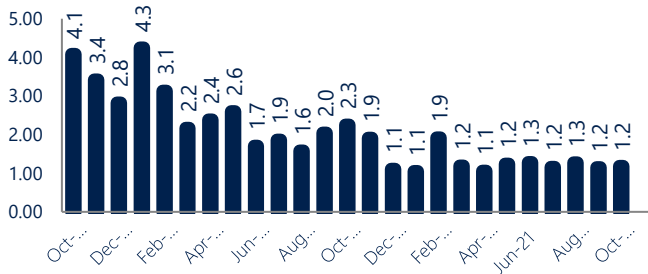
Months of Supply

1.2



Down -48%
Vs. Year Ago

Months of Supply



New Listings & Current Contracts

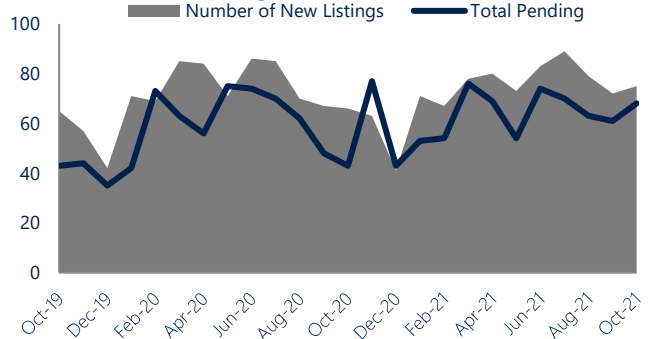
This month there were 75 homes newly listed for sale in East End compared to 66 in October 2020, an increase of 14%. There were 68 current contracts pending sale this October compared to 43 a year ago. The number of current contracts is 58% higher than last October.

Months of Supply

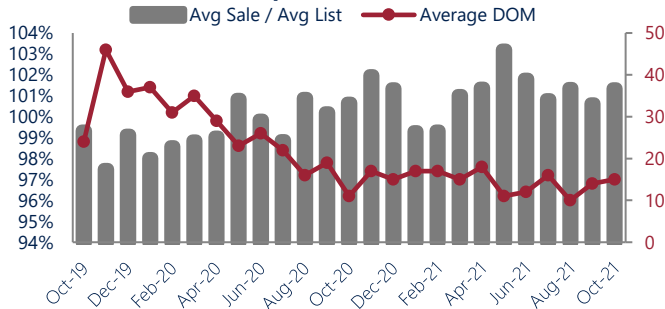
In October, there was 1.2 months of supply available in East End, compared to 2.3 in October 2020. That is a decrease of 48% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in East End was 101.4% of the average list price, which is 0.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 15, higher than the average last year, which was 11, an increase of 36%.

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