

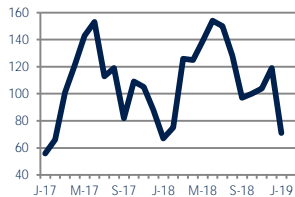
Focus On: West End Housing Market

January 2019

Zip Code(s): 22302, 22304 and 22311

Units Sold

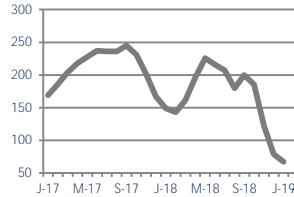
71



Up 6%
Vs. Year Ago

Active Inventory

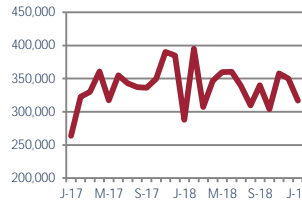
67



Down -55%
Vs. Year Ago

Median Sale Price

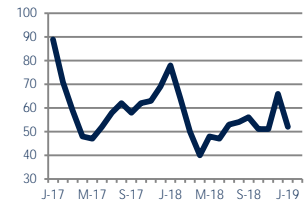
\$317,000



Up 10%
Vs. Year Ago

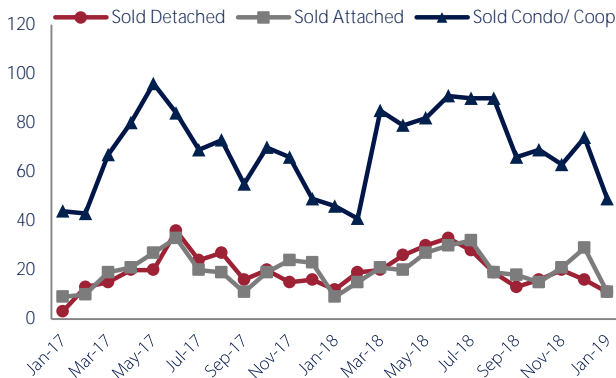
Days On Market

52



Down -33%
Vs. Year Ago

Units Sold*



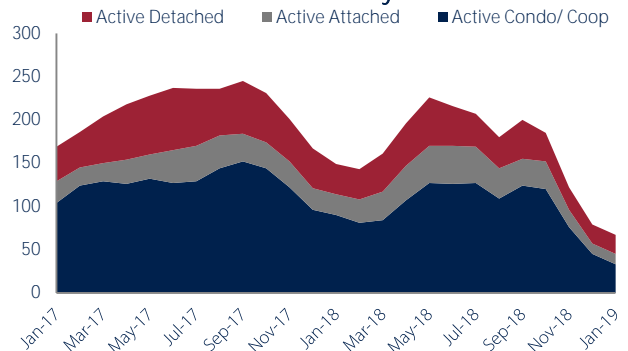
Units Sold

There was a decrease in total units sold in January, with 71 sold this month in West End. This month's total units sold was higher than at this time last year.

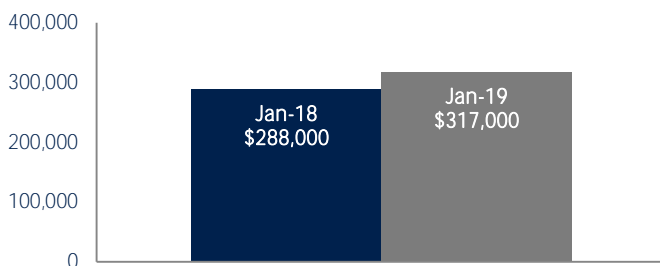
Active Inventory

Versus last year, the total number of homes available this month is lower by 82 units or 55%. The total number of active inventory this January was 67 compared to 149 in January 2018. This month's total of 67 is lower than the previous month's total supply of available inventory of 79, a decrease of 15%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for West End Homes was \$288,000. This January, the median sale price was \$317,000, an increase of 10% or \$29,000 compared to last year. The current median sold price is 9% 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.

West End are defined as properties listed in zip code/s 22302, 22304 and 22311.

*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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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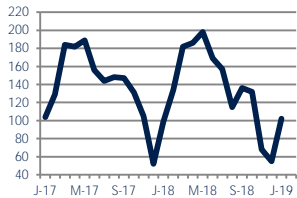
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January 2019

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New Listings

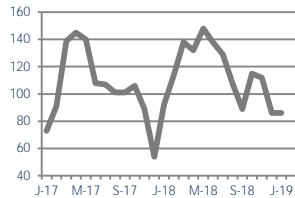
102



Up 3%
Vs. Year Ago

Current Contracts

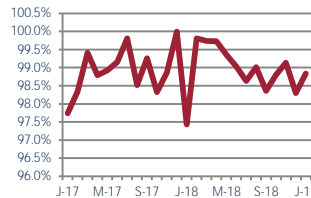
86



Down -7%
Vs. Year Ago

Sold Vs. List Price

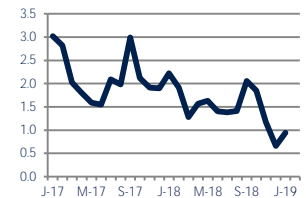
98.8%



Up 1.4%
Vs. Year Ago

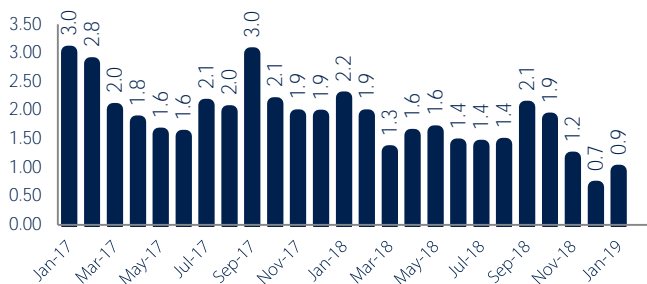
Months of Supply

0.9



Down -58%
Vs. Year Ago

Months Of Supply



Months of Supply

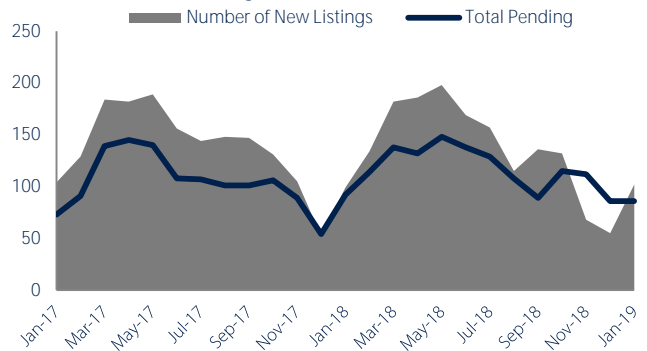
In January, there was 0.9 months of supply available in West End, compared to 2.2 in January 2018. That is a decrease of 58% versus a year ago.

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.

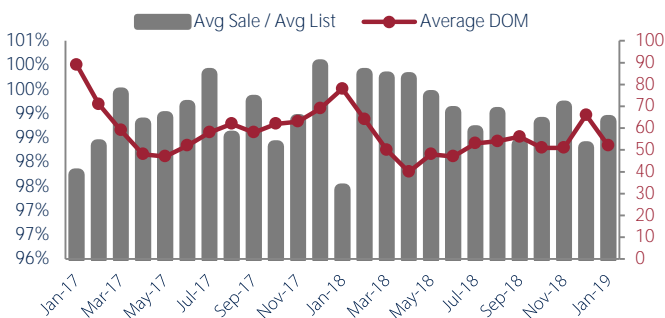
New Listings & Current Contracts

This month there were 102 homes newly listed for sale in West End compared to 99 in January 2018, an increase of 3%. There were 86 current contracts pending sale this January compared to 92 a year ago. The number of current contracts remained stable as compared to last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in West End was 98.8% of the average list price, which is 1.4% higher than at this time last year.

Days On Market

This month, the average number of days on market was 52, lower than the average last year, which was 78, a decrease of 33%.



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