



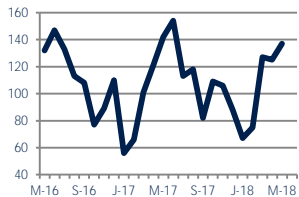
Focus On: West End Housing Market

May 2018

Zip Code(s): 22302, 22304 and 22311

Units Sold

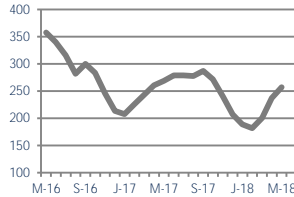
137



Down -4%
Vs. Year Ago

Active Inventory

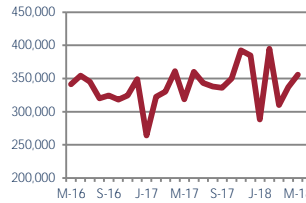
257



Down -4%
Vs. Year Ago

Median Sale Price

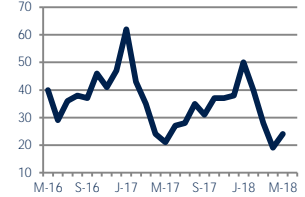
\$356,000



Up 12%
Vs. Year Ago

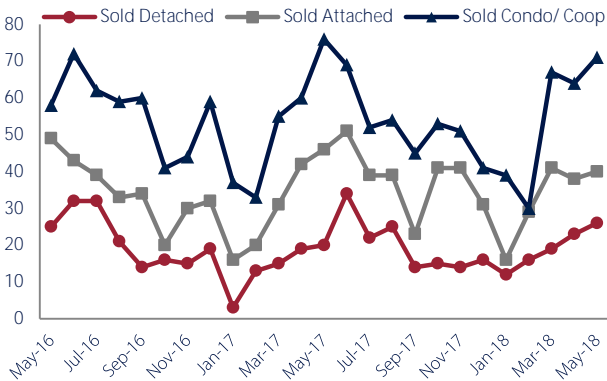
Days On Market

24



Up 14%
Vs. Year Ago

Units Sold*



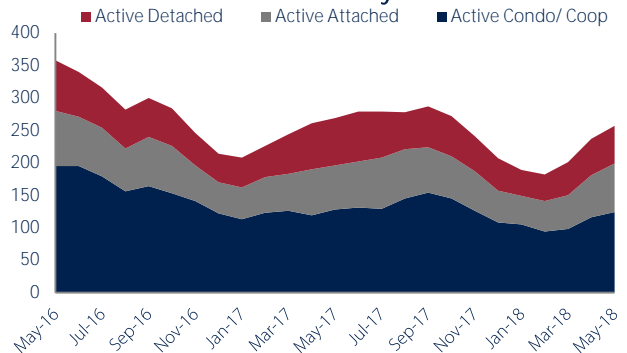
Units Sold

There was an increase in total units sold in May, with 137 sold this month in West End versus 125 last month, an increase of 10%. This month's total units sold was lower than at this time last year, a decrease of 4% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 4%. The total number of active inventory this May was 257 compared to 269 in May 2017. This month's total of 257 is higher than the previous month's total supply of available inventory of 237, an increase of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for West End Homes was \$318,750. This May, the median sale price was \$356,000, an increase of 12% or \$37,250 compared to last year. The current median sold price is 6% higher than in April.

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 MRIS 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 MRIS or Long & Foster Real Estate, Inc.



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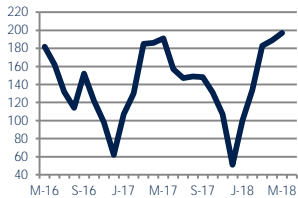
Focus On: West End Housing Market

May 2018

Zip Code(s): 22302, 22304 and 22311

New Listings

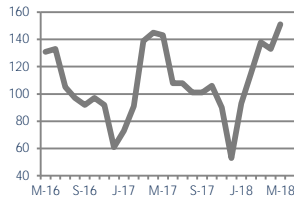
197



Up 3%
Vs. Year Ago

Current Contracts

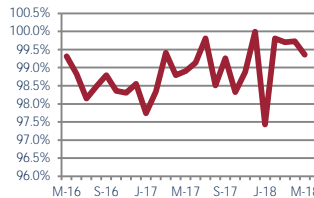
151



Up 6%
Vs. Year Ago

Sold Vs. List Price

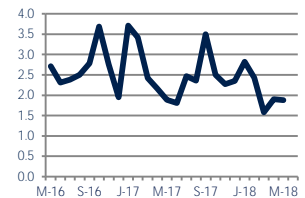
99.4%



No Change
Vs. Year Ago

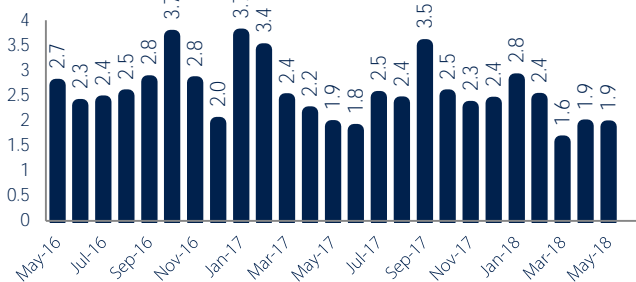
Months of Supply

1.9



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

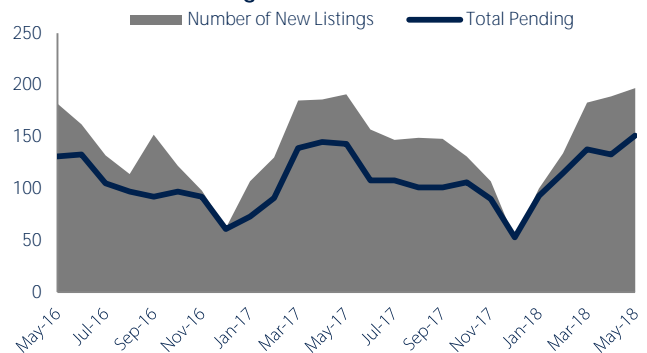
In May, there was 1.9 months of supply available in West End. The amount of supply is similar compared to a year ago.

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.

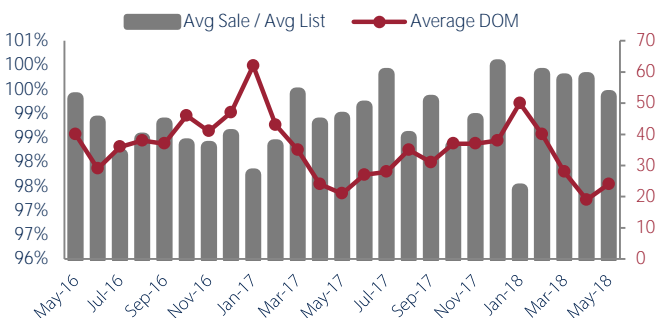
New Listings & Current Contracts

This month there were 197 homes newly listed for sale in West End compared to 191 in May 2017, an increase of 3%. There were 151 current contracts pending sale this May compared to 143 a year ago. The number of current contracts is 6% higher than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in West End was 99.4% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 24, higher than the average last year, which was 21, an increase of 14%.



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