

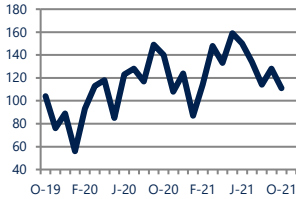


**Focus On: West End Housing Market**

October 2021

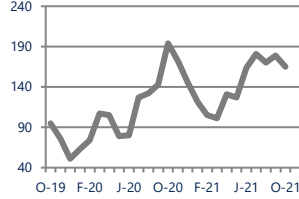
Zip Code(s): 22302, 22304 and 22311

**Units Sold**  
111



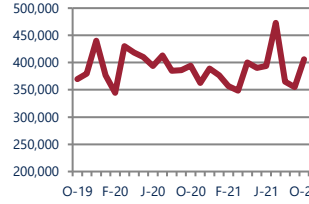
**Down -21%**  
Vs. Year Ago

**Active Inventory**  
165



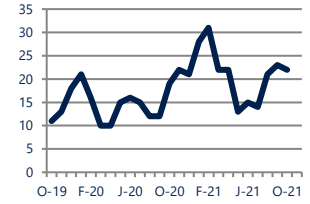
**Down -15%**  
Vs. Year Ago

**Median Sale Price**  
\$406,000



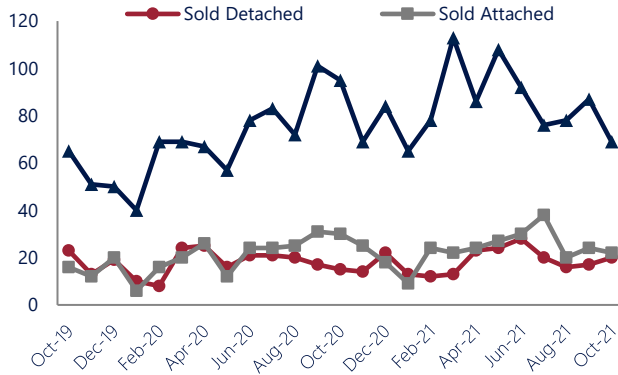
**Up 3%**  
Vs. Year Ago

**Days On Market**  
22



**Up 16%**  
Vs. Year Ago

**Units Sold\***



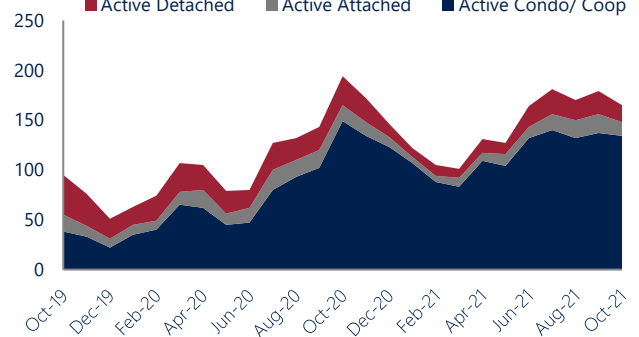
**Units Sold**

There was a decrease in total units sold in October, with 111 sold this month in West End versus 128 last month, a decrease of 13%. This month's total units sold was lower than at this time last year, a decrease of 21% versus October 2020.

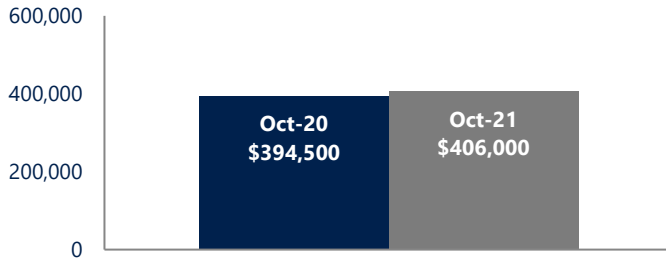
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 29 units or 15%. The total number of active inventory this October was 165 compared to 194 in October 2020. This month's total of 165 is lower than the previous month's total supply of available inventory of 179, a decrease of 8%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last October, the median sale price for West End Homes was \$394,500. This October, the median sale price was \$406,000, an increase of 3% or \$11,500 compared to last year. The current median sold price is 14% higher 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.

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.





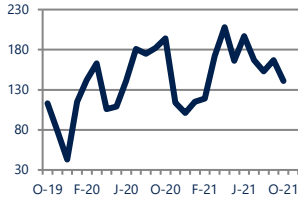
## Focus On: West End Housing Market

October 2021

Zip Code(s): 22302, 22304 and 22311

### New Listings

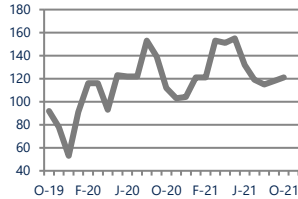
141



Down -27%  
Vs. Year Ago

### Current Contracts

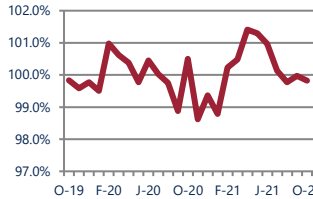
121



Up 8%  
Vs. Year Ago

### Sold Vs. List Price

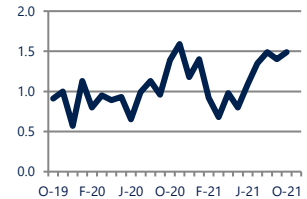
99.8%



Down -0.7%  
Vs. Year Ago

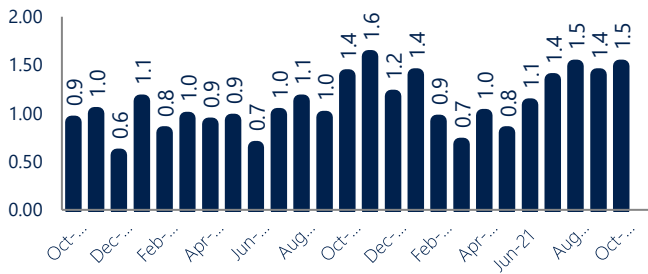
### Months of Supply

1.5



Up 7%  
Vs. Year Ago

### Months Of Supply



### New Listings & Current Contracts

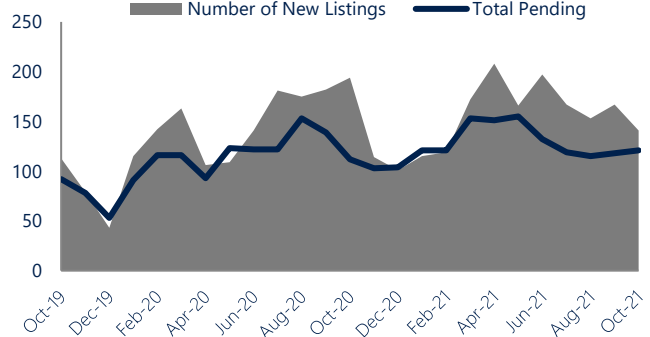
This month there were 141 homes newly listed for sale in West End compared to 194 in October 2020, a decrease of 27%. There were 121 current contracts pending sale this October compared to 112 a year ago. The number of current contracts is 8% higher than last October.

### Months of Supply

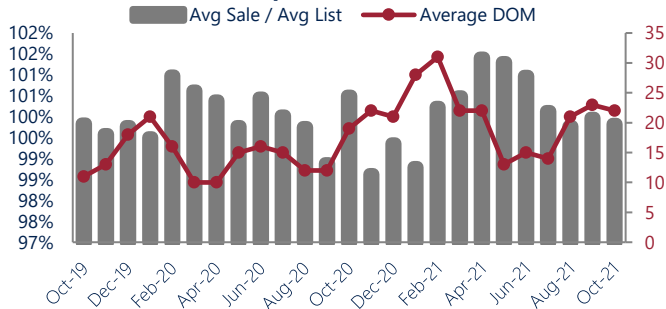
In October, there was 1.5 months of supply available in West End, compared to 1.4 in October 2020. That is an increase of 7% versus a year ago.

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 West End was 99.8% of the average list price, which is 0.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 22, higher than the average last year, which was 19, an increase of 16%.

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