

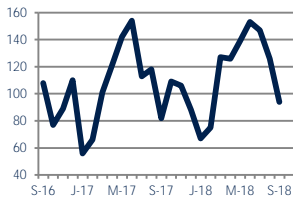
Focus On: West End Housing Market

September 2018

Zip Code(s): 22302, 22304 and 22311

Units Sold

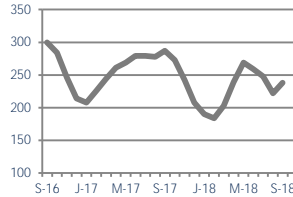
94



Up 15%
Vs. Year Ago

Active Inventory

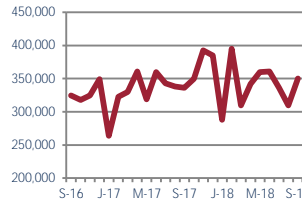
238



Down -17%
Vs. Year Ago

Median Sale Price

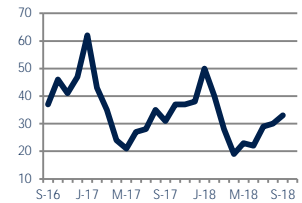
\$350,000



Up 4%
Vs. Year Ago

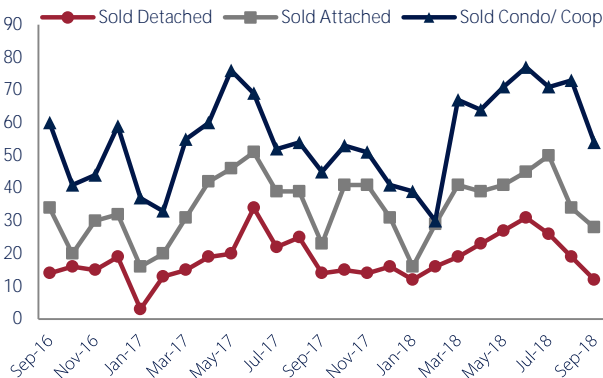
Days On Market

33



Up 6%
Vs. Year Ago

Units Sold*



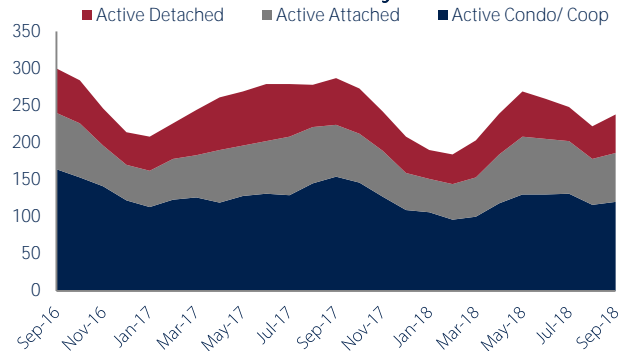
Units Sold

There was a decrease in total units sold in September, with 94 sold this month in West End versus 126 last month, a decrease of 25%. This month's total units sold was higher than at this time last year, an increase of 15% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 49 units or 17%. The total number of active inventory this September was 238 compared to 287 in September 2017. This month's total of 238 is higher than the previous month's total supply of available inventory of 222, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for West End Homes was \$336,000. This September, the median sale price was \$350,000, an increase of 4% or \$14,000 compared to last year. The current median sold price is 13% higher than in August.

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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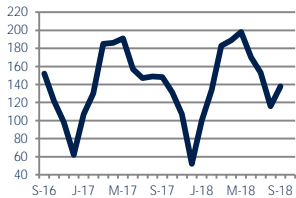
Focus On: West End Housing Market

September 2018

Zip Code(s): 22302, 22304 and 22311

New Listings

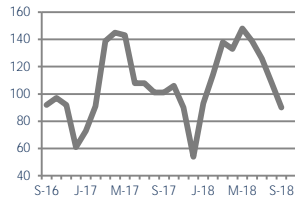
138



Down -7%
Vs. Year Ago

Current Contracts

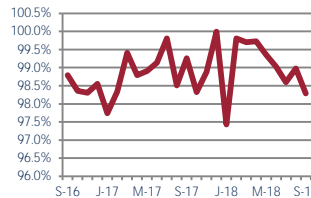
90



Down -11%
Vs. Year Ago

Sold Vs. List Price

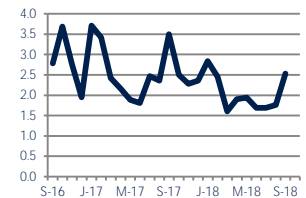
98.3%



Down -1%
Vs. Year Ago

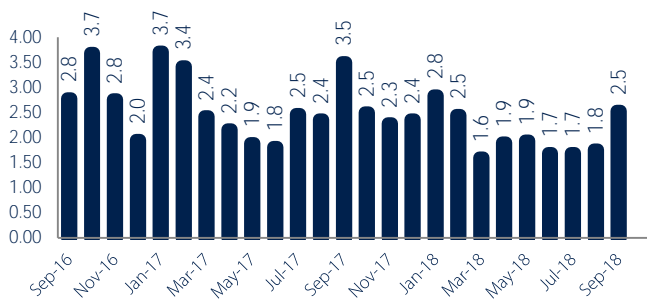
Months of Supply

2.5



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

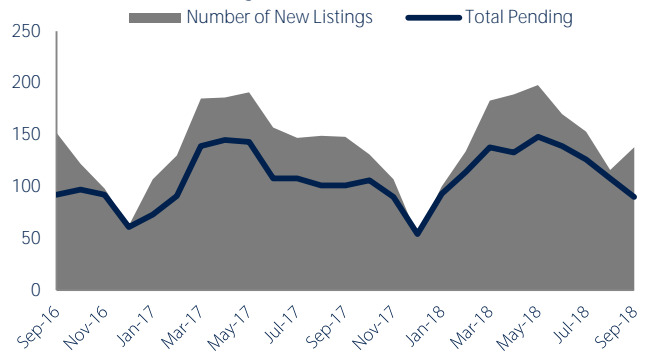
In September, there was 2.5 months of supply available in West End, compared to 3.5 in September 2017. That is a decrease of 28% versus a year ago.

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.

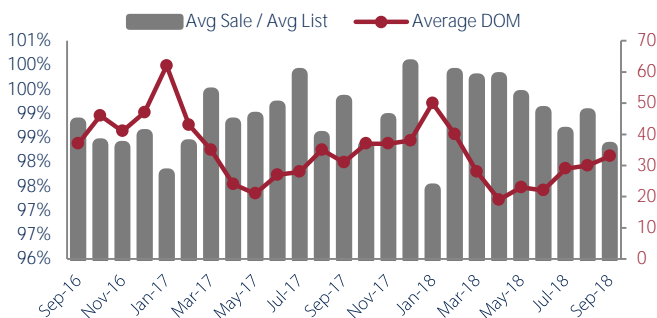
New Listings & Current Contracts

This month there were 138 homes newly listed for sale in West End compared to 148 in September 2017, a decrease of 7%. There were 90 current contracts pending sale this September compared to 101 a year ago. The number of current contracts is 11% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in West End was 98.3% of the average list price, which is 1.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 33, higher than the average last year, which was 31, an increase of 6%.



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