

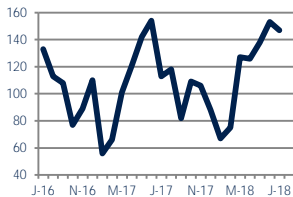
Focus On: West End Housing Market

July 2018

Zip Code(s): 22302, 22304 and 22311

Units Sold

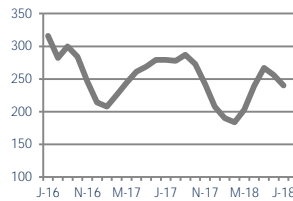
147



Up 30%
Vs. Year Ago

Active Inventory

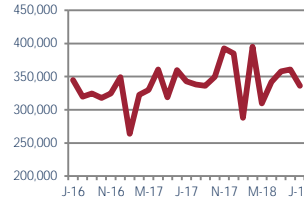
240



Down -14%
Vs. Year Ago

Median Sale Price

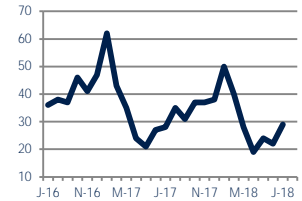
\$336,000



Down -2%
Vs. Year Ago

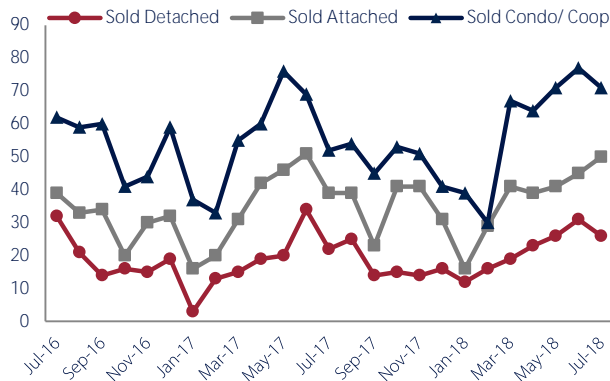
Days On Market

29



Up 4%
Vs. Year Ago

Units Sold*



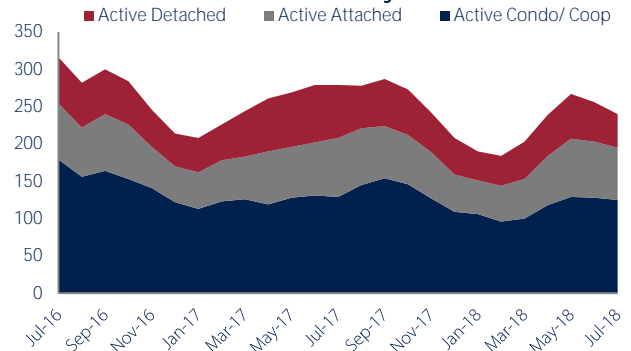
Units Sold

There was a decrease in total units sold in July, with 147 sold this month in West End versus 153 last month, a decrease of 4%. This month's total units sold was higher than at this time last year, an increase of 30% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 14%. The total number of active inventory this July was 240 compared to 279 in July 2017. This month's total of 240 is lower than the previous month's total supply of available inventory of 256, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for West End Homes was \$343,000. This July, the median sale price was \$336,000, a decrease of 2% or \$7,000 compared to last year. The current median sold price is 7% lower than in June.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



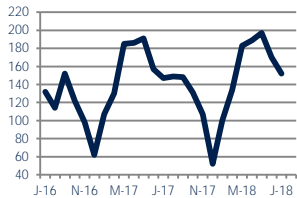
Focus On: West End Housing Market

July 2018

Zip Code(s): 22302, 22304 and 22311

New Listings

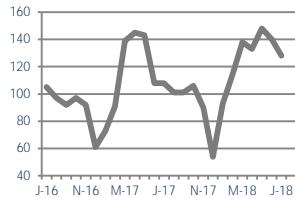
152



Up 3%
Vs. Year Ago

Current Contracts

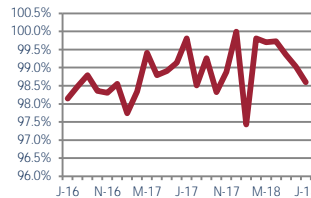
128



Up 19%
Vs. Year Ago

Sold Vs. List Price

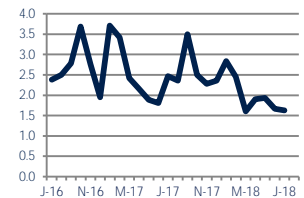
98.6%



Down -1.2%
Vs. Year Ago

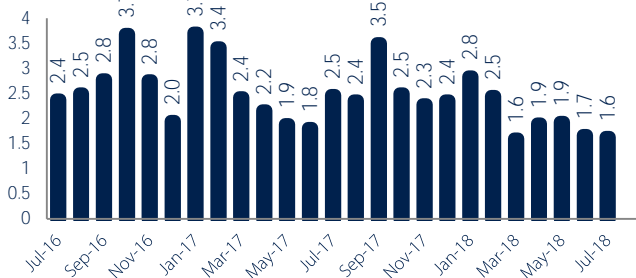
Months of Supply

1.6



Down -34%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

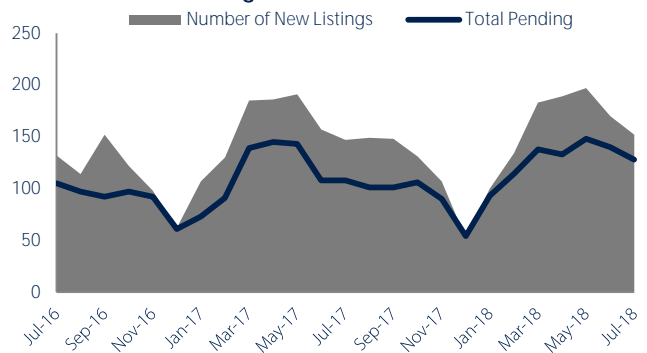
This month there were 152 homes newly listed for sale in West End compared to 147 in July 2017, an increase of 3%. There were 128 current contracts pending sale this July compared to 108 a year ago. The number of current contracts is 19% higher than last July.

Months of Supply

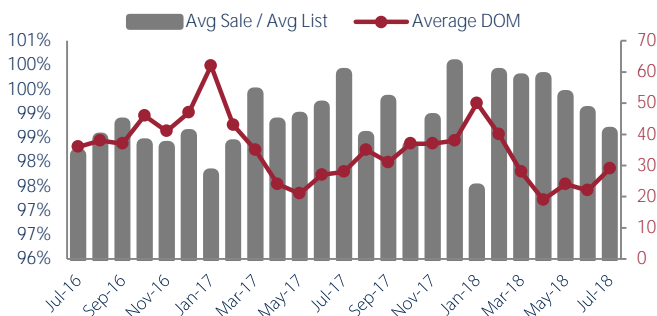
In July, there was 1.6 months of supply available in West End, compared to 2.5 in July 2017. That is a decrease of 34% versus a year ago.

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 July, the average sale price in West End was 98.6% of the average list price, which is 1.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 29, higher than the average last year, which was 28, an increase of 4%.



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.

