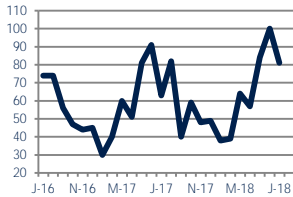


Zip Code(s): 23221, 23220, 23241 and 23219

### Units Sold

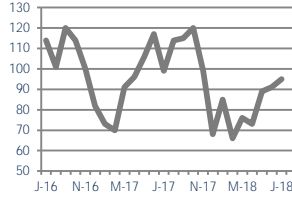
81



**Up 29%**  
Vs. Year Ago

### Active Inventory

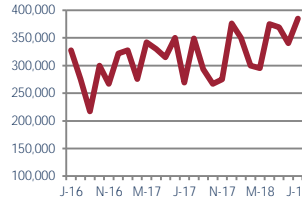
95



**Down -4%**  
Vs. Year Ago

### Median Sale Price

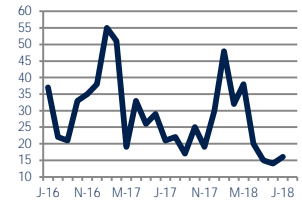
\$385,000



**Up**  
Vs. Year Ago

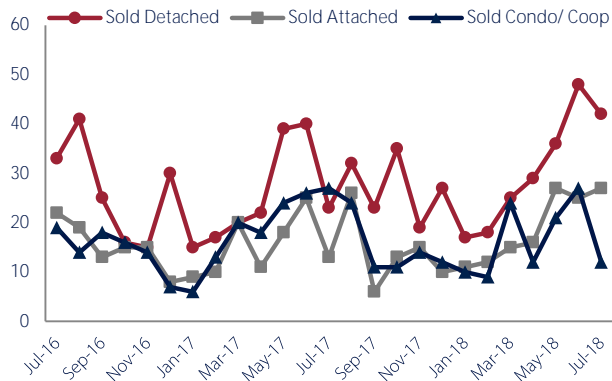
### Days On Market

16



**Down -24%**  
Vs. Year Ago

### Units Sold\*



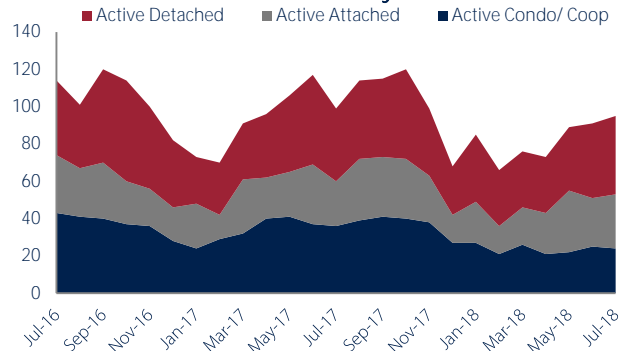
### Units Sold

There was a decrease in total units sold in July, with 81 sold this month in Windsor Farms, The Fan, and Museum District versus 100 last month, a decrease of 19%. This month's total units sold was higher than at this time last year, an increase of 29% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 4%. The total number of active inventory this July was 95 compared to 99 in July 2017. This month's total of 95 is higher than the previous month's total supply of available inventory of 91, an increase of 4%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$269,000. This July, the median sale price was \$385,000, an increase of \$116,000 compared to last year. The current median sold price is higher 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.

Windsor Farms, The Fan, and Museum District are defined as properties listed in zip code/s 23221, 23220, 23241 and 23219.

\*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.

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**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

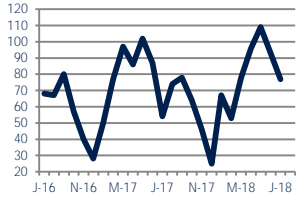




Zip Code(s): 23221, 23220, 23241 and 23219

### New Listings

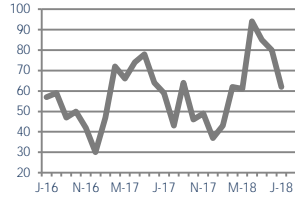
77



Up 43%  
Vs. Year Ago

### Current Contracts

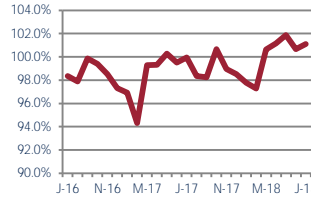
62



Up 5%  
Vs. Year Ago

### Sold Vs. List Price

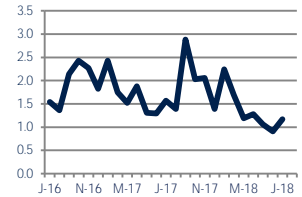
101.1%



Up 1.2%  
Vs. Year Ago

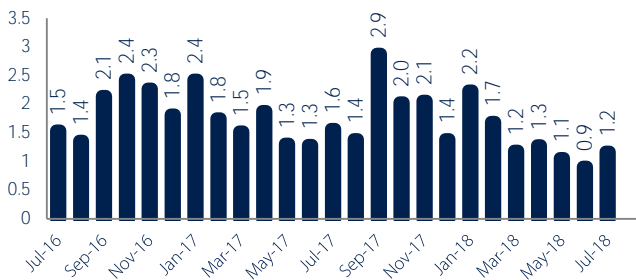
### Months of Supply

1.2



Down -25%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

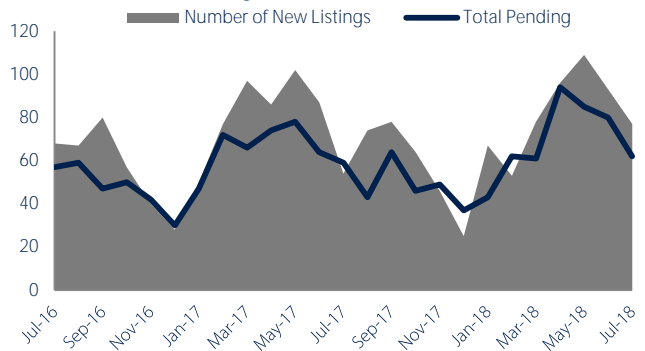
In July, there was 1.2 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 1.6 in July 2017. That is a decrease of 25% versus a year ago.

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.

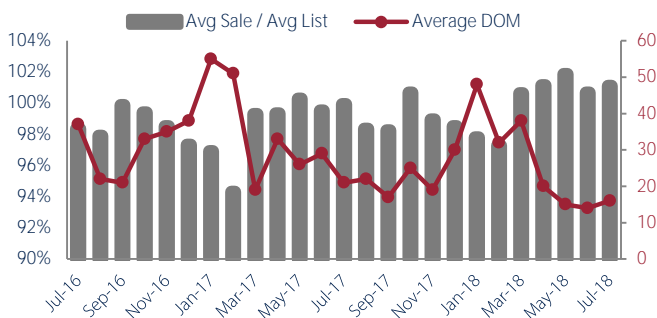
### New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 54 in July 2017, an increase of 43%. There were 62 current contracts pending sale this July compared to 59 a year ago. The number of current contracts is 5% higher than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Windsor Farms, The Fan, and Museum District was 101.1% of the average list price, which is 1.2% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 16, lower than the average last year, which was 21, a decrease of 24%.



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