

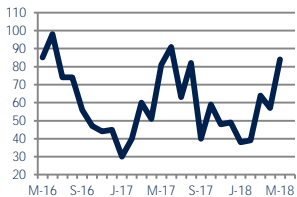
**Focus On:** Windsor Farms, The Fan, and Museum District Housing Market

May 2018

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

**Units Sold**

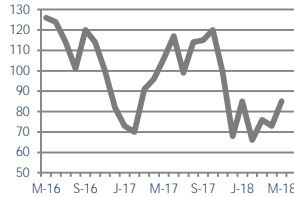
84



**Up 4%**  
Vs. Year Ago

**Active Inventory**

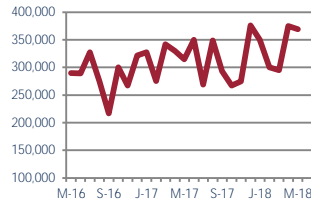
85



**Down -20%**  
Vs. Year Ago

**Median Sale Price**

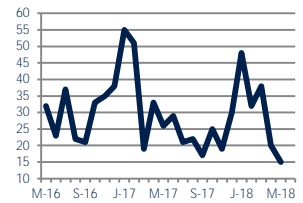
\$369,075



**Up 17%**  
Vs. Year Ago

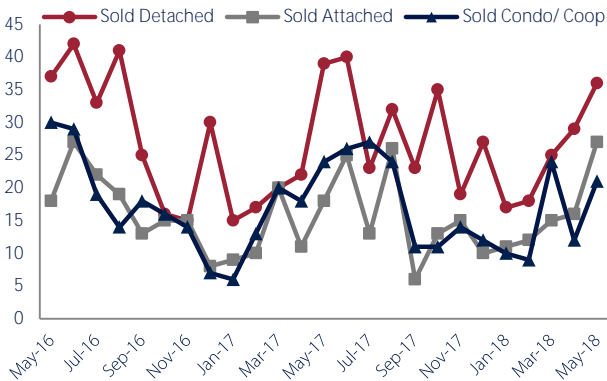
**Days On Market**

15



**Down -42%**  
Vs. Year Ago

**Units Sold\***



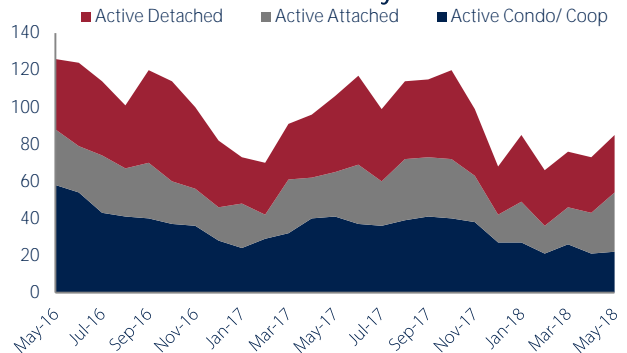
**Units Sold**

There was an increase in total units sold in May, with 84 sold this month in Windsor Farms, The Fan, and Museum District. This month's total units sold was higher than at this time last year.

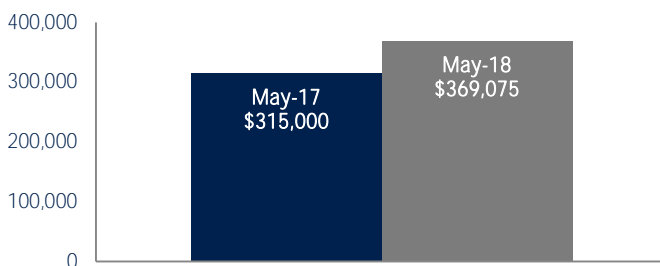
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 21 units or 20%. The total number of active inventory this May was 85 compared to 106 in May 2017. This month's total of 85 is higher than the previous month's total supply of available inventory of 73, an increase of 16%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Last May, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$315,000. This May, the median sale price was \$369,075, an increase of 17% or \$54,075 compared to last year. The current median sold price is 2% lower 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.

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.

Information included in this report is based on data supplied by CVRMLS 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 CVRMLS or Long & Foster Real Estate, Inc.



**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

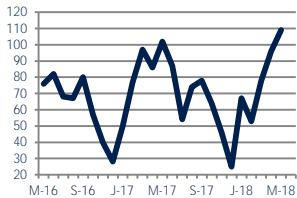




Zip Code(s): 23221, 23220, 23241 and 23219

### New Listings

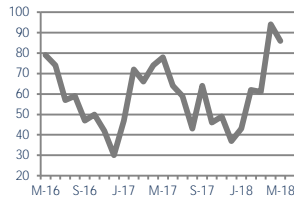
109



**Up 7%**  
Vs. Year Ago

### Current Contracts

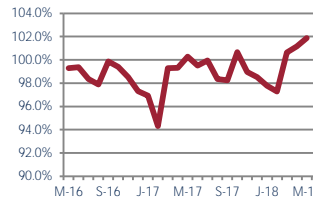
86



**Up 10%**  
Vs. Year Ago

### Sold Vs. List Price

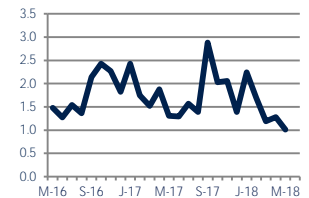
101.9%



**Up 1.6%**  
Vs. Year Ago

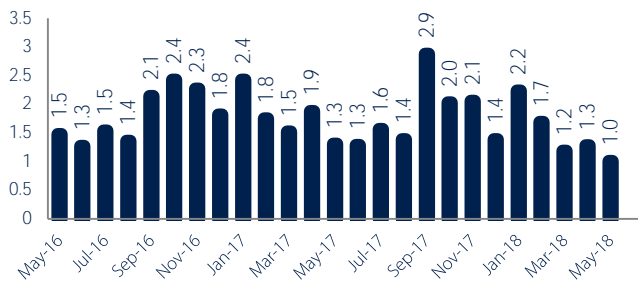
### Months of Supply

1.0



**Down -23%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

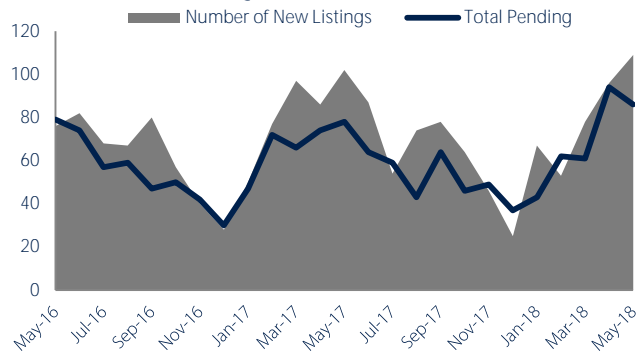
In May, there was 1.0 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 1.3 in May 2017. That is a decrease of 23% versus a year ago.

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.

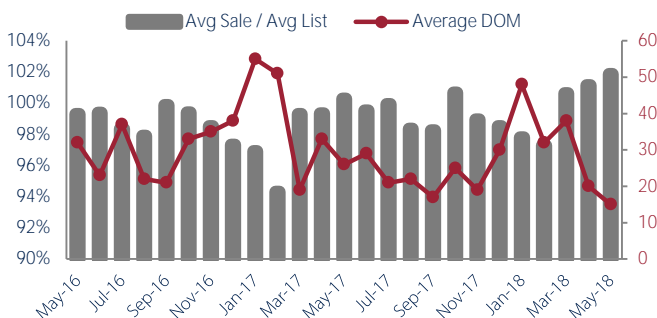
### New Listings & Current Contracts

This month there were 109 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 102 in May 2017, an increase of 7%. There were 86 current contracts pending sale this May compared to 78 a year ago. The number of current contracts is 10% 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 Windsor Farms, The Fan, and Museum District was 101.9% of the average list price, which is 1.6% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 15, lower than the average last year, which was 26, a decrease of 42%.



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