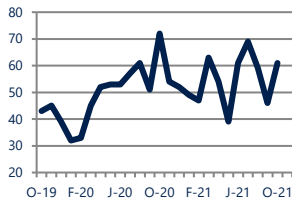




Zip Code(s): 23221, 23220, 23241 and 23219

Units Sold

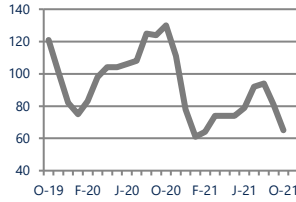
61



Down -15%
Vs. Year Ago

Active Inventory

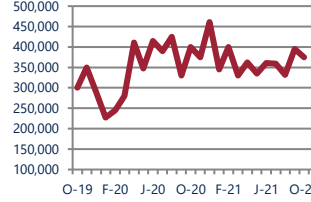
65



Down -50%
Vs. Year Ago

Median Sale Price

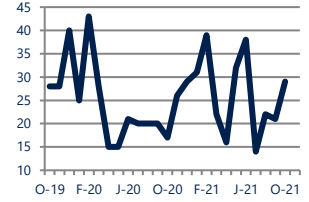
\$375,000



Down -6%
Vs. Year Ago

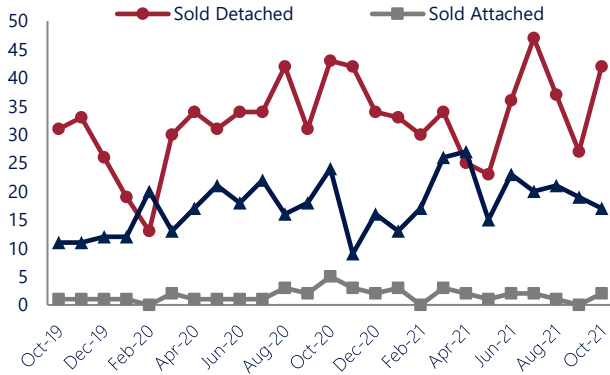
Days On Market

29



Up 71%
Vs. Year Ago

Units Sold*



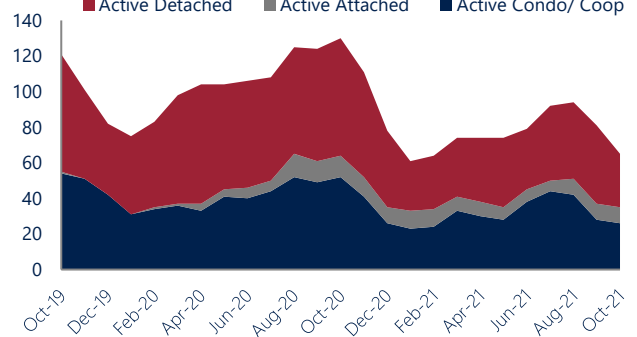
Units Sold

There was an increase in total units sold in October, with 61 sold this month in Windsor Farms, The Fan, and Museum District versus 46 last month, an increase of 33%. This month's total units sold was lower than at this time last year, a decrease of 15% versus October 2020.

Active Inventory

Versus last year, the total number of homes available this month is lower by 65 units or 50%. The total number of active inventory this October was 65 compared to 130 in October 2020. This month's total of 65 is lower than the previous month's total supply of available inventory of 81, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last October, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$400,000. This October, the median sale price was \$375,000, a decrease of 6% or \$25,000 compared to last year. The current median sold price is 5% lower 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.

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.

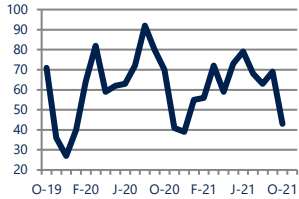




Zip Code(s): 23221, 23220, 23241 and 23219

New Listings

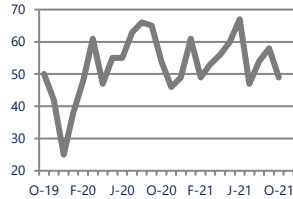
43



Down -39%
Vs. Year Ago

Current Contracts

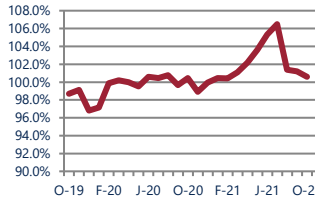
49



Down -9%
Vs. Year Ago

Sold Vs. List Price

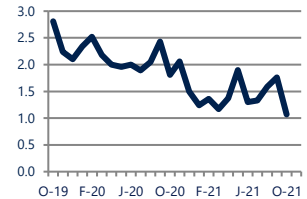
100.6%



No Change
Vs. Year Ago

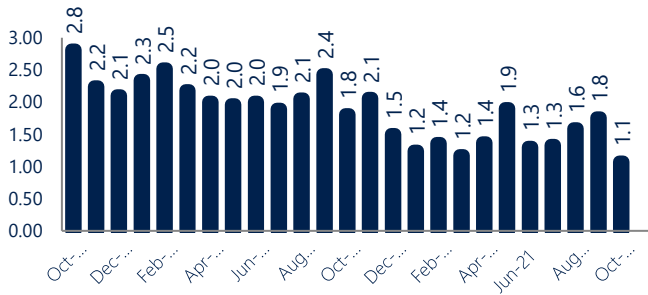
Months of Supply

1.1



Down -41%
Vs. Year Ago

Months Of Supply



Months of Supply

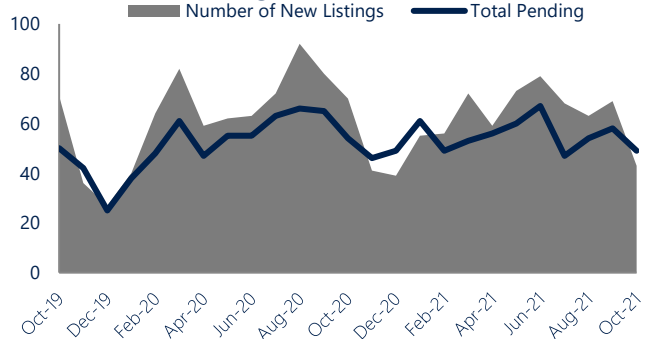
In October, there was 1.1 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 1.8 in October 2020. That is a decrease of 41% versus a year ago.

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.

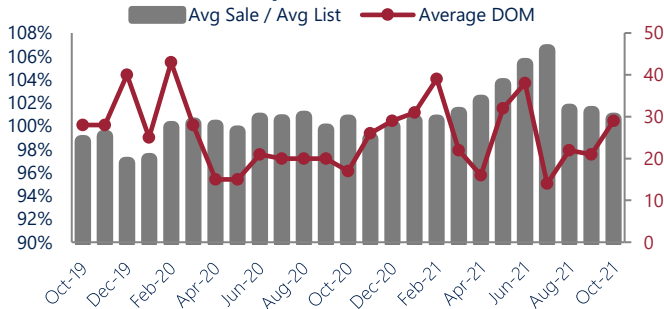
New Listings & Current Contracts

This month there were 43 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 70 in October 2020, a decrease of 39%. There were 49 current contracts pending sale this October compared to 54 a year ago. The number of current contracts is 9% lower than last October.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In October, the average sale price in Windsor Farms, The Fan, and Museum District was 100.6% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 29, higher than the average last year, which was 17, an increase of 71%.

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.

