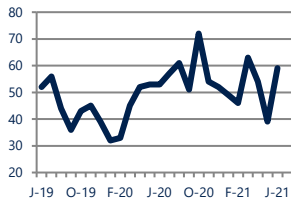




Zip Code(s): 23221, 23220, 23241 and 23219

Units Sold

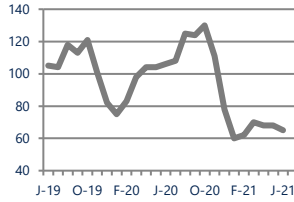
59



Up 11%
Vs. Year Ago

Active Inventory

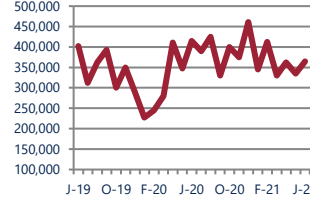
65



Down -39%
Vs. Year Ago

Median Sale Price

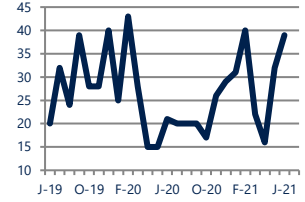
\$365,000



Down -12%
Vs. Year Ago

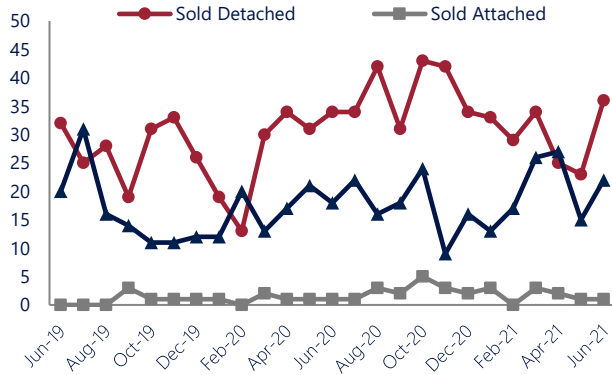
Days On Market

39



Up 86%
Vs. Year Ago

Units Sold*



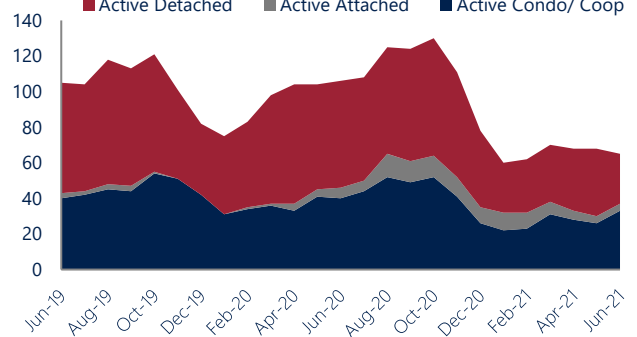
Units Sold

There was an increase in total units sold in June, with 59 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 41 units or 39%. The total number of active inventory this June was 65 compared to 106 in June 2020. This month's total of 65 is lower than the previous month's total supply of available inventory of 68, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Windsor Farms, The Fan, and Museum District Homes was \$415,000. This June, the median sale price was \$365,000, a decrease of 12% or \$50,000 compared to last year. The current median sold price is 9% higher than in May.

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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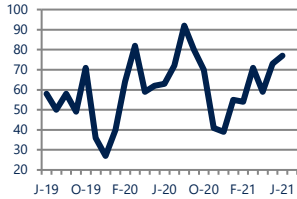




Zip Code(s): 23221, 23220, 23241 and 23219

New Listings

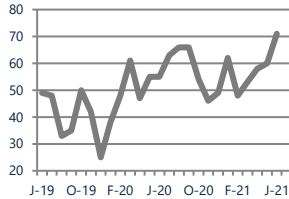
77



Up 22%
Vs. Year Ago

Current Contracts

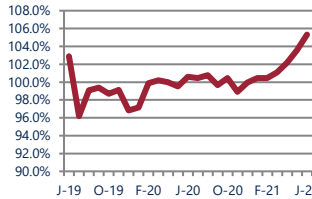
71



Up 29%
Vs. Year Ago

Sold Vs. List Price

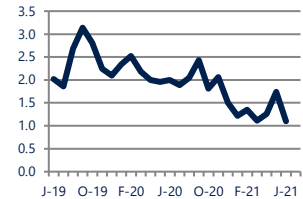
105.3%



Up 4.7%
Vs. Year Ago

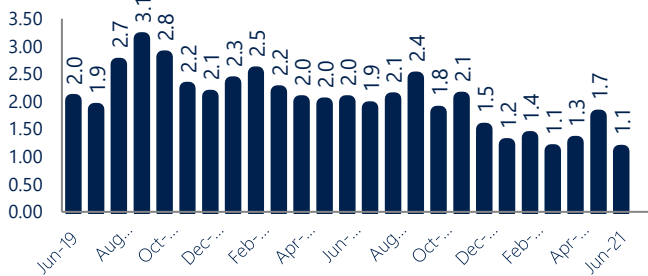
Months of Supply

1.1



Down -45%
Vs. Year Ago

Months Of Supply



Months of Supply

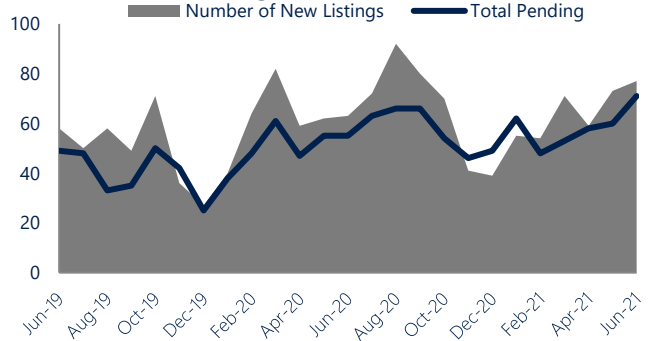
In June, there was 1.1 months of supply available in Windsor Farms, The Fan, and Museum District, compared to 2.0 in June 2020. That is a decrease of 45% versus a year ago.

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.

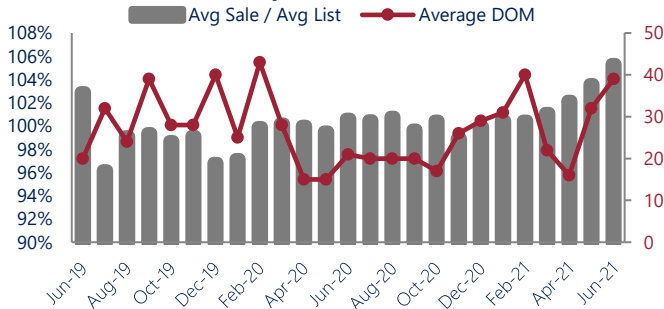
New Listings & Current Contracts

This month there were 77 homes newly listed for sale in Windsor Farms, The Fan, and Museum District compared to 63 in June 2020, an increase of 22%. There were 71 current contracts pending sale this June compared to 55 a year ago. The number of current contracts is 29% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Windsor Farms, The Fan, and Museum District was 105.3% of the average list price, which is 4.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 39, higher than the average last year, which was 21, an increase of 86%.

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