



# The Long & Foster® Market Minute™



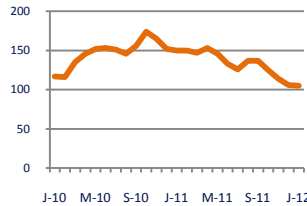
**Focus On: Winchester City Housing Market**

**January 2012**

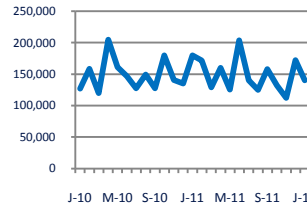
**Units Sold**  
**21**



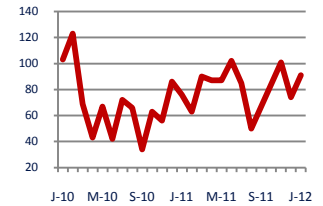
**Active Inventory**  
**105**



**Median Sale Price**  
**\$140,000**



**Days On Market**  
**91**



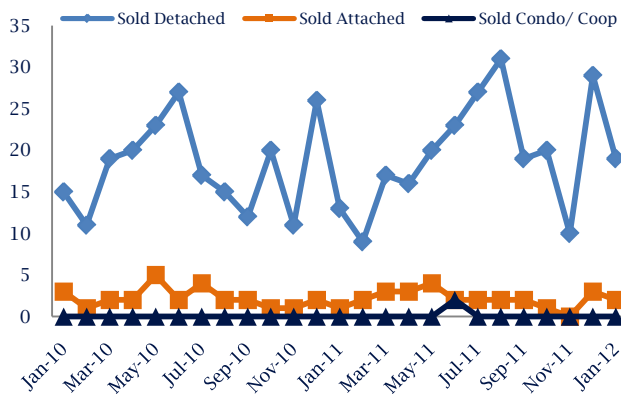
**Up**  
Vs. Year Ago

**Down - 30%**  
Vs. Year Ago

**Down - 22%**  
Vs. Year Ago

**Up 20%**  
Vs. Year Ago

### Units Sold\*



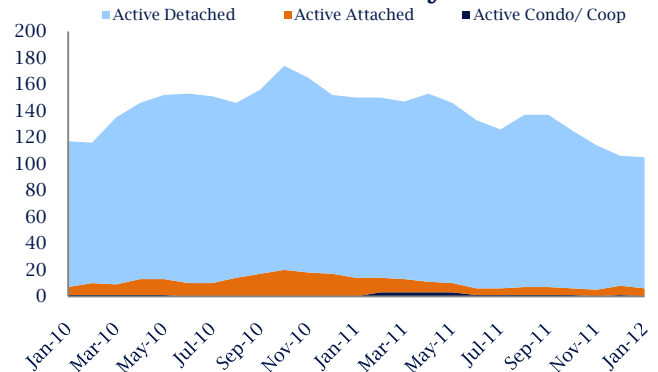
### Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 21 sold this month in Winchester City. This month's total units sold was higher than at this time last year, an increase from January 2011.

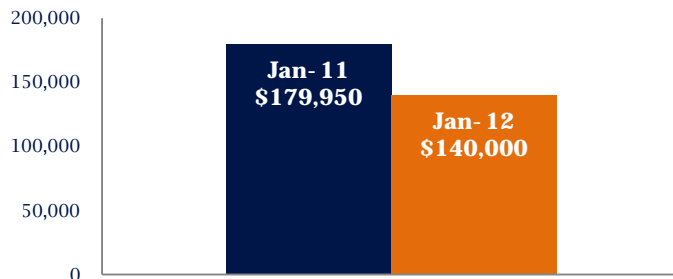
### Active Inventory

Versus last year, the total number of homes available this month is lower by 45 units or 30%. The total number of active inventory this January was 105 compared to 150 in January 2011. This month's total of 105 is lower than the previous month's total supply of available inventory of 106, a decrease of 1%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last January, the median sale price for Winchester City Homes was \$179,950. This January, the median sale price was \$140,000, a decrease of 22% or \$39,950 compared to last year. The current median sold price is 19% lower than in December.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

\*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.





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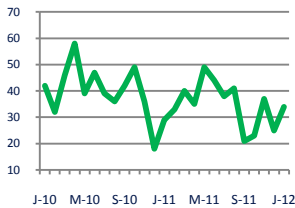


**Focus On: Winchester City Housing Market**

**January 2012**

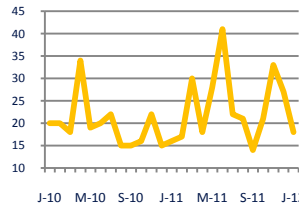
## New Listings

**34**



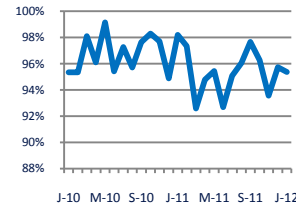
## Current Contracts

**18**



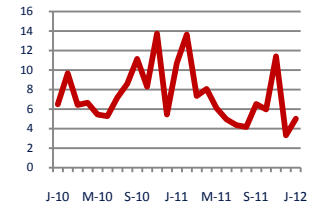
## Sold Vs. List Price

**95.4%**



## Months of Supply

**5.0**



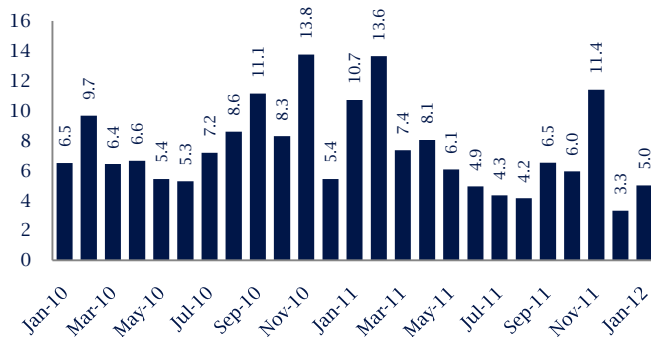
**Up 17%**  
Vs. Year Ago

**Up 13%**  
Vs. Year Ago

**Down -2.9%**  
Vs. Year Ago

**Down -53%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

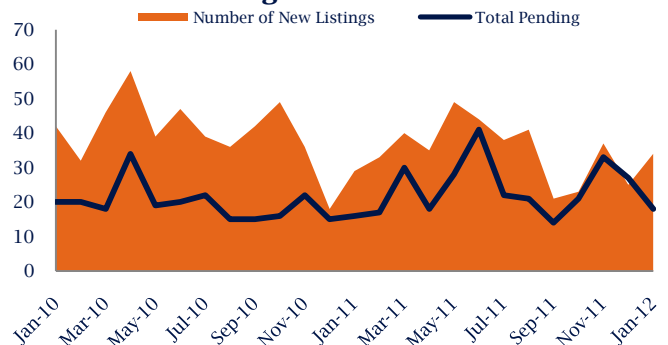
In January, there was 5.0 months of supply available in Winchester City, compared to 10.7 in January 2011. That is a decrease of 53% versus a year ago.

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.

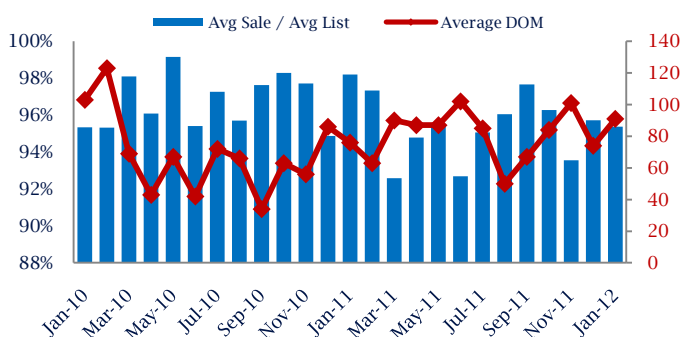
### New Listings & Current Contracts

This month there were 34 homes newly listed for sale in Winchester City compared to 29 in January 2011, an increase of 17%. There were 18 current contracts pending sale this January compared to 16 a year ago. The number of current contracts is 13% higher than last January.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In January, the average sale price in Winchester City was 95.4% of the average list price, which is 2.8% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 91, higher than the average last year, which was 76, an increase of 20%.

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