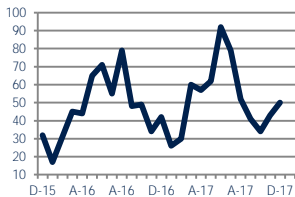


Zip Code(s): 20169, 20168 and 20143

Units Sold

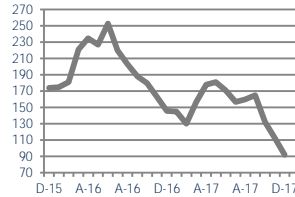
50



Up 19%
Vs. Year Ago

Active Inventory

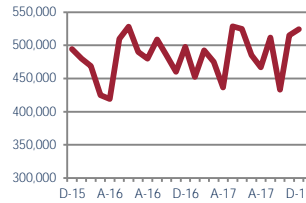
92



Down -37%
Vs. Year Ago

Median Sale Price

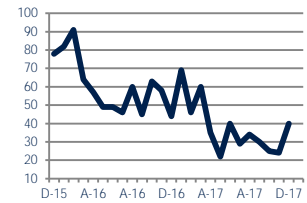
\$524,500



Up 5%
Vs. Year Ago

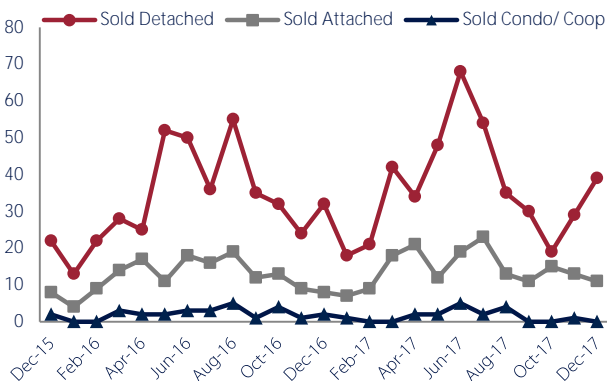
Days On Market

40



Down -9%
Vs. Year Ago

Units Sold*



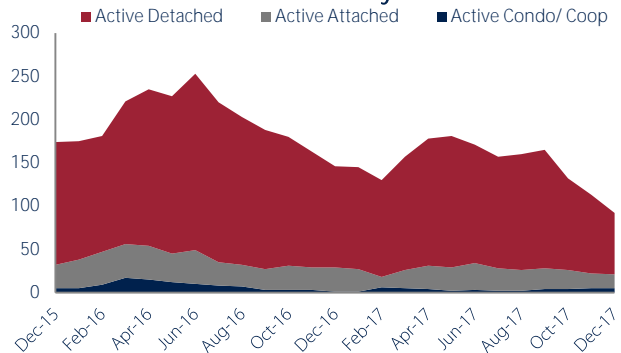
Units Sold

There was an increase in total units sold in December, with 50 sold this month in Haymarket and Catharpin versus 43 last month, an increase of 16%. This month's total units sold was higher than at this time last year, an increase of 19% versus December 2016.

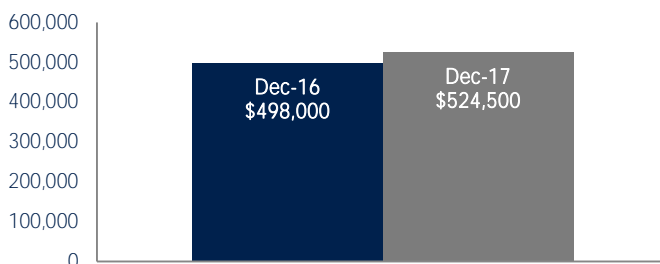
Active Inventory

Versus last year, the total number of homes available this month is lower by 54 units or 37%. The total number of active inventory this December was 92 compared to 146 in December 2016. This month's total of 92 is lower than the previous month's total supply of available inventory of 113, a decrease of 19%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Haymarket and Catharpin Homes was \$498,000. This December, the median sale price was \$524,500, an increase of 5% or \$26,500 compared to last year. The current median sold price is 2% higher than in November.

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



Haymarket and Catharpin are defined as properties listed in zip code/s 20169, 20168 and 20143.

*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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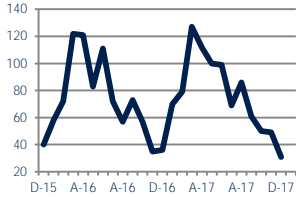




Zip Code(s): 20169, 20168 and 20143

New Listings

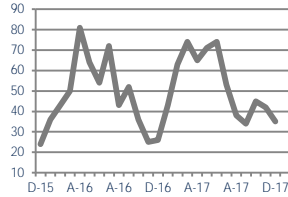
31



Down -14%
Vs. Year Ago

Current Contracts

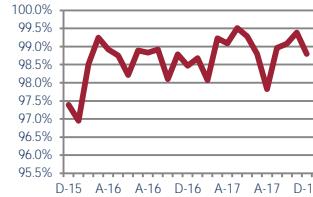
35



Up 35%
Vs. Year Ago

Sold Vs. List Price

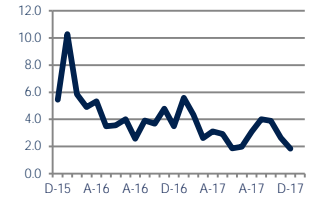
98.8%



No Change
Vs. Year Ago

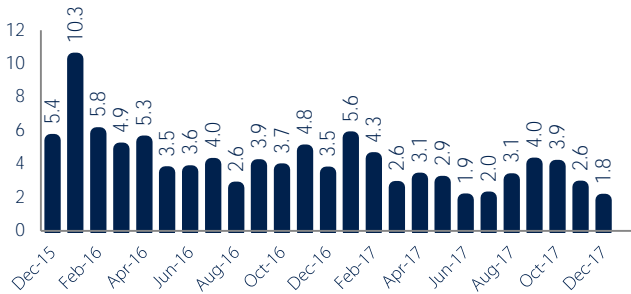
Months of Supply

1.8



Down -47%
Vs. Year Ago

Months Of Supply



Months of Supply

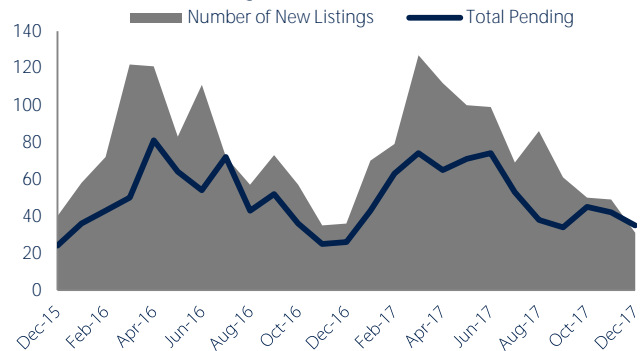
In December, there was 1.8 months of supply available in Haymarket and Catharpin, compared to 3.5 in December 2016. That is a decrease of 47% versus a year ago.

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.

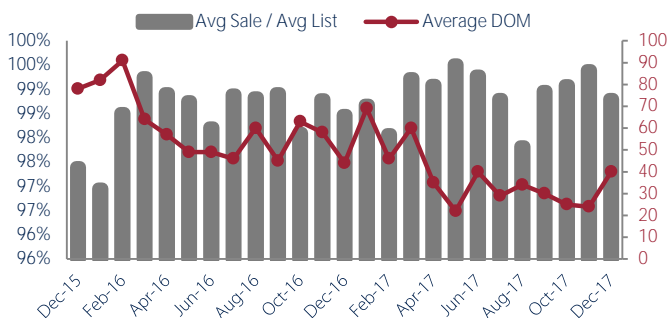
New Listings & Current Contracts

This month there were 31 homes newly listed for sale in Haymarket and Catharpin compared to 36 in December 2016, a decrease of 14%. There were 35 current contracts pending sale this December compared to 26 a year ago. The number of current contracts is 35% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Haymarket and Catharpin was 98.8% 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 40, lower than the average last year, which was 44, a decrease of 9%.



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