



# The Long & Foster Market Minute™

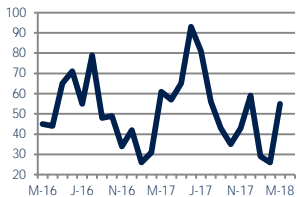
Focus On: Haymarket and Catharpin Housing Market

March 2018

Zip Code(s): 20169, 20168 and 20143

## Units Sold

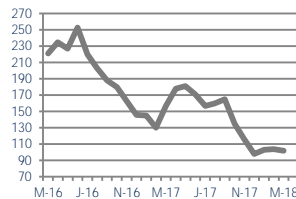
55



Down -10%  
Vs. Year Ago

## Active Inventory

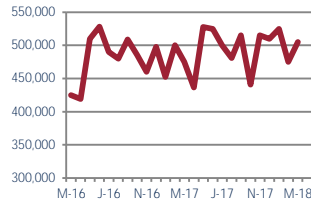
102



Down -35%  
Vs. Year Ago

## Median Sale Price

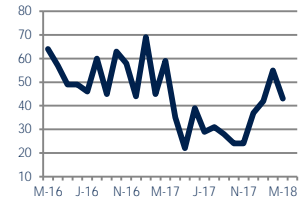
\$505,000



Up 6%  
Vs. Year Ago

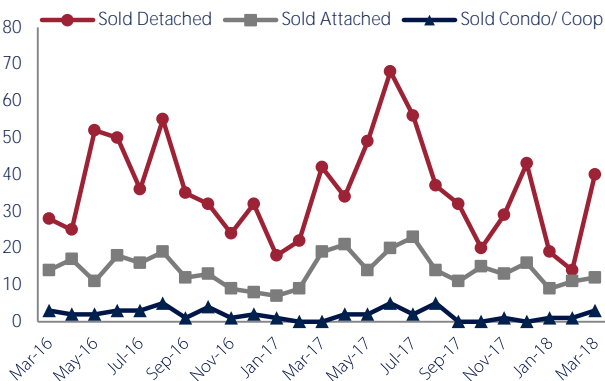
## Days On Market

43



Down -27%  
Vs. Year Ago

### Units Sold\*



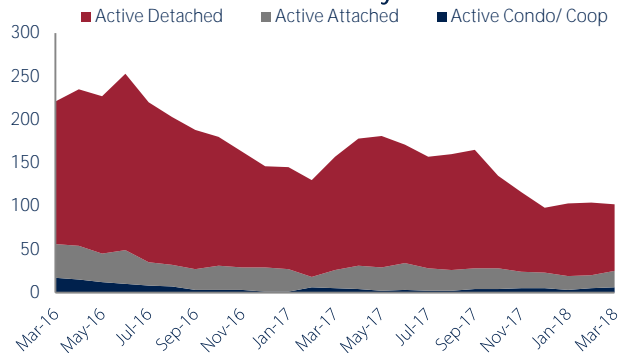
## Units Sold

There was an increase in total units sold in March, with 55 sold this month in Haymarket and Catharpin. This month's total units sold was lower than at this time last year.

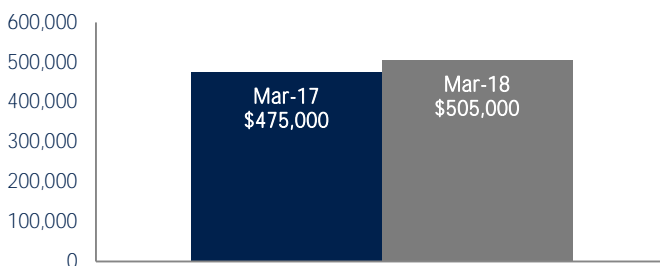
## Active Inventory

Versus last year, the total number of homes available this month is lower by 55 units or 35%. The total number of active inventory this March was 102 compared to 157 in March 2017. This month's total of 102 is lower than the previous month's total supply of available inventory of 104, a decrease of 2%.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Haymarket and Catharpin Homes was \$475,000. This March, the median sale price was \$505,000, an increase of 6% or \$30,000 compared to last year. The current median sold price is 6% higher than in February.

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.

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.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE





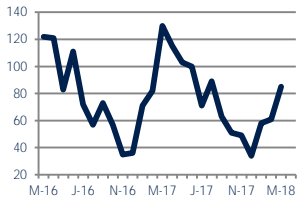
## Focus On: Haymarket and Catharpin Housing Market

March 2018

Zip Code(s): 20169, 20168 and 20143

### New Listings

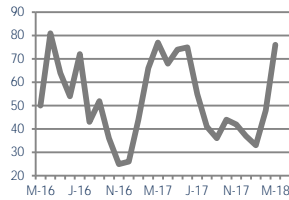
85



Down -35%  
Vs. Year Ago

### Current Contracts

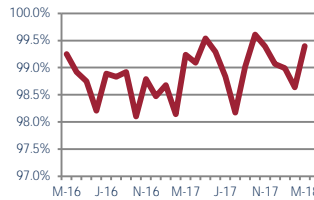
76



Down -1%  
Vs. Year Ago

### Sold Vs. List Price

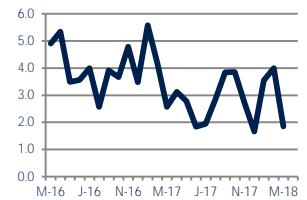
99.4%



No Change  
Vs. Year Ago

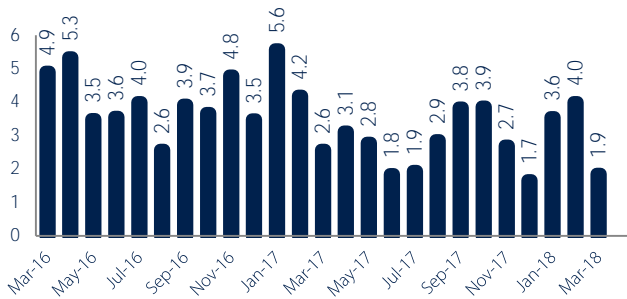
### Months of Supply

1.9



Down -28%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

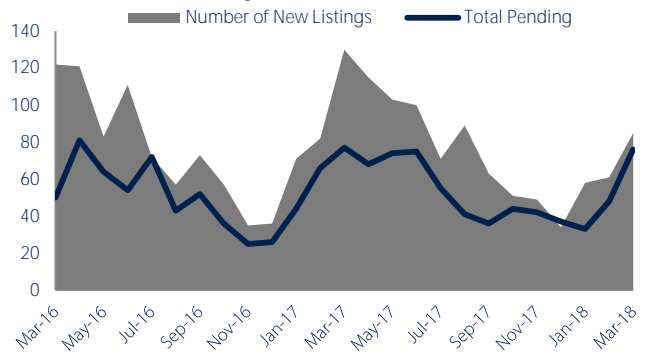
In March, there was 1.9 months of supply available in Haymarket and Catharpin, compared to 2.6 in March 2017. That is a decrease of 28% versus a year ago.

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.

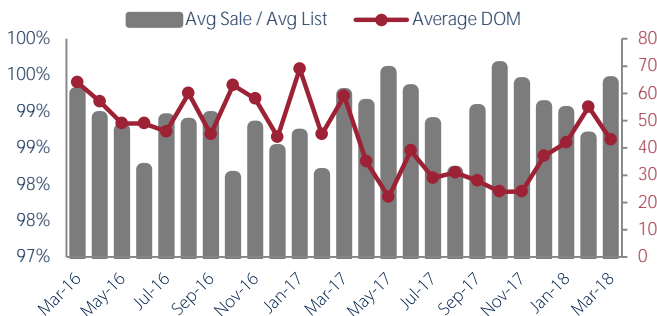
### New Listings & Current Contracts

This month there were 85 homes newly listed for sale in Haymarket and Catharpin compared to 130 in March 2017, a decrease of 35%. There were 76 current contracts pending sale this March compared to 77 a year ago. The number of current contracts is 1% lower than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Haymarket and Catharpin was 99.4% 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 43, lower than the average last year, which was 59, a decrease of 27%.



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.

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.

