

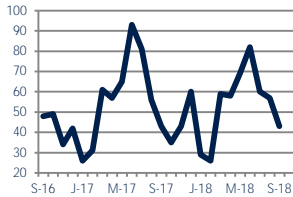
Focus On: Haymarket and Catharpin Housing Market

September 2018

Zip Code(s): 20169, 20168 and 20143

Units Sold

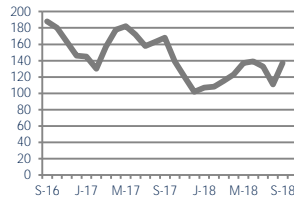
43



No Change
Vs. Year Ago

Active Inventory

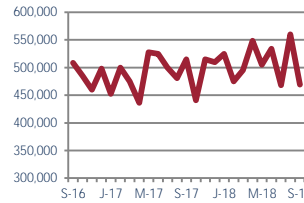
137



Down -18%
Vs. Year Ago

Median Sale Price

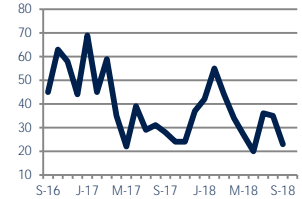
\$469,000



Down -9%
Vs. Year Ago

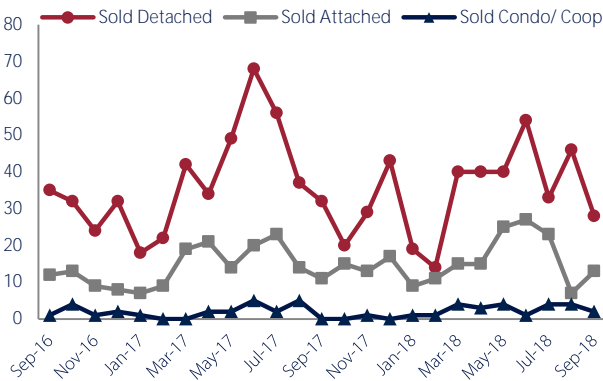
Days On Market

23



Down -18%
Vs. Year Ago

Units Sold*



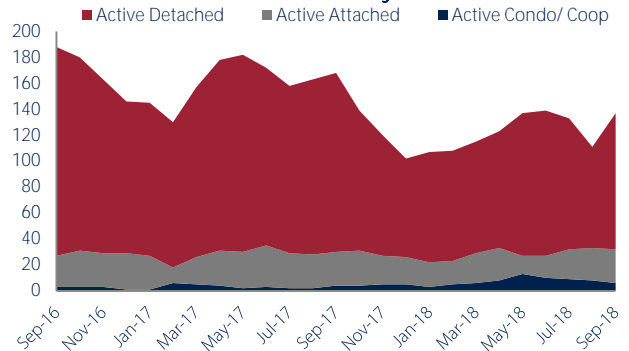
Units Sold

There was a decrease in total units sold in September, with 43 sold this month in Haymarket and Catharpin, a decrease of 25%. This month's total units sold is similar compared to a year ago.

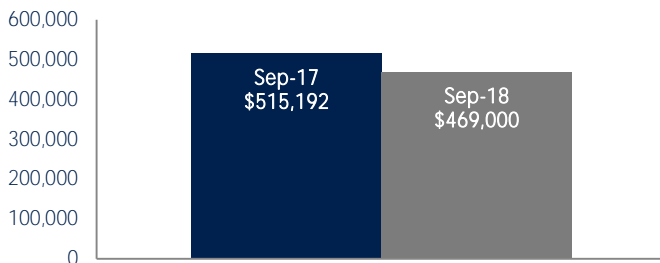
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 18%. The total number of active inventory this September was 137 compared to 168 in September 2017. This month's total of 137 is higher than the previous month's total supply of available inventory of 111, an increase of 23%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Haymarket and Catharpin Homes was \$515,192. This September, the median sale price was \$469,000, a decrease of 9% or \$46,192 compared to last year. The current median sold price is 16% lower than in August.

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.



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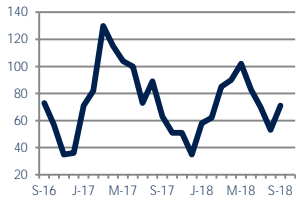
Focus On: Haymarket and Catharpin Housing Market

September 2018

Zip Code(s): 20169, 20168 and 20143

New Listings

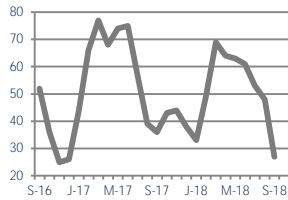
71



Up 13%
Vs. Year Ago

Current Contracts

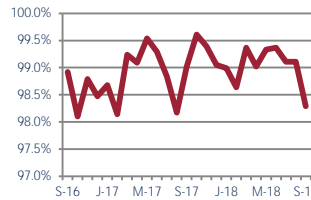
27



Down -25%
Vs. Year Ago

Sold Vs. List Price

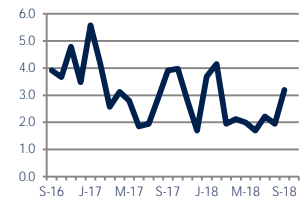
98.3%



Down -0.7%
Vs. Year Ago

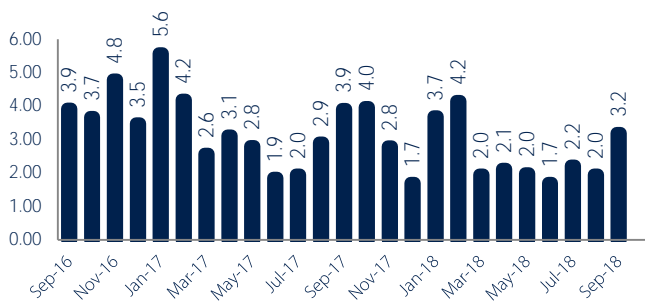
Months of Supply

3.2



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

In September, there was 3.2 months of supply available in Haymarket and Catharpin, compared to 3.9 in September 2017. That is a decrease of 18% versus a year ago.

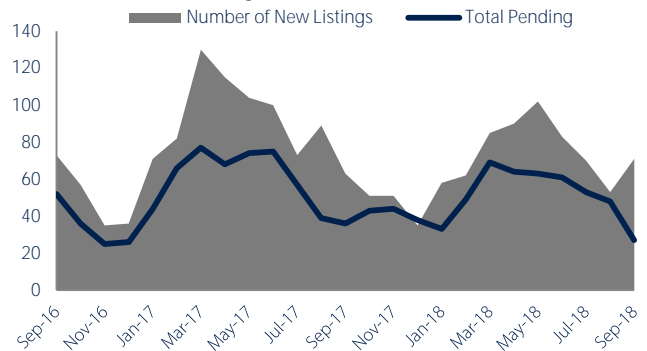
Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

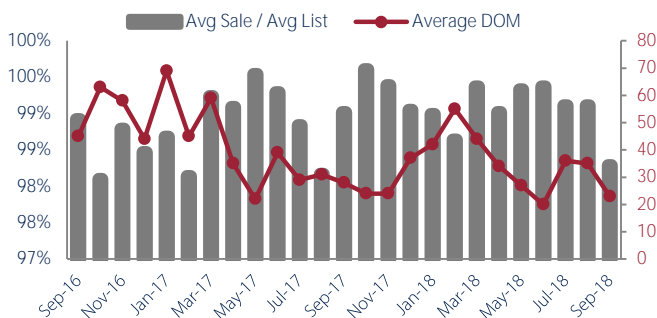
This month there were 71 homes newly listed for sale in Haymarket and Catharpin compared to 63 in September 2017, an increase of 13%.

There were 27 current contracts pending sale this September compared to 36 a year ago. The number of current contracts is 25% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Haymarket and Catharpin was 98.3% of the average list price, which is 0.7% lower than at this time last year.

Days On Market

This month, the average number of days on market was 23, lower than the average last year, which was 28, a decrease of 18%.



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