



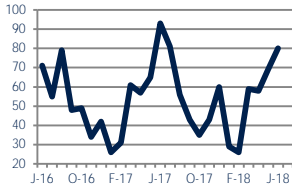
The Long & Foster Market Minute™

Focus On: Haymarket and Catharpin Housing Market

June 2018

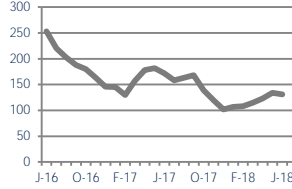
Zip Code(s): 20169, 20168 and 20143

Units Sold
80



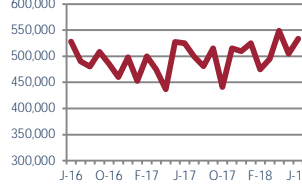
Down -14%
Vs. Year Ago

Active Inventory
131



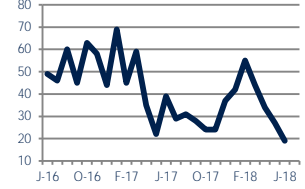
Down -24%
Vs. Year Ago

Median Sale Price
\$533,750



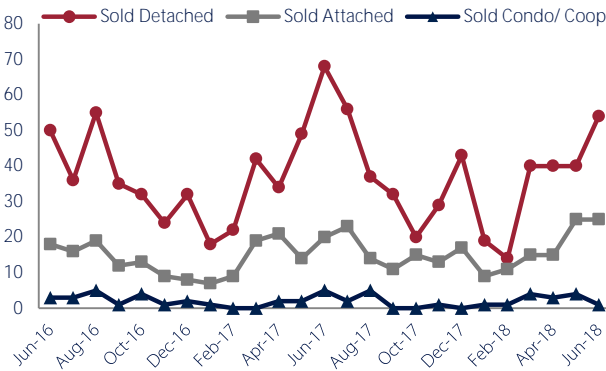
Up 2%
Vs. Year Ago

Days On Market
19



Down -51%
Vs. Year Ago

Units Sold*



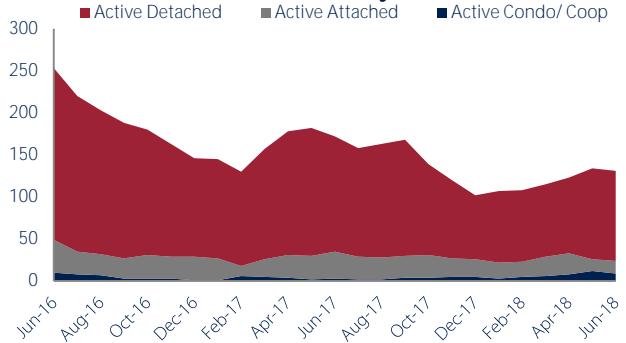
Units Sold

There was an increase in total units sold in June, with 80 sold this month in Haymarket and Catharpin versus 69 last month, an increase of 16%. This month's total units sold was lower than at this time last year, a decrease of 14% versus June 2017.

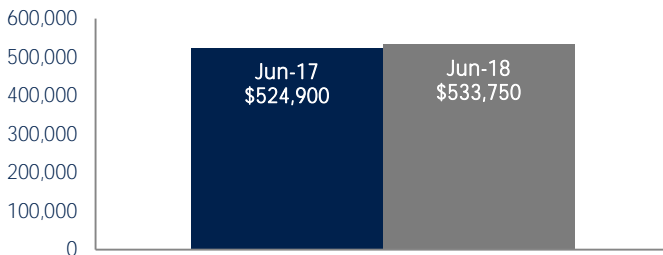
Active Inventory

Versus last year, the total number of homes available this month is lower by 41 units or 24%. The total number of active inventory this June was 131 compared to 172 in June 2017. This month's total of 131 is lower than the previous month's total supply of available inventory of 134, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Haymarket and Catharpin Homes was \$524,900. This June, the median sale price was \$533,750, an increase of 2% or \$8,850 compared to last year. The current median sold price is 6% 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.

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





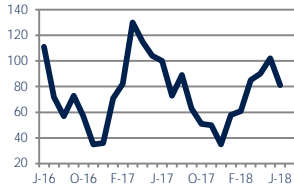
Focus On: Haymarket and Catharpin Housing Market

June 2018

Zip Code(s): 20169, 20168 and 20143

New Listings

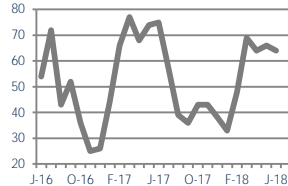
81



Down -19%
Vs. Year Ago

Current Contracts

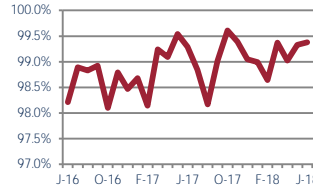
64



Down -15%
Vs. Year Ago

Sold Vs. List Price

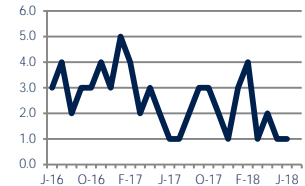
99.4%



No Change
Vs. Year Ago

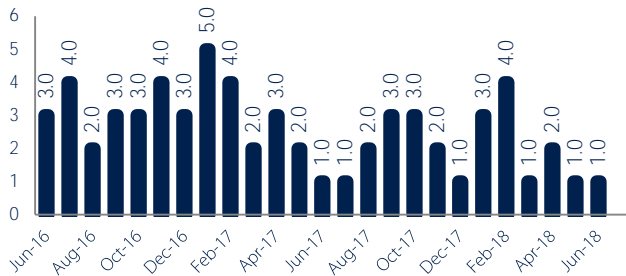
Months of Supply

1.0



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

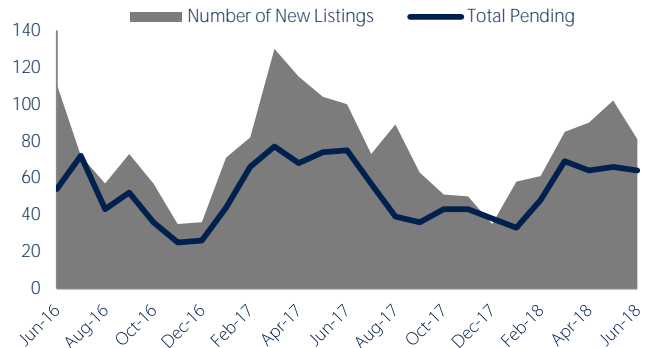
In June, there was 1.6 months of supply available in Haymarket and Catharpin, compared to 1.8 in June 2017. That is a decrease of 11% versus a year ago.

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.

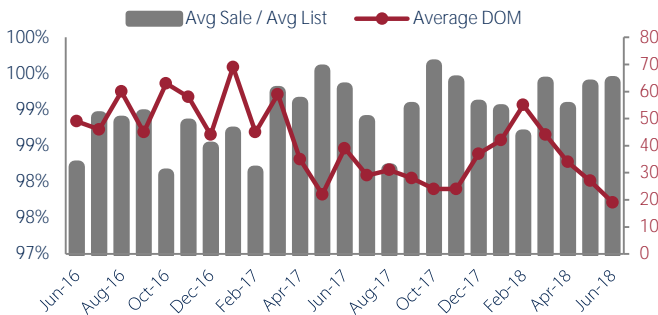
New Listings & Current Contracts

This month there were 81 homes newly listed for sale in Haymarket and Catharpin compared to 100 in June 2017, a decrease of 19%. There were 64 current contracts pending sale this June compared to 75 a year ago. The number of current contracts is 15% lower 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 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 19, lower than the average last year, which was 39, a decrease of 51%.



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.

