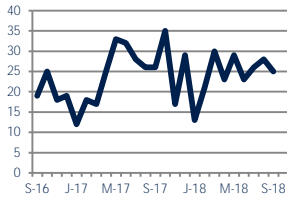
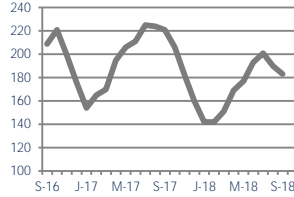


**Units Sold**  
25



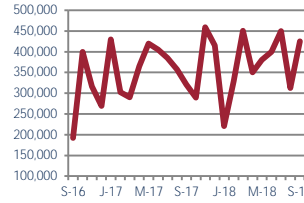
Down -4%  
Vs. Year Ago

**Active Inventory**  
183



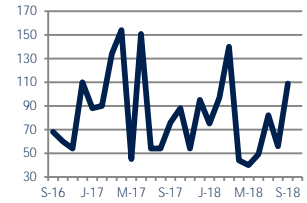
Down -17%  
Vs. Year Ago

**Median Sale Price**  
\$425,000



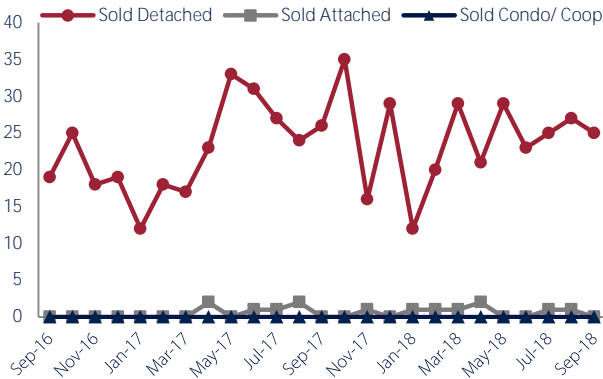
Up  
Vs. Year Ago

**Days On Market**  
109



Up 43%  
Vs. Year Ago

**Units Sold\***



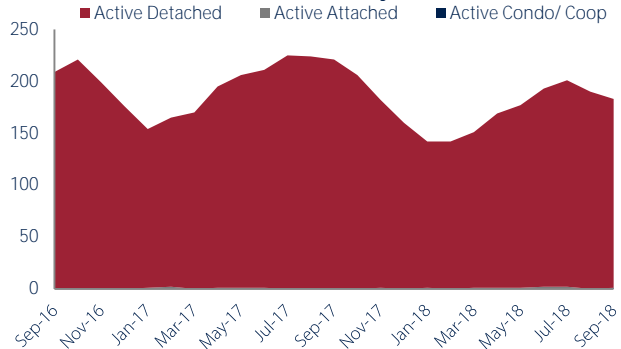
**Units Sold**

There was a decrease in total units sold in September, with 25 sold this month in Marshall, Markham, and Northern Fauquier County versus 28 last month, a decrease of 11%. This month's total units sold was lower than at this time last year, a decrease of 4% versus September 2017.

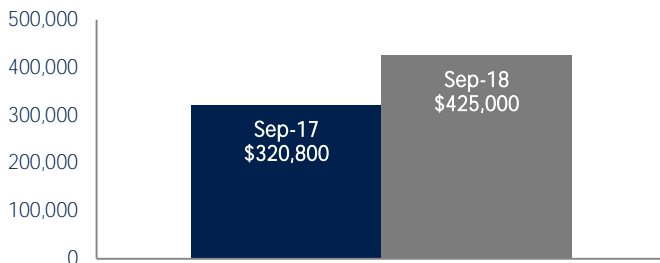
**Active Inventory**

Versus last year, the total number of homes available this month is lower by 38 units or 17%. The total number of active inventory this September was 183 compared to 221 in September 2017. This month's total of 183 is lower than the previous month's total supply of available inventory of 190, a decrease of 4%.

**Active Inventory\***



**Median Sale Price**



**Median Sale Price**

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last September, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$320,800. This September, the median sale price was \$425,000, an increase of \$104,200 compared to last year. The current median sold price is higher 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.



Marshall, Markham, and Northern Fauquier County are defined as properties listed in zip code/s 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642.

\*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.



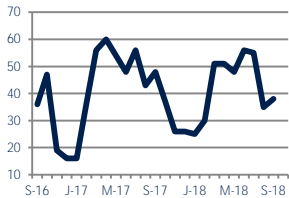
## Focus On: Marshall, Markham, and Northern Fauquier County Housing Market

September 2018

Zip Code(s): 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642

### New Listings

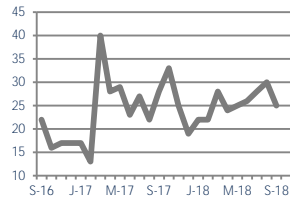
38



Down -21%  
Vs. Year Ago

### Current Contracts

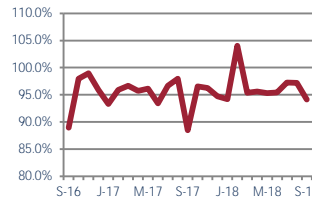
25



Down -11%  
Vs. Year Ago

### Sold Vs. List Price

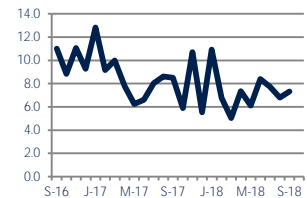
94.1%



Up  
Vs. Year Ago

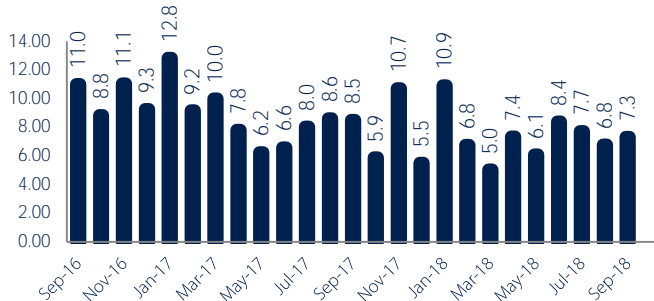
### Months of Supply

7.3



Down -14%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

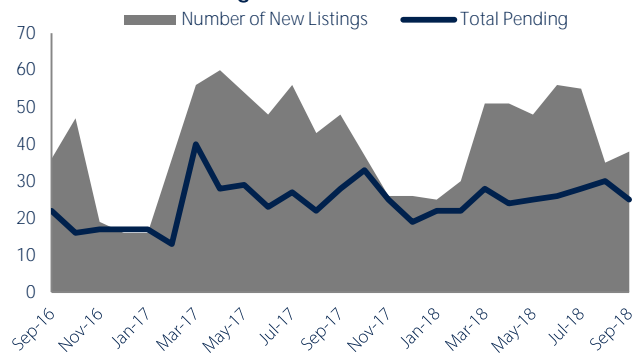
In September, there was 7.3 months of supply available in Marshall, Markham, and Northern Fauquier County, compared to 8.5 in September 2017. That is a decrease of 14% versus a year ago.

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.

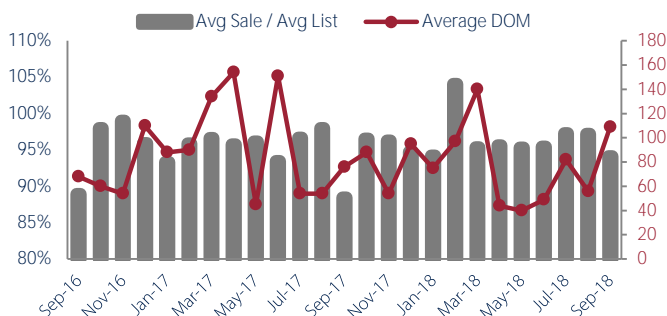
### New Listings & Current Contracts

This month there were 38 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 48 in September 2017, a decrease of 21%. There were 25 current contracts pending sale this September compared to 28 a year ago. The number of current contracts is 11% 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 Marshall, Markham, and Northern Fauquier County was 94.1% of the average list price, which is higher than at this time last year.

### Days On Market

This month, the average number of days on market was 109, higher than the average last year, which was 76, an increase of 43%.



Marshall, Markham, and Northern Fauquier County are defined as properties listed in zip code/s 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642.

\*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.

