

THE LONG & FOSTER MARKET MINUTE™

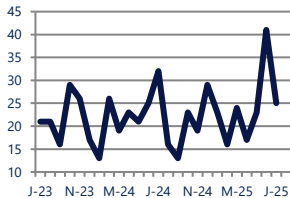
FOCUS ON: MARSHALL, MARKHAM, AND NORTHERN FAUQUIER COUNTY HOUSING MARKET

JULY 2025

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

Units Sold

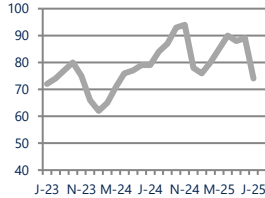
25



Down
Vs. Year Ago

Active Inventory

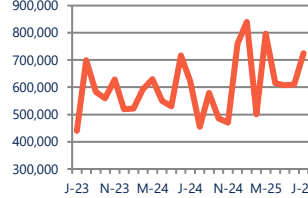
74



Down -6%
Vs. Year Ago

Median Sale Price

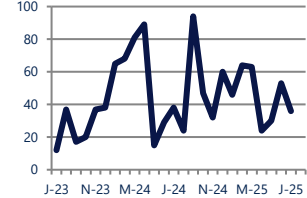
\$725,000



Up 16%
Vs. Year Ago

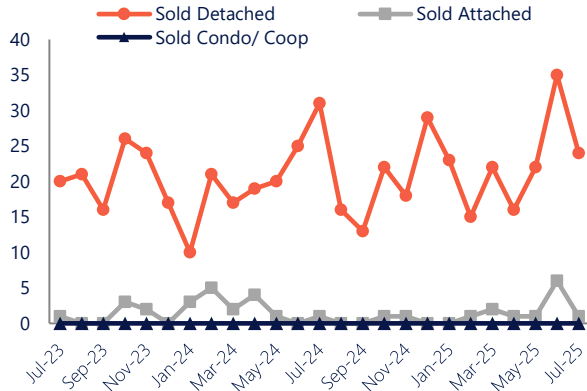
Days On Market

36



Down -5%
Vs. Year Ago

Units Sold*



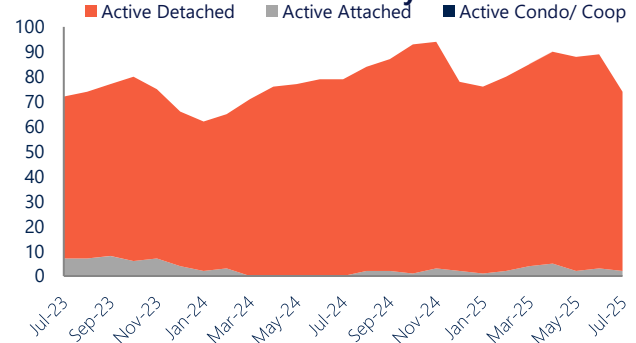
Units Sold

With relatively few transactions, there was a decrease in total units sold in July, with 25 sold this month in Marshall, Markham, and Northern Fauquier County. This month's total units sold was lower than at this time last year, a decrease from July 2024.

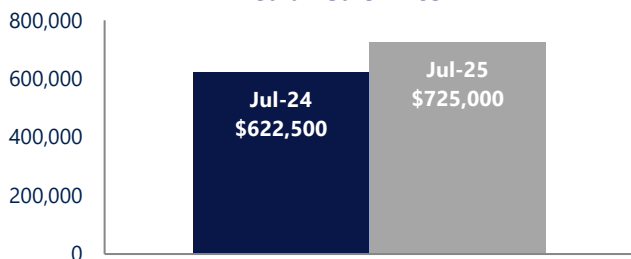
Active Inventory

Versus last year, the total number of homes available this month is lower by 5 units or 6%. The total number of active inventory this July was 74 compared to 79 in July 2024. This month's total of 74 is lower than the previous month's total supply of available inventory of 89, a decrease of 17%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$622,500. This July, the median sale price was \$725,000, an increase of 16% or \$102,500 compared to last year. The current median sold price is 19% higher than in June.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.

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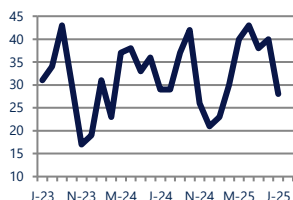
FOCUS ON: **MARSHALL, MARKHAM, AND NORTHERN FAUQUIER COUNTY HOUSING MARKET**

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New Listings

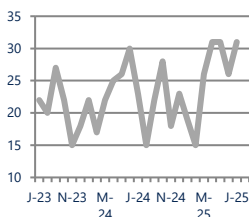
28



Down -3%
Vs. Year Ago

Current Contracts

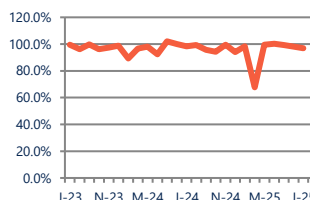
31



Up 35%
Vs. Year Ago

Sold Vs. List Price

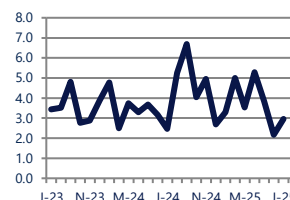
97.0%



Down -1.4%
Vs. Year Ago

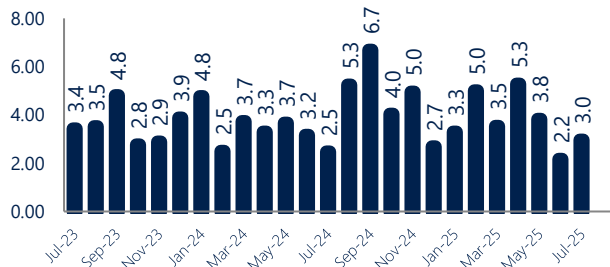
Months of Supply

3.0



Up 20%
Vs. Year Ago

Months Of Supply



Months of Supply

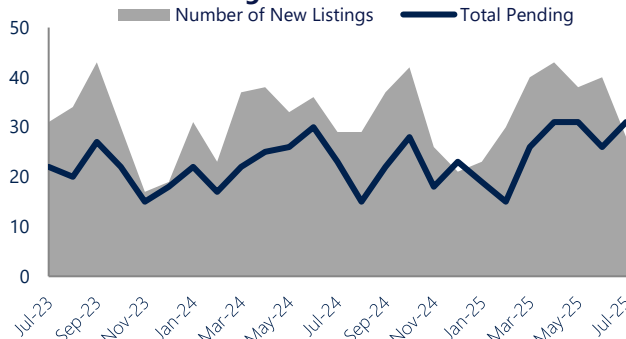
In July, there was 3.0 months of supply available in Marshall, Markham, and Northern Fauquier County, compared to 2.5 in July 2024. That is an increase of 20% versus a year ago.

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.

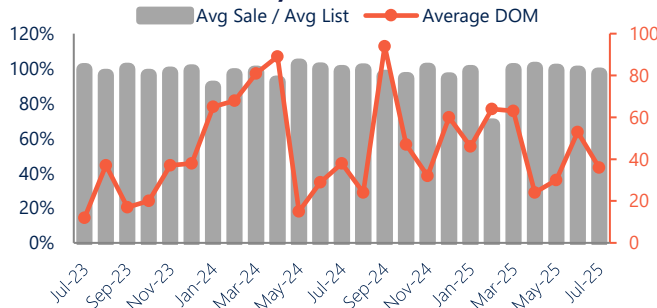
New Listings & Current Contracts

This month there were 28 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 29 in July 2024, a decrease of 3%. There were 31 current contracts pending sale this July compared to 23 a year ago. The number of current contracts is 35% higher than last July.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In July, the average sale price in Marshall, Markham, and Northern Fauquier County was 97.0% of the average list price, which is 1.3% lower than at this time last year.

Days On Market

This month, the average number of days on market was 36, lower than the average last year, which was 38, a decrease of 5%.

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