



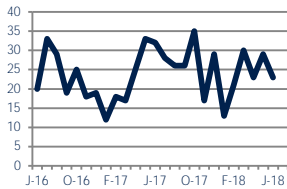
The Long & Foster Market Minute™

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

June 2018

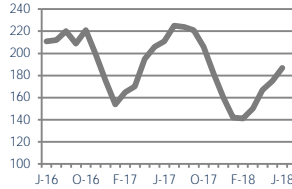
Zip Code(s): 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642

Units Sold
23



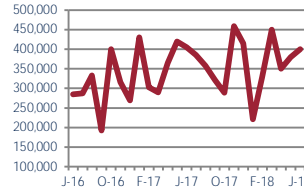
Down -28%
Vs. Year Ago

Active Inventory
187



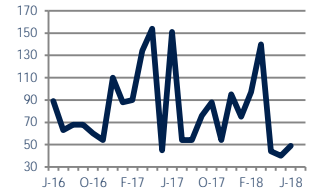
Down -11%
Vs. Year Ago

Median Sale Price
\$399,900



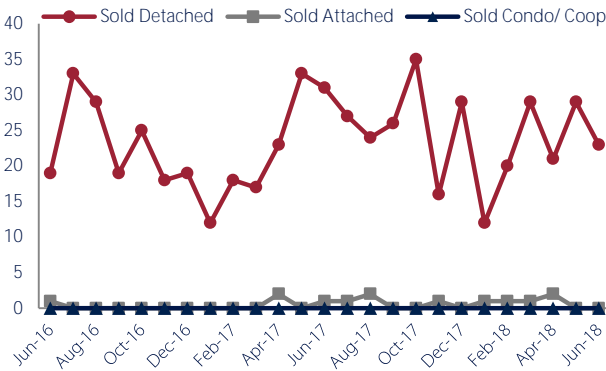
Down -1%
Vs. Year Ago

Days On Market
49



Down
Vs. Year Ago

Units Sold*



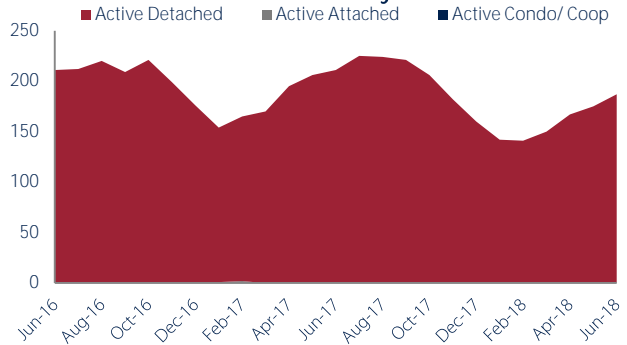
Units Sold

There was a decrease in total units sold in June, with 23 sold this month in Marshall, Markham, and Northern Fauquier County versus 29 last month, a decrease of 21%. This month's total units sold was lower than at this time last year, a decrease of 28% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 24 units or 11%. The total number of active inventory this June was 187 compared to 211 in June 2017. This month's total of 187 is higher than the previous month's total supply of available inventory of 175, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$405,212. This June, the median sale price was \$399,900, a decrease of 1% or \$5,312 compared to last year. The current median sold price is 5% 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.

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.

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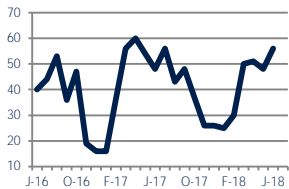




Zip Code(s): 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642

New Listings

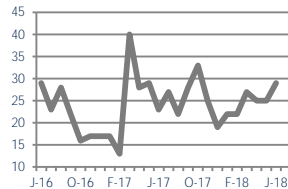
56



Up 17%
Vs. Year Ago

Current Contracts

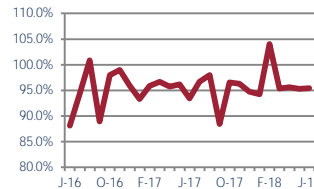
29



Up 26%
Vs. Year Ago

Sold Vs. List Price

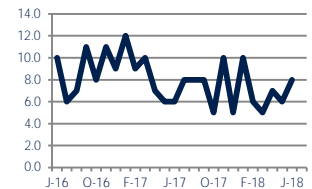
95.4%



Up 2.1%
Vs. Year Ago

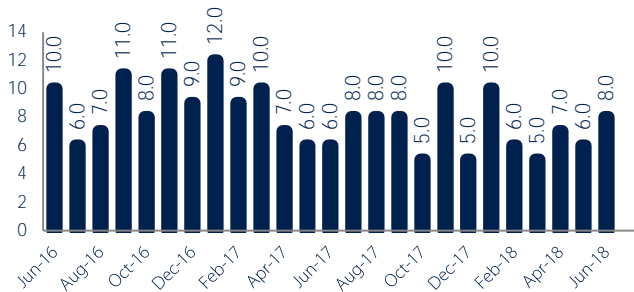
Months of Supply

8.0



Up 33%
Vs. Year Ago

Months Of Supply



Months of Supply

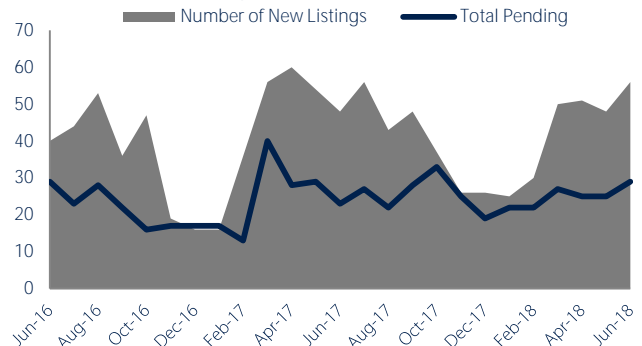
In June, there was 8.1 months of supply available in Marshall, Markham, and Northern Fauquier County, compared to 6.6 in June 2017. That is an increase of 23% versus a year ago.

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.

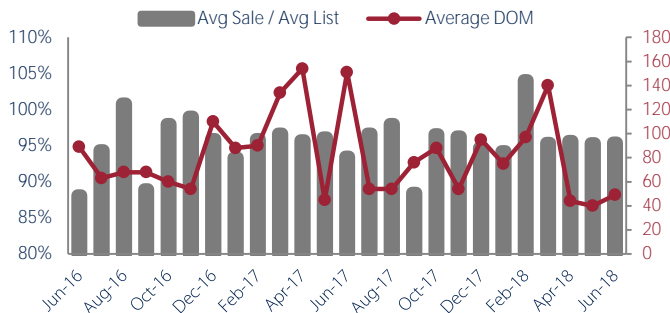
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 48 in June 2017, an increase of 17%. There were 29 current contracts pending sale this June compared to 23 a year ago. The number of current contracts is 26% higher 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 Marshall, Markham, and Northern Fauquier County was 95.4% of the average list price, which is 2.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 49, lower than the average last year, which was 151. This decrease was impacted by the limited number of sales.



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