



The Long & Foster Market Minute™

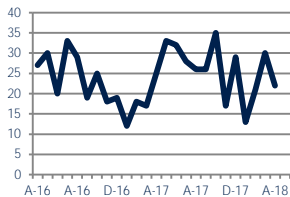
Focus On: Marshall, Markham, and Northern Fauquier County Housing Market

April 2018

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

Units Sold

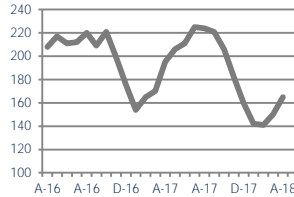
22



Down -12%
Vs. Year Ago

Active Inventory

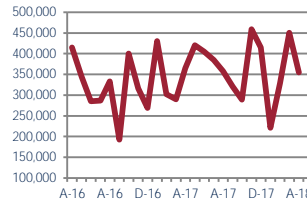
165



Down -15%
Vs. Year Ago

Median Sale Price

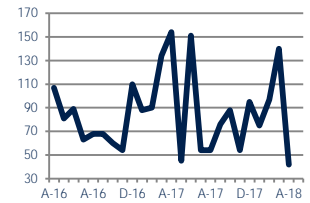
\$355,000



Down -3%
Vs. Year Ago

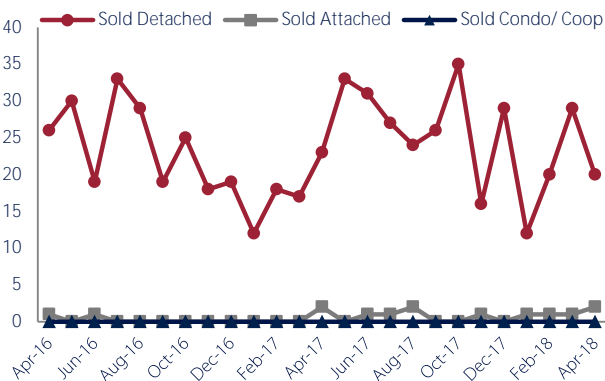
Days On Market

42



Down
Vs. Year Ago

Units Sold*



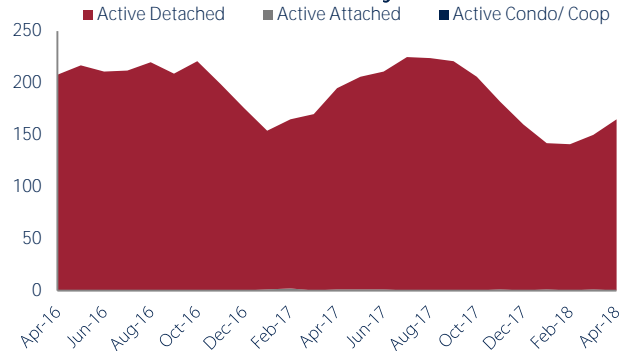
Units Sold

There was a decrease in total units sold in April, with 22 sold this month in Marshall, Markham, and Northern Fauquier County versus 30 last month, a decrease of 27%. This month's total units sold was lower than at this time last year, a decrease of 12% versus April 2017.

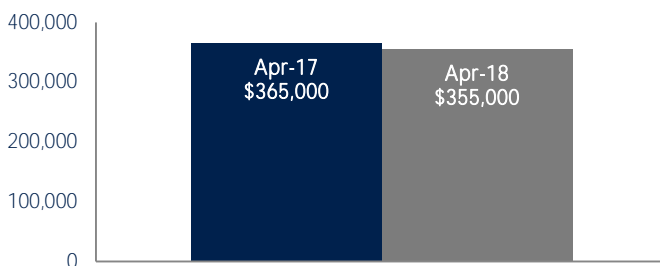
Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 15%. The total number of active inventory this April was 165 compared to 195 in April 2017. This month's total of 165 is higher than the previous month's total supply of available inventory of 150, an increase of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$365,000. This April, the median sale price was \$355,000, a decrease of 3% or \$10,000 compared to last year. The current median sold price is 21% lower than in March.

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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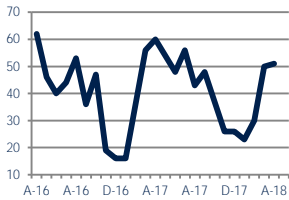
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New Listings

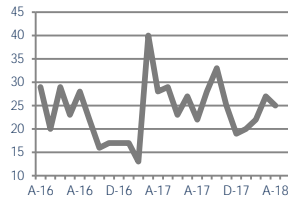
51



Down -15%
Vs. Year Ago

Current Contracts

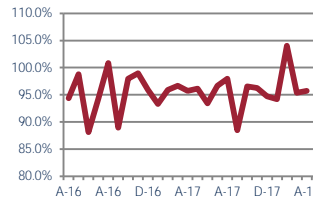
25



Down -11%
Vs. Year Ago

Sold Vs. List Price

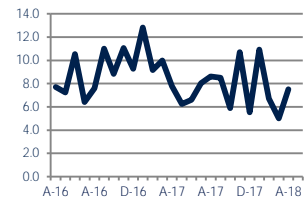
95.8%



No Change
Vs. Year Ago

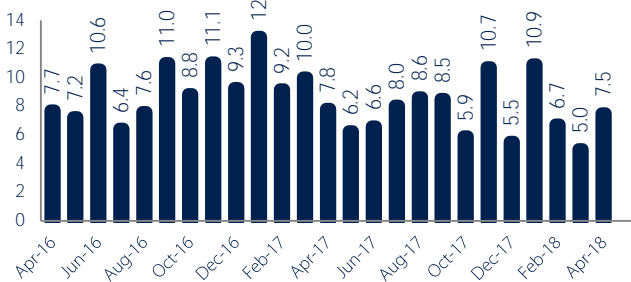
Months of Supply

7.5



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

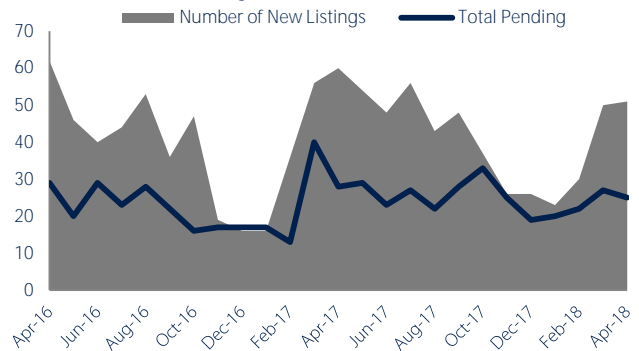
In April, there was 7.5 months of supply available in Marshall, Markham, and Northern Fauquier County, compared to 7.8 in April 2017. That is a decrease of 4% versus a year ago.

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.

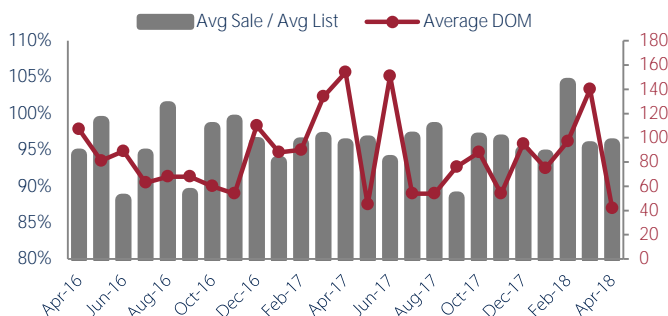
New Listings & Current Contracts

This month there were 51 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 60 in April 2017, a decrease of 15%. There were 25 current contracts pending sale this April compared to 28 a year ago. The number of current contracts is 11% lower than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in Marshall, Markham, and Northern Fauquier County was 95.8% 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 42, lower than the average last year, which was 154. This decrease was impacted by the limited number of sales.

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