



# The Long & Foster Market Minute™

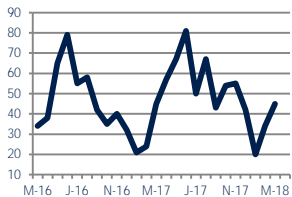
Focus On: Warrenton and New Baltimore Housing Market

March 2018

Zip Code(s): 20186, 20187 and 20188

## Units Sold

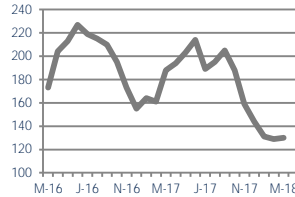
45



No Change  
Vs. Year Ago

## Active Inventory

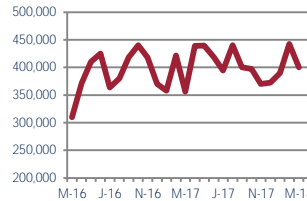
130



Down -31%  
Vs. Year Ago

## Median Sale Price

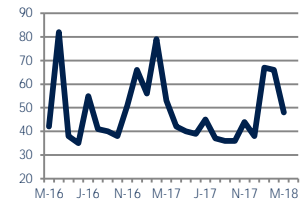
\$400,000



Up 12%  
Vs. Year Ago

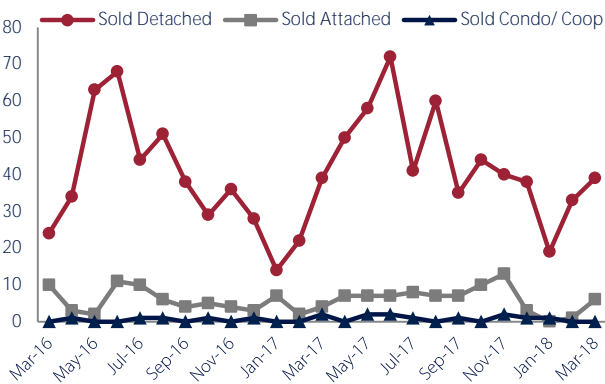
## Days On Market

48



Down -9%  
Vs. Year Ago

## Units Sold\*



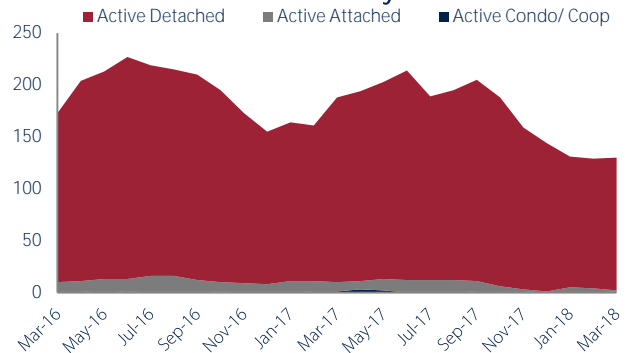
## Units Sold

There was an increase in total units sold in March, with 45 sold this month in Warrenton and New Baltimore, an increase of 32%. This month's total units sold is similar compared to a year ago.

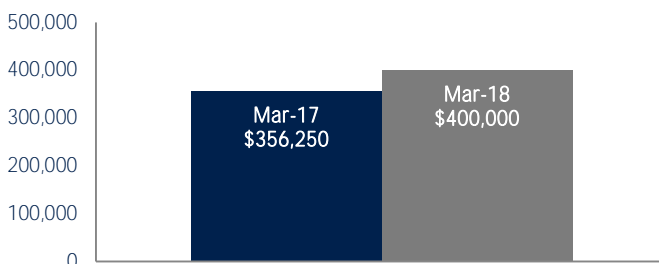
## Active Inventory

Versus last year, the total number of homes available this month is lower by 58 units or 31%. The total number of active inventory this March was 130 compared to 188 in March 2017. This month's total of 130 is higher than the previous month's total supply of available inventory of 129, an increase of 1%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last March, the median sale price for Warrenton and New Baltimore Homes was \$356,250. This March, the median sale price was \$400,000, an increase of 12% or \$43,750 compared to last year. The current median sold price is 10% lower than in February.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



Warrenton and New Baltimore are defined as properties listed in zip code/s 20186, 20187 and 20188.

\*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.



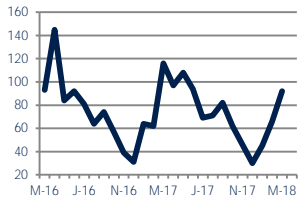
## Focus On: Warrenton and New Baltimore Housing Market

March 2018

Zip Code(s): 20186, 20187 and 20188

### New Listings

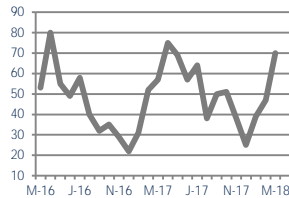
92



Down -21%  
Vs. Year Ago

### Current Contracts

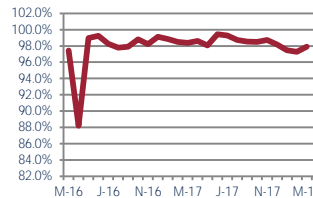
70



Up 23%  
Vs. Year Ago

### Sold Vs. List Price

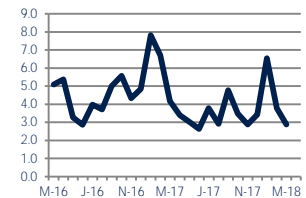
97.9%



No Change  
Vs. Year Ago

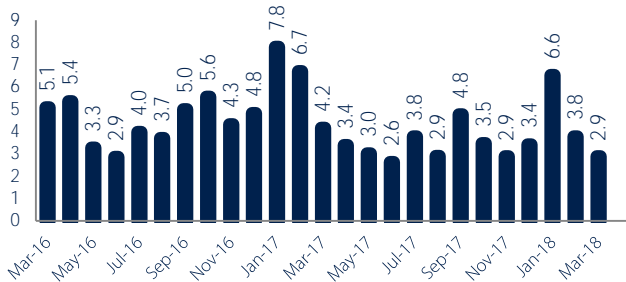
### Months of Supply

2.9



Down -31%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

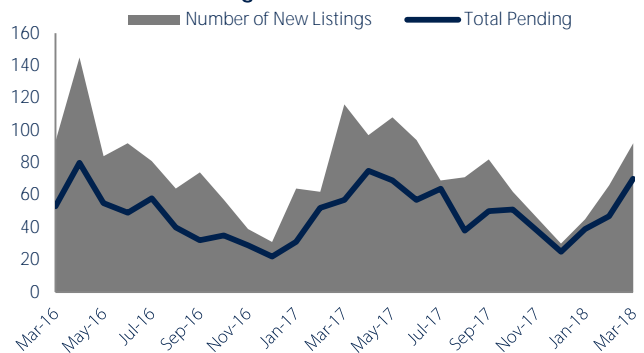
In March, there was 2.9 months of supply available in Warrenton and New Baltimore, compared to 4.2 in March 2017. That is a decrease of 31% versus a year ago.

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.

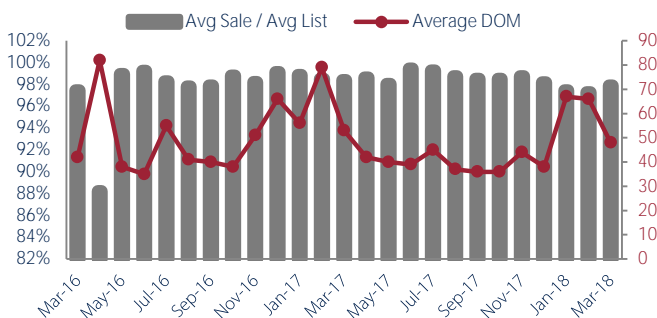
### New Listings & Current Contracts

This month there were 92 homes newly listed for sale in Warrenton and New Baltimore compared to 116 in March 2017, a decrease of 21%. There were 70 current contracts pending sale this March compared to 57 a year ago. The number of current contracts is 23% higher than last March.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In March, the average sale price in Warrenton and New Baltimore was 97.9% 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 48, lower than the average last year, which was 53, a decrease of 9%.



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