



The Long & Foster Market Minute™

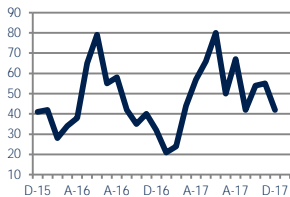
Focus On: Warrenton and New Baltimore Housing Market

December 2017

Zip Code(s): 20186, 20187 and 20188

Units Sold

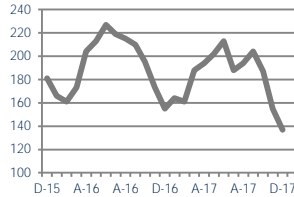
42



Up 31%
Vs. Year Ago

Active Inventory

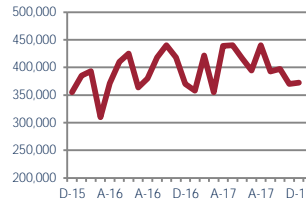
137



Down -12%
Vs. Year Ago

Median Sale Price

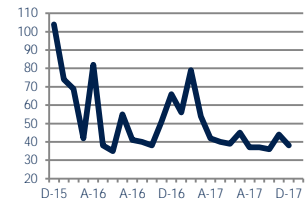
\$372,500



Up 1%
Vs. Year Ago

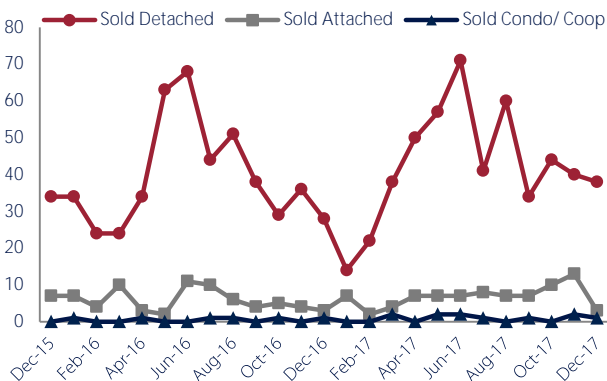
Days On Market

38



Down -42%
Vs. Year Ago

Units Sold*



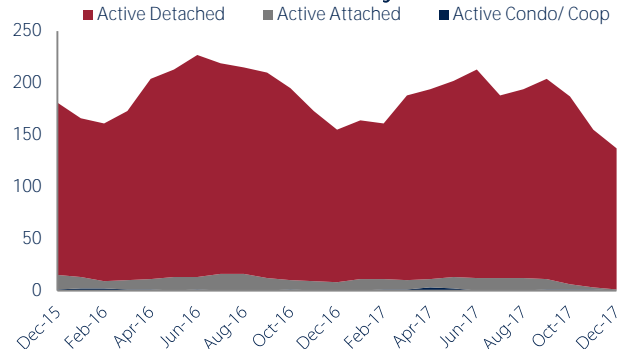
Units Sold

There was a decrease in total units sold in December, with 42 sold this month in Warrenton and New Baltimore versus 55 last month, a decrease of 24%. This month's total units sold was higher than at this time last year, an increase of 31% versus December 2016.

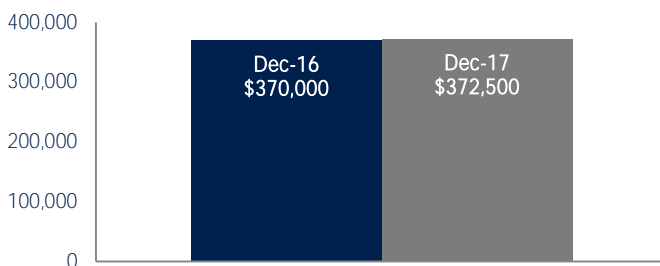
Active Inventory

Versus last year, the total number of homes available this month is lower by 18 units or 12%. The total number of active inventory this December was 137 compared to 155 in December 2016. This month's total of 137 is lower than the previous month's total supply of available inventory of 155, a decrease of 12%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Warrenton and New Baltimore Homes was \$370,000. This December, the median sale price was \$372,500, an increase of 1% or \$2,500 compared to last year. The current median sold price is 1% higher than in November.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



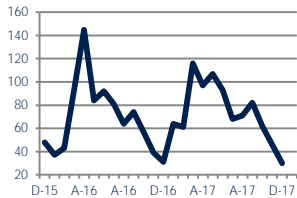
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December 2017

Zip Code(s): 20186, 20187 and 20188

New Listings

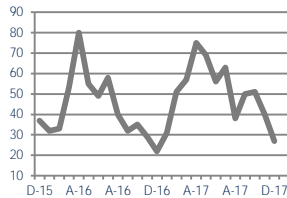
30



Down -3%
Vs. Year Ago

Current Contracts

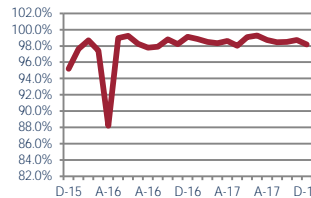
27



Up 23%
Vs. Year Ago

Sold Vs. List Price

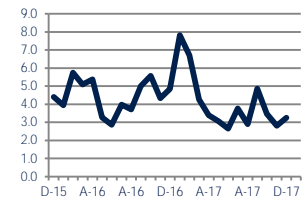
98.2%



Down -0.9%
Vs. Year Ago

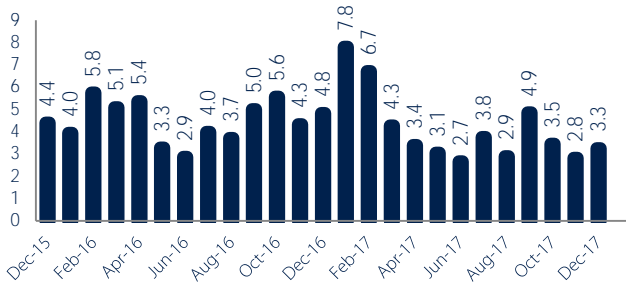
Months of Supply

3.3



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

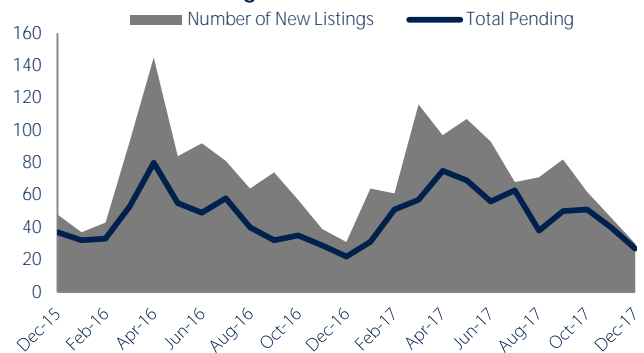
In December, there was 3.3 months of supply available in Warrenton and New Baltimore, compared to 4.8 in December 2016. That is a decrease of 33% versus a year ago.

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.

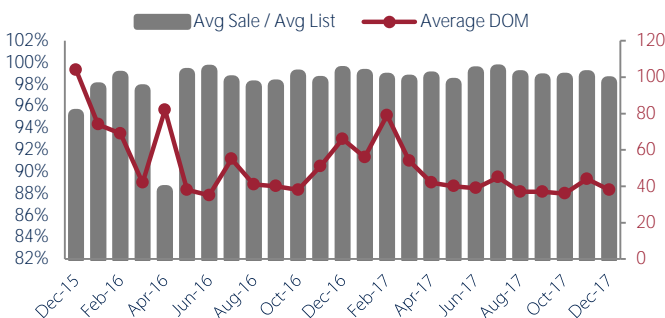
New Listings & Current Contracts

This month there were 30 homes newly listed for sale in Warrenton and New Baltimore compared to 31 in December 2016, a decrease of 3%. There were 27 current contracts pending sale this December compared to 22 a year ago. The number of current contracts is 23% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Warrenton and New Baltimore was 98.2% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 38, lower than the average last year, which was 66, a decrease of 42%.



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