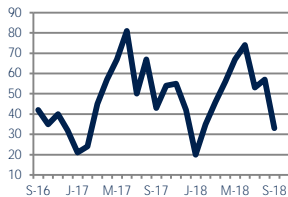


Zip Code(s): 20186, 20187 and 20188

Units Sold

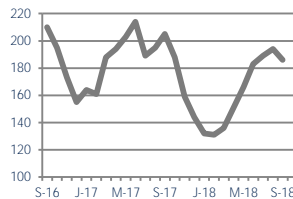
33



Down
Vs. Year Ago

Active Inventory

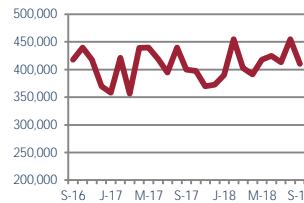
186



Down -9%
Vs. Year Ago

Median Sale Price

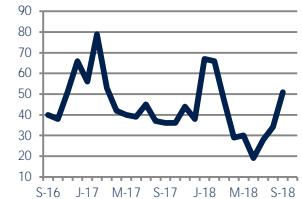
\$410,000



Up 2%
Vs. Year Ago

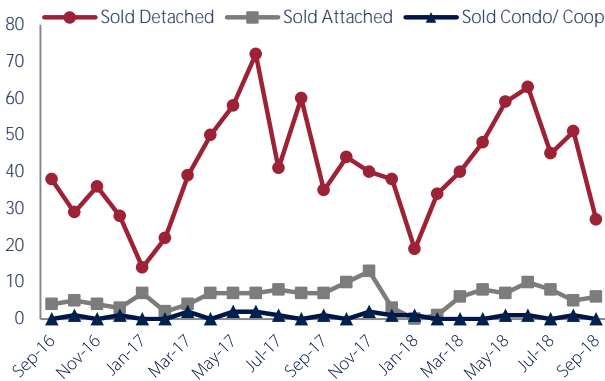
Days On Market

51



Up 42%
Vs. Year Ago

Units Sold*



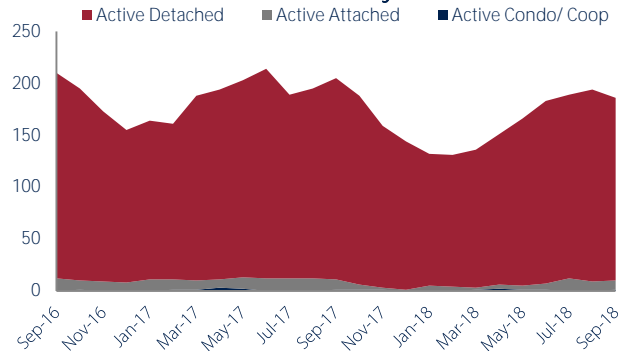
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 33 sold this month in Warrenton and New Baltimore. This month's total units sold was lower than at this time last year, a decrease from September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 19 units or 9%. The total number of active inventory this September was 186 compared to 205 in September 2017. This month's total of 186 is lower than the previous month's total supply of available inventory of 194, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Warrenton and New Baltimore Homes was \$400,000. This September, the median sale price was \$410,000, an increase of 3% or \$10,000 compared to last year. The current median sold price is 10% lower than in August.

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.

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CHRISTIE'S
INTERNATIONAL REAL ESTATE



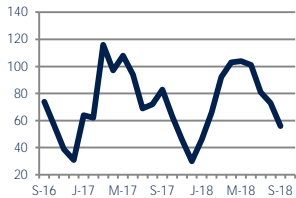
Focus On: Warrenton and New Baltimore Housing Market

September 2018

Zip Code(s): 20186, 20187 and 20188

New Listings

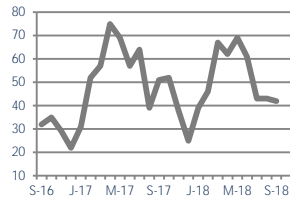
56



Down -33%
Vs. Year Ago

Current Contracts

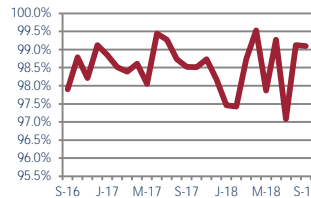
42



Down -18%
Vs. Year Ago

Sold Vs. List Price

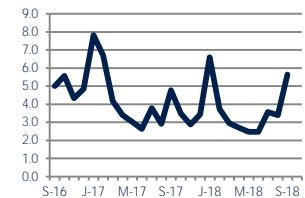
99.1%



Up 0.6%
Vs. Year Ago

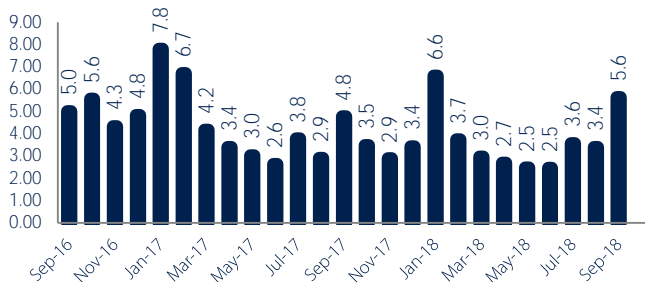
Months of Supply

5.6



Up 18%
Vs. Year Ago

Months Of Supply



Months of Supply

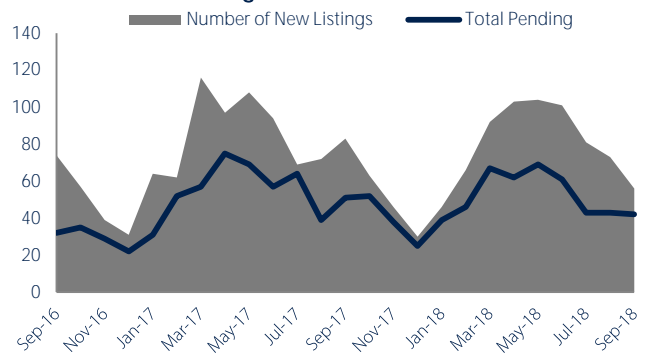
In September, there was 5.6 months of supply available in Warrenton and New Baltimore, compared to 4.8 in September 2017. That is an increase of 18% versus a year ago.

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.

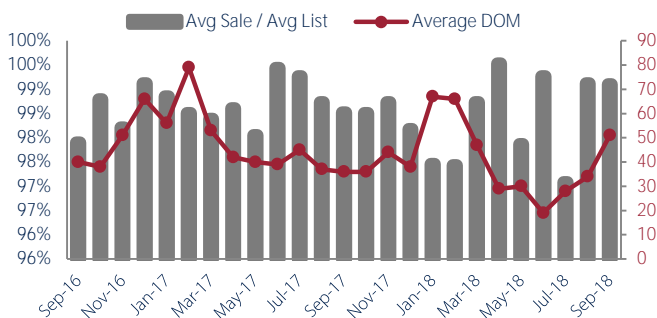
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in Warrenton and New Baltimore compared to 83 in September 2017, a decrease of 33%. There were 42 current contracts pending sale this September compared to 51 a year ago. The number of current contracts is 18% lower than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Warrenton and New Baltimore was 99.1% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 51, higher than the average last year, which was 36, an increase of 42%.



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