



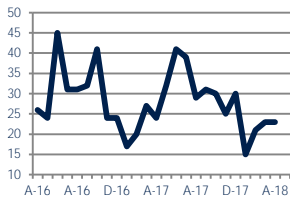
Focus On: Charles Town Housing Market

April 2018

Zip Code(s): 25414

Units Sold

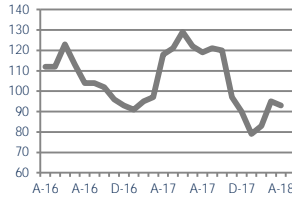
23



Down -4%
Vs. Year Ago

Active Inventory

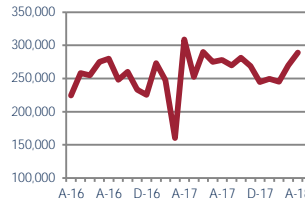
93



Down -21%
Vs. Year Ago

Median Sale Price

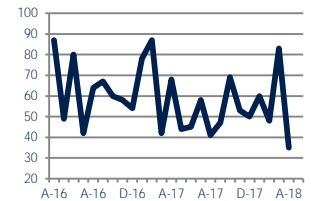
\$289,000



Down -6%
Vs. Year Ago

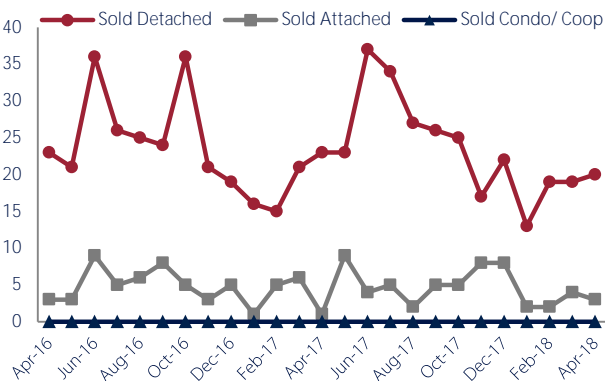
Days On Market

35



Down -49%
Vs. Year Ago

Units Sold*



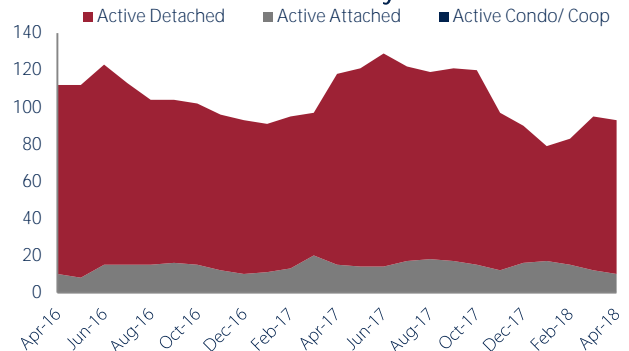
Units Sold

The number of units sold remained stable in April, with 23 sold this month in Charles Town. This month's total units sold was lower than at this time last year, a decrease of 4% versus April 2017.

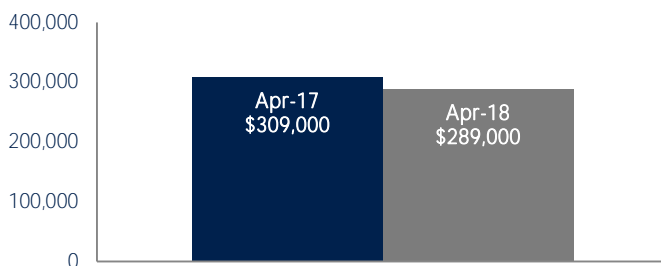
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 21%. The total number of active inventory this April was 93 compared to 118 in April 2017. This month's total of 93 is lower than the previous month's total supply of available inventory of 95, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for Charles Town Homes was \$309,000. This April, the median sale price was \$289,000, a decrease of 6% or \$20,000 compared to last year. The current median sold price is 7% higher 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.



Charles Town are defined as properties listed in zip code/s 25414.

*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.





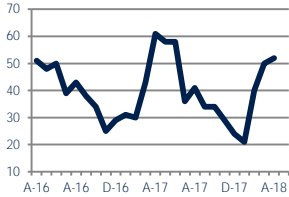
Focus On: Charles Town Housing Market

April 2018

Zip Code(s): 25414

New Listings

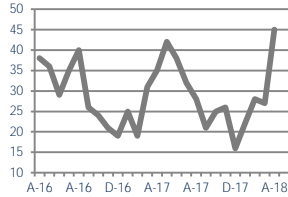
52



Down -15%
Vs. Year Ago

Current Contracts

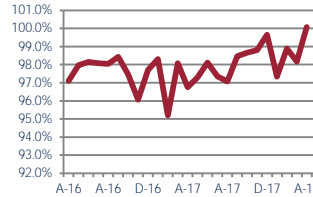
45



Up 29%
Vs. Year Ago

Sold Vs. List Price

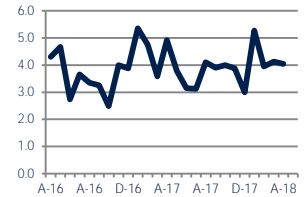
100.1%



Up 3.4%
Vs. Year Ago

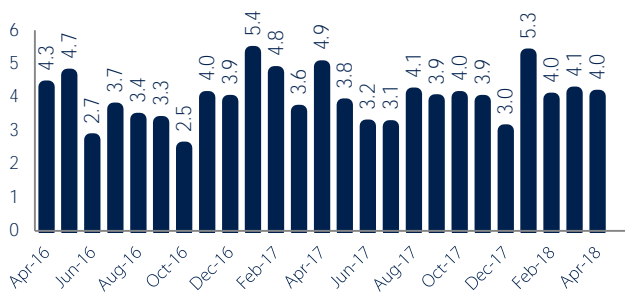
Months of Supply

4.0



Down -18%
Vs. Year Ago

Months Of Supply



Months of Supply

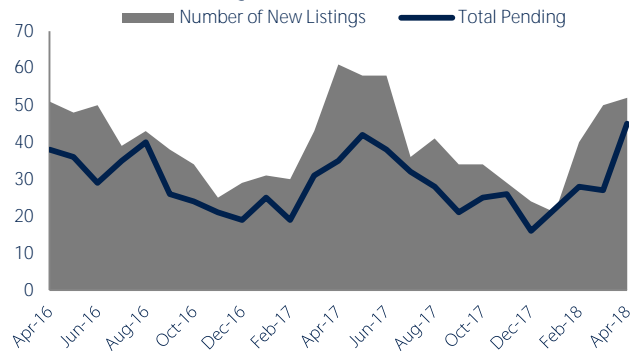
In April, there was 4.0 months of supply available in Charles Town, compared to 4.9 in April 2017. That is a decrease of 18% versus a year ago.

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.

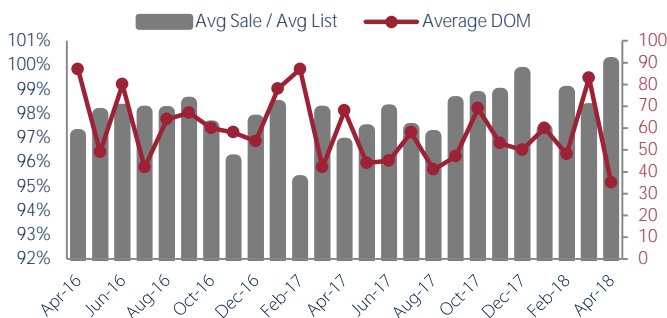
New Listings & Current Contracts

This month there were 52 homes newly listed for sale in Charles Town compared to 61 in April 2017, a decrease of 15%. There were 45 current contracts pending sale this April compared to 35 a year ago. The number of current contracts is 29% higher 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 Charles Town was 100.1% of the average list price, which is 3.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 35, lower than the average last year, which was 68, a decrease of 49%.



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