



The Long & Foster Market Minute™

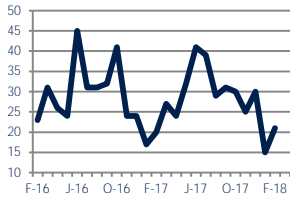
Focus On: Charles Town Housing Market

February 2018

Zip Code(s): 25414

Units Sold

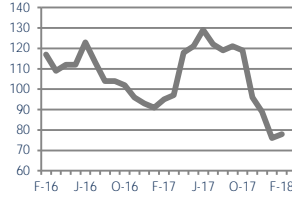
21



Up
Vs. Year Ago

Active Inventory

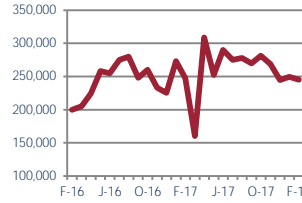
78



Down -18%
Vs. Year Ago

Median Sale Price

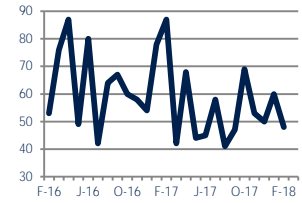
\$245,000



Down -1%
Vs. Year Ago

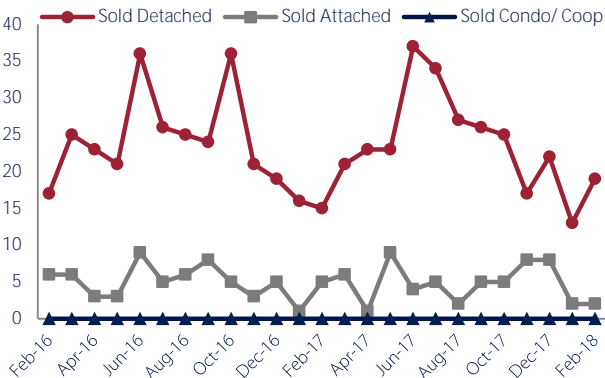
Days On Market

48



Down -45%
Vs. Year Ago

Units Sold*



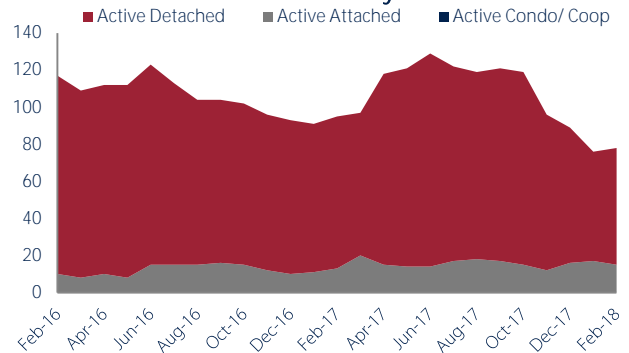
Units Sold

With relatively few transactions, there was an increase in total units sold in February, with 21 sold this month in Charles Town. This month's total units sold was higher than at this time last year, an increase from February 2017.

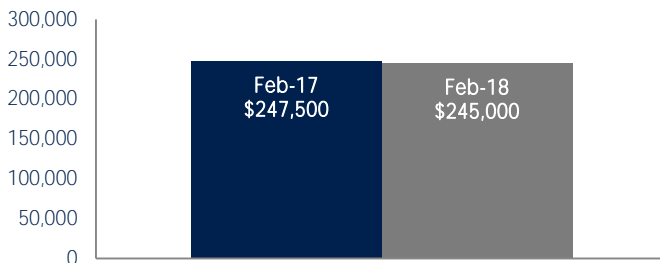
Active Inventory

Versus last year, the total number of homes available this month is lower by 17 units or 18%. The total number of active inventory this February was 78 compared to 95 in February 2017. This month's total of 78 is higher than the previous month's total supply of available inventory of 76, an increase of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for Charles Town Homes was \$247,500. This February, the median sale price was \$245,000, a decrease of 1% or \$2,500 compared to last year. The current median sold price is 2% lower than in January.

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.





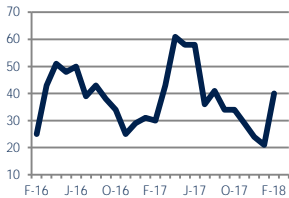
Focus On: Charles Town Housing Market

February 2018

Zip Code(s): 25414

New Listings

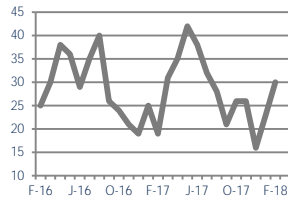
40



Up 33%
Vs. Year Ago

Current Contracts

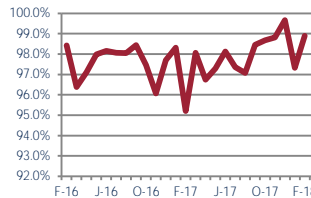
30



Up 58%
Vs. Year Ago

Sold Vs. List Price

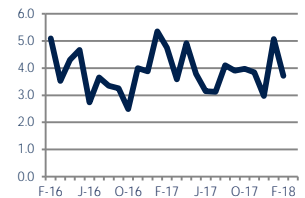
98.9%



Up 3.9%
Vs. Year Ago

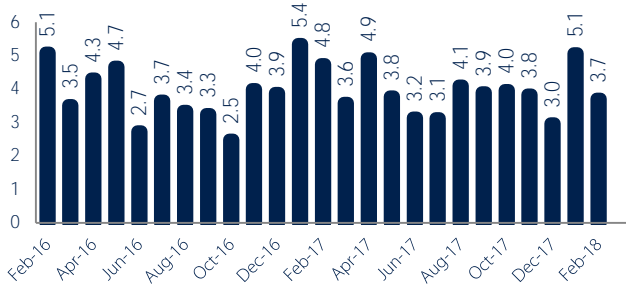
Months of Supply

3.7



Down -22%
Vs. Year Ago

Months Of Supply



Months of Supply

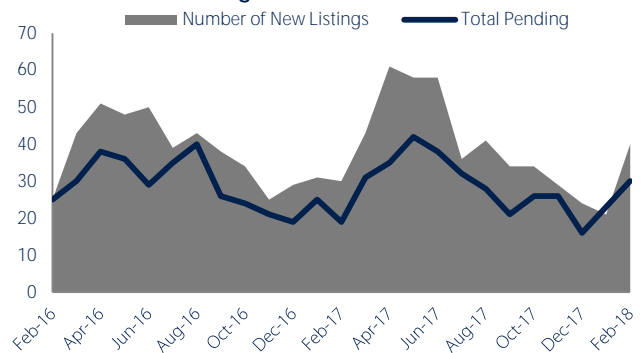
In February, there was 3.7 months of supply available in Charles Town, compared to 4.8 in February 2017. That is a decrease of 22% versus a year ago.

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.

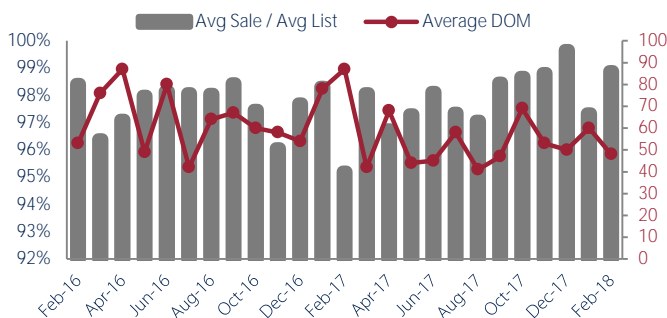
New Listings & Current Contracts

This month there were 40 homes newly listed for sale in Charles Town compared to 30 in February 2017, an increase of 33%. There were 30 current contracts pending sale this February compared to 19 a year ago. The number of current contracts is 58% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in Charles Town was 98.9% of the average list price, which is 3.7% higher than at this time last year.

Days On Market

This month, the average number of days on market was 48, lower than the average last year, which was 87, a decrease of 45%.



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.

