

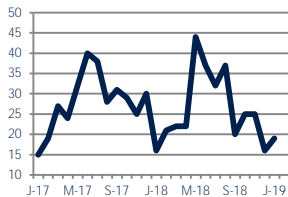
## Focus On: Charles Town Housing Market

January 2019

Zip Code(s): 25414

### Units Sold

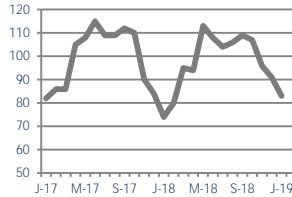
19



Up 19%  
Vs. Year Ago

### Active Inventory

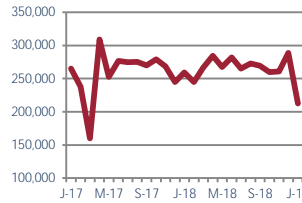
83



Up 12%  
Vs. Year Ago

### Median Sale Price

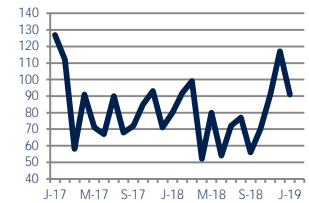
\$212,500



Down  
Vs. Year Ago

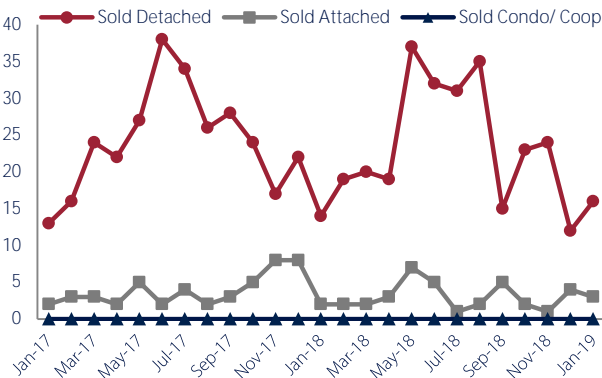
### Days On Market

91



Up 14%  
Vs. Year Ago

### Units Sold\*



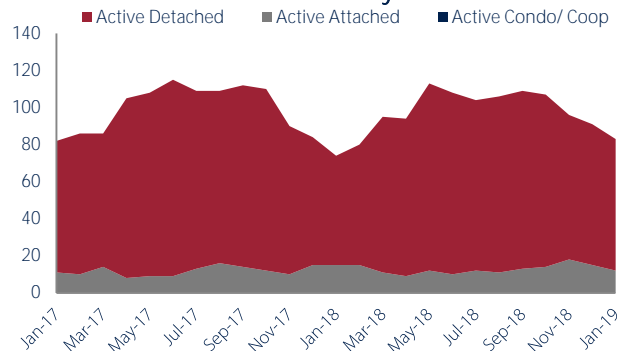
### Units Sold

There was an increase in total units sold in January, with 19 sold this month in Charles Town versus 16 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 19% versus January 2018.

### Active Inventory

Versus last year, the total number of homes available this month is higher by 9 units or 12%. The total number of active inventory this January was 83 compared to 74 in January 2018. This month's total of 83 is lower than the previous month's total supply of available inventory of 91, a decrease of 9%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last January, the median sale price for Charles Town Homes was \$259,200. This January, the median sale price was \$212,500, a decrease of \$46,700 compared to last year. The current median sold price is lower than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



CHRISTIE'S  
INTERNATIONAL REAL ESTATE



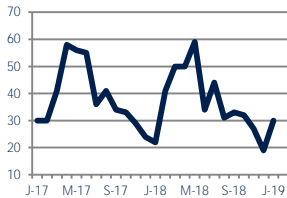
# Focus On: Charles Town Housing Market

January 2019

Zip Code(s): 25414

## New Listings

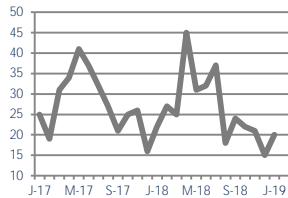
30



Up 36%  
Vs. Year Ago

## Current Contracts

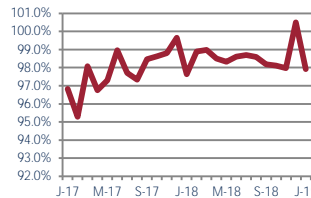
20



Down -9%  
Vs. Year Ago

## Sold Vs. List Price

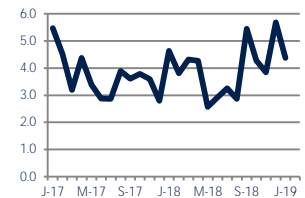
97.9%



No Change  
Vs. Year Ago

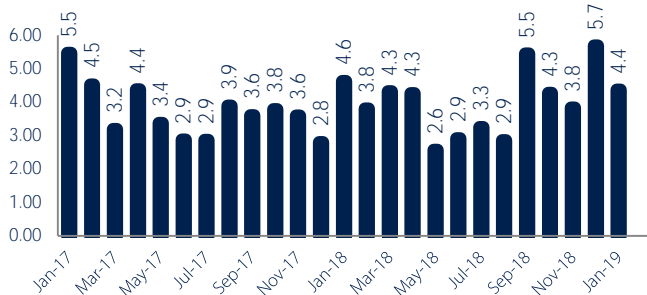
## Months of Supply

4.4



Down -6%  
Vs. Year Ago

## Months Of Supply



## Months of Supply

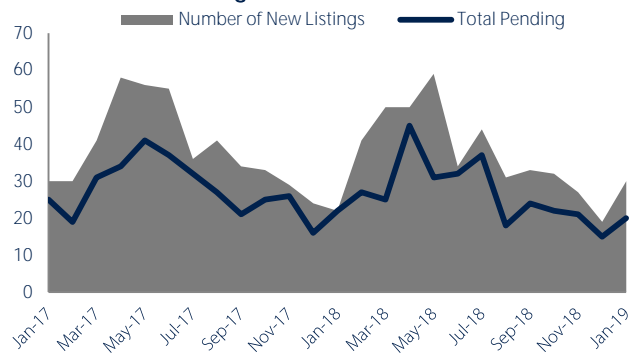
In January, there was 4.4 months of supply available in Charles Town, compared to 4.6 in January 2018. That is a decrease of 6% versus a year ago.

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.

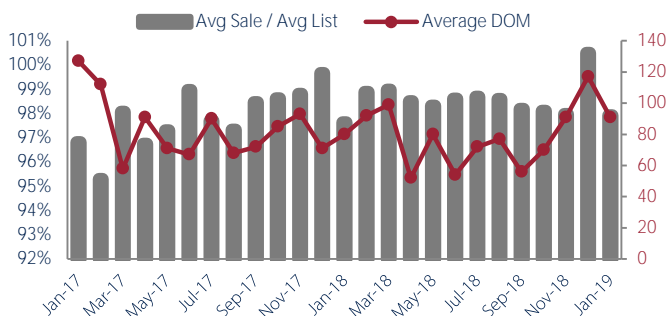
## New Listings & Current Contracts

This month there were 30 homes newly listed for sale in Charles Town compared to 22 in January 2018, an increase of 36%. There were 20 current contracts pending sale this January compared to 22 a year ago. The number of current contracts is 9% lower than last January.

## New Listings & Current Contracts



## Sale Price/ List Price & DOM



## Sale Price to List Price Ratio

In January, the average sale price in Charles Town 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 91, higher than the average last year, which was 80, an increase of 14%.



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