



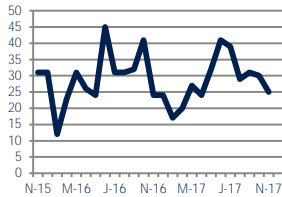
Focus On: Charles Town Housing Market

November 2017

Zip Code(s): 25414

Units Sold

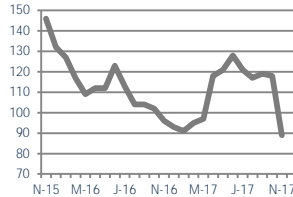
25



Up 4%
Vs. Year Ago

Active Inventory

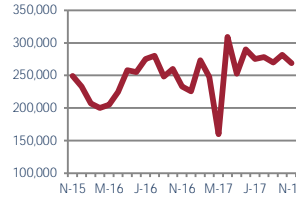
89



Down -7%
Vs. Year Ago

Median Sale Price

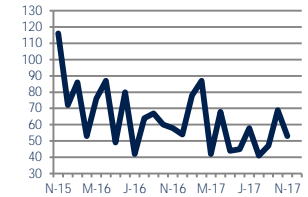
\$268,720



Up 15%
Vs. Year Ago

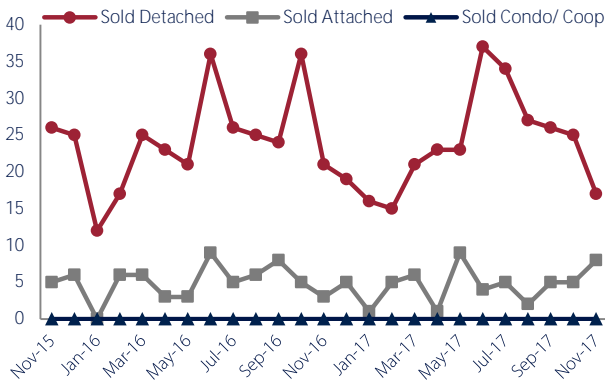
Days On Market

53



Down -9%
Vs. Year Ago

Units Sold*



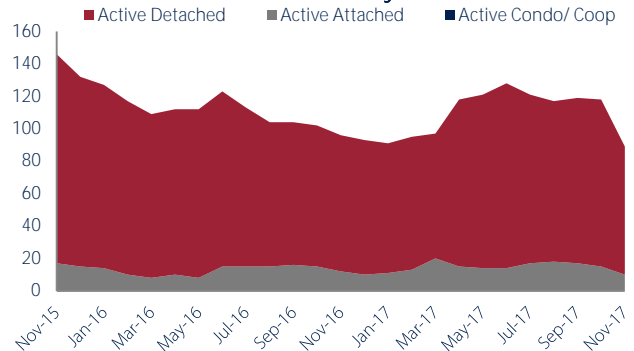
Units Sold

There was a decrease in total units sold in November, with 25 sold this month in Charles Town versus 30 last month, a decrease of 17%. This month's total units sold was higher than at this time last year, an increase of 4% versus November 2016.

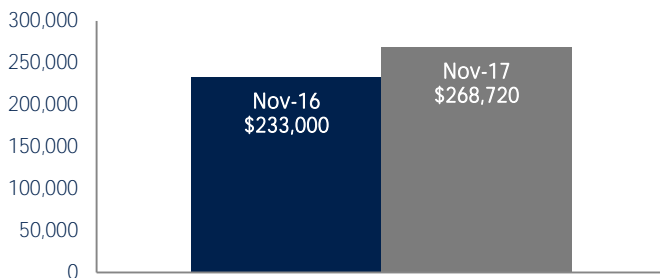
Active Inventory

Versus last year, the total number of homes available this month is lower by 7 units or 7%. The total number of active inventory this November was 89 compared to 96 in November 2016. This month's total of 89 is lower than the previous month's total supply of available inventory of 118, a decrease of 25%.

Active Inventory*



Median Sale Price



Median Sale Price

Last November, the median sale price for Charles Town Homes was \$233,000. This November, the median sale price was \$268,720, an increase of 15% or \$35,720 compared to last year. The current median sold price is 5% lower than in October.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.



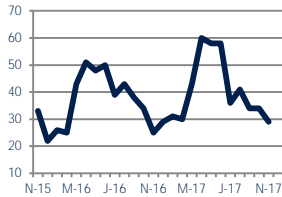
Focus On: Charles Town Housing Market

November 2017

Zip Code(s): 25414

New Listings

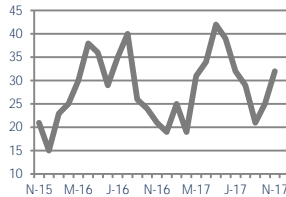
29



Up 16%
Vs. Year Ago

Current Contracts

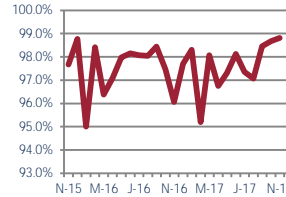
32



Up 52%
Vs. Year Ago

Sold Vs. List Price

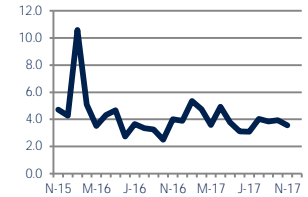
98.8%



Up 2.9%
Vs. Year Ago

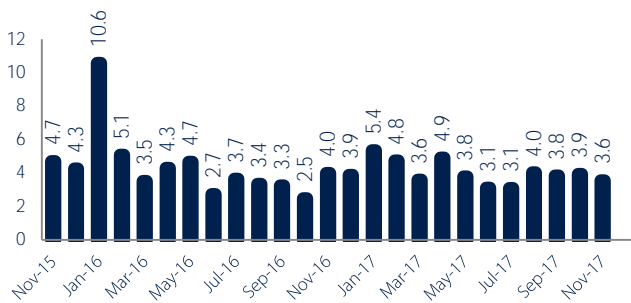
Months of Supply

3.6



Down -11%
Vs. Year Ago

Months Of Supply



Months of Supply

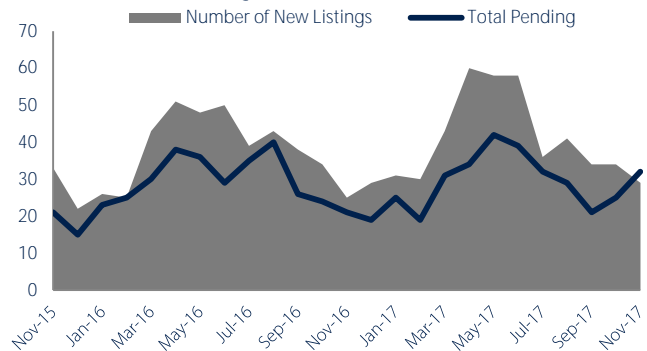
In November, there was 3.6 months of supply available in Charles Town, compared to 4.0 in November 2016. That is a decrease of 11% versus a year ago.

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.

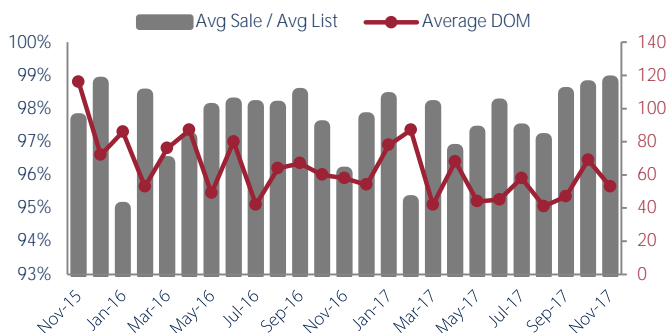
New Listings & Current Contracts

This month there were 29 homes newly listed for sale in Charles Town compared to 25 in November 2016, an increase of 16%. There were 32 current contracts pending sale this November compared to 21 a year ago. The number of current contracts is 52% higher than last November.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In November, the average sale price in Charles Town was 98.8% of the average list price, which is 2.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 53, lower than the average last year, which was 58, a decrease of 9%.