

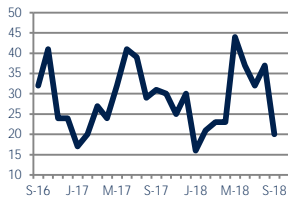
Focus On: Charles Town Housing Market

September 2018

Zip Code(s): 25414

Units Sold

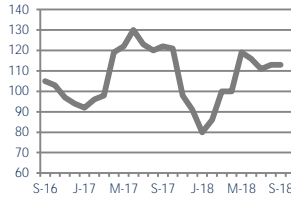
20



Down
Vs. Year Ago

Active Inventory

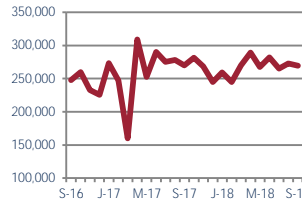
113



Down -7%
Vs. Year Ago

Median Sale Price

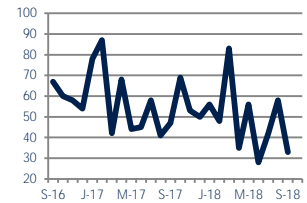
\$269,450



No Change
Vs. Year Ago

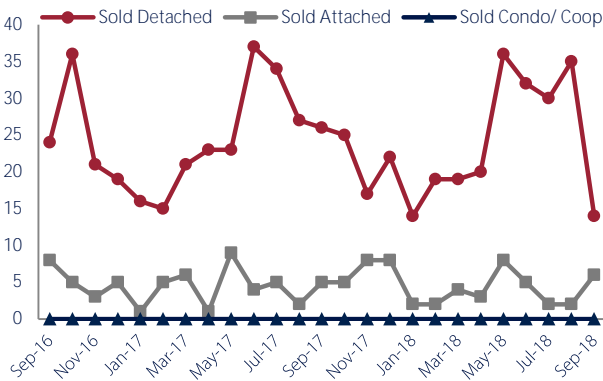
Days On Market

33



Down -30%
Vs. Year Ago

Units Sold*



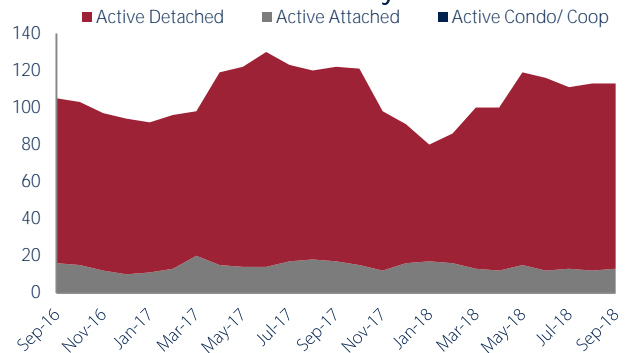
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 20 sold this month in Charles Town. 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 9 units or 7%. The total number of active inventory this September was 113 compared to 122 in September 2017. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Charles Town Homes was \$269,900. This September, the median sale price was \$269,450, which is similar compared to a year ago. The current median sold price is 1% 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.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



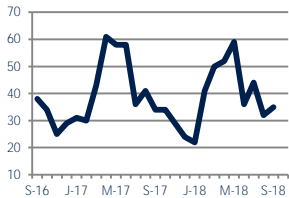
Focus On: Charles Town Housing Market

September 2018

Zip Code(s): 25414

New Listings

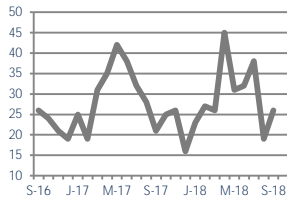
35



Up 3%
Vs. Year Ago

Current Contracts

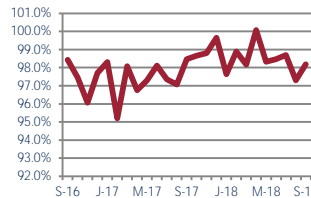
26



Up 24%
Vs. Year Ago

Sold Vs. List Price

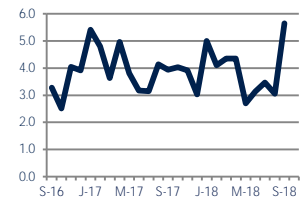
98.2%



No Change
Vs. Year Ago

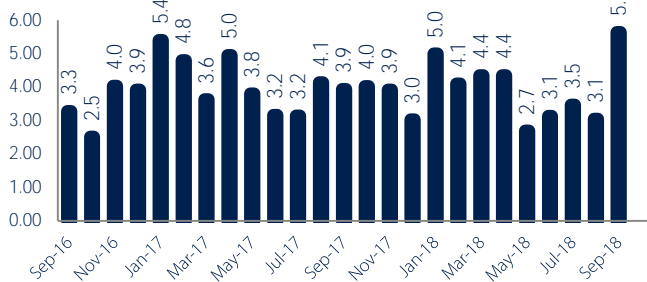
Months of Supply

5.7



Up 43%
Vs. Year Ago

Months Of Supply



Months of Supply

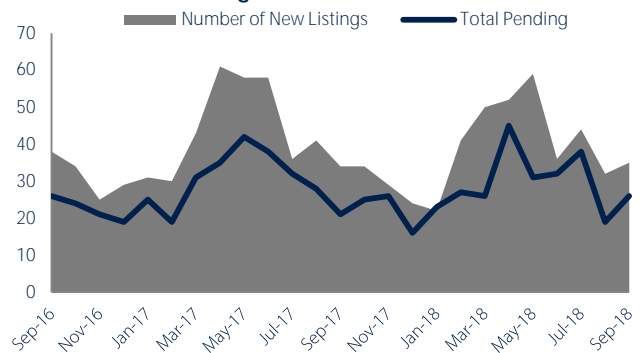
In September, there was 5.7 months of supply available in Charles Town, compared to 3.9 in September 2017. That is an increase of 44% versus a year ago.

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.

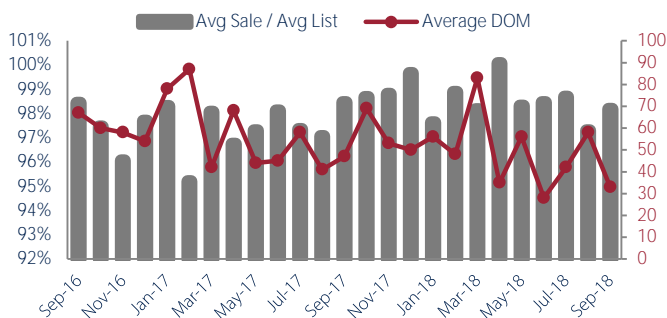
New Listings & Current Contracts

This month there were 35 homes newly listed for sale in Charles Town compared to 34 in September 2017, an increase of 3%. There were 26 current contracts pending sale this September compared to 21 a year ago. The number of current contracts is 24% higher 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 Charles Town was 98.2% 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 33, lower than the average last year, which was 47, a decrease of 30%.



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