

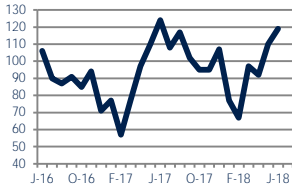


Focus On: Martinsburg Housing Market

June 2018

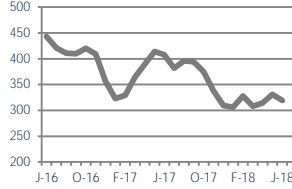
Zip Code(s): 25404, 25403, 25402, 25401 and 25405

Units Sold
119



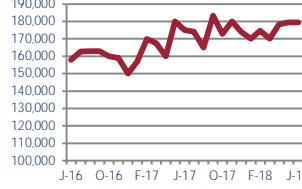
Down -4%
Vs. Year Ago

Active Inventory
319



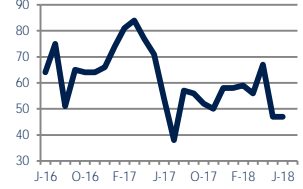
Down -22%
Vs. Year Ago

Median Sale Price
\$179,500



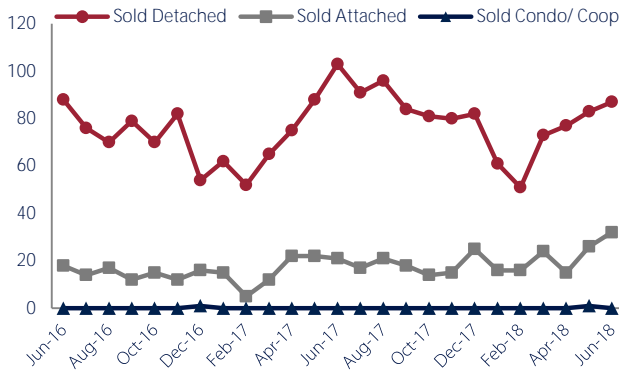
Up 3%
Vs. Year Ago

Days On Market
47



Down -13%
Vs. Year Ago

Units Sold*



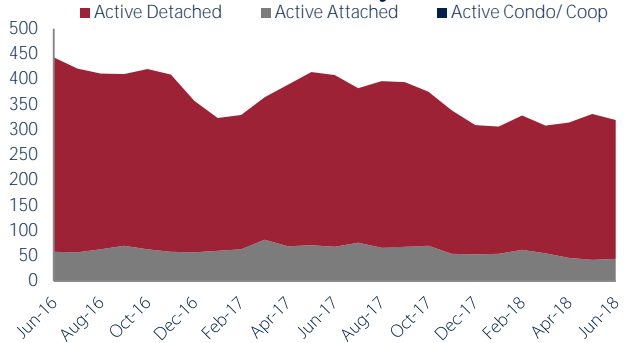
Units Sold

There was an increase in total units sold in June, with 119 sold this month in Martinsburg versus 110 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 4% versus June 2017.

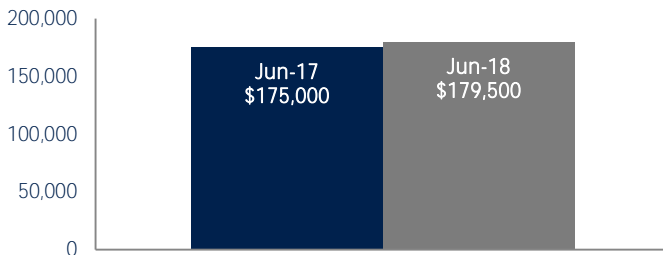
Active Inventory

Versus last year, the total number of homes available this month is lower by 89 units or 22%. The total number of active inventory this June was 319 compared to 408 in June 2017. This month's total of 319 is lower than the previous month's total supply of available inventory of 331, a decrease of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Martinsburg Homes was \$175,000. This June, the median sale price was \$179,500, an increase of 3% or \$4,500 compared to last year. The current median sold price is approximately the same as the median price in May.

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

Martinsburg are defined as properties listed in zip code/s 25404, 25403, 25402, 25401 and 25405.

*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.



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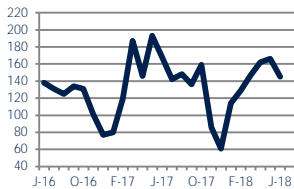
Focus On: Martinsburg Housing Market

June 2018

Zip Code(s): 25404, 25403, 25402, 25401 and 25405

New Listings

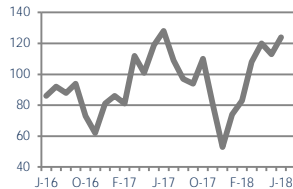
145



Down -14%
Vs. Year Ago

Current Contracts

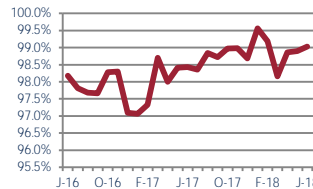
124



Down -3%
Vs. Year Ago

Sold Vs. List Price

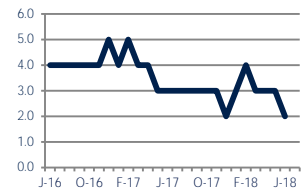
99.0%



Up 0.6%
Vs. Year Ago

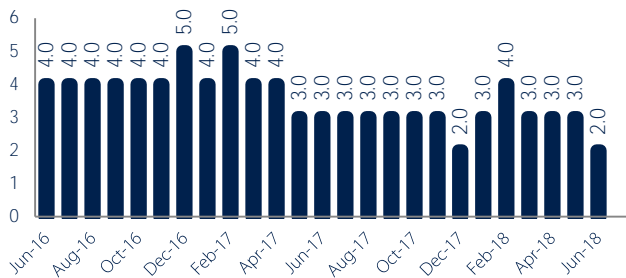
Months of Supply

2.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

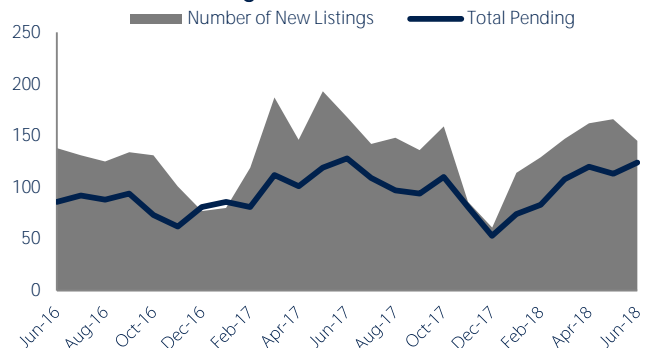
In June, there was 2.7 months of supply available in Martinsburg, compared to 3.3 in June 2017. That is a decrease of 19% versus a year ago.

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.

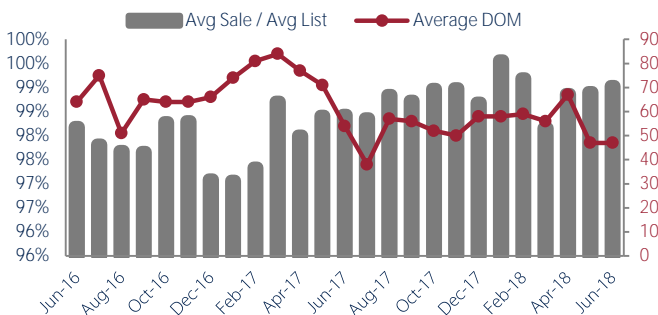
New Listings & Current Contracts

This month there were 145 homes newly listed for sale in Martinsburg compared to 168 in June 2017, a decrease of 14%. There were 124 current contracts pending sale this June compared to 128 a year ago. The number of current contracts is 3% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Martinsburg was 99.0% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 47, lower than the average last year, which was 54, a decrease of 13%.



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