

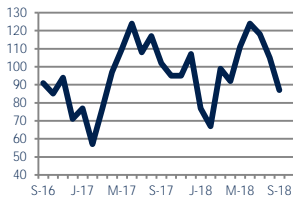
Focus On: Martinsburg Housing Market

September 2018

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

Units Sold

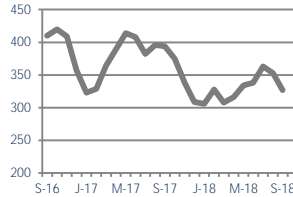
87



Down -15%
Vs. Year Ago

Active Inventory

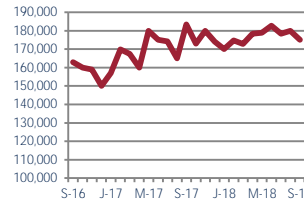
327



Down -17%
Vs. Year Ago

Median Sale Price

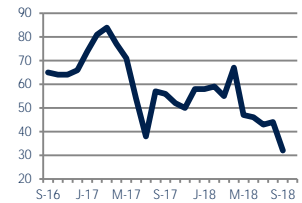
\$174,995



Down -5%
Vs. Year Ago

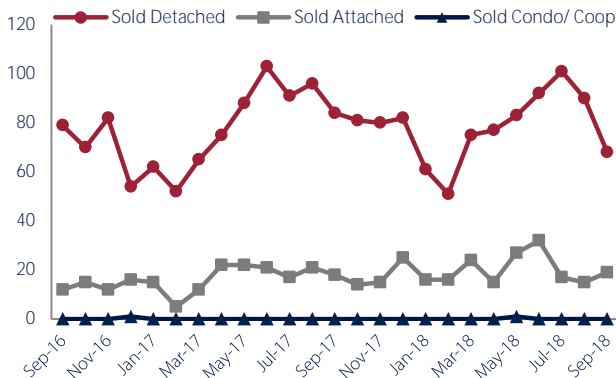
Days On Market

32



Down -43%
Vs. Year Ago

Units Sold*



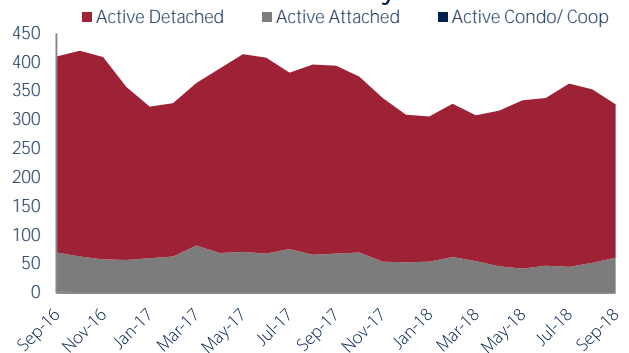
Units Sold

There was a decrease in total units sold in September, with 87 sold this month in Martinsburg versus 105 last month, a decrease of 17%. This month's total units sold was lower than at this time last year, a decrease of 15% versus September 2017.

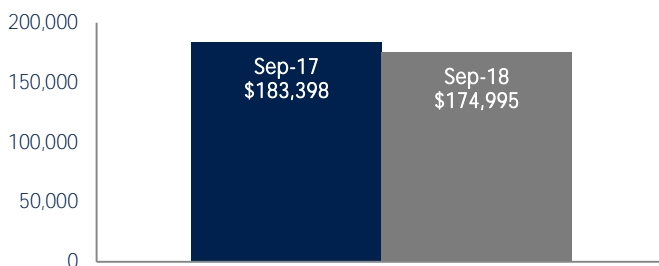
Active Inventory

Versus last year, the total number of homes available this month is lower by 67 units or 17%. The total number of active inventory this September was 327 compared to 394 in September 2017. This month's total of 327 is lower than the previous month's total supply of available inventory of 353, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Martinsburg Homes was \$183,398. This September, the median sale price was \$174,995, a decrease of 5% or \$8,403 compared to last year. The current median sold price is 3% 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.

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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INTERNATIONAL REAL ESTATE



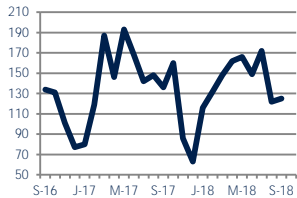
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September 2018

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

New Listings

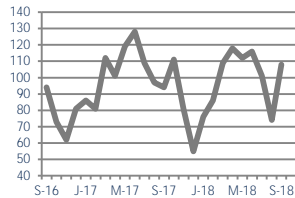
125



Down -8%
Vs. Year Ago

Current Contracts

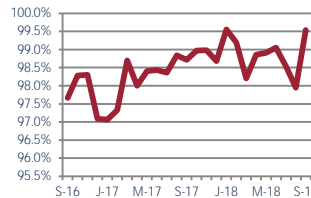
108



Up 15%
Vs. Year Ago

Sold Vs. List Price

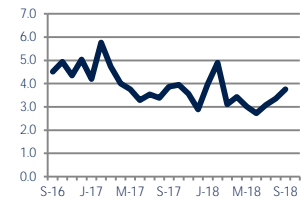
99.5%



Up 0.8%
Vs. Year Ago

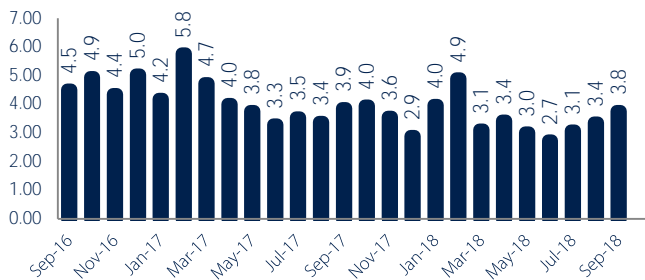
Months of Supply

3.8



Down -3%
Vs. Year Ago

Months Of Supply



Months of Supply

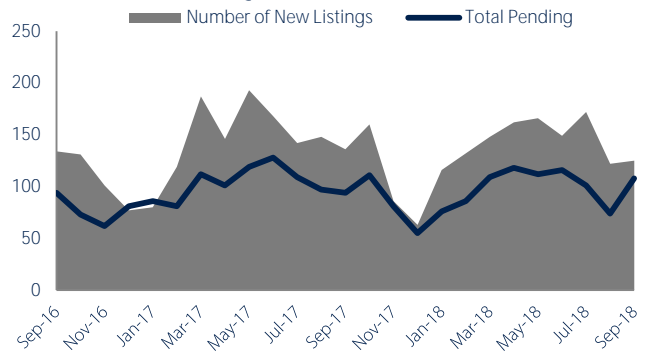
In September, there was 3.8 months of supply available in Martinsburg, compared to 3.9 in September 2017. That is a decrease of 3% versus a year ago.

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.

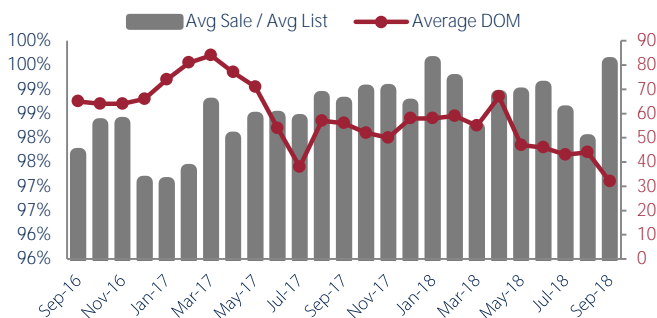
New Listings & Current Contracts

This month there were 125 homes newly listed for sale in Martinsburg compared to 136 in September 2017, a decrease of 8%. There were 108 current contracts pending sale this September compared to 94 a year ago. The number of current contracts is 15% 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 Martinsburg was 99.5% of the average list price, which is 0.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 32, lower than the average last year, which was 56, a decrease of 43%.



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