



The Long & Foster Market Minute™

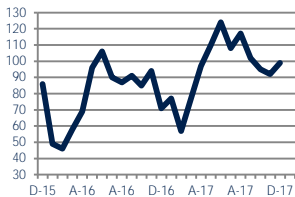
Focus On: Martinsburg Housing Market

December 2017

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

Units Sold

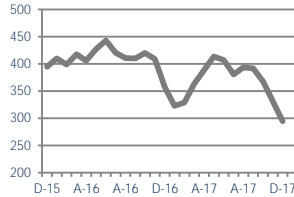
99



Up
Vs. Year Ago

Active Inventory

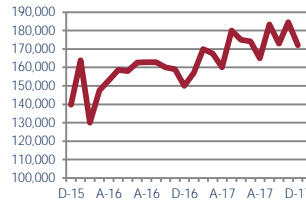
295



Down -17%
Vs. Year Ago

Median Sale Price

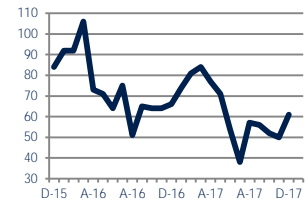
\$172,024



Up 15%
Vs. Year Ago

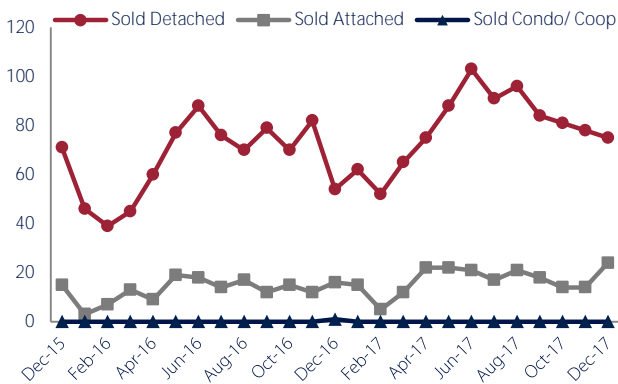
Days On Market

61



Down -8%
Vs. Year Ago

Units Sold*



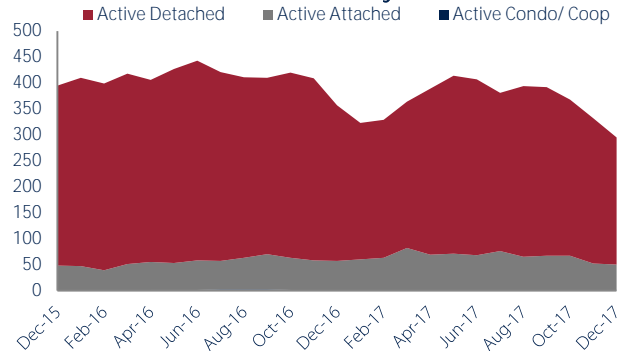
Units Sold

There was an increase in total units sold in December, with 99 sold this month in Martinsburg. This month's total units sold was higher than at this time last year.

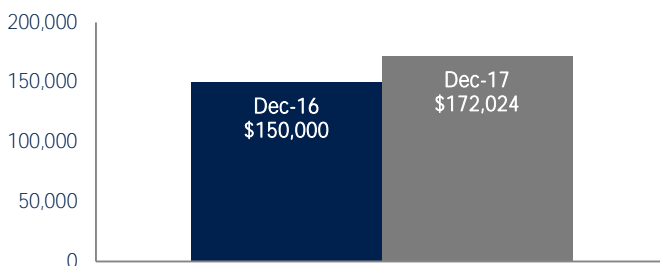
Active Inventory

Versus last year, the total number of homes available this month is lower by 62 units or 17%. The total number of active inventory this December was 295 compared to 357 in December 2016. This month's total of 295 is lower than the previous month's total supply of available inventory of 332, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last December, the median sale price for Martinsburg Homes was \$150,000. This December, the median sale price was \$172,024, an increase of 15% or \$22,024 compared to last year. The current median sold price is 7% lower than in November.

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.



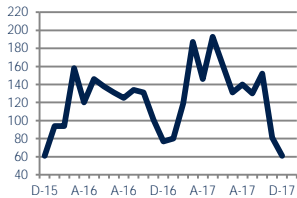
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New Listings

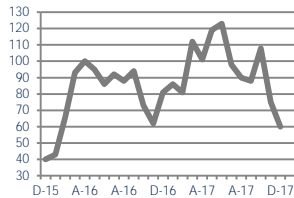
61



Down -21%
Vs. Year Ago

Current Contracts

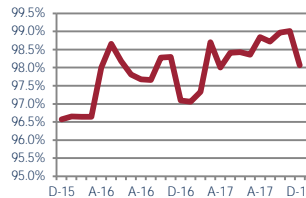
60



Down -26%
Vs. Year Ago

Sold Vs. List Price

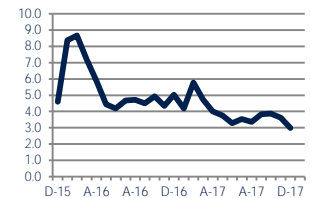
98.1%



Up 1%
Vs. Year Ago

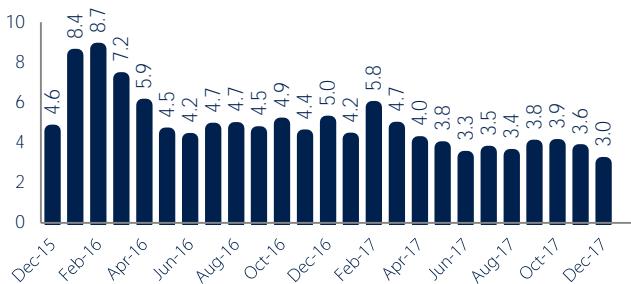
Months of Supply

3.0



Down -41%
Vs. Year Ago

Months Of Supply



Months of Supply

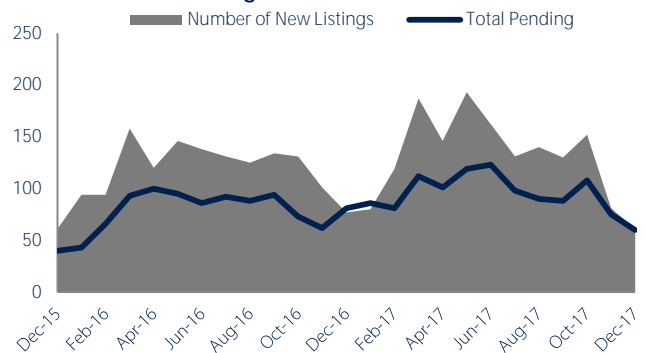
In December, there was 3.0 months of supply available in Martinsburg, compared to 5.0 in December 2016. That is a decrease of 41% versus a year ago.

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.

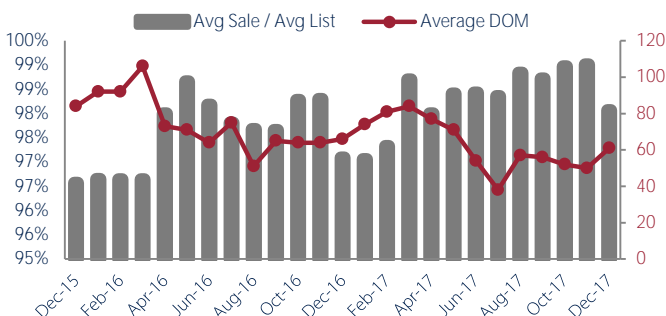
New Listings & Current Contracts

This month there were 61 homes newly listed for sale in Martinsburg compared to 77 in December 2016, a decrease of 21%. There were 60 current contracts pending sale this December compared to 81 a year ago. The number of current contracts is 26% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Martinsburg was 98.1% of the average list price, which is 1.0% higher than at this time last year.

Days On Market

This month, the average number of days on market was 61, lower than the average last year, which was 66, a decrease of 8%.



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