



The Long & Foster Market Minute™

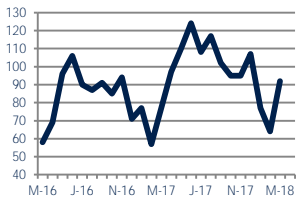
Focus On: Martinsburg Housing Market

March 2018

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

Units Sold

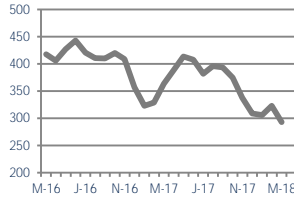
92



Up 19%
Vs. Year Ago

Active Inventory

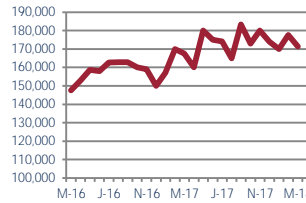
293



Down -20%
Vs. Year Ago

Median Sale Price

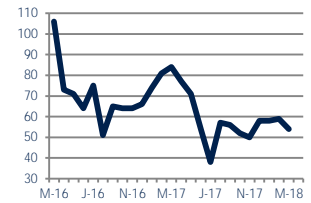
\$171,418



Up 2%
Vs. Year Ago

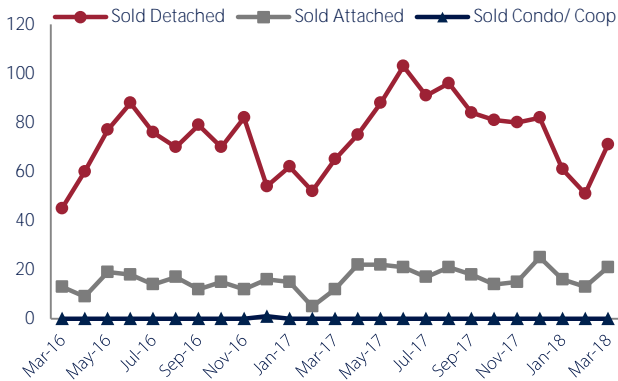
Days On Market

54



Down -36%
Vs. Year Ago

Units Sold*



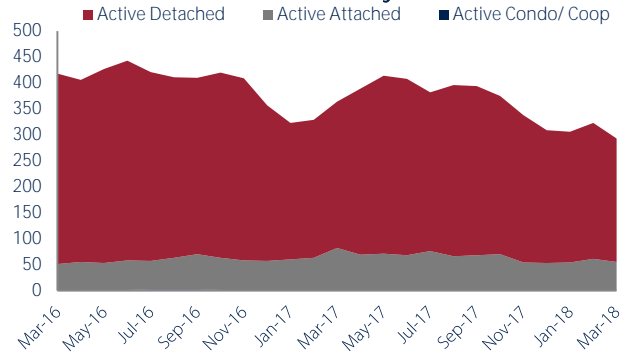
Units Sold

There was an increase in total units sold in March, with 92 sold this month in Martinsburg. This month's total units sold was higher than at this time last year.

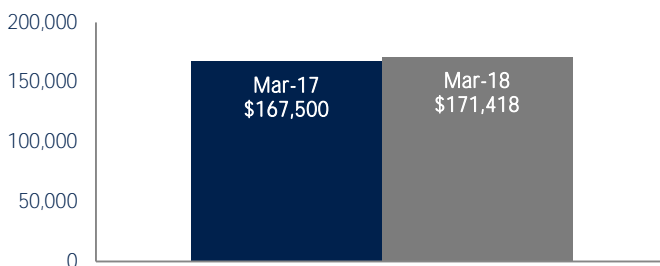
Active Inventory

Versus last year, the total number of homes available this month is lower by 71 units or 20%. The total number of active inventory this March was 293 compared to 364 in March 2017. This month's total of 293 is lower than the previous month's total supply of available inventory of 323, a decrease of 9%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Martinsburg Homes was \$167,500. This March, the median sale price was \$171,418, an increase of 2% or \$3,918 compared to last year. The current median sold price is 3% lower than in February.

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.



CHRISTIE'S
INTERNATIONAL REAL ESTATE



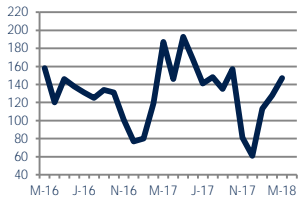
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March 2018

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

New Listings

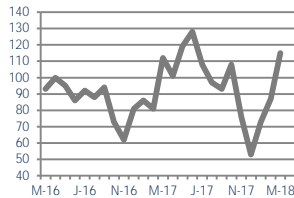
147



Down -21%
Vs. Year Ago

Current Contracts

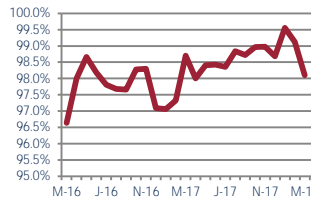
115



Up 3%
Vs. Year Ago

Sold Vs. List Price

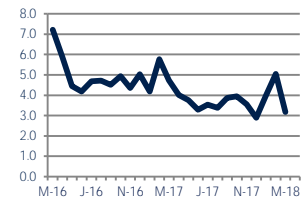
98.1%



Down -0.6%
Vs. Year Ago

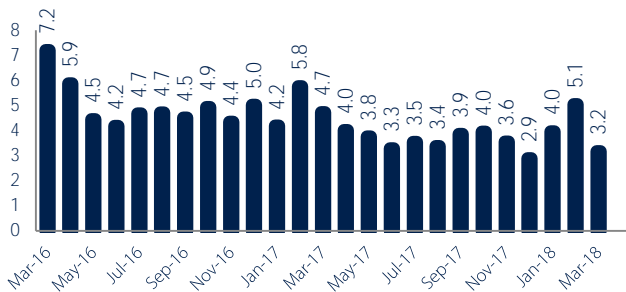
Months of Supply

3.2



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

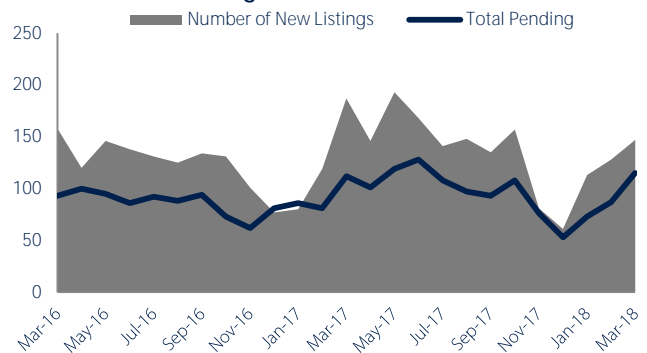
In March, there was 3.2 months of supply available in Martinsburg, compared to 4.7 in March 2017. That is a decrease of 33% versus a year ago.

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.

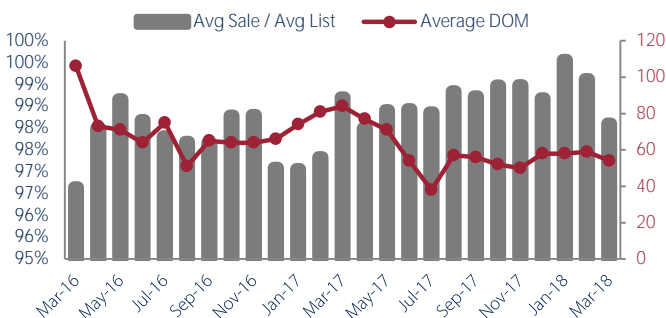
New Listings & Current Contracts

This month there were 147 homes newly listed for sale in Martinsburg compared to 187 in March 2017, a decrease of 21%. There were 115 current contracts pending sale this March compared to 112 a year ago. The number of current contracts is 3% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Martinsburg was 98.1% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 84, a decrease of 36%.



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