

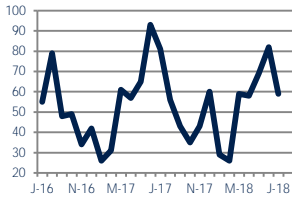
## Focus On: Haymarket and Catharpin Housing Market

July 2018

Zip Code(s): 20169, 20168 and 20143

### Units Sold

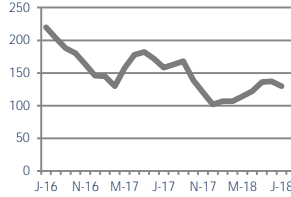
59



Down -27%  
Vs. Year Ago

### Active Inventory

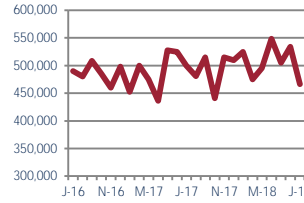
130



Down -18%  
Vs. Year Ago

### Median Sale Price

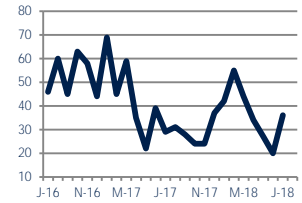
\$466,200



Down -7%  
Vs. Year Ago

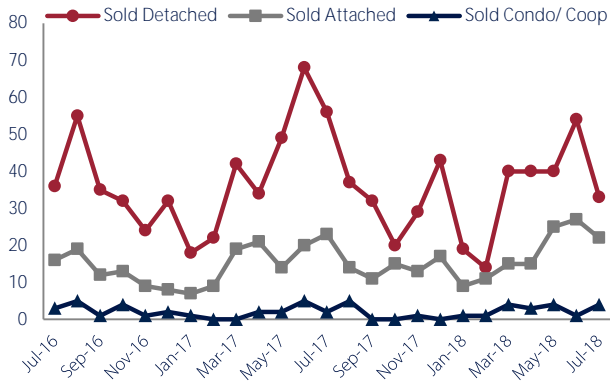
### Days On Market

36



Up 24%  
Vs. Year Ago

### Units Sold\*



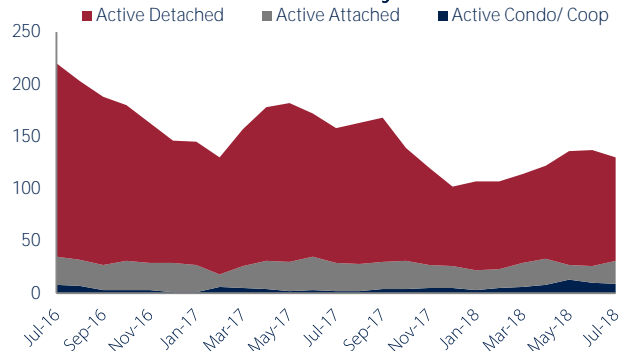
### Units Sold

There was a decrease in total units sold in July, with 59 sold this month in Haymarket and Catharpin versus 82 last month, a decrease of 28%. This month's total units sold was lower than at this time last year, a decrease of 27% versus July 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 28 units or 18%. The total number of active inventory this July was 130 compared to 158 in July 2017. This month's total of 130 is lower than the previous month's total supply of available inventory of 137, a decrease of 5%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last July, the median sale price for Haymarket and Catharpin Homes was \$500,000. This July, the median sale price was \$466,200, a decrease of 7% or \$33,800 compared to last year. The current median sold price is 13% lower than in June.

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

Haymarket and Catharpin are defined as properties listed in zip code/s 20169, 20168 and 20143.

\*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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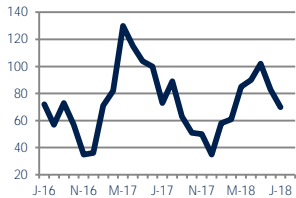
## Focus On: Haymarket and Catharpin Housing Market

July 2018

Zip Code(s): 20169, 20168 and 20143

### New Listings

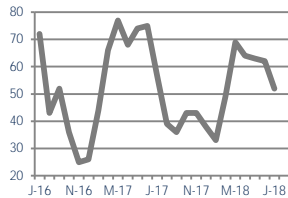
70



Down -4%  
Vs. Year Ago

### Current Contracts

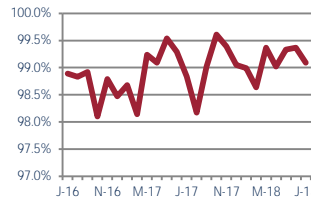
52



Down -9%  
Vs. Year Ago

### Sold Vs. List Price

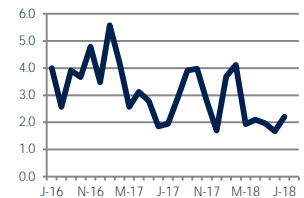
99.1%



No Change  
Vs. Year Ago

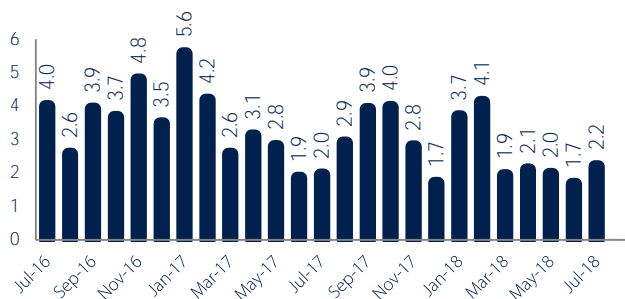
### Months of Supply

2.2



Up 13%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

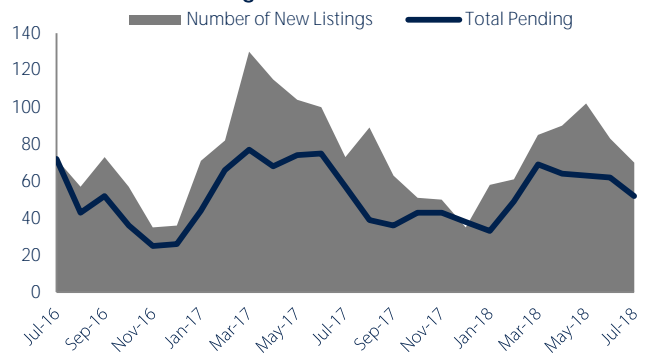
In July, there was 2.2 months of supply available in Haymarket and Catharpin, compared to 2.0 in July 2017. That is an increase of 13% versus a year ago.

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.

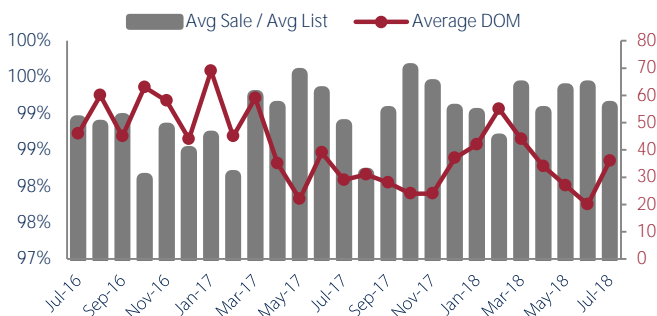
### New Listings & Current Contracts

This month there were 70 homes newly listed for sale in Haymarket and Catharpin compared to 73 in July 2017, a decrease of 4%. There were 52 current contracts pending sale this July compared to 57 a year ago. The number of current contracts is 9% lower than last July.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In July, the average sale price in Haymarket and Catharpin was 99.1% 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 36, higher than the average last year, which was 29, an increase of 24%.



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