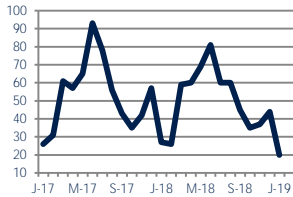


Focus On: Haymarket and Catharpin Housing Market

January 2019

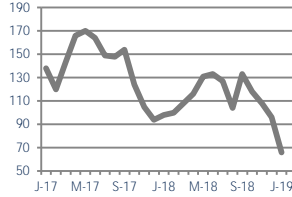
Zip Code(s): 20169, 20168 and 20143

Units Sold
20



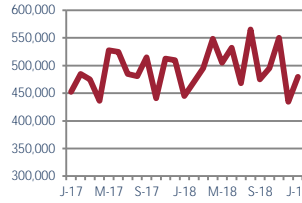
Down
Vs. Year Ago

Active Inventory
66



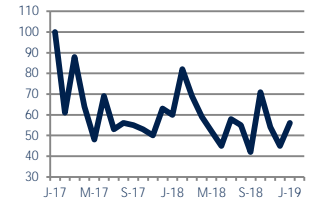
Down -33%
Vs. Year Ago

Median Sale Price
\$479,750



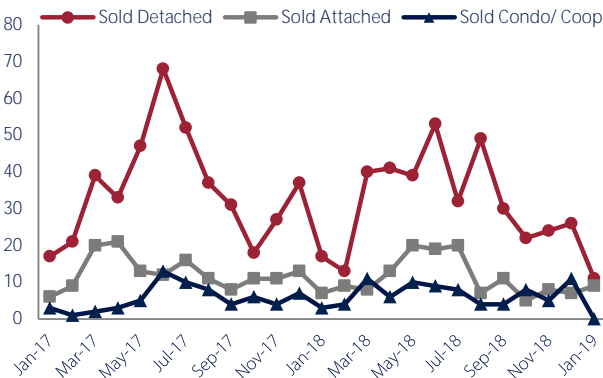
Up 8%
Vs. Year Ago

Days On Market
56



Down -7%
Vs. Year Ago

Units Sold*



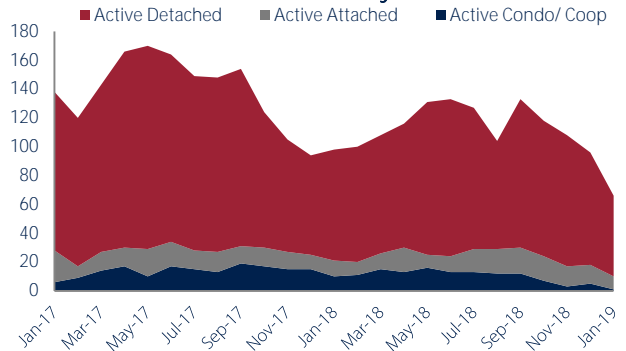
Units Sold

With relatively few transactions, there was a decrease in total units sold in January, with 20 sold this month in Haymarket and Catharpin. This month's total units sold was lower than at this time last year, a decrease from January 2018.

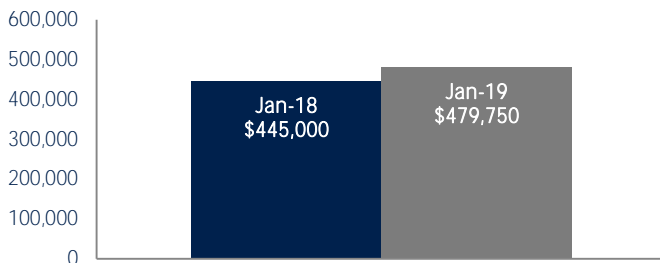
Active Inventory

Versus last year, the total number of homes available this month is lower by 32 units or 33%. The total number of active inventory this January was 66 compared to 98 in January 2018. This month's total of 66 is lower than the previous month's total supply of available inventory of 96, a decrease of 31%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Haymarket and Catharpin Homes was \$445,000. This January, the median sale price was \$479,750, an increase of 8% or \$34,750 compared to last year. The current median sold price is 10% higher than in December.

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 BRIGHTMLS 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 BRIGHTMLS or Long & Foster Real Estate, Inc.



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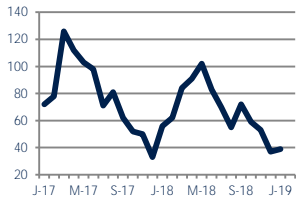
Focus On: Haymarket and Catharpin Housing Market

January 2019

Zip Code(s): 20169, 20168 and 20143

New Listings

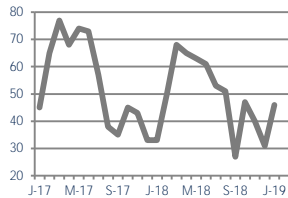
39



Down -30%
Vs. Year Ago

Current Contracts

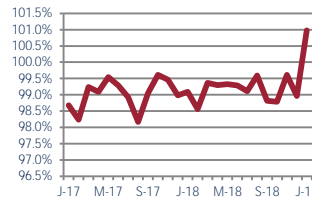
46



Up 39%
Vs. Year Ago

Sold Vs. List Price

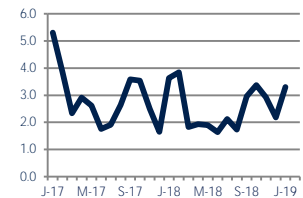
101.0%



Up 1.9%
Vs. Year Ago

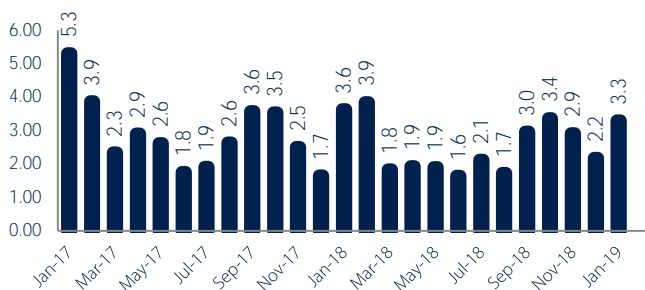
Months of Supply

3.3



Down -9%
Vs. Year Ago

Months Of Supply



Months of Supply

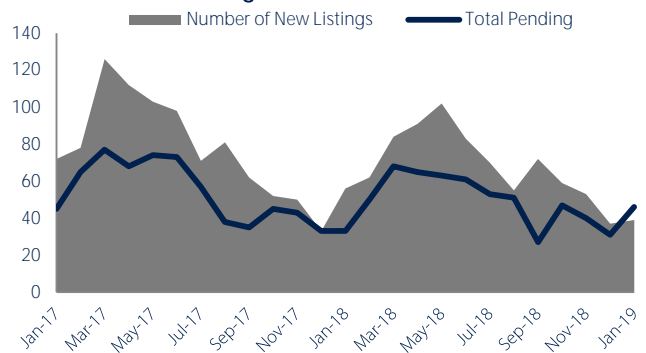
In January, there was 3.3 months of supply available in Haymarket and Catharpin, compared to 3.6 in January 2018. That is a decrease of 9% versus a year ago.

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.

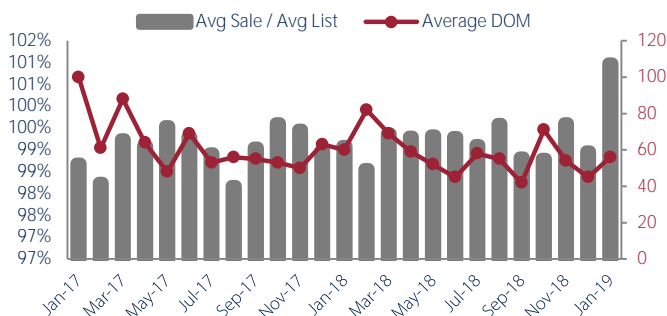
New Listings & Current Contracts

This month there were 39 homes newly listed for sale in Haymarket and Catharpin compared to 56 in January 2018, a decrease of 30%. There were 46 current contracts pending sale this January compared to 33 a year ago. The number of current contracts is 39% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Haymarket and Catharpin was 101.0% of the average list price, which is 1.9% higher than at this time last year.

Days On Market

This month, the average number of days on market was 56, lower than the average last year, which was 60, a decrease of 7%.



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