



The Long & Foster Market Minute™

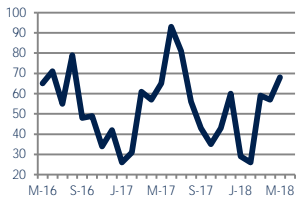
Focus On: Haymarket and Catharpin Housing Market

May 2018

Zip Code(s): 20169, 20168 and 20143

Units Sold

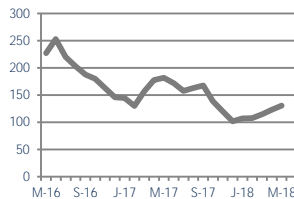
68



Up 5%
Vs. Year Ago

Active Inventory

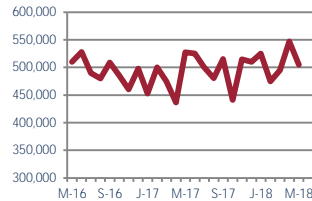
131



Down -28%
Vs. Year Ago

Median Sale Price

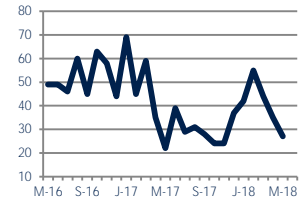
\$504,750



Down -4%
Vs. Year Ago

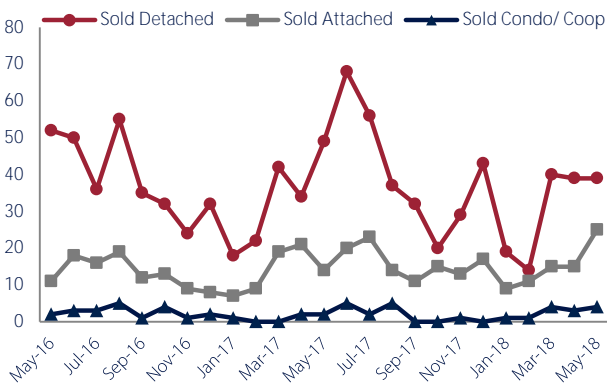
Days On Market

27



Up 23%
Vs. Year Ago

Units Sold*



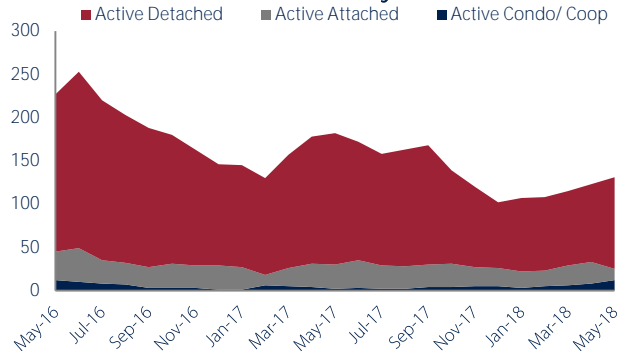
Units Sold

There was an increase in total units sold in May, with 68 sold this month in Haymarket and Catharpin versus 57 last month, an increase of 19%. This month's total units sold was higher than at this time last year, an increase of 5% versus May 2017.

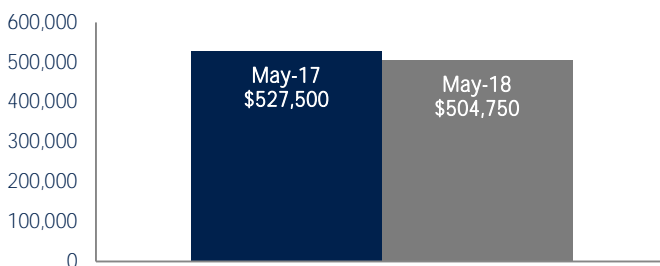
Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 28%. The total number of active inventory this May was 131 compared to 182 in May 2017. This month's total of 131 is higher than the previous month's total supply of available inventory of 123, an increase of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Haymarket and Catharpin Homes was \$527,500. This May, the median sale price was \$504,750, a decrease of 4% or \$22,750 compared to last year. The current median sold price is 8% lower than in April.

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.



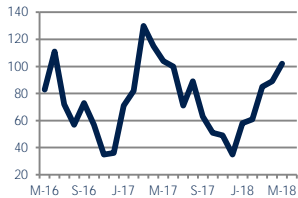
Focus On: Haymarket and Catharpin Housing Market

May 2018

Zip Code(s): 20169, 20168 and 20143

New Listings

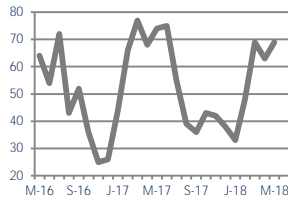
102



Down -2%
Vs. Year Ago

Current Contracts

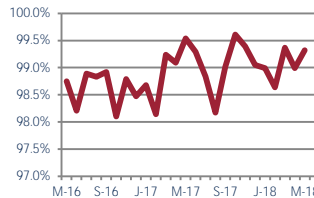
69



Down -7%
Vs. Year Ago

Sold Vs. List Price

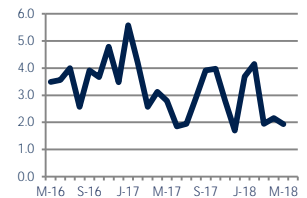
99.3%



No Change
Vs. Year Ago

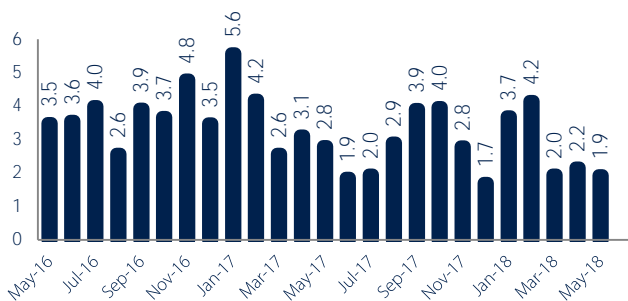
Months of Supply

1.9



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

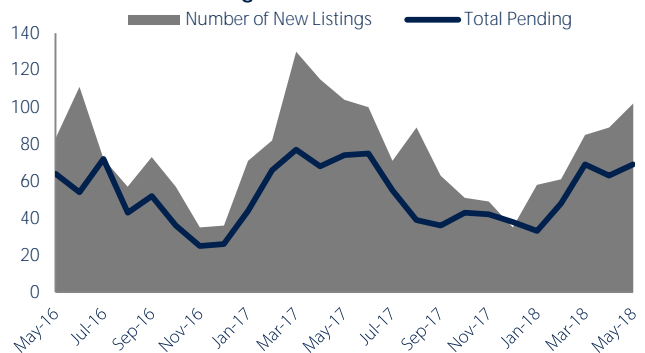
In May, there was 1.9 months of supply available in Haymarket and Catharpin, compared to 2.8 in May 2017. That is a decrease of 31% versus a year ago.

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.

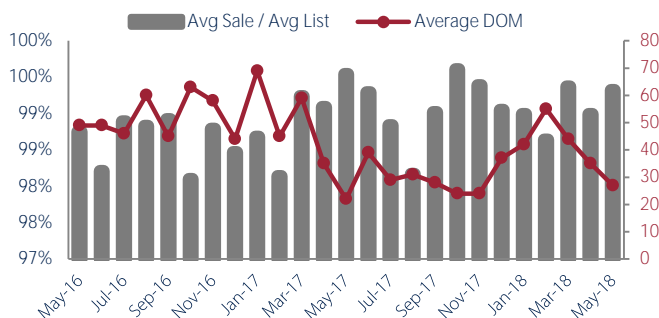
New Listings & Current Contracts

This month there were 102 homes newly listed for sale in Haymarket and Catharpin compared to 104 in May 2017, a decrease of 2%. There were 69 current contracts pending sale this May compared to 74 a year ago. The number of current contracts is 7% lower than last May.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In May, the average sale price in Haymarket and Catharpin was 99.3% 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 27, higher than the average last year, which was 22, an increase of 23%.



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