

# THE LONG & FOSTER MARKET MINUTE™

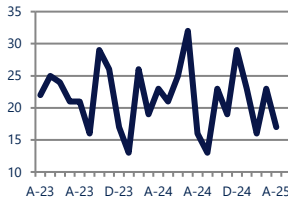
FOCUS ON: MARSHALL, MARKHAM, AND NORTHERN FAUQUIER COUNTY HOUSING MARKET

APRIL 2025

Zip Code(s): 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642

## Units Sold

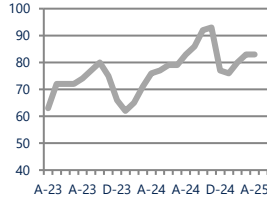
17



Down -26%  
Vs. Year Ago

## Active Inventory

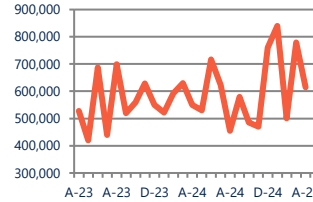
83



Up 9%  
Vs. Year Ago

## Median Sale Price

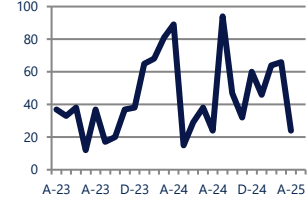
\$615,000



Up 12%  
Vs. Year Ago

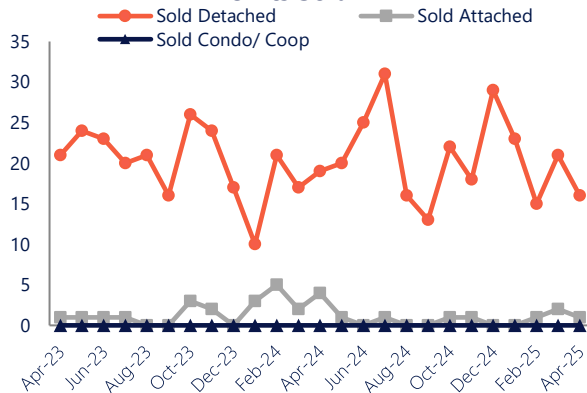
## Days On Market

24



Down  
Vs. Year Ago

### Units Sold\*



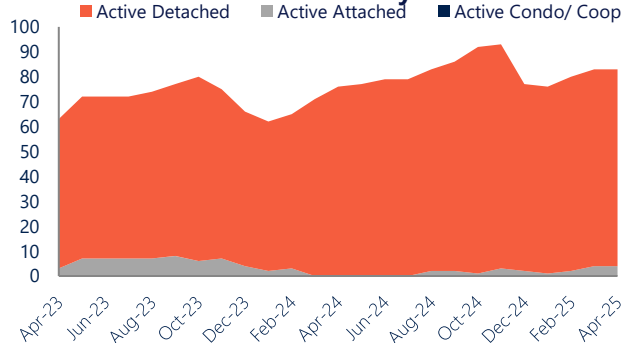
## Units Sold

There was a decrease in total units sold in April, with 17 sold this month in Marshall, Markham, and Northern Fauquier County versus 23 last month, a decrease of 26%. This month's total units sold was lower than at this time last year, a decrease of 26% versus April 2024.

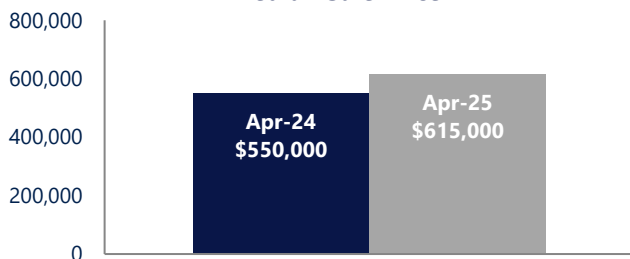
## Active Inventory

Versus last year, the total number of homes available this month is higher by 7 units or 9%. The total number of active inventory this April was 83 compared to 76 in April 2024. This month's supply remained stable as compared to last month.

### Active Inventory\*



## Median Sale Price



## Median Sale Price

Last April, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$550,000. This April, the median sale price was \$615,000, an increase of 12% or \$65,000 compared to last year. The current median sold price is 21% lower than in March.

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

Marshall, Markham, and Northern Fauquier County are defined as properties listed in zip code/s 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642.

\*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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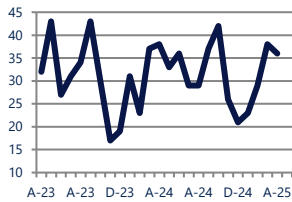
FOCUS ON: **MARSHALL, MARKHAM, AND NORTHERN FAUQUIER COUNTY HOUSING MARKET**

APRIL 2025

Zip Code(s): 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642

### New Listings

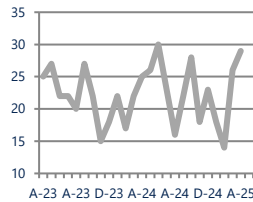
36



**Down -5%**  
Vs. Year Ago

### Current Contracts

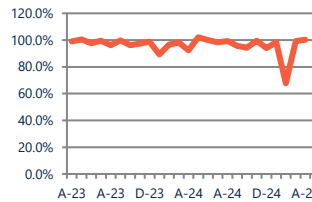
29



**Up 16%**  
Vs. Year Ago

### Sold Vs. List Price

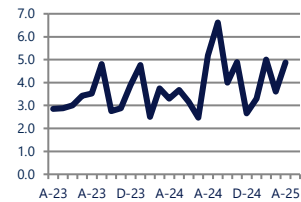
100.2%



**Up**  
Vs. Year Ago

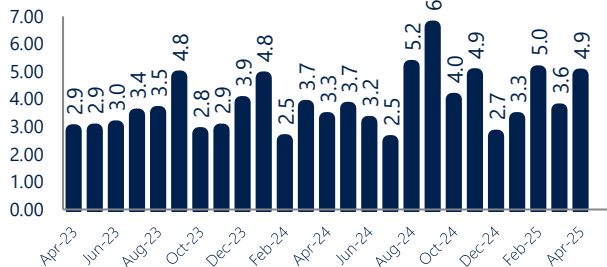
### Months of Supply

4.9



**Up 48%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

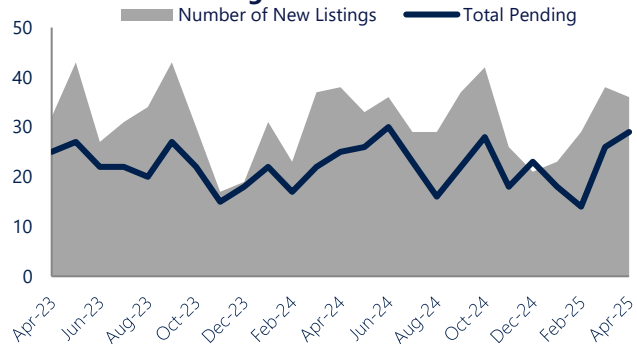
In April, there was 4.9 months of supply available in Marshall, Markham, and Northern Fauquier County, compared to 3.3 in April 2024. That is an increase of 48% versus a year ago.

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.

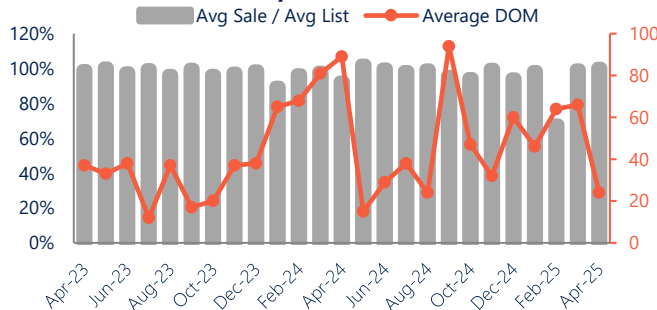
### New Listings & Current Contracts

This month there were 36 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 38 in April 2024, a decrease of 5%. There were 29 current contracts pending sale this April compared to 25 a year ago. The number of current contracts is 16% higher than last April.

### New Listings & Current Contracts



### Sale Price/ List Price & DOM



### Sale Price to List Price Ratio

In April, the average sale price in Marshall, Markham, and Northern Fauquier County was 100.2% of the average list price, which is higher than at this time last year.

### Days On Market

This month, the average number of days on market was 24, lower than the average last year, which was 89. This decrease was impacted by the limited number of sales.

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