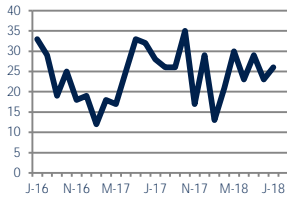


Units Sold

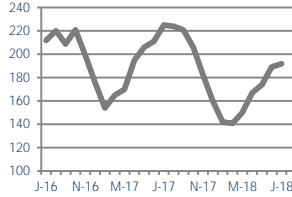
26



Down -7%
Vs. Year Ago

Active Inventory

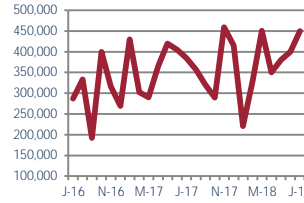
192



Down -15%
Vs. Year Ago

Median Sale Price

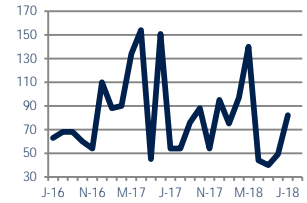
\$450,150



Up 17%
Vs. Year Ago

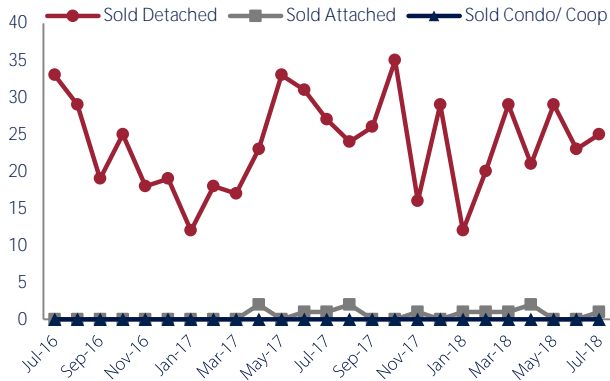
Days On Market

82



Up
Vs. Year Ago

Units Sold*



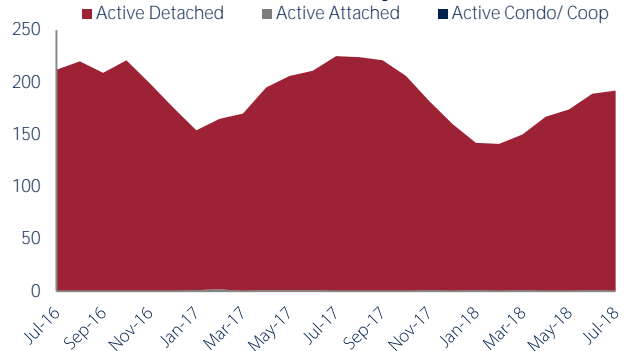
Units Sold

There was an increase in total units sold in July, with 26 sold this month in Marshall, Markham, and Northern Fauquier County versus 23 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 7% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 33 units or 15%. The total number of active inventory this July was 192 compared to 225 in July 2017. This month's total of 192 is higher than the previous month's total supply of available inventory of 189, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$385,000. This July, the median sale price was \$450,150, an increase of 17% or \$65,150 compared to last year. The current median sold price is 13% higher 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.

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 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.



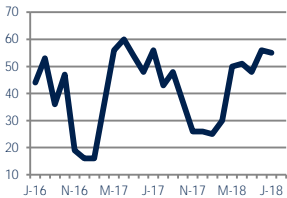
Focus On: Marshall, Markham, and Northern Fauquier County Housing Market

July 2018

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

New Listings

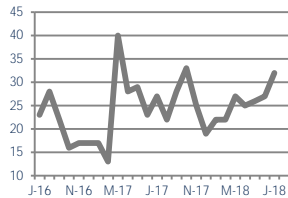
55



Down -2%
Vs. Year Ago

Current Contracts

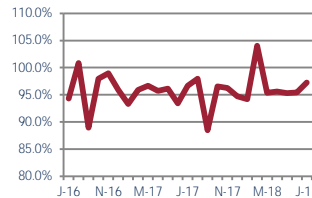
32



Up 19%
Vs. Year Ago

Sold Vs. List Price

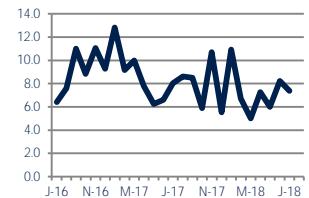
97.3%



Up 0.6%
Vs. Year Ago

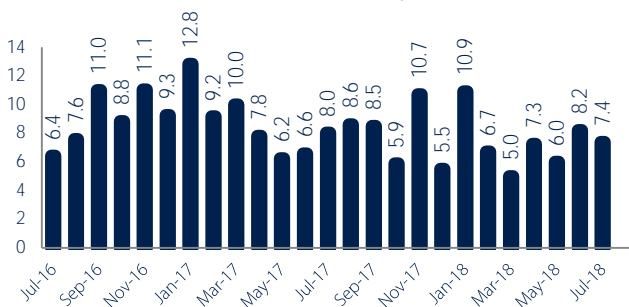
Months of Supply

7.4



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

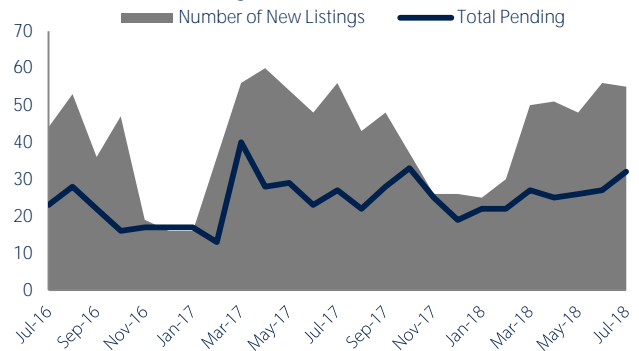
In July, there was 7.4 months of supply available in Marshall, Markham, and Northern Fauquier County, compared to 8.0 in July 2017. That is a decrease of 8% versus a year ago.

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.

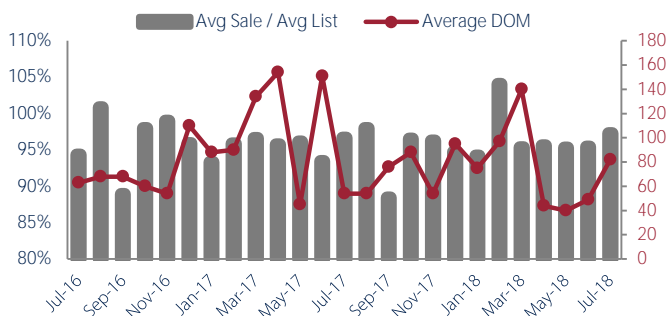
New Listings & Current Contracts

This month there were 55 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 56 in July 2017, a decrease of 2%. There were 32 current contracts pending sale this July compared to 27 a year ago. The number of current contracts is 19% higher 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 Marshall, Markham, and Northern Fauquier County was 97.3% of the average list price, which is 0.6% higher than at this time last year.

Days On Market

This month, the average number of days on market was 82, higher than the average last year, which was 54. This increase was impacted by the limited number of sales.

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 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

