



The Long & Foster Market Minute™

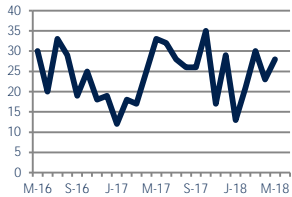
Focus On: Marshall, Markham, and Northern Fauquier County Housing Market

May 2018

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

Units Sold

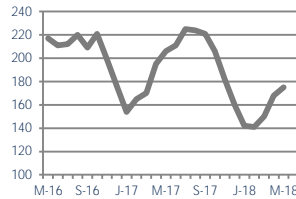
28



Down -15%
Vs. Year Ago

Active Inventory

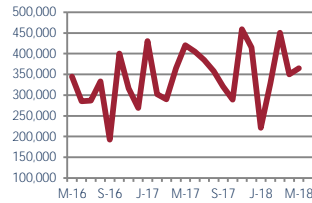
175



Down -15%
Vs. Year Ago

Median Sale Price

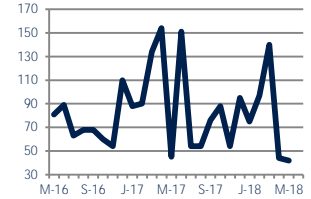
\$364,500



Down -13%
Vs. Year Ago

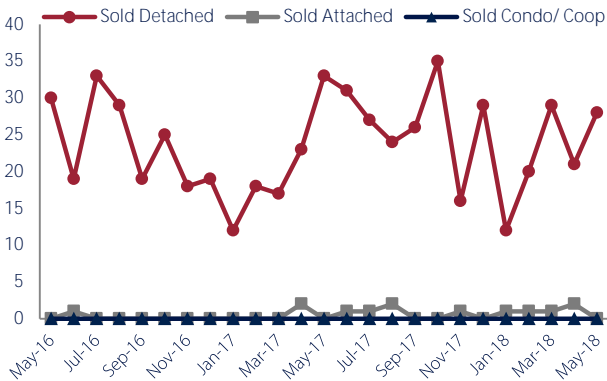
Days On Market

42



Down -7%
Vs. Year Ago

Units Sold*



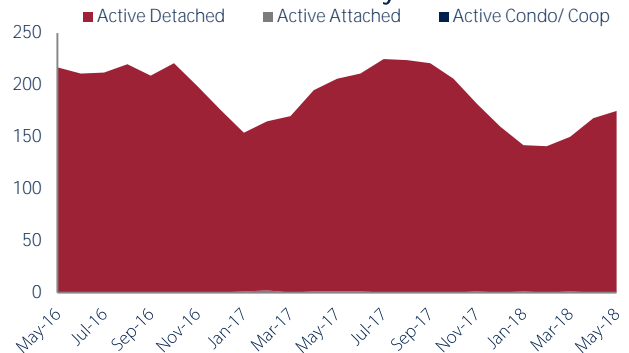
Units Sold

There was an increase in total units sold in May, with 28 sold this month in Marshall, Markham, and Northern Fauquier County versus 23 last month, an increase of 22%. This month's total units sold was lower than at this time last year, a decrease of 15% versus May 2017.

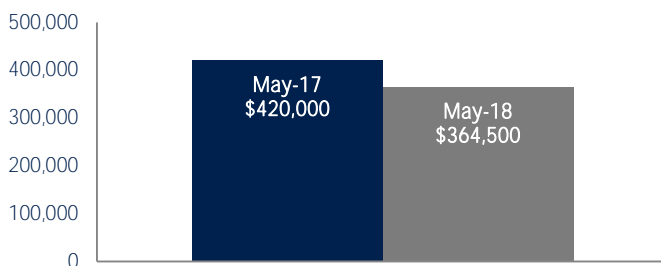
Active Inventory

Versus last year, the total number of homes available this month is lower by 31 units or 15%. The total number of active inventory this May was 175 compared to 206 in May 2017. This month's total of 175 is higher than the previous month's total supply of available inventory of 168, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$420,000. This May, the median sale price was \$364,500, a decrease of 13% or \$55,500 compared to last year. The current median sold price is 4% higher 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.

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.

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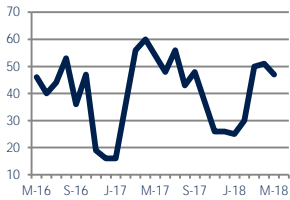




Zip Code(s): 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642

New Listings

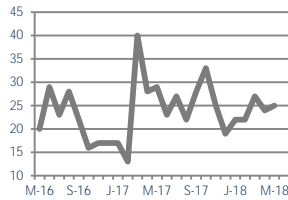
47



Down -13%
Vs. Year Ago

Current Contracts

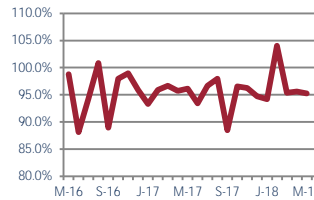
25



Down -14%
Vs. Year Ago

Sold Vs. List Price

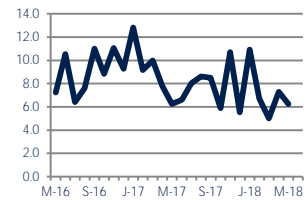
95.3%



Down -0.9%
Vs. Year Ago

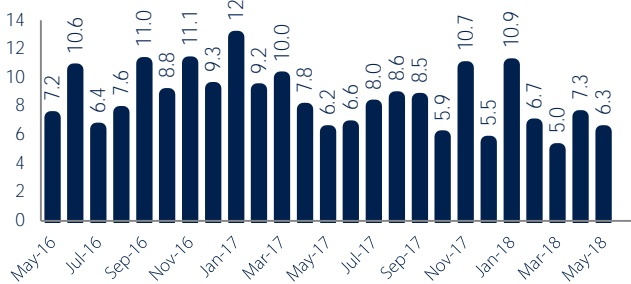
Months of Supply

6.3



No Change
Vs. Year Ago

Months Of Supply



Months of Supply

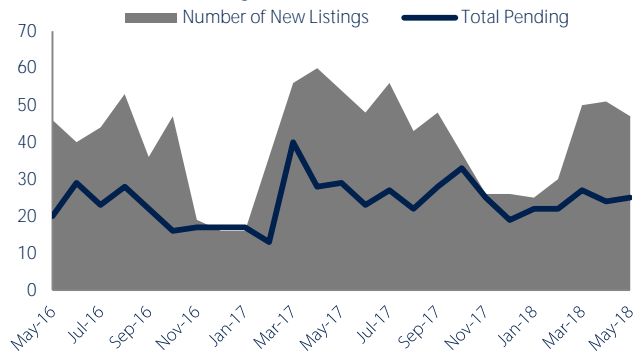
In May, there was 6.3 months of supply available in Marshall, Markham, and Northern Fauquier County. The amount of supply is similar compared to a year ago.

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.

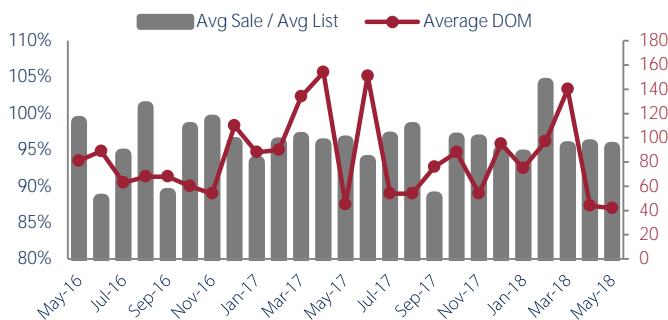
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 54 in May 2017, a decrease of 13%. There were 25 current contracts pending sale this May compared to 29 a year ago. The number of current contracts is 14% 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 Marshall, Markham, and Northern Fauquier County was 95.3% of the average list price, which is 0.9% lower than at this time last year.

Days On Market

This month, the average number of days on market was 42, lower than the average last year, which was 45, a decrease of 7%.



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