

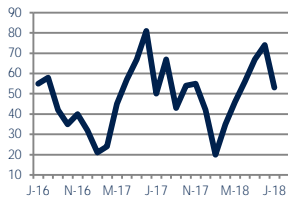
Focus On: Warrenton and New Baltimore Housing Market

July 2018

Zip Code(s): 20186, 20187 and 20188

Units Sold

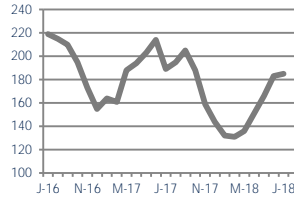
53



Up 6%
Vs. Year Ago

Active Inventory

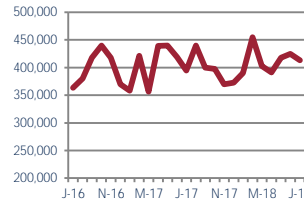
185



Down -2%
Vs. Year Ago

Median Sale Price

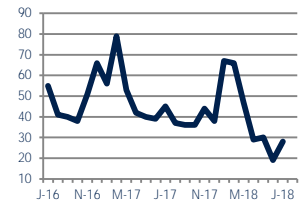
\$413,000



Up 5%
Vs. Year Ago

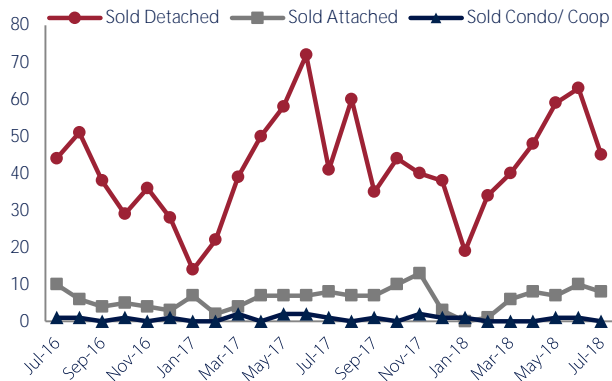
Days On Market

28



Down -38%
Vs. Year Ago

Units Sold*



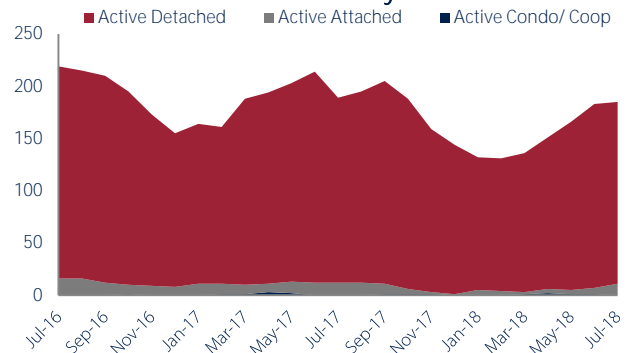
Units Sold

There was a decrease in total units sold in July, with 53 sold this month in Warrenton and New Baltimore versus 74 last month, a decrease of 28%. This month's total units sold was higher than at this time last year, an increase of 6% versus July 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 4 units or 2%. The total number of active inventory this July was 185 compared to 189 in July 2017. This month's total of 185 is higher than the previous month's total supply of available inventory of 183, an increase of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Last July, the median sale price for Warrenton and New Baltimore Homes was \$394,500. This July, the median sale price was \$413,000, an increase of 5% or \$18,500 compared to last year. The current median sold price is 3% lower 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.

Warrenton and New Baltimore are defined as properties listed in zip code/s 20186, 20187 and 20188.

*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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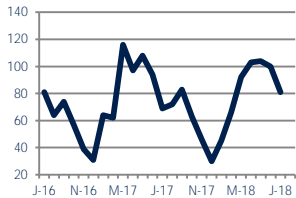
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July 2018

Zip Code(s): 20186, 20187 and 20188

New Listings

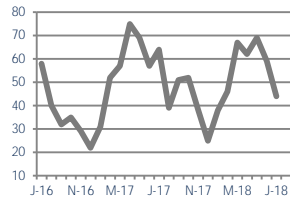
81



Up 17%
Vs. Year Ago

Current Contracts

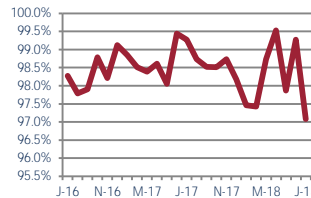
44



Down -31%
Vs. Year Ago

Sold Vs. List Price

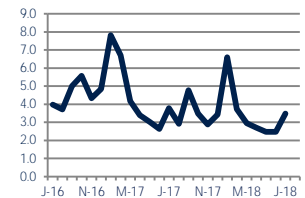
97.1%



Down -2.2%
Vs. Year Ago

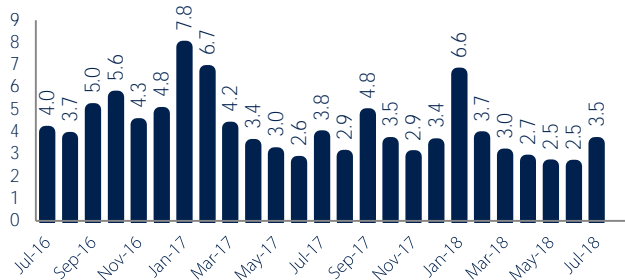
Months of Supply

3.5



Down -8%
Vs. Year Ago

Months Of Supply



Months of Supply

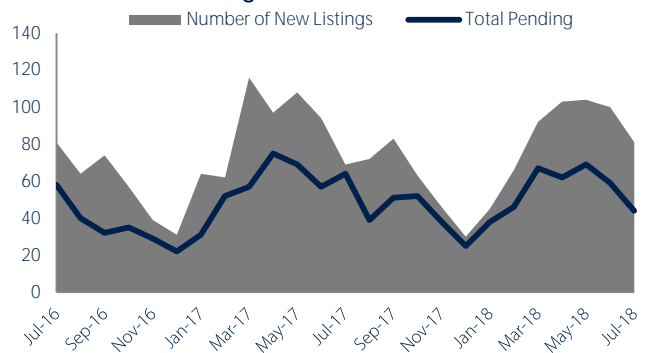
In July, there was 3.5 months of supply available in Warrenton and New Baltimore, compared to 3.8 in July 2017. That is a decrease of 8% versus a year ago.

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.

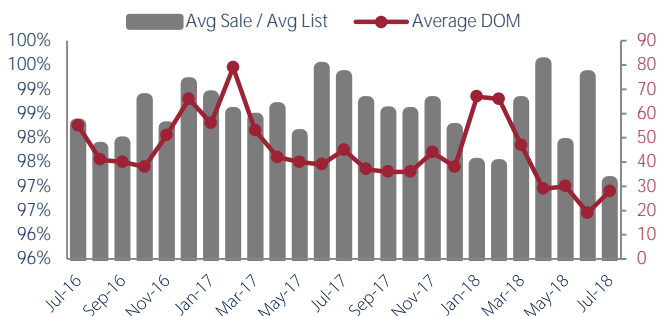
New Listings & Current Contracts

This month there were 81 homes newly listed for sale in Warrenton and New Baltimore compared to 69 in July 2017, an increase of 17%. There were 44 current contracts pending sale this July compared to 64 a year ago. The number of current contracts is 31% lower 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 Warrenton and New Baltimore was 97.1% of the average list price, which is 2.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 28, lower than the average last year, which was 45, a decrease of 38%.



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