



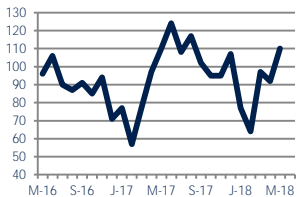
## Focus On: Martinsburg Housing Market

May 2018

Zip Code(s): 25404, 25403, 25402, 25401 and 25405

### Units Sold

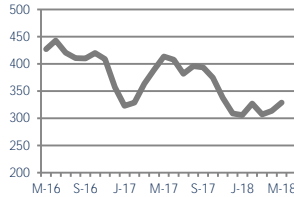
110



No Change  
Vs. Year Ago

### Active Inventory

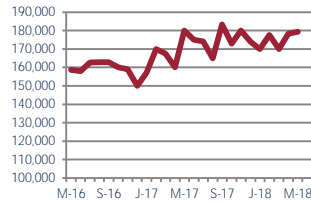
329



Down -21%  
Vs. Year Ago

### Median Sale Price

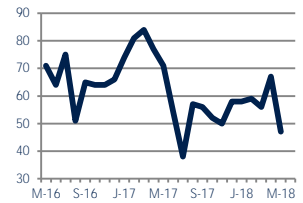
\$179,400



No Change  
Vs. Year Ago

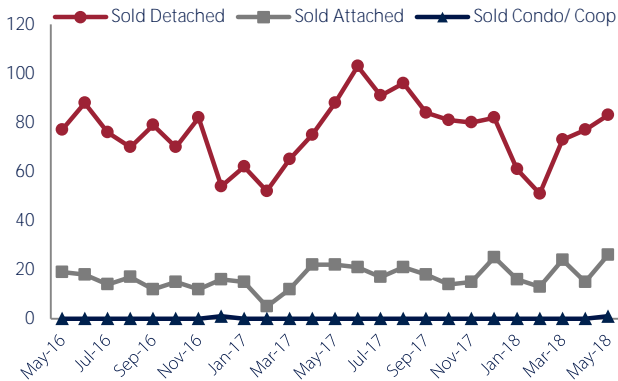
### Days On Market

47



Down -34%  
Vs. Year Ago

### Units Sold\*



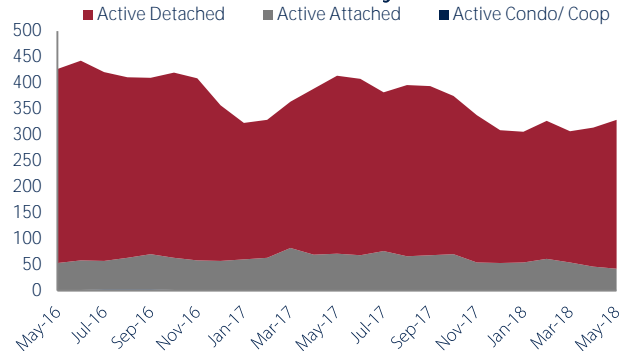
## Units Sold

There was an increase in total units sold in May, with 110 sold this month in Martinsburg, an increase of 20%. This month's total units sold is similar compared to a year ago.

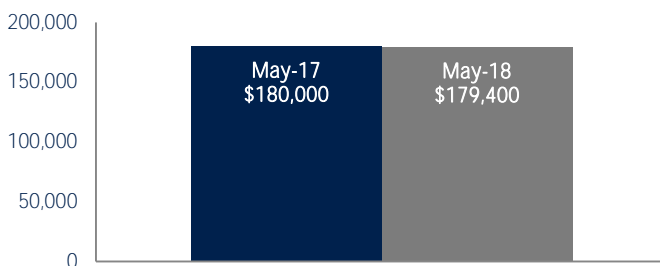
## Active Inventory

Versus last year, the total number of homes available this month is lower by 85 units or 21%. The total number of active inventory this May was 329 compared to 414 in May 2017. This month's total of 329 is higher than the previous month's total supply of available inventory of 314, an increase of 5%.

### Active Inventory\*



### Median Sale Price



## Median Sale Price

Last May, the median sale price for Martinsburg Homes was \$180,000. This May, the median sale price was \$179,400, which is similar compared to a year ago. The current median sold price is 1% 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.

Martinsburg are defined as properties listed in zip code/s 25404, 25403, 25402, 25401 and 25405.

\*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





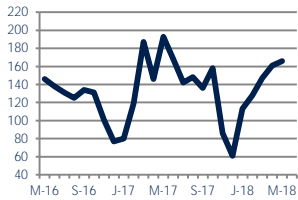
## Focus On: Martinsburg Housing Market

May 2018

Zip Code(s): 25404, 25403, 25402, 25401 and 25405

### New Listings

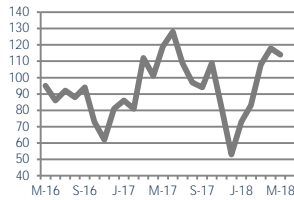
166



Down -14%  
Vs. Year Ago

### Current Contracts

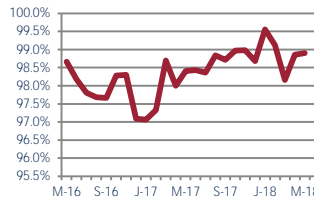
114



Down -4%  
Vs. Year Ago

### Sold Vs. List Price

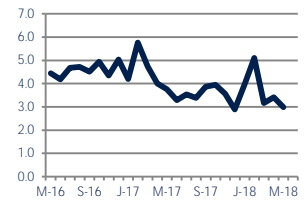
98.9%



No Change  
Vs. Year Ago

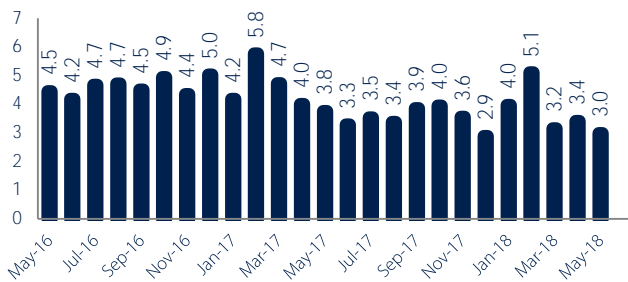
### Months of Supply

3.0



Down -20%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

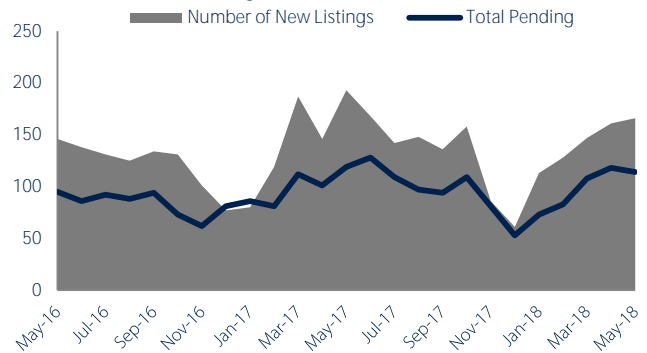
In May, there was 3.0 months of supply available in Martinsburg, compared to 3.8 in May 2017. That is a decrease of 21% versus a year ago.

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.

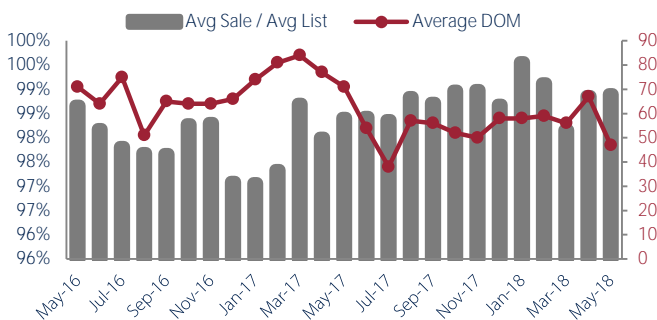
### New Listings & Current Contracts

This month there were 166 homes newly listed for sale in Martinsburg compared to 193 in May 2017, a decrease of 14%. There were 114 current contracts pending sale this May compared to 119 a year ago. The number of current contracts is 4% 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 Martinsburg was 98.9% 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 47, lower than the average last year, which was 71, a decrease of 34%.



Martinsburg are defined as properties listed in zip code/s 25404, 25403, 25402, 25401 and 25405.

\*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.

