

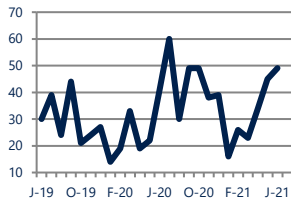
Focus On: Marshall, Markham, and Northern Fauquier County Housing Market

June 2021

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

Units Sold

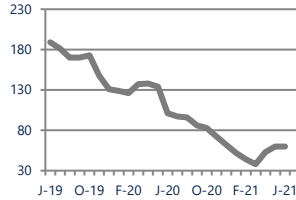
49



Up 20%
Vs. Year Ago

Active Inventory

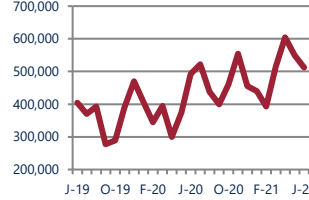
60



Down -41%
Vs. Year Ago

Median Sale Price

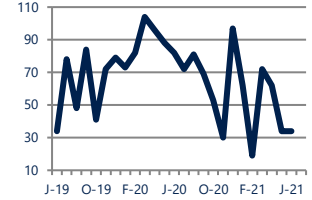
\$512,000



Up 4%
Vs. Year Ago

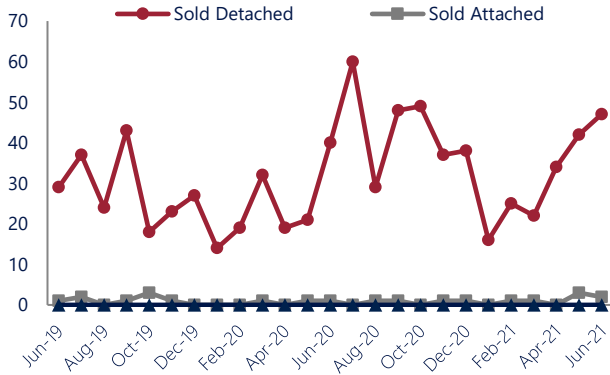
Days On Market

34



Down -59%
Vs. Year Ago

Units Sold*



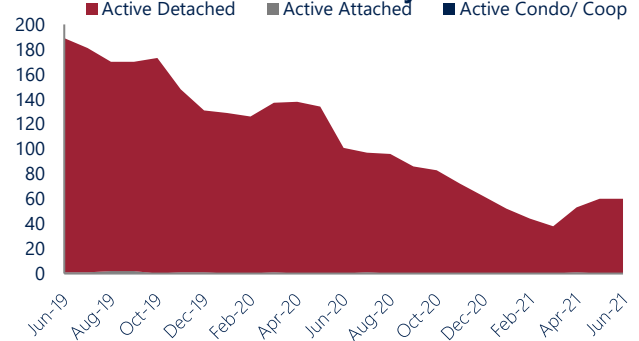
Units Sold

There was an increase in total units sold in June, with 49 sold this month in Marshall, Markham, and Northern Fauquier County versus 45 last month, an increase of 9%. This month's total units sold was higher than at this time last year, an increase of 20% versus June 2020.

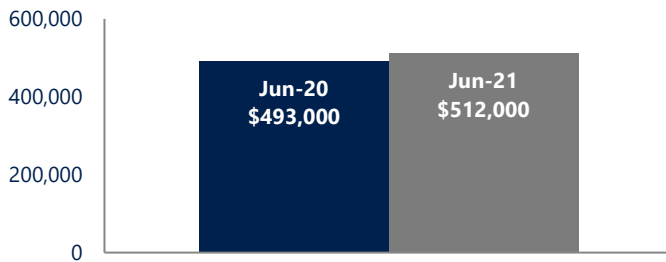
Active Inventory

Versus last year, the total number of homes available this month is lower by 41 units or 41%. The total number of active inventory this June was 60 compared to 101 in June 2020. This month's supply remained stable as compared to last month.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Marshall, Markham, and Northern Fauquier County Homes was \$493,000. This June, the median sale price was \$512,000, an increase of 4% or \$19,000 compared to last year. The current median sold price is 7% lower than in May.

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.

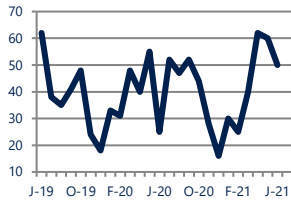




Zip Code(s): 20137, 20198, 20115, 22639, 20140, 20184, 20185, 20144, 22643 and 22642

New Listings

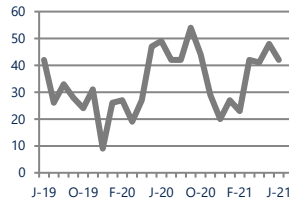
50



Up 100%
Vs. Year Ago

Current Contracts

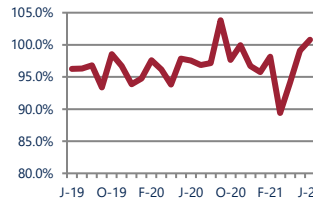
42



Down -14%
Vs. Year Ago

Sold Vs. List Price

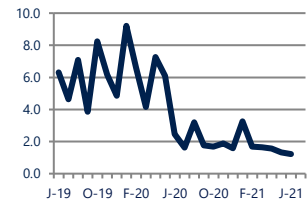
100.8%



Up 3.3%
Vs. Year Ago

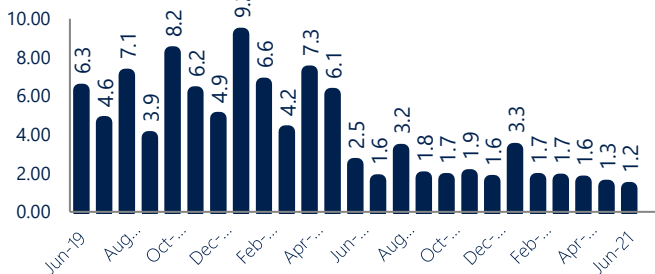
Months of Supply

1.2



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

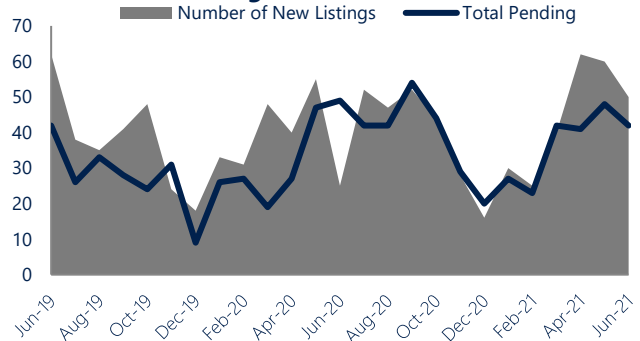
In June, there was 1.2 months of supply available in Marshall, Markham, and Northern Fauquier County, compared to 2.5 in June 2020. That is a decrease of 50% versus a year ago.

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.

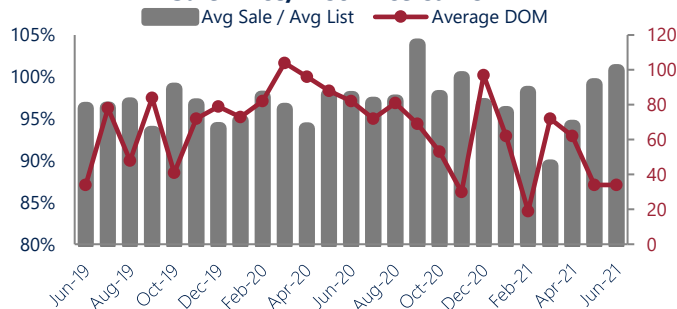
New Listings & Current Contracts

This month there were 50 homes newly listed for sale in Marshall, Markham, and Northern Fauquier County compared to 25 in June 2020, an increase of 100%. There were 42 current contracts pending sale this June compared to 49 a year ago. The number of current contracts is 14% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Marshall, Markham, and Northern Fauquier County was 100.8% of the average list price, which is 3.2% higher than at this time last year.

Days On Market

This month, the average number of days on market was 34, lower than the average last year, which was 82, a decrease of 59%.



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