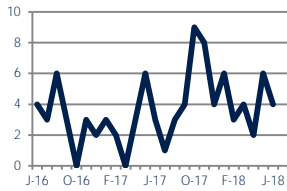


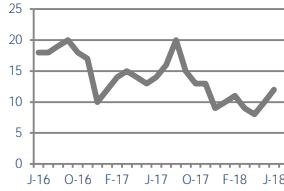


### Units Sold 4



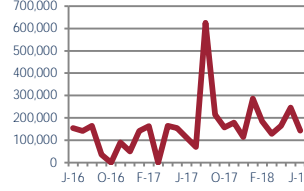
Up 33%  
Vs. Year Ago

### Active Inventory 12



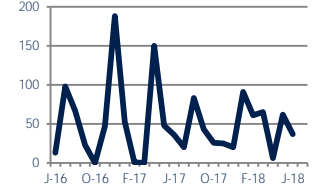
Down -14%  
Vs. Year Ago

### Median Sale Price \$142,801



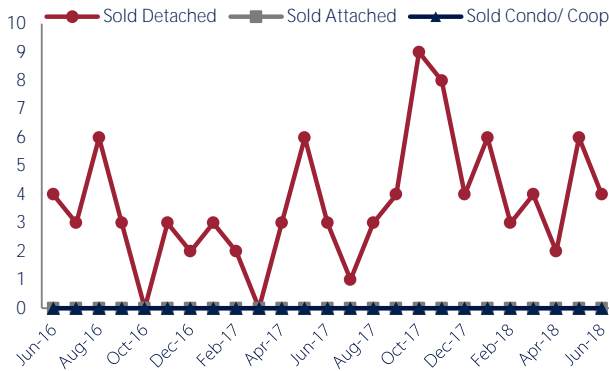
Up  
Vs. Year Ago

### Days On Market 37



Up 3%  
Vs. Year Ago

### Units Sold\*



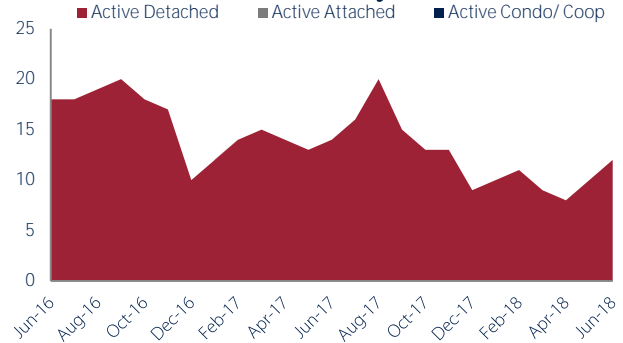
### Units Sold

There was a decrease in total units sold in June, with 4 sold this month in Charles City County versus 6 last month, a decrease of 33%. This month's total units sold was higher than at this time last year, an increase of 33% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 2 units or 14%. The total number of active inventory this June was 12 compared to 14 in June 2017. This month's total of 12 is higher than the previous month's total supply of available inventory of 10, an increase of 20%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last June, the median sale price for Charles City County Homes was \$112,000. This June, the median sale price was \$142,801, an increase of \$30,801 compared to last year. The current median sold price is 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.



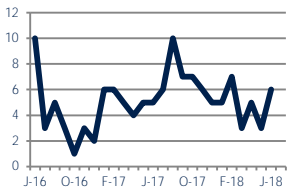
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and 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 CVRMLS or Long & Foster Real Estate, Inc.





### New Listings

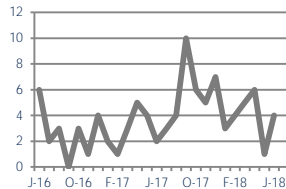
6



Up 20%  
Vs. Year Ago

### Current Contracts

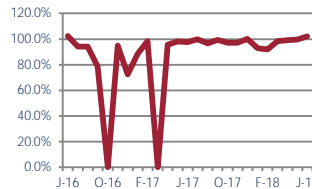
4



Up 100%  
Vs. Year Ago

### Sold Vs. List Price

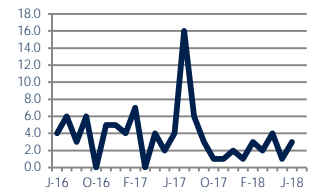
102.0%



Up 4.4%  
Vs. Year Ago

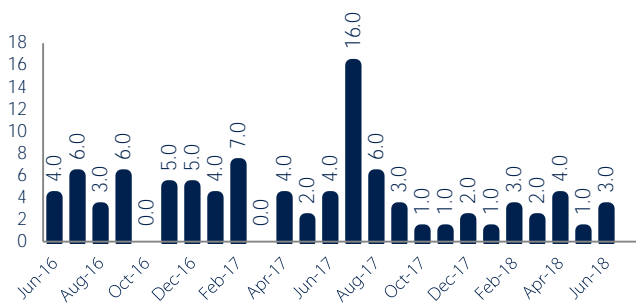
### Months of Supply

3.0



Down -25%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

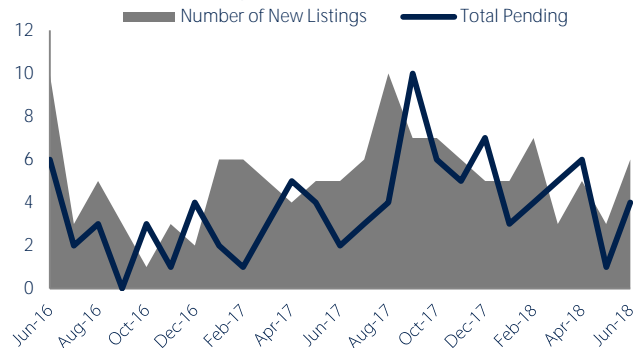
In June, there was 3.0 months of supply available in Charles City County, compared to 4.7 in June 2017. That is a decrease of 36% versus a year ago.

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.

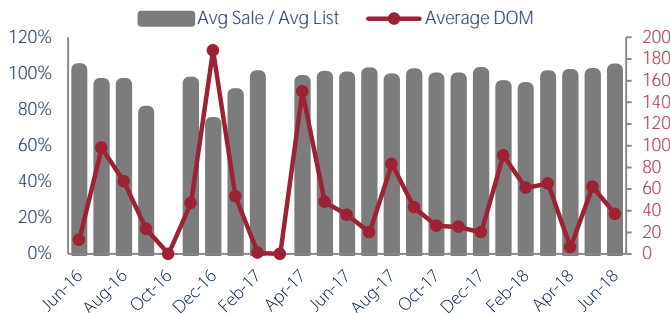
### New Listings & Current Contracts

This month there were 6 homes newly listed for sale in Charles City County compared to 5 in June 2017, an increase of 20%. There were 4 current contracts pending sale this June compared to 2 a year ago. The number of current contracts is 100% higher 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 Charles City County was 102.0% of the average list price, which is 4.3% higher than at this time last year.

### Days On Market

This month, the average number of days on market was 37, higher than the average last year, which was 36, an increase of 3%.



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