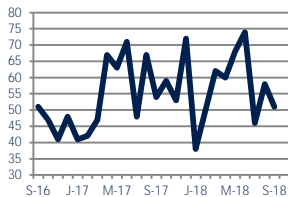


Zip Code(s): 23223

Units Sold

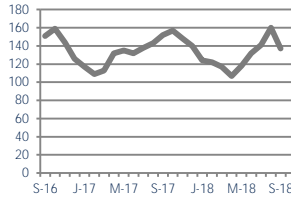
51



Down -6%
Vs. Year Ago

Active Inventory

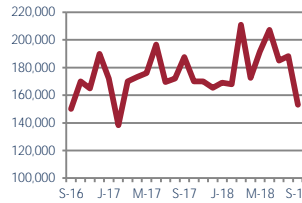
137



Down -10%
Vs. Year Ago

Median Sale Price

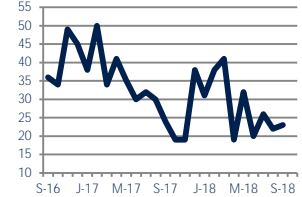
\$153,000



Down -18%
Vs. Year Ago

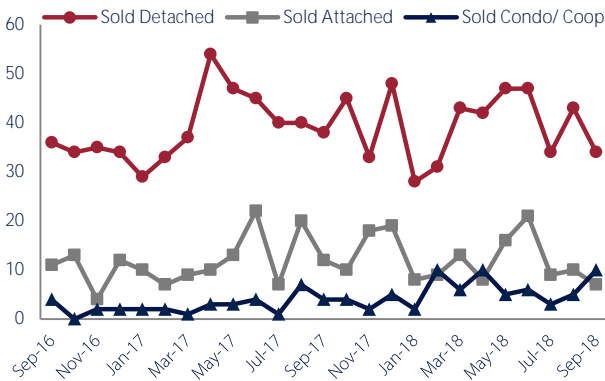
Days On Market

23



Down -4%
Vs. Year Ago

Units Sold*



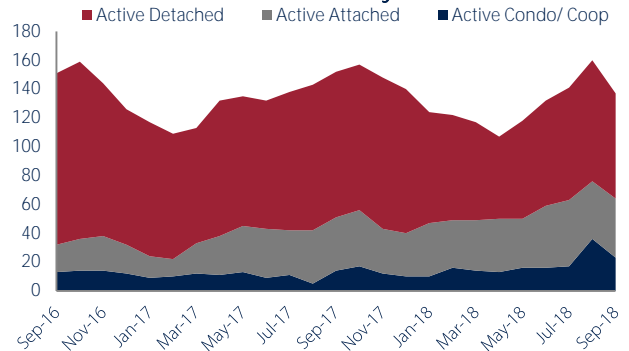
Units Sold

There was a decrease in total units sold in September, with 51 sold this month in East End versus 58 last month, a decrease of 12%. This month's total units sold was lower than at this time last year, a decrease of 6% versus September 2017.

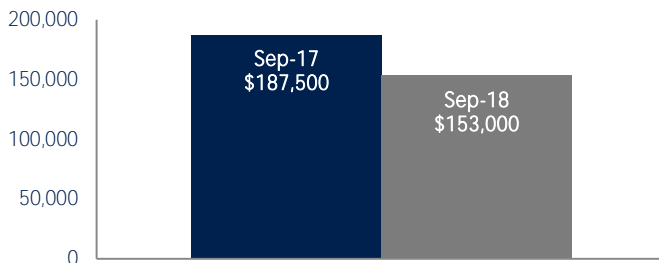
Active Inventory

Versus last year, the total number of homes available this month is lower by 15 units or 10%. The total number of active inventory this September was 137 compared to 152 in September 2017. This month's total of 137 is lower than the previous month's total supply of available inventory of 160, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for East End Homes was \$187,500. This September, the median sale price was \$153,000, a decrease of 18% or \$34,500 compared to last year. The current median sold price is 19% lower than in August.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

East End are defined as properties listed in zip code/s 23223.

*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.

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CHRISTIE'S
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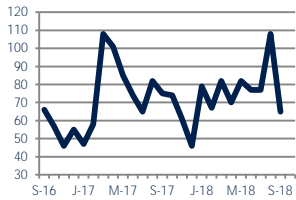




Zip Code(s): 23223

New Listings

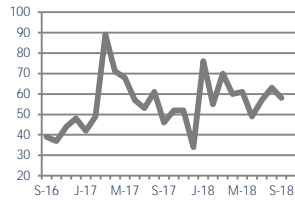
65



Down -13%
Vs. Year Ago

Current Contracts

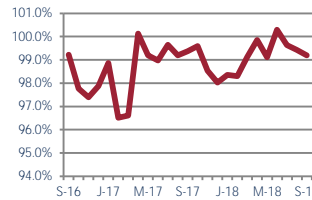
58



Up 26%
Vs. Year Ago

Sold Vs. List Price

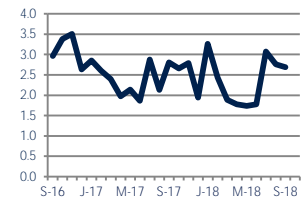
99.2%



No Change
Vs. Year Ago

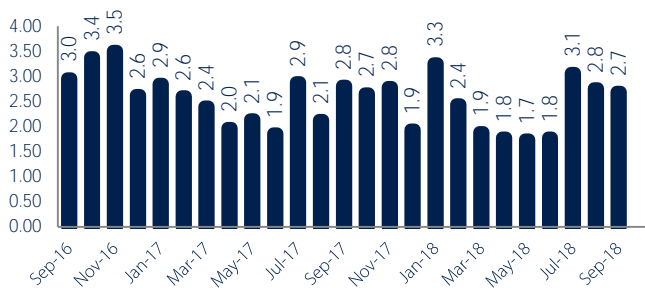
Months of Supply

2.7



Down -4%
Vs. Year Ago

Months Of Supply



Months of Supply

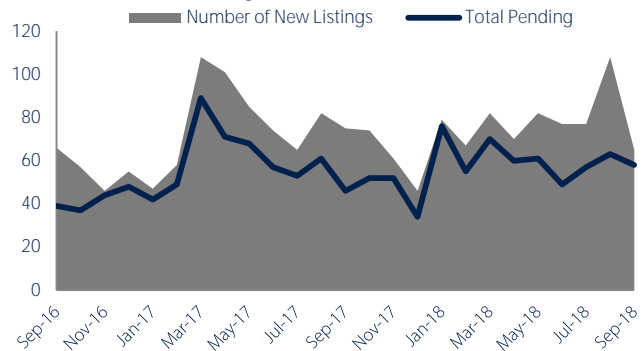
In September, there was 2.7 months of supply available in East End, compared to 2.8 in September 2017. That is a decrease of 5% versus a year ago.

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.

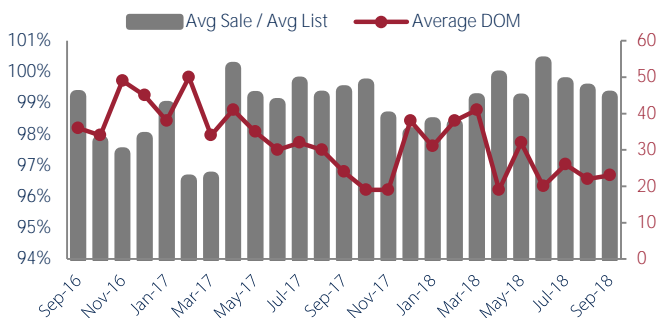
New Listings & Current Contracts

This month there were 65 homes newly listed for sale in East End compared to 75 in September 2017, a decrease of 13%. There were 58 current contracts pending sale this September compared to 46 a year ago. The number of current contracts is 26% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in East End was 99.2% 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 23, lower than the average last year, which was 24, a decrease of 4%.



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