

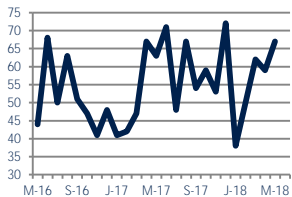
Focus On: East End Housing Market

May 2018

Zip Code(s): 23223

Units Sold

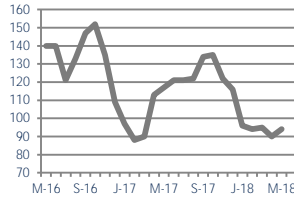
67



Up 6%
Vs. Year Ago

Active Inventory

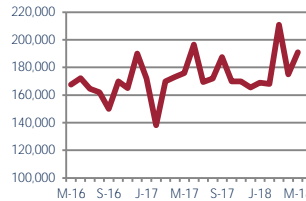
94



Down -20%
Vs. Year Ago

Median Sale Price

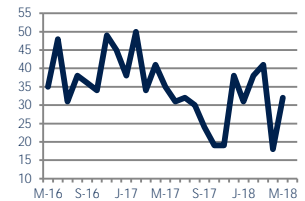
\$191,000



Up 9%
Vs. Year Ago

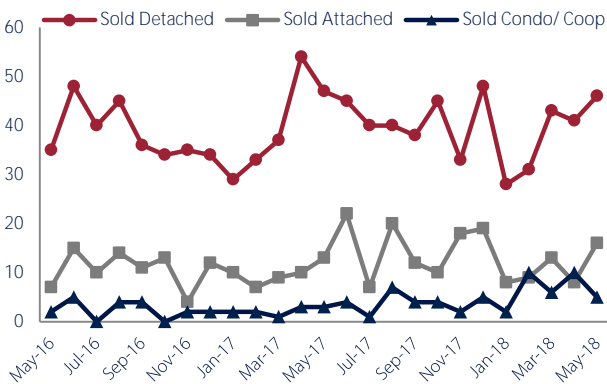
Days On Market

32



Down -9%
Vs. Year Ago

Units Sold*



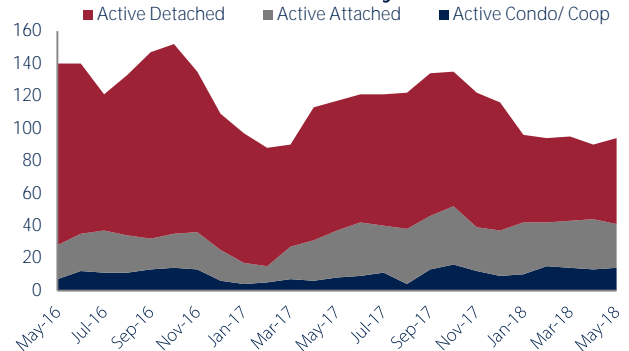
Units Sold

There was an increase in total units sold in May, with 67 sold this month in East End versus 59 last month, an increase of 14%. This month's total units sold was higher than at this time last year, an increase of 6% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 23 units or 20%. The total number of active inventory this May was 94 compared to 117 in May 2017. This month's total of 94 is higher than the previous month's total supply of available inventory of 90, an increase of 4%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for East End Homes was \$176,000. This May, the median sale price was \$191,000, an increase of 9% or \$15,000 compared to last year. The current median sold price is 9% higher 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.

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.

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.



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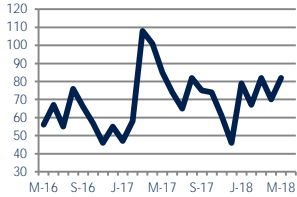
Focus On: East End Housing Market

May 2018

Zip Code(s): 23223

New Listings

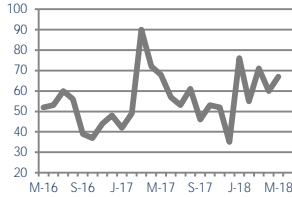
82



Down -4%
Vs. Year Ago

Current Contracts

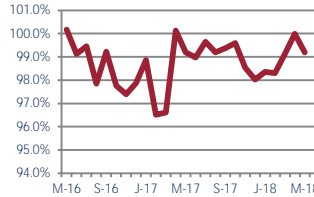
67



Down -1%
Vs. Year Ago

Sold Vs. List Price

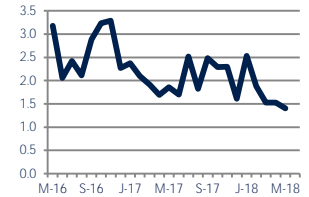
99.2%



No Change
Vs. Year Ago

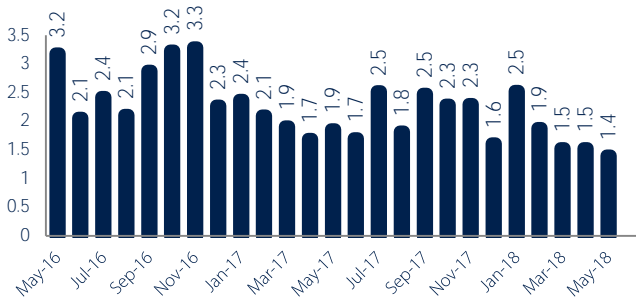
Months of Supply

1.4



Down -25%
Vs. Year Ago

Months Of Supply



Months of Supply

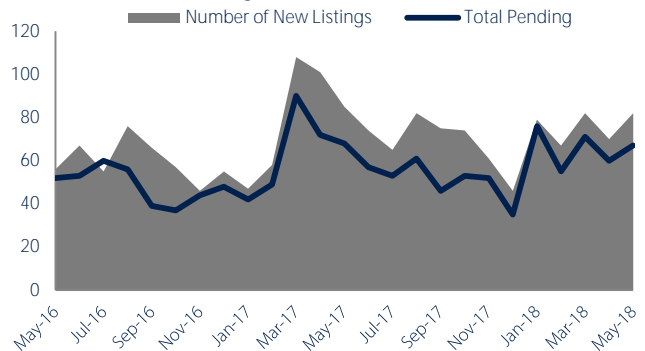
In May, there was 1.4 months of supply available in East End, compared to 1.9 in May 2017. That is a decrease of 24% versus a year ago.

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.

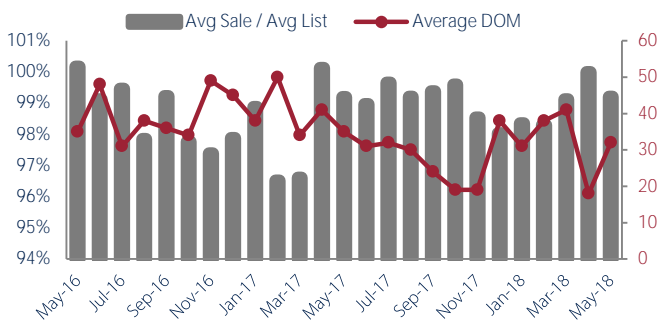
New Listings & Current Contracts

This month there were 82 homes newly listed for sale in East End compared to 85 in May 2017, a decrease of 4%. There were 67 current contracts pending sale this May compared to 68 a year ago. The number of current contracts is 1% 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 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 32, lower than the average last year, which was 35, a decrease of 9%.



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