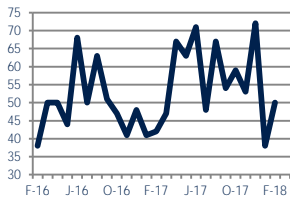




Zip Code(s): 23223

Units Sold

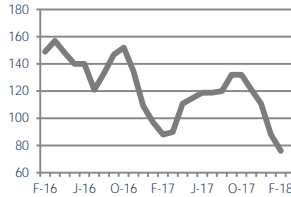
50



Up 19%
Vs. Year Ago

Active Inventory

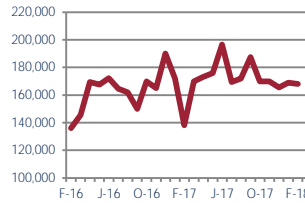
76



Down -14%
Vs. Year Ago

Median Sale Price

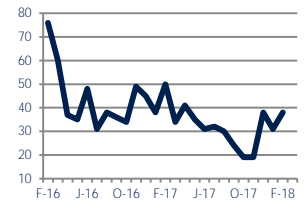
\$168,000



Up 22%
Vs. Year Ago

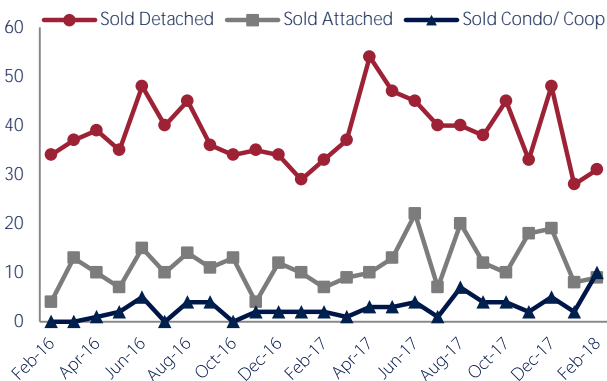
Days On Market

38



Down -24%
Vs. Year Ago

Units Sold*



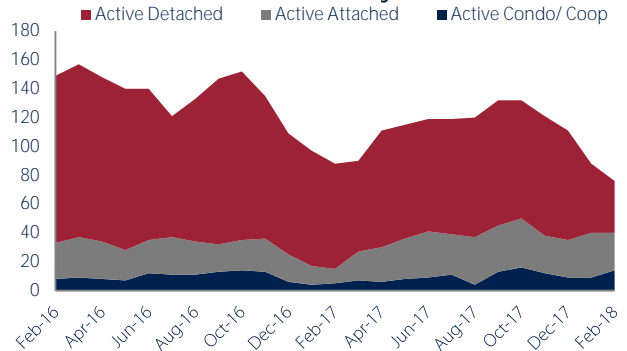
Units Sold

There was an increase in total units sold in February, with 50 sold this month in East End versus 38 last month, an increase of 32%. This month's total units sold was higher than at this time last year, an increase of 19% versus February 2017.

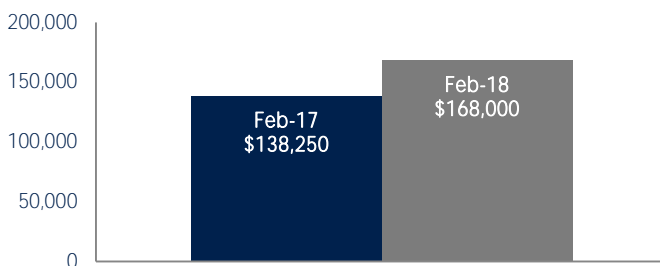
Active Inventory

Versus last year, the total number of homes available this month is lower by 12 units or 14%. The total number of active inventory this February was 76 compared to 88 in February 2017. This month's total of 76 is lower than the previous month's total supply of available inventory of 88, a decrease of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last February, the median sale price for East End Homes was \$138,250. This February, the median sale price was \$168,000, an increase of 22% or \$29,750 compared to last year. The current median sold price is 1% lower than in January.

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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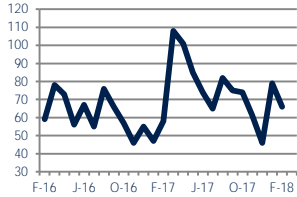
CHRISTIE'S
INTERNATIONAL REAL ESTATE



Zip Code(s): 23223

New Listings

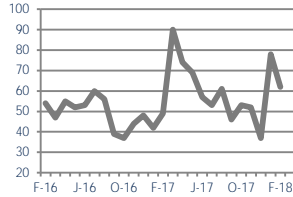
66



Up 14%
Vs. Year Ago

Current Contracts

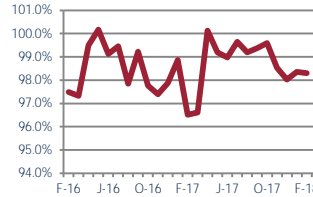
62



Up 27%
Vs. Year Ago

Sold Vs. List Price

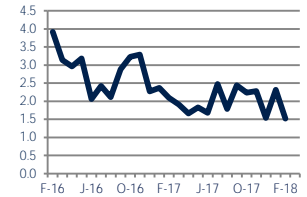
98.3%



Up 1.9%
Vs. Year Ago

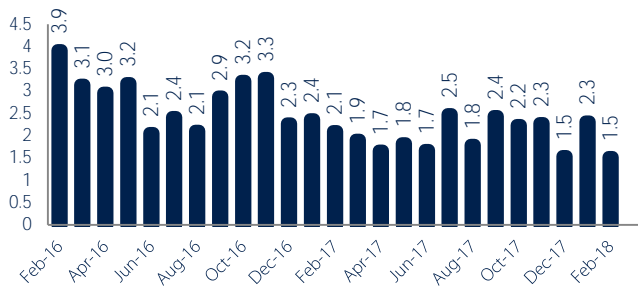
Months of Supply

1.5



Down -28%
Vs. Year Ago

Months Of Supply



Months of Supply

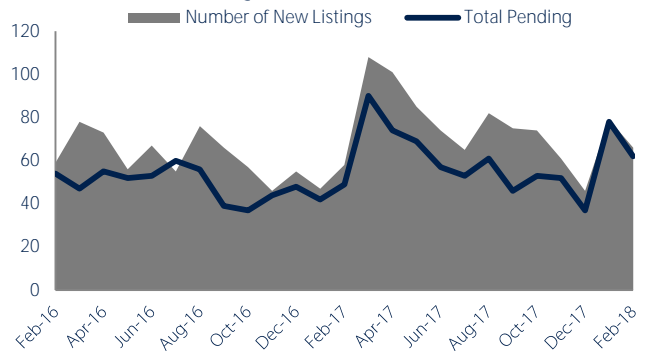
In February, there was 1.5 months of supply available in East End, compared to 2.1 in February 2017. That is a decrease of 27% versus a year ago.

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.

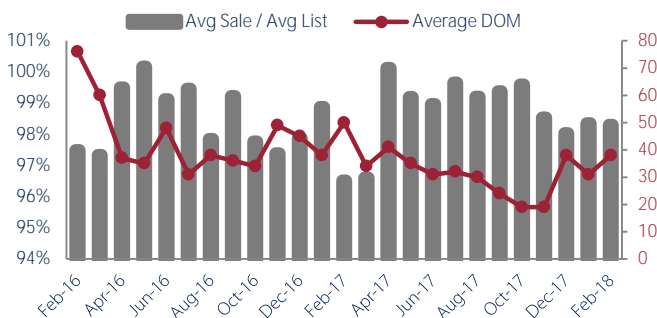
New Listings & Current Contracts

This month there were 66 homes newly listed for sale in East End compared to 58 in February 2017, an increase of 14%. There were 62 current contracts pending sale this February compared to 49 a year ago. The number of current contracts is 27% higher than last February.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In February, the average sale price in East End was 98.3% of the average list price, which is 1.8% higher than at this time last year.

Days On Market

This month, the average number of days on market was 38, lower than the average last year, which was 50, a decrease of 24%.



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