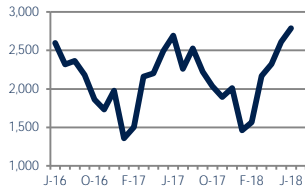


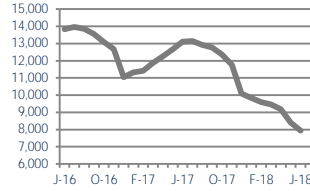


Units Sold
2,789



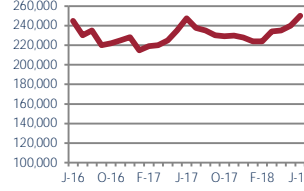
Up 3%
Vs. Year Ago

Active Inventory
7,934



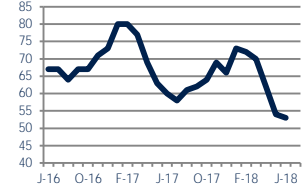
Down -39%
Vs. Year Ago

Median Sale Price
\$249,999



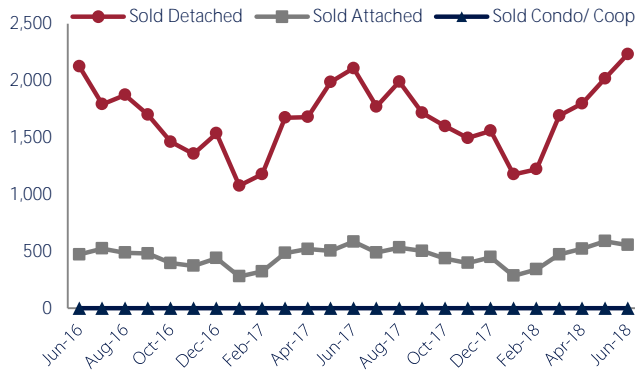
Up 1%
Vs. Year Ago

Days On Market
53



Down -12%
Vs. Year Ago

Units Sold*



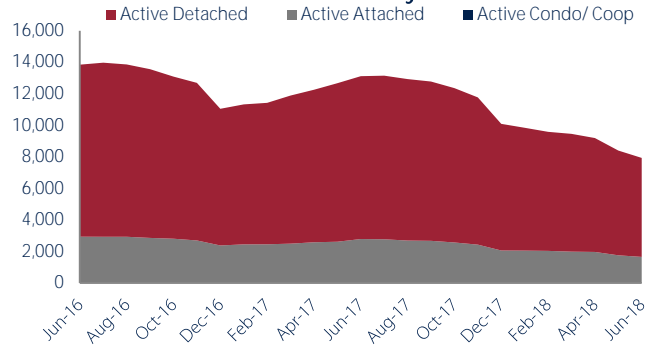
Units Sold

There was an increase in total units sold in June, with 2,789 sold this month in Hampton Roads/Southeast Virginia versus 2,609 last month, an increase of 7%. This month's total units sold was higher than at this time last year, an increase of 3% versus June 2017.

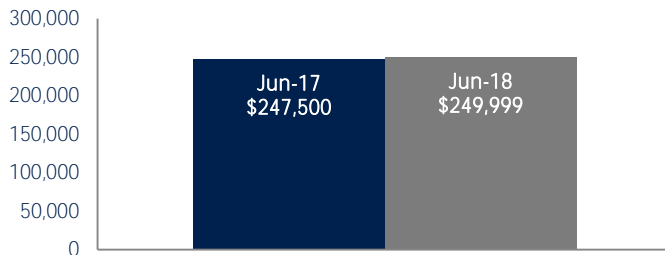
Active Inventory

Versus last year, the total number of homes available this month is lower by 5,180 units or 39%. The total number of active inventory this June was 7,934 compared to 13,114 in June 2017. This month's total of 7,934 is lower than the previous month's total supply of available inventory of 8,400, a decrease of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Hampton Roads/Southeast Virginia Homes was \$247,500. This June, the median sale price was \$249,999, an increase of 1% or \$2,499 compared to last year. The current median sold price is 4% higher 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.



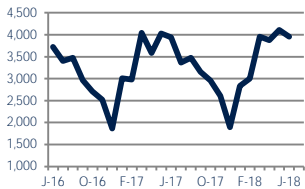
*Defined as the counties of Hampton City, Isle of Wight, James City, Southampton, Surry, York and the cities of Chesapeake, Franklin, Williamsburg, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach in VA.
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
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New Listings

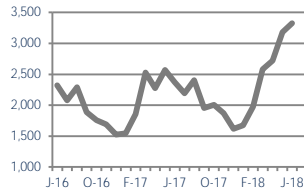
3,955



No Change
Vs. Year Ago

Current Contracts

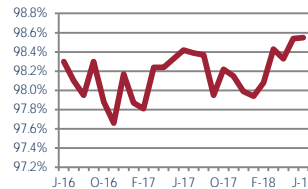
3,324



Up 40%
Vs. Year Ago

Sold Vs. List Price

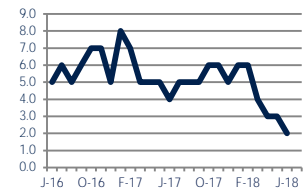
98.6%



No Change
Vs. Year Ago

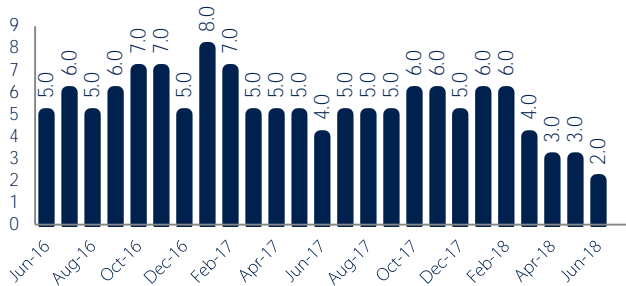
Months of Supply

2.0



Down -50%
Vs. Year Ago

Months Of Supply



Months of Supply

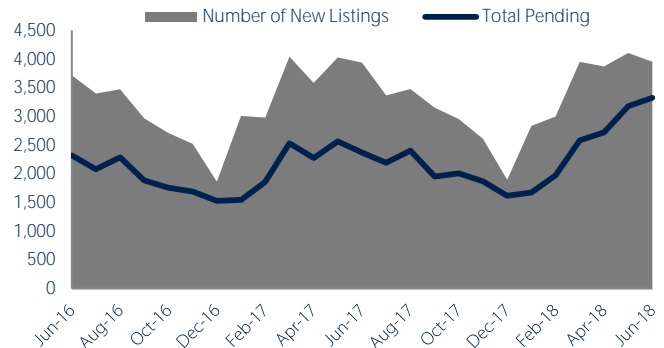
In June, there was 2.8 months of supply available in Hampton Roads/Southeast Virginia, compared to 4.9 in June 2017. That is a decrease of 42% versus a year ago.

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.

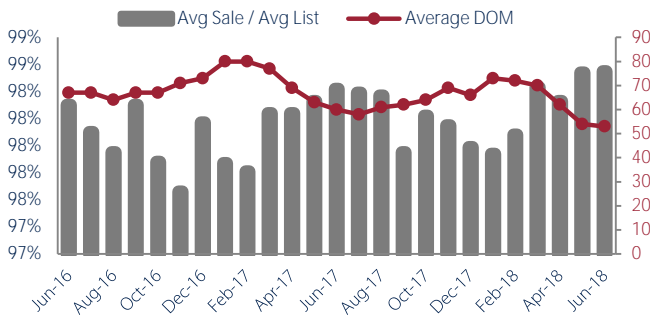
New Listings & Current Contracts

This month there were 3,955 homes newly listed for sale in Hampton Roads/Southeast Virginia, which is similar to the amount in June 2017. There were 3,324 current contracts pending sale this June compared to 2,371 a year ago. The number of current contracts is 40% 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 Hampton Roads/Southeast Virginia was 98.6% 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 53, lower than the average last year, which was 60, a decrease of 12%.



*Defined as the counties of Hampton City, Isle of Wight, James City, Southampton, Surry, York and the cities of Chesapeake, Franklin, Williamsburg, Newport News, Norfolk, Poquoson, Portsmouth, Suffolk, Virginia Beach in VA.
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