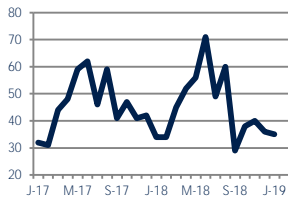


Units Sold

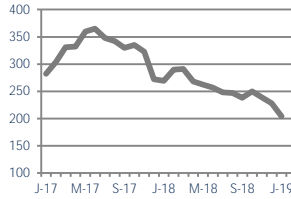
35



Up 3%
Vs. Year Ago

Active Inventory

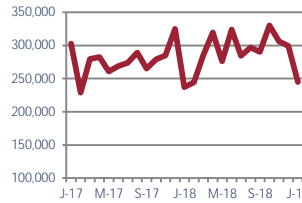
204



Down -24%
Vs. Year Ago

Median Sale Price

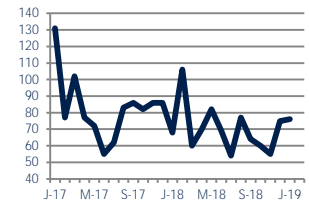
\$244,900



Up 3%
Vs. Year Ago

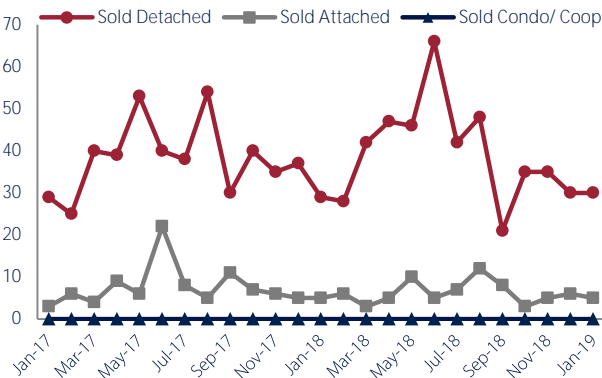
Days On Market

76



Up 12%
Vs. Year Ago

Units Sold*



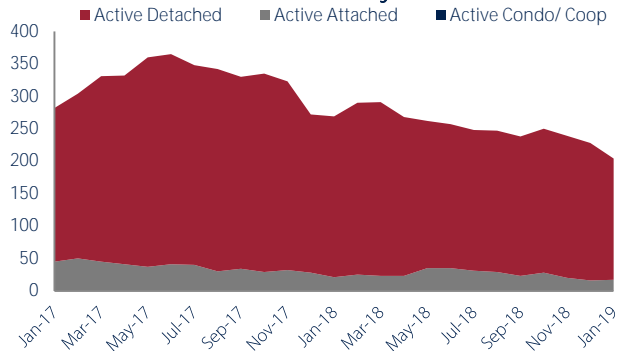
Units Sold

There was a decrease in total units sold in January, with 35 sold this month in Isle of Wight County versus 36 last month, a decrease of 3%. This month's total units sold was higher than at this time last year, an increase of 3% versus January 2018.

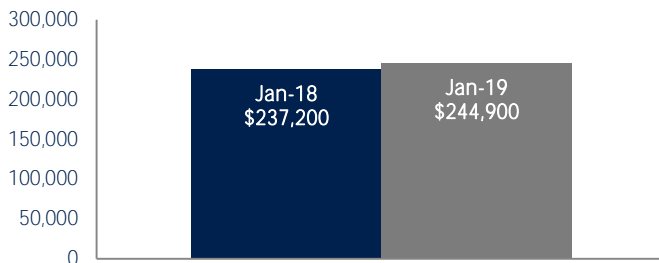
Active Inventory

Versus last year, the total number of homes available this month is lower by 65 units or 24%. The total number of active inventory this January was 204 compared to 269 in January 2018. This month's total of 204 is lower than the previous month's total supply of available inventory of 228, a decrease of 11%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for Isle of Wight County Homes was \$237,200. This January, the median sale price was \$244,900, an increase of 3% or \$7,700 compared to last year. The current median sold price is 18% lower than in December.

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



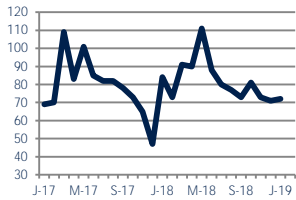
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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





New Listings

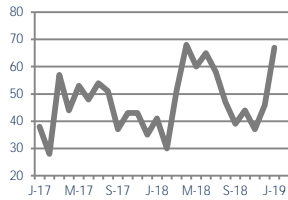
72



Down -14%
Vs. Year Ago

Current Contracts

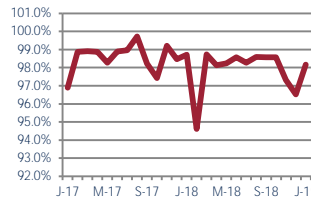
67



Up 63%
Vs. Year Ago

Sold Vs. List Price

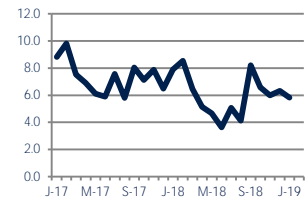
98.2%



Down -0.5%
Vs. Year Ago

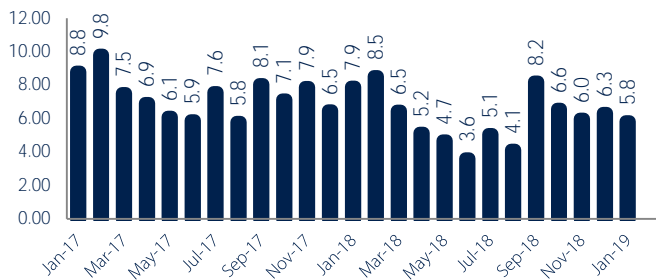
Months of Supply

5.8



Down -26%
Vs. Year Ago

Months Of Supply



Months of Supply

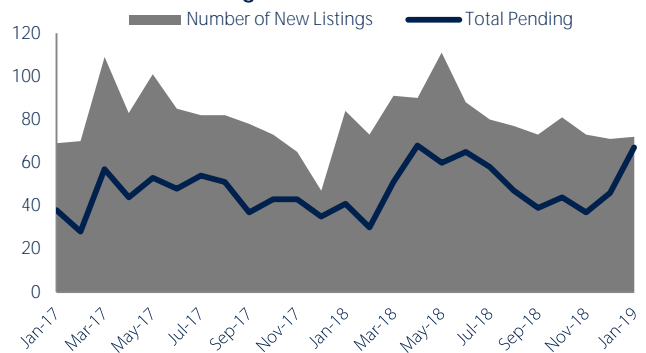
In January, there was 5.8 months of supply available in Isle of Wight County, compared to 7.9 in January 2018. That is a decrease of 26% versus a year ago.

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.

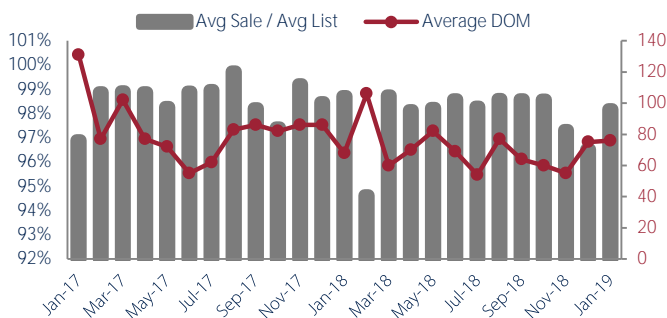
New Listings & Current Contracts

This month there were 72 homes newly listed for sale in Isle of Wight County compared to 84 in January 2018, a decrease of 14%. There were 67 current contracts pending sale this January compared to 41 a year ago. The number of current contracts is 63% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in Isle of Wight County was 98.2% of the average list price, which is 0.5% lower than at this time last year.

Days On Market

This month, the average number of days on market was 76, higher than the average last year, which was 68, an increase of 12%.



*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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