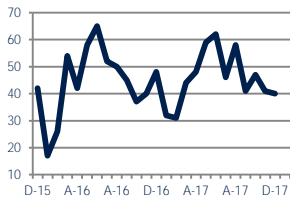




### Units Sold

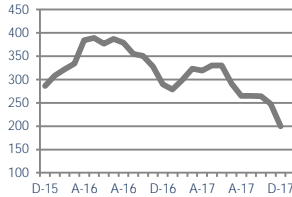
40



Down -17%  
Vs. Year Ago

### Active Inventory

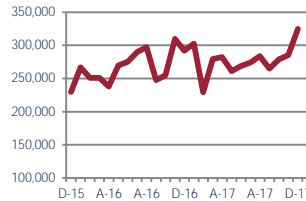
200



Down -31%  
Vs. Year Ago

### Median Sale Price

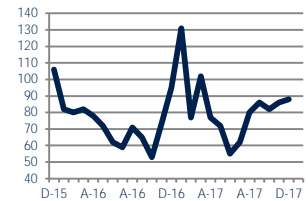
\$325,000



Up 11%  
Vs. Year Ago

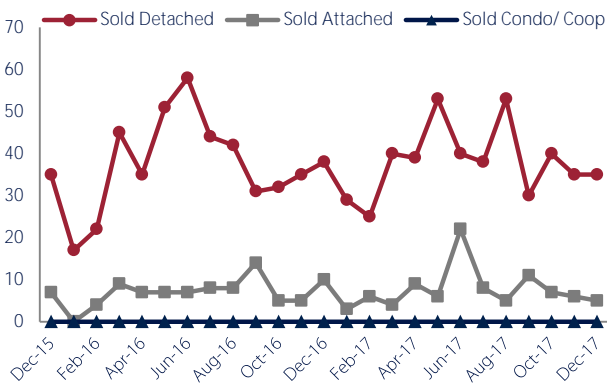
### Days On Market

88



Down -7%  
Vs. Year Ago

### Units Sold\*



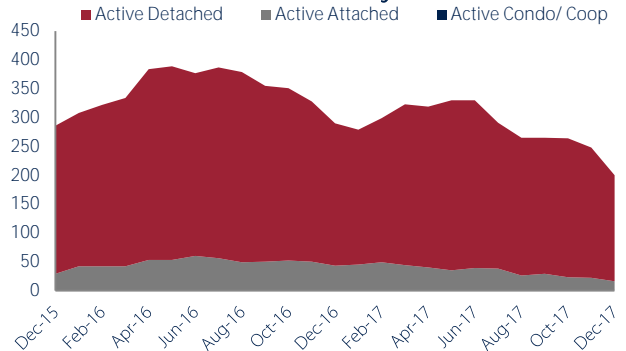
### Units Sold

There was a decrease in total units sold in December, with 40 sold this month in Isle of Wight County versus 41 last month, a decrease of 2%. This month's total units sold was lower than at this time last year, a decrease of 17% versus December 2016.

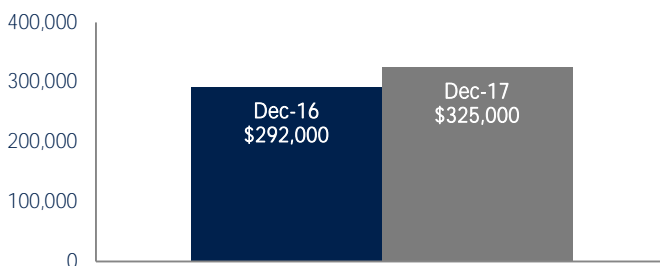
### Active Inventory

Versus last year, the total number of homes available this month is lower by 90 units or 31%. The total number of active inventory this December was 200 compared to 290 in December 2016. This month's total of 200 is lower than the previous month's total supply of available inventory of 248, a decrease of 19%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last December, the median sale price for Isle of Wight County Homes was \$292,000. This December, the median sale price was \$325,000, an increase of 11% or \$33,000 compared to last year. The current median sold price is 14% higher than in November.

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

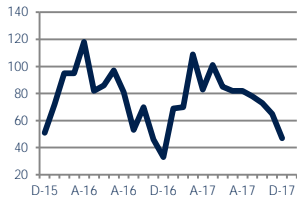


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

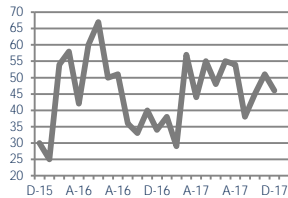
47



Up 42%  
Vs. Year Ago

**Current Contracts**

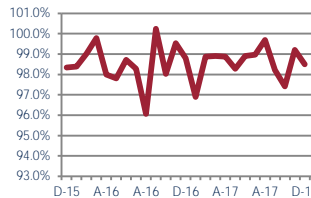
46



Up 35%  
Vs. Year Ago

**Sold Vs. List Price**

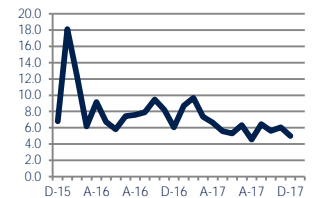
98.5%



No Change  
Vs. Year Ago

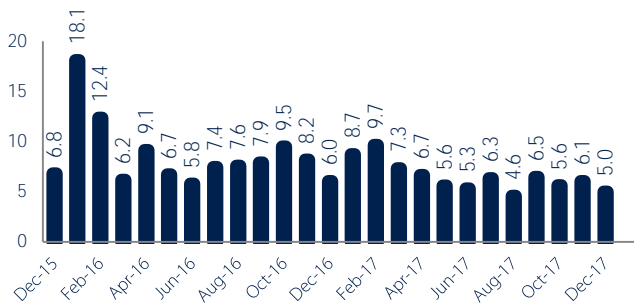
**Months of Supply**

5.0



Down -17%  
Vs. Year Ago

**Months Of Supply**



**Months of Supply**

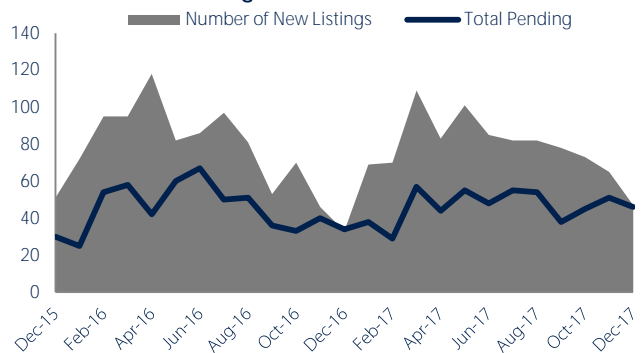
In December, there was 5.0 months of supply available in Isle of Wight County, compared to 6.0 in December 2016. That is a decrease of 17% versus a year ago.

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.

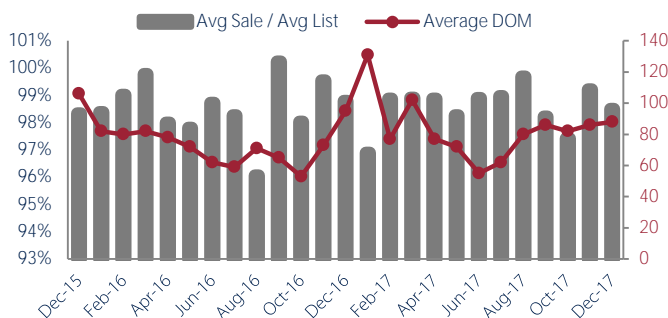
**New Listings & Current Contracts**

This month there were 47 homes newly listed for sale in Isle of Wight County compared to 33 in December 2016, an increase of 42%. There were 46 current contracts pending sale this December compared to 34 a year ago. The number of current contracts is 35% higher than last December.

**New Listings & Current Contracts**



**Sale Price/ List Price & DOM**



**Sale Price to List Price Ratio**

In December, the average sale price in Isle of Wight County was 98.5% 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 88, lower than the average last year, which was 95, a decrease of 7%.



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