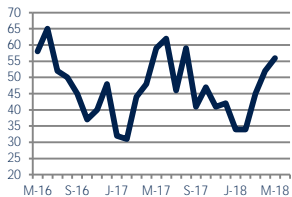




Units Sold

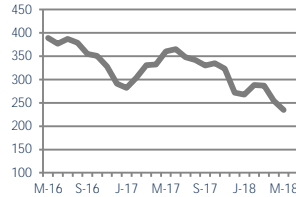
56



Down -5%
Vs. Year Ago

Active Inventory

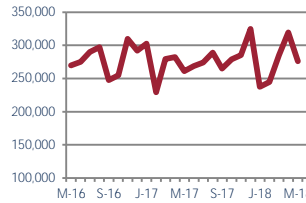
235



Down -35%
Vs. Year Ago

Median Sale Price

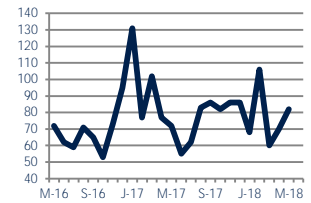
\$276,000



Up 6%
Vs. Year Ago

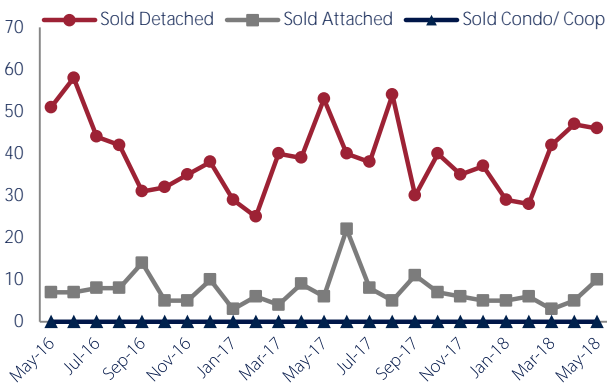
Days On Market

82



Up 14%
Vs. Year Ago

Units Sold*



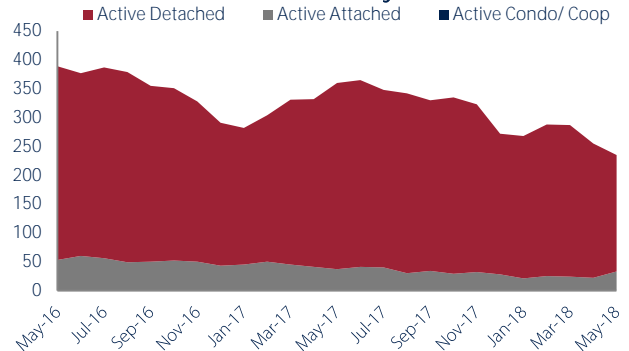
Units Sold

There was an increase in total units sold in May, with 56 sold this month in Isle of Wight County versus 52 last month, an increase of 8%. This month's total units sold was lower than at this time last year, a decrease of 5% versus May 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 125 units or 35%. The total number of active inventory this May was 235 compared to 360 in May 2017. This month's total of 235 is lower than the previous month's total supply of available inventory of 255, a decrease of 8%.

Active Inventory*



Median Sale Price



Median Sale Price

Last May, the median sale price for Isle of Wight County Homes was \$260,950. This May, the median sale price was \$276,000, an increase of 6% or \$15,050 compared to last year. The current median sold price is 14% lower 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.

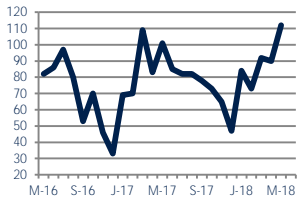


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

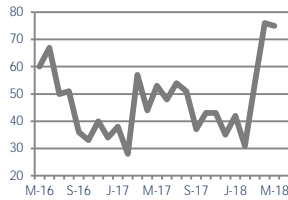
112



Up 11%
Vs. Year Ago

Current Contracts

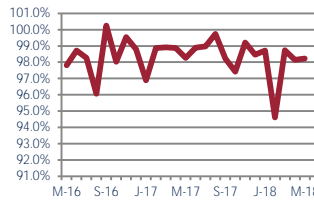
75



Up 42%
Vs. Year Ago

Sold Vs. List Price

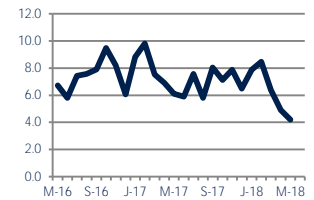
98.2%



No Change
Vs. Year Ago

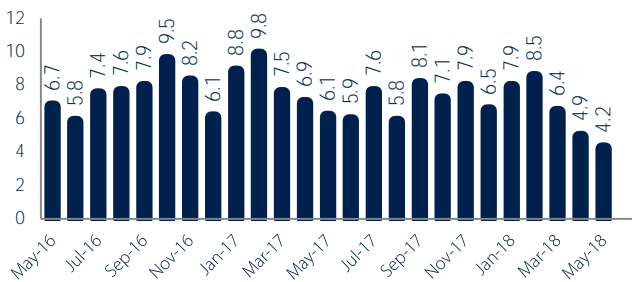
Months of Supply

4.2



Down -31%
Vs. Year Ago

Months Of Supply



Months of Supply

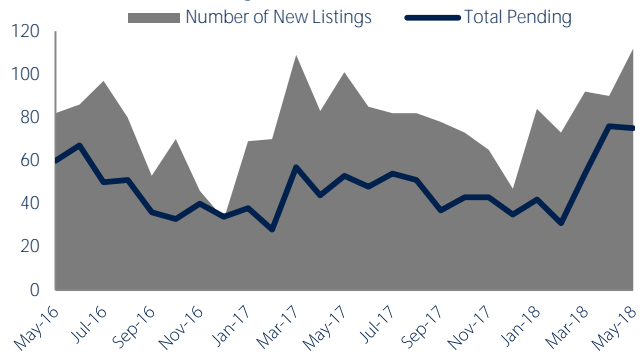
In May, there was 4.2 months of supply available in Isle of Wight County, compared to 6.1 in May 2017. That is a decrease of 31% versus a year ago.

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.

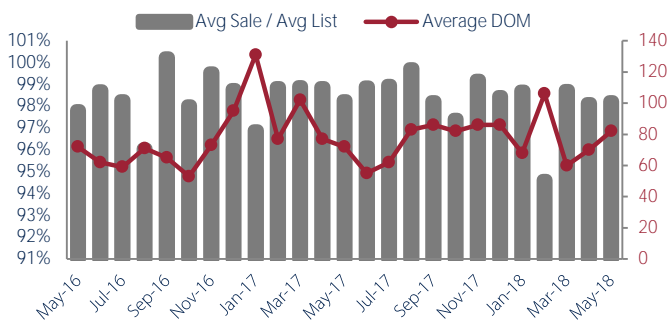
New Listings & Current Contracts

This month there were 112 homes newly listed for sale in Isle of Wight County compared to 101 in May 2017, an increase of 11%. There were 75 current contracts pending sale this May compared to 53 a year ago. The number of current contracts is 42% higher 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 Isle of Wight County was 98.2% 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 82, higher than the average last year, which was 72, an increase of 14%.



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