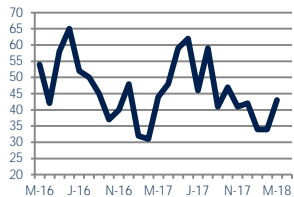




Units Sold

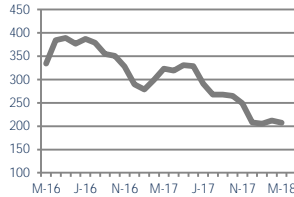
43



Down -2%
Vs. Year Ago

Active Inventory

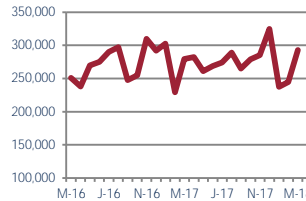
207



Down -36%
Vs. Year Ago

Median Sale Price

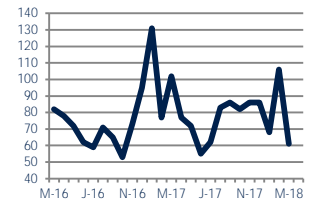
\$293,000



Up 5%
Vs. Year Ago

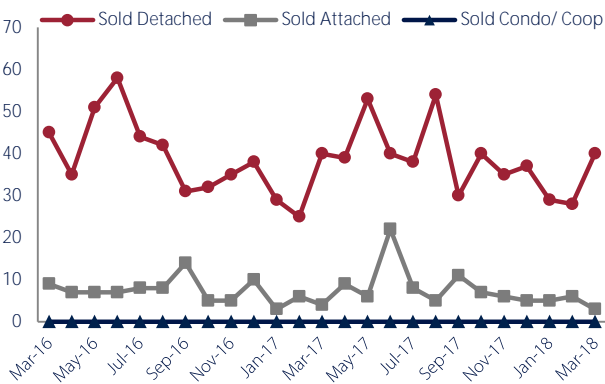
Days On Market

61



Down -40%
Vs. Year Ago

Units Sold*



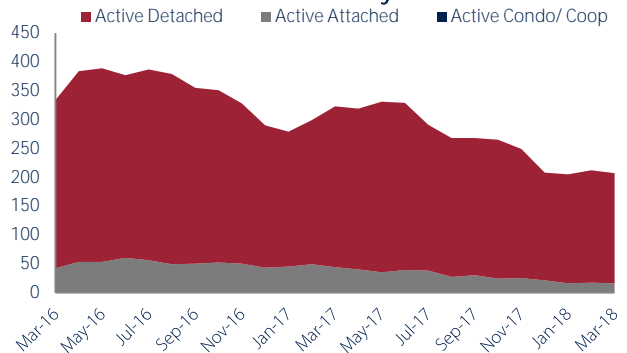
Units Sold

There was an increase in total units sold in March, with 43 sold this month in Isle of Wight County versus 34 last month, an increase of 26%. This month's total units sold was lower than at this time last year, a decrease of 2% versus March 2017.

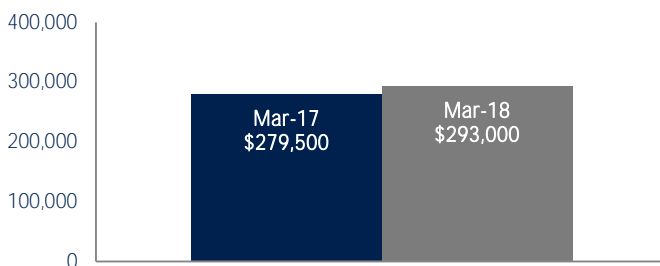
Active Inventory

Versus last year, the total number of homes available this month is lower by 116 units or 36%. The total number of active inventory this March was 207 compared to 323 in March 2017. This month's total of 207 is lower than the previous month's total supply of available inventory of 212, a decrease of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last March, the median sale price for Isle of Wight County Homes was \$279,500. This March, the median sale price was \$293,000, an increase of 5% or \$13,500 compared to last year. The current median sold price is 20% higher than in February.

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



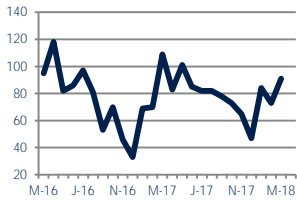
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

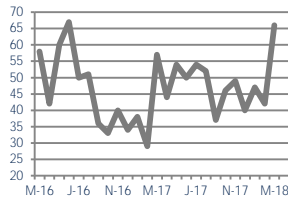
91



Down -17%
Vs. Year Ago

Current Contracts

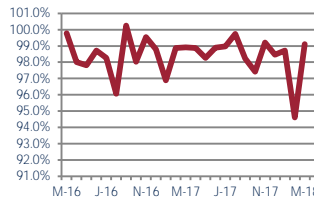
66



Up 16%
Vs. Year Ago

Sold Vs. List Price

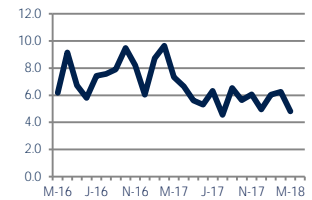
99.1%



No Change
Vs. Year Ago

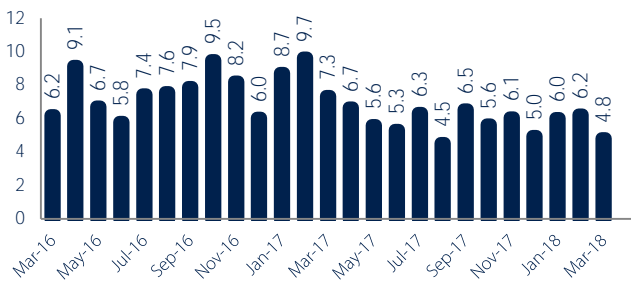
Months of Supply

4.8



Down -34%
Vs. Year Ago

Months Of Supply



Months of Supply

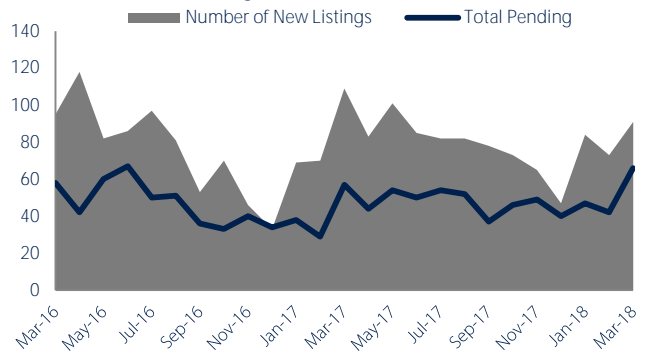
In March, there was 4.8 months of supply available in Isle of Wight County, compared to 7.3 in March 2017. That is a decrease of 34% versus a year ago.

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.

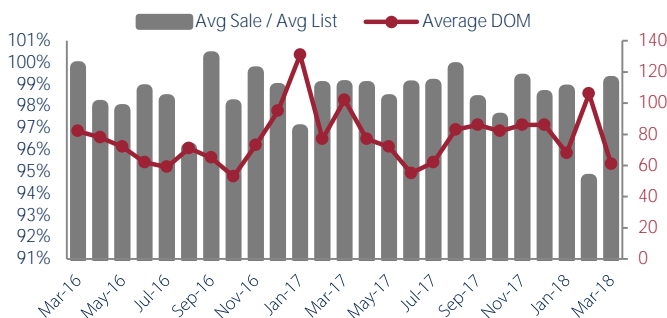
New Listings & Current Contracts

This month there were 91 homes newly listed for sale in Isle of Wight County compared to 109 in March 2017, a decrease of 17%. There were 66 current contracts pending sale this March compared to 57 a year ago. The number of current contracts is 16% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Isle of Wight County was 99.1% 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 61, lower than the average last year, which was 102, a decrease of 40%.



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