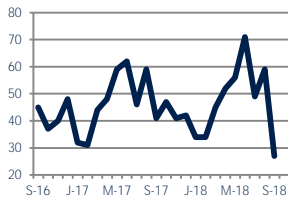


Units Sold

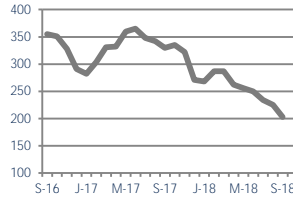
27



Down
Vs. Year Ago

Active Inventory

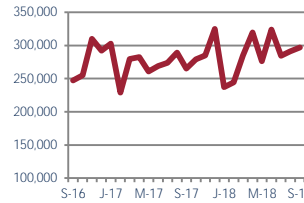
203



Down -38%
Vs. Year Ago

Median Sale Price

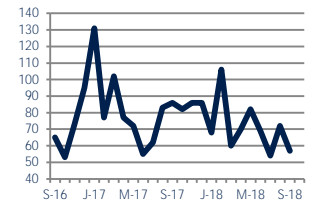
\$297,000



Up 12%
Vs. Year Ago

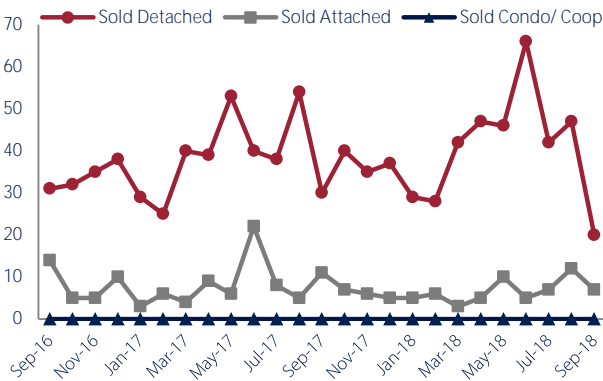
Days On Market

57



Down -34%
Vs. Year Ago

Units Sold*



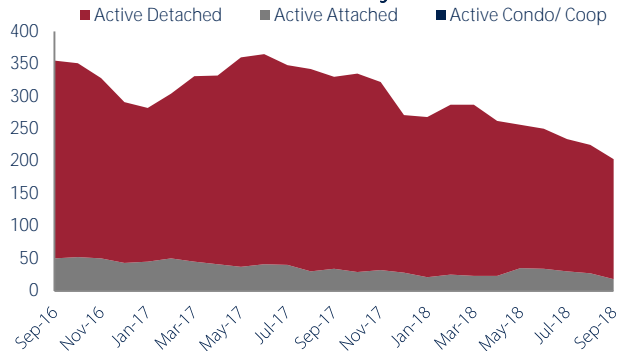
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 27 sold this month in Isle of Wight County. This month's total units sold was lower than at this time last year, a decrease from September 2017.

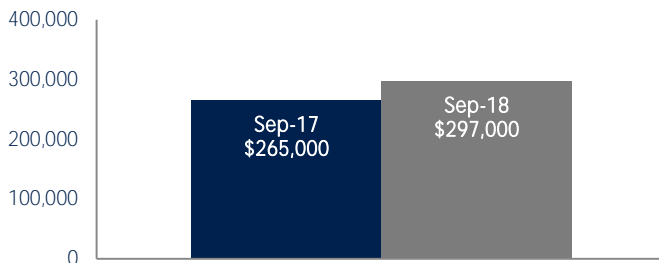
Active Inventory

Versus last year, the total number of homes available this month is lower by 127 units or 38%. The total number of active inventory this September was 203 compared to 330 in September 2017. This month's total of 203 is lower than the previous month's total supply of available inventory of 225, a decrease of 10%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Isle of Wight County Homes was \$265,000. This September, the median sale price was \$297,000, an increase of 12% or \$32,000 compared to last year. The current median sold price is 2% higher than in August.

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

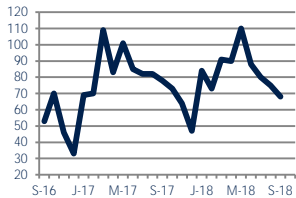


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

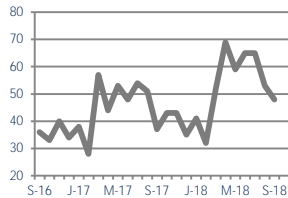
68



Down -13%
Vs. Year Ago

Current Contracts

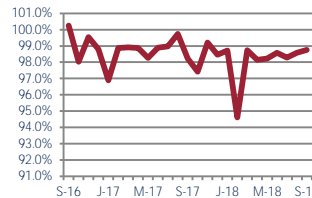
48



Up 30%
Vs. Year Ago

Sold Vs. List Price

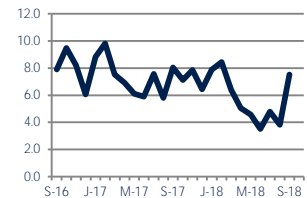
98.8%



Up 0.5%
Vs. Year Ago

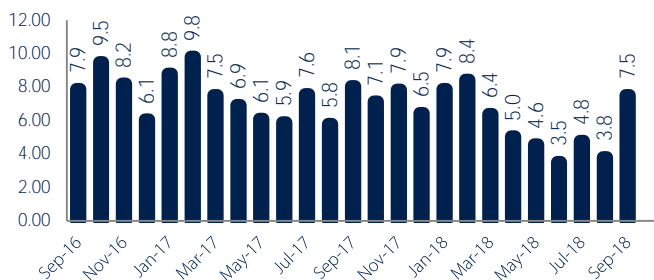
Months of Supply

7.5



Down -7%
Vs. Year Ago

Months Of Supply



Months of Supply

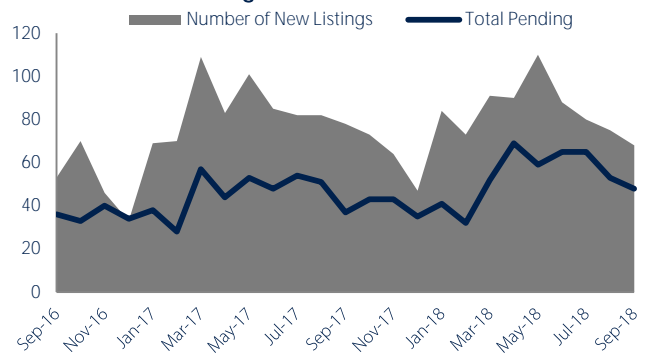
In September, there was 7.5 months of supply available in Isle of Wight County, compared to 8.0 in September 2017. That is a decrease of 7% versus a year ago.

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.

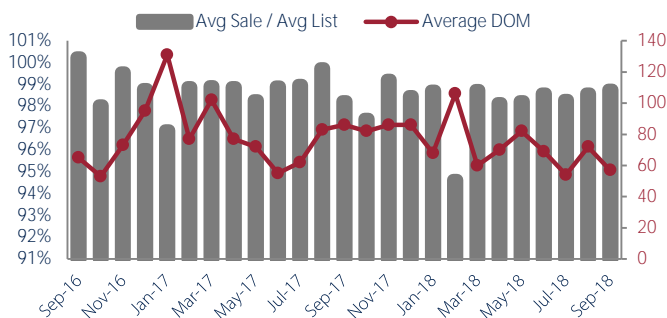
New Listings & Current Contracts

This month there were 68 homes newly listed for sale in Isle of Wight County compared to 78 in September 2017, a decrease of 13%. There were 48 current contracts pending sale this September compared to 37 a year ago. The number of current contracts is 30% higher than last September.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Isle of Wight County was 98.8% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 57, lower than the average last year, which was 86, a decrease of 34%.



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