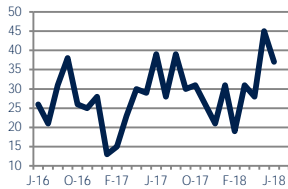


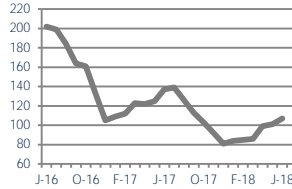


Units Sold 37



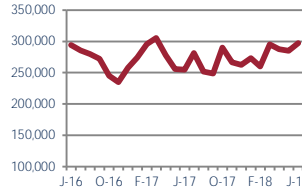
Down -5%
Vs. Year Ago

Active Inventory 107



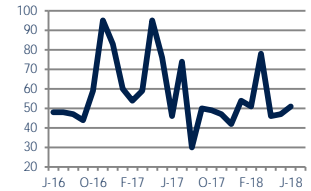
Down -22%
Vs. Year Ago

Median Sale Price \$297,065



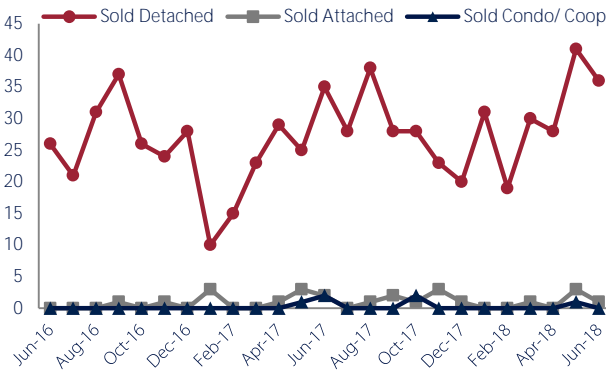
Up 17%
Vs. Year Ago

Days On Market 51



Up 11%
Vs. Year Ago

Units Sold*



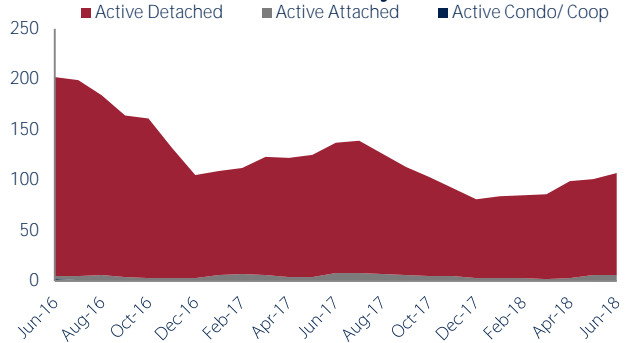
Units Sold

There was a decrease in total units sold in June, with 37 sold this month in New Kent County versus 45 last month, a decrease of 18%. This month's total units sold was lower than at this time last year, a decrease of 5% versus June 2017.

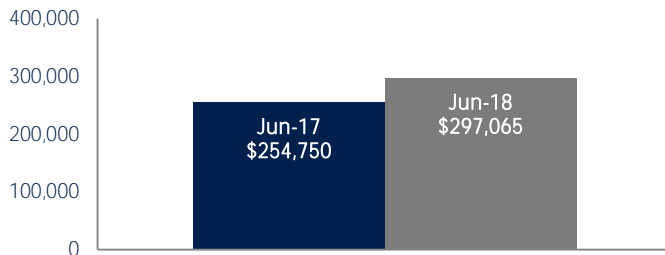
Active Inventory

Versus last year, the total number of homes available this month is lower by 30 units or 22%. The total number of active inventory this June was 107 compared to 137 in June 2017. This month's total of 107 is higher than the previous month's total supply of available inventory of 101, an increase of 6%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for New Kent County Homes was \$254,750. This June, the median sale price was \$297,065, an increase of 17% or \$42,315 compared to last year. The current median sold price is 4% higher than in May.

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



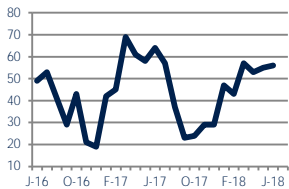
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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





New Listings

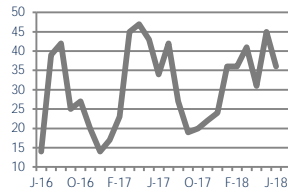
56



Down -13%
Vs. Year Ago

Current Contracts

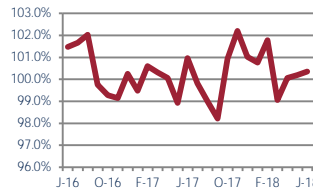
36



Up 6%
Vs. Year Ago

Sold Vs. List Price

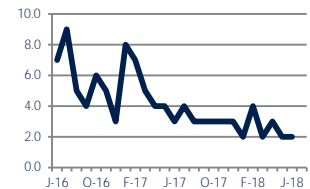
100.4%



Down -0.6%
Vs. Year Ago

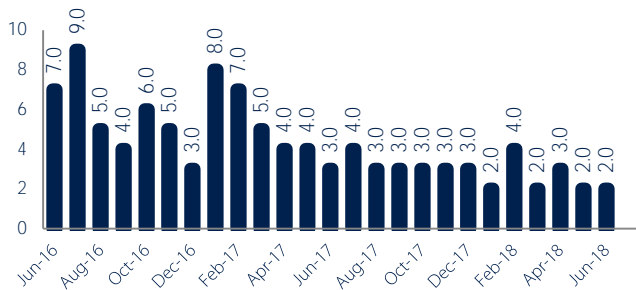
Months of Supply

2.0



Down -33%
Vs. Year Ago

Months Of Supply



Months of Supply

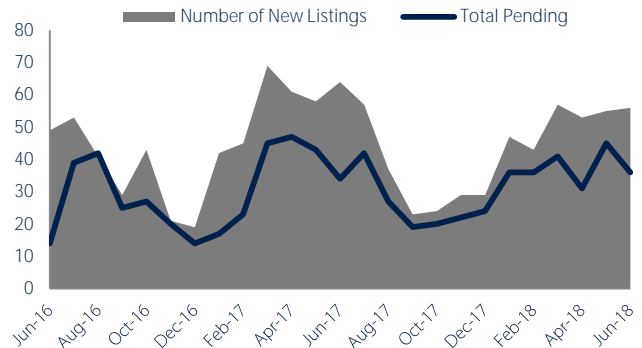
In June, there was 2.9 months of supply available in New Kent County, compared to 3.5 in June 2017. That is a decrease of 18% versus a year ago.

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.

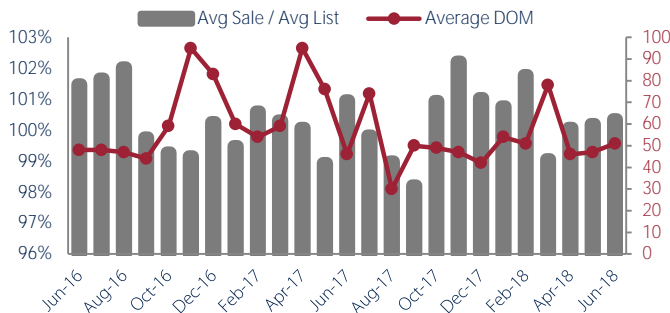
New Listings & Current Contracts

This month there were 56 homes newly listed for sale in New Kent County compared to 64 in June 2017, a decrease of 13%. There were 36 current contracts pending sale this June compared to 34 a year ago. The number of current contracts is 6% higher than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in New Kent County was 100.4% of the average list price, which is 0.6% lower than at this time last year.

Days On Market

This month, the average number of days on market was 51, higher than the average last year, which was 46, an increase of 11%.



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