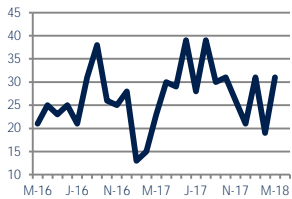




Units Sold

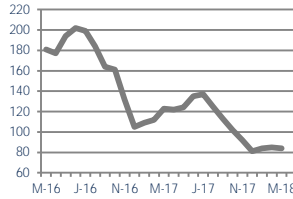
31



Up  
Vs. Year Ago

Active Inventory

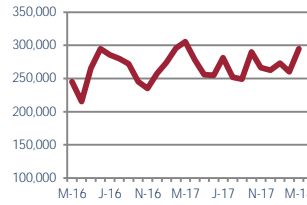
84



Down -32%  
Vs. Year Ago

Median Sale Price

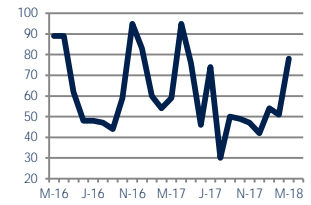
\$295,000



Down -3%  
Vs. Year Ago

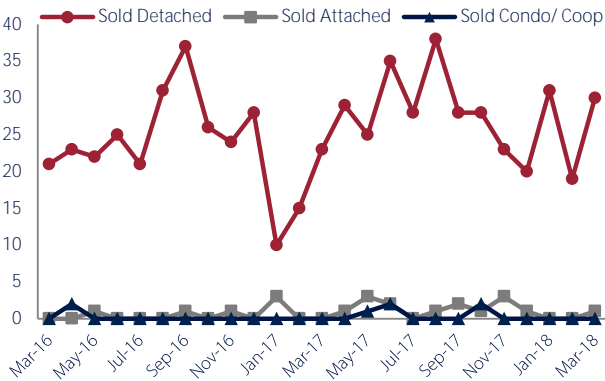
Days On Market

78



Up 32%  
Vs. Year Ago

Units Sold\*



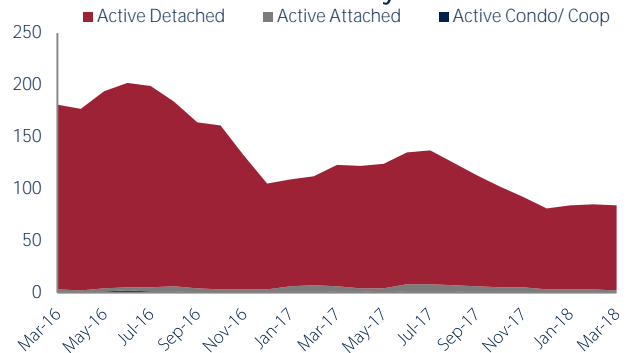
Units Sold

With relatively few transactions, there was an increase in total units sold in March, with 31 sold this month in New Kent County. This month's total units sold was higher than at this time last year, an increase from March 2017.

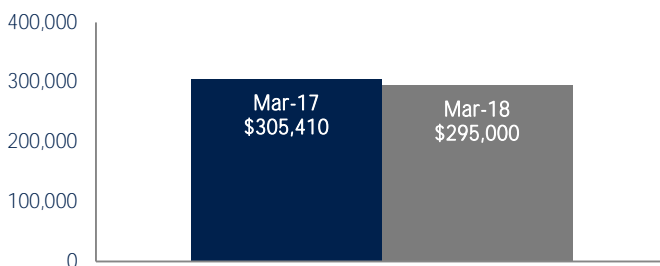
Active Inventory

Versus last year, the total number of homes available this month is lower by 39 units or 32%. The total number of active inventory this March was 84 compared to 123 in March 2017. This month's total of 84 is lower than the previous month's total supply of available inventory of 85, a decrease of 1%.

Active Inventory\*



Median Sale Price



Median Sale Price

Last March, the median sale price for New Kent County Homes was \$305,410. This March, the median sale price was \$295,000, a decrease of 3% or \$10,410 compared to last year. The current median sold price is 14% 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.



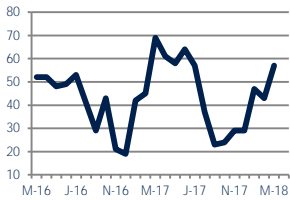
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

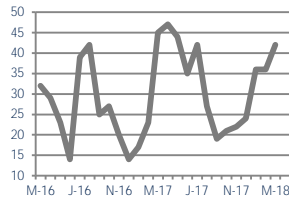
57



Down -17%  
Vs. Year Ago

### Current Contracts

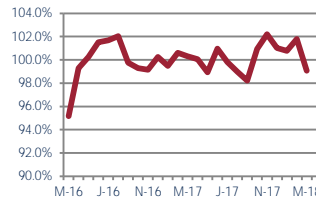
42



Down -7%  
Vs. Year Ago

### Sold Vs. List Price

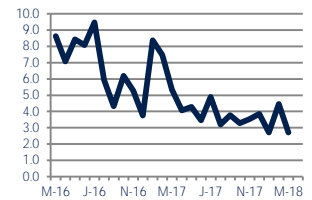
99.1%



Down -1.2%  
Vs. Year Ago

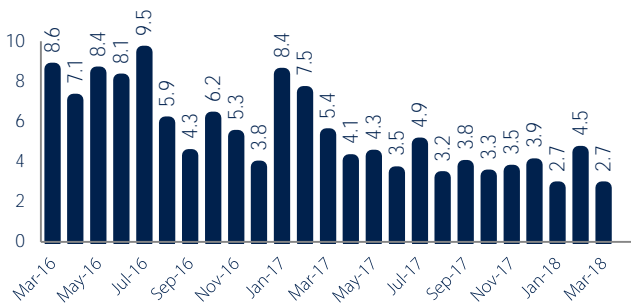
### Months of Supply

2.7



Down -49%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

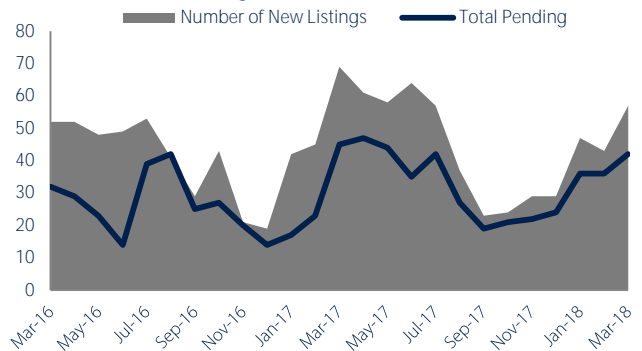
In March, there was 2.7 months of supply available in New Kent County, compared to 5.3 in March 2017. That is a decrease of 49% versus a year ago.

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.

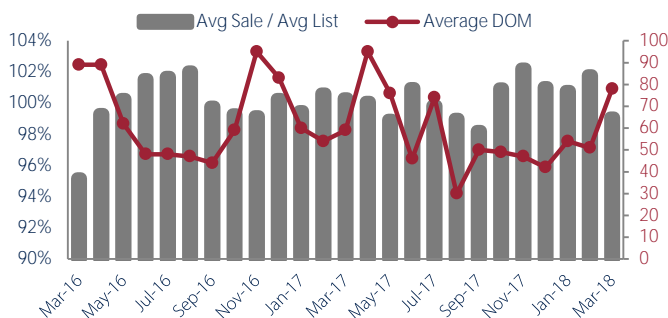
### New Listings & Current Contracts

This month there were 57 homes newly listed for sale in New Kent County compared to 69 in March 2017, a decrease of 17%. There were 42 current contracts pending sale this March compared to 45 a year ago. The number of current contracts is 7% lower 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 New Kent County was 99.1% of the average list price, which is 1.3% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 78, higher than the average last year, which was 59, an increase of 32%.



\*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.

