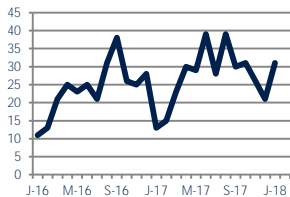




Units Sold

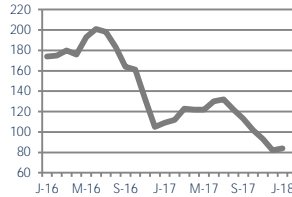
31



Up
Vs. Year Ago

Active Inventory

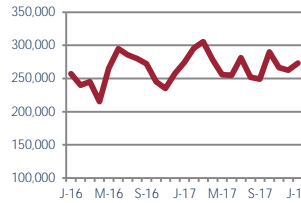
84



Down -23%
Vs. Year Ago

Median Sale Price

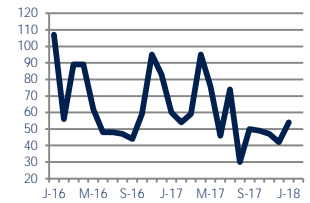
\$273,200



No Change
Vs. Year Ago

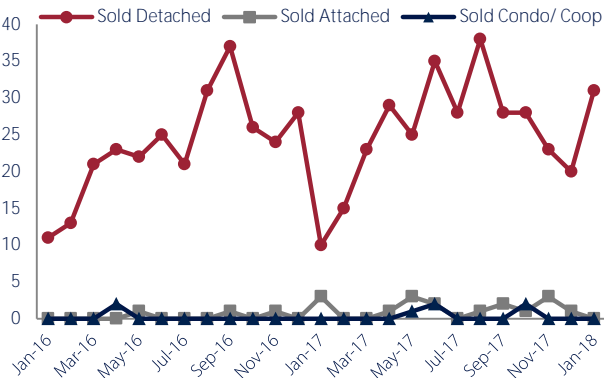
Days On Market

54



Down -10%
Vs. Year Ago

Units Sold*



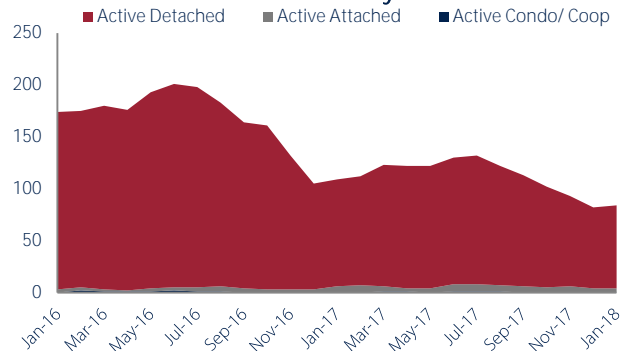
Units Sold

With relatively few transactions, there was an increase in total units sold in January, 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 January 2017.

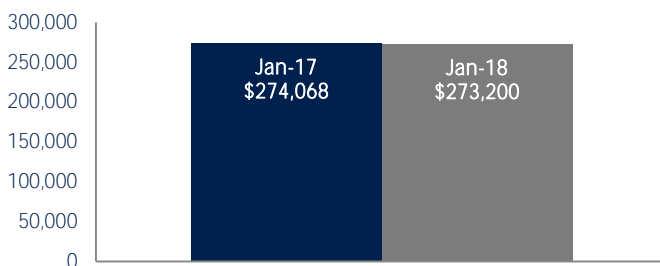
Active Inventory

Versus last year, the total number of homes available this month is lower by 25 units or 23%. The total number of active inventory this January was 84 compared to 109 in January 2017. This month's total of 84 is higher than the previous month's total supply of available inventory of 82, an increase of 2%.

Active Inventory*



Median Sale Price



Median Sale Price

Last January, the median sale price for New Kent County Homes was \$274,068. This January, the median sale price was \$273,200, which is similar compared to a year ago. The current median sold price is 4% lower than in December.

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



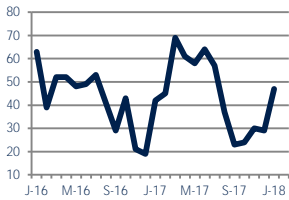
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by CVRMLS and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

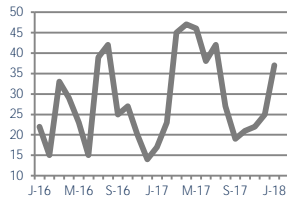
47



Up 12%
Vs. Year Ago

Current Contracts

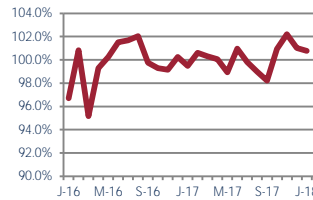
37



Up 118%
Vs. Year Ago

Sold Vs. List Price

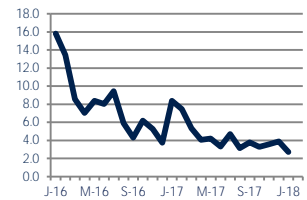
100.8%



Up 1.3%
Vs. Year Ago

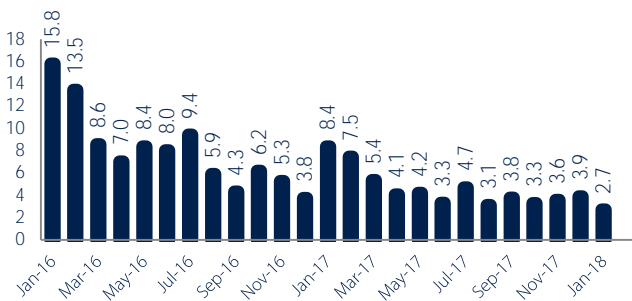
Months of Supply

2.7



Down -68%
Vs. Year Ago

Months Of Supply



Months of Supply

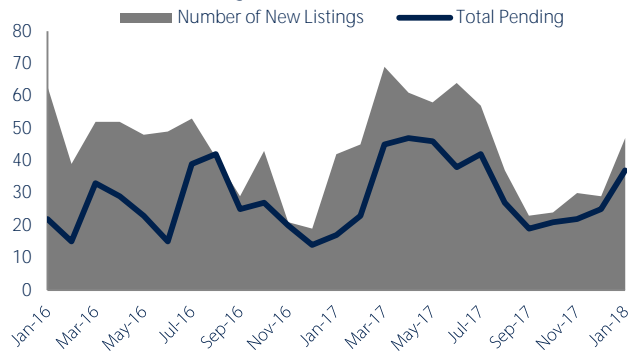
In January, there was 2.7 months of supply available in New Kent County, compared to 8.4 in January 2017. That is a decrease of 68% versus a year ago.

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.

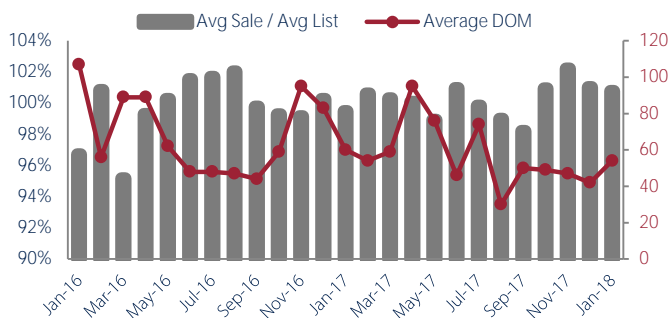
New Listings & Current Contracts

This month there were 47 homes newly listed for sale in New Kent County compared to 42 in January 2017, an increase of 12%. There were 37 current contracts pending sale this January compared to 17 a year ago. The number of current contracts is 118% higher than last January.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In January, the average sale price in New Kent County was 100.8% of the average list price, which is 1.3% higher than at this time last year.

Days On Market

This month, the average number of days on market was 54, lower than the average last year, which was 60, a decrease of 10%.



*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.

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