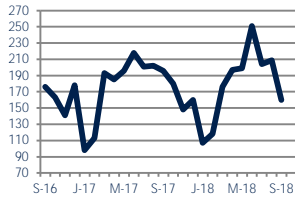


Units Sold

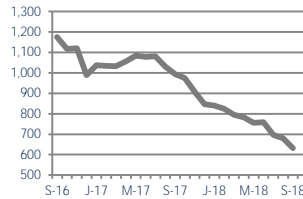
160



Down -18%
Vs. Year Ago

Active Inventory

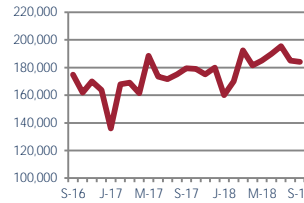
632



Down -36%
Vs. Year Ago

Median Sale Price

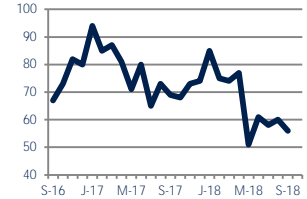
\$184,000



Up 3%
Vs. Year Ago

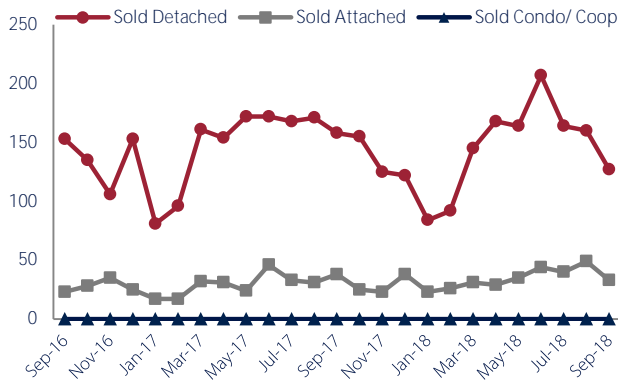
Days On Market

56



Down -19%
Vs. Year Ago

Units Sold*



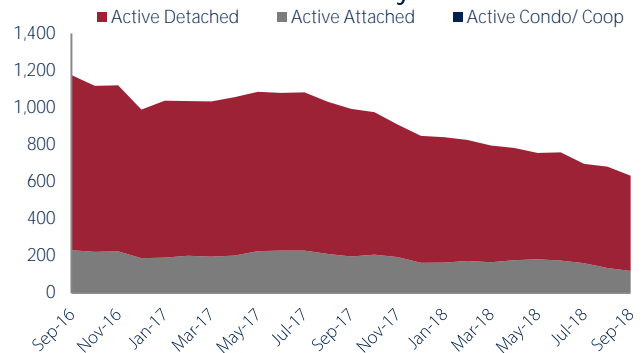
Units Sold

There was a decrease in total units sold in September, with 160 sold this month in Newport News City versus 209 last month, a decrease of 23%. This month's total units sold was lower than at this time last year, a decrease of 18% versus September 2017.

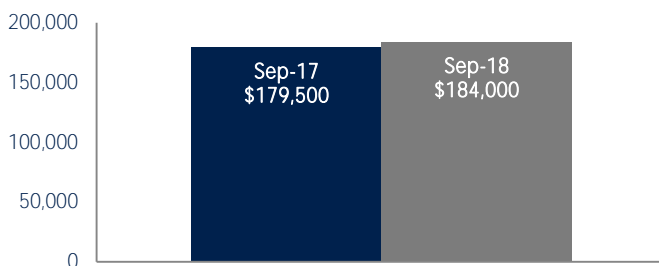
Active Inventory

Versus last year, the total number of homes available this month is lower by 361 units or 36%. The total number of active inventory this September was 632 compared to 993 in September 2017. This month's total of 632 is lower than the previous month's total supply of available inventory of 681, a decrease of 7%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Newport News City Homes was \$179,500. This September, the median sale price was \$184,000, an increase of 3% or \$4,500 compared to last year. The current median sold price is 1% lower 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.

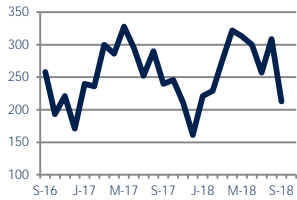


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

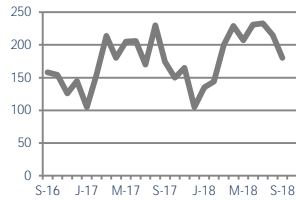
213



Down -11%
Vs. Year Ago

Current Contracts

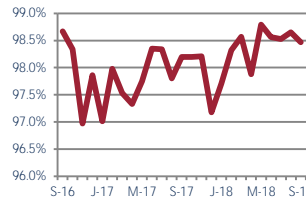
180



Up 3%
Vs. Year Ago

Sold Vs. List Price

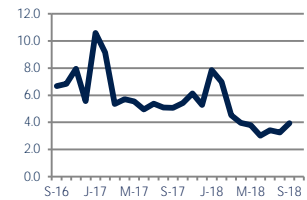
98.5%



No Change
Vs. Year Ago

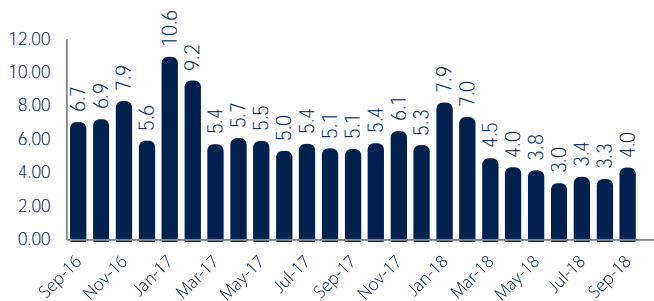
Months of Supply

4.0



Down -22%
Vs. Year Ago

Months Of Supply



New Listings & Current Contracts

This month there were 213 homes newly listed for sale in Newport News City compared to 240 in September 2017, a decrease of 11%.

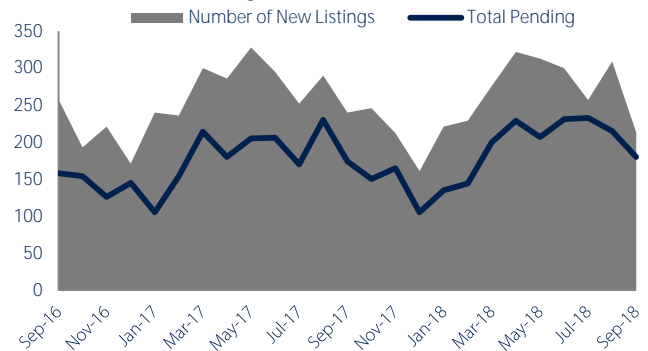
There were 180 current contracts pending sale this September compared to 174 a year ago. The number of current contracts is 3% higher than last September.

Months of Supply

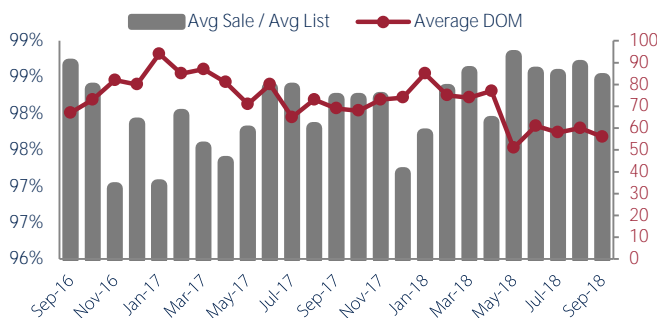
In September, there was 4.0 months of supply available in Newport News City, compared to 5.1 in September 2017. That is a decrease of 22% versus a year ago.

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



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In September, the average sale price in Newport News City was 98.5% 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 56, lower than the average last year, which was 69, a decrease of 19%.



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