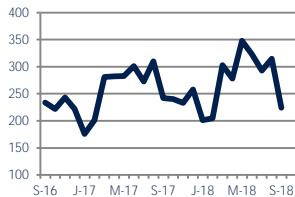


### Units Sold

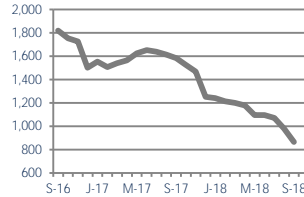
224



Down -7%  
Vs. Year Ago

### Active Inventory

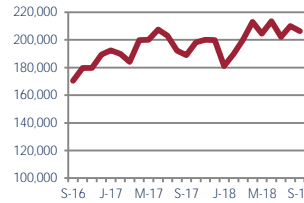
866



Down -45%  
Vs. Year Ago

### Median Sale Price

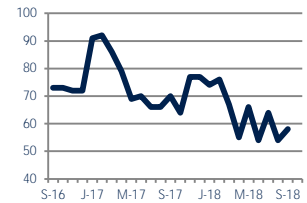
\$206,432



Up 9%  
Vs. Year Ago

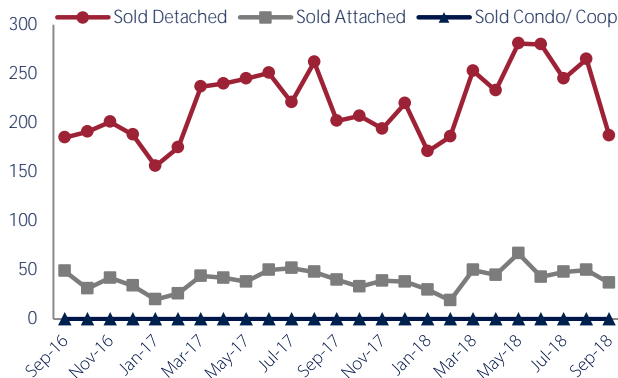
### Days On Market

58



Down -17%  
Vs. Year Ago

### Units Sold\*



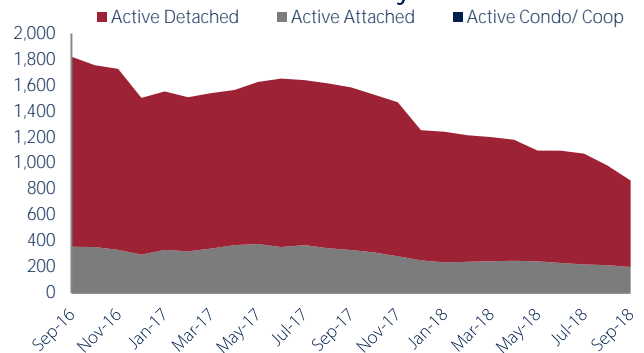
### Units Sold

There was a decrease in total units sold in September, with 224 sold this month in Norfolk City versus 315 last month, a decrease of 29%. This month's total units sold was lower than at this time last year, a decrease of 7% versus September 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 718 units or 45%. The total number of active inventory this September was 866 compared to 1,584 in September 2017. This month's total of 866 is lower than the previous month's total supply of available inventory of 982, a decrease of 12%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last September, the median sale price for Norfolk City Homes was \$189,000. This September, the median sale price was \$206,432, an increase of 9% or \$17,432 compared to last year. The current median sold price is 2% 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.

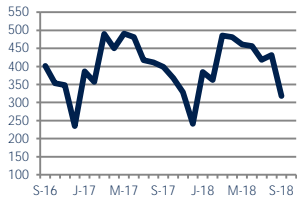


\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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



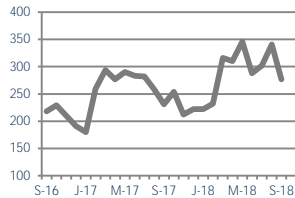


**New Listings**  
318



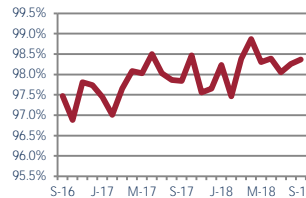
**Down -20%**  
Vs. Year Ago

**Current Contracts**  
277



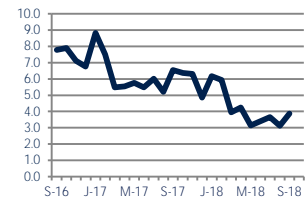
**Up 20%**  
Vs. Year Ago

**Sold Vs. List Price**  
98.4%



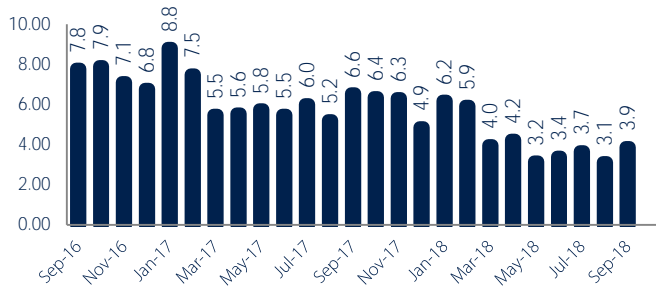
**Up 0.5%**  
Vs. Year Ago

**Months of Supply**  
3.9



**Down -41%**  
Vs. Year Ago

### Months Of Supply



### Months of Supply

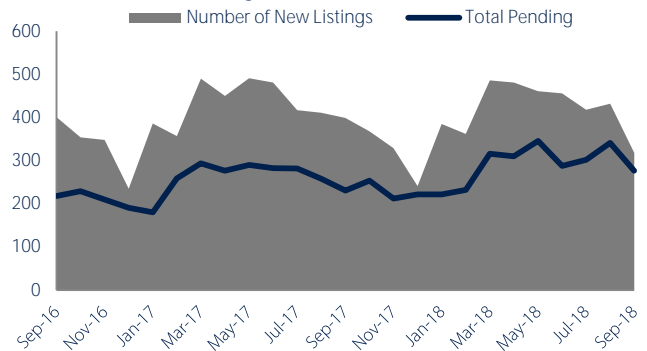
In September, there was 3.9 months of supply available in Norfolk City, compared to 6.5 in September 2017. That is a decrease of 41% versus a year ago.

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.

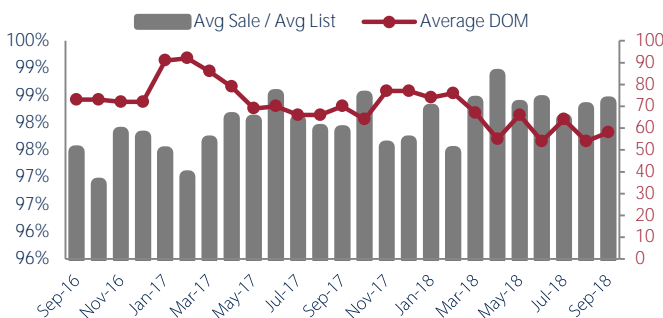
### New Listings & Current Contracts

This month there were 318 homes newly listed for sale in Norfolk City compared to 399 in September 2017, a decrease of 20%. There were 277 current contracts pending sale this September compared to 231 a year ago. The number of current contracts is 20% 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 Norfolk City was 98.4% 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 58, lower than the average last year, which was 70, a decrease of 17%.



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