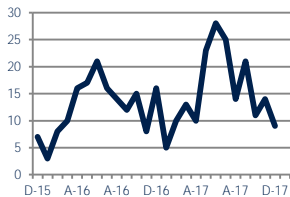




Units Sold

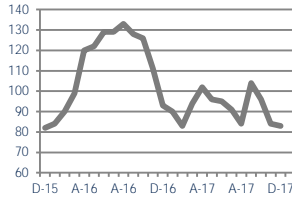
9



Down
Vs. Year Ago

Active Inventory

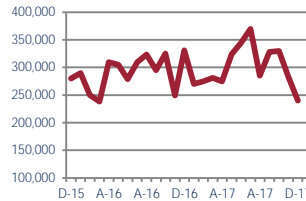
83



Down -11%
Vs. Year Ago

Median Sale Price

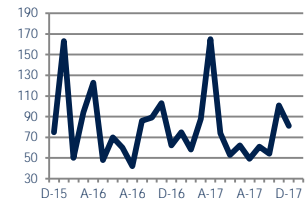
\$240,000



Down
Vs. Year Ago

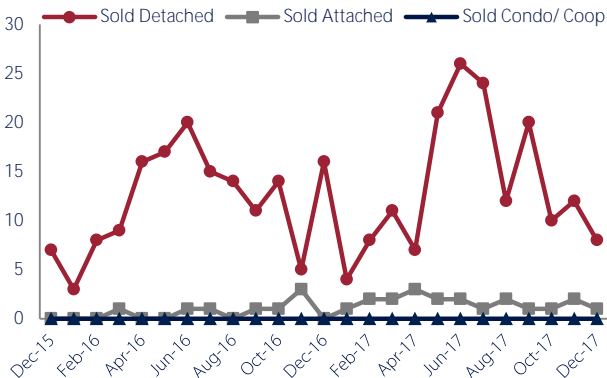
Days On Market

81



Up 31%
Vs. Year Ago

Units Sold*



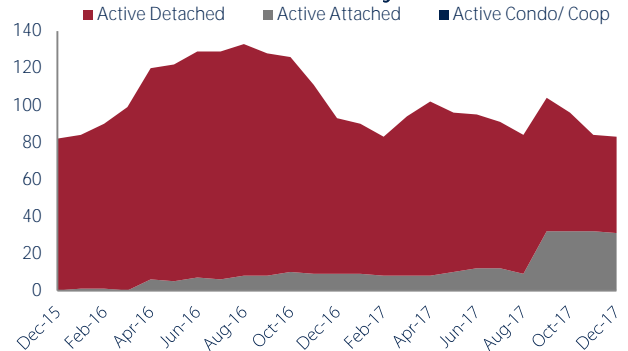
Units Sold

With relatively few transactions, there was a decrease in total units sold in December, with 9 sold this month in Poquoson City. This month's total units sold was lower than at this time last year, a decrease from December 2016.

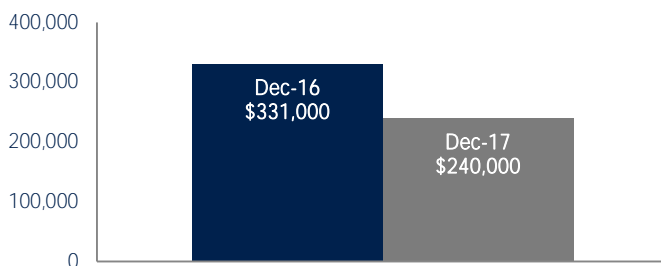
Active Inventory

Versus last year, the total number of homes available this month is lower by 10 units or 11%. The total number of active inventory this December was 83 compared to 93 in December 2016. This month's total of 83 is lower than the previous month's total supply of available inventory of 84, a decrease of 1%.

Active Inventory*



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last December, the median sale price for Poquoson City Homes was \$331,000. This December, the median sale price was \$240,000, a decrease of \$91,000 compared to last year. The current median sold price is lower than in November.

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

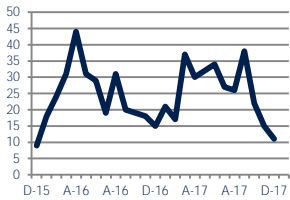


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.
Information included in this report is based on data supplied by REIN and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

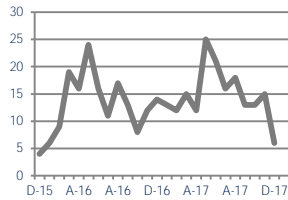
11



Down -27%
Vs. Year Ago

Current Contracts

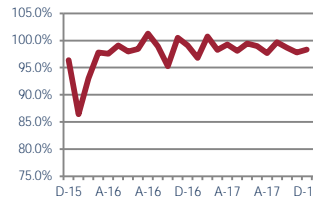
6



Down -57%
Vs. Year Ago

Sold Vs. List Price

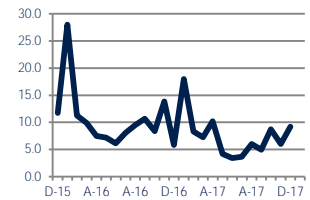
98.3%



Down -0.8%
Vs. Year Ago

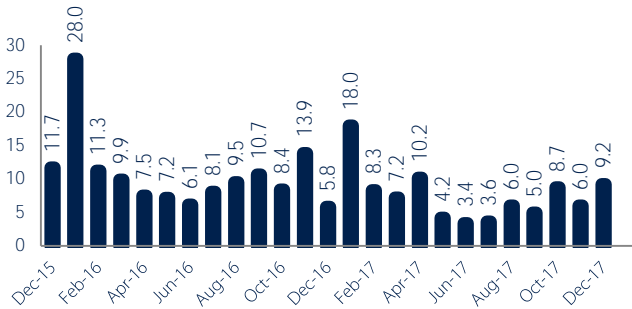
Months of Supply

9.2



Up 59%
Vs. Year Ago

Months Of Supply



Months of Supply

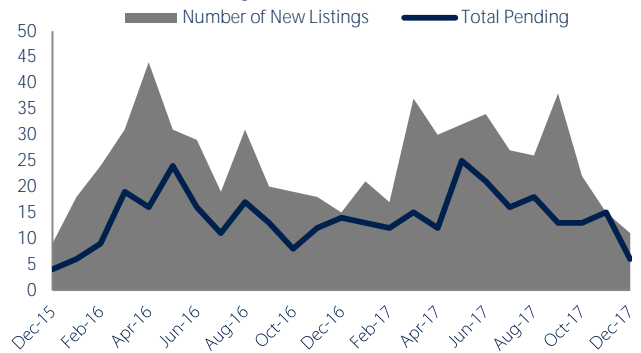
In December, there was 9.2 months of supply available in Poquoson City, compared to 5.8 in December 2016. That is an increase of 59% versus a year ago.

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.

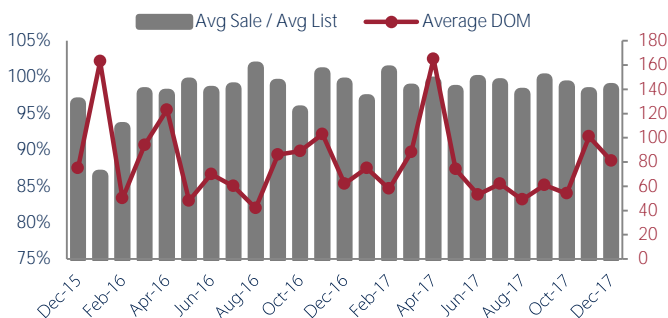
New Listings & Current Contracts

This month there were 11 homes newly listed for sale in Poquoson City compared to 15 in December 2016, a decrease of 27%. There were 6 current contracts pending sale this December compared to 14 a year ago. The number of current contracts is 57% lower than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Poquoson City was 98.3% of the average list price, which is 0.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 81, higher than the average last year, which was 62, an increase of 31%.



*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.

