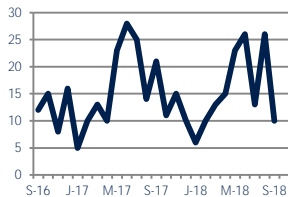


Units Sold

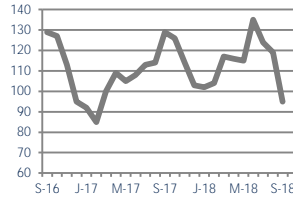
10



Down
Vs. Year Ago

Active Inventory

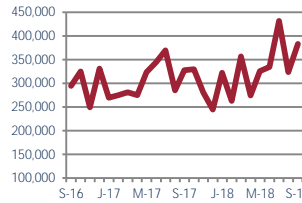
95



Down -26%
Vs. Year Ago

Median Sale Price

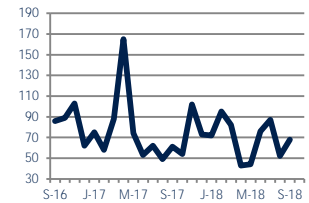
\$383,000



Up 17%
Vs. Year Ago

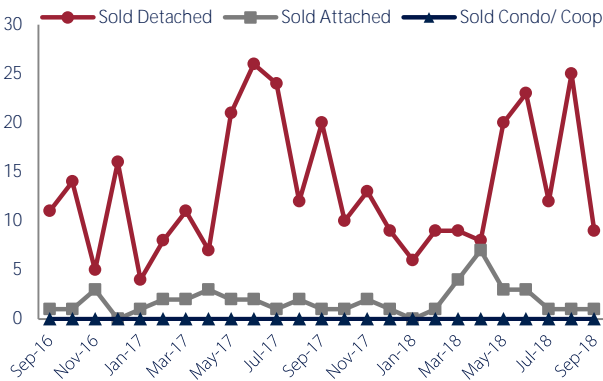
Days On Market

68



Up 11%
Vs. Year Ago

Units Sold*



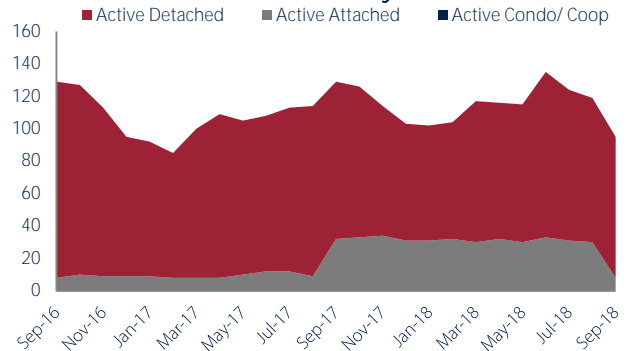
Units Sold

With relatively few transactions, there was a decrease in total units sold in September, with 10 sold this month in Poquoson City. This month's total units sold was lower than at this time last year, a decrease from September 2017.

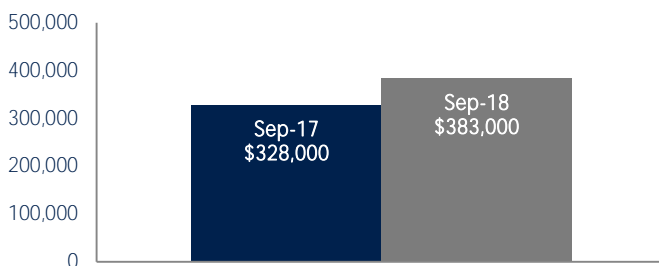
Active Inventory

Versus last year, the total number of homes available this month is lower by 34 units or 26%. The total number of active inventory this September was 95 compared to 129 in September 2017. This month's total of 95 is lower than the previous month's total supply of available inventory of 119, a decrease of 20%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for Poquoson City Homes was \$328,000. This September, the median sale price was \$383,000, an increase of 17% or \$55,000 compared to last year. The current median sold price is 18% higher 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.

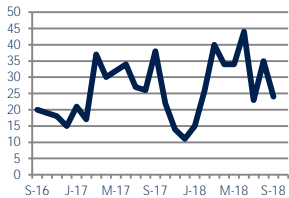


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

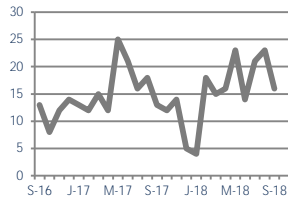
24



Down -37%
Vs. Year Ago

Current Contracts

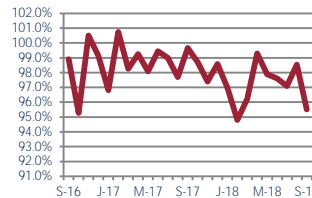
16



Up 23%
Vs. Year Ago

Sold Vs. List Price

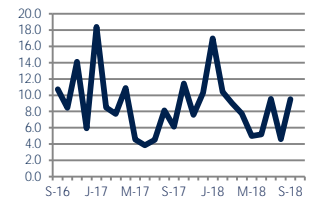
95.5%



Down -4.2%
Vs. Year Ago

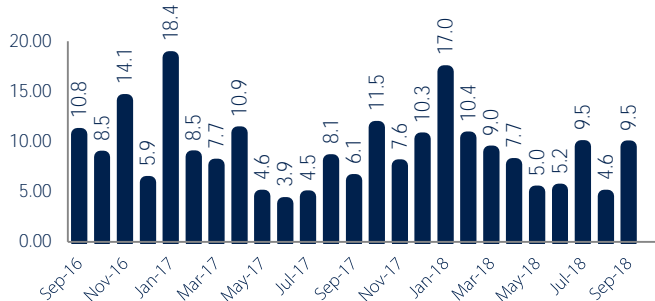
Months of Supply

9.5



Up 55%
Vs. Year Ago

Months Of Supply



Months of Supply

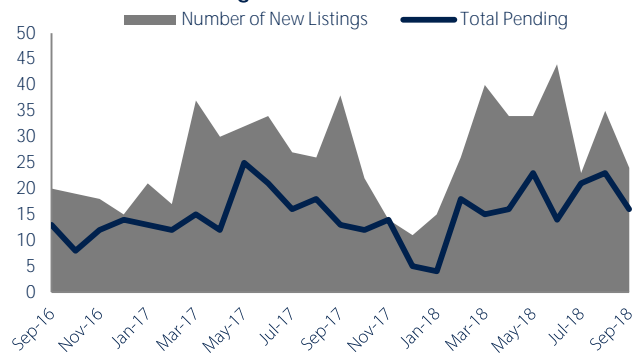
In September, there was 9.5 months of supply available in Poquoson City, compared to 6.1 in September 2017. That is an increase of 55% versus a year ago.

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.

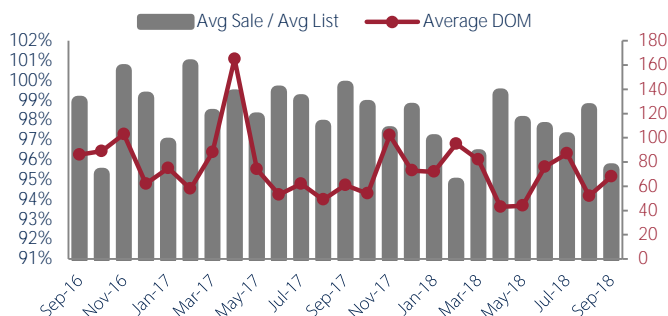
New Listings & Current Contracts

This month there were 24 homes newly listed for sale in Poquoson City compared to 38 in September 2017, a decrease of 37%. There were 16 current contracts pending sale this September compared to 13 a year ago. The number of current contracts is 23% 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 Poquoson City was 95.5% of the average list price, which is 4.2% lower than at this time last year.

Days On Market

This month, the average number of days on market was 68, higher than the average last year, which was 61, an increase of 11%.



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