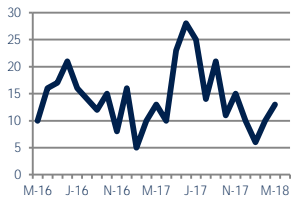




Units Sold

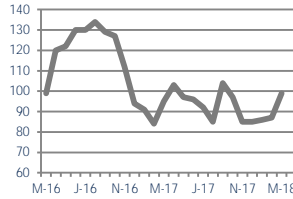
13



No Change
Vs. Year Ago

Active Inventory

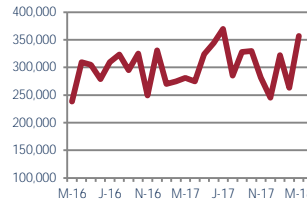
99



Up 4%
Vs. Year Ago

Median Sale Price

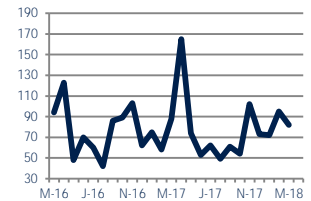
\$357,000



Up
Vs. Year Ago

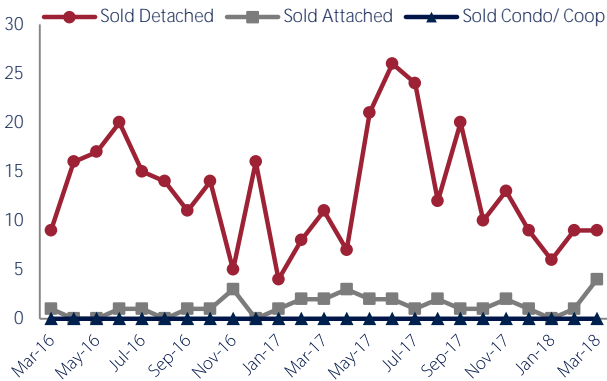
Days On Market

82



Down -7%
Vs. Year Ago

Units Sold*



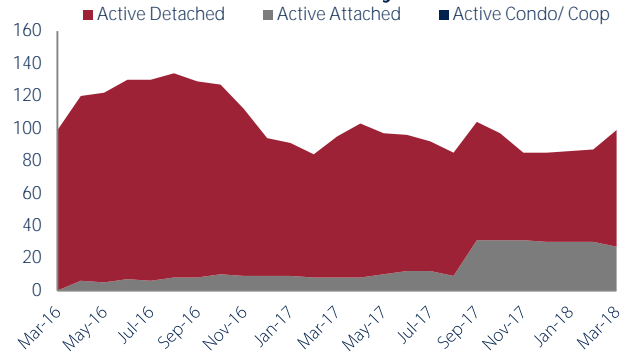
Units Sold

There was an increase in total units sold in March, with 13 sold this month in Poquoson City, an increase of 30%. This month's total units sold is similar compared to a year ago.

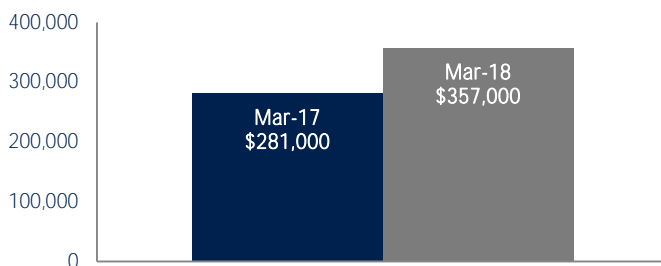
Active Inventory

Versus last year, the total number of homes available this month is higher by 4 units or 4%. The total number of active inventory this March was 99 compared to 95 in March 2017. This month's total of 99 is higher than the previous month's total supply of available inventory of 87, an increase of 14%.

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 March, the median sale price for Poquoson City Homes was \$281,000. This March, the median sale price was \$357,000, an increase of \$76,000 compared to last year. The current median sold price is higher than in February.

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

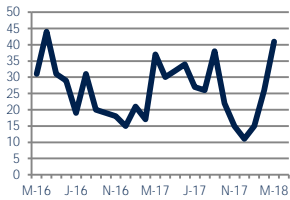


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

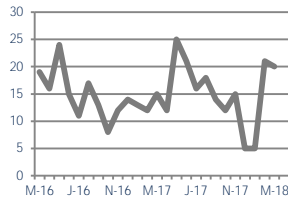
41



Up 11%
Vs. Year Ago

Current Contracts

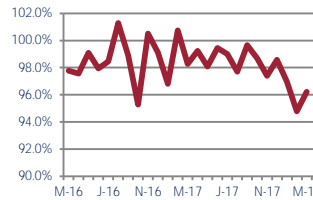
20



Up 33%
Vs. Year Ago

Sold Vs. List Price

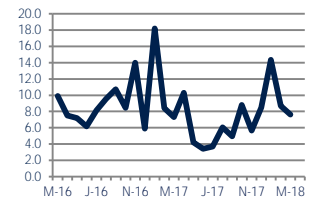
96.2%



Down -2.1%
Vs. Year Ago

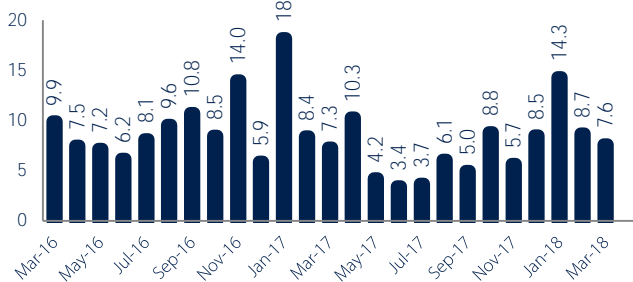
Months of Supply

7.6



Up 4%
Vs. Year Ago

Months Of Supply



Months of Supply

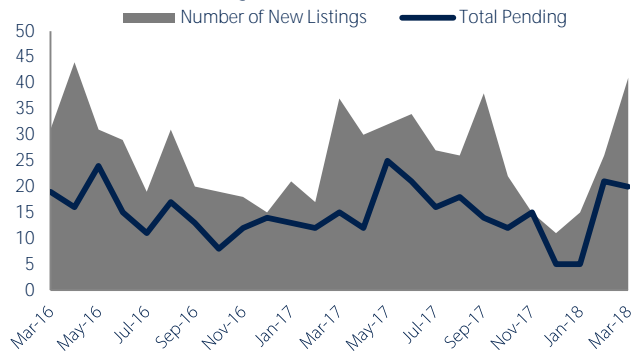
In March, there was 7.6 months of supply available in Poquoson City, compared to 7.3 in March 2017. That is an increase of 4% versus a year ago.

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.

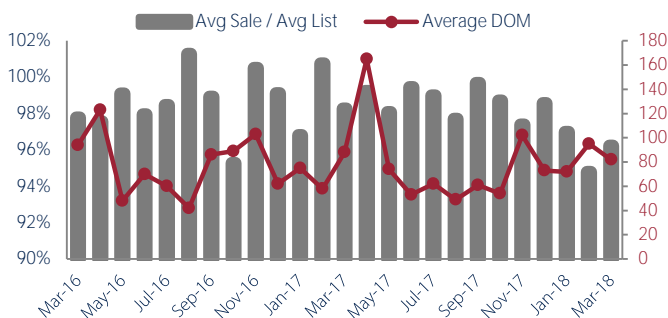
New Listings & Current Contracts

This month there were 41 homes newly listed for sale in Poquoson City compared to 37 in March 2017, an increase of 11%. There were 20 current contracts pending sale this March compared to 15 a year ago. The number of current contracts is 33% higher than last March.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In March, the average sale price in Poquoson City was 96.2% of the average list price, which is 2.0% lower than at this time last year.

Days On Market

This month, the average number of days on market was 82, lower than the average last year, which was 88, a decrease of 7%.



*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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