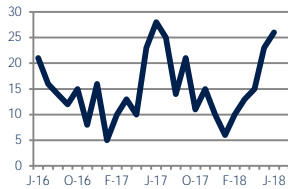


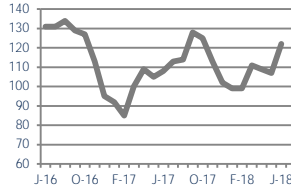


Units Sold
26



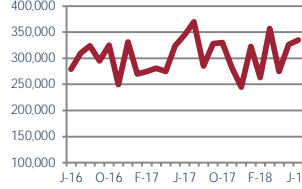
Down -7%
Vs. Year Ago

Active Inventory
122



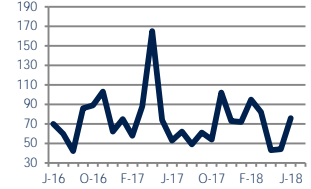
Up 13%
Vs. Year Ago

Median Sale Price
\$334,700



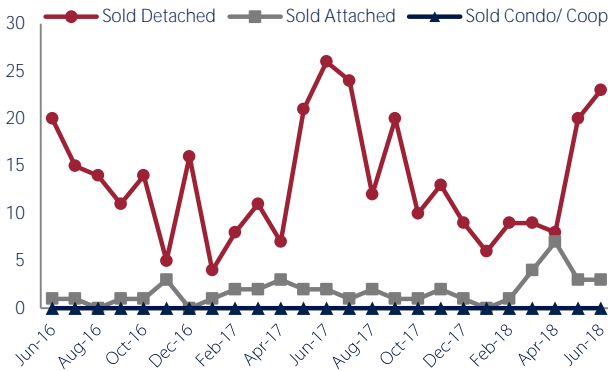
Down -3%
Vs. Year Ago

Days On Market
76



Up 43%
Vs. Year Ago

Units Sold*



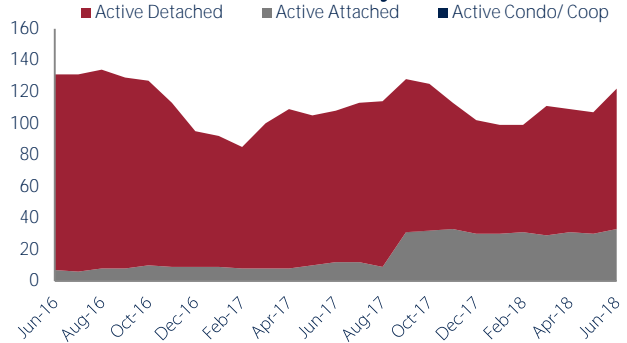
Units Sold

There was an increase in total units sold in June, with 26 sold this month in Poquoson City versus 23 last month, an increase of 13%. This month's total units sold was lower than at this time last year, a decrease of 7% versus June 2017.

Active Inventory

Versus last year, the total number of homes available this month is higher by 14 units or 13%. The total number of active inventory this June was 122 compared to 108 in June 2017. This month's total of 122 is higher than the previous month's total supply of available inventory of 107, an increase of 14%.

Active Inventory*



Median Sale Price



Median Sale Price

Last June, the median sale price for Poquoson City Homes was \$344,500. This June, the median sale price was \$334,700, a decrease of 3% or \$9,800 compared to last year. The current median sold price is 3% higher than in May.

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



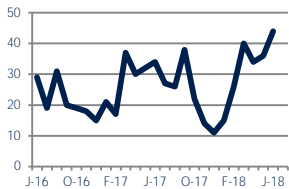
*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

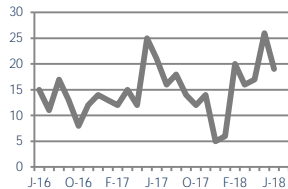
44



Up 29%
Vs. Year Ago

Current Contracts

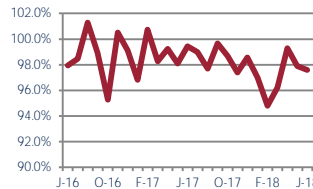
19



Down -10%
Vs. Year Ago

Sold Vs. List Price

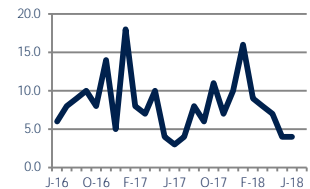
97.6%



Down -1.9%
Vs. Year Ago

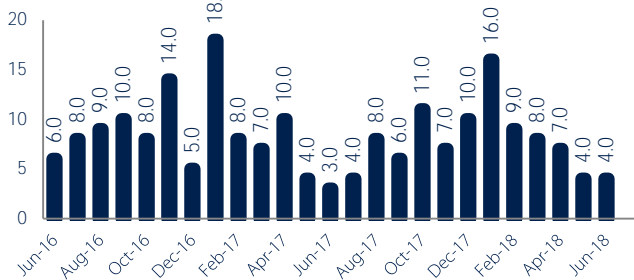
Months of Supply

4.0



Up 33%
Vs. Year Ago

Months Of Supply



Months of Supply

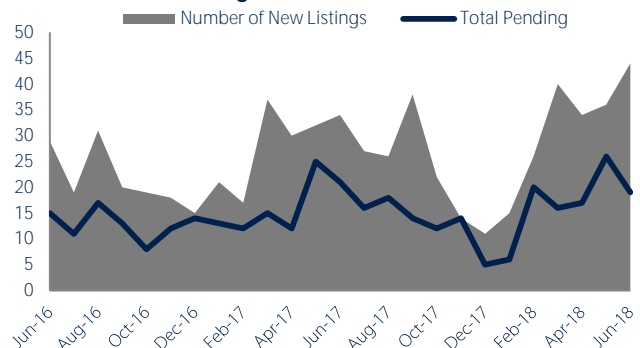
In June, there was 4.7 months of supply available in Poquoson City, compared to 3.9 in June 2017. That is an increase of 22% versus a year ago.

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.

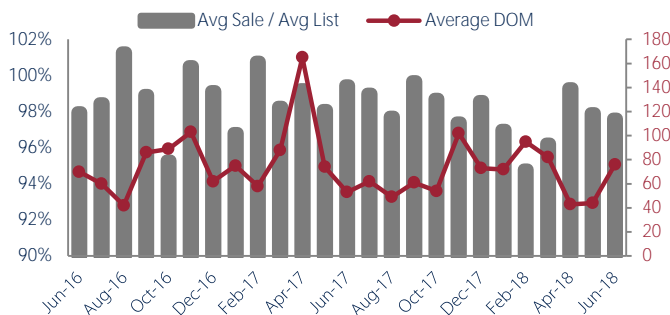
New Listings & Current Contracts

This month there were 44 homes newly listed for sale in Poquoson City compared to 34 in June 2017, an increase of 29%. There were 19 current contracts pending sale this June compared to 21 a year ago. The number of current contracts is 10% lower than last June.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In June, the average sale price in Poquoson City was 97.6% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 76, higher than the average last year, which was 53, an increase of 43%.



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