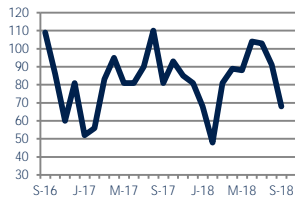


Zip Code(s): 23663, 23664, 23667, 23668 and 23669

Units Sold

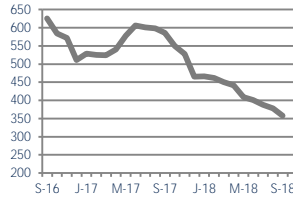
68



Down -16%
Vs. Year Ago

Active Inventory

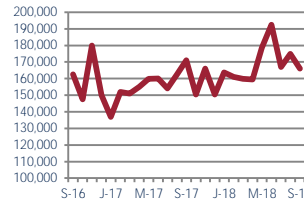
358



Down -39%
Vs. Year Ago

Median Sale Price

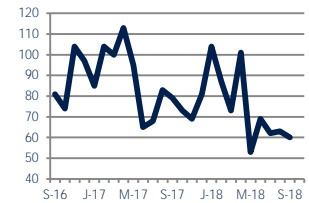
\$165,950



Down -3%
Vs. Year Ago

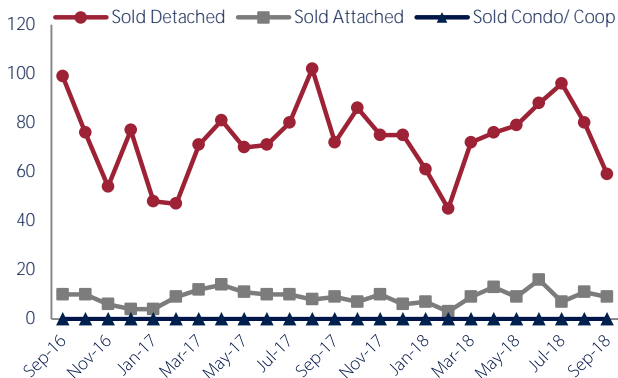
Days On Market

60



Down -24%
Vs. Year Ago

Units Sold*



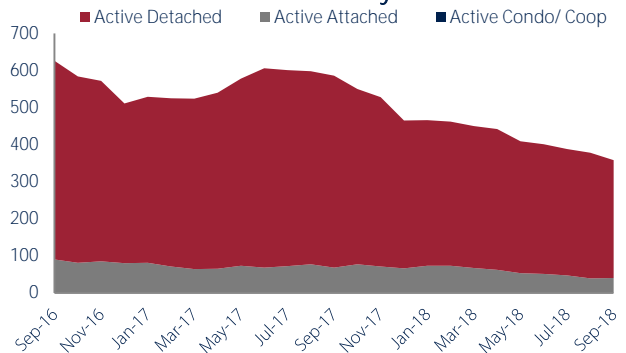
Units Sold

There was a decrease in total units sold in September, with 68 sold this month in River Terrace, Buckroe Beach, and Western Hampton City versus 91 last month, a decrease of 25%. This month's total units sold was lower than at this time last year, a decrease of 16% versus September 2017.

Active Inventory

Versus last year, the total number of homes available this month is lower by 228 units or 39%. The total number of active inventory this September was 358 compared to 586 in September 2017. This month's total of 358 is lower than the previous month's total supply of available inventory of 378, a decrease of 5%.

Active Inventory*



Median Sale Price



Median Sale Price

Last September, the median sale price for River Terrace, Buckroe Beach, and Western Hampton City Homes was \$171,000. This September, the median sale price was \$165,950, a decrease of 3% or \$5,050 compared to last year. The current median sold price is 5% 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.



River Terrace, Buckroe Beach, and Western Hampton City are defined as properties listed in zip code/s 23663, 23664, 23667, 23668 and 23669.

*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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The Long & Foster Market Minute™

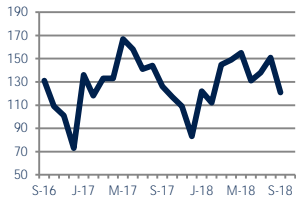
Focus On: River Terrace, Buckroe Beach, and Western Hampton City Housing Market

September 2018

Zip Code(s): 23663, 23664, 23667, 23668 and 23669

New Listings

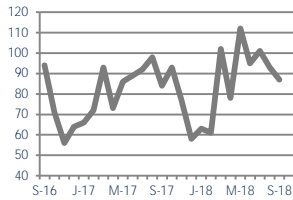
121



Down -4%
Vs. Year Ago

Current Contracts

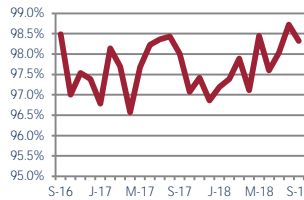
87



Up 4%
Vs. Year Ago

Sold Vs. List Price

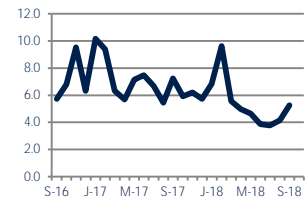
98.3%



No Change
Vs. Year Ago

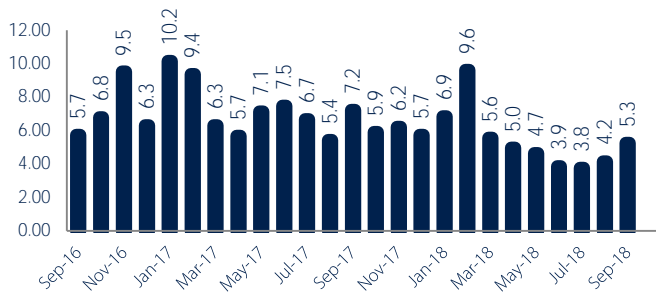
Months of Supply

5.3



Down -27%
Vs. Year Ago

Months Of Supply



Months of Supply

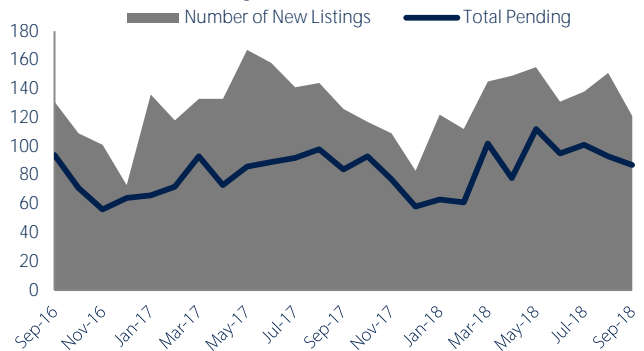
In September, there was 5.3 months of supply available in River Terrace, Buckroe Beach, and Western Hampton City, compared to 7.2 in September 2017. That is a decrease of 27% versus a year ago.

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.

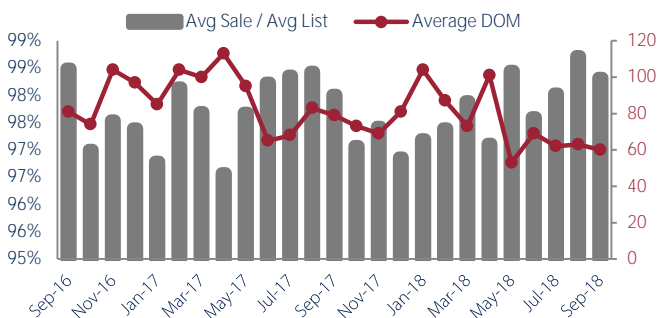
New Listings & Current Contracts

This month there were 121 homes newly listed for sale in River Terrace, Buckroe Beach, and Western Hampton City compared to 126 in September 2017, a decrease of 4%. There were 87 current contracts pending sale this September compared to 84 a year ago. The number of current contracts is 4% 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 River Terrace, Buckroe Beach, and Western Hampton City was 98.3% of the average list price, which is similar compared to a year ago.

Days On Market

This month, the average number of days on market was 60, lower than the average last year, which was 79, a decrease of 24%.



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