



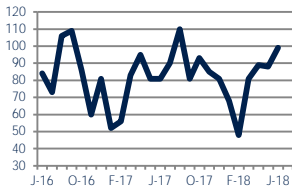
# The Long & Foster Market Minute™

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

June 2018

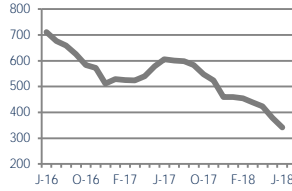
Zip Code(s): 23663, 23664, 23667, 23668 and 23669

**Units Sold**  
99



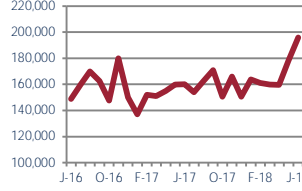
Up 22%  
Vs. Year Ago

**Active Inventory**  
342



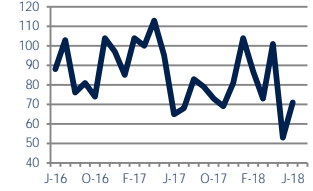
Down -44%  
Vs. Year Ago

**Median Sale Price**  
\$196,000



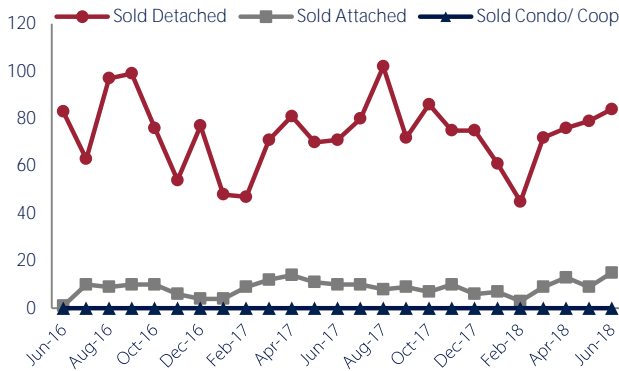
Up 23%  
Vs. Year Ago

**Days On Market**  
71



Up 9%  
Vs. Year Ago

### Units Sold\*



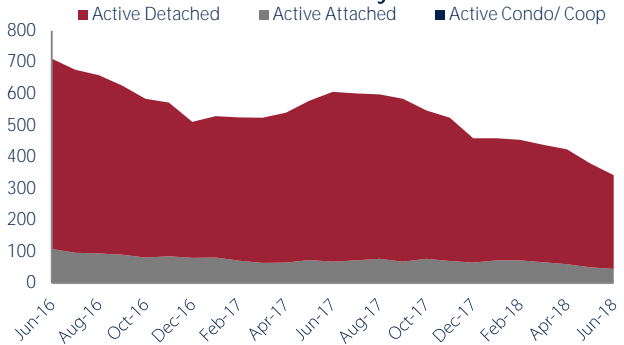
### Units Sold

There was an increase in total units sold in June, with 99 sold this month in River Terrace, Buckroe Beach, and Western Hampton City versus 88 last month, an increase of 13%. This month's total units sold was higher than at this time last year, an increase of 22% versus June 2017.

### Active Inventory

Versus last year, the total number of homes available this month is lower by 264 units or 44%. The total number of active inventory this June was 342 compared to 606 in June 2017. This month's total of 342 is lower than the previous month's total supply of available inventory of 379, a decrease of 10%.

### Active Inventory\*



### Median Sale Price



### Median Sale Price

Last June, the median sale price for River Terrace, Buckroe Beach, and Western Hampton City Homes was \$160,000. This June, the median sale price was \$196,000, an increase of 23% or \$36,000 compared to last year. The current median sold price is 10% 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.



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.

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.





# The Long & Foster Market Minute™

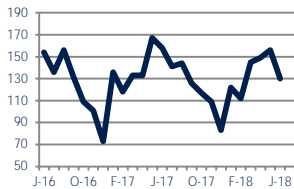
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June 2018

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

### New Listings

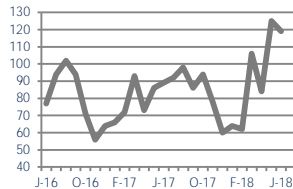
130



Down -18%  
Vs. Year Ago

### Current Contracts

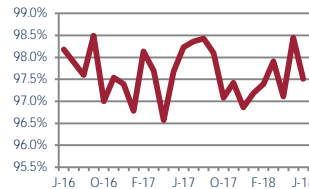
119



Up 34%  
Vs. Year Ago

### Sold Vs. List Price

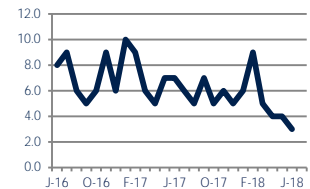
97.5%



Down -0.7%  
Vs. Year Ago

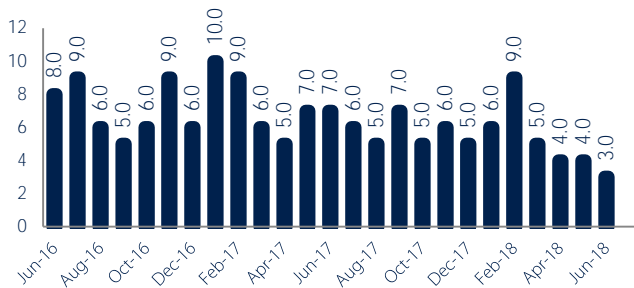
### Months of Supply

3.0



Down -57%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

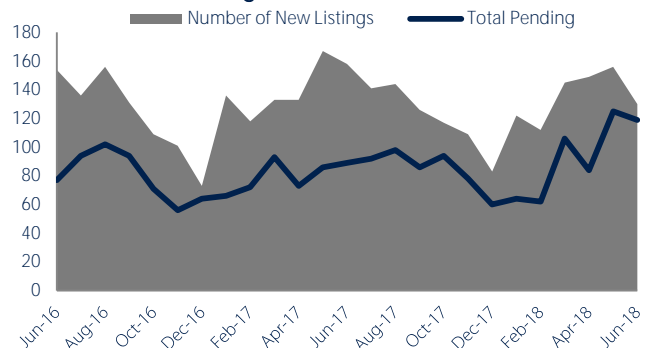
In June, there was 3.5 months of supply available in River Terrace, Buckroe Beach, and Western Hampton City, compared to 7.5 in June 2017. That is a decrease of 54% versus a year ago.

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.

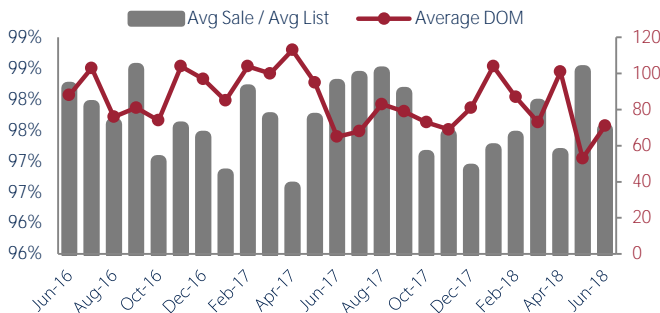
### New Listings & Current Contracts

This month there were 130 homes newly listed for sale in River Terrace, Buckroe Beach, and Western Hampton City compared to 158 in June 2017, a decrease of 18%. There were 119 current contracts pending sale this June compared to 89 a year ago. The number of current contracts is 34% higher 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 River Terrace, Buckroe Beach, and Western Hampton City was 97.5% of the average list price, which is 0.7% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 71, higher than the average last year, which was 65, an increase of 9%.



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