



The Long & Foster Market Minute™

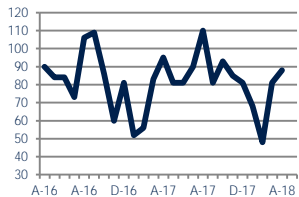
Focus On: River Terrace, Buckroe Beach, and Western Hampton City Housing Market

April 2018

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

Units Sold

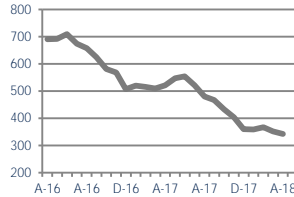
88



Down -7%
Vs. Year Ago

Active Inventory

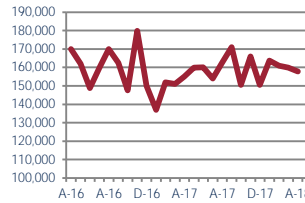
343



Down -34%
Vs. Year Ago

Median Sale Price

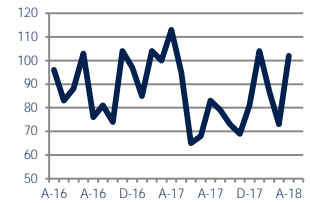
\$157,789



Up 2%
Vs. Year Ago

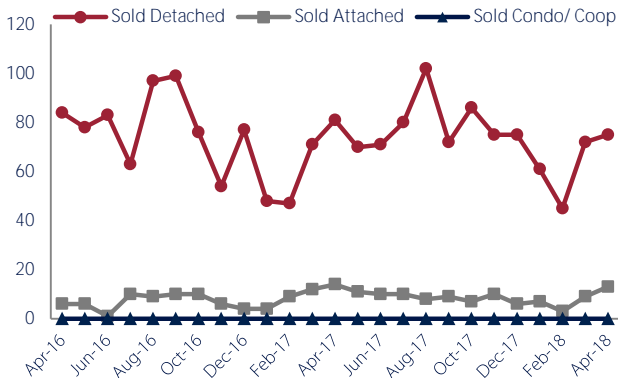
Days On Market

102



Down -10%
Vs. Year Ago

Units Sold*



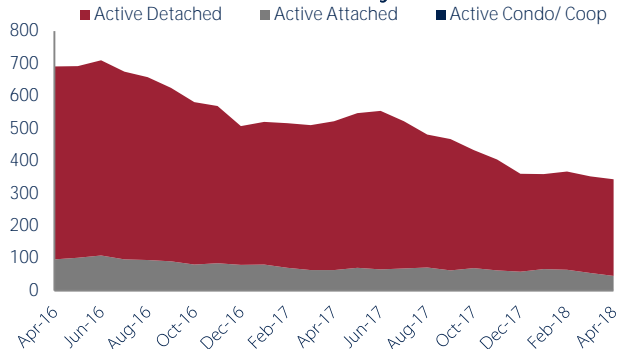
Units Sold

There was an increase in total units sold in April, with 88 sold this month in River Terrace, Buckroe Beach, and Western Hampton City versus 81 last month, an increase of 9%. This month's total units sold was lower than at this time last year, a decrease of 7% versus April 2017.

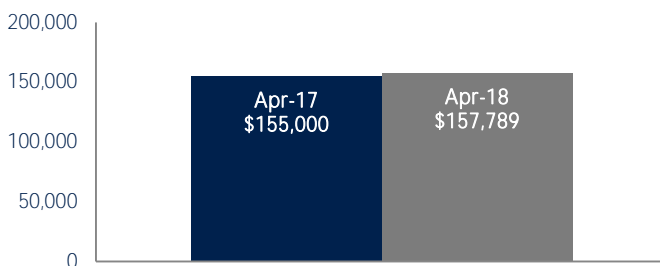
Active Inventory

Versus last year, the total number of homes available this month is lower by 179 units or 34%. The total number of active inventory this April was 343 compared to 522 in April 2017. This month's total of 343 is lower than the previous month's total supply of available inventory of 352, a decrease of 3%.

Active Inventory*



Median Sale Price



Median Sale Price

Last April, the median sale price for River Terrace, Buckroe Beach, and Western Hampton City Homes was \$155,000. This April, the median sale price was \$157,789, an increase of 2% or \$2,789 compared to last year. The current median sold price is 1% lower than in March.

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.



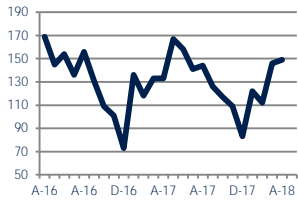
CHRISTIE'S
INTERNATIONAL REAL ESTATE



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

New Listings

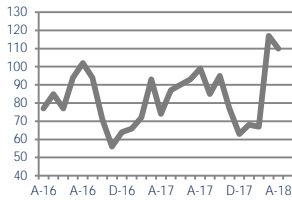
149



Up 12%
Vs. Year Ago

Current Contracts

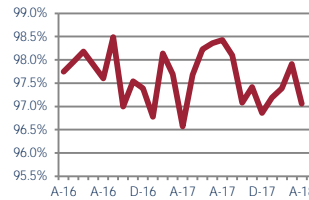
110



Up 49%
Vs. Year Ago

Sold Vs. List Price

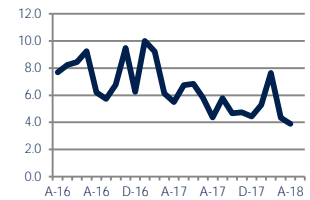
97.1%



Up 0.5%
Vs. Year Ago

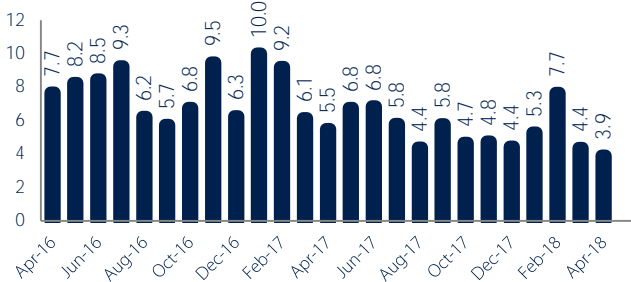
Months of Supply

3.9



Down -29%
Vs. Year Ago

Months Of Supply



Months of Supply

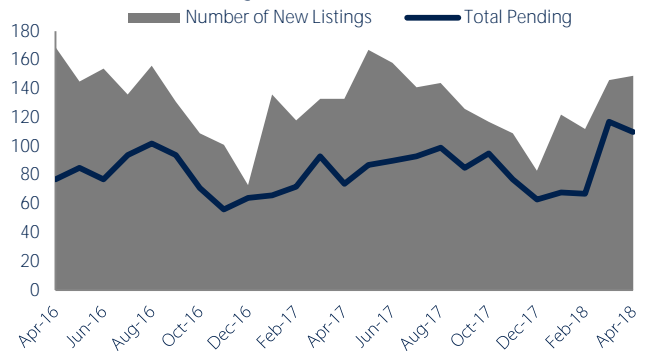
In April, there was 3.9 months of supply available in River Terrace, Buckroe Beach, and Western Hampton City, compared to 5.5 in April 2017. That is a decrease of 29% versus a year ago.

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.

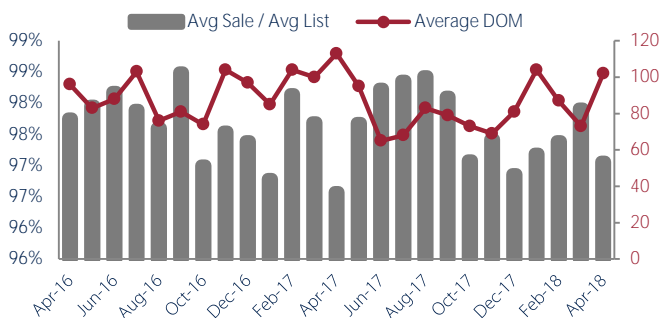
New Listings & Current Contracts

This month there were 149 homes newly listed for sale in River Terrace, Buckroe Beach, and Western Hampton City compared to 133 in April 2017, an increase of 12%. There were 110 current contracts pending sale this April compared to 74 a year ago. The number of current contracts is 49% higher than last April.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In April, the average sale price in River Terrace, Buckroe Beach, and Western Hampton City was 97.1% of the average list price, which is 0.5% higher than at this time last year.

Days On Market

This month, the average number of days on market was 102, lower than the average last year, which was 113, a decrease of 10%.



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