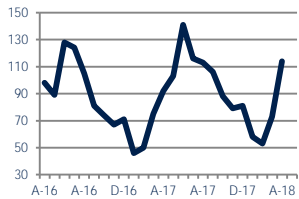




Units Sold

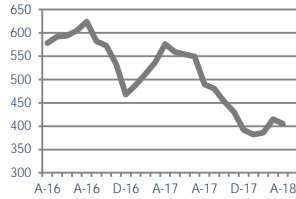
114



Up 24%
Vs. Year Ago

Active Inventory

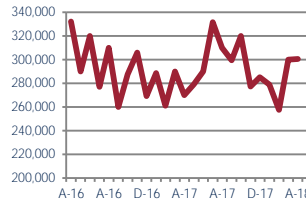
405



Down -30%
Vs. Year Ago

Median Sale Price

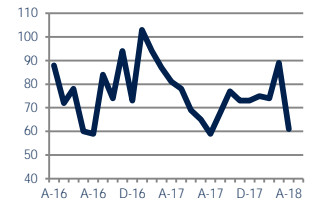
\$300,521



Up 11%
Vs. Year Ago

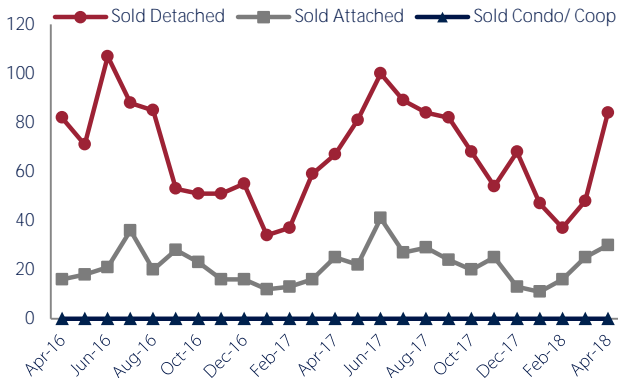
Days On Market

61



Down -25%
Vs. Year Ago

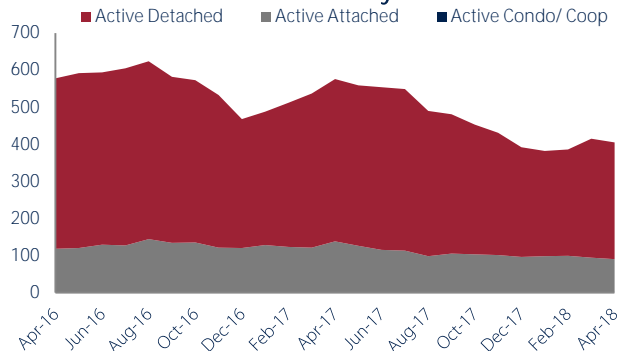
Units Sold*



Units Sold

There was an increase in total units sold in April, with 114 sold this month in York County and Poquoson. This month's total units sold was higher than at this time last year.

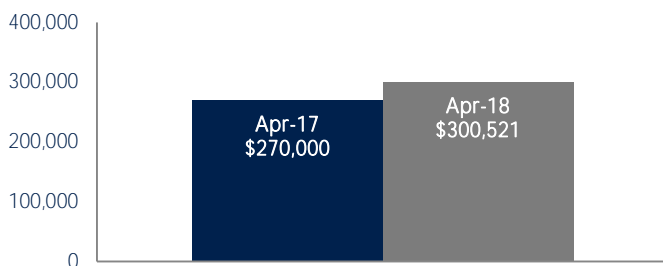
Active Inventory*



Active Inventory

Versus last year, the total number of homes available this month is lower by 171 units or 30%. The total number of active inventory this April was 405 compared to 576 in April 2017. This month's total of 405 is lower than the previous month's total supply of available inventory of 415, a decrease of 2%.

Median Sale Price



Median Sale Price

Last April, the median sale price for York County and Poquoson Homes was \$270,000. This April, the median sale price was \$300,521, an increase of 11% or \$30,521 compared to last year. The current median sold price is approximately the same as the median price in March.

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

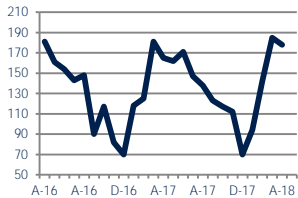


*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

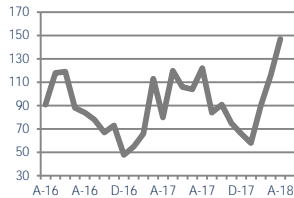
178



Up 8%
Vs. Year Ago

Current Contracts

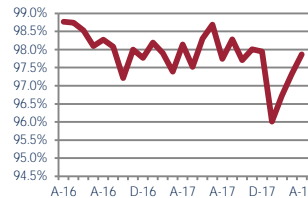
147



Up 84%
Vs. Year Ago

Sold Vs. List Price

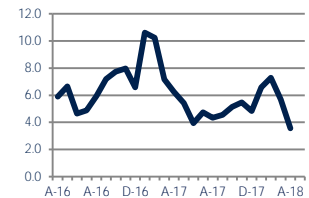
97.9%



No Change
Vs. Year Ago

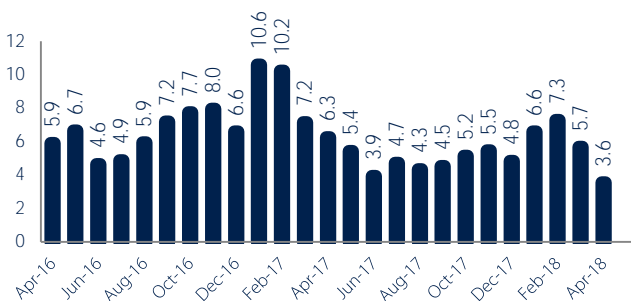
Months of Supply

3.6



Down -43%
Vs. Year Ago

Months Of Supply



Months of Supply

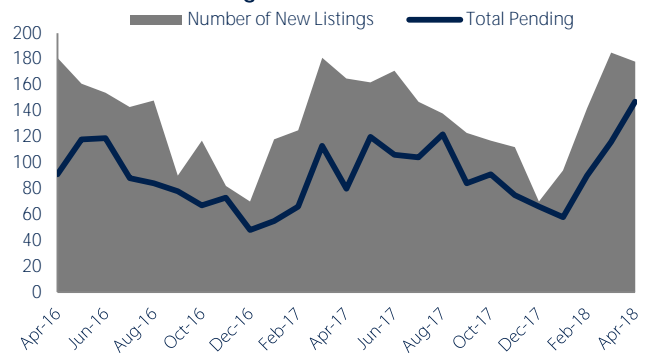
In April, there was 3.6 months of supply available in York County and Poquoson, compared to 6.3 in April 2017. That is a decrease of 43% versus a year ago.

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.

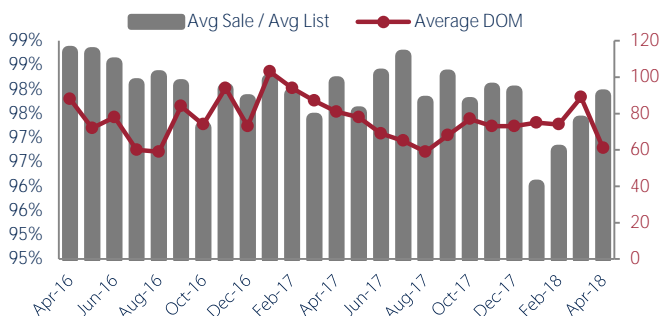
New Listings & Current Contracts

This month there were 178 homes newly listed for sale in York County and Poquoson compared to 165 in April 2017, an increase of 8%. There were 147 current contracts pending sale this April compared to 80 a year ago. The number of current contracts is 84% 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 York County and Poquoson was 97.9% 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 61, lower than the average last year, which was 81, a decrease of 25%.



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