

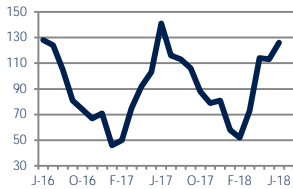


# The Long & Foster Market Minute™

Focus On: York County and Poquoson Housing Market

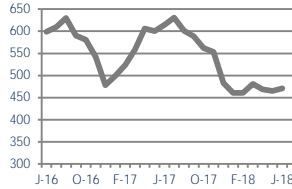
June 2018

**Units Sold**  
126



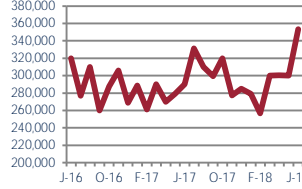
Down -11%  
Vs. Year Ago

**Active Inventory**  
471



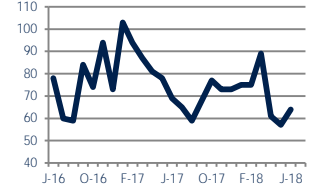
Down -23%  
Vs. Year Ago

**Median Sale Price**  
\$353,500



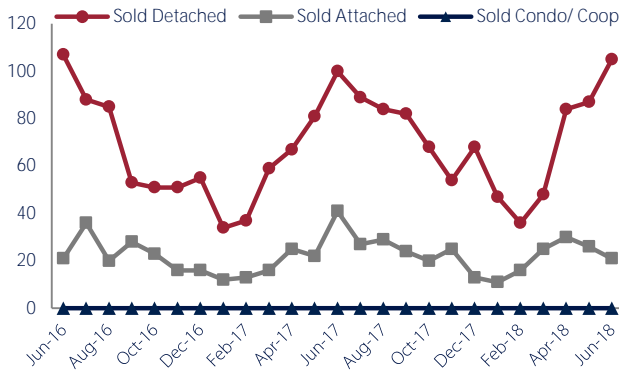
Up 22%  
Vs. Year Ago

**Days On Market**  
64



Down -7%  
Vs. Year Ago

## Units Sold\*



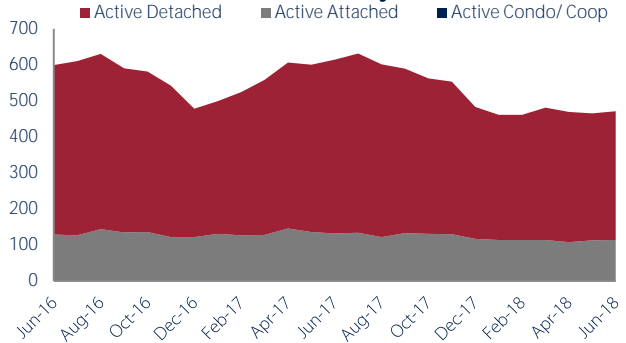
## Units Sold

There was an increase in total units sold in June, with 126 sold this month in York County and Poquoson versus 113 last month, an increase of 12%. This month's total units sold was lower than at this time last year, a decrease of 11% versus June 2017.

## Active Inventory

Versus last year, the total number of homes available this month is lower by 143 units or 23%. The total number of active inventory this June was 471 compared to 614 in June 2017. This month's total of 471 is higher than the previous month's total supply of available inventory of 465, an increase of 1%.

## Active Inventory\*



## Median Sale Price



## Median Sale Price

Last June, the median sale price for York County and Poquoson Homes was \$290,000. This June, the median sale price was \$353,500, an increase of 22% or \$63,500 compared to last year. The current median sold price is 18% 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.



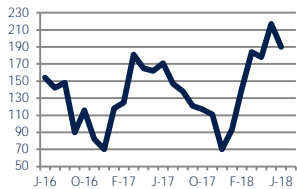
\*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates. Information included in this report is based on data supplied by REIN and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

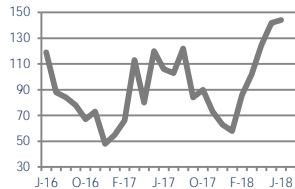
190



Up 11%  
Vs. Year Ago

### Current Contracts

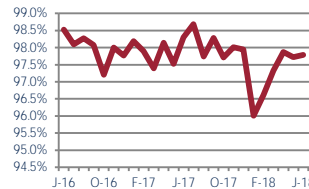
144



Up 36%  
Vs. Year Ago

### Sold Vs. List Price

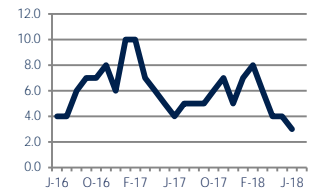
97.8%



Down -0.5%  
Vs. Year Ago

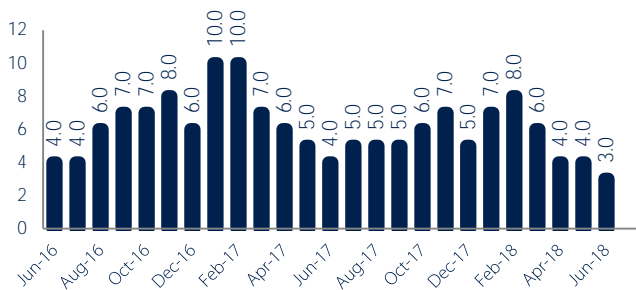
### Months of Supply

3.0



Down -25%  
Vs. Year Ago

### Months Of Supply



### Months of Supply

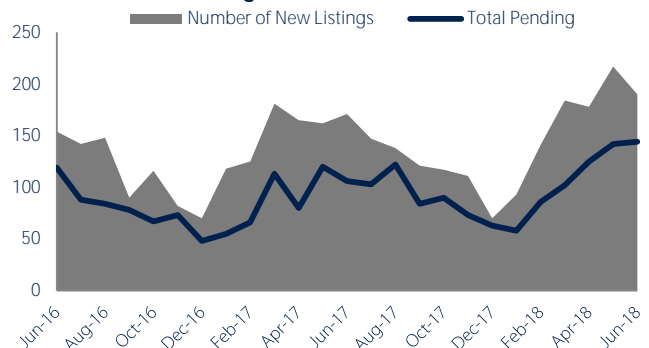
In June, there was 3.7 months of supply available in York County and Poquoson, compared to 4.4 in June 2017. That is a decrease of 14% versus a year ago.

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.

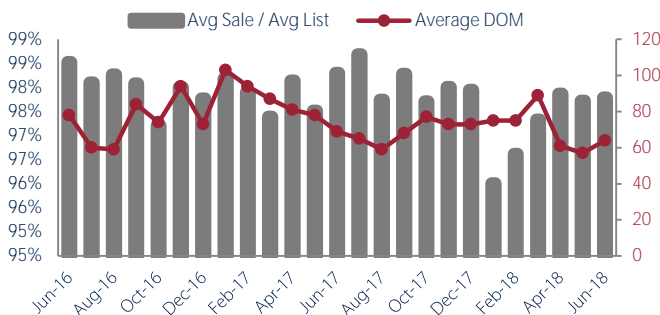
### New Listings & Current Contracts

This month there were 190 homes newly listed for sale in York County and Poquoson compared to 171 in June 2017, an increase of 11%. There were 144 current contracts pending sale this June compared to 106 a year ago. The number of current contracts is 36% 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 York County and Poquoson was 97.8% of the average list price, which is 0.5% lower than at this time last year.

### Days On Market

This month, the average number of days on market was 64, lower than the average last year, which was 69, a decrease of 7%.



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